

# Supplementary Financial Information 

For the period ended July 31, 2012

For further information, please contact:
Geoff Weiss, Vice-President, Investor Relations (416) 980-5093
Shuaib Shariff, Senior Vice-President and Chief Accountant (416) 980-5465
http://www.cibc.com/ca/pdf/investor/q312financials.pdf

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## External Reporting Changes

## Transition to IFRS

CIBC adopted IFRS commencing November 1, 2011 as a replacement of prior Canadian generally accepted accounting principles (GAAP). IFRS 1 requires that comparative financial information for fiscal 2011 be provided in accordance with IFRS. Accordingly, all relevant information in this document commencing November 1, 2010 is prepared under IFRS, unless otherwise stated. Capital measures provided on pages 31 to 49 for fiscal year 2011 are under Canadian GAAP and have not been restated for IFRS.
Information prior to November 1, 2011 prepared under Canadian GAAP is contained in our Q4/11 SFI which can be located at: http://www.cibc.com/ca/pdf/investor/q411financials.pdf

## on-GAAP measures

We use a number of financial measures to assess the performance of our business lines as described below. Some measures are alculated in accordance with GAAP (IFRS), while other measures do not have a standardized meaning under GAAP, and ccordingly, these measures may not be comparable to similar measures used by other companies. Investors may find these nonGAAP measures useful in analyzing financial performance.

## Adjusted measures

Management assesses results on a reported basis and on an adjusted basis and considers both to be useful in the assessment of underlying performance. Adjusted results remove items of note from reported results. Where applicable, we also adjust our results to gross up tax-exempt net interest income on certain securities to the equivalent level that would have incurred tax at the statutory ate to bring it to a taxable equivalent basis (TEB). We believe that the inclusion of adjusted results provide the reader with a better understanding of how management assesses performance. We also believe that these measures provide greater consistency and comparability between our results and those of some of our Canadian peer banks who make similar adjustments in their public disclosure.

Adjusted diluted EPS
We adjust our reported diluted EPS to remove the impact of items of note, net of taxes, and any other item specified in the table on the following page.

## Adjusted efficiency ratio

We adjust our reported revenue and non-interest expenses for the impact of items of note and gross up tax-exempt net interest income to bring it to a TEB basis, as applicable.

Adjusted dividend payout ratio
We adjust our reported net income attributable to common shareholders to remove the impact of items of note, net of taxes, to calculate adjusted dividend payout ratio.

Economic capital
Economic capital provides the financial framework to evaluate the returns of each strategic business unit (SBU), commensurate with the risk taken.

Economic capital is an estimate of the amount of equity capital required by the businesses to absorb losses consistent with our fargeted risk rating over a one-year horizon. Economic capital comprises a number of key risk types including credit, strategic, operational, investment, and market. The economic capital methodologies that we employ quantify the level of inherent risk within our products, clients, and business lines, as required. The difference between our total equity capital and economic capital is held in Corporate and Other.

There is no comparable GAAP measure for economic capital.

## Economic profit

Net income attributable to equity shareholders, adjusted for a charge on economic capital, determines economic profit. This measures the return generated by each SBU in excess of our cost of capital, thus enabling users of our financial information to dentify relative contributions to shareholder value.

Reconciliation of net income attributable to equity shareholders to economic profit is provided with segmented information on pages 6 to 9 .

Segmented return on equity
We use return on equity (ROE) on a segmented basis as one of the measures for performance evaluation and resource allocation decisions. While ROE for total CIBC provides a measure of return on common equity, ROE on a segmented basis provides a similar metric relating to the economic capital allocated to the segments. As a result, segmented ROE is a non-GAAP measure.

## Tangible common equity

angible common equity (TCE) comprises the sum of common share capital excluding short trading positions in our own shares, retained earnings, contributed surplus, non-controlling interests, and accumulated other comprehensive income (AOCI), less goodwill and intangible assets other than software. The TCE ratio is calculated by dividing TCE by risk-weighted assets (RWAs).

## Reconciliation of non-GAAP to GAAP measure

The following table on page ii provides a reconciliation of non-GAAP to GAAP measures related to CIBC on a consolidated basis.


[^0]
See Notes to users: Non-
GAAP measures
The ratio is calculated as the
provision for credit losses on
mpaired loans to average

$\begin{aligned} & \text { oans and acceptances, net of } \\ & \text { allowance for credit losses. }\end{aligned}$
The provision for credit losses
on impaired loans include
provision for: individual
llowance; collective allowan
on personal, scored small
$\begin{aligned} & \text { business and mortgage loans } \\ & \text { that are greater than } 90 \text { days }\end{aligned}$
delinquent; and net credit car
write-offs.
${ }^{3}$ Average interest-earning
$\begin{aligned} & \text { assets include interest-bearing } \\ & \text { deposits with banks, securities }\end{aligned}$
cash collateral on securities
borrowed, securities purchased
under resale agreements, and
oans net of allowances.
$\begin{aligned} & \text { Net income expressed as a } \\ & \text { percentage of average assets }\end{aligned}$
orcentage of average assets
$\begin{aligned} & \text { or avera } \\ & \text { assets. } \\ & 5\end{aligned}$
Includes the full contract
amount of assets under
administration or custody of
CIBC Mellon Global Securities
$\begin{aligned} & \text { Services Company, which is a } \\ & 50 / 50 \text { joint venture between }\end{aligned}$
CIBC and The Bank of New
York Mellon.
Debt ratings - S \& P - Senior
,
Capital miorm: Aa2.
year 2011 are under Canadia
GAAP and have not been
restated for IFRS.
For the purposes of
calculating this ratio, Retail
Bludes Retail and Business
and International Banking
operations (reported as part of
Corporate and Other). The
$\begin{aligned} & \text { ratio represents the amount of } \\ & \text { economic capital attributed to }\end{aligned}$
economic capital attributed to
of the period.
${ }^{9}$ Full-time equivalen
employees is a measure that
normalizes the number of full-
time and part-time employees,
employees, and $100 \%$
commissioned employees into
equivalent full time units based
$\begin{aligned} & \text { on actual hours of paid } \mathrm{w} \\ & \text { during a given period. }\end{aligned}$

## CONDENSED CONSOLIDATED STATEMENT OF INCOME

| (\$ millions) | Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | 2011 9M | $\begin{array}{r} 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 1,883 | 1,753 | 1,842 | 1,776 | 1,785 | 1,731 | 1,770 | 5,478 | 5,286 | 7,062 |
| Non-interest income | 1,266 | 1,331 | 1,315 | 1,419 | 1,346 | 1,284 | 1,324 | 3,912 | 3,954 | 5,373 |
| Total revenue | 3,149 | 3,084 | 3,157 | 3,195 | 3,131 | 3,015 | 3,094 | 9,390 | 9,240 | 12,435 |
| Provision for credit losses | 317 | 308 | 338 | 306 | 310 | 245 | 283 | 963 | 838 | 1,144 |
| Non-interest expenses | 1,831 | 1,764 | 1,791 | 1,920 | 2,005 | 1,756 | 1,805 | 5,386 | 5,566 | 7,486 |
| Income before income taxes | 1,001 | 1,012 | 1,028 | 969 | 816 | 1,014 | 1,006 | 3,041 | 2,836 | 3,805 |
| Income taxes | 160 | 201 | 193 | 212 | 225 | 247 | 243 | 554 | 715 | 927 |
| Net income | 841 | 811 | 835 | 757 | 591 | 767 | 763 | 2,487 | 2,121 | 2,878 |
| Net income attributable to non-controlling interests | 2 | 1 | 3 | 3 | 2 | 3 | 3 | 6 | 8 | 11 |
| Preferred shareholders | 29 | 44 | 56 | 38 | 55 | 42 | 42 | 129 | 139 | 177 |
| Common shareholders | 810 | 766 | 776 | 716 | 534 | 722 | 718 | 2,352 | 1,974 | 2,690 |
| Net income attributable to equity shareholders | 839 | 810 | 832 | 754 | 589 | 764 | 760 | 2,481 | 2,113 | 2,867 |


| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |
| Loans | 2,532 | 2,454 | 2,540 | 2,536 | 2,563 | 2,499 | 2,586 | 7,526 | 7,648 | 10,184 |
| Securities | 394 | 363 | 388 | 350 | 368 | 355 | 348 | 1,145 | 1,071 | 1,421 |
| Securities borrowed or purchased under resale agreements | 83 | 77 | 76 | 82 | 100 | 87 | 96 | 236 | 283 | 365 |
| Deposits with banks | 11 | 9 | 11 | 15 | 16 | 14 | 18 | 31 | 48 | 63 |
|  | 3,020 | 2,903 | 3,015 | 2,983 | 3,047 | 2,955 | 3,048 | 8,938 | 9,050 | 12,033 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |
| Deposits | 639 | 620 | 622 | 625 | 638 | 634 | 673 | 1,881 | 1,945 | 2,570 |
| Secured borrowings | 271 | 290 | 293 | 335 | 321 | 308 | 309 | 854 | 938 | 1,273 |
| Securities sold short | 85 | 77 | 87 | 89 | 105 | 101 | 93 | 249 | 299 | 388 |
| Securities lent or sold under repurchase agreements | 33 | 41 | 52 | 47 | 63 | 72 | 82 | 126 | 217 | 264 |
| Subordinated indebtedness | 52 | 52 | 52 | 52 | 53 | 55 | 55 | 156 | 163 | 215 |
| Capital Trust securities | 36 | 36 | 36 | 36 | 37 | 35 | 34 | 108 | 106 | 142 |
| Other | 21 | 34 | 31 | 23 | 45 | 19 | 32 | 86 | 96 | 119 |
|  | 1,137 | 1,150 | 1,173 | 1,207 | 1,262 | 1,224 | 1,278 | 3,460 | 3,764 | 4,971 |
| Net interest income | 1,883 | 1,753 | 1,842 | 1,776 | 1,785 | 1,731 | 1,770 | 5,478 | 5,286 | 7,062 |

NON-INTEREST INCOME

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Underwriting and advisory fees | 99 | 114 | 107 | 94 | 130 | 128 | 162 | 320 | 420 | 514 |
| Deposit and payment fees | 203 | 188 | 190 | 192 | 195 | 183 | 186 | 581 | 564 | 756 |
| Credit fees | 112 | 98 | 97 | 97 | 98 | 92 | 92 | 307 | 282 | 379 |
| Card fees | 154 | 149 | 164 | 152 | 156 | 145 | 156 | 467 | 457 | 609 |
| Investment management and custodial fees | 107 | 105 | 102 | 104 | 104 | 103 | 100 | 314 | 307 | 411 |
| Mutual fund fees | 219 | 219 | 212 | 210 | 218 | 214 | 207 | 650 | 639 | 849 |
| Insurance fees, net of claims | 81 | 80 | 82 | 86 | 82 | 73 | 79 | 243 | 234 | 320 |
| Commissions on securities transactions | 96 | 107 | 101 | 109 | 110 | 138 | 139 | 304 | 387 | 496 |
| Trading income (loss) ${ }^{1}$ | (16) | 41 | 45 | (13) | (33) | 52 | 38 | 70 | 57 | 44 |
| Available-for-sale (AFS) securities gains, net | 70 | 81 | 52 | 236 | 65 | 35 | 61 | 203 | 161 | 397 |
| FVO gains (losses), net ${ }^{1,2}$ | (9) | (11) | (8) | (12) | 65 | (31) | (29) | (28) | 5 | (7) |
| Foreign exchange other than trading ${ }^{3}$ | 17 | 35 | 30 | 48 | 41 | 43 | 72 | 82 | 156 | 204 |
| Income from equity-accounted associates and joint ventures | 30 | 24 | 62 | 9 | 27 | 15 | 60 | 116 | 102 | 111 |
| Other | 103 | 101 | 79 | 107 | 88 | 94 | 1 | 283 | 183 | 290 |
| Total non-interest income | 1,266 | 1,331 | 1,315 | 1,419 | 1,346 | 1,284 | 1,324 | 3,912 | 3,954 | 5,373 |

[^1]
## NON-INTEREST EXPENSES

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \hline 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employee compensation and benefits |  |  |  |  |  |  |  |  |  |  |
| Salaries | 583 | 557 | 559 | 578 | 562 | 554 | 551 | 1,699 | 1,667 | 2,245 |
| Performance-based compensation | 315 | 303 | 318 | 324 | 321 | 266 | 350 | 936 | 937 | 1,261 |
| Benefits | 138 | 134 | 136 | 152 | 139 | 128 | 127 | 408 | 394 | 546 |
|  | 1,036 | 994 | 1,013 | 1,054 | 1,022 | 948 | 1,028 | 3,043 | 2,998 | 4,052 |
| Occupancy costs |  |  |  |  |  |  |  |  |  |  |
| Rent and maintenance | 142 | 145 | 145 | 150 | 137 | 141 | 137 | 432 | 415 | 565 |
| Depreciation | 28 | 27 | 28 | 27 | 25 | 25 | 25 | 83 | 75 | 102 |
|  | 170 | 172 | 173 | 177 | 162 | 166 | 162 | 515 | 490 | 667 |
| Computer, software and office equipment |  |  |  |  |  |  |  |  |  |  |
| Rent and maintenance and amortization of software costs ${ }^{1}$ | 231 | 226 | 212 | 225 | 220 | 217 | 216 | 669 | 653 | 878 |
| Depreciation | 28 | 30 | 29 | 29 | 27 | 28 | 27 | 87 | 82 | 111 |
|  | 259 | 256 | 241 | 254 | 247 | 245 | 243 | 756 | 735 | 989 |
| Communications |  |  |  |  |  |  |  |  |  |  |
| Telecommunications | 30 | 29 | 31 | 31 | 28 | 28 | 28 | 90 | 84 | 115 |
| Postage and courier | 30 | 32 | 33 | 29 | 28 | 33 | 31 | 95 | 92 | 121 |
| Stationery | 15 | 15 | 15 | 16 | 14 | 15 | 15 | 45 | 44 | 60 |
|  | 75 | 76 | 79 | 76 | 70 | 76 | 74 | 230 | 220 | 296 |
| Advertising and business development | 63 | 52 | 49 | 61 | 55 | 51 | 46 | 164 | 152 | 213 |
| Professional fees | 47 | 43 | 39 | 58 | 43 | 41 | 36 | 129 | 120 | 178 |
| Business and capital taxes | 15 | 10 | 13 | 5 | 11 | 10 | 12 | 38 | 33 | 38 |
| Other ${ }^{2}$ | 166 | 161 | 184 | 235 | 395 | 219 | 204 | 511 | 818 | 1,053 |
| Non-interest expenses | 1,831 | 1,764 | 1,791 | 1,920 | 2,005 | 1,756 | 1,805 | 5,386 | 5,566 | 7,486 |
| Non-interest expenses to revenue ratio | 58.1\% | 57.2\% | 56.7\% | 60.1\% | 64.0\% | 58.2\% | 58.3\% | 57.4\% | 60.2\% | 60.2\% |

${ }^{1}$ Includes amortization of software costs (Q3/12: \$28 million; Q2/12: \$27 million).
${ }^{2}$ Includes amortization of other intangible assets (Q3/12: $\$ 7$ million; Q2/12: $\$ 7$ million). In addition, Q3/11 includes $\$ 203$ million of impairment loss relating to CIBC FirstCaribbean goodwill.

CIBC has three SBUs:

 and high net worth clients.
Wholesale Banking provides a wide range of credit, capital markets, investment banking, merchant banking and research products and services to government, institutional, corporate and retail clients in Canada and in key markets around the world.

 other income statement and balance sheet items not directly attributable to the business lines.
(\$ millions)


| Financial results |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail and Business Banking | 594 | 556 | 567 | 597 | 551 | 496 | 540 | 1,717 | 1,587 | 2,184 |
| Wealth Management | 76 | 79 | 100 | 70 | 70 | 73 | 66 | 255 | 209 | 279 |
| Wholesale Banking | 156 | 131 | 133 | 122 | 141 | 140 | 140 | 420 | 421 | 543 |
| Corporate and Other | 15 | 45 | 35 | (32) | (171) | 58 | 17 | 95 | (96) | (128) |
| Net income | 841 | 811 | 835 | 757 | 591 | 767 | 763 | 2,487 | 2,121 | 2,878 |
| Net income attributable to: Non-controlling interests | 2 | 1 | 3 | 3 | 2 | 3 | 3 | 6 | 8 | 11 |
| Equity shareholders | 839 | 810 | 832 | 754 | 589 | 764 | 760 | 2,481 | 2,113 | 2,867 |

SEGMENTED INFORMATION - RETAIL AND BUSINESS BANKING

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | 2011 9M | $\begin{array}{r} \hline 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Financial results |  |  |  |  |  |  |  |  |  |  |
| Personal banking | 1,659 | 1,590 | 1,606 | 1,613 | 1,636 | 1,594 | 1,657 | 4,855 | 4,887 | 6,500 |
| Business banking | 382 | 368 | 373 | 358 | 360 | 342 | 351 | 1,123 | 1,053 | 1,411 |
| Other | 44 | 46 | 50 | 105 | 39 | (4) | (6) | 140 | 29 | 134 |
| Total revenue | 2,085 | 2,004 | 2,029 | 2,076 | 2,035 | 1,932 | 2,002 | 6,118 | 5,969 | 8,045 |
| Provision for credit losses | 273 | 271 | 281 | 266 | 291 | 267 | 272 | 825 | 830 | 1,096 |
|  | 1,812 | 1,733 | 1,748 | 1,810 | 1,744 | 1,665 | 1,730 | 5,293 | 5,139 | 6,949 |
| Non-interest expenses | 1,035 | 998 | 996 | 1,023 | 1,013 | 995 | 1,003 | 3,029 | 3,011 | 4,034 |
| Income before taxes | 777 | 735 | 752 | 787 | 731 | 670 | 727 | 2,264 | 2,128 | 2,915 |
| Income taxes | 183 | 179 | 185 | 190 | 180 | 174 | 187 | 547 | 541 | 731 |
| Net income | 594 | 556 | 567 | 597 | 551 | 496 | 540 | 1,717 | 1,587 | 2,184 |
| Net income attributable to equity shareholders | 594 | 556 | 567 | 597 | 551 | 496 | 540 | 1,717 | 1,587 | 2,184 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total revenue |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 1,469 | 1,415 | 1,445 | 1,429 | 1,438 | 1,377 | 1,381 | 4,329 | 4,196 | 5,625 |
| Non-interest income | 543 | 515 | 513 | 577 | 525 | 483 | 552 | 1,571 | 1,560 | 2,137 |
| Intersegment revenue | 73 | 74 | 71 | 70 | 72 | 72 | 69 | 218 | 213 | 283 |
|  | 2,085 | 2,004 | 2,029 | 2,076 | 2,035 | 1,932 | 2,002 | 6,118 | 5,969 | 8,045 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average balances ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages ${ }^{2}$ | 145,769 | 145,693 | 145,554 | 144,844 | 142,901 | 140,191 | 138,685 | 145,672 | 140,597 | 141,668 |
| Personal loans | 32,375 | 32,295 | 32,130 | 31,963 | 31,608 | 31,432 | 31,396 | 32,267 | 31,479 | 31,601 |
| Credit card | 15,224 | 15,095 | 15,534 | 15,495 | 15,619 | 15,395 | 15,889 | 15,286 | 15,637 | 15,601 |
| Business lending ${ }^{2,3}$ | 34,137 | 34,161 | 33,393 | 32,662 | 31,835 | 31,269 | 30,072 | 33,896 | 31,056 | 31,461 |
| Interest-earning assets ${ }^{4}$ | 218,899 | 218,463 | 218,050 | 216,474 | 213,826 | 210,410 | 208,366 | 218,471 | 210,872 | 212,284 |
| Deposits | 152,780 | 150,702 | 151,503 | 150,979 | 150,154 | 147,532 | 147,545 | 151,669 | 148,420 | 149,065 |
| Common equity ${ }^{5}$ | 3,881 | 3,824 | 3,772 | 3,581 | 3,317 | 3,246 | 3,169 | 3,827 | 3,244 | 3,328 |
|  |  |  |  |  |  |  |  |  |  |  |
| Financial measures |  |  |  |  |  |  |  |  |  |  |
| ...- Net interest margin ${ }^{1}$ | 2.57\% | 2.56\% | 2.52\% | 2.53\% | 2.61\% | 2.69\% | 2.73\% | 2.55\% | 2.67\% | 2.64\% |
| Efficiency ratio | 49.7\% | 49.8\% | 49.1\% | 49.3\% | 49.8\% | 51.5\% | 50.1\% | 49.5\% | 50.4\% | 50.1\% |
| Return on equity ${ }^{5}$ | 60.1\% | 57.9\% | 58.2\% | 64.9\% | 64.2\% | 61.3\% | 66.1\% | 58.7\% | 63.9\% | 64.2\% |
| Net income attributable to equity shareholders | 594 | 556 | 567 | 597 | 551 | 496 | 540 | 1,717 | 1,587 | 2,184 |
| Charge for economic capital ${ }^{5}$ | (126) | (125) | (130) | (122) | (118) | (111) | (113) | (381) | (342) | (464) |
| Economic profit ${ }^{5}$ | 468 | 431 | 437 | 475 | 433 | 385 | 427 | 1,336 | 1,245 | 1,720 |
|  |  |  |  |  |  |  |  |  |  |  |
| Other information |  |  |  |  |  |  |  |  |  |  |
| FirstLine mortgages (\$ millions - average) | 46,273 | 48,216 | 49,068 | 49,740 | 50,228 | 50,016 | 49,454 | 47,850 | 49,898 | 49,858 |
| Number of branches - Canada | 1,094 | 1,091 | 1,091 | 1,089 | 1,084 | 1,080 | 1,077 | 1,094 | 1,084 | 1,089 |
| Number of pavilions (President's Choice Financial) | 242 | 244 | 244 | 244 | 242 | 241 | 241 | 242 | 242 | 244 |
| Number of ABMs - Canada | 3,535 | 3,842 | 3,825 | 3,830 | 3,811 | 3,806 | 3,783 | 3,535 | 3,811 | 3,830 |
| Full-time equivalent employees | 21,588 | 21,733 | 21,706 | 21,658 | 21,553 | 21,581 | 21,716 | 21,588 | 21,553 | 21,658 |

[^2](\$ millions)

| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 246 | 263 | 249 | 256 | 263 | 282 | 281 |
| 130 | 130 | 162 | 115 | 116 | 114 | 111 |
| 25 | 25 | 24 | 25 | 25 | 24 | 24 |
| 401 | 418 | 435 | 396 | 404 | 420 | 416 |
| - | - | - | - | 1 | 3 | - |
| 401 | 418 | 435 | 396 | 403 | 417 | 416 |
| 299 | 313 | 312 | 299 | 304 | 314 | 324 |
| 102 | 105 | 123 | 97 | 99 | 103 | 92 |
| 26 | 26 | 23 | 27 | 29 | 30 | 26 |
| 76 | 79 | 100 | 70 | 70 | 73 | 66 |
| 76 | 79 | 100 | 70 | 70 | 73 | 66 |


| 2012 | 2011 | 2011 |
| ---: | ---: | ---: |
| 9 M | 9 M | 12 M |

## Financial results

- Retail brokerage
- Asset management
- Private wealth management
- Total revenue

Provision for credit losses
Non-interest expenses Income before taxes
Income taxes
Net income
Net income attributable to equity shareholders


Average balances
Common equity
$y^{1}$
1,662
$662 \quad 1,606$
1,526
902
820
817
$7 \quad 823$


|  |  |  |
| ---: | ---: | ---: |
| 758 | 826 | 1,082 |
| $\mathbf{4 2 2}$ | 341 | 456 |
| $\mathbf{7 4}$ | 73 | 98 |
| $\mathbf{1 , 2 5 4}$ | 1,240 | 1,636 |
| - | 4 | 4 |
| $\mathbf{1 , 2 5 4}$ | 1,236 | 1,632 |
| $\mathbf{9 2 4}$ | 942 | 1,241 |
| 330 | 294 | 391 |
| 75 | 85 | 112 |
| $\mathbf{2 5 5}$ | 209 | 279 |
| 255 | 209 | 279 |


| Total revenue |
| :--- |
| Net interest incom |
| Non-interest incom |
| Intersegment reve |
| Average balances |
| Common equity ${ }^{1}$ |


| Financial measures |
| :--- |
| Efficiency ratio |
| Return on equity ${ }^{1}$ |
| Net income atributable to equity shareholders |
| Charge for economic capital ${ }^{1}$ |
| Economic profit ${ }^{1}$ |



|  |  |  |
| :---: | :---: | :---: |
| $73.7 \%$ | $76.0 \%$ | $75.9 \%$ |
| $20.1 \%$ | $32.3 \%$ | $31.7 \%$ |
| 255 | 209 | 279 |
| $(159)$ | $(85)$ | $(116)$ |
| 96 | 124 | 163 |

## Other information

Assets under administration ${ }^{2}$

- Individuals
ls
Retail mutual funds

Assets under management ${ }^{2}$
Individuals
Institutions
Retail mutual funds
Full-time equivalent employees

|  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |
| $\mathbf{1 3 6 , 8 3 4}$ | 139,209 | 137,821 | 134,956 | 139,093 | 143,226 | 139,955 |
| $\mathbf{1 6 , 9 0 8}$ | 16,718 | 17,842 | 16,606 | 16,534 | 16,150 | 16,051 |
| $\mathbf{5 5 , 0 3 3}$ | 55,080 | 53,542 | 51,405 | 52,132 | 52,672 | 50,778 |
| $\mathbf{2 0 8 , 7 7 5}$ | 211,007 | 209,205 | 202,967 | 207,759 | 212,048 | 206,784 |
|  |  |  |  |  |  |  |
| $\mathbf{1 2 , 0 6 7}$ | 12,342 | 12,385 | 12,128 | 12,583 | 12,685 | 12,605 |
| $\mathbf{1 6 , 9 0 8}$ | 16,718 | 17,842 | 16,606 | 16,534 | 16,150 | 16,051 |
| $\mathbf{5 5 , 0 3 3}$ | 55,080 | 53,542 | 51,405 | 52,132 | 52,672 | 50,778 |
| $\mathbf{8 4 , 0 0 8}$ | 84,140 | 83,769 | 80,139 | 81,249 | 81,507 | 79,434 |
| $\mathbf{3 , 7 0 8}$ | 3,756 | 3,721 | 3,731 | 3,675 | 3,614 | 3,557 |


|  |  |  |
| ---: | ---: | ---: |
|  |  |  |
| $\mathbf{1 3 6 , 8 3 4}$ | 139,093 | 134,956 |
| $\mathbf{1 6 , 9 0 8}$ | 16,534 | 16,606 |
| $\mathbf{5 5 , 0 3 3}$ | 52,132 | 51,405 |
| $\mathbf{2 0 8 , 7 7 5}$ | 207,759 | 202,967 |
|  |  |  |
| $\mathbf{1 2 , 0 6 7}$ | 12,583 | 12,128 |
| $\mathbf{1 6 , 9 0 8}$ | 16,534 | 16,606 |
| $\mathbf{5 5 , 0 3 3}$ | 52,132 | 51,405 |
| $\mathbf{8 4 , 0 0 8}$ | 81,249 | 80,139 |
| $\mathbf{3 , 7 0 8}$ | 3,675 | 3,731 |
|  |  |  |

[^3]
## SEGMENTED INFORMATION - WHOLESALE BANKING

| (\$ millions) | Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 9 \mathrm{M} \\ \hline \end{array}$ | 2011 12M |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Financial results |  |  |  |  |  |  |  |  |  |  |
| Capital markets | 308 | 285 | 307 | 242 | 247 | 293 | 317 | 900 | 857 | 1,099 |
| Corporate and investment banking | 223 | 175 | 197 | 328 | 232 | 164 | 224 | 595 | 620 | 948 |
| Other | (4) | 3 | (9) | (9) | 24 | 20 | (24) | (10) | 20 | 11 |
| Total revenue ${ }^{1}$ | 527 | 463 | 495 | 561 | 503 | 477 | 517 | 1,485 | 1,497 | 2,058 |
| Provision for credit losses | 34 | 16 | 26 | 32 | 9 | 4 | 2 | 76 | 15 | 47 |
|  | 493 | 447 | 469 | 529 | 494 | 473 | 515 | 1,409 | 1,482 | 2,011 |
| Non-interest expenses | 284 | 279 | 289 | 347 | 297 | 271 | 303 | 852 | 871 | 1,218 |
| Income before taxes | 209 | 168 | 180 | 182 | 197 | 202 | 212 | 557 | 611 | 793 |
| Income taxes ${ }^{1}$ | 53 | 37 | 47 | 60 | 56 | 62 | 72 | 137 | 190 | 250 |
| Net income | 156 | 131 | 133 | 122 | 141 | 140 | 140 | 420 | 421 | 543 |
| Net income attributable to: |  |  |  |  |  |  |  |  |  |  |
| Non-controlling interests | - | - | - | - | - | - | 1 | - | 1 | 1 |
| Equity shareholders | 156 | 131 | 133 | 122 | 141 | 140 | 139 | 420 | 420 | 542 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total revenue |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{1}$ | 326 | 241 | 262 | 244 | 218 | 225 | 211 | 829 | 654 | 898 |
| Non-interest income | 200 | 222 | 233 | 317 | 285 | 252 | 306 | 655 | 843 | 1,160 |
| Intersegment revenue | 1 | - | - | - | - | - | - | 1 | - | - |
|  | 527 | 463 | 495 | 561 | 503 | 477 | 517 | 1,485 | 1,497 | 2,058 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |
| Loans and acceptances, net of allowance ${ }^{2}$ | 19,203 | 17,480 | 16,876 | 16,117 | 14,698 | 14,621 | 15,866 | 17,856 | 15,067 | 15,331 |
| Trading securities ${ }^{2}$ | 36,931 | 35,872 | 33,733 | 30,886 | 33,724 | 31,422 | 25,414 | 35,510 | 30,173 | 30,353 |
| Deposits ${ }^{2}$ | 6,475 | 5,863 | 6,341 | 6,108 | 6,478 | 6,596 | 5,181 | 6,229 | 6,079 | 6,086 |
| Common equity ${ }^{3}$ | 2,164 | 2,022 | 1,884 | 1,777 | 1,625 | 1,670 | 1,734 | 2,022 | 1,677 | 1,702 |
|  |  |  |  |  |  |  |  |  |  |  |
| Financial measures |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio | 53.8\% | 60.4\% | 58.3\% | 61.9\% | 58.9\% | 56.9\% | 58.6\% | 57.4\% | 58.1\% | 59.2\% |
| Return on equity ${ }^{3}$ | 27.9\% | 25.0\% | 26.5\% | 25.9\% | 32.9\% | 32.9\% | 30.3\% | 26.5\% | 32.0\% | 30.4\% |
| Net income attributable to equity shareholders | 156 | 131 | 133 | 122 | 141 | 140 | 139 | 420 | 420 | 542 |
| Charge for economic capital ${ }^{3}$ | (70) | (66) | (65) | (61) | (57) | (57) | (62) | (201) | (176) | (237) |
| Economic profit ${ }^{3}$ | 86 | 65 | 68 | 61 | 84 | 83 | 77 | 219 | 244 | 305 |
|  |  |  |  |  |  |  |  |  |  |  |
| Other information |  |  |  |  |  |  |  |  |  |  |
| Full-time equivalent employees | 1,274 | 1,222 | 1,214 | 1,206 | 1,214 | 1,144 | 1,149 | 1,274 | 1,214 | 1,206 |

[^4]
## SEGMENTED INFORMATION - CORPORATE AND OTHER

(\$ millions)

|  |  |  |  |  |  |  | 2012 | 2011 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | 9M | 9M | 12M |


| Financial results |
| :--- |
| International banking |
| Other ${ }^{1}$ |
| Total revenue |
| Provision for (reversal of) credit losses |
| Non-interest expenses |
| Income before taxes |
| Income taxes ${ }^{1}$ |
| Net income (loss) |
| Net income (loss) attributable to: |
| Non-controlling interests |
| Equity shareholders |

## Total revenue

Net interest income

Non-interest income

| Other information |
| :--- |
| Assets under administration ${ }^{2}$ |
| Individuals $^{\text {Institutions }}{ }^{3}$ |
| Assets under management ${ }^{2}$ |
| Individuals |
| Institutions |
| Full-time equivalent employees |


| 14,222 | 13,253 | 13,622 | 14,171 | 14,330 | 14,559 | 14,282 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,136,049 | 1,141,190 | 1,105,914 | 1,064,081 | 1,074,310 | 1,037,760 | 1,039,500 |
| 1,150,271 | 1,154,443 | 1,119,536 | 1,078,252 | 1,088,640 | 1,052,319 | 1,053,782 |
| 114 | 120 | 121 | 70 | 69 | 77 | 172 |
| 313 | 331 | 320 | 312 | 278 | 283 | 286 |
| 427 | 451 | 441 | 382 | 347 | 360 | 458 |
| 15,810 | 15,556 | 15,540 | 15,644 | 15,983 | 15,589 | 15,656 |



[^5]${ }^{3}$ Includes the full contract amount noted in the table below relating to assets under administration or custody of CIBC Mellon Global Securities Services Company, which is a $50 / 50$ joint venture of CIBC and The Bank of New York Mellon.

| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \end{array}$ | $\begin{array}{r} 2011 \\ 9 \mathrm{M} \end{array}$ | $\begin{gathered} 2011 \\ 12 \mathrm{M} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,086,841 | 1,089,543 | 1,056,148 | 1,013,968 | 1,026,111 | 991,860 | 992,965 | 1,086,841 | 1,026,111 | 1,013,968 |

## TRADING ACTIVITIES



| Trading revenue ${ }^{1}$ |
| :--- |
| Net interest income (TEB) ${ }^{2,3}$ |
| Non-interest income ${ }^{2,3}$ |
| Total trading revenue (TEB) |
| TEB adjustment |
| Total trading revenue ${ }^{2}$ |
| Trading revenue as a $\%$ of total revenue ${ }^{2}$ |
| Trading revenue (TEB) as a $\%$ of total revenue ${ }^{2}$ |


|  |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 1 0}$ | 169 | 159 | 150 | 130 | 124 | 115 |
| $\mathbf{( 1 6 )}$ | 41 | 45 | $(13)$ | $(33)$ | 52 | 38 |
| $\mathbf{1 9 4}$ | 210 | 204 | 137 | 97 | 176 | 153 |
| $\mathbf{7 2}$ | 60 | 57 | 55 | 49 | 44 | 39 |
| $\mathbf{1 2 2}$ | 150 | 147 | 82 | 48 | 132 | 114 |
| $\mathbf{3 . 9 \%}$ | $4.9 \%$ | $4.7 \%$ | $2.6 \%$ | $1.5 \%$ | $4.4 \%$ | $3.7 \%$ |
| $\mathbf{6 . 2 \%}$ | $6.8 \%$ | $6.5 \%$ | $4.3 \%$ | $3.1 \%$ | $5.8 \%$ | $4.9 \%$ |


|  |  |  |
| :---: | :---: | :---: |
| $\mathbf{5 3 8}$ | 369 | 519 |
| $\mathbf{7 0}$ | 57 | 44 |
| $\mathbf{6 0 8}$ | 426 | 563 |
| $\mathbf{1 8 9}$ | 132 | 187 |
| $\mathbf{4 1 9}$ | 294 | 376 |
| $\mathbf{4 . 5} \%$ | $3.2 \%$ | $3.0 \%$ |
| $\mathbf{6 . 5} \%$ | $4.6 \%$ | $4.5 \%$ |

## Trading revenue by product line (TEB)

## Interest rates

Foreign exchange
Equities
Commodities

| 44 | 61 | 69 | 23 | 38 | 68 | 33 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 78 | 70 | 74 | 76 | 64 | 69 | 67 |
| 68 | 50 | 40 | 52 | 49 | 48 | 59 |
| 12 | 9 | 20 | 11 | 12 | 12 | 8 |
| (12) | 11 | (17) | (25) | (65) | (20) | (26) |
| 4 | 9 | 18 | - | (1) | (1) | 12 |
| 194 | 210 | 204 | 137 | 97 | 176 | 153 |
| 72 | 60 | 57 | 55 | 49 | 44 | 39 |
| 122 | 150 | 147 | 82 | 48 | 132 | 114 |


|  |  |  |
| :---: | :---: | :---: |
| $\mathbf{1 7 4}$ | 139 | 162 |
| $\mathbf{2 2 2}$ | 200 | 276 |
| $\mathbf{1 5 8}$ | 156 | 208 |
| $\mathbf{4 1}$ | 32 | 43 |
| $\mathbf{( 1 8 )}$ | $(1111)$ | $(136)$ |
| $\mathbf{3 1}$ | 10 | 10 |
| $\mathbf{6 0 8}$ | 426 | 563 |
| $\mathbf{1 8 9}$ | 132 | 187 |
| $\mathbf{4 1 9}$ | 294 | 376 |

## Total trading revenue (TEB) ${ }^{2}$

Other

TEB adjustment
+

Total trading revenue ${ }^{2}$

## Foreign exchange revenue

Foreign exchange trading revenue

|  |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{7 8}$ | 70 | 74 | 76 | 64 | 69 | 67 |
| $\mathbf{1 7}$ | 35 | 30 | 48 | 41 | 43 | 72 |
| $\mathbf{9 5}$ | 105 | 104 | 124 | 105 | 112 | 139 |

[^6]CONSOLIDATED BALANCE SHEET

## (\$ millions)

| Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2,319 | 2,200 | 1,515 | 1,481 | 2,005 | 1,891 | 1,440 |
| 6,480 | 3,957 | 4,745 | 3,661 | 18,526 | 34,605 | 18,464 |
| 39,147 | 37,651 | 35,582 | 32,713 | 33,616 | 38,568 | 32,614 |
| 22,506 | 24,530 | 28,826 | 27,118 | 20,803 | 23,833 | 25,716 |
| 324 | 357 | 397 | 464 | 517 | 577 | 901 |
| 3,990 | 3,116 | 1,866 | 1,838 | 3,714 | 3,210 | 1,295 |
| 28,967 | 23,444 | 22,835 | 25,641 | 31,322 | 35,345 | 39,422 |
| 151,157 | 151,103 | 151,458 | 150,509 | 149,348 | 146,473 | 144,308 |
| 35,173 | 35,114 | 34,866 | 34,842 | 34,594 | 34,270 | 34,223 |
| 15,242 | 15,492 | 15,433 | 15,744 | 15,570 | 15,659 | 15,874 |
| 43,860 | 42,602 | 41,691 | 39,663 | 38,120 | 37,389 | 37,937 |
| $(1,884)$ | $(1,856)$ | $(1,849)$ | $(1,803)$ | $(1,819)$ | $(1,829)$ | $(1,874)$ |
| 28,802 | 25,911 | 30,388 | 28,270 | 24,195 | 21,211 | 19,453 |
| 10,068 | 9,032 | 9,120 | 9,454 | 9,009 | 8,354 | 7,904 |
| 1,610 | 1,560 | 1,572 | 1,580 | 1,522 | 1,505 | 1,536 |
| 1,682 | 1,671 | 1,681 | 1,677 | 1,647 | 1,842 | 1,890 |
| 673 | 661 | 638 | 633 | 604 | 583 | 575 |
| 1,602 | 1,389 | 1,392 | 1,394 | 573 | 544 | 554 |
| 9,292 | 9,524 | 9,293 | 8,879 | 8,780 | 9,252 | 9,219 |
| 401,010 | 387,458 | 391,449 | 383,758 | 392,646 | 413,282 | 391,451 |


| ASSETS |
| :--- |
| Cash and non-interest-bearing deposits with banks |
| Interest-bearing deposits with banks |
| Securities |
| Trading |
| Available-for-sale (AFS) |
| Designated at fair value (FVO) |
| Cash collateral on securities borrowed |
| Securities purchased under resale agreements |
| Loans |
| Residential mortgages |
| Personal |
| Credit card |
| Business and government |
| Allowance for credit losses |
| Other |
| Derivative instruments |
| Customers' liability under acceptances |
| Land, buildings and equipment |
| Goodwill |
| Software and other intangible assets |
| Investment in equity-accounted associates and joint ventures |
| Other assets |
| Total assets |


| 7,869 | 8,250 | 8,241 | 8,109 | 7,951 | 8,150 | 8,033 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 67,293 | 66,744 | 67,267 | 66,149 | 64,332 | 62,894 | 61,569 |
| 42,918 | 42,804 | 41,936 | 42,334 | 42,780 | 43,238 | 43,798 |
| 118,080 | 117,798 | 117,444 | 116,592 | 115,063 | 114,282 | 113,400 |
| 129,199 | 121,332 | 120,150 | 117,143 | 124,408 | 139,841 | 124,205 |
| 6,723 | 5,077 | 5,575 | 4,177 | 6,951 | 10,767 | 8,060 |
| 11,944 | 9,891 | 8,359 | 10,316 | 10,805 | 12,669 | 11,450 |
| 2,284 | 3,041 | 2,201 | 2,850 | 5,048 | 4,898 | 3,479 |
| 51,094 | 52,904 | 52,968 | 51,308 | 49,330 | 46,562 | 46,244 |
| 1,672 | 1,617 | 1,679 | 1,594 | 1,594 | 1,593 | 1,593 |
| 8,527 | 7,803 | 10,846 | 8,564 | 14,513 | 20,212 | 22,905 |
| 29,092 | 26,166 | 30,808 | 28,792 | 23,383 | 21,664 | 19,883 |
| 10,072 | 9,032 | 9,128 | 9,489 | 9,009 | 8,354 | 7,904 |
| 10,488 | 11,256 | 10,876 | 11,704 | 11,780 | 11,791 | 10,961 |
| 4,828 | 5,112 | 5,129 | 5,138 | 5,153 | 5,150 | 6,225 |
| 2,006 | 2,006 | 2,306 | 2,756 | 2,756 | 3,156 | 3,156 |
| 7,744 | 7,697 | 7,537 | 7,376 | 7,254 | 7,116 | 6,951 |
| 87 | 86 | 87 | 93 | 91 | 90 | 98 |
| 6,719 | 6,276 | 5,873 | 5,457 | 5,100 | 4,911 | 4,533 |
| 284 | 201 | 320 | 245 | 252 | 69 | 241 |
| 16,840 | 16,266 | 16,123 | 15,927 | 15,453 | 15,342 | 14,979 |
| 167 | 163 | 163 | 164 | 156 | 157 | 163 |
| 17,007 | 16,429 | 16,286 | 16,091 | 15,609 | 15,499 | 15,142 |
| 401,010 | 387,458 | 391,449 | 383,758 | 392,646 | 413,282 | 391,451 |

LIABILITIES AND EQUITY
Deposits
Personal
Demand
Notice
Fixed
Business and government
Bank
Obligations related to securities sold short
Cash collateral on securities lent
Secured borrowings
Capital Trust securities
Obligations related to securities sold under repurchase agreements
Other
Derivative instruments
Acceptances
Other liabilities
Subordinated indebtedness
Equity
Preferred shares
Common shares
Contributed surplus
Retained earnings
Accumulated other comprehensive income (AOCI)
Total shareholders' equity
Non-controlling interests

BALANCE SHEET MEASURES

|  | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal deposits to loans ratio | 48.5\% | 48.6\% | 48.6\% | 48.8\% | 48.8\% | 49.3\% | 49.2\% |
| Cash and deposits with banks to total assets | 2.2\% | 1.6\% | 1.6\% | 1.3\% | 5.2\% | 8.8\% | 5.1\% |
| Securities to total assets | 15.5\% | 16.1\% | 16.6\% | 15.7\% | 14.0\% | 15.2\% | 15.1\% |
| Average common shareholders' equity (\$ millions) | 14,760 | 14,095 | 13,826 | 12,599 | 12,428 | 11,876 | 11,667 |
| GOODWILL, SOFTWARE AND OTHER INTANGIBLE ASSETS |  |  |  |  |  |  |  |
| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| Goodwill |  |  |  |  |  |  |  |
| Opening balance | 1,671 | 1,681 | 1,677 | 1,647 | 1,842 | 1,890 | 1,907 |
| Acquisitions | - | - | - | - | - | 2 | - |
| Impairment | - | - | - | - | (203) | - | - |
| Adjustments ${ }^{1}$ | 11 | (10) | 4 | 30 | 8 | (50) | (17) |
| Closing balance | 1,682 | 1,671 | 1,681 | 1,677 | 1,647 | 1,842 | 1,890 |
| Software |  |  |  |  |  |  |  |
| Opening balance | 366 | 334 | 322 | 296 | 274 | 254 | 247 |
| Changes, net of amortization ${ }^{1}$ | 18 | 32 | 12 | 26 | 22 | 20 | 7 |
| Closing balance | 384 | 366 | 334 | 322 | 296 | 274 | 254 |
| Other intangible assets |  |  |  |  |  |  |  |
| Opening balance | 295 | 304 | 311 | 308 | 309 | 321 | 332 |
| Acquisitions | - | - | 1 | 6 | 6 | 4 | 2 |
| Amortization | (7) | (7) | (9) | (9) | (8) | (9) | (9) |
| Adjustments ${ }^{1}$ | 1 | (2) | 1 | 6 | 1 | (7) | (4) |
| Closing balance | 289 | 295 | 304 | 311 | 308 | 309 | 321 |
| Software and other intangible assets | 673 | 661 | 638 | 633 | 604 | 583 | 575 |

[^7]CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| (\$ millions) | Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 2,006 | 2,306 | 2,756 | 2,756 | 3,156 | 3,156 | 3,156 | 2,756 | 3,156 | 3,156 |
| Redemption of preferred shares | - | (300) | (450) | - | (400) | - | - | (750) | (400) | (400) |
| Balance at end of period | 2,006 | 2,006 | 2,306 | 2,756 | 2,756 | 3,156 | 3,156 | 2,006 | 2,756 | 2,756 |
| Common shares |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 7,697 | 7,537 | 7,376 | 7,254 | 7,116 | 6,951 | 6,804 | 7,376 | 6,804 | 6,804 |
| Issue of common shares | 49 | 156 | 161 | 126 | 137 | 165 | 147 | 366 | 449 | 575 |
| Treasury shares | (2) | 4 | - | (4) | 1 | - | - | 2 | 1 | (3) |
| Balance at end of period | 7,744 | 7,697 | 7,537 | 7,376 | 7,254 | 7,116 | 6,951 | 7,744 | 7,254 | 7,376 |
| Contributed surplus |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 86 | 87 | 93 | 91 | 90 | 98 | 98 | 93 | 98 | 98 |
| Stock option expense | 2 | 1 | 3 | 3 | 1 | 1 | 1 | 6 | 3 | 6 |
| Stock options exercised | (1) | (2) | (9) | (2) | (1) | (7) | (2) | (12) | (10) | (12) |
| Other | - | - | - | 1 | 1 | (2) | 1 | - | - | 1 |
| Balance at end of period | 87 | 86 | 87 | 93 | 91 | 90 | 98 | 87 | 91 | 93 |
| Retained earnings |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 6,276 | 5,873 | 5,457 | 5,100 | 4,911 | 4,533 | 4,157 | 5,457 | 4,157 | 4,157 |
| Net income attributable to equity shareholders | 839 | 810 | 832 | 754 | 589 | 764 | 760 | 2,481 | 2,113 | 2,867 |
| Dividends |  |  |  |  |  |  |  |  |  |  |
| Preferred | (29) | (32) | (38) | (38) | (43) | (42) | (42) | (99) | (127) | (165) |
| Common | (365) | (364) | (360) | (359) | (346) | (344) | (342) | $(1,089)$ | $(1,032)$ | $(1,391)$ |
| Premium on redemption of preferred shares | - | (12) | (18) | - | (12) | - | - | (30) | (12) | (12) |
| Other | (2) | 1 | - | - | 1 | - | - | (1) | 1 | 1 |
| Balance at end of period | 6,719 | 6,276 | 5,873 | 5,457 | 5,100 | 4,911 | 4,533 | 6,719 | 5,100 | 5,457 |
| AOCI, net of tax |  |  |  |  |  |  |  |  |  |  |
| Net foreign currency translation adjustments |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (122) | (66) | (88) | (220) | (252) | (64) | - | (88) | - | - |
| Net change in foreign currency translation adjustments | 48 | (56) | 22 | 132 | 32 | (188) | (64) | 14 | (220) | (88) |
| Balance at end of period | (74) | (122) | (66) | (88) | (220) | (252) | (64) | (74) | (220) | (88) |
| Net gains (losses) on AFS securities |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 324 | 383 | 338 | 484 | 318 | 300 | 397 | 338 | 397 | 397 |
| Net change in AFS securities | 38 | (59) | 45 | (146) | 166 | 18 | (97) | 24 | 87 | (59) |
| Balance at end of period | 362 | 324 | 383 | 338 | 484 | 318 | 300 | 362 | 484 | 338 |
| Net gains (losses) on cash flow hedges |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (1) | 3 | (5) | (12) | 3 | 5 | 19 | (5) | 19 | 19 |
| Net change in cash flow hedges | (3) | (4) | 8 | 7 | (15) | (2) | (14) | 1 | (31) | (24) |
| Balance at end of period | (4) | (1) | 3 | (5) | (12) | 3 | 5 | (4) | (12) | (5) |
| Total AOCI, net of tax | 284 | 201 | 320 | 245 | 252 | 69 | 241 | 284 | 252 | 245 |
| Non-controlling interests |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 163 | 163 | 164 | 156 | 157 | 163 | 168 | 164 | 168 | 168 |
| Net income attributable to non-controlling interests | 2 | 1 | 3 | 3 | 2 | 3 | 3 | 6 | 8 | 11 |
| Dividends | (3) | - | (2) | - | (4) | - | (4) | (5) | (8) | (8) |
| Other | 5 | (1) | (2) | 5 | 1 | (9) | (4) | 2 | (12) | (7) |
| Balance at end of period | 167 | 163 | 163 | 164 | 156 | 157 | 163 | 167 | 156 | 164 |
| Equity at end of period | 17,007 | 16,429 | 16,286 | 16,091 | 15,609 | 15,499 | 15,142 | 17,007 | 15,609 | 16,091 |

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \hline 2011 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Net income | 841 | 811 | 835 | 757 | 591 | 767 | 763 | 2,487 | 2,121 | 2,878 |
| Other comprehensive income (OCI), net of tax |  |  |  |  |  |  |  |  |  |  |
| Net foreign currency translation adjustments |  |  |  |  |  |  |  |  |  |  |
| Net gains (losses) on investments in foreign operations | 83 | (95) | 41 | 224 | 40 | (272) | (93) | 29 | (325) | (101) |
| Net (gains) losses on investments in foreign operations reclassified to net income | - | - | 1 | - | - | - | - | 1 | , | - |
| Net gains (losses) on hedges of investments in foreign operations | (35) | 39 | (19) | (92) | (8) | 84 | 29 | (15) | 105 | 13 |
| Net (gains) losses on hedges of investments in foreign operations reclassified to net income | - | - | (1) | - | - | - | - | (1) | - | - |
|  | 48 | (56) | 22 | 132 | 32 | (188) | (64) | 14 | (220) | (88) |
|  |  |  |  |  |  |  |  |  |  |  |
| Net gains (losses) on AFS securities | 89 | (2) | 85 | (1) | 199 | 26 | (42) | 172 | 183 | 182 |
| Net (gains) losses on AFS securities reclassified to net income | (51) | (57) | (40) | (145) | (33) | (8) | (55) | (148) | (96) | (241) |
|  | 38 | (59) | 45 | (146) | 166 | 18 | (97) | 24 | 87 | (59) |
|  |  |  |  |  |  |  |  |  |  |  |
| Net gains (losses) on derivatives designated as cash flow hedges | (1) | (3) | 3 | 15 | (28) | (9) | (18) | (1) | (55) | (40) |
| Net (gains) losses on derivatives designated as cash flow hedges reclassified to net income | (2) | (1) | 5 | (8) | 13 | 7 | 4 | 2 | 24 | 16 |
|  | (3) | (4) | 8 | 7 | (15) | (2) | (14) | 1 | (31) | (24) |
| Total $\mathrm{OCl}^{1}$ | 83 | (119) | 75 | (7) | 183 | (172) | (175) | 39 | (164) | (171) |
| Comprehensive income | 924 | 692 | 910 | 750 | 774 | 595 | 588 | 2,526 | 1,957 | 2,707 |
| Comprehensive income attributable to non-controlling interests | 2 | 1 | 3 | 3 | 2 | 3 | 3 | 6 | 8 | 11 |
| Preferred shareholders | 29 | 44 | 56 | 38 | 55 | 42 | 42 | 129 | 139 | 177 |
| Common shareholders | 893 | 647 | 851 | 709 | 717 | 550 | 543 | 2,391 | 1,810 | 2,519 |
| Comprehensive income attributable to equity shareholders | 922 | 691 | 907 | 747 | 772 | 592 | 585 | 2,520 | 1,949 | 2,696 |

## INCOME TAX ALLOCATED TO EACH COMPONENT OF OCI

(\$ millions)

|  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |


| 2012 | 2011 | 2011 |
| ---: | ---: | ---: |
| 9 M | 9 M | 12 M |

Income tax (expense) benefit
Net foreign currency translation adjustments
Net gains (losses) on investments in foreign operations
Net gains (losses) on hedges of investments in foreign operations

## Net change in AFS securities

Net gains (losses) on AFS securities
Net (gains) losses on AFS securities reclassified to net income

## Net change in cash flow hedges

Net gains (losses) on derivatives designated as cash flow hedges
Net (gains) losses on derivatives designated as cash flow hedges reclassified to net income

| (3) | 3 | (1) | (4) | 2 | 1 | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 8 | (9) | 5 | 22 | 1 | (18) | (7) |
| 5 | (6) | 4 | 18 | 3 | (17) | (7) |
| (20) | 12 | (34) | (10) | (77) | (3) | 8 |
| 7 | 25 | 15 | 66 | 6 | 6 | 34 |
| (13) | 37 | (19) | 56 | (71) | 3 | 42 |
| (1) | 3 | (2) | (6) | 11 | 1 | 8 |
| 1 | (1) | (1) | 3 | (4) | - | (3) |
| . | 2 | (3) | (3) | 7 | 1 | 5 |
| (8) | 33 | (18) | 71 | (61) | (13) | 40 |


|  |  |  |
| :---: | :---: | :---: |
| $(1)$ | 3 | $(1)$ |
| 4 | $(24)$ | $(2)$ |
| $\mathbf{3}$ | $(21)$ | $(3)$ |
|  |  |  |
| $(42)$ | $(72)$ | $(82)$ |
| 47 | 46 | 112 |
| $\mathbf{5}$ | $(26)$ | 30 |
|  |  |  |
| - | 20 | 14 |
| $\mathbf{( 1 )}$ | $(7)$ | $(4)$ |
| $\mathbf{( 1 )}$ | 13 | 10 |
| 7 | $(34)$ | 37 |

Includes $\$ 4$ million of losses (Q2/12: $\$ 4$ million of gains) relating to our investments in equity-accounted associates and joint ventures

| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Cash flows provided by (used in) operating activities

Net income
Adjustments to reconcile net income to cash flows provided by (used in) operating activities:
Provision for credit losses
Amortization
Stock option expense
Deferred income taxes
AFS securities gains, net
Net gains on disposal of land, buildings and equipmen
Other non-cash items, net
Net changes in operating assets and liabilities
Interest-bearing deposits with banks
Loans, net of repayments
Deposits, net of withdrawals
Obligations related to securities sold short
Accrued interest receivable
Accrued interest payable
Derivative assets
Derivative liabilities
Trading securities
FVO securities
Other FVO assets and liabilities
Current income taxes
Cash collateral on securities lent
Obligations related to securities sold under repurchase agreements
Secured borrowings
Cash collateral on securities borrowed
Securities purchased under resale agreements
Other, net

## Cash flows provided by (used in) financing activitie

Issue of subordinated indebtedness
Redemption/repurchase of subordinated indebtedness
Redemption of preferred shares
Issue of common shares, net
Net proceeds from treasury shares
Dividends paid
Other, net

## Cash flows provided by (used in) investing activitie

Purchase of AFS securities
Proceeds from sale of AFS securities
Proceeds from maturity of AFS securities
Net cash used in acquisitions
Net cash provided by dispositions
Net purchase of land, buildings and equipment
Effect of exchange rate changes on cash and non-interest-bearing deposits with banks
Net increase (decrease) in cash and non-interest-bearing deposits with banks during period
Cash and non-interest-bearing deposits with banks at beginning of period
Cash and non-interest-bearing deposits with banks at end of period

## Cash interest paid

Cash income taxes paid (recovered)
Cash interest and dividends received

| 841 | 811 | 835 | 757 | 591 | 767 | 763 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 317 | 308 | 338 | 306 | 310 | 245 | 283 |
| 91 | 92 | 91 | 90 | 288 | 89 | 89 |
| 2 | 1 | 3 | 3 | 1 | 1 | 1 |
| 188 | (51) | 15 | 34 | 106 | 160 | 218 |
| (70) | (81) | (52) | (236) | (65) | (35) | (61) |
| (3) | - | - | - | (1) | (1) | (3) |
| 82 | (20) | 131 | 212 | 283 | 3 | (117) |
| $(2,523)$ | 788 | $(1,084)$ | 14,865 | 16,079 | $(16,141)$ | $(9,459)$ |
| $(1,257)$ | $(1,669)$ | $(2,951)$ | $(3,132)$ | $(3,823)$ | $(1,817)$ | $(1,507)$ |
| 10,168 | 1,536 | 4,580 | $(7,423)$ | $(18,963)$ | 19,613 | 11,317 |
| 2,053 | 1,532 | $(1,957)$ | (489) | $(1,864)$ | 1,219 | 1,777 |
| 96 | (42) | 5 | (41) | 60 | (51) | 147 |
| (212) | 206 | (368) | 224 | (238) | 199 | (352) |
| $(2,919)$ | 4,439 | $(3,095)$ | $(3,622)$ | $(2,685)$ | $(1,878)$ | 5,138 |
| 2,955 | $(4,639)$ | 3,616 | 4,757 | 1,303 | 1,820 | $(5,264)$ |
| $(1,496)$ | $(2,069)$ | $(2,869)$ | 903 | 4,952 | $(5,954)$ | $(3,540)$ |
| 33 | 40 | 67 | 53 | 60 | 324 | (26) |
| (469) | (200) | 125 | $(1,083)$ | 392 | (239) | (234) |
| (225) | 53 | (555) | 117 | 141 | 39 | (106) |
| (757) | 840 | (649) | $(2,198)$ | 150 | 1,419 | (827) |
| 724 | $(3,043)$ | 2,282 | $(5,949)$ | $(5,699)$ | $(2,693)$ | 2,254 |
| $(2,012)$ | 203 | 1,456 | 1,636 | 2,349 | 299 | 2,816 |
| (874) | $(1,250)$ | (28) | 1,876 | (504) | $(1,915)$ | 1,106 |
| $(5,523)$ | (609) | 2,806 | 5,681 | 4,023 | 4,077 | $(4,700)$ |
| (284) | (16) | (354) | 169 | (98) | 386 | 531 |
| $(1,074)$ | $(2,840)$ | 2,388 | 7,510 | $(2,852)$ | (64) | 244 |
| - | - | - | - | - | - | 1,500 |
| (272) | - | - | (19) | - | $(1,080)$ | - |
| - | (312) | (468) | (412) | $\cdots$ | - | (604) |
| 49 | 156 | 161 | 126 | 137 | 165 | 147 |
| (2) | 4 | - | (4) | 1 | - | - |
| (394) | (396) | (398) | (397) | (389) | (386) | (384) |
| (1) | (1) | (9) | 48 | 1 | 99 | 105 |
| (620) | (549) | (714) | (658) | (250) | $(1,202)$ | 764 |
| $(7,951)$ | $(8,487)$ | $(14,408)$ | $(12,672)$ | $(5,059)$ | $(7,201)$ | (8,713) |
| 7,995 | 5,485 | 6,727 | 2,249 | 4,259 | 4,603 | 2,403 |
| 2,048 | 7,139 | 6,087 | 3,957 | 4,076 | 4,401 | 4,966 |
| (202) | - | (3) | (831) | (12) | (6) | (6) |
| - | - | - | - | 10 | - | - |
| (94) | (53) | (45) | (91) | (63) | (53) | (27) |
| 1,796 | 4,084 | $(1,642)$ | $(7,388)$ | 3,211 | 1,744 | $(1,377)$ |
| 17 | (10) | 2 | 12 | 5 | (27) | (8) |
| 119 | 685 | 34 | (524) | 114 | 451 | (377) |
| 2,200 | 1,515 | 1,481 | 2,005 | 1,891 | 1,440 | 1,817 |
| 2,319 | 2,200 | 1,515 | 1,481 | 2,005 | 1,891 | 1,440 |
| 1,349 | 944 | 1,541 | 983 | 1,500 | 1,025 | 1,630 |
| 197 | 199 | 733 | 61 | (22) | 48 | 131 |
| 3,116 | 2,861 | 3,020 | 2,942 | 3,107 | 2,904 | 3,195 |


| 2,487 | 2,121 | 2,878 |
| :---: | :---: | :---: |
| 963 | 838 | 1,144 |
| 274 | 466 | 556 |
| 6 | 3 | 6 |
| 152 | 484 | 518 |
| (203) | (161) | (397) |
| (3) | (5) | (5) |
| 193 | 169 | 381 |
| $(2,819)$ | $(9,521)$ | 5,344 |
| $(5,877)$ | $(7,147)$ | $(10,279)$ |
| 16,284 | 11,967 | 4,544 |
| 1,628 | 1,132 | 643 |
| 59 | 156 | 115 |
| (374) | (391) | (167) |
| $(1,575)$ | 575 | $(3,047)$ |
| 1,932 | $(2,141)$ | 2,616 |
| $(6,434)$ | $(4,542)$ | $(3,639)$ |
| 140 | 358 | 411 |
| (544) | (81) | $(1,164)$ |
| (727) | 74 | 191 |
| (566) | 742 | $(1,456)$ |
| (37) | $(6,138)$ | $(12,087)$ |
| (353) | 5.464 | 7,100 |
| $(2,152)$ | $(1,313)$ | 563 |
| $(3,326)$ | 3,400 | 9,081 |
| (654) | 819 | 988 |
| $(1,526)$ | $(2,672)$ | 4,838 |
| - | 1,500 | 1,500 |
| (272) | $(1,080)$ | $(1,099)$ |
| (780) | (604) | $(1,016)$ |
| 366 | 449 | 575 |
| 2 | 1 | (3) |
| $(1,188)$ | $(1,159)$ | $(1,556)$ |
| (11) | 205 | 253 |
| $(1,883)$ | (688) | $(1,346)$ |
| $(30,846)$ | (20,973) | (33,645) |
| 20,207 | 11,265 | 13,514 |
| 15,274 | 13,443 | 17,400 |
| (205) | (24) | (855) |
| - | 10 | 10 |
| (192) | (143) | (234) |
| 4,238 | 3,578 | $(3,810)$ |
| 9 | (30) | (18) |
| 838 | 188 | (336) |
| 1,481 | 1,817 | 1,817 |
| 2,319 | 2,005 | 1,481 |
| 3,834 | 4,155 | 5,138 |
| 1,129 | 157 | 218 |
| 8,997 | 9,206 | 12,148 |

${ }^{1} \overline{\text { Comprises }}$ amortization of buildings, furriture, equipment, leasehold improvements, software and other intangible assets, and impairment loss on goodwil.

CONDENSED AVERAGE BALANCE SHEET

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Cash and deposits with banks | 9,972 | 6,513 | 6,866 | 12,206 | 25,037 | 25,930 | 12,347 | 7,793 | 21,052 | 18,822 |
| Securities | 63,344 | 63,744 | 66,073 | 59,156 | 60,215 | 60,898 | 56,940 | 64,391 | 59,334 | 59,289 |
| Securities borrowed or purchased under resale agreements | 28,479 | 27,688 | 26,898 | 32,359 | 38,494 | 38,258 | 38,379 | 27,688 | 38,378 | 36,861 |
| Loans and acceptances, net of allowance | 252,865 | 250,727 | 250,568 | 250,234 | 244,183 | 239,017 | 237,943 | 251,392 | 240,396 | 242,875 |
| Other | 45,883 | 42,974 | 45,717 | 44,431 | 33,386 | 32,472 | 36,288 | 44,872 | 34,066 | 36,680 |
| Total assets | 400,543 | 391,646 | 396,122 | 398,386 | 401,315 | 396,575 | 381,897 | 396,136 | 393,226 | 394,527 |
| Liabilities and equity |  |  |  |  |  |  |  |  |  |  |
| Deposits | 251,245 | 242,777 | 241,462 | 242,710 | 252,080 | 246,827 | 236,329 | 245,179 | 245,060 | 244,467 |
| Obligations related to securities lent or sold short or under repurchase agreements | 22,174 | 23,780 | 27,980 | 28,731 | 36,509 | 40,835 | 36,586 | 24,651 | 37,945 | 35,623 |
| Secured borrowings | 52,374 | 53,267 | 52,275 | 51,164 | 48,353 | 46,649 | 44,357 | 52,634 | 46,451 | 47,639 |
| Capital Trust securities | 1,670 | 1,645 | 1,609 | 1,594 | 1,594 | 1,593 | 1,593 | 1,641 | 1,593 | 1,593 |
| Other | 51,139 | 48,501 | 50,921 | 53,494 | 41,905 | 39,704 | 41,814 | 50,199 | 41,157 | 44,267 |
| Subordinated indebtedness | 5,008 | 5,116 | 5,132 | 5,173 | 5,136 | 5,777 | 6,228 | 5,085 | 5,713 | 5,577 |
| Shareholders' equity | 16,766 | 16,397 | 16,577 | 15,355 | 15,580 | 15,032 | 14,823 | 16,582 | 15,146 | 15,199 |
| Non-controlling interests | 167 | 163 | 166 | 165 | 158 | 158 | 167 | 165 | 161 | 162 |
| Total liabilities and equity | 400,543 | 391,646 | 396,122 | 398,386 | 401,315 | 396,575 | 381,897 | 396,136 | 393,226 | 394,527 |
| Average interest-earning assets ${ }^{1}$ | 342,883 | 337,852 | 339,567 | 343,076 | 357,473 | 354,148 | 336,053 | 340,117 | 349,171 | 347,634 |

## PROFITABILITY MEASURES

|  | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on common shareholders' equity | 21.8\% | 22.1\% | 22.4\% | 22.6\% | 17.1\% | 24.9\% | 24.4\% | 22.1\% | 22.0\% | 22.2\% |
| Income statement measures as a percentage of average assets: <br> Net interest income | 1.87 \% | 1.82 \% | 1.85 \% | 1.77 \% | 1.76 \% | 1.79 \% | 1.84 \% | 1.85 \% | 1.80 \% | 1.79 \% |
| Non-interest income | 1.26\% | 1.38\% | 1.32 \% | 1.41 \% | 1.33\% | 1.33\% | 1.38\% | 1.32 \% | $1.34 \%$ | $1.36 \%$ |
| Provision for credit losses | (0.31)\% | (0.32)\% | (0.34)\% | (0.30)\% | (0.31)\% | (0.25)\% | (0.29)\% | (0.32)\% | (0.28)\% | (0.29)\% |
| Non-interest expenses | (1.82)\% | (1.83)\% | (1.80)\% | (1.91)\% | (1.98)\% | (1.82)\% | (1.88)\% | (1.82)\% | (1.89)\% | (1.90)\% |
| Income taxes | (0.16)\% | (0.21)\% | (0.19)\% | (0.21)\% | (0.22)\% | (0.26)\% | (0.25)\% | (0.19)\% | (0.24)\% | (0.23)\% |
| Net income | 0.84\% | 0.84\% | 0.84\% | 0.75\% | 0.58 \% | 0.79 \% | 0.79 \% | 0.84\% | 0.72\% | 0.73\% |

${ }^{1}$ Average interest-earning assets include interest-bearing deposits with banks, securities, cash collateral on securities borrowed, securities purchased under resale agreements, and loans.

ASSETS UNDER ADMINISTRATION

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets under administration ${ }^{1,2,3}$ |  |  |  |  |  |  |  |
| Individuals | 152,065 | 154,042 | 153,029 | 150,235 | 154,629 | 159,048 | 155,482 |
| Institutions | 1,169,914 | 1,188,502 | 1,157,938 | 1,116,159 | 1,120,446 | 1,082,309 | 1,083,338 |
| Retail mutual funds | 55,033 | 55,080 | 53,542 | 51,405 | 52,132 | 52,672 | 50,778 |
| Total assets under administration | 1,377,012 | 1,397,624 | 1,364,509 | 1,317,799 | 1,327,207 | 1,294,029 | 1,289,598 |
| ASSETS UNDER MANAGEMENT |  |  |  |  |  |  |  |
| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| Assets under management ${ }^{3}$ |  |  |  |  |  |  |  |
| Individuals | 12,181 | 12,462 | 12,506 | 12,198 | 12,652 | 12,762 | 12,777 |
| Institutions | 17,221 | 17,049 | 18,162 | 16,918 | 16,812 | 16,433 | 16,337 |
| Retail mutual funds | 55,033 | 55,080 | 53,542 | 51,405 | 52,132 | 52,672 | 50,778 |
| Total assets under management | 84,435 | 84,591 | 84,210 | 80,521 | 81,596 | 81,867 | 79,892 |

[^8]LOANS AND ACCEPTANCES, NET OF ALLOWANCE FOR CREDIT LOSSES

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business, government and consumer loans |  |  |  |  |  |  |  |
| Canada | 233,139 | 231,888 | 230,956 | 230,390 | 227,872 | 222,976 | 219,563 |
| United States | 8,160 | 7,746 | 7,386 | 6,308 | 5,672 | 4,890 | 4,623 |
| Other countries | 12,317 | 11,853 | 12,377 | 11,711 | 11,278 | 12,450 | 14,186 |
| Total net loans and acceptances | 253,616 | 251,487 | 250,719 | 248,409 | 244,822 | 240,316 | 238,372 |
| Residential mortgages | 151,096 | 151,044 | 151,408 | 150,460 | 149,304 | 146,426 | 144,264 |
| Credit card | 14,647 | 14,882 | 14,807 | 15,112 | 14,944 | 15,034 | 15,237 |
| Personal | 34,701 | 34,632 | 34,378 | 34,356 | 34,102 | 33,761 | 33,706 |
| Total net consumer loans | 200,444 | 200,558 | 200,593 | 199,928 | 198,350 | 195,221 | 193,207 |
| Non-residential mortgages | 7,293 | 7,314 | 7,320 | 7,348 | 7,050 | 6,854 | 6,807 |
| Financial institutions | 4,713 | 3,541 | 3,888 | 3,554 | 3,487 | 3,370 | 3,639 |
| Retail and wholesale | 3,339 | 3,280 | 3,033 | 3,046 | 3,254 | 3,104 | 2,721 |
| Business services | 4,847 | 4,762 | 4,426 | 4,761 | 4,596 | 4,475 | 4,279 |
| Manufacturing - capital goods | 1,574 | 1,515 | 1,451 | 1,425 | 1,427 | 1,360 | 1,195 |
| Manufacturing - consumer goods | 2,092 | 2,102 | 1,859 | 1,607 | 1,684 | 1,778 | 1,412 |
| Real estate and construction | 9,235 | 9,281 | 9,071 | 7,905 | 6,804 | 5,905 | 5,687 |
| Agriculture | 3,701 | 3,567 | 3,568 | 3,679 | 3,622 | 3,600 | 3,530 |
| Oil and gas | 3,882 | 3,436 | 3,391 | 3,297 | 3,144 | 2,546 | 2,734 |
| Mining | 675 | 480 | 457 | 472 | 490 | 237 | 269 |
| Forest products | 588 | 596 | 568 | 500 | 388 | 333 | 393 |
| Hardware and software | 235 | 312 | 293 | 339 | 329 | 347 | 555 |
| Telecommunications and cable | 385 | 389 | 308 | 285 | 228 | 246 | 329 |
| Publishing, printing and broadcasting | 430 | 473 | 450 | 446 | 494 | 352 | 422 |
| Transportation | 1,647 | 1,607 | 1,651 | 1,441 | 1,464 | 1,477 | 1,344 |
| Utilities | 1,661 | 1,286 | 1,189 | 1,192 | 1,015 | 1,126 | 992 |
| Education, health and social services | 1,773 | 1,833 | 1,824 | 1,823 | 1,762 | 1,727 | 1,416 |
| Governments | 1,610 | 1,599 | 1,769 | 1,686 | 1,553 | 1,437 | 1,415 |
| Others | 3,771 | 3,833 | 3,893 | 3,954 | 3,987 | 5,124 | 6,355 |
| Collective allowance allocated to business and government loans | (279) | (277) | (283) | (279) | (306) | (303) | (329) |
| Total net business and government loans, including acceptances | 53,172 | 50,929 | 50,126 | 48,481 | 46,472 | 45,095 | 45,165 |
| Total net loans and acceptances | 253,616 | 251,487 | 250,719 | 248,409 | 244,822 | 240,316 | 238,372 |

GROSS IMPAIRED LOANS

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross impaired loans by portfolio: |  |  |  |  |  |  |  |
| Consumer ${ }^{1}$ |  |  |  |  |  |  |  |
| Residential mortgages | 494 | 511 | 521 | 524 | 513 | 507 | 528 |
| Personal | 269 | 278 | 294 | 291 | 285 | 286 | 298 |
| Total gross impaired loans - consumer | 763 | 789 | 815 | 815 | 798 | 793 | 826 |
| Business and government |  |  |  |  |  |  |  |
| Non-residential mortgages | 90 | 88 | 79 | 75 | 72 | 70 | 72 |
| Financial institutions | 2 | 3 | 5 | 4 | 6 | 5 | 5 |
| Retail and wholesale | 21 | 22 | 24 | 24 | 33 | 39 | 30 |
| Business services | 263 | 288 | 298 | 287 | 267 | 251 | 237 |
| Manufacturing - capital goods | 44 | 46 | 46 | 49 | 46 | 46 | 61 |
| Manufacturing - consumer goods | 27 | 33 | 34 | 28 | 45 | 44 | 47 |
| Real estate and construction | 546 | 572 | 578 | 504 | 464 | 460 | 497 |
| Agriculture | 21 | 35 | 38 | 38 | 51 | 44 | 46 |
| Oil and gas | 56 | 1 | 1 | 1 | 7 | 15 | 16 |
| Mining | 2 | 3 | 2 | 3 | 2 | 1 | - |
| Forest products | 2 | 2 | 3 | 3 | 3 | 6 | 7 |
| Hardware and software | 8 | 13 | 13 | 13 | 9 | 9 | 9 |
| Telecommunications and cable | - | - | 1 | 25 | - | 1 | - |
| Publishing, printing and broadcasting | 70 | 10 | 9 | 10 | 11 | 10 | 32 |
| Transportation | 34 | 33 | 36 | 36 | 38 | 34 | 38 |
| Utilities | 1 | 1 | - | - | - | - | - |
| Education, health and social services | 3 | 3 | 2 | 2 | 3 | 3 | 2 |
| Total gross impaired loans - business and government | 1,190 | 1,153 | 1,169 | 1,102 | 1,057 | 1,038 | 1,099 |
| Total gross impaired loans | 1,953 | 1,942 | 1,984 | 1,917 | 1,855 | 1,831 | 1,925 |
| Gross impaired loans by geography: |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |
| Canada | 439 | 477 | 505 | 514 | 521 | 527 | 544 |
| Other countries | 324 | 312 | 310 | 301 | 277 | 266 | 282 |
|  | 763 | 789 | 815 | 815 | 798 | 793 | 826 |
| Business and government |  |  |  |  |  |  |  |
| Canada | 226 | 133 | 133 | 157 | 158 | 186 | 207 |
| United States | 304 | 321 | 319 | 270 | 262 | 271 | 292 |
| Other countries | 660 | 699 | 717 | 675 | 637 | 581 | 600 |
|  | 1,190 | 1,153 | 1,169 | 1,102 | 1,057 | 1,038 | 1,099 |
| Total gross impaired loans | 1,953 | 1,942 | 1,984 | 1,917 | 1,855 | 1,831 | 1,925 |

[^9]

[^10]ALLOWANCE FOR CREDIT LOSSES

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total individual allowance for credit losses |  |  |  |  |  |  |  |
| By geography: |  |  |  |  |  |  |  |
| Consumer loans |  |  |  |  |  |  |  |
| Canada | 8 | 9 | 9 | 9 | 10 | 9 | 7 |
| Business and government loans |  |  |  |  |  |  |  |
| Canada | 74 | 58 | 55 | 57 | 72 | 85 | 81 |
| United States | 148 | 129 | 119 | 98 | 100 | 97 | 101 |
| Other countries | 255 | 241 | 228 | 202 | 179 | 163 | 165 |
|  | 477 | 428 | 402 | 357 | 351 | 345 | 347 |
|  | 485 | 437 | 411 | 366 | 361 | 354 | 354 |
| Total individual allowance for credit losses |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  | By portfolio: |  |  |  |  |  |  |
| Consumer loans | 8 | 9 | 9 | 9 | 10 | 9 | 7 |
| Business and government loans | 477 | 428 | 402 | 357 | 351 | 345 | 347 |
|  | 485 | 437 | 411 | 366 | 361 | 354 | 354 |
|  |  |  |  |  |  |  |  |
| Total collective allowance for credit losses |  |  |  |  |  |  |  |
| By geography: |  |  |  |  |  |  |  |
| Consumer loans |  |  |  |  |  |  |  |
| Canada | 1,062 | 1,087 | 1,101 | 1,107 | 1,106 | 1,124 | 1,140 |
| Other countries | 58 | 55 | 54 | 51 | 46 | 48 | 51 |
|  | 1,120 | 1,142 | 1,155 | 1,158 | 1,152 | 1,172 | 1,191 |
| Business and government loans |  |  |  |  |  |  |  |
| Canada | 209 | 212 | 212 | 205 | 228 | 227 | 236 |
| United States | 48 | 46 | 51 | 54 | 60 | 60 | 71 |
| Other countries | 22 | 19 | 20 | 20 | 18 | 16 | 22 |
|  | 279 | 277 | 283 | 279 | 306 | 303 | 329 |
|  | 1,399 | 1,419 | 1,438 | 1,437 | 1,458 | 1,475 | 1,520 |
|  |  |  |  |  |  |  |  |
| Total collective allowance for credit losses |  |  |  |  |  |  |  |
| By portfolio: |  |  |  |  |  |  |  |
| Consumer loans | 1,120 | 1,142 | 1,155 | 1,158 | 1,152 | 1,172 | 1,191 |
| Business and government loans | 279 | 277 | 283 | 279 | 306 | 303 | 329 |
| Undrawn credit facilities ${ }^{1}$ | 1,399 | 1,419 | 1,438 | 1,437 | 1,458 | 1,475 | 1,520 |
|  | 52 | 48 | 46 | 48 | 49 | 49 | 63 |
|  | 1,451 | 1,467 | 1,484 | 1,485 | 1,507 | 1,524 | 1,583 |

[^11]NET IMPAIRED LOANS

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net impaired loans by portfolio: Consumer |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Residential mortgages | 454 | 471 | 485 | 491 | 485 | 477 | 501 |
| Personal | 82 | 89 | 111 | 110 | 103 | 102 | 107 |
| Total net impaired loans - consumer | 536 | 560 | 596 | 601 | 588 | 579 | 608 |
| Business and government |  |  |  |  |  |  |  |
| Non-residential mortgages | 51 | 48 | 43 | 46 | 48 | 53 | 55 |
| Financial institutions | - | 2 | 3 | 2 | 3 | 3 | 3 |
| Retail and wholesale | 6 | 4 | 6 | 7 | 7 | 12 | 8 |
| Business services | 138 | 183 | 196 | 184 | 169 | 163 | 154 |
| Manufacturing - capital goods | 3 | 5 | 5 | 8 | 26 | 27 | 39 |
| Manufacturing - consumer goods | 15 | 21 | 27 | 20 | 26 | 21 | 24 |
| Real estate and construction | 349 | 386 | 406 | 381 | 336 | 335 | 367 |
| Agriculture | 13 | 25 | 28 | 21 | 32 | 27 | 28 |
| Oil and gas | 44 | - | - | - | - | 4 | 5 |
| Mining | 1 | 1 | - | 2 | 1 | - | - |
| Forest products | - | - | 1 | 1 | 1 | 1 | - |
| Hardware and software | - | 1 | 1 | 1 | 1 | - | 1 |
| Telecommunications and cable | - | - | - | 20 | - | - | - |
| Publishing, printing and broadcasting | 49 | 1 | - | - | 1 | - | 20 |
| Transportation | 18 | 17 | 21 | 21 | 21 | 17 | 19 |
| Utilities | 1 | 1 | - | - | - | - | - |
| Education, health and social services | 1 | 1 | - | - | 1 | 1 | - |
| Total net impaired loans - business and government | 689 | 696 | 737 | 714 | 673 | 664 | 723 |
| Total net impaired loans | 1,225 | 1,256 | 1,333 | 1,315 | 1,261 | 1,243 | 1,331 |
|  |  |  |  |  |  |  |  |
| Net impaired loans by geography: |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |
| Canada | 260 | 293 | 332 | 343 | 349 | 350 | 366 |
| Other countries | 276 | 267 | 264 | 258 | 239 | 229 | 242 |
|  | 536 | 560 | 596 | 601 | 588 | 579 | 608 |
| Business and government |  |  |  |  |  |  |  |
| Canada | 128 | 46 | 48 | 69 | 53 | 72 | 97 |
| United States | 156 | 192 | 200 | 172 | 162 | 174 | 191 |
| Other countries | 405 | 458 | 489 | 473 | 458 | 418 | 435 |
|  | 689 | 696 | 737 | 714 | 673 | 664 | 723 |
| Total net impaired loans | 1,225 | 1,256 | 1,333 | 1,315 | 1,261 | 1,243 | 1,331 |

[^12]| (\$ millions) |
| :--- |
| Gross impaired loans at beginning of period |
| Consumer |
| Business and government |
| New additions |
| Consumer ${ }^{1}$ |
| Business and government |
| Returned to performing status, repaid or sold |
| Consumer |
| Business and government |
| Write-off |
| Consumer ${ }^{1}$ |
| Business and government |
| Gross impaired loans at end of period |
| Consumer |
| Business and government |


| Q3/12 | Q2/12 |
| ---: | :--- |
|  | Q1/12 |

CHANGES IN ALLOWANCE FOR CREDIT LOSSES

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{array}{r} 2012 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 9 M \\ \hline \end{array}$ | $\begin{array}{r} 2011 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total allowance at beginning of period | 1,904 | 1,895 | 1,851 | 1,868 | 1,878 | 1,937 | 1,950 | 1,851 | 1,950 | 1,950 |
| Write-offs | (323) | (323) | (322) | (363) | (349) | (309) | (314) | (968) | (972) | $(1,335)$ |
| Recoveries | 44 | 43 | 40 | 36 | 37 | 36 | 36 | 127 | 109 | 145 |
| Provision for credit losses | 317 | 308 | 338 | 306 | 310 | 245 | 283 | 963 | 838 | 1,144 |
| Interest income on impaired loans | (10) | (11) | (16) | (10) | (12) | (12) | (14) | (37) | (38) | (48) |
| Other | 4 | (8) | 4 | 14 | 4 | (19) | (4) | - | (19) | (5) |
| Total allowance at end of period ${ }^{2}$ | 1,936 | 1,904 | 1,895 | 1,851 | 1,868 | 1,878 | 1,937 | 1,936 | 1,868 | 1,851 |
| Individual allowance | 485 | 437 | 411 | 366 | 361 | 354 | 354 | 485 | 361 | 366 |
| Collective allowance ${ }^{2}$ | 1,451 | 1,467 | 1,484 | 1,485 | 1,507 | 1,524 | 1,583 | 1,451 | 1,507 | 1,485 |
| Total allowance for credit losses | 1,936 | 1,904 | 1,895 | 1,851 | 1,868 | 1,878 | 1,937 | 1,936 | 1,868 | 1,851 |

 impaired loans.
${ }_{2}$ Includes $\$ 52$ million (Q2/12: $\$ 48$ million) of allowance on undrawn credit facilities included in Other liabilities on consolidated balance sheet.

## PAST DUE LOANS BUT NOT IMPAIRED

| (\$ millions) |  |  |  | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than 31 days | 31 to 90 days | Over 90 days | Total | Total | Total | Total | Total | Total | Total |
| Residential mortgages | 2,024 | 659 | 248 | 2,931 | 2,943 | 3,009 | 3,103 | 3,335 | 3,298 | 3,535 |
| Personal | 466 | 105 | 24 | 595 | 586 | 619 | 619 | 652 | 653 | 687 |
| Credit card | 756 | 210 | 134 | 1,100 | 1,145 | 1,145 | 1,241 | 1,417 | 1,276 | 1,357 |
| Business and government | 134 | 152 | 16 | 302 | 345 | 306 | 256 | 322 | 496 | 721 |
|  | 3,380 | 1,126 | 422 | 4,928 | 5,019 | 5,079 | 5,219 | 5,726 | 5,723 | 6,300 |

[^13]

[^14]NET WRITE-OFFS

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net write-offs by portfolio: |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |
| Residential mortgages | 5 | 3 | 4 | 4 | 7 | 3 | 3 |
| Credit card | 167 | 179 | 193 | 180 | 197 | 183 | 186 |
| Personal | 72 | 71 | 69 | 64 | 70 | 72 | 75 |
| Net write-offs on consumer loans | 244 | 253 | 266 | 248 | 274 | 258 | 264 |
| Business and government |  |  |  |  |  |  |  |
| Non-residential mortgages | 2 | - | - | - | - | - | - |
| Financial institutions | - | - | - | 1 | 16 | - | - |
| Retail and wholesale | 6 | 3 | 3 | 10 | (2) | 5 | 4 |
| Business services | 6 | 17 | 3 | 44 | 10 | 4 | 5 |
| Manufacturing - capital goods | 1 | - | 1 | 2 | 1 | - | 1 |
| Manufacturing - consumer goods | - | - | 1 | 8 | 3 | - | 1 |
| Real estate and construction | 5 | 3 | 5 | 5 | 5 | 2 | 1 |
| Agriculture | - | - | 1 | (1) | 1 | 1 | - |
| Oil and gas | 1 | - | - | 6 | - | 1 | - |
| Mining | - | - | - | - | - | - | - |
| Forest products | - | 1 | - | 1 | 2 | 1 | - |
| Hardware and software | 13 | 1 | - | 1 | - | - | 1 |
| Telecommunications and cable | - | - | - | - | - | (1) | - |
| Publishing, printing and broadcasting | 1 | - | - | - | 1 | - | - |
| Transportation | - | 2 | 1 | 3 | 1 | 1 | 1 |
| Education, health and social services | - | - | 1 | (1) | - | 1 | - |
| Net write-offs on business and government loans | 35 | 27 | 16 | 79 | 38 | 15 | 14 |
| Total net write-offs | 279 | 280 | 282 | 327 | 312 | 273 | 278 |
| Net write-offs by geography: |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |
| Canada | 242 | 251 | 264 | 248 | 269 | 251 | 262 |
| Other countries | 2 | 2 | 2 | - | 5 | 7 | 2 |
|  | 244 | 253 | 266 | 248 | 274 | 258 | 264 |
| Business and government |  |  |  |  |  |  |  |
| Canada | 30 | 14 | 13 | 37 | 30 | 12 | 14 |
| United States | 5 | 1 | 3 | 6 | 5 | - | (1) |
| Other countries | - | 12 | - | 36 | 3 | 3 | 1 |
|  | 35 | 27 | 16 | 79 | 38 | 15 | 14 |
| Total net write-offs | 279 | 280 | 282 | 327 | 312 | 273 | 278 |

CREDIT RISK FINANCIAL MEASURES

| Diversification ratios |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross loans and acceptances |  |  |  |  |  |  |  |
| Consumer | 79\% | 80\% | 80\% | 80\% | 81\% | 81\% | 81\% |
| Business and government | 21\% | 20\% | 20\% | 20\% | 19\% | 19\% | 19\% |
| Canada | 92\% | 92\% | 92\% | 93\% | 93\% | 93\% | 92\% |
| United States | 3\% | 3\% | 3\% | 3\% | 2\% | 2\% | 2\% |
| Other countries | 5\% | 5\% | 5\% | 4\% | 5\% | 5\% | 6\% |
| Net loans and acceptances |  |  |  |  |  |  |  |
| Consumer | 79\% | 80\% | 80\% | 80\% | 81\% | 81\% | 81\% |
| Business and government | 21\% | 20\% | 20\% | 20\% | 19\% | 19\% | 19\% |
| Canada | 92\% | 92\% | 92\% | 93\% | 93\% | 93\% | 92\% |
| United States | 3\% | 3\% | 3\% | 3\% | 2\% | 2\% | 2\% |
| Other countries | 5\% | 5\% | 5\% | 4\% | 5\% | 5\% | 6\% |
| Coverage ratios |  |  |  |  |  |  |  |
| Allowance for credit losses ${ }^{1}$ to gross |  |  |  |  |  |  |  |
| impaired loans and acceptances (GIL) - segmented and total |  |  |  |  |  |  |  |
| Consumer | 30\% | 29\% | 27\% | 26\% | 26\% | 27\% | 26\% |
| Business and government | 42\% | 40\% | 37\% | 35\% | 36\% | 36\% | 34\% |
| Total | 37\% | 35\% | 33\% | 31\% | 32\% | 32\% | 31\% |
| Condition ratios |  |  |  |  |  |  |  |
| GIL-to-gross loans and acceptances | 0.76\% | 0.77 \% | 0.79 \% | 0.77 \% | $0.75 \%$ | $0.76 \%$ | 0.80\% |
| Net impaired loans and acceptances (NIL)-to-net loans and acceptances | 0.48 \% | 0.50\% | 0.53 \% | 0.53\% | 0.52 \% | 0.52 \% | 0.56\% |
| Segmented NIL-to-segmented net loans and acceptances |  |  |  |  |  |  |  |
| Consumer | 0.27 \% | 0.28 \% | 0.30\% | $0.30 \%$ | $0.30 \%$ | $0.30 \%$ | 0.31\% |
| Business and government | 1.30\% | 1.37\% | 1.47 \% | 1.47\% | 1.45\% | 1.47 \% | $1.60 \%$ |
| Canada | 0.17 \% | 0.15\% | 0.16\% | 0.18\% | 0.18\% | 0.19 \% | 0.21 \% |
| United States | 1.91\% | 2.48\% | 2.71 \% | 2.73\% | $2.86 \%$ | 3.56 \% | 4.13\% |
| Other countries | $5.53 \%$ | 6.12 \% | 6.08 \% | 6.24 \% | 6.18 \% | 5.20 \% | 4.77 \% |

[^15]OUTSTANDING DERIVATIVE CONTRACTS - NOTIONAL AMOUNTS


[^16]FAIR VALUE OF FINANCIAL INSTRUMENTS

| (\$ millions) |
| :--- |
| Assets |
| Cash and deposits with banks |
| Securities |
| Cash collateral on securities borrowed |
| Securities purchased under resale agreements |
| Loans, net of allowance |
| Derivative instruments |
| Customers' liability under acceptances |
| Other assets |
| Liabilities |
| Deposits |
| Obligations related to securities sold short |
| Cash collateral on securities lent |
| Secured borrowings |
| Capital Trust securities |
| Obligations related to securities sold |
| under repurchase agreements |
| Derivative instruments |
| Acceptances |
| Other liabilities |
| Subordinated indebtedness |


| Q3/12 |  | Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Book value (includes AFS securities at amortized cost) | Fair value | Fair value over (under) book value |  |  |  |  |  |  |
| 8,799 | 8,799 | - | - | - | - | - | - | - |
| 61,475 | 61,977 | 502 | 450 | 568 | 518 | 698 | 461 | 439 |
| 3,990 | 3,990 | - | - | - | - | - | - |  |
| 28,967 | 28,967 | - | - | - | - | - | - | - |
| 243,548 | 244,176 | 628 | 150 | 992 | 1,589 | 1,414 | 778 | 1,021 |
| 28,802 | 28,802 | - | - | - | - | - | - | - |
| 10,068 | 10,068 | - | - | - | - | - | - | - |
| 6,038 | 6,037 | (1) | - | 3 | 4 | 3 | 4 | 6 |
| 254,002 | 254,727 | 725 | 633 | 881 | 944 | 878 | 1,267 | 1,566 |
| 11,944 | 11,944 | - | - | - | - | - | - | - |
| 2,284 | 2,284 | - | - | - | - | - | - | - |
| 51,094 | 51,429 | 335 | 313 | 229 | 143 | 191 | 62 | 121 |
| 1,672 | 2,128 | 456 | 434 | 358 | 476 | 561 | 540 | 460 |
| 8,527 | 8,527 | - | - | - | - | - | - | - |
| 29,092 | 29,092 | - | - | - | - | - | - | - |
| 10,072 | 10,072 | - | - | - | - | - | - | - |
| 7,460 | 7,460 | - | - | - | - | - | - | - |
| 4,828 | 5,259 | 431 | 372 | 504 | 395 | 272 | 212 | 200 |

FAIR VALUE OF AFS SECURITIES
(\$ millions)

AFS securities
Government debt (issued or guaranteed)
Asset/mortgage-backed securities
Debt
Equity
Total fair value of AFS securities

| Q3112 |  | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amortized cost | Fair value | Unrealized net gains (losses) |  |  |  |  |  |  |
| 14,107 | 14,236 | 129 | 95 | 215 | 137 | 147 | 28 | (1) |
| 2,207 | 2,232 | 25 | 29 | 53 | 63 | 60 | 31 | 43 |
| 5,291 | 5,351 | 60 | 25 | 5 | - | 2 | 3 | 18 |
| 399 | 687 | 288 | 301 | 295 | 318 | 489 | 399 | 379 |
| 22,004 | 22,506 | 502 | 450 | 568 | 518 | 698 | 461 | 439 |

FAIR VALUE OF DERIVATIVE INSTRUMENTS
(\$ millions)
otal held for trading purposes
Total held for ALM purposes
Total fair value

| Q3112 |  | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Positive | Negative | Fair value, net |  |  |  |  |  |  |
| 25,461 | 26,536 | $(1,075)$ | (925) | $(1,255)$ | $(1,343)$ | 222 | (233) | (309) |
| 3,341 | 2,556 | 785 | 670 | 835 | 821 | 590 | (220) | (121) |
| 28,802 | 29,092 | (290) | (255) | (420) | (522) | 812 | (453) | (430) |
| 29,201 | 29,163 | 38 | (336) | (375) | 703 | 128 | (705) | (596) |

Includes positive and negative fair values of $\$ 270$ million (Q2/12: $\$ 200$ million) and $\$ 143$ million (Q2/12: $\$ 200$ million) for exchange-traded contracts.

## INTEREST RATE SENSITIVITY ${ }^{1,2}$

| (\$ millions) |  | Total |  |  | Non-interest |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | within <br> 3 months | 3 to 12 <br> months | within <br> 1 year | 1 to 5 years | Over 5 years | rate sensitive | Total |
| Q3/12 |  |  |  |  |  |  |  |
| Canadian currency |  |  |  |  |  |  |  |
| Assets | 172,638 | 29,883 | 202,521 | 72,009 | 10,193 | 46,512 | 331,235 |
| Structural assumptions ${ }^{3}$ | $(9,633)$ | 4,139 | $(5,494)$ | 8,514 | - | $(3,020)$ | - |
| Liabilities and equity | $(172,216)$ | $(36,175)$ | $(208,391)$ | $(48,387)$ | $(13,792)$ | $(60,665)$ | $(331,235)$ |
| Structural assumptions ${ }^{3}$ | 17,210 | ( 20,072 ) | $(2,862)$ | $(24,564)$ | - | 27,426 | - |
| Off-balance sheet | $(25,036)$ | 23,777 | $(1,259)$ | $(2,628)$ | 3,887 | - | - |
| Gap | $(17,037)$ | 1,552 | $(15,485)$ | 4,944 | 288 | 10,253 | - |
| Foreign currencies |  |  |  |  |  |  |  |
| Assets | 53,000 | 2,876 | 55,876 | 6,713 | 1,322 | 5,864 | 69,775 |
| Liabilities and equity | $(38,958)$ | $(7,441)$ | $(46,399)$ | $(14,814)$ | $(1,090)$ | $(7,472)$ | $(69,775)$ |
| Off-balance sheet | $(18,526)$ | 8,277 | $(10,249)$ | 9,789 | 460 | - | - |
| Gap | $(4,484)$ | 3,712 | (772) | 1,688 | 692 | $(1,608)$ | - |
| Total gap | $(21,521)$ | 5,264 | $(16,257)$ | 6,632 | 980 | 8,645 | - |
| Q2/12 |  |  |  |  |  |  |  |
| Canadian currency | $(19,225)$ | 2,707 | $(16,518)$ | 5,482 | 35 | 11,001 | - |
| Foreign currencies | (651) | (85) | (736) | 2,450 | 109 | $(1,823)$ | - |
| Total gap | $(19,876)$ | 2,622 | $(17,254)$ | 7,932 | 144 | 9,178 | - |
| Q1/12 |  |  |  |  |  |  |  |
| Canadian currency | $(18,548)$ | 4,599 | $(13,949)$ | 4,940 | (175) | 9,184 | - |
| Foreign currencies | (329) | 1,385 | 1,056 | 967 | 16 | $(2,039)$ | - |
| Total gap | $(18,877)$ | 5,984 | $(12,893)$ | 5,907 | (159) | 7,145 | - |
| Q4/11 |  |  |  |  |  |  |  |
| Canadian currency | $(8,824)$ | $(3,899)$ | $(12,723)$ | 7,325 | (685) | 6,083 | - |
| Foreign currencies | $(3,689)$ | 3,498 | (191) | 1,347 | 752 | $(1,908)$ | - |
| Total gap | $(12,513)$ | (401) | $(12,914)$ | 8,672 | 67 | 4,175 | - |
| Q3/11 |  |  |  |  |  |  |  |
| Canadian currency | 13,976 | $(13,721)$ | 255 | $(4,792)$ | 705 | 3,832 | - |
| Foreign currencies | 1,742 | 1,107 | 2,849 | (459) | 203 | $(2,593)$ | - |
| Total gap | 15,718 | $(12,614)$ | 3,104 | $(5,251)$ | 908 | 1,239 | - |
| Q2/11 |  |  |  |  |  |  |  |
| Canadian currency | 10,106 | $(17,714)$ | $(7,608)$ | 3,141 | (38) | 4,505 | - |
| Foreign currencies | 467 | (188) | 279 | 384 | 1,760 | $(2,423)$ | - |
| Total gap | 10,573 | $(17,902)$ | $(7,329)$ | 3,525 | 1,722 | 2,082 | - |
| Q1/11 |  |  |  |  |  |  |  |
| Canadian currency | $(1,534)$ | $(5,145)$ | $(6,679)$ | 4,208 | (916) | 3,387 | - |
| Foreign currencies | $(1,767)$ | 2,602 | 835 | 221 | 1,269 | $(2,325)$ | - |
| Total gap | $(3,301)$ | $(2,543)$ | $(5,844)$ | 4,429 | 353 | 1,062 | - |

[^17]
## REGULATORY CAPITAL ${ }^{1}$

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 capital |  |  |  |  |  |  |  |
| Common shares ${ }^{2}$ | 7,727 | 7,681 | 7,537 | 7,376 | 7,254 | 7,116 | 6,951 |
| Contributed surplus | 87 | 86 | 87 | 90 | 89 | 90 | 96 |
| Retained earnings | 6,719 | 6,276 | 5,873 | 7,605 | 7,208 | 6,801 | 6,509 |
| Adjustment for transition to IFRS ${ }^{3}$ | 549 | 823 | 1,097 | - | - | - | - |
| Net after-tax fair value losses arising from changes in institution's own credit risk | - | - | 1 | - | 1 |  | 2 |
| Foreign currency translation adjustments | (74) | (122) | (66) | (650) | (796) | (829) | (640) |
| Non-cumulative preferred shares | 2,006 | 2,006 | 2,306 | 2,756 | 2,756 | 3,156 | 3,156 |
| Innovative instruments ${ }^{4}$ | 1,672 | 1,617 | 1,679 | 1,600 | 1,575 | 1,596 | 1,599 |
| Certain non-controlling interests in subsidiaries | 167 | 163 | 163 | 164 | 156 | 156 | 163 |
| Goodwill | $(1,682)$ | $(1,671)$ | $(1,681)$ | $(1,894)$ | $(1,855)$ | $(1,847)$ | $(1,895)$ |
| Gains on sale of applicable securitized assets | - | - | - | (60) | (58) | (62) | (65) |
| Other deductions | (43) | (41) | (73) | - | - | - | - |
| $50 / 50$ deductions from each of Tier 1 and Tier $2^{5}$ | (884) | (897) | (946) | (779) | (426) | (521) | (576) |
|  | 16,244 | 15,921 | 15,977 | 16,208 | 15,904 | 15,656 | 15,300 |
| Tier 2 capital |  |  |  |  |  |  |  |
| Perpetual subordinated indebtedness | 221 | 232 | 236 | 234 | 253 | 251 | 265 |
| Other subordinated indebtedness (net of amortization) | 4,391 | 4,402 | 4,676 | 4,741 | 4,736 | 4,720 | 4,721 |
| Net after-tax unrealized holding gains on AFS equity securities | 201 | 202 | 175 | 5 | 6 | 8 | 7 |
| Eligible allowance | 145 | 150 | 109 | 108 | 110 | 110 | 118 |
| 50/50 deductions from each of Tier 1 and Tier $2^{5}$ | (884) | (897) | (946) | (779) | (426) | (521) | (576) |
| Investment in insurance activities ${ }^{5}$ | - | - | - | (230) | (200) | (177) | (180) |
|  | 4,074 | 4,089 | 4,250 | 4,079 | 4,479 | 4,391 | 4,355 |
| Total regulatory capital | 20,318 | 20,010 | 20,227 | 20,287 | 20,383 | 20,047 | 19,655 |
| Total risk-weighted assets | 114,894 | 113,255 | 111,480 | 109,968 | 108,954 | 106,336 | 106,986 |
| Tier 1 capital ratio | 14.1\% | 14.1\% | 14.3\% | 14.7\% | 14.6\% | 14.7\% | 14.3\% |
| Total capital ratio | 17.7\% | 17.7\% | 18.1\% | 18.4\% | 18.7\% | 18.9\% | 18.4\% |
|  of at least $7 \%$ and $10 \%$, respectively. |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| ${ }^{3}$ Incorporates OSFI's IFRS transitional relief election over five quarters starting November 1, 2011. |  |  |  |  |  |  |  |
|  our Tier 1 regulatory capital. |  |  |  |  |  |  |  |
|  insurance activities and substantial investments in unconsolidated entities. Prior to Q1/12, investment in insurance activities was deducted $100 \%$ from Tier 2 capital in accordance with the OSFI's transition rules. |  |  |  |  |  |  |  |

RISK-WEIGHTED ASSETS

| (\$ billions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit risk |  |  |  |  |  |  |  |
| Standardized approach |  |  |  |  |  |  |  |
| Corporate | 3.8 | 3.7 | 3.7 | 3.7 | 3.8 | 3.5 | 4.0 |
| Sovereign | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 | 0.6 | 0.4 |
| Banks | 0.2 | 0.1 | 0.2 | 0.4 | 0.3 | 0.4 | 0.4 |
| Real estate secured personal lending | 1.6 | 1.7 | 1.7 | 1.7 | 1.6 | 1.6 | 1.6 |
| Other retail | 1.8 | 1.8 | 1.9 | 2.0 | 2.0 | 2.1 | 2.3 |
|  | 8.1 | 8.0 | 8.2 | 8.5 | 8.4 | 8.2 | 8.7 |
| AIRB approach |  |  |  |  |  |  |  |
| Corporate | 39.1 | 37.6 | 36.1 | 35.0 | 33.3 | 31.4 | 31.4 |
| Sovereign | 1.7 | 1.8 | 1.8 | 1.5 | 1.5 | 1.8 | 1.6 |
| Banks | 3.0 | 3.3 | 2.8 | 3.1 | 3.2 | 3.8 | 4.0 |
| Real estate secured personal lending | 5.1 | 4.8 | 4.7 | 4.9 | 5.0 | 4.5 | 4.3 |
| Qualifying revolving retail | 14.7 | 14.7 | 15.4 | 15.5 | 15.7 | 14.3 | 14.5 |
| Other retail | 5.8 | 5.8 | 5.7 | 5.8 | 5.8 | 5.8 | 5.6 |
| Equity | 0.9 | 0.8 | 0.8 | 0.6 | 0.6 | 0.5 | 0.6 |
| Trading book | 2.4 | 2.6 | 2.8 | 2.6 | 2.2 | 2.3 | 2.2 |
| Securitization ${ }^{1}$ | 2.7 | 2.7 | 2.4 | 2.1 | 2.2 | 2.3 | 2.5 |
| Adjustment for scaling factor | 4.5 | 4.4 | 4.4 | 4.3 | 4.2 | 4.0 | 4.0 |
|  | 79.9 | 78.5 | 76.9 | 75.4 | 73.7 | 70.7 | 70.7 |
| Other credit risk-weighted assets | 5.7 | 5.7 | 5.5 | 6.2 | 6.6 | 6.4 | 6.6 |
| Total credit risk | 93.7 | 92.2 | 90.6 | 90.1 | 88.7 | 85.3 | 86.0 |
| Market risk (Internal Models and IRB Approach) ${ }^{1}$ | 3.1 | 2.8 | 2.5 | 1.7 | 2.1 | 2.6 | 2.6 |
| Operational risk (Advanced Measurement Approach) | 18.1 | 18.3 | 18.4 | 18.2 | 18.2 | 18.4 | 18.4 |
| Total risk-weighted assets | 114.9 | 113.3 | 111.5 | 110.0 | 109.0 | 106.3 | 107.0 |

[^18] Market Risk Framework".

GROSS CREDIT EXPOSURE ${ }^{1}$ (EXPOSURE AT DEFAULT)
(\$ millions)

| Q3/12 |  | Q2/12 |  | Q1/12 |  | Q4/11 |  | Q3/11 |  | Q2/11 |  | Q1/11 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AIRB approach | Standardized approach | AIRB approach | Standardized approach | AIRB approach | Standardized approach | AIRB approach | Standardized approach | AIRB approach | Standardized approach | AIRB approach | Standardized approach | AIRB approach | Standardized approach |


| Business and government portfolios Corporate | 42,811 | 3,610 | 41,766 | 3,561 | 39,987 | 3,617 | 39,509 | 3,559 | 37,474 | 3,611 | 34,862 | 3,417 | 33,945 | 3,737 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Drawn |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Undrawn commitments | 27,946 | 198 | 26,253 | 185 | 25,783 | 101 | 24,303 | 139 | 23,421 | 146 | 22,102 | 100 | 21,053 | 205 |
| Repo-style transactions | 27,624 | 110 | 30,819 | 325 | 29,366 | 98 | 28,055 | 139 | 28,007 | 136 | 28,040 | - | 28,645 | - |
| Other off-balance sheet | 7,606 | 177 | 10,225 | 170 | 8,940 | 183 | 5,204 | 191 | 5,532 | 182 | 6,262 | 175 | 6,356 | 178 |
| OTC derivatives | 3,475 | - | 3,862 | - | 3,896 | - | 3,909 | - | 3,812 | - | 4,150 | - | 4,091 | 29 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Drawn | 20,546 | 2,596 | 19,527 | 2,601 | 24,937 | 2,631 | 39,716 | 3,792 | 44,611 | 3,820 | 66,032 | 3,513 | 50,819 | 3,159 |
| Undrawn commitments | 4,878 | - | 5,096 | - | 4,709 | - | 4,791 | - | 4,474 | - | 4,783 | - | 4,555 |  |
| Repo-style transactions | 3,105 | - | 5,259 | - | 1,528 | - | 1,893 | - | 1,960 | - | 1,655 | - | 2,326 | - |
| Other off-balance sheet | 411 | - | 270 | - | 347 | - | 410 | - | 410 | - | 318 | - | 297 | - |
| OTC derivatives | 3,141 | - | 2,992 | - | 2,737 | - | 2,572 | - | 3,119 | - | 2,443 | - | 1,876 | - |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Drawn | 13,544 | 637 | 13,145 | 606 | 12,831 | 894 | 12,960 | 1,854 | 14,033 | 1,537 | 16,513 | 1,487 | 18,529 | 1,633 |
| Undrawn commitments | 541 | - | 682 | - | 654 | - | 613 | - | 499 | - | 629 | - | 707 | - |
| Repo-style transactions | 22,655 | - | 15,450 | - | 20,600 | - | 25,342 | 362 | 40,833 | 358 | 51,320 | 297 | 56,202 | 295 |
| Other off-balance sheet | 50,497 | - | 46,451 | - | 46,020 | - | 43,825 | - | 45,411 | - | 43,059 | - | 43,415 | - |
| OTC derivatives | 8,039 | 5 | 8,145 | 4 | 8,604 | 6 | 7,948 | 5 | 7,931 | 5 | 7,392 | 8 | 7,080 | 4 |
|  | 95,276 | 642 | 83,873 | 610 | 88,709 | 900 | 90,688 | 2,221 | 108,707 | 1,900 | 118,913 | 1,792 | 125,933 | 1,932 |
| Gross business and government portfolios | 236,819 | 7,333 | 229,942 | 7,452 | 230,939 | 7,530 | 241,050 | 10,041 | 261,527 | 9,795 | 289,560 | 8,997 | 279,896 | 9,240 |
| Less: Repo-style transaction collateral | 46,949 | - | 45,506 | - | 46,503 | - | 50,106 | - | 66,553 | - | 76,520 | - | 81,869 | - |
| Net business and government portfolios | 189,870 | 7,333 | 184,436 | 7,452 | 184,436 | 7,530 | 190,944 | 10,041 | 194,974 | 9,795 | 213,040 | 8,997 | 198,027 | 9,240 |
| Retail portfolios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real estate secured personal lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Drawn | 166,361 | 2,203 | 165,547 | 2,182 | 165,238 | 2,222 | 115,024 | 2,218 | 116,776 | 2,118 | 112,688 | 2,088 | 109,408 | 2,195 |
| Undrawn commitments | 28,935 | - | 28,857 | - | 27,758 | - | 27,993 | - | 27,722 | - | 29,031 | - | 26,703 | - |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Qualifying revolving retail <br> Drawn | 21,160 | - | 21,244 | - | 21,136 | - | 21,338 | - | 20,911 | - | 20,702 | - | 20,835 | - |
| Undrawn commitments | 40,962 | - | 40,383 | - | 41,289 | - | 40,586 | - | 41,033 | - | 40,791 | - | 40,383 | - |
| Other off-balance sheet | 322 | - | 389 | - | 302 | - | 396 | - | 379 | - | 367 | - | 365 | - |
|  | 62,444 | - | 62,016 | - | 62,727 | - | 62,320 | - | 62,323 | - | 61,860 | - | 61,583 | - |
| Other retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Drawn | 7,881 | 2,275 | 8,011 | 2,352 | 7,879 | 2,434 | 7,963 | 2,541 | 8,118 | 2,633 | 8,102 | 2,764 | 8,056 | 2,910 |
| Undrawn commitments | 1,238 | 20 | 1,266 | 19 | 1,285 | 20 | 1,302 | 20 | 1,311 | 19 | 1,314 | 19 | 1,316 | 20 |
| Other off-balance sheet | 30 | 14 | 31 | 17 | 33 | 13 | 32 | 16 | 32 | - | 33 | - | 34 | - |
|  | 9,149 | 2,309 | 9,308 | 2,388 | 9,197 | 2,467 | 9,297 | 2,577 | 9,461 | 2,652 | 9,449 | 2,783 | 9,406 | 2,930 |
| Total retail portfolios | 266,889 | 4,512 | 265,728 | 4,570 | 264,920 | 4,689 | 214,634 | 4,795 | 216,282 | 4,770 | 213,028 | 4,871 | 207,100 | 5,125 |
| Securitization exposures | 19,130 | - | 19,116 | - | 19,181 | - | 19,488 | - | 22,394 | - | 24,694 | - | 26,196 | - |
| Gross credit exposure | 522,838 | 11,845 | 514,786 | 12,022 | 515,040 | 12,219 | 475,172 | 14,836 | 500,203 | 14,565 | 527,282 | 13,868 | 513,192 | 14,365 |
| Less: Repo-style transaction collateral | 46,949 | - | 45,506 | - | 46,503 | - | 50,106 | - | 66,553 | - | 76,520 | - | 81,869 | - |
| Net credit exposure | 475,889 | 11,845 | 469,280 | 12,022 | 468,537 | 12,219 | 425,066 | 14,836 | 433,650 | 14,565 | 450,762 | 13,868 | 431,323 | 14,365 |

[^19]CREDIT EXPOSURE - GEOGRAPHIC CONCENTRATION ${ }^{1}$

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business and government |  |  |  |  |  |  |  |
| Canada |  |  |  |  |  |  |  |
| Drawn | 49,245 | 50,335 | 53,252 | 70,941 | 61,774 | 67,500 | 70,277 |
| Undrawn commitments | 28,414 | 27,322 | 26,821 | 25,421 | 24,646 | 23,879 | 22,636 |
| Repo-style transactions | 5,364 | 4,012 | 3,327 | 3,126 | 2,186 | 2,298 | 2,835 |
| Other off-balance sheet | 46,765 | 43,687 | 46,338 | 39,001 | 40,629 | 36,203 | 37,580 |
| OTC derivatives | 6,892 | 7,061 | 6,607 | 6,365 | 7,371 | 6,715 | 5,729 |
|  | 136,680 | 132,417 | 136,345 | 144,854 | 136,606 | 136,595 | 139,057 |
|  |  |  |  |  |  |  |  |
| Drawn | 18,573 | 15,994 | 16,796 | 12,650 | 24,577 | 38,168 | 20,306 |
| Undrawn commitments | 3,625 | 3,502 | 3,239 | 3,397 | 3,007 | 2,822 | 2,661 |
| Repo-style transactions | 867 | 1,228 | 1,359 | 1,547 | 1,527 | 1,680 | 1,963 |
| Other off-balance sheet | 8,575 | 8,096 | 5,107 | 5,204 | 4,638 | 5,789 | 5,338 |
| OTC derivatives | 2,528 | 2,721 | 3,103 | 2,774 | 2,737 | 3,092 | 2,879 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Drawn | 4,707 | 4,134 | 4,050 | 5,086 | 6,043 | 8,070 | 7,956 |
| Undrawn commitments | 777 | 700 | 486 | 381 | 362 | 467 | 471 |
| Repo-style transactions | 80 | 664 | 237 | 429 | 373 | 431 | 343 |
| Other off-balance sheet | 2,955 | 4,895 | 3,656 | 5,050 | 5,821 | 6,886 | 6,535 |
| OTC derivatives | 4,733 | 4,708 | 5,055 | 4,664 | 4,310 | 3,827 | 3,960 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Drawn | 4,376 | 3,975 | 3,657 | 3,508 | 3,724 | 3,669 | 4,754 |
| Undrawn commitments | 549 | 507 | 600 | 508 | 379 | 346 | 547 |
| Repo-style transactions | 124 | 118 | 68 | 82 | 161 | 86 | 163 |
| Other off-balance sheet | 219 | 268 | 206 | 184 | 265 | 761 | 615 |
| OTC derivatives | 502 | 509 | 472 | 626 | 444 | 351 | 479 |
|  | 5,770 | 5,377 | 5,003 | 4,908 | 4,973 | 5,213 | 6,558 |
|  | 189,870 | 184,436 | 184,436 | 190,944 | 194,974 | 213,040 | 198,027 |

[^20]CREDIT RISK ASSOCIATED WITH DERIVATIVES

| (\$ millions) | Q3/12 |  |  |  |  | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current replacement cost ${ }^{1}$ |  |  | Credit equivalent amount ${ }^{2}$ | $\leftarrow$ | $\leftarrow$ | Risk-weighted amount |  |  |  |  |
|  | Trading | ALM | Total |  |  |  |  |  |  |  |  |
| Interest rate derivatives |  |  |  |  |  |  |  |  |  |  |  |
| Forward rate agreements | 140 | - | 140 | 69 | 17 | 8 | 10 | 7 | 7 | 7 | 7 |
| Swap contracts | 18,091 | 2,822 | 20,913 | 4,792 | 1,331 | 1,308 | 1,505 | 1,373 | 1,046 | 947 | 1,015 |
| Purchased options | 409 | 3 | 412 | 52 | 15 | 22 | 21 | 20 | 19 | 18 | 23 |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward contracts | 1,336 | 19 | 1,355 | 1,187 | 229 | 247 | 267 | 296 | 277 | 293 | 218 |
| Swap contracts | 3,698 | 469 | 4,167 | 3,610 | 672 | 720 | 731 | 770 | 729 | 725 | 689 |
| Purchased options | 132 | 2 | 134 | 82 | 26 | 26 | 20 | 32 | 31 | 37 | 31 |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit default swap contracts - purchased | 758 | - | 758 | 789 | 364 | 475 | 516 | 613 | 527 | 898 | 1,202 |
| Equity derivatives ${ }^{4}$ | 758 | - | 758 | 789 | 364 | 475 | 516 | 613 | 527 | 898 | 1,202 |
|  | 239 | 22 | 261 | 941 | 44 | 58 | 54 | 47 | 52 | 45 | 165 |
| Precious metal derivatives ${ }^{4}$ | 25 | - | 25 | 10 | 5 | 11 | 38 | 13 | 3 | 17 | 7 |
| Other commodity derivatives ${ }^{4}$ | 367 | - | 367 | 774 | 247 | 380 | 347 | 242 | 293 | 412 | 270 |
|  | 25,195 | 3,337 | 28,532 | 12,306 | 2,950 | 3,255 | 3,509 | 3,413 | 2,984 | 3,399 | 3,627 |
| Less: effect of master netting agreements | $(21,261)$ | - | $(21,261)$ | - | - | - | - | - | - | - | - |
| Total | 3,934 | 3,337 | 7,271 | 12,306 | 2,950 | 3,255 | 3,509 | 3,413 | 2,984 | 3,399 | 3,627 |

[^21]MAPPING OF INTERNAL RATINGS WITH EXTERNAL RATING AGENCIES ${ }^{1}$
$\left.\begin{array}{|lrrr|}\hline & & & \begin{array}{r}\text { Standard \& Poor's } \\ \text { equivalent }\end{array}\end{array} \begin{array}{r}\text { Investors Service } \\ \text { equivalent }\end{array}\right]$

PD BANDS TO VARIOUS RISK LEVELS ${ }^{2}$

|  |  |
| :--- | ---: |
| Risk level | PD bands |
| Exceptionally low | $0.01 \%-0.20 \%$ |
| Very low | $0.21 \%-0.50 \%$ |
| Low | $0.51 \%-2.00 \%$ |
| Medium | $2.01 \%-10.00 \%$ |
| High | $10.01 \%-99.99 \%$ |
| Default | $100.00 \%$ |

${ }^{1}$ The above table for mapping of internal ratings with external rating agencies is used for business and government exposures under the risk-rating method.
${ }^{2}$ The above table for PD bands to various risk levels is used for retail portfolios.

CREDIT QUALITY OF AIRB EXPOSURE - BUSINESS AND GOVERNMENT PORTFOLIOS (RISK RATING METHOD) ${ }^{1}$

| (\$ millions) | Q3/12 |  |  |  |  |  | Q2/12 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EAD | $\begin{array}{r} \text { Notional of } \\ \text { undrawn } \\ \text { commitmentren } \end{array}$ commitments | Exposure weightedaverage EAD \% | Exposure weightedaverage PD \% | Exposure weightedaverage LGD \% | Exposure weightedaverage risk weight \% | EAD | $\begin{array}{r} \text { Notional of } \\ \text { undrawn } \\ \text { commitments } \end{array}$ | Exposure weightedaverage EAD \% | Exposure weightedaverage PD \% | Exposure weightedaverage LGD \% | Exposure weightedaverage risk weight \% |
| Corporate |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment grade | 47,783 | 26,008 | 76\% | 0.18\% | 31\% | 30\% | 48,554 | 24,797 | 76\% | 0.18\% | 30\% | 27\% |
| Non-investment grade | 29,325 | 13,925 | 57\% | 1.58\% | 29\% | 57\% | 28,207 | 12,918 | 57\% | 1.65\% | 29\% | 57\% |
| Watchlist | 700 | 95 | 51\% | 16.11\% | 41\% | 199\% | 632 | 48 | 44\% | 16.41\% | 40\% | 193\% |
| Default | 819 | 55 | 45\% | 100.00\% | 43\% | 234\% | 911 | 73 | 48\% | 100.00\% | 39\% | 245\% |
|  | 78,627 | 40,083 | 69\% | 1.88\% | 31\% | 43\% | 78,304 | 37,836 | 69\% | 2.00\% | 30\% | 42\% |
| Sovereign |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment grade | 28,513 | 5,973 | 79\% | 0.02\% | 8\% | 2\% | 27,548 | 6,103 | 79\% | 0.02\% | 10\% | 3\% |
| Non-investment grade | 554 | 349 | 48\% | 0.94\% | 12\% | 24\% | 561 | 453 | 64\% | 0.90\% | 11\% | 23\% |
| Watchlist | - | - | - | - | - | - | - | - | - | 15.27\% | - | - |
| Default | - | - | - | - | - | - | - | - | - | 100.00\% | - | - |
|  | 29,067 | 6,322 | 77\% | 0.04\% | 8\% | 3\% | 28,109 | 6,556 | 78\% | 0.04\% | 10\% | 3\% |
| Banks |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment grade | 72,091 | 815 | 66\% | 0.10\% | 11\% | 5\% | 68,368 | 973 | 70\% | 0.11\% | 12\% | 6\% |
| Non-investment grade | 2,411 | 3 | 33\% | 2.27\% | 17\% | 38\% | 2,084 | 8 | 34\% | 2.28\% | 18\% | 39\% |
| Watchlist | 9 | 3 | 70\% | 15.27\% | 20\% | 90\% | 9 | 3 | 70\% | 15.27\% | 20\% | 93\% |
| Default | - | - | - | - | - | - | - | - | - | 100.00\% | - | - |
|  | 74,511 | 821 | 66\% | 0.18\% | 11\% | 6\% | 70,461 | 984 | 69\% | 0.17\% | 13\% | 7\% |
|  | 182,205 | 47,226 | 70\% | 0.89\% | 19\% | 22\% | 176,874 | 45,376 | 70\% | 0.96\% | 20\% | 22\% |
| Commercial mortgages (Slotting approach) |  |  |  |  |  |  |  |  |  |  |  |  |
| Strong | 7,115 |  |  |  |  |  | 7,169 |  |  |  |  |  |
| Good | 379 |  |  |  |  |  | 243 |  |  |  |  |  |
| Satisfactory | 99 |  |  |  |  |  | 80 |  |  |  |  |  |
| Weak | 72 |  |  |  |  |  | 68 |  |  |  |  |  |
| Default | - |  |  |  |  |  | 2 |  |  |  |  |  |
|  | 7,665 |  |  |  |  |  | 7,562 |  |  |  |  |  |
| Total business and government | 189,870 |  |  |  |  |  | 184,436 |  |  |  |  |  |

[^22]CREDIT QUALITY OF AIRB EXPOSURE - BUSINESS AND GOVERNMENT PORTFOLIOS (RISK RATING METHOD) ${ }^{1}$

| Q1/12 |  |  |  |  |  | Q4/11 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EAD | $\begin{array}{r} \text { Notional of } \\ \text { undrawn } \\ \text { commitments } \end{array}$ | Exposure weightedaverage EAD \% | Exposure weightedaverage PD \% | Exposure weightedaverage LGD \% | Exposure weightedaverage risk weight \% | EAD | Notional of undrawn commitments | Exposure weightedaverage EAD \% | Exposure weightedaverage PD \% | Exposure weightedaverage LGD \% | Exposure weightedaverage risk weight \% |
| 45,440 | 24,441 | 76\% | 0.18\% | 31\% | 28\% | 39,831 | 22,530 | 76\% | 0.18\% | 33\% | 29\% |
| 27,027 | 12,519 | 56\% | 1.62\% | 29\% | 56\% | 26,482 | 12,342 | 57\% | 1.76\% | 29\% | 58\% |
| 625 | 71 | 46\% | 16.26\% | 40\% | 195\% | 546 | 96 | 59\% | 17.57\% | 42\% | 209\% |
| 907 | 60 | 47\% | 100.00\% | 39\% | 253\% | 866 | 47 | 57\% | 100.00\% | 39\% | 267\% |
| 73,999 | 37,091 | 69\% | 2.07\% | 30\% | 42\% | 67,725 | 35,015 | 69\% | 2.22\% | 31\% | 44\% |
| 32,435 | 5,838 | 79\% | 0.02\% | 9\% | 2\% | 47,131 | 5,878 | 79\% | 0.02\% | 8\% | 2\% |
| 452 | 283 | 44\% | 1.08\% | 13\% | 27\% | 510 | 352 | 48\% | 1.11\% | 13\% | 27\% |
| - | - | - | 15.27\% | - | - | - | - | - | 16.36\% | - | - |
| - | - | - | 100.00\% | - | - | - | - | - | 100.00\% | - | - |
| 32,887 | 6,121 | 77\% | 0.03\% | 9\% | 3\% | 47,641 | 6,230 | 77\% | 0.03\% | 8\% | 2\% |
| 67,767 | 792 | 69\% | 0.10\% | 11\% | 6\% | 65,760 | 854 | 71\% | 0.11\% | 12\% | 6\% |
| 2,192 | 163 | 67\% | 1.82\% | 17\% | 36\% | 2,244 | 13 | 38\% | 1.80\% | 27\% | 51\% |
| 2 | 3 | 70\% | 15.27\% | 5\% | 26\% | 3 | 4 | 70\% | 16.36\% | 5\% | 25\% |
| - | - | - | 100.00\% | - | - | - | - | - | 100.00\% | - | - |
| 69,961 | 958 | 68\% | 0.16\% | 11\% | 7\% | 68,007 | 871 | 70\% | 0.16\% | 12\% | 7\% |
| 176,847 | 44,170 | 70\% | 0.93\% | 19\% | 21\% | 183,373 | 42,116 | 70\% | 0.89\% | 18\% | 20\% |


| Commercial mortgages (Slotting approach) |  |  |
| :---: | :---: | :---: |
| Strong | 7,222 | 7,222 |
| Good | 253 | 239 |
| Satisfactory | 44 | 41 |
| Weak | 65 | 65 |
| Default | 5 | 4 |
|  | 7,589 | 7,571 |
| Total business and government | 184,436 | 190,944 |

${ }^{1}$ Gross credit exposure after credit valuation adjustments for financial guarantors and credit risk mitigation, and before allowance for credit losses.

CREDIT QUALITY OF AIRB EXPOSURE - RETAIL PORTFOLIOS ${ }^{1}$

| (\$ millions) | Q3/12 |  |  |  |  |  | Q2/12 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EAD | $\begin{array}{r} \text { Notional of } \\ \text { undrawn } \\ \text { commitments } \end{array}$ | Exposure weightedaverage EAD \% | Exposure weightedaverage PD \% | Exposure weightedaverage LGD \% | Exposure weightedaverage risk weight \% | EAD | $\begin{array}{r} \text { Notional of } \\ \text { undrawn } \\ \text { commitments } \end{array}$ | Exposure weightedaverage EAD \% | Exposure weightedaverage PD \% | Exposure weightedaverage LGD \% | Exposure weightedaverage risk weight \% |
| Real estate secured personal lending |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptionally low | 170,964 | 30,459 | 89\% | 0.03\% | 8\% | 1\% | 170,871 | 29,815 | 89\% | 0.03\% | 8\% | 1\% |
| Very low | 12,222 | 1,642 | 70\% | 0.36\% | 12\% | 7\% | 12,461 | 2,159 | 77\% | 0.36\% | 12\% | 7\% |
| Low | 10,266 | 1,532 | 45\% | 0.78\% | 20\% | 20\% | 9,889 | 1,508 | 44\% | 0.79\% | 20\% | 21\% |
| Medium | 1,558 | 145 | 62\% | 5.22\% | 14\% | 46\% | 894 | 135 | 63\% | 5.39\% | 15\% | 52\% |
| High | 170 | 5 | 70\% | 21.56\% | 15\% | 78\% | 174 | 5 | 75\% | 19.94\% | 15\% | 79\% |
| Default | 116 | - | - | 100.00\% | 15\% | 52\% | 115 | - | - | 100.00\% | 15\% | 49\% |
|  | 195,296 | 33,783 | 86\% | 0.21\% | 9\% | 3\% | 194,404 | 33,622 | 86\% | 0.19\% | 9\% | 3\% |
| Qualifying revolving credit |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptionally low | 34,825 | 38,621 | 73\% | 0.07\% | 91\% | 4\% | 34,437 | 38,040 | 73\% | 0.07\% | 91\% | 4\% |
| Very low | 7,720 | 8,322 | 64\% | 0.37\% | 91\% | 16\% | 7,771 | 8,354 | 64\% | 0.37\% | 91\% | 16\% |
| Low | 11,968 | 8,141 | 67\% | 0.98\% | 89\% | 33\% | 11,875 | 8,074 | 66\% | 0.98\% | 89\% | 33\% |
| Medium | 6,242 | 3,450 | 58\% | 3.88\% | 87\% | 85\% | 6,269 | 3,394 | 58\% | 3.89\% | 87\% | 85\% |
| High | 1,511 | 461 | 75\% | 23.38\% | 80\% | 177\% | 1,495 | 451 | 74\% | 23.41\% | 81\% | 177\% |
| Default | 178 | - | - | 100.00\% | 57\% | 101\% | 169 | - | - | 100.00\% | 59\% | 95\% |
|  | 62,444 | 58,995 | 70\% | 1.51\% | 90\% | 24\% | 62,016 | 58,313 | 70\% | 1.50\% | 90\% | 24\% |
| Other retail |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptionally low | 1,303 | 1,540 | 51\% | 0.08\% | 61\% | 13\% | 1,316 | 1,548 | 51\% | 0.07\% | 60\% | 13\% |
| Very low | 817 | 697 | 38\% | 0.37\% | 75\% | 45\% | 819 | 720 | 38\% | 0.37\% | 75\% | 45\% |
| Low | 4,275 | 285 | 42\% | 1.33\% | 44\% | 48\% | 4,380 | 292 | 42\% | 1.33\% | 43\% | 47\% |
| Medium | 2,299 | 97 | 40\% | 3.35\% | 76\% | 106\% | 2,303 | 104 | 40\% | 3.39\% | 75\% | 105\% |
| High | 364 | 73 | 40\% | 25.06\% | 75\% | 154\% | 382 | 81 | 40\% | 24.51\% | 75\% | 153\% |
| Default | 91 | - | - | 100.00\% | 71\% | 162\% | 108 | - | - | 100.00\% | 72\% | 144\% |
|  | 9,149 | 2,692 | 46\% | 3.50\% | 58\% | 62\% | 9,308 | 2,745 | 46\% | 3.67\% | 58\% | 62\% |
|  | 266,889 | 95,470 | 75\% | 0.63\% | 30\% | 10\% | 265,728 | 94,680 | 75\% | 0.62\% | 30\% | 10\% |

Amounts are before allowance for credit losses and after credit risk mitigation.

CREDIT QUALITY OF AIRB EXPOSURE - RETAIL PORTFOLIOS
(\$ millions)

| Q1/11 |  |  |  |  |  | Q4/11 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EAD | $\begin{array}{r} \text { Notional of } \\ \text { undrawn } \\ \text { commitments } \end{array}$ | Exposure weightedaverage EAD \% | Exposure weightedaverage PD \% | Exposure weightedaverage LGD \% | Exposure weightedaverage risk weight \% | EAD |  | Exposure weightedaverage EAD \% | Exposure weightedaverage PD \% | Exposure weightedaverage LGD \% | Exposure weightedaverage risk weight \% |
| 170,163 | 28,809 | 88\% | 0.03\% | 8\% | 1\% | 119,120 | 28,457 | 88\% | 0.04\% | 10\% | 1\% |
| 12,276 | 2,039 | 77\% | 0.36\% | 12\% | 7\% | 12,906 | 2,546 | 83\% | 0.36\% | 12\% | 7\% |
| 9,336 | 1,472 | 44\% | 0.78\% | 21\% | 21\% | 9,760 | 1,455 | 43\% | 0.77\% | 21\% | 21\% |
| 910 | 129 | 62\% | 5.51\% | 15\% | 52\% | 922 | 137 | 62\% | 5.39\% | 15\% | 52\% |
| 183 | 4 | 72\% | 21.18\% | 15\% | 77\% | 181 | 4 | 68\% | 21.85\% | 15\% | 78\% |
| 128 | - | - | 100.00\% | 15\% | 51\% | 128 | - | - | 100.00\% | 15\% | 49\% |
| 192,996 | 32,453 | 86\% | 0.20\% | 9\% | 3\% | 143,017 | 32,599 | 86\% | 0.27\% | 11\% | 4\% |
| 34,042 | 37,882 | 73\% | 0.07\% | 91\% | 4\% | 33,562 | 37,106 | 73\% | 0.07\% | 91\% | 4\% |
| 6,774 | 6,080 | 71\% | 0.36\% | 94\% | 16\% | 6,796 | 6,112 | 71\% | 0.36\% | 94\% | 16\% |
| 13,727 | 10,012 | 72\% | 0.92\% | 88\% | 31\% | 13,646 | 9,945 | 72\% | 0.93\% | 88\% | 32\% |
| 6,313 | 3,529 | 58\% | 3.81\% | 88\% | 86\% | 6,397 | 3,647 | 57\% | 3.82\% | 88\% | 86\% |
| 1,688 | 562 | 71\% | 24.51\% | 83\% | 187\% | 1,746 | 609 | 72\% | 24.40\% | 83\% | 188\% |
| 183 | - | - | 100.00\% | 80\% | 5\% | 173 | - | - | 100.00\% | 80\% | 5\% |
| 62,727 | 58,065 | 72\% | 1.62\% | 90\% | 25\% | 62,320 | 57,419 | 71\% | 1.64\% | 90\% | 25\% |
| 1,352 | 1,563 | 51\% | 0.07\% | 60\% | 13\% | 1,423 | 1,632 | 51\% | 0.07\% | 60\% | 13\% |
| 805 | 727 | 38\% | 0.37\% | 75\% | 45\% | 743 | 678 | 39\% | 0.37\% | 75\% | 45\% |
| 4,225 | 299 | 42\% | 1.33\% | 43\% | 47\% | 4,252 | 288 | 41\% | 1.33\% | 43\% | 47\% |
| 2,291 | 109 | 39\% | 3.41\% | 75\% | 105\% | 2,296 | 115 | 40\% | 3.44\% | 74\% | 104\% |
| 410 | 85 | 40\% | 23.99\% | 75\% | 152\% | 465 | 101 | 40\% | 23.06\% | 75\% | 151\% |
| 114 | 1 | 38\% | 100.00\% | 72\% | 143\% | 118 | 1 | 40\% | 100.00\% | 72\% | 138\% |
| 9,197 | 2,784 | 46\% | 3.81\% | 58\% | 62\% | 9,297 | 2,815 | 46\% | 3.92\% | 58\% | 62\% |
| 264,920 | 93,302 | 76\% | 0.66\% | 30\% | 10\% | 214,634 | 92,833 | 76\% | 0.82\% | 36\% | 12\% |

Amounts are before allowance for credit losses and after credit risk mitigation.


 estimates at the beginning of the period defined above.
 losses may exceed expected losses during an economic downturn and may fall below expected losses during times of economic growth.
${ }^{2}$ Business and government portfolios:
Actual loss rates for business and government exposures were lower than the historically measured expected losses as average default rates and LGDs were higher during the historically measured period than the preceding 12 months.
${ }^{3}$ Retail portfolios:
 loss experience due to conservative assumptions built into the model.
The increase in the expected loss rate for "Qualifying revolving retail" as at Q3/12 was due to the implementation of new expected loss methodology for Unsecured Personal Lines of Credit in Q3/11.

CREDIT EXPOSURE - MATURITY PROFILE

| (\$ millions) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business and government portfolios |  |  |  |  |  |  |  |
| Corporate |  |  |  |  |  |  |  |
| Less than 1 year ${ }^{1}$ | 32,264 | 33,876 | 31,516 | 26,923 | 25,271 | 25,171 | 23,121 |
| $1-3$ years | 27,035 | 25,646 | 25,437 | 26,670 | 28,960 | 30,743 | 30,573 |
| 3-5 years | 26,718 | 26,087 | 24,343 | 21,251 | 16,756 | 12,359 | 11,561 |
| Over 5 years | 230 | 212 | 285 | 446 | 351 | 380 | 1,111 |
|  | 86,247 | 85,821 | 81,581 | 75,290 | 71,338 | 68,653 | 66,366 |
| Sovereign |  |  |  |  |  |  |  |
| Less than 1 year ${ }^{1}$ | 6,151 | 6,492 | 6,108 | 6,130 | 21,337 | 34,709 | 17,125 |
| 1-3 years | 13,426 | 9,303 | 12,821 | 20,640 | 12,638 | 16,823 | 20,071 |
| 3-5 years | 8,449 | 11,325 | 12,925 | 19,888 | 17,906 | 21,374 | 19,662 |
| Over 5 years | 1,080 | 1,028 | 1,034 | 983 | 885 | 818 | 770 |
|  | 29,106 | 28,148 | 32,888 | 47,641 | 52,766 | 73,724 | 57,628 |
| Banks |  |  |  |  |  |  |  |
| Less than 1 year ${ }^{1}$ | 55,556 | 51,397 | 50,389 | 48,480 | 50,993 | 49,562 | 50,807 |
| 1-3 years | 16,516 | 16,137 | 16,572 | 15,275 | 16,416 | 17,900 | 17,404 |
| 3-5 years | 2,116 | 2,653 | 2,802 | 3,683 | 3,035 | 2,726 | 5,108 |
| Over 5 years | 329 | 280 | 204 | 575 | 426 | 475 | 714 |
|  | 74,517 | 70,467 | 69,967 | 68,013 | 70,870 | 70,663 | 74,033 |
| Total business and government portfolios | 189,870 | 184,436 | 184,436 | 190,944 | 194,974 | 213,040 | 198,027 |
| Retail portfolios |  |  |  |  |  |  |  |
| Real estate and secured personal lending |  |  |  |  |  |  |  |
| Less than 1 year ${ }^{1}$ | 74,840 | 72,084 | 70,850 | 60,623 | 59,467 | 59,864 | 57,703 |
| 1-3 years | 54,401 | 54,226 | 51,809 | 24,593 | 27,131 | 28,060 | 27,657 |
| 3-5 years | 63,650 | 65,954 | 68,169 | 55,504 | 55,346 | 51,069 | 47,875 |
| Over 5 years | 2,405 | 2,140 | 2,168 | 2,297 | 2,554 | 2,726 | 2,876 |
|  | 195,296 | 194,404 | 192,996 | 143,017 | 144,498 | 141,719 | 136,111 |
| Qualifying revolving retail |  |  |  |  |  |  |  |
|  | 62,444 | 62,016 | 62,727 | 62,320 | 62,323 | 61,860 | 61,583 |
| Other retail ${ }_{\text {l }}$ |  |  |  |  |  |  |  |
| Less than 1 year ${ }^{1}$ | 8,617 | 8,740 | 8,590 | 8,675 | 8,774 | 8,711 | 8,656 |
| 1-3 years | 431 | 459 | 495 | 507 | 569 | 610 | 618 |
| 3-5 years | 51 | 55 | 60 | 65 | 69 | 73 | 73 |
| Over 5 years | 50 | 54 | 52 | 50 | 49 | 55 | 59 |
|  | 9,149 | 9,308 | 9,197 | 9,297 | 9,461 | 9,449 | 9,406 |
|  |  |  |  |  |  |  |  |
| Total retail portfolios | 266,889 | 265,728 | 264,920 | 214,634 | 216,282 | 213,028 | 207,100 |
| Total credit exposure | 456,759 | 450,164 | 449,356 | 405,578 | 411,256 | 426,068 | 405,127 |

Demand loans are included in the "Less than 1 year" category.

BUSINESS AND GOVERNMENT EXPOSURES (AIRB) BY INDUSTRY GROUPS ${ }^{1}$

| (\$ millions) |  | Undrawn commitments | Repo-style transactions | Other offbalance sheet | отС derivatives | $\begin{array}{r} \hline \text { Q3/12 } \\ \text { Total } \end{array}$ | $\begin{gathered} \text { Q2/12 } \\ \text { Total } \end{gathered}$ | $\begin{gathered} \text { Q1/12 } \\ \text { Total } \end{gathered}$ | $\begin{gathered} \text { Q4/11 } \\ \text { Total } \end{gathered}$ | Q3/11 <br> Total | $\begin{gathered} \text { Q2/11 } \\ \text { Total } \end{gathered}$ | $\begin{gathered} \text { Q1/11 } \\ \text { Total } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Drawn |  |  |  |  |  |  |  |  |  |  |  |
| Commercial mortgages | 7,456 | 210 | - | - | - | 7,666 | 7,562 | 7,589 | 7,571 | 7,186 | 6,972 | 6,880 |
| Financial institutions | 21,596 | 3,078 | 5,775 | 54,066 | 10,064 | 94,579 | 89,495 | 87,013 | 81,981 | 83,460 | 83,323 | 87,360 |
| Retail and wholesale | 2,637 | 2,237 | - | 268 | 36 | 5,178 | 5,212 | 5,014 | 4,971 | 4,998 | 4,691 | 4,299 |
| Business services | 3,888 | 1,947 | 1 | 177 | 35 | 6,048 | 6,009 | 5,914 | 5,452 | 5,543 | 5,500 | 5,608 |
| Manufacturing - capital goods | 1,585 | 1,125 | - | 89 | 75 | 2,874 | 2,799 | 2,624 | 2,767 | 2,704 | 2,711 | 2,520 |
| Manufacturing - consumer goods | 2,163 | 902 | - | 114 | 26 | 3,205 | 3,033 | 2,762 | 2,603 | 2,750 | 2,843 | 2,284 |
| Real estate and construction | 9,649 | 3,750 | - | 797 | 74 | 14,270 | 13,860 | 13,530 | 12,573 | 11,334 | 10,014 | 9,449 |
| Agriculture | 3,446 | 1,196 | - | 35 | 32 | 4,709 | 4,693 | 4,452 | 4,393 | 4,353 | 4,313 | 4,170 |
| Oil and gas | 3,910 | 6,145 | - | 838 | 489 | 11,382 | 11,117 | 10,483 | 9,871 | 9,603 | 9,447 | 8,450 |
| Mining | 671 | 2,373 | - | 437 | 20 | 3,501 | 3,265 | 3,045 | 2,691 | 2,283 | 2,003 | 1,873 |
| Forest products | 558 | 441 | - | 139 | 41 | 1,179 | 1,124 | 1,133 | 1,115 | 910 | 835 | 953 |
| Hardware and software | 357 | 485 | - | 48 | 3 | 893 | 863 | 732 | 814 | 701 | 628 | 917 |
| Telecommunications and cable | 439 | 1,159 | - | 228 | 76 | 1,902 | 1,678 | 1,505 | 1,460 | 1,511 | 1,573 | 1,562 |
| Broadcasting, publishing, and printing | 436 | 302 | - | 173 | 7 | 918 | 951 | 937 | 926 | 861 | 805 | 913 |
| Transportation | 1,405 | 1,114 | - | 201 | 85 | 2,805 | 2,696 | 2,730 | 2,493 | 2,416 | 2,333 | 2,350 |
| Utilities | 1,487 | 2,854 | - | 633 | 467 | 5,441 | 4,927 | 4,513 | 4,226 | 3,947 | 3,661 | 3,493 |
| Education, health, and social services | 1,257 | 979 | 14 | 48 | 101 | 2,399 | 2,386 | 2,409 | 2,348 | 2,223 | 2,279 | 2,245 |
| Governments | 13,961 | 3,068 | 645 | 223 | 3,024 | 20,921 | 22,766 | 28,051 | 42,689 | 48,191 | 69,109 | 52,701 |
|  | 76,901 | 33,365 | 6,435 | 58,514 | 14,655 | 189,870 | 184,436 | 184,436 | 190,944 | 194,974 | 213,040 | 198,027 |

Gross credit exposure after credit valuation adjustments for financial guarantors, and before allowance for credit losses.

| (\$ millions) | Risk-weight category |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0\% | 20\% | 50\% | 75\% | 100\% | Total |
| Q3/12 |  |  |  |  |  |  |
| Corporate | - | - | - | - | 4,095 | 4,095 |
| Sovereign | 1,770 | 35 | 222 | - | 569 | 2,596 |
| Banks | - | 587 | 22 | - | 33 | 642 |
| Real estate secured personal lending | - | - | - | 2,203 | - | 2,203 |
| Other retail | - | - | - | 2,157 | 152 | 2,309 |
|  | 1,770 | 622 | 244 | 4,360 | 4,849 | 11,845 |
|  |  |  |  |  |  |  |
| Q2/12 | 1,759 | 583 | 375 | 4,420 | 4,885 | 12,022 |
|  |  |  |  |  |  |  |
| Q1/12 | 1,691 | 835 | 458 | 4,514 | 4,721 | 12,219 |
|  |  |  |  |  |  |  |
| Q4/11 | 2,910 | 2,167 | 399 | 4,622 | 4,738 | 14,836 |
|  |  |  |  |  |  |  |
| Q3/11 | 2,992 | 1,884 | 318 | 4,579 | 4,792 | 14,565 |
|  |  |  |  |  |  |  |
| Q2/11 | 2,676 | 1,696 | 432 | 4,683 | 4,381 | 13,868 |
| Q1/11 |  |  |  |  |  |  |
|  | 2,520 | 1,861 | 385 | 4,925 | 4,674 | 14,365 |

EXPOSURE COVERED BY GUARANTEES AND CREDIT DERIVATIVES ${ }^{1}$

${ }^{1}$ This table provides information on credit mitigants against exposures analyzed under the AIRB approach.

## EXPOSURES SECURITIZED AS ORIGINATOR

## (\$ millions)

| Q3/12 |  |  | Q2/12 | Q1/12 |
| :---: | :---: | :---: | :---: | :---: |
| Residential <br> mortgages - <br> Prime and Near <br> Prime / Alt-A <br> program ${ }^{1}$ | Commercial mortgages | Total | Total | Total |
| - | 307 | 307 | 1,158 | 1,194 |
| - | 307 | 307 | 1,158 | 1,194 |
| - | - | - | 13 | 15 |
|  |  |  | 1 |  |



Commencing this quarter, these are no longer risk-weighted under the securitization approach.
Other past due loans are loans with repayment of principal and payment of interest overdue for over 90 days

BANK SPONSORED MULTI-SELLER CONDUITS EXPOSURE


[^23]

[^24]SECURITIZATION EXPOSURES - RISK WEIGHTED ASSETS AND CAPITAL CHARGES (IRB APPROACH)

| (\$ millions) | Q4/11 |  |  | Q3/11 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EAD | RWA | Capital charge | EAD | RWA | Capital charge |
| Risk ratings ${ }^{1}$ |  |  |  |  |  |  |
| AAA to BBB- | 13,517 | 1,670 | 134 | 13,672 | 1,543 | 123 |
| $B B+$ to $B$ - | - | 1 | - | 10 | 44 | $\begin{array}{r}4 \\ 48 \\ \hline\end{array}$ |
| Unrated | 5,461 | 448 | 36 | 8,000 | 596 |  |
|  | 18,978 | 2,119 | 170 | 21,682 | 2,183 | 175 |
| Deduction from capital |  |  |  |  |  |  |
| Tier 1 |  |  |  |  |  |  |
| Accumulated gain on sale ${ }^{2}$ | 60 | 60 |  | 58 | 58 |  |
| Tier 1 and 2 |  |  |  |  |  |  |
| Rated below BB- | 19 | 19 |  | 165 | 165 |  |
| Other unrated exposure ${ }^{3}$ | 78 | - | 78 | 79 | - | 79 |
|  | 157 | - 157 |  | 302 | - | 302 |
| (\$ millions) Q2/11 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | EAD | RWA | Capital charge | EAD | RWA | Capital charge |
|  |  |  |  |  |  |  |
| $A A A$ to $B B B$ - | 15,588 | 1,618 | 129 | 17,398 | 1,839 | 147 |
| BB+ to BB- | 10 | 47 | - 4 | 9 | 38 | - 3 |
| Unrated | 8,001 | 622 | 50 | 7,586 | 579 | 46 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Tier 1 |  |  |  |  |  |  |
| Accumulated gain on sale ${ }^{2}$ | 62 | - | 62 | 65 | - | 65 |
| Tier 1 and 2 |  |  |  |  |  |  |
| Rated below BB- | 485 | - | 485 | 552 | - | 552 |
| Other unrated exposure ${ }^{3}$ | 83 | - | 83 | 91 | - | 91 |
|  | 630 | - 630 |  | 708 | - | 708 |

[^25]
## BASEL - GLOSSARY

Advanced internal rating based (AIRB) approach for credit risk
Internal models based on historical experience of key risk assumptions are used to compute the capital requirements.
Advanced measurement approach (AMA) for operational risk
The capital charge for operational risk is calculated based on internal risk measurement models, using a combination of quantitative and qualitative risk measurement techniques.

## Business and government portorio

In Basel II credit risk exposure reporting, a category of exposures that includes lending to businesses and governments, where the primary basis of adjudication relies on the determination and assignment of an appropriate risk rating, that reflects the credit risk of the exposure.

## Corporate exposures

Basel II credit risk exposure reporting, all direct credit risk exposures to corporations, partnerships and proprietorships, and exposures guaranteed by those entities.

## Credit risk

Risk of financial loss due to a borrower or counterparty failing to meet its obligations in accordance with agreed terms

## Drawn exposure

In Basel II credit risk exposure reporting, the amount of credit risk exposure resulting from loans already advanced to the customer.

## Exposure at default (EAD)

Basel II credit risk exposure reporting, an estimate of the amount of exposure to a customer at the event of, and at the time of, default.

## nternal models approach (IMA) for market risk

internal models are used to calculate the regulatory capital requirement CIBC must meet for debt/equity specific risks and general market risks

## ternal ratings based approach for securitization exposures

The computation of capital charge is based on risk weights that are mapped from internal ratings.
oss given default (LGD)
An estimate of the amount of exposure to a customer that will not be recovered following a default by that customer, expressed as percentage of the exposure at default.
the risk of loss resulting from inadequate or failed internal processes, systems, or from human error or external events.
Probability of default (PD)
An estimate of the likelihood of default for any particular customer which occurs when that customer is not able to repay its obligations as they become contractually due.

## ualifying revoiving reta

Basel II credit risk exposure reporting, this exposure class includes credit cards, unsecured lines of credit and overdraft proection products extended to individuals. Under the standardized approach, these exposures would be included under "other retail".

Real estate secured personal lending
Basel II credit risk exposure reporting, this exposure class includes residential mortgages and home equity lines of credit extended to individuals.

## egulatory capital

Basel II regulatory capital comprises Tier 1 and Tier 2 capital as defined by OSFl's Capital Adequacy Regulations. Tier 1 capital omprises common shares excluading short trading positions in our own shares, retained earnings, preferred shares, innovative Tier notes, non-controling interests, contributed surplus, and foreign currency translation adjustments. Goodwill and gain on sale of
applicable securitized assets is deducted from Tier 1 capital. Tier 2 capital comprises subordinated debt and eligible general
allowance. Both Tier 1 and Tier 2 capital are subject to certain other deductions on a $50 / 50$ basis except for investment in insurance activities which was $100 \%$ deducted from Tier 2 capital until October 31, 2011 in accordance with OSFI's transitional rules.

## Retail portfolios

In Basel II credit risk exposure reporting, a category of exposures that includes primarily consumer but also small business lending, where the primary basis of adjudication relies on credit scoring models.

## Resecuritization

A resecuritization exposure is a securitization exposure in which the risk associated with an underlying pool of exposures is tranched and at least one of the underlying exposures is a securitization exposure.

## isk-weighted assets

Under Basel II rules, RWAs consist of three components: (i) RWAs for credit risk are calculated using the AIRB approach and Standardized Approach. The AIRB RWAs are calculated utilizing PDs, LGDs, EADs, and in some cases maturity adjustment, and th Standardized Approach applies risk weighting factors specified in the OSFI guidelines to on- and off- balance sheet exposures; WWAs for market risk in the trading portfolio are statistically estimated based on models approved by OSFI; and (iii) RWAs fo perational risk relating to the risk of losses from inadequate or failed processes, people and systems are calculated under the AMA approach.

## Securitization

The process of selling assets (normally financial assets such as loans, leases, trade receivables, credit card receivables or
mortgages) to trusts or other special purpose entities (SPEs). A SPE normally issues securities or other form of interests to investors and/or the asset transferor, and the SPE uses the proceeds of the issue of securities to purchase the transferred assets. The SPE will generally use the cash flows generated by the assets to meet the obligations under the securities or other interests issued by the SPE, which may carry a number of different risk profiles.

## overeign exposures

Basel II credit risk exposure reporting, all direct credit risk exposures to governments, central banks and certain public sector entities, and exposures guaranteed by those entities.
tandardized approach for credit risk
In Basel II, it is applied to exposures when there is not sufficient information to allow for the AIRB approach for credit risk. Credit risk capital requirements are calculated based on a standardized set of risk weights as prescribed in the Basel Accord. The standardized risk-weights are based on external credit assessments, where available, and other risk related factors, including export credit agencies, exposure asset class, collateral, etc.
ier 1 and total regulatory capital, divided by risk-weighted assets, based on guidelines set by OSFI, based on Bank for Internationa Settlements standards.


[^0]:     purposes of calculation of the adjusted diluted EPS.
    ${ }^{2}$ Non-GAAP measure.

[^1]:     income. Prior period information has been reclassified accordingly
    ${ }^{2}$ Represents income (loss) from financial instruments designated at fair value (FVO) and related hedges.
    
    
     share of the accumulated exchange gains and losses and any applicable taxes previously recognized in AOCl are reclassified into the consolidated statement of income.

[^2]:    ${ }^{1}$ Amounts exclude treasury allocations and loan amounts are stated before any related allowances.
    ${ }^{2}$ Multi-family dwelling mortgages are included in business lending.
    ${ }^{3}$ Comprises loans and acceptances and notional amount of letters of credit.
    Average interest-earning assets include interest-bearing deposits with banks, securities, and loans net of allowances.
    ${ }^{5}$ See Notes to users: Non-GAAP measures.

[^3]:    ${ }^{1}$ See Notes to users: Non-GAAP measures.
    ${ }^{2}$ Assets under management are included in assets under administration.

[^4]:    ${ }^{1}$ Starting in the third quarter of 2012, revenue and income taxes are reported on a TEB basis. Prior period information has been reclassified accordingly. The equivalent amounts are offset in the revenue and income taxes of Corporate and Other.
    Excludes treasury allocations.
    See Notes to users: Non-GAAP measures.

[^5]:     Assets under management are included in assets under administration.

[^6]:    
     revenue excludes underwriting fees and commissions on securities transactions, which are shown separately in the consolidated statement of income.
     information has been reclassified accordingly.
    ${ }^{3}$ Trading activities and related risk management strategies can periodically shift revenue between net interest income and non-interest income. Therefore, we view trading-related net interest income as an integral part of trading revenue
    See footnote 3 on page 3 of non-interest income.

[^7]:    ${ }^{1}$ Includes foreign currency translation adjustments.

[^8]:     collection of investment income, and the settlement of purchase and sale transactions.
    ${ }^{2}$ Includes the full contract amount of assets under administration or custody of CIBC Mellon Global Securities Services Company, which is a $50 / 50$ joint venture of CIBC and The Bank of New York Mellon.
     clients. AUM amounts are included in the amounts reported under AUA.

[^9]:    Credit card loans are fully written-off at the earlier of the notice of consumer bankruptcy, settlement proposal, enlistment of credit counselling services, or when payments are contractually 180 days in arrears.

[^10]:    ${ }^{1}$ Includes allowance relating to personal, scored small business loans and mortgages that are greater than 90 days delinquent.
    ${ }^{2}$ Included in Other liabilities on consolidated balance sheet.

[^11]:    Included in Other liabilities on consolidated balance sheet.

[^12]:    Net impaired loans are calculated by deducting allowance on impaired loans from gross impaired loans.

[^13]:    Past due loans are loans where repayment of principal or payment of interest is contractually in arrears. The above table provides an ageing analysis of the past due loans.

[^14]:    Includes provision for credit losses on: personal, scored small business loans and mortgages that are greater than 90 days delinquent; and net credit card write-offs

[^15]:    Represents individual allowance and the portion of collective allowance relating to personal, scored small business loans and mortgages that are greater than 90 days delinquent.

[^16]:    ALM: Asset/liability management.
    ${ }^{2}$ Comprises forwards, futures, swaps, and options.

[^17]:     redemptions
     million ( $\$ 51$ million increase as at April 30,2012 ) over the next 12 months, and decrease equity as measured on a present value basis by approximately $\$ 290$ million ( $\$ 330$ million decrease as at April 30 , 2012 )
    ${ }^{3}$ We manage our interest rate gap by inputting a duration to certain assets and liabilities based on historical and forecasted trends in core balances.

[^18]:    

[^19]:    ${ }^{1}$ Gross credit exposure after credit valuation adjustments for financial guarantors, and before allowance for credit losses.

[^20]:    before allowance for credit losses.

[^21]:    ${ }^{1}$ Exchange-traded contracts with a replacement cost of $\$ 270$ million (Q2/12: $\$ 200$ million) are excluded in accordance with the guidelines of the Office of the Superintendent of Financial Institutions, Canada (OSFI).
     securities of $\$ 204$ million (Q2/12: $\$ 199$ million).
     hedge effectiveness criteria under Basel II receive a counterparty credit risk charge.
    ${ }^{4}$ Comprises forwards, swaps, and options.

[^22]:    Gross credit exposure after credit valuation adjustments for financial guarantors and credit risk mitigation, and before allowance for credit losses.

[^23]:    ${ }^{1}$ These are in respect of assets that are collateral to the short-term notes, rated R-1(High) (sf) / P-1 (sf) by DBRS/Moody's, issued by the multi-seller conduits and benefit from related credit enhancements.
    Resecuritization exposure comprises $\$ 1,277$ million (Q2/12: $\$ 1,279$ million) of investments and loans, $\$ 296$ million (Q2/12: $\$ 296$ million) of undrawn credit facilities and $\$ 804$ million (Q2/12: $\$ 742$ million) of written credit derivatives.
    ${ }^{3}$ Do not benefit from any financial collateral.
    ${ }^{4}$ Commencing this quarter, these are no longer risk-weighted under the securitization approach.
    ${ }^{5}$ Comprises collateralized loan obligations, asset-backed commercial paper, trust preferred securities collateralized debt obligations, and others.
    ${ }^{6}$ Comprises asset-backed securities.

[^24]:    Net of financial collateral $\$ 429$ million (Q2/12: $\$ 349$ million).
    Net of financial collateral $\$ 429$ million (Q2/12: $\$ 349$
    ${ }^{2}$ Comprises exposures benefiting from guarantees.
    ${ }^{3}$ Pertains to cash account that is a first loss protection for residential mortgages securitized, unrated credit exposures, and securities.

[^25]:    Includes originator and investor interests.
    ${ }^{2}$ Comprises accumulated gain on sale on residential mortgages and credit card loans.
    ${ }^{3}$ Pertains to cash account that is a first loss protection for residential mortgages securitized, unrated credit exposures, and securities.

