

# Supplementary Financial Information 

For the period ended July 31, 2016

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This document is unaudited and should be read in conjunction with our quarterly report to shareholders and news release for Q3/16, and our 2015 annual report (including audited consolidated financial statements and accompanying management's discussion and analysis). Additional financial information is also available through our quarterly investor presentations as well as the quarterly conference call webcast. All relevant information in this document is prepared under International Financial Reporting Standards (IFRS) and all amounts are in millions of Canadian dollars, unless otherwise stated
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## NOTES TO USERS

## External reporting changes

 consolidated net income resulting from these reclassifications.
 strategy, and resulted in a greater degree of industry specialization and expertise, while providing enhanced client coverage. We transferred client accounts accordingly between these lines of business.

- The transfer pricing methodology used by Treasury to charge and credit the SBUs for the cost and benefit of funding assets and liabilities, respectively, was enhanced to better align to our liquidity risk models.

In addition:
Within Capital Markets
 business.

Within Wealth Management

- The wealth advisory services business, previously reported in the asset management line of business, was transferred to the retail brokerage line of business
- An "other" line of business was established to include the results of American Century Investments (ACI), previously reported in the asset management line of business.


## Non-GAAP measures

 GAAP, and accordingly, these measures may not be comparable to similar measures used by other companies. Investors may find these non-GAAP measures useful in analyzing financial performance

Adjusted measures



 under GAAP
 same after-tax revenue.

Adjusted diluted EPS
We adjust our reported diluted EPS to remove the impact of items of note, net of taxes, to calculate the adjusted diluted EPS.
Adjusted efficiency ratio
We adjust our reported revenue and non-interest expenses to remove the impact of items of note and gross up tax-exempt revenue 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 the adjusted dividend payout ratio.
Adjusted return on common shareholders' equity
We adjust our reported net income attributable to common shareholders to remove the impact of items of note, net of taxes, to calculate the adjusted return on common shareholders' equity.
Adjusted effective tax rate
We adjust our reported income before income taxes and reported income taxes to remove the impact of items of note to calculate the adjusted effective tax rate.

## Economic capital


 and Other. There is no comparable GAAP measure for economic capital

## Economic profit

 information to identify relative contributions to shareholder value. Reconciliation of net income attributable to equity shareholders to economic profit is provided with segmented information on pages 9 to 11 .
Segmented return on equity
 segmented basis provides a similar metric relating to the economic capital allocated to the segments. As a result, segmented return on equity is a non-GAAP measure.

## Reconciliation of non-GAAP to GAAP measures

The following table on page 2 provides a reconciliation of non-GAAP to GAAP measures related to CIBC on a consolidated basis.

NOTES TO USERS
(\$ millions)
Reconciliation of non-GAAP to GAAP measures

| $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ | $\mathrm{Q} 2 / 15$ | $\mathrm{Q} 1 / 15$ | $\mathrm{Q} 4 / 14$ | $\mathrm{Q} 3 / 14$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Reported and adjusted diluted EPS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported net income attributable to common shareholders | A | 1,426 | 926 | 968 | 767 | 962 | 895 | 907 | 791 | 899 |
| After-tax impact of items of note |  | (369) | 21 | 47 | 172 | 12 | 13 | 33 | 100 | (13) |
| Adjusted net income attributable to common shareholders ${ }^{1}$ | B | 1,057 | 947 | 1,015 | 939 | 974 | 908 | 940 | 891 | 886 |
| Diluted weighted-average common shares outstanding (thousands) | C | 395,328 | 395,150 | 397,428 | 397,838 | 397,828 | 397,785 | 397,887 | 397,907 | 398,022 |
| Reported diluted EPS (\$) | A / C | 3.61 | 2.35 | 2.43 | 1.93 | 2.42 | 2.25 | 2.28 | 1.98 | 2.26 |
| Adjusted diluted EPS (\$) ${ }^{1}$ | B/C | 2.67 | 2.40 | 2.55 | 2.36 | 2.45 | 2.28 | 2.36 | 2.24 | 2.23 |
| Reported and adjusted efficiency ratio Reported total revenue | D | 4,136 | 3,631 | 3,587 | 3,483 | 3,520 | 3,394 | 3,459 | 3,213 | 3,355 |
| Adjusting items: |  |  |  |  |  |  |  |  |  |  |
| Pre-tax impact of items of note |  | (459) | (53) | 4 | 2 | 4 | 9 | (55) | 118 | (49) |
| TEB |  | 142 | 120 | 115 | 91 | 131 | 112 | 148 | 85 | 102 |
| Adjusted total revenue ${ }^{1}$ | E | 3,819 | 3,698 | 3,706 | 3,576 | 3,655 | 3,515 | 3,552 | 3,416 | 3,408 |
| Reported non-interest expenses | F | 2,218 | 2,242 | 2,164 | 2,383 | 2,179 | 2,104 | 2,195 | 2,083 | 2,044 |
| Adjusting items: |  |  |  |  |  |  |  |  |  |  |
| Pre-tax impact of items of note |  | (10) | (95) | (10) | (223) | (12) | (9) | (94) | (20) | (17) |
| Adjusted non-interest expenses ${ }^{1}$ | G | 2,208 | 2,147 | 2,154 | 2,160 | 2,167 | 2,095 | 2,101 | 2,063 | 2,027 |
| Reported efficiency ratio | FID | 53.6\% | 61.7\% | 60.3\% | 68.4\% | 61.9\% | 62.0\% | 63.5\% | 64.8\% | 60.9\% |
| Adjusted efficiency ratio ${ }^{1}$ | G/E | 57.8\% | 58.0\% | 58.1\% | 60.4\% | 59.3\% | 59.6\% | 59.2\% | 60.4\% | 59.5\% |
| Reported and adjusted dividend payout ratio |  |  |  |  |  |  |  |  |  |  |
| Dividends paid to common shareholders | H | 478 | 466 | 457 | 445 | 433 | 421 | 409 | 398 | 397 |
| Reported dividend payout ratio | H/A | 33.5\% | 50.2\% | 47.3\% | 58.0\% | 45.0\% | 47.1\% | 45.1\% | 50.3\% | 44.2\% |
| Adjusted dividend payout ratio ${ }^{1}$ | H/B | 45.2\% | 49.1\% | 45.1\% | 47.4\% | 44.5\% | 46.4\% | 43.5\% | 44.6\% | 44.8\% |
| Reported and adjusted return on common shareholders' equity Average common shareholders' equity | 1 | 21,198 | 20,899 | 21,233 | 20,122 | 18,733 | 18,437 | 18,123 | 17,528 | 16,989 |
| Reported return on common shareholders' equity | A 11 | 26.8\% | 18.0\% | 18.1\% | 15.1\% | 20.4\% | 19.9\% | 19.9\% | 17.9\% | 21.0\% |
| Adjusted return on common shareholders' equity ${ }^{1}$ | B/I | 19.8\% | 18.4\% | 19.0\% | 18.5\% | 20.6\% | 20.2\% | 20.6\% | 20.1\% | 20.7\% |
| Reported and adjusted effective tax rate |  |  |  |  |  |  |  |  |  |  |
| Reported income before income taxes | J | 1,675 | 1,065 | 1,161 | 902 | 1,152 | 1,093 | 1,077 | 936 | 1,116 |
| Pre-tax impact of items of note |  | (409) | 82 | 83 | 225 | 16 | 18 | 39 | 138 | (32) |
| Adjusted income before income taxes ${ }^{1}$ | K | 1,266 | 1,147 | 1,244 | 1,127 | 1,168 | 1,111 | 1,116 | 1,074 | 1,084 |
| Reported income taxes | L | 234 | 124 | 179 | 124 | 174 | 182 | 154 | 125 | 195 |
| Tax impact of items of note |  | (40) | 61 | 36 | 51 | 4 | 5 | 6 | 38 | (19) |
| Adjusted income taxes ${ }^{1}$ | M | 194 | 185 | 215 | 175 | 178 | 187 | 160 | 163 | 176 |
| Reported effective tax rate | LIJ | 14.0\% | 11.6\% | 15.4\% | 13.7\% | 15.1\% | 16.7\% | 14.3\% | 13.4\% | 17.5\% |
| Adjusted effective tax rate ${ }^{1}$ | M / K | 15.4\% | 16.1\% | 17.3\% | 15.5\% | 15.2\% | 16.8\% | 14.3\% | 15.2\% | 16.2\% |


| 2016 | 2015 | 2015 | 2014 |
| :---: | :---: | :---: | :---: |
| 9M | 9M | 12M | 12M |
| 3,320 | 2,764 | 3,531 | 3,131 |
| (301) | 58 | 230 | 432 |
| 3,019 | 2,822 | 3,761 | 3,563 |
| 395,975 | 397,830 | 397,832 | 398,420 |
| 8.38 | 6.95 | 8.87 | 7.86 |
| 7.62 | 7.09 | 9.45 | 8.94 |
| 11,354 | 10,373 | 13,856 | 13,363 |
| (508) | (42) | (40) | (276) |
| 377 | 391 | 482 | 421 |
| 11,223 | 10,722 | 14,298 | 13,508 |
| 6,624 | 6,478 | 8,861 | 8,512 |
| (115) | (115) | (338) | (539) |
| 6,509 | 6,363 | 8,523 | 7,973 |
| 58.3\% | 62.4\% | 63.9\% | 63.7\% |
| 58.0\% | 59.3\% | 59.6\% | 59.0\% |
| 1,401 | 1,263 | 1,708 | 1,567 |
| 42.2\% | 45.7\% | 48.4\% | 50.0\% |
| 46.4\% | 44.8\% | 45.4\% | 44.0\% |
| 21,111 | 18,431 | 18,857 | 17,067 |
| 21.0\% | 20.0\% | 18.7\% | 18.3\% |
| 19.1\% | 20.5\% | 19.9\% | 20.9\% |
| 3,901 | 3,322 | 4,224 | 3,914 |
| (244) | 73 | 298 | 408 |
| 3,657 | 3,395 | 4,522 | 4,322 |
| 537 | 510 | 634 | 699 |
| 57 | 15 | 66 | (34) |
| 594 | 525 | 700 | 665 |
| 13.8\% | 15.4\% | 15.0\% | 17.9\% |
| 16.2\% | 15.5\% | 15.5\% | 15.4\% |

```
1 Non-GAAP measure
```

2 Annualized.

## NOTES TO USERS

## (\$ millions)

## Q3/16 Q2/16 Q1/16 Q4/15 Q3/15 Q2/15 Q1/15 Q4/14 Q3/14

| 2016 | 2015 | 2015 | 2014 |
| ---: | ---: | ---: | ---: |
| $9 M$ | 9 M | 12 M | 12 M |

## Items of note

Gain, net of related transaction costs, on the sale of our minority investment in AC
Gain, net of related transaction and severance costs, on the sale of a processing centre
Gain arising from accounting adjustments on credit card-related balance sheet amounts
Gain on sale of an investment in our merchant banking portfolio
Gain in respect of the Aeroplan transactions with Aimia Canada Inc. and TD, net of costs relating to the development of our enhanced travel rewards program
Gain within an equity-accounted investment in our merchant banking portfolio Gain in our exited European leveraged finance portfolio
Loss (income) from the structured credit run-off business
Amortization of intangible assets
Increase in legal provisions
Increase (decrease) in collective allowance recognized in Corporate and Other
Charge resulting from operational changes in the processing of write-offs in Retail and Business Banking
Loan losses in our exited European leveraged finance portfolio
Loan losses in our exited U.S. leveraged finance portfolio
Restructuring charges primarily relating to employee severance
Charges relating to CIBC FirstCaribbean
Charge relating to the incorporation of funding valuation adjustments (FVA) into the valuation of ou uncollateralized derivatives
Pre-tax impact of items of note on net income
Income tax impact on above items of note
Income tax recovery due to the settlement of transfer pricing-related matters
Income tax recovery arising from a change in our expected utilization of tax loss carryforwards After-tax impact of items of note on net income

After-tax impact of items of note on non-controlling interests
After-tax impact of items of note on net income attributable to common shareholders

| (428) | - | - | - | - | - | - | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | (53) | - | - | - | - | - | - | - |
| - | - | - | - | - | - | (46) | - | - |
| - | - | - | - | - | - | (23) | - | - |
| - | - | - | - | - | - | - | 18 | 9 |
| - | - | - | - | - | - | - | - | (52) |
| - | - | - | - | - | - | - | - | - |
| (28) | 11 | 5 | 3 | 6 | 8 | 12 | (2) | 2 |
| 7 | 7 | 9 | 11 | 10 | 10 | 11 | 10 | 9 |
| - | 77 | - | - | - | - | - | - | - |
| - | 40 | 69 | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - | - |
| 40 | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - | - |
| - | - | - | 211 | - | - | 85 | - | - |
| - | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | 112 | - |
| (409) | 82 | 83 | 225 | 16 | 18 | 39 | 138 | (32) |
| 40 | (31) | (21) | (51) | (4) | (5) | (6) | (38) | 19 |
| - | (30) | - | - | - | - | - | - | - |
| - | , | (15) | - | - | - | - | - | - |
| (369) | 21 | 47 | 174 | 12 | 13 | 33 | 100 | (13) |
| - | - | - | (2) | - | - | - | - | - |
| (369) | 21 | 47 | 172 | 12 | 13 | 33 | 100 | (13) |


| (428) | - | - | - |
| :---: | :---: | :---: | :---: |
| (53) | - | - | - |
| - | (46) | (46) | - |
| - | (23) | (23) | - |
| - | - | - | (190) |
| - |  |  | (52) |
| - | - | - | (78) |
| (12) | 26 | 29 | 15 |
| 23 | 31 | 42 | 36 |
| 77 | - | - | - |
| 109 | - |  | (26) |
| - | - | - | 26 |
| 40 | - | - |  |
| - | - | - | 22 |
| - | 85 | 296 | - |
| - | - | - | 543 |
| - | - | - | 112 |
| (244) | 73 | 298 | 408 |
| (12) | (15) | (66) | 34 |
| (30) | - | - | - |
| (15) | - | - | - |
| (301) | 58 | 232 | 442 |
| - | - | (2) | (10) |
| (301) | 58 | 230 | 432 |



| Financial results (\$ millions) Net interest income |
| :---: |
| Non-interest income |
| Total revenue |
| Provision for credit losses |
| Non-interest expenses |
| Income before income taxes |
| Income taxes |
| Net income |
| Net income (loss) attributable to non-controlling interests |
| Preferred shareholders |
| Common shareholders |
| Net income attributable to equity shareholders |
| Financial measures |
| Reported efficiency ratio |
| Adjusted efficiency ratio ${ }^{1}$ |
| Loan loss ratio ${ }^{2}$ |
| Reported return on common shareholders' equity |
| Adjusted return on common shareholders' equity ${ }^{1}$ |
| Net interest margin |
| Net interest margin on average interest-earning assets ${ }^{3}$ |
| Return on average assets ${ }^{4}$ |
| Return on average interest-earning assets ${ }^{3,4}$ |
| Total shareholder return |
| Reported effective tax rate |
| Adjusted effective tax rate ${ }^{1}$ |
| Common share information |
| Per share (\$) |
| Basic EPS |
| Reported diluted EPS |
| Adjusted diluted EPS ${ }^{1}$ |
| Dividends |
| Book value |
| Share price (\$) High |
| Low |
| Closing |
| Shares outstanding (thousands) |
| Weighted-average basic |
| Weighted-average diluted |
| End of period |
| Market capitalization (\$ millions) |
| Value measures |
| Dividend yield (based on closing share price) |
| Reported dividend payout ratio |
| Adjusted dividend payout ratio ${ }^{1}$ |
| Market value to book value ratio |


| Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2,113 | 2,037 | 2,106 | 2,043 | 2,021 | 1,895 | 1,956 | 1,881 | 1,875 |
| 2,023 | 1,594 | 1,481 | 1,440 | 1,499 | 1,499 | 1,503 | 1,332 | 1,480 |
| 4,136 | 3,631 | 3,587 | 3,483 | 3,520 | 3,394 | 3,459 | 3,213 | 3,355 |
| 243 | 324 | 262 | 198 | 189 | 197 | 187 | 194 | 195 |
| 2,218 | 2,242 | 2,164 | 2,383 | 2,179 | 2,104 | 2,195 | 2,083 | 2,044 |
| 1,675 | 1,065 | 1,161 | 902 | 1,152 | 1,093 | 1,077 | 936 | 1,116 |
| 234 | 124 | 179 | 124 | 174 | 182 | 154 | 125 | 195 |
| 1,441 | 941 | 982 | 778 | 978 | 911 | 923 | 811 | 921 |
| 6 | 5 | 5 | 2 | 5 | 4 | 3 | 2 | 3 |
| 9 | 10 | 9 | 9 | 11 | 12 | 13 | 18 | 19 |
| 1,426 | 926 | 968 | 767 | 962 | 895 | 907 | 791 | 899 |
| 1,435 | 936 | 977 | 776 | 973 | 907 | 920 | 809 | 918 |
| 53.6\% | 61.7\% | 60.3\% | 68.4\% | 61.9\% | 62.0\% | 63.5\% | 64.8\% | 60.9\% |
| 57.8\% | 58.0\% | 58.1\% | 60.4\% | 59.3\% | 59.6\% | 59.2\% | 60.4\% | 59.5\% |
| 0.32\% | 0.38\% | 0.26\% | 0.26\% | 0.25\% | 0.30\% | 0.28\% | 0.30\% | 0.33\% |
| 26.8\% | 18.0\% | 18.1\% | 15.1\% | 20.4\% | 19.9\% | 19.9\% | 17.9\% | 21.0\% |
| 19.8\% | 18.4\% | 19.0\% | 18.5\% | 20.6\% | 20.2\% | 20.6\% | 20.1\% | 20.7\% |
| 1.64\% | 1.65\% | 1.69\% | 1.70\% | 1.75\% | 1.73\% | 1.77\% | 1.78\% | 1.81\% |
| 1.87\% | 1.89\% | 1.94\% | 1.95\% | 2.01\% | 2.01\% | 2.04\% | 2.02\% | 2.05\% |
| 1.12\% | 0.76\% | 0.79\% | 0.65\% | 0.85\% | 0.83\% | 0.84\% | 0.77\% | 0.89\% |
| 1.28\% | 0.88\% | 0.91\% | 0.74\% | 0.97\% | 0.97\% | 0.96\% | 0.87\% | 1.01\% |
| (0.94)\% | 12.72\% | (8.13)\% | 8.61\% | (2.40)\% | 11.10\% | (13.42)\% | 2.66\% | 4.65\% |
| 14.0\% | 11.6\% | 15.4\% | 13.7\% | 15.1\% | 16.7\% | 14.3\% | 13.4\% | 17.5\% |
| 15.4\% | 16.1\% | 17.3\% | 15.5\% | 15.2\% | 16.8\% | 14.3\% | 15.2\% | 16.2\% |
| 3.61 | 2.35 | 2.44 | 1.93 | 2.42 | 2.25 | 2.28 | 1.99 | 2.26 |
| 3.61 | 2.35 | 2.43 | 1.93 | 2.42 | 2.25 | 2.28 | 1.98 | 2.26 |
| 2.67 | 2.40 | 2.55 | 2.36 | 2.45 | 2.28 | 2.36 | 2.24 | 2.23 |
| 1.21 | 1.18 | 1.15 | 1.12 | 1.09 | 1.06 | 1.03 | 1.00 | 1.00 |
| 54.54 | 52.16 | 52.56 | 51.25 | 50.02 | 47.08 | 45.99 | 44.30 | 43.02 |
| 104.19 | 101.76 | 101.22 | 102.74 | 96.99 | 97.62 | 107.16 | 107.01 | 102.06 |
| 96.84 | 83.33 | 83.42 | 86.00 | 89.55 | 89.26 | 88.18 | 95.93 | 95.66 |
| 99.19 | 101.34 | 91.24 | 100.28 | 93.46 | 96.88 | 88.18 | 102.89 | 101.21 |
| 394,753 | 394,679 | 396,927 | 397,253 | 397,270 | 397,212 | 397,117 | 397,009 | 397,179 |
| 395,328 | 395,150 | 397,428 | 397,838 | 397,828 | 397,785 | 397,887 | 397,907 | 398,022 |
| 394,838 | 394,679 | 395,179 | 397,291 | 397,234 | 397,262 | 397,142 | 397,021 | 396,974 |
| 39,164 | 39,997 | 36,056 | 39,840 | 37,126 | 38,487 | 35,020 | 40,850 | 40,178 |
| 4.9\% | 4.7\% | 5.0\% | 4.4\% | 4.6\% | 4.5\% | 4.6\% | 3.9\% | 3.9\% |
| 33.5\% | 50.2\% | 47.3\% | 58.0\% | 45.0\% | 47.1\% | 45.1\% | 50.3\% | 44.2\% |
| 45.2\% | 49.1\% | 45.1\% | 47.4\% | 44.5\% | 46.4\% | 43.5\% | 44.6\% | 44.8\% |
| 1.82 | 1.94 | 1.74 | 1.96 | 1.87 | 2.06 | 1.92 | 2.32 | 2.35 |


| 2016 | 2015 | 2015 | 2014 |
| :---: | :---: | :---: | :---: |
| 9M | 9M | 12M | 12M |
| 6,256 | 5,872 | 7,915 | 7,459 |
| 5,098 | 4,501 | 5,941 | 5,904 |
| 11,354 | 10,373 | 13,856 | 13,363 |
| 829 | 573 | 771 | 937 |
| 6,624 | 6,478 | 8,861 | 8,512 |
| 3,901 | 3,322 | 4,224 | 3,914 |
| 537 | 510 | 634 | 699 |
| 3,364 | 2,812 | 3,590 | 3,215 |
| 16 | 12 | 14 | (3) |
| 28 | 36 | 45 | 87 |
| 3,320 | 2,764 | 3,531 | 3,131 |
| 3,348 | 2,800 | 3,576 | 3,218 |
| 58.3\% | 62.4\% | 63.9\% | 63.7\% |
| 58.0\% | 59.3\% | 59.6\% | 59.0\% |
| 0.32\% | 0.28\% | 0.27\% | 0.38\% |
| 21.0\% | 20.0\% | 18.7\% | 18.3\% |
| 19.1\% | 20.5\% | 19.9\% | 20.9\% |
| 1.66\% | 1.75\% | 1.74\% | 1.81\% |
| 1.90\% | 2.02\% | 2.00\% | 2.05\% |
| 0.89\% | 0.84\% | 0.79\% | 0.78\% |
| 1.02\% | 0.97\% | 0.91\% | 0.89\% |
| 2.59\% | (6.12)\% | 1.96\% | 20.87\% |
| 13.8\% | 15.4\% | 15.0\% | 17.9\% |
| 16.2\% | 15.5\% | 15.5\% | 15.4\% |
| 8.40 | 6.96 | 8.89 | 7.87 |
| 8.38 | 6.95 | 8.87 | 7.86 |
| 7.62 | 7.09 | 9.45 | 8.94 |
| 3.54 | 3.18 | 4.30 | 3.94 |
| 54.54 | 50.02 | 51.25 | 44.30 |
| 104.19 | 107.16 | 107.16 | 107.01 |
| 83.33 | 88.18 | 86.00 | 85.49 |
| 99.19 | 93.46 | 100.28 | 102.89 |
| 395,459 | 397,199 | 397,213 | 397,620 |
| 395,975 | 397,830 | 397,832 | 398,420 |
| 394,838 | 397,234 | 397,291 | 397,021 |
| 39,164 | 37,126 | 39,840 | 40,850 |
| 4.8\% | 4.5\% | 4.3\% | 3.8\% |
| 42.2\% | 45.7\% | 48.4\% | 50.0\% |
| 46.4\% | 44.8\% | 45.4\% | 44.0\% |
| 1.82 | 1.87 | 1.96 | 2.32 |

For footnotes, see next page.

FINANCIAL HIGHLIGHTS (continued)

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} \hline 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | 2015 9 M | $\begin{array}{r} \hline 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} 2014 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| On- and off-balance sheet information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash, deposits with banks and securities | 98,093 | 91,054 | 91,132 | 93,619 | 92,997 | 76,406 | 74,334 | 73,089 | 80,653 | 98,093 | 92,997 | 93,619 | 73,089 |
| Loans and acceptances, net of allowance | 312,273 | 303,761 | 301,301 | 290,981 | 285,502 | 276,543 | 274,966 | 268,240 | 262,489 | 312,273 | 285,502 | 290,981 | 268,240 |
| Total assets | 494,490 | 478,144 | 479,032 | 463,309 | 457,842 | 439,203 | 445,223 | 414,903 | 405,422 | 494,490 | 457,842 | 463,309 | 414,903 |
| Deposits | 389,573 | 368,710 | 377,234 | 366,657 | 360,525 | 341,188 | 339,875 | 325,393 | 322,314 | 389,573 | 360,525 | 366,657 | 325,393 |
| Common shareholders' equity | 21,533 | 20,585 | 20,770 | 20,360 | 19,869 | 18,703 | 18,265 | 17,588 | 17,076 | 21,533 | 19,869 | 20,360 | 17,588 |
| Average assets | 511,925 | 502,408 | 494,379 | 476,700 | 457,774 | 448,912 | 437,701 | 418,414 | 411,036 | 502,908 | 448,120 | 455,324 | 411,481 |
| Average interest-earning assets ${ }^{3}$ | 448,834 | 437,179 | 431,380 | 415,783 | 399,444 | 385,938 | 380,984 | 370,020 | 363,422 | 439,145 | 388,820 | 395,616 | 362,997 |
| Average common shareholders' equity | 21,198 | 20,899 | 21,233 | 20,122 | 18,733 | 18,437 | 18,123 | 17,528 | 16,989 | 21,111 | 18,431 | 18,857 | 17,067 |
| Assets under administration ${ }^{5,6}$ | 1,993,740 | 1,878,290 | 1,833,071 | 1,846,142 | 1,871,875 | 1,894,715 | 1,794,586 | 1,703,360 | 1,699,527 | 1,993,740 | 1,871,875 | 1,846,142 | 1,703,360 |
| Assets under management ${ }^{6}$ | 179,903 | 169,521 | 169,389 | 170,465 | 172,316 | 165,810 | 162,315 | 151,913 | 148,340 | 179,903 | 172,316 | 170,465 | 151,913 |
| Balance sheet quality (All-in basis) and liquidity measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Risk-weighted assets (RWA) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CET1 capital RWA | 168,077 | 165,419 | 162,583 | 156,107 | 153,889 | 146,951 | 146,554 | 141,250 | 139,920 | 168,077 | 153,889 | 156,107 | 141,250 |
| Tier 1 capital RWA | 168,407 | 165,746 | 162,899 | 156,401 | 154,176 | 147,173 | 146,847 | 141,446 | 140,174 | 168,407 | 154,176 | 156,401 | 141,446 |
| Total capital RWA | 168,690 | 166,027 | 163,169 | 156,652 | 154,422 | 147,364 | 147,097 | 141,739 | 140,556 | 168,690 | 154,422 | 156,652 | 141,739 |
| Capital ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CET1 ratio | 10.9\% | 10.4\% | 10.6\% | 10.8\% | 10.8\% | 10.8\% | 10.3\% | 10.3\% | 10.1\% | 10.9\% | 10.8\% | 10.8\% | 10.3\% |
| Tier 1 capital ratio | 12.4\% | 11.9\% | 12.1\% | 12.5\% | 12.5\% | 12.6\% | 12.1\% | 12.2\% | 12.2\% | 12.4\% | 12.5\% | 12.5\% | 12.2\% |
| Total capital ratio | 14.4\% | 13.9\% | 14.2\% | 15.0\% | 15.0\% | 15.3\% | 15.0\% | 15.5\% | 14.8\% | 14.4\% | 15.0\% | 15.0\% | 15.5\% |
| Basel III leverage ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Leverage ratio exposure | 537,172 | 516,838 | 516,037 | 502,552 | 493,475 | 474,276 | 471,937 | n/a | n/a | 537,172 | 493,475 | 502,552 | n/a |
| Leverage ratio | 3.9\% | 3.8\% | 3.8\% | 3.9\% | 3.9\% | 3.9\% | 3.8\% | n/a | n/a | 3.9\% | 3.9\% | 3.9\% | n/a |
| Liquidity coverage ratio | 120\% | 122\% | 121\% | 119\% | 121\% | 129\% | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Full-time equivalent employees ${ }^{8}$ | 43,741 | 43,380 | 43,609 | 44,201 | 44,385 | 43,566 | 43,883 | 44,424 | 45,161 | 43,741 | 44,385 | 44,201 | 44,424 |
| 1 See Notes to users: Non-GAAP measures. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  on personal, scored small business and mortgage loans that are greater than 90 days delinquent; and net credit card write-offs. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 Average interest-earning assets include interest-bearing deposits with banks, securities, cash collateral on securities borrowed, securities purchased under resale agreements, and loans net of allowances. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4 Net income expressed as a percentage of average assets or average interest-earning assets. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5 Includes the full contract amount of assets under administration or custody under a $50 / 50$ joint venture between CIBC and The Bank of New York Mellon |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 AUM amounts are included in the amounts reported under AUA. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7 Debt ratings - S\&P Senior Long Term: A+; Moody's Senior Long Term: Aa3 (Negative Outlook). S\&P changed the outlook on our senior debt ratings from negative to stable in December 2015. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  a given period. <br> n/a Not applicable. |  |  |  |  |  |  |  |  |  |  |  |  |  |

NET INTEREST INCOME

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \hline 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \hline 2014 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | 2,492 | 2,384 | 2,426 | 2,385 | 2,418 | 2,306 | 2,464 | 2,410 | 2,389 | 7,302 | 7,188 | 9,573 | 9,504 |
| Securities | 446 | 436 | 435 | 385 | 380 | 370 | 389 | 403 | 397 | 1,317 | 1,139 | 1,524 | 1,628 |
| Securities borrowed or purchased under resale agreements | 86 | 80 | 73 | 60 | 69 | 82 | 99 | 82 | 82 | 239 | 250 | 310 | 320 |
| Deposits with banks | 44 | 42 | 33 | 23 | 20 | 14 | 19 | 4 | 5 | 119 | 53 | 76 | 25 |
|  | 3,068 | 2,942 | 2,967 | 2,853 | 2,887 | 2,772 | 2,971 | 2,899 | 2,873 | 8,977 | 8,630 | 11,483 | 11,477 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities sold short | 57 | 42 | 55 | 52 | 55 | 50 | 73 | 86 | 81 | 154 | 178 | 230 | 327 |
| Securities lent or sold under repurchase agreements | 36 | 31 | 24 | 23 | 29 | 23 | 35 | 35 | 36 | 91 | 87 | 110 | 127 |
| Subordinated indebtedness | 37 | 37 | 28 | 39 | 40 | 51 | 51 | 45 | 44 | 102 | 142 | 181 | 178 |
| Other | 11 | 14 | 12 | 16 | 14 | 14 | 13 | 10 | 16 | 37 | 41 | 57 | 49 |
|  | 955 | 905 | 861 | 810 | 866 | 877 | 1,015 | 1,018 | 998 | 2,721 | 2,758 | 3,568 | 4,018 |
| Net interest income | 2,113 | 2,037 | 2,106 | 2,043 | 2,021 | 1,895 | 1,956 | 1,881 | 1,875 | 6,256 | 5,872 | 7,915 | 7,459 |

## NON-INTEREST INCOME

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2014 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Underwriting and advisory fees | 142 | 121 | 80 | 100 | 106 | 134 | 87 | 128 | 150 | 343 | 327 | 427 | 444 |
| Deposit and payment fees | 206 | 206 | 213 | 208 | 216 | 201 | 205 | 210 | 221 | 625 | 622 | 830 | 848 |
| Credit fees | 169 | 156 | 147 | 140 | 136 | 130 | 127 | 123 | 124 | 472 | 393 | 533 | 478 |
| Card fees | 115 | 108 | 122 | 115 | 109 | 114 | 111 | 106 | 108 | 345 | 334 | 449 | 414 |
| Investment management and custodial fees | 223 | 214 | 212 | 208 | 211 | 201 | 194 | 186 | 181 | 649 | 606 | 814 | 677 |
| Mutual fund fees | 369 | 349 | 366 | 363 | 369 | 354 | 371 | 337 | 317 | 1,084 | 1,094 | 1,457 | 1,236 |
| Insurance fees, net of claims | 99 | 100 | 100 | 103 | 81 | 91 | 86 | 88 | 82 | 299 | 258 | 361 | 356 |
| Commissions on securities transactions | 87 | 88 | 84 | 88 | 93 | 102 | 102 | 98 | 99 | 259 | 297 | 385 | 408 |
| Trading income (loss) | (28) | 18 | (46) | (114) | (10) | (7) | (8) | (123) | (42) | (56) | (25) | (139) | (176) |
| AFS securities gains, net | 46 | 13 | 8 | 19 | 17 | 41 | 61 | 44 | 24 | 67 | 119 | 138 | 201 |
| Designated at fair value (FVO) gains (losses), net ${ }^{1}$ | (6) | 8 | 5 | 19 | (9) | (11) | (2) | (1) | 2 | 7 | (22) | (3) | (15) |
| Foreign exchange other than trading ${ }^{2}$ | 201 | 56 | 57 | 46 | 29 | 10 | 7 | - | 10 | 314 | 46 | 92 | 43 |
| Income from equity-accounted associates and joint ventures | 23 | 20 | 29 | 37 | 43 | 54 | 43 | 35 | 98 | 72 | 140 | 177 | 226 |
| Other | 377 | 137 | 104 | 108 | 108 | 85 | 119 | 101 | 106 | 618 | 312 | 420 | 764 |
| Total non-interest income | 2,023 | 1,594 | 1,481 | 1,440 | 1,499 | 1,499 | 1,503 | 1,332 | 1,480 | 5,098 | 4,501 | 5,941 | 5,904 |

1 Represents income (loss) from FVO financial instruments and related hedges.

 as a result of a disposal of net investment in a foreign operation.

NON-INTEREST EXPENSES

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} 2016 \\ 9 M \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \end{array}$ | $\begin{array}{r} \hline 2014 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employee compensation and benefits |  |  |  |  |  |  |  |  |  | 1,961 | 1,991 | 2,826 | 2,502 |
| Performance-based compensation | 445 | 385 | 392 | 380 | 403 | 381 | 404 | 364 | 378 | 1,222 | 1,188 | 1,568 | 1,483 |
| Benefits | 171 | 170 | 166 | 164 | 176 | 178 | 187 | 164 | 163 | 507 | 541 | 705 | 651 |
| $*$Occupancy costs |  |  |  |  |  |  |  |  |  | 3,690 | 3,720 | 5,099 | 4,636 |
| Occupancy costs <br> Rent and maintenance | 161 | 165 | 165 | 172 | 158 | 160 | 158 | 154 | 153 | 491 | 476 | 648 | 608 |
| Depreciation | 35 | 34 | 35 | 37 | 33 | 33 | 31 | 26 | 34 | 104 | 97 | 134 | 128 |
|  |  |  |  |  |  |  |  |  |  | 595 | 573 | 782 | 736 |
| Computer, software and office equipment <br> Rent, maintenance and amortization of software costs ${ }^{1}$ | 316 | 310 | 292 | 305 | 302 | 288 | 282 | 291 | 277 | 918 | 872 | 1,177 | 1,090 |
| Depreciation | 28 | 30 | 29 | 30 | 28 | 29 | 28 | 28 | 27 | 87 | 85 | 115 | 110 |
|  | 344 | 340 | 321 | 335 | 330 | 317 | 310 | 319 | 304 | 1,005 | 957 | 1,292 | 1,200 |
| Communications <br> Telecommunications | 32 | 38 | 36 | 35 | 34 | 35 | 32 | 34 | 32 | 106 | 101 | 136 | 129 |
| Postage and courier | 30 | 35 | 32 | 31 | 32 | 34 | 36 | 32 | 31 | 97 | 102 | 133 | 126 |
| Stationery | 13 | 15 | 13 | 14 | 14 | 15 | 14 | 14 | 15 | 41 | 43 | 57 | 57 |
| Advertising and business development | 75 | 88 | 81 | 80 | 80 | 84 | 82 | 80 | 78 | 244 | 246 | 326 | 312 |
|  | 66 | 63 | 63 | 80 | 70 | 70 | 61 | 78 | 70 | 192 | 201 | 281 | 285 |
| Professional fees | 51 | 45 | 44 | 78 | 65 | 48 | 39 | 61 | 43 | 140 | 152 | 230 | 201 |
| Business and capital taxes | 14 | 15 | 21 | 16 | 15 | 18 | 19 | 15 | 17 | 50 | 52 | 68 | 59 |
| Other ${ }^{2}$ | 198 | 293 | 217 | 206 | 197 | 196 | 184 | 183 | 169 | 708 | 577 | 783 | 1,083 |
| Non-interest expenses | 2,218 | 2,242 | 2,164 | 2,383 | 2,179 | 2,104 | 2,195 | 2,083 | 2,044 | 6,624 | 6,478 | 8,861 | 8,512 |

1 Includes $\$ 45$ million ( $\mathrm{Q} 2 / 16$ : $\$ 41$ million) of amortization and impairment of software costs.
2 Includes $\$ 7$ million (Q2/16: \$7 million) of amortization and impairment of other intangible assets.

## SEGMENTED INFORMATION

## CIBC has three SBUS:

 centres or through remote channels such as mobile advisors, telephone, online or mobile banking





 Butterfield and Son Limited was included in Corporate and Other results until it was sold on April 30, 2015.

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} 2016 \\ 9 M \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \end{array}$ | $\begin{gathered} 2015 \\ 12 \mathrm{M} \end{gathered}$ | $\begin{array}{r} 2014 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | 666 | 652 | 684 | 672 | 630 | 584 | 644 | 595 | 581 | 2,002 | 1,858 | 2,530 | 2,459 |
| Wealth Management | 506 | 113 | 119 | 122 | 140 | 128 | 128 | 119 | 121 | 738 | 396 | 518 | 470 |
| Capital Markets | 304 | 252 | 244 | 181 | 265 | 240 | 271 | 128 | 276 | 800 | 776 | 957 | 869 |
| Corporate and Other | (35) | (76) | (65) | (197) | (57) | (41) | (120) | (31) | (57) | (176) | (218) | (415) | (583) |
| Net income | 1,441 | 941 | 982 | 778 | 978 | 911 | 923 | 811 | 921 | 3,364 | 2,812 | 3,590 | 3,215 |

1 Certain information has been reclassified to conform to the presentation adopted in the first quarter of 2016. See "External reporting changes" for additional details.

SEGMENTED INFORMATION - RETAIL AND BUSINESS BANKING ${ }^{1}$

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \hline 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} \hline 2014 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal banking | 1,779 | 1,713 | 1,749 | 1,743 | 1,686 | 1,604 | 1,660 | 1,618 | 1,597 | 5,241 | 4,950 | 6,693 | 6,305 |
| Business banking | 435 | 423 | 425 | 414 | 410 | 399 | 400 | 393 | 388 | 1,283 | 1,209 | 1,623 | 1,531 |
| Other | 11 | 14 | 16 | 19 | 22 | 26 | 23 | 24 | 30 | 41 | 71 | 90 | 387 |
| Total revenue | 2,225 | 2,150 | 2,190 | 2,176 | 2,118 | 2,029 | 2,083 | 2,035 | 2,015 | 6,565 | 6,230 | 8,406 | 8,223 |
| Provision for credit losses | 197 | 199 | 163 | 163 | 165 | 179 | 163 | 171 | 177 | 559 | 507 | 670 | 731 |
| Non-interest expenses | 1,121 | 1,105 | 1,097 | 1,100 | 1,096 | 1,058 | 1,055 | 1,070 | 1,062 | 3,323 | 3,209 | 4,309 | 4,219 |
| Income before income taxes | 907 | 846 | 930 | 913 | 857 | 792 | 865 | 794 | 776 | 2,683 | 2,514 | 3,427 | 3,273 |
| Income taxes | 241 | 194 | 246 | 241 | 227 | 208 | 221 | 199 | 195 | 681 | 656 | 897 | 814 |
| Net income | 666 | 652 | 684 | 672 | 630 | 584 | 644 | 595 | 581 | 2,002 | 1,858 | 2,530 | 2,459 |
| Net income attributable to equity shareholders | 666 | 652 | 684 | 672 | 630 | 584 | 644 | 595 | 581 | 2,002 | 1,858 | 2,530 | 2,459 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 1,572 | 1,513 | 1,534 | 1,528 | 1,487 | 1,401 | 1,463 | 1,416 | 1,397 | 4,619 | 4,351 | 5,879 | 5,587 |
| Non-interest income | 536 | 526 | 542 | 535 | 516 | 516 | 513 | 514 | 515 | 1,604 | 1,545 | 2,080 | 2,239 |
| Intersegment revenue ${ }^{\text {2 }}$ | 117 | 111 | 114 | 113 | 115 | 112 | 107 | 105 | 103 | 342 | 334 | 447 | 397 |
|  | 2,225 | 2,150 | 2,190 | 2,176 | 2,118 | 2,029 | 2,083 | 2,035 | 2,015 | 6,565 | 6,230 | 8,406 | 8,223 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances Residential mortgages ${ }^{4}$ | 172,001 | 167,893 | 165,219 | 161,145 | 157,123 | 154,568 | 153,239 | 150,984 | 148,433 | 168,375 | 154,981 | 156,535 | 148,180 |
| Personal loans | 34,589 | 33,975 | 33,820 | 33,736 | 33,499 | 33,258 | 32,979 | 32,780 | 32,475 | 34,129 | 33,245 | 33,369 | 32,357 |
| Credit card | 11,905 | 11,583 | 11,797 | 11,655 | 11,568 | 11,323 | 11,603 | 11,515 | 11,494 | 11,763 | 11,500 | 11,539 | 11,942 |
| Business lending ${ }^{4,5}$ | 49,811 | 48,248 | 46,594 | 45,049 | 43,601 | 42,511 | 41,534 | 40,365 | 39,059 | 48,217 | 42,549 | 43,179 | 38,856 |
| Interest-earning assets ${ }^{6}$ | 251,939 | 246,418 | 243,243 | 238,155 | 232,889 | 228,686 | 226,560 | 223,561 | 219,928 | 247,206 | 229,386 | 231,596 | 219,786 |
| Deposits | 186,428 | 183,873 | 182,378 | 176,035 | 172,487 | 170,872 | 169,433 | 165,354 | 162,848 | 184,229 | 170,931 | 172,218 | 162,543 |
| Common equity ${ }^{7}$ | 5,292 | 5,089 | 5,140 | 4,859 | 4,752 | 4,250 | 4,247 | 3,996 | 3,892 | 5,174 | 4,417 | 4,529 | 3,898 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| .--- Net interest margin on average interest-earning assets ${ }^{6}$ | 2.48\% | 2.50\% | 2.51\% | 2.54\% | 2.53\% | 2.51\% | 2.56\% | 2.51\% | 2.52\% | 2.50\% | 2.54\% | 2.54\% | 2.54\% |
| Efficiency ratio | 50.3\% | 51.4\% | 50.1\% | 50.6\% | 51.8\% | 52.2\% | 50.6\% | 52.6\% | 52.7\% | 50.6\% | 51.5\% | 51.3\% | 51.3\% |
| Return on equity ${ }^{7}$ | 50.0\% | 51.9\% | 52.7\% | 54.7\% | 52.4\% | 56.0\% | 59.9\% | 58.7\% | 58.8\% | 51.5\% | 56.0\% | 55.6\% | 62.6\% |
| Net income attributable to equity shareholders | 666 | 652 | 684 | 672 | 630 | 584 | 644 | 595 | 581 | 2,002 | 1,858 | 2,530 | 2,459 |
| Charge for economic capital ${ }^{\dagger}$ | (129) | (122) | (127) | (146) | (144) | (127) | (130) | (122) | (123) | (378) | (401) | (547) | (485) |
| Economic profit ${ }^{\text {² }}$ | 537 | 530 | 557 | 526 | 486 | 457 | 514 | 473 | 458 | 1,624 | 1,457 | 1,983 | 1,974 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FirstLine mortgages (\$ millions - average) | 7,154 | 8,904 | 10,738 | 12,784 | 15,201 | 17,488 | 19,275 | 21,253 | 23,585 | 8,932 | 17,319 | 16,176 | 24,488 |
| Number of branches - Canada | 1,115 | 1,120 | 1,124 | 1,125 | 1,128 | 1,131 | 1,131 | 1,129 | 1,126 | 1,115 | 1,128 | 1,125 | 1,129 |
| Number of sales locations (President's Choice Financial) | 310 | 310 | 306 | 302 | 306 | 302 | 302 | 298 | 298 | 310 | 306 | 302 | 298 |
| Number of ABMs - Canada | 3,914 | 3,920 | 3,910 | 3,936 | 4,288 | 4,228 | 4,215 | 4,196 | 3,987 | 3,914 | 4,288 | 3,936 | 4,196 |
| Full-time equivalent employees | 20,414 | 20,833 | 21,160 | 21,532 | 21,573 | 21,257 | 21,667 | 21,862 | 22,395 | 20,414 | 21,573 | 21,532 | 21,862 |

1 Certain information has been reclassified to conform to the presentation adopted in the first quarter of 2016. See "External reporting changes" for additional details.
Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.
Loan amounts are stated before any related allowances.
Multi-family dwelling mortgages are included in business lending.
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
See Notes to users: Non-GAAP measures

## SEGMENTED INFORMATION - WEALTH MANAGEMENT ${ }^{1}$

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \end{array}$ | $\begin{gathered} 2015 \\ 12 \mathrm{M} \end{gathered}$ | $\begin{gathered} 2014 \\ 12 \mathrm{M} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail brokerage | 317 | 312 | 308 | 317 | 326 | 324 | 315 | 315 | 320 | 937 | 965 | 1,282 | 1,232 |
| Asset management | 196 | 179 | 181 | 178 | 180 | 177 | 172 | 164 | 151 | 556 | 529 | 707 | 601 |
| Private wealth management | 94 | 91 | 98 | 91 | 93 | 86 | 109 | 79 | 75 | 283 | 288 | 379 | 275 |
| Other | 428 | 1 | 14 | 21 | 29 | 27 | 23 | 26 | 22 | 443 | 79 | 100 | 92 |
| Total revenue | 1,035 | 583 | 601 | 607 | 628 | 614 | 619 | 584 | 568 | 2,219 | 1,861 | 2,468 | 2,200 |
| Provision for (reversal of) credit losses | - | - | - | - | - | (1) | - | - | - | - | (1) | (1) | - |
| Non-interest expenses | 438 | 432 | 439 | 447 | 443 | 447 | 447 | 427 | 409 | 1,309 | 1,337 | 1,784 | 1,582 |
| Income before income taxes | 597 | 151 | 162 | 160 | 185 | 168 | 172 | 157 | 159 | 910 | 525 | 685 | 618 |
| Income taxes | 91 | 38 | 43 | 38 | 45 | 40 | 44 | 38 | 38 | 172 | 129 | 167 | 148 |
| Net income | 506 | 113 | 119 | 122 | 140 | 128 | 128 | 119 | 121 | 738 | 396 | 518 | 470 |
| Net income attributable to: Non-controlling interests | - | - | - | - | - | - | - | - | - | - | - | - | 2 |
| Equity shareholders | 506 | 113 | 119 | 122 | 140 | 128 | 128 | 119 | 121 | 738 | 396 | 518 | 468 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 50 | 50 | 52 | 51 | 52 | 49 | 51 | 50 | 49 | 152 | 152 | 203 | 196 |
| Non-interest income | 1,105 | 646 | 666 | 672 | 694 | 679 | 677 | 641 | 624 | 2,417 | 2,050 | 2,722 | 2,408 |
| Intersegment revenue ${ }^{2}$ | (120) | (113) | (117) | (116) | (118) | (114) | (109) | (107) | (105) | (350) | (341) | (457) | (404) |
|  | 1,035 | 583 | 601 | 607 | 628 | 614 | 619 | 584 | 568 | 2,219 | 1,861 | 2,468 | 2,200 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances Loans | 2,105 | 2,054 | 2,158 | 2,134 | 2,154 | 2,062 | 2,007 | 1,952 | 1,867 | 2,106 | 2,075 | 2,089 | 1,865 |
| Deposits | 9,830 | 9,734 | 9,505 | 9,297 | 9,061 | 9,027 | 8,580 | 8,573 | 8,425 | 9,689 | 8,888 | 8,991 | 8,501 |
| Common equity ${ }^{3}$ | 1,498 | 2,452 | 2,435 | 2,385 | 2,304 | 2,276 | 2,190 | 2,125 | 2,070 | 2,126 | 2,256 | 2,289 | 2,052 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial measures Efficiency ratio | 42.4\% | 74.0\% | 73.0\% | 73.5\% | 70.6\% | 72.8\% | 72.2\% | 73.1\% | 71.9\% | 59.0\% | 71.9\% | 72.3\% | 71.9\% |
| Return on equity ${ }^{3}$ | 134.1\% | 18.6\% | 19.3\% | 20.2\% | 23.8\% | 22.9\% | 22.9\% | 21.8\% | 22.6\% | 46.2\% | 23.2\% | 22.4\% | 22.3\% |
| Net income attributable to equity shareholders | 506 | 113 | 119 | 122 | 140 | 128 | 128 | 119 | 121 | 738 | 396 | 518 | 468 |
| Charge for economic capital ${ }^{3}$ | (37) | (58) | (60) | (71) | (71) | (67) | (67) | (65) | (66) | (155) | (205) | (276) | (256) |
| Economic profit ${ }^{3}$ | 469 | 55 | 59 | 51 | 69 | 61 | 61 | 54 | 55 | 583 | 191 | 242 | 212 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individuals | 200,759 | 191,287 | 187,407 | 190,968 | 194,313 | 192,853 | 189,020 | 183,979 | 183,578 | 200,759 | 194,313 | 190,968 | 183,979 |
| Institutions | 30,125 | 29,449 | 29,535 | 29,621 | 29,346 | 29,159 | 29,655 | 27,660 | 26,701 | 30,125 | 29,346 | 29,621 | 27,660 |
| Canadian retail mutual funds | 89,602 | 85,154 | 83,388 | 84,187 | 85,986 | 83,986 | 81,251 | 76,984 | 76,438 | 89,602 | 85,986 | 84,187 | 76,984 |
|  | 320,486 | 305,890 | 300,330 | 304,776 | 309,645 | 305,998 | 299,926 | 288,623 | 286,717 | 320,486 | 309,645 | 304,776 | 288,623 |
| Assets under management ${ }^{4}$ Individuals | 60,880 | 55,718 | 56,896 | 57,039 | 57,353 | 53,095 | 51,975 | 47,725 | 45,605 | 60,880 | 57,353 | 57,039 | 47,725 |
| Institutions | 28,896 | 28,147 | 28,550 | 28,668 | 28,422 | 28,199 | 28,597 | 26,763 | 25,865 | 28,896 | 28,422 | 28,668 | 26,763 |
| Canadian retail mutual funds | 89,602 | 85,154 | 83,388 | 84,187 | 85,986 | 83,986 | 81,251 | 76,984 | 76,438 | 89,602 | 85,986 | 84,187 | 76,984 |
|  | 179,378 | 169,019 | 168,834 | 169,894 | 171,761 | 165,280 | 161,823 | 151,472 | 147,908 | 179,378 | 171,761 | 169,894 | 151,472 |
| Full-time equivalent employees | 4,232 | 4,354 | 4,388 | 4,350 | 4,343 | 4,256 | 4,234 | 4,169 | 4,176 | 4,232 | 4,343 | 4,350 | 4,169 |

1 Certain information has been reclassified to conform to the presentation adopted in the first quarter of 2016. See "External reporting changes" for additional details.
Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model
See Notes to users: Non-GAAP measures
AUM amounts are included in the amounts reported under AUA

## SEGMENTED INFORMATION - CAPITAL MARKETS

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \hline 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} 2014 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global markets | 415 | 469 | 391 | 271 | 363 | 359 | 360 | 142 | 264 | 1,275 | 1,082 | 1,353 | 991 |
| Corporate and investment banking | 364 | 296 | 286 | 302 | 324 | 315 | 332 | 311 | 395 | 946 | 971 | 1,273 | 1,294 |
| Other | 30 | (15) | 6 | (2) | 4 | (17) | 9 | 8 | 4 | 21 | (4) | (6) | 111 |
| Total revenue ${ }^{2}$ | 809 | 750 | 683 | 571 | 691 | 657 | 701 | 461 | 663 | 2,242 | 2,049 | 2,620 | 2,396 |
| Provision for credit losses | 47 | 81 | 25 | 22 | 10 | 8 | 14 | 14 | 6 | 153 | 32 | 54 | 43 |
| Non-interest expenses | 370 | 351 | 344 | 326 | 339 | 338 | 329 | 295 | 280 | 1,065 | 1,006 | 1,332 | 1,225 |
| Income before income taxes | 392 | 318 | 314 | 223 | 342 | 311 | 358 | 152 | 377 | 1,024 | 1,011 | 1,234 | 1,128 |
| Income taxes ${ }^{2}$ | 88 | 66 | 70 | 42 | 77 | 71 | 87 | 24 | 101 | 224 | 235 | 277 | 259 |
| Net income | 304 | 252 | 244 | 181 | 265 | 240 | 271 | 128 | 276 | 800 | 776 | 957 | 869 |
| Net income attributable to equity shareholders | 304 | 252 | 244 | 181 | 265 | 240 | 271 | 128 | 276 | 800 | 776 | 957 | 869 |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 549 | 523 | 537 | 460 | 496 | 449 | 465 | 368 | 395 | 1,609 | 1,410 | 1,870 | 1,540 |
| Non-interest income | 257 | 225 | 143 | 108 | 192 | 206 | 234 | 91 | 266 | 625 | 632 | 740 | 849 |
| Intersegment revenue ${ }^{3}$ | 3 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 8 | 7 | 10 | 7 |
|  | 809 | 750 | 683 | 571 | 691 | 657 | 701 | 461 | 663 | 2,242 | 2,049 | 2,620 | 2,396 |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and acceptances, net of allowance | 33,785 | 33,392 | 32,719 | 30,448 | 29,513 | 28,634 | 27,393 | 24,966 | 24,608 | 33,298 | 28,512 | 29,000 | 24,373 |
| Trading securities | 48,184 | 45,542 | 45,968 | 45,296 | 46,986 | 45,749 | 46,370 | 47,147 | 46,186 | 46,572 | 46,375 | 46,103 | 46,050 |
| Deposits | 23,301 | 20,456 | 19,092 | 18,187 | 16,133 | 14,240 | 14,303 | 14,265 | 13,188 | 20,953 | 14,899 | 15,728 | 12,352 |
| Common equity ${ }^{4}$ | 3,605 | 3,677 | 3,197 | 2,794 | 2,696 | 2,619 | 2,508 | 2,373 | 2,292 | 3,492 | 2,607 | 2,655 | 2,308 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio | 45.7\% | 46.9\% | 50.3\% | 57.1\% | 49.1\% | 51.4\% | 46.9\% | 64.1\% | 42.1\% | 47.5\% | 49.1\% | 50.8\% | 51.1\% |
| Return on equity ${ }^{4}$ | 33.4\% | 27.7\% | 30.2\% | 25.5\% | 38.8\% | 37.3\% | 42.5\% | 21.0\% | 47.3\% | 30.4\% | 39.5\% | 35.8\% | 37.1\% |
| Net income attributable to equity shareholders | 304 | 252 | 244 | 181 | 265 | 240 | 271 | 128 | 276 | 800 | 776 | 957 | 869 |
| Charge for economic capital ${ }^{4}$ | (88) | (89) | (78) | (84) | (81) | (78) | (77) | (73) | (72) | (255) | (236) | (320) | (288) |
| Economic profit ${ }^{4}$ | 216 | 163 | 166 | 97 | 184 | 162 | 194 | 55 | 204 | 545 | 540 | 637 | 581 |
| Other information <br> Full-time equivalent employees | 1,369 | 1,304 | 1,341 | 1,342 | 1,368 | 1,283 | 1,293 | 1,306 | 1,329 | 1,369 | 1,368 | 1,342 | 1,306 |

1 Certain information has been reclassified to conform to the presentation adopted in the first quarter of 2016. See "External reporting changes" for additional details.
2 Includes $\$ 142$ million (Q2/16: \$120 million) TEB adjustment. The equivalent amounts are offset in Corporate and Other.
3 Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.
4 See Notes to users: Non-GAAP measures

## SEGMENTED INFORMATION - CORPORATE AND OTHER ${ }^{1}$

(\$ millions)

| Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 176 | 175 | 195 | 180 | 174 | 163 | 161 | 150 | 150 |
| (109) | (27) | (82) | (51) | (91) | (69) | (105) | (17) | (41) |
| 67 | 148 | 113 | 129 | 83 | 94 | 56 | 133 | 109 |
| (1) | 44 | 74 | 13 | 14 | 11 | 10 | 9 | 12 |
| 289 | 354 | 284 | 510 | 301 | 261 | 364 | 291 | 293 |
| (221) | (250) | (245) | (394) | (232) | (178) | (318) | (167) | (196) |
| (186) | (174) | (180) | (197) | (175) | (137) | (198) | (136) | (139) |
| (35) | (76) | (65) | (197) | (57) | (41) | (120) | (31) | (57) |
| 6 | 5 | 5 | 2 | 5 | 4 | 3 | 2 | 3 |
| (41) | (81) | (70) | (199) | (62) | (45) | (123) | (33) | (60) |


| 2016 | 2015 | 2015 | 2014 |
| ---: | ---: | ---: | ---: |
| 9 M | 9 M | 12 M | 12 M |

## Financial results

Other
Total revenue ${ }^{2}$
Provision for credit losses
Non-interest expenses
Loss before income taxes Income taxes ${ }^{2}$
Net income (loss)
Non-controlling interests
Non-controlling intere

| (58) | (49) | $(17)$ | 4 | $(14)$ | $(4)$ | $(23)$ | 47 | 34 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 125 | 197 | 130 | 125 | 97 | 98 | 79 | 86 | 75 |
| 67 | 148 | 113 | 129 | 83 | 94 | 56 | 133 | 109 |


| 546 | 498 | 678 | 600 |
| :---: | :---: | :---: | :---: |
| (218) | (265) | (316) | (56) |
| 328 | 233 | 362 | 544 |
| 117 | 35 | 48 | 163 |
| 927 | 926 | 1,436 | 1,486 |
| (716) | (728) | $(1,122)$ | $(1,105)$ |
| (540) | (510) | (707) | (522) |
| (176) | (218) | (415) | (583) |
| 16 | 12 | 14 | (5) |
| (192) | (230) | (429) | (578) |

Total revenue
Net interest income (loss)
Non-interest income

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 6 , 7 2 5}$ | 16,565 | 19,306 | 15,840 | 16,269 | 13,168 | 14,643 | 13,292 | 14,270 |
| $\mathbf{1 , 6 4 7 , 6 0 5}$ | $1,549,187$ | $1,505,260$ | $1,516,932$ | $1,540,913$ | $1,568,910$ | $1,473,255$ | $1,391,785$ | $1,387,062$ |
| $\mathbf{1 , 6 6 4 , 3 3 0}$ | $1,565,752$ | $1,524,566$ | $1,532,772$ | $1,557,182$ | $1,582,078$ | $1,487,898$ | $1,405,077$ | $1,401,332$ |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{3 1 5}$ | 303 | 331 | 342 | 344 | 311 | 290 | 259 | 240 |
| $\mathbf{2 1 0}$ | 199 | 224 | 229 | 211 | 219 | 202 | 182 | 192 |
| $\mathbf{5 2 5}$ | 502 | 555 | 571 | 555 | 530 | 492 | 441 | 432 |
| $\mathbf{1 7 , 7 2 6}$ | 16,889 | 16,720 | 16,977 | 17,101 | 16,770 | 16,689 | 17,087 | 17,261 |


|  |  |  |  |
| :---: | :---: | :---: | :---: |
| $\mathbf{( 1 2 4 )}$ | $(41)$ | $(37)$ | 136 |
| $\mathbf{4 5 2}$ | 274 | 399 | 408 |
| $\mathbf{3 2 8}$ | 233 | 362 | 544 |

Other information
Assets under administration ${ }^{3}$
Individuals
Assets under management ${ }^{3}$
Individuals
Institutions
Anstitutions

Full-time equivalent employees
1 Certain information has been reclassified to conform to the presentation adopted in the first quarter of 2016. See "External reporting changes" for additional details.
TEB adjusted. See footnote 2 on page 11 for details.
AUM amounts are included in the amounts reported under AUA.
4 Includes the full contract amount noted in the table below relating to AUA or custody under a $50 / 50$ joint venture of CIBC and The Bank of New York Mellon.

Assets under administration (CIBC Mellon)

| Q3/16 | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ | $\mathrm{Q} 2 / 15$ | $\mathrm{Q} 1 / 15$ | $\mathrm{Q} 4 / 14$ | $\mathrm{Q} 3 / 14$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 , 5 9 8 , 8 1 7}$ | $1,502,285$ | $1,454,633$ | $1,465,674$ | $1,489,841$ | $1,518,996$ | $1,424,587$ | $1,347,161$ | $1,345,184$ |


| $\mathbf{2 0 1 6}$ | 2015 | 2015 | 2014 |
| ---: | ---: | ---: | ---: |
| 9 M | 9 M | 12 M | 12 M |
|  |  |  |  |
| $\mathbf{1 , 5 9 8 , 8 1 7}$ | $1,489,841$ | $1,465,674$ | $1,347,161$ |

## TRADING ACTIVITIES

(\$ millions)

## Trading revenue ${ }^{1}$

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

|  |  |  |  |  |  |  |  |  | 2016 | 2015 | 2015 | 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | 9M | 9M | 12M | 12M |

## Trading revenue by product line (TEB)

Interest rates

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{3 7 6}$ | 368 | 373 | 312 | 332 | 308 | 307 | 235 | 263 |
| $\mathbf{( 2 8 )}$ | 18 | $(46)$ | $(114)$ | $(10)$ | $(7)$ | $(8)$ | $(123)$ | $(42)$ |
| $\mathbf{3 4 8}$ | 386 | 327 | 198 | 322 | 301 | 299 | 112 | 221 |
| $\mathbf{1 4 2}$ | 120 | 115 | 92 | 130 | 112 | 148 | 85 | 102 |
| $\mathbf{2 0 6}$ | 266 | 212 | 106 | 192 | 189 | 151 | 27 | 119 |
| $\mathbf{5 . 0} \%$ | $7.3 \%$ | $5.9 \%$ | $3.0 \%$ | $5.4 \%$ | $5.6 \%$ | $4.4 \%$ | $0.8 \%$ | $3.5 \%$ |
| $\mathbf{8 . 4 \%}$ | $10.6 \%$ | $9.1 \%$ | $5.7 \%$ | $9.1 \%$ | $8.9 \%$ | $8.7 \%$ | $3.5 \%$ | $6.6 \%$ |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| $\mathbf{1 , 1 1 7}$ | 947 | 1,259 | 1,049 |
| $\mathbf{( 5 6 )}$ | $(25)$ | $(139)$ | $(176)$ |
| $\mathbf{1 , 0 6 1}$ | 922 | 1,120 | 873 |
| $\mathbf{3 7 7}$ | 390 | 482 | 421 |
| $\mathbf{6 8 4}$ | 532 | 638 | 452 |
| $\mathbf{6 . 0} \%$ | $5.1 \%$ | $4.6 \%$ | $3.4 \%$ |
| $\mathbf{9 . 3} \%$ | $8.9 \%$ | $8.1 \%$ | $6.5 \%$ |

Equities ${ }^{4}$
Commodities
Structured credit
Other
Total trading revenue (TEB)
TEB adjustment ${ }^{3}$
Total trading revenue

| 77 | 93 | 45 | (15) | 63 | 33 | 28 | (99) | 23 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 122 | 135 | 146 | 113 | 112 | 115 | 131 | 106 | 89 |
| 126 | 125 | 108 | 76 | 111 | 103 | 124 | 72 | 88 |
| 18 | 27 | 18 | 13 | 14 | 32 | 19 | 13 | 13 |
| 3 | 3 | 5 | 4 | 4 | - | (8) | 9 | (3) |
| 2 | 3 | 5 | 7 | 18 | 18 | 5 | 11 | 11 |
| 348 | 386 | 327 | 198 | 322 | 301 | 299 | 112 | 221 |
| 142 | 120 | 115 | 92 | 130 | 112 | 148 | 85 | 102 |
| 206 | 266 | 212 | 106 | 192 | 189 | 151 | 27 | 119 |


| 215 | 124 | 109 | (22) |
| :---: | :---: | :---: | :---: |
| 403 | 358 | 471 | 392 |
| 359 | 338 | 414 | 369 |
| 63 | 65 | 78 | 48 |
| 11 | (4) | - | 35 |
| 10 | 41 | 48 | 51 |
| 1,061 | 922 | 1,120 | 873 |
| 377 | 390 | 482 | 421 |
| 684 | 532 | 638 | 452 |

## Foreign exchange revenue

Foreign exchange trading revenue
Foreign exchange other than trading ${ }^{5}$

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 122 | 135 | 146 | 113 | 112 | 115 | 131 | 106 | 89 |
| 201 | 56 | 57 | 46 | 29 | 10 | 7 | - | 10 |
| $\mathbf{3 2 3}$ | 191 | 203 | 159 | 141 | 125 | 138 | 106 | 99 |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| 403 | 358 | 471 | 392 |
| $\mathbf{3 1 4}$ | 46 | 92 | 43 |
| 717 | 404 | 563 | 435 |

1 Trading revenue comprises net interest income and non-interest income. Net interest income arises from interest and dividends related to trading assets and liabilities other than derivatives, and is reported net of interest expense and income associated with funding these assets and liabilities. Non-interest income includes unrealized gains and losses on security positions held, and gains and losses that are realized from the purchase and sale of securities. Non-interest income also includes realized and unrealized gains and losses on trading derivatives. Trading revenue excludes underwriting fees and commissions on securities transactions, which are shown separately in the consolidated statement of income.
2 Trading activities and related risk management strategies can periodically shift income between net interest income and non-interest income. Therefore, we view total trading revenue as the most appropriate measure of trading performance.
3 Reported within Capital Markets. See "Strategic business units overview" section in our 2015 annual MD\&A for further details.
4 Includes $\$ 142$ million (Q2/16: \$120 million) TEB adjustment.
5 See footnote 2 on page 6 under Non-interest income.

## CONSOLIDATED BALANCE SHEET



| Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2,942 | 2,821 | 3,255 | 3,053 | 3,198 | 3,313 | 3,009 | 2,694 | 2,975 |
| 10,186 | 8,634 | 9,374 | 15,584 | 16,877 | 14,406 | 10,036 | 10,853 | 8,217 |
| 49,169 | 46,198 | 44,084 | 46,181 | 47,549 | 47,869 | 46,418 | 47,061 | 48,095 |
| 35,534 | 33,146 | 34,137 | 28,534 | 25,103 | 10,565 | 14,596 | 12,228 | 21,105 |
| 262 | 255 | 282 | 267 | 270 | 253 | 275 | 253 | 261 |
| 5,317 | 4,446 | 3,982 | 3,245 | 3,359 | 3,574 | 3,913 | 3,389 | 3,238 |
| 31,143 | 31,276 | 30,829 | 30,089 | 27,991 | 38,200 | 34,106 | 33,407 | 25,105 |
| 181,480 | 175,438 | 172,998 | 169,258 | 165,337 | 161,281 | 160,007 | 157,526 | 155,013 |
| 37,579 | 36,873 | 36,406 | 36,517 | 36,345 | 36,139 | 35,682 | 35,458 | 35,096 |
| 12,042 | 11,917 | 11,817 | 11,804 | 11,702 | 11,563 | 11,531 | 11,629 | 11,577 |
| 69,448 | 68,118 | 71,297 | 65,276 | 65,738 | 58,969 | 60,169 | 56,075 | 54,232 |
| $(1,780)$ | $(1,800)$ | $(1,790)$ | $(1,670)$ | $(1,711)$ | $(1,689)$ | $(1,727)$ | $(1,660)$ | $(1,703)$ |
| 28,553 | 28,740 | 31,939 | 26,342 | 30,030 | 26,746 | 39,124 | 20,680 | 18,227 |
| 13,504 | 13,215 | 10,573 | 9,796 | 8,091 | 10,280 | 9,304 | 9,212 | 8,274 |
| 1,859 | 1,832 | 1,930 | 1,897 | 1,867 | 1,821 | 1,874 | 1,797 | 1,728 |
| 1,525 | 1,504 | 1,564 | 1,526 | 1,526 | 1,484 | 1,511 | 1,450 | 1,435 |
| 1,340 | 1,289 | 1,266 | 1,197 | 1,135 | 1,069 | 1,035 | 967 | 918 |
| 725 | 1,723 | 1,839 | 1,847 | 1,827 | 1,699 | 1,927 | 1,923 | 1,842 |
| 789 | 739 | 713 | 507 | 585 | 641 | 761 | 506 | 505 |
| 12,873 | 11,780 | 12,537 | 12,059 | 11,023 | 11,020 | 11,672 | 9,455 | 9,282 |
| 494,490 | 478,144 | 479,032 | 463,309 | 457,842 | 439,203 | 445,223 | 414,903 | 405,422 |
|  |  |  |  |  |  |  |  |  |
| 145,731 | 142,853 | 142,583 | 137,378 | 135,733 | 134,319 | 134,882 | 130,085 | 129,198 |
| 187,736 | 177,287 | 183,423 | 178,850 | 174,987 | 158,927 | 155,861 | 148,793 | 142,245 |
| 16,541 | 11,424 | 12,638 | 10,785 | 10,892 | 9,556 | 9,118 | 7,732 | 7,700 |
| 39,565 | 37,146 | 38,590 | 39,644 | 38,913 | 38,386 | 40,014 | 38,783 | 43,171 |
| 9,433 | 9,625 | 9,590 | 9,806 | 11,397 | 10,558 | 10,486 | 12,999 | 12,803 |
| 2,730 | 2,314 | 2,340 | 1,429 | 1,567 | 1,776 | 1,205 | 903 | 1,359 |
| 10,638 | 14,419 | 6,544 | 8,914 | 8,102 | 10,311 | 7,413 | 9,862 | 9,437 |
| 30,225 | 32,744 | 35,702 | 29,057 | 31,883 | 30,468 | 39,903 | 21,841 | 17,957 |
| 13,504 | 13,272 | 10,579 | 9,796 | 8,091 | 10,280 | 9,304 | 9,212 | 8,274 |
| 24 | 27 | 28 | 28 | 28 | 29 | 29 | 29 | 29 |
| 12,242 | 11,907 | 11,665 | 12,195 | 11,342 | 10,844 | 12,665 | 10,903 | 10,550 |
| 3,400 | 3,354 | 3,385 | 3,874 | 3,844 | 3,868 | 4,864 | 4,978 | 4,187 |
| 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,031 | 1,031 | 1,281 |
| 7,806 | 7,792 | 7,786 | 7,813 | 7,800 | 7,803 | 7,793 | 7,782 | 7,758 |
| 73 | 74 | 75 | 76 | 79 | 77 | 77 | 75 | 78 |
| 13,145 | 12,197 | 11,785 | 11,433 | 11,119 | 10,590 | 10,121 | 9,626 | 9,258 |
| 509 | 522 | 1,124 | 1,038 | 871 | 233 | 274 | 105 | (18) |
| 22,533 | 21,585 | 21,770 | 21,360 | 20,869 | 19,703 | 19,296 | 18,619 | 18,357 |
| 188 | 187 | 195 | 193 | 194 | 178 | 183 | 164 | 155 |
| 22,721 | 21,772 | 21,965 | 21,553 | 21,063 | 19,881 | 19,479 | 18,783 | 18,512 |
| 494,490 | 478,144 | 479,032 | 463,309 | 457,842 | 439,203 | 445,223 | 414,903 | 405,422 |

CONDENSED AVERAGE BALANCE SHEET
(\$ millions)

| $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ | $\mathrm{Q} 2 / 15$ | $\mathrm{Q} 1 / 15$ | $\mathrm{Q} 4 / 14$ | $\mathrm{Q} 3 / 14$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| $2016$ | $2015$ | $2015$ | $2014$ |
| :---: | :---: | :---: | :---: |
| 32,767 | 22,959 | 25,842 | 15,484 |
| 81,224 | 64,060 | 66,373 | 70,165 |
| 38,783 | 39,312 | 37,768 | 30,374 |
| 301,863 | 275,996 | 279,049 | 259,826 |
| 48,271 | 45,793 | 46,292 | 35,632 |
| 502,908 | 448,120 | 455,324 | 411,481 |
| 394,317 | 347,232 | 354,322 | 322,506 |
| 26,874 | 25,069 | 24,657 | 26,432 |
| 56,344 | 51,501 | 51,810 | 39,512 |
| 3,069 | 4,582 | 4,400 | 4,224 |
| 22,111 | 19,556 | 19,951 | 18,636 |
| 193 | 180 | 184 | 171 |
| 502,908 | 448,120 | 455,324 | 411,481 |
| 439,145 | 388,820 | 395,616 | 362,997 |


| Assets |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and deposits with banks | 32,998 | 33,789 | 31,535 | 34,400 | 27,259 | 20,023 | 21,498 | 17,650 | 16,838 |
| Securities | 83,745 | 80,534 | 79,377 | 73,235 | 70,633 | 60,023 | 61,393 | 68,975 | 68,543 |
| Securities borrowed or purchased under resale agreements | 41,682 | 37,120 | 37,511 | 33,186 | 34,476 | 43,139 | 40,447 | 30,954 | 30,793 |
| Loans and acceptances, net of allowance | 307,689 | 300,979 | 296,902 | 288,110 | 280,994 | 275,595 | 271,386 | 264,877 | 260,284 |
| Other | 45,811 | 49,986 | 49,054 | 47,769 | 44,412 | 50,132 | 42,977 | 35,958 | 34,578 |
| Total assets | 511,925 | 502,408 | 494,379 | 476,700 | 457,774 | 448,912 | 437,701 | 418,414 | 411,036 |
| Liabilities and equity Deposits | 397,874 | 391,932 | 393,093 | 375,360 | 357,721 | 344,394 | 339,490 | 329,059 | 321,624 |
| Obligations related to securities lent or sold short or under repurchase agreements | 32,007 | 25,557 | 23,029 | 23,436 | 25,484 | 23,919 | 25,767 | 27,046 | 27,278 |
| Other | 56,271 | 59,475 | 53,354 | 52,726 | 50,794 | 55,804 | 48,043 | 39,092 | 39,181 |
| Subordinated indebtedness | 3,385 | 3,361 | 2,467 | 3,860 | 3,854 | 4,979 | 4,925 | 4,253 | 4,213 |
| Shareholders' equity | 22,198 | 21,899 | 22,233 | 21,122 | 19,733 | 19,636 | 19,303 | 18,806 | 18,586 |
| Non-controlling interests | 190 | 184 | 203 | 196 | 188 | 180 | 173 | 158 | 154 |
| Total liabilities and equity | 511,925 | 502,408 | 494,379 | 476,700 | 457,774 | 448,912 | 437,701 | 418,414 | 411,036 |
| Average interest-earning assets ${ }^{1}$ | 448,834 | 437,179 | 431,380 | 415,783 | 399,444 | 385,938 | 380,984 | 370,020 | 363,422 |

## GOODWILL, SOFTWARE AND OTHER INTANGIBLE ASSETS

(\$ millions)

## Goodwill

| Opening balance | 1,504 | 1,564 | 1,526 | 1,526 | 1,484 | 1,511 | 1,450 | 1,435 | 1,438 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisitions |  |  |  | - |  |  |  |  |  |
| Impairment | - |  | - | - | - |  | - |  |  |
| Adjustments ${ }^{1}$ | 21 | (60) | 38 | - | 42 | (27) | 61 | 15 | (3) |
| Closing balance | 1,525 | 1,504 | 1,564 | 1,526 | 1,526 | 1,484 | 1,511 | 1,450 | 1,435 |

## Software

Opening balance
Changes, net of amortization and impairment ${ }^{1}$
Closing balance
Other intangible assets
Opening balance
Amortization and impairment
Impairment
Adjustments ${ }^{1}$
Closing balance
Software and other intangible assets

| 953 | 900 | 838 | 768 | 711 | 658 | 618 | 568 | 535 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 51 | 53 | 62 | 70 | 57 | 53 | 40 | 50 | 33 |
| 1,004 | 953 | 900 | 838 | 768 | 711 | 658 | 618 | 568 |
| 336 | 366 | 359 | 367 | 358 | 377 | 349 | 350 | 362 |
| - | - | - | - | - | - | 11 | - | - |
| (7) | (7) | (8) | (8) | (8) | (8) | (8) | (7) | (7) |
| - | - | - | - | - | - | - | - | - |
| 7 | (23) | 15 | - | 17 | (11) | 25 | 6 | (5) |
| 336 | 336 | 366 | 359 | 367 | 358 | 377 | 349 | 350 |
| 1,340 | 1,289 | 1,266 | 1,197 | 1,135 | 1,069 | 1,035 | 967 | 918 |

1 Includes foreign currency translation adjustments.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Net income
OCI, net of income tax, that is subject to subsequent reclassification to net income
Net foreign currency translation adjustments
Net gains (losses) on investments in foreign operations
Net (gains) losses on investments in foreign operations reclassified to net income
Net gains (losses) on hedges of investments in foreign operations
Net (gains) losses on hedges of investments in foreign operations reclassified to net income
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
OCI, net of income tax, that is not subject to subsequent reclassification to net income Net gains (losses) on post-employment defined benefit plans
Net fair value change of FVO liabilities attributable to changes in credit risk

## -tal

Comprehensive income
Comprehensive income (loss) attributable to non-controlling interests
Preferred shareholders
ommon shareholders
Comprehensive income attributable to equity shareholders

| 1,441 | 941 | 982 | 778 | 978 | 911 | 923 | 811 | 921 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 327 | $(1,188)$ | 742 | 2 | 817 | (514) | 1,140 | 296 | (48) |
| (254) | (18) |  | - | - | (21) | - | - | - |
| (100) | 566 | (340) | (2) | (413) | 258 | (563) | (165) | 26 |
| 113 | 8 | - | - | - | 18 | - | - | - |
| 86 | (632) | 402 | - | 404 | (259) | 577 | 131 | (22) |
| 73 | 54 | (16) | (71) | 22 | (25) | 7 | 36 | 47 |
| (33) | (14) | (6) | (15) | (13) | (27) | (42) | (37) | (15) |
| 40 | 40 | (22) | (86) | 9 | (52) | (35) | (1) | 32 |
| 1 | 44 | (40) | 35 | (14) | 49 | (77) | 13 | 20 |
| 7 | (41) | 33 | (29) | 16 | (34) | 50 | (13) | (21) |
| 8 | 3 | (7) | 6 | 2 | 15 | (27) | - | (1) |
| (148) | (11) | (286) | 240 | 221 | 257 | (344) | (7) | (87) |
| 1 | (2) | (1) | 7 | 2 | (2) | (2) | - | - |
| (13) | (602) | 86 | 167 | 638 | (41) | 169 | 123 | (78) |
| 1,428 | 339 | 1,068 | 945 | 1,616 | 870 | 1,092 | 934 | 843 |
| 6 | 5 | 5 | 2 | 5 | 4 | 3 | 2 | 3 |
| 9 | 10 | 9 | 9 | 11 | 12 | 13 | 18 | 19 |
| 1,413 | 324 | 1,054 | 934 | 1,600 | 854 | 1,076 | 914 | 821 |
| 1,422 | 334 | 1,063 | 943 | 1,611 | 866 | 1,089 | 932 | 840 |


| 3,364 | 2,812 | 3,590 | 3,215 |
| :---: | :---: | :---: | :---: |
| (119) | 1,443 | 1,445 | 694 |
| (272) | (21) | (21) | - |
| 126 | (718) | (720) | (425) |
| 121 | 18 | 18 | - |
| (144) | 722 | 722 | 269 |
| 111 | 4 | (67) | 152 |
| (53) | (82) | (97) | (146) |
| 58 | (78) | (164) | 6 |
| 5 | (42) | (7) | 94 |
| (1) | 32 | 3 | (81) |
| 4 | (10) | (4) | 13 |
| (445) | 134 | 374 | (143) |
| (2) | (2) | 5 | - |
| (529) | 766 | 933 | 145 |
| 2,835 | 3,578 | 4,523 | 3,360 |
| 16 | 12 | 14 | (3) |
| 28 | 36 | 45 | 87 |
| 2,791 | 3,530 | 4,464 | 3,276 |
| 2,819 | 3,566 | 4,509 | 3,363 |

## INCOME TAX ALLOCATED TO EACH COMPONENT OF OCI

(\$ millions)

| $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ | $\mathrm{Q} 2 / 15$ | $\mathrm{Q} 1 / 15$ | $\mathrm{Q} 4 / 14$ | $\mathrm{Q} 3 / 14$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Income tax (expense) benefit
Subject to subsequent reclassification to net income

## et foreign currency translation adjustment

Net gains (losses) on investments in foreign operations
Net (gains) losses on investments in foreign operations reclassified to net income
Net gains (losses) on hedges of investments in foreign operations
Net (gains) losses on hedges of investments in foreign operations reclassified to net income

## 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
Not subject to subsequent reclassification to net income
Net gains (losses) on post-employment defined benefit plans
Net fair value change of FVO liabilities attributable to changes in credit risk

| (34) | 97 | (61) | - | (65) | 42 | (95) | (23) | 3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 37 | - | - | - |  | 3 | - |  | - |
| 60 | (86) | 85 | 1 | 51 | (30) | 69 | 29 | (4) |
| (23) | (3) | - | - | - | (6) | - | - | - |
| 40 | 8 | 24 | 1 | (14) | 9 | (26) | 6 | (1) |
| (16) | (10) | 8 | 18 | (8) | 9 | 23 | 3 | (37) |
| 13 | (1) | 2 | 5 | 11 | 9 | 23 | 9 | 9 |
| (3) | (11) | 10 | 23 | 3 | 18 | 46 | 12 | (28) |
| (1) | (15) | 14 | (13) | 5 | (18) | 28 | (5) | (7) |
| (2) | 14 | (11) | 10 | (6) | 12 | (18) | 5 | 7 |
| (3) | (1) | 3 | (3) | (1) | (6) | 10 | - | - |
| 54 | 4 | 104 | (79) | (80) | (92) | 122 | 5 | 32 |
| - | 1 | - | (2) | (1) | 1 | 1 | - | - |
| 88 | 1 | 141 | (60) | (93) | (70) | 153 | 23 | 3 |



1 Includes $\$ 9$ million of gains ( $\mathrm{Q} 2 / 16$ : $\$ 1$ million of losses) relating to our investments in equity-accounted associates and joint ventures.

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2014 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,031 | 1,031 | 1,281 | 1,381 | 1,000 | 1,031 | 1,031 | 1,706 |
| - | - | - |  |  | 300 | 300 |  | 400 |  | 600 | 600 | 400 |
| - | - | - | - | - | (331) | (300) | (250) | (500) | - | (631) | (631) | $(1,075)$ |
| 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,031 | 1,031 | 1,281 | 1,000 | 1,000 | 1,000 | 1,031 |
| 7,792 | 7,786 | 7,813 | 7,800 | 7,803 | 7,793 | 7,782 | 7,758 | 7,745 | 7,813 | 7,782 | 7,782 | 7,753 |
| 23 | 18 | 20 | 8 | 2 | 7 | 13 | 27 | 33 | 61 | 22 | 30 | 96 |
| - | (15) | (46) | (2) | - |  |  | (5) | (15) | (61) |  | (2) | (65) |
| (9) | 3 | (1) | 7 | (5) | 3 | (2) | 2 | (5) | (7) | (4) | 3 | (2) |
| 7,806 | 7,792 | 7,786 | 7,813 | 7,800 | 7,803 | 7,793 | 7,782 | 7,758 | 7,806 | 7,800 | 7,813 | 7,782 |
| 74 | 75 | 76 | 79 | 77 | 77 | 75 | 78 | 82 | 76 | 75 | 75 | 82 |
| 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 3 | 4 | 5 | 7 |
| (2) | (2) | (3) | (1) | - | (1) | (2) | (4) | (5) | (7) | (3) | (4) | (14) |
| - |  | 1 | (3) |  |  | 3 |  |  | 1 | 3 | - |  |
| 73 | 74 | 75 | 76 | 79 | 77 | 77 | 75 | 78 | 73 | 79 | 76 | 75 |
| 12,197 | 11,785 | 11,433 | 11,119 | 10,590 | 10,121 | 9,626 | 9,258 | 8,820 | 11,433 | 9,626 | 9,626 | 8,318 |
| 1,435 | 936 | 977 | 776 | 973 | 907 | 920 | 809 | 918 | 3,348 | 2,800 | 3,576 | 3,218 |
| (9) | (10) | (9) | (9) | (11) | (12) | (13) | (18) | (19) | (28) | (36) | (45) | (87) |
| (478) | (466) | (457) | (445) | (433) | (421) | (409) | (398) | (397) | $(1,401)$ | $(1,263)$ | (1,708) | (1,567) |
| - | (50) | (159) | (9) | - | - | - | (24) | (59) | (209) | -- | (9) | (250) |
| - | 2 | - | 1 | - | (5) | (3) | (1) | (5) | 2 | (8) | (7) | (6) |
| 13,145 | 12,197 | 11,785 | 11,433 | 11,119 | 10,590 | 10,121 | 9,626 | 9,258 | 13,145 | 11,119 | 11,433 | 9,626 |
| 805 | 1,437 | 1,035 | 1,035 | 631 | 890 | 313 | 182 | 204 | 1,035 | 313 | 313 | 44 |
| 86 | (632) | 402 |  | 404 | (259) | 577 | 131 | (22) | (144) | 722 | 722 | 269 |
| 891 | 805 | 1,437 | 1,035 | 1,035 | 631 | 890 | 313 | 182 | 891 | 1,035 | 1,035 | 313 |
| 112 | 72 | 94 | 180 | 171 | 223 | 258 | 259 | 227 | 94 | 258 | 258 | 252 |
| 40 | 40 | (22) | (86) | 9 | (52) | (35) | (1) | 32 | 58 | (78) | (164) | 6 |
| 152 | 112 | 72 | 94 | 180 | 171 | 223 | 258 | 259 | 152 | 180 | 94 | 258 |
| 18 | 15 | 22 | 16 | 14 | (1) | 26 | 26 | 27 | 22 | 26 | 26 | 13 |
| 8 | 3 | (7) | 6 | 2 | 15 | (27) | - | (1) | 4 | (10) | (4) | 13 |
| 26 | 18 | 15 | 22 | 16 | 14 | (1) | 26 | 26 | 26 | 16 | 22 | 26 |
| (415) | (404) | (118) | (358) | (579) | (836) | (492) | (485) | (398) | (118) | (492) | (492) | (349) |
| (148) | (11) | (286) | 240 | 221 | 257 | (344) | (7) | (87) | (445) | 134 | 374 | (143) |
| (563) | (415) | (404) | (118) | (358) | (579) | (836) | (492) | (485) | (563) | (358) | (118) | (492) |
| 2 | 4 | 5 | (2) | (4) | (2) | - | - | - | 5 | - | - | - |
| 1 | (2) | (1) | 7 | 2 | (2) | (2) |  | - | (2) | (2) | 5 | - |
| 3 | 2 | 4 | 5 | (2) | (4) | (2) | - | - | 3 | (2) | 5 | - |
| 509 | 522 | 1,124 | 1,038 | 871 | 233 | 274 | 105 | (18) | 509 | 871 | 1,038 | 105 |
| 187 | 195 | 193 | 194 | 178 | 183 | 164 | 155 | 156 | 193 | 164 | 164 | 175 |
| 6 | 5 | 5 | 2 | 5 | 4 | 3 | 2 | 3 | 16 | 12 | 14 | (3) |
| (4) | - | (15) | - | (3) | - | (2) | - | (2) | (19) | (5) | (5) | (4) |
| (1) | (13) | 12 | (3) | 14 | (9) | 18 | 7 | (2) | (2) | 23 | 20 | (4) |
| 188 | 187 | 195 | 193 | 194 | 178 | 183 | 164 | 155 | 188 | 194 | 193 | 164 |
| 22,721 | 21,772 | 21,965 | 21,553 | 21,063 | 19,881 | 19,479 | 18,783 | 18,512 | 22,721 | 21,063 | 21,553 | 18,783 |

ASSETS UNDER ADMINISTRATION ${ }^{1,2,3}$

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets under administration |  |  |  |  |  |  |  |  |  |
| Individuals | 218,675 | 208,936 | 207,748 | 208,322 | 211,830 | 207,715 | 205,127 | 199,404 | 199,924 |
| Institutions | 1,685,463 | 1,584,200 | 1,541,935 | 1,553,633 | 1,574,059 | 1,603,014 | 1,508,208 | 1,426,972 | 1,423,165 |
| Canadian retail mutual funds | 89,602 | 85,154 | 83,388 | 84,187 | 85,986 | 83,986 | 81,251 | 76,984 | 76,438 |
| Total assets under administration | 1,993,740 | 1,878,290 | 1,833,071 | 1,846,142 | 1,871,875 | 1,894,715 | 1,794,586 | 1,703,360 | 1,699,527 |


| ASSETS UNDER MANAGEMENT ${ }^{3}$ |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| Assets under management |  |  |  |  |  |  |  |  |  |
| Individuals | 61,195 | 56,021 | 57,227 | 57,381 | 57,697 | 53,406 | 52,265 | 47,984 | 45,845 |
| Institutions | 29,106 | 28,346 | 28,774 | 28,897 | 28,633 | 28,418 | 28,799 | 26,945 | 26,057 |
| Canadian retail mutual funds | 89,602 | 85,154 | 83,388 | 84,187 | 85,986 | 83,986 | 81,251 | 76,984 | 76,438 |
| Total assets under management | 179,903 | 169,521 | 169,389 | 170,465 | 172,316 | 165,810 | 162,315 | 151,913 | 148,340 |

 A
2 Includes the full contract amount of AUA or custody under a $50 / 50$ joint venture between CIBC and The Bank of New York Mellon.
 the clients.

LOANS AND ACCEPTANCES, NET OF ALLOWANCE FOR CREDIT LOSSES
(\$ millions)
Business, government and consumer loans
Canada
C

## GROSS IMPAIRED LOANS

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GIL by portfolio: |  |  |  |  |  |  |  |  |  |
| Consumer ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 513 | 538 | 587 | 573 | 603 | 567 | 587 | 534 | 518 |
| Personal | 190 | 197 | 202 | 187 | 189 | 197 | 216 | 200 | 216 |
| Total GIL - consumer | 703 | 735 | 789 | 760 | 792 | 764 | 803 | 734 | 734 |
| Business and government |  |  |  |  |  |  |  |  |  |
| Non-residential mortgages | 22 | 28 | 39 | 38 | 62 | 63 | 72 | 64 | 84 |
| Financial institutions | 8 | 5 | 5 | 5 | 5 | 6 | 6 | 6 | 6 |
| Retail and wholesale | 22 | 25 | 33 | 33 | 41 | 40 | 44 | 37 | 48 |
| Business services | 102 | 100 | 141 | 134 | 151 | 160 | 180 | 162 | 210 |
| Manufacturing - capital goods | 252 | 45 | 50 | 46 | 46 | 43 | 46 | 42 | 44 |
| Manufacturing - consumer goods | 10 | 11 | 12 | 9 | 10 | 8 | 7 | 6 | 9 |
| Real estate and construction | 190 | 203 | 260 | 242 | 296 | 324 | 344 | 329 | 293 |
| Agriculture | 5 | 7 | 4 | 4 | 4 | 6 | 7 | 8 | 7 |
| Oil and gas | 409 | 708 | 128 | 125 | 34 | 25 | - | - | - |
| Mining | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 2 | 2 |
| Forest products | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 12 |
| Hardware and software | 3 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 |
| Telecommunications and cable | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 3 |
| Publishing, printing and broadcasting | - | - | - | - | - | - | 5 | 5 | 5 |
| Transportation | 3 | 3 | 4 | 3 | 4 | 3 | 12 | 9 | 9 |
| Utilities | - | 1 | 1 | 11 | 25 | 23 | 24 | 21 | 21 |
| Education, health and social services | 5 | 5 | 5 | 3 | 3 | 3 | 3 | 2 | 3 |
| Total GIL - business and government | 1,035 | 1,146 | 688 | 659 | 687 | 711 | 758 | 700 | 758 |
| Total GIL | 1,738 | 1,881 | 1,477 | 1,419 | 1,479 | 1,475 | 1,561 | 1,434 | 1,492 |
| GIL by geography: |  |  |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |  |  |
| Canada | 353 | 373 | 342 | 333 | 337 | 338 | 339 | 336 | 348 |
| United States | - | - | - | - | - | - | - | 1 | 1 |
| Other countries | 350 | 362 | 447 | 427 | 455 | 426 | 464 | 397 | 385 |
|  | 703 | 735 | 789 | 760 | 792 | 764 | 803 | 734 | 734 |
| Business and government |  |  |  |  |  |  |  |  |  |
| United States | 303 | 547 | 136 | 105 | 153 | 141 | 151 | 155 | 152 |
| Other countries | 476 | 294 | 398 | 374 | 434 | 477 | 541 | 482 | 518 |
|  | 1,035 | 1,146 | 688 | 659 | 687 | 711 | 758 | 700 | 758 |
| Total GIL | 1,738 | 1,881 | 1,477 | 1,419 | 1,479 | 1,475 | 1,561 | 1,434 | 1,492 |

1 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.

## ALLOWANCE FOR CREDIT LOSSES

|  | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 174 | 179 | 202 | 188 | 195 | 181 | 194 | 168 | 164 |
|  | 146 | 145 | 147 | 145 | 146 | 142 | 148 | 139 | 148 |
|  | 320 | 324 | 349 | 333 | 341 | 323 | 342 | 307 | 312 |
|  | 14 | 14 | 19 | 18 | 31 | 31 | 36 | 32 | 46 |
|  | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
|  | 17 | 17 | 17 | 17 | 21 | 20 | 21 | 18 | 26 |
|  | 54 | 54 | 70 | 67 | 67 | 78 | 82 | 69 | 99 |
|  | 84 | 43 | 47 | 43 | 43 | 40 | 41 | 40 | 40 |
|  | 9 | 9 | 9 | 6 | 6 | 4 | 4 | 5 | 7 |
|  | 80 | 82 | 108 | 102 | 136 | 154 | 160 | 145 | 110 |
|  | 2 | 2 | 3 | 3 | 1 | 3 | 4 | 4 | 4 |
|  | 78 | 140 | 63 | 38 | 11 | 10 | - | - | - |
|  | - | - | 1 | 1 | 1 | 1 | 1 | 1 | - |
|  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 8 |
|  | 3 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
|  | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 |
|  | - | - | - | - | - | - | - | - | - |
|  | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 1 | 3 |
|  | - | 1 | 1 | 7 | 20 | 15 | 15 | 14 | 9 |
|  | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 1 | 3 |
| oans | 349 | 371 | 349 | 313 | 350 | 369 | 377 | 337 | 361 |
|  | 669 | 695 | 698 | 646 | 691 | 692 | 719 | 644 | 673 |
|  | 767 | 758 | 747 | 709 | 697 | 693 | 718 | 748 | 774 |
|  | 344 | 347 | 345 | 315 | 323 | 304 | 290 | 268 | 256 |
|  | 1,111 | 1,105 | 1,092 | 1,024 | 1,020 | 997 | 1,008 | 1,016 | 1,030 |
|  | 116 | 118 | 104 | 92 | 90 | 90 | 90 | 76 | 66 |
|  | 1,896 | 1,918 | 1,894 | 1,762 | 1,801 | 1,779 | 1,817 | 1,736 | 1,769 |

## Allowance for credit losses by portfolio:

Consume
Residential mortgages
Personal
Total allowance for credit losses - impaired consumer loans
Business and government
Non-residential mortgage
Financial institutions
Retail and wholesale
Business services
Manufacturing - capital goods
Manufacturing - consumer goods
Real estate and construction
Agriculture

- Oil and gas

Mining
Forest products
Hardware and software

- Telecommunications and cable

Publishing, printing and broadcasting
Transportation
Utilities
Education, health and social services
Total allowance for credit losses - impaired business and government loans
Total allowance for credit losses - impaired loans

## Collective allowance for credit losses - incurred but not yet identified

Consumer loans
Business and government loans
Total allowance for credit losses - incurred but not yet identified

## Undrawn credit facilities

Collective allowance for credit losses - undrawn credit facilities Total allowance for credit losses

1 Included in Other liabilities on the consolidated balance sheet.

## ALLOWANCE FOR CREDIT LOSSES

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total individually assessed allowance for credit losses |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| By geography: |  |  |  |  |  |  |  |  |  |
| Consumer loans |  |  |  |  |  |  |  |  |  |
| Canada | 8 | 8 | 8 | 8 | 8 | 8 | 9 | 9 | 9 |
| United States | - | - | - | - | - | - | - | 1 | 1 |
|  | 8 | 8 | 8 | 8 | 8 | 8 | 9 | 10 | 10 |
| Business and government loans |  |  |  |  |  |  |  |  |  |
| Canada | 115 | 121 | 96 | 67 | 47 | 46 | 32 | 29 | 49 |
| United States | 29 | 81 | 29 | 33 | 69 | 56 | 59 | 60 | 45 |
| Other countries | 197 | 160 | 216 | 203 | 224 | 256 | 276 | 239 | 257 |
|  | 341 | 362 | 341 | 303 | 340 | 358 | 367 | 328 | 351 |
|  | 349 | 370 | 349 | 311 | 348 | 366 | 376 | 338 | 361 |
| Total individually assessed allowance for credit losses By portfolio: |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  | 8 | 8 | 8 | 8 | 8 | 8 | 9 | 10 | 10 |
| Business and government loans | 341 | 362 | 341 | 303 | 340 | 358 | 367 | 328 | 351 |
|  | 349 | 370 | 349 | 311 | 348 | 366 | 376 | 338 | 361 |
|  |  |  |  |  |  |  |  |  |  |
| Total collectively assessed allowance for credit losses |  |  |  |  |  |  |  |  |  |
| By geography: |  |  |  |  |  |  |  |  |  |
| Consumer loans |  |  |  |  |  |  |  |  |  |
| Canada | 850 | 844 | 822 | 788 | 778 | 779 | 804 | 829 | 863 |
| Other countries | 229 | 230 | 266 | 246 | 252 | 229 | 247 | 216 | 213 |
|  | 1,079 | 1,074 | 1,088 | 1,034 | 1,030 | 1,008 | 1,051 | 1,045 | 1,076 |
|  |  |  |  |  |  |  |  |  |  |
| Canada | 221 | 228 | 230 | 218 | 234 | 220 | 209 | 192 | 187 |
| United States | 67 | 71 | 62 | 50 | 41 | 41 | 39 | 43 | 37 |
| Other countries | 64 | 57 | 61 | 57 | 58 | 54 | 52 | 42 | 42 |
|  | 352 | 356 | 353 | 325 | 333 | 315 | 300 | 277 | 266 |
|  | 1,431 | 1,430 | 1,441 | 1,359 | 1,363 | 1,323 | 1,351 | 1,322 | 1,342 |
| Total collectively assessed allowance for credit losses By portfolio: |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Consumer loans | 1,079 | 1,074 | 1,088 | 1,034 | 1,030 | 1,008 | 1,051 | 1,045 | 1,076 |
| Business and government loans | 352 | 356 | 353 | 325 | 333 | 315 | 300 | 277 | 266 |
|  | 1,431 | 1,430 | 1,441 | 1,359 | 1,363 | 1,323 | 1,351 | 1,322 | 1,342 |
| Undrawn credit facilities ${ }^{1}$ | 116 | 118 | 104 | 92 | 90 | 90 | 90 | 76 | 66 |
|  | 1,547 | 1,548 | 1,545 | 1,451 | 1,453 | 1,413 | 1,441 | 1,398 | 1,408 |

1 Included in Other liabilities on the consolidated balance sheet.

## NET IMPAIRED LOANS

| $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ | $\mathrm{Q} 2 / 15$ | $\mathrm{Q} 1 / 15$ | $\mathrm{Q} 4 / 14$ | $\mathrm{Q} 3 / 14$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Net impaired loans by portfolio: Consumer | 339 | 359 | 385 | 385 | 408 | 386 | 393 | 366 | 354 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgages |  |  |  |  |  |  |  |  |  |
| Personal | 44 | 52 | 55 | 42 | 43 | 55 | 68 | 61 | 68 |
| Total net impaired loans - consumer | 383 | 411 | 440 | 427 | 451 | 441 | 461 | 427 | 422 |
| Business and government |  |  |  |  |  |  |  |  |  |
| Non-residential mortgages | 8 | 14 | 20 | 20 | 31 | 32 | 36 | 32 | 38 |
| Financial institutions | 6 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 |
| Retail and wholesale | 5 | 8 | 16 | 16 | 20 | 20 | 23 | 19 | 22 |
| Business services | 48 | 46 | 71 | 67 | 84 | 82 | 98 | 93 | 111 |
| Manufacturing - capital goods | 168 | 2 | 3 | 3 | 3 | 3 | 5 | 2 | 4 |
| Manufacturing - consumer goods | 1 | 2 | 3 | 3 | 4 | 4 | 3 | 1 | 2 |
| Real estate and construction | 110 | 121 | 152 | 140 | 160 | 170 | 184 | 184 | 183 |
| Agriculture | 3 | 5 | 1 | 1 | 3 | 3 | 3 | 4 | 3 |
| Oil and gas | 331 | 568 | 65 | 87 | 23 | 15 | - | - | - |
| Mining | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 2 |
| Forest products | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 4 |
| Hardware and software | - | - | - | - | - | - | - | - | 1 |
| Telecommunications and cable | - | - | - | - | - | - | - | 1 | 1 |
| Publishing, printing and broadcasting | - | - |  | - | - |  | 5 | 5 | 5 |
| Transportation | 1 | 1 | 1 | - | 1 | - | 9 | 8 | 6 |
| Utilities | - | - | - | 4 | 5 | 8 | 9 | 7 | 12 |
| Education, health and social services | 3 | 3 | 3 | 1 | - | - | - | 1 | - |
| Total net impaired loans - business and government | 686 | 775 | 339 | 346 | 337 | 342 | 381 | 363 | 397 |
| Total net impaired loans | 1,069 | 1,186 | 779 | 773 | 788 | 783 | 842 | 790 | 819 |
| Net impaired loans by geography: Consumer |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 230 | 250 | 223 | 213 | 216 | 214 | 212 | 218 | 221 |
| Other countries | 153 | 161 | 217 | 214 | 235 | 227 | 249 | 209 | 201 |
|  |  |  |  |  |  |  |  |  |  |
| Business and government Canada | 133 | 175 | 50 | 103 | 43 | 36 | 24 | 25 | 29 |
| United States | 274 | 466 | 107 | 72 | 84 | 85 | 92 | 95 | 107 |
| Other countries | 279 | 134 | 182 | 171 | 210 | 221 | 265 | 243 | 261 |
|  | 686 | 775 | 339 | 346 | 337 | 342 | 381 | 363 | 397 |
| Total net impaired loans | 1,069 | 1,186 | 779 | 773 | 788 | 783 | 842 | 790 | 819 |

1 Net impaired loans is calculated by deducting the individual allowance and the portion of collective allowance relating to impaired loans, which are generally loans that are past 90 days in arrears, from GIL

## CHANGES IN GROSS IMPAIRED LOANS

| (\$ millions) | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GIL at beginning of period |  |  |  |  |  |  |  |  |  |
| Consumer | 735 | 789 | 760 | 792 | 764 | 803 | 734 | 734 | 731 |
| Business and government | 1,146 | 688 | 659 | 687 | 711 | 758 | 700 | 758 | 790 |
| Classified as impaired during the period Consumer ${ }^{1}$ | 1,881 | 1,477 | 1,419 | 1,479 | 1,475 | 1,561 | 1,434 | 1,492 | 1,521 |
|  | 291 | 334 | 271 | 275 | 293 | 298 | 288 | 299 | 308 |
| Business and government | 283 | 691 | 58 | 106 | 24 | 40 | 37 | 25 | 53 |
| Transferred to not impaired during the year Consumer | 574 | 1,025 | 329 | 381 | 317 | 338 | 325 | 324 | 361 |
|  | (40) | (35) | (22) | (29) | (30) | (25) | (21) | (19) | (33) |
| Business and government | (3) | (9) | (4) | (7) | (4) | (4) | (2) | (3) | (2) |
| Net repayments ${ }^{2}$ Consumer | (43) | (44) | (26) | (36) | (34) | (29) | (23) | (22) | (35) |
|  | (61) | (83) | (52) | (74) | (61) | (65) | (54) | (68) | (60) |
| Business and government | (327) | (144) | (46) | (56) | (30) | (33) | (22) | (38) | (41) |
| Amounts written-off Consumer ${ }^{1}$ | (388) | (227) | (98) | (130) | (91) | (98) | (76) | (106) | (101) |
|  | (235) | (229) | (197) | (204) | (208) | (225) | (193) | (224) | (210) |
| Business and government | (86) | (37) | (12) | (71) | (59) | (16) | (28) | (61) | (38) |
| Foreign exchange and other Consumer | (321) | (266) | (209) | (275) | (267) | (241) | (221) | (285) | (248) |
|  | 13 | (41) | 29 | - | 34 | (22) | 49 | 12 | (2) |
| Business and government | 22 | (43) | 33 | - | 45 | (34) | 73 | 19 | (4) |
| GIL at end of period Consumer | 35 | (84) | 62 | - | 79 | (56) | 122 | 31 | (6) |
|  | 703 | 735 | 789 | 760 | 792 | 764 | 803 | 734 | 734 |
| Business and government | 1,035 | 1,146 | 688 | 659 | 687 | 711 | 758 | 700 | 758 |
|  | 1,738 | 1,881 | 1,477 | 1,419 | 1,479 | 1,475 | 1,561 | 1,434 | 1,492 |


| $\begin{array}{r} 2016 \\ 9 M \end{array}$ | $\begin{array}{r} 2015 \\ 9 \mathrm{M} \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} 2014 \\ 12 \mathrm{M} \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| 760 | 734 | 734 | 704 |
| 659 | 700 | 700 | 843 |
| 1,419 | 1,434 | 1,434 | 1,547 |
| 896 | 879 | 1,154 | 1,250 |
| 1,032 | 101 | 207 | 189 |
| 1,928 | 980 | 1,361 | 1,439 |
| (97) | (76) | (105) | (103) |
| (16) | (10) | (17) | (10) |
| (113) | (86) | (122) | (113) |
| (196) | (180) | (254) | (242) |
| (517) | (85) | (141) | (214) |
| (713) | (265) | (395) | (456) |
| (661) | (626) | (830) | (903) |
| (135) | (103) | (174) | (155) |
| (796) | (729) | $(1,004)$ | $(1,058)$ |
| 1 | 61 | 61 | 28 |
| 12 | 84 | 84 | 47 |
| 13 | 145 | 145 | 75 |
| 703 | 792 | 760 | 734 |
| 1,035 | 687 | 659 | 700 |
| 1,738 | 1,479 | 1,419 | 1,434 |

## CHANGES IN ALLOWANCE FOR CREDIT LOSSES



| 2016 9 | 2015 | 2015 | 2014 |
| :---: | :---: | :---: | :---: |
|  |  |  | 12M |
| 1,762 | 1,736 | 1,736 | 1,758 |
| (796) | (729) | $(1,004)$ | $(1,058)$ |
| 139 | 144 | 186 | 192 |
| 829 | 573 | 771 | 937 |
| (20) | (18) | (23) | (30) |
| (18) | 95 | 96 | (63) |
| 1,896 | 1,801 | 1,762 | 1,736 |
| 349 | 348 | 311 | 338 |
| 1,547 | 1,453 | 1,451 | 1,398 |
| 1,896 | 1,801 | 1,762 | 1,736 |

1 Credit card loans which are fully written-off when payments are contractually 180 days in arrears or upon customer bankruptcy are included both in classified as impaired and amounts written-of
2 Includes disposal of loans.
3 Includes $\$ 116$ million (Q2/16: $\$ 118$ million) of allowance on undrawn credit facilities included in Other liabilities on the consolidated balance sheet.

PROVISION FOR CREDIT LOSSES

| Q3/16 | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ | $\mathrm{Q} 2 / 15$ | $\mathrm{Q} 1 / 15$ | $\mathrm{Q} 4 / 14$ | $\mathrm{Q} 3 / 14$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| $\mathbf{2 0 1 6}$ | 2015 | 2015 | 2014 |
| ---: | ---: | ---: | ---: |
| $\mathbf{9 M}$ | 9 M | 12 M | 12 M |

Provision for credit losses - impaired loans, by portfolio:
Consume
Residential mortgages
Credit card
Personal
Total provision for credit losses - impaired loans, consumer ${ }^{1}$
Business and government
Non-residential mortgage
Financial institutions
Retail and wholesale
Business services
Manufacturing - capital goods
Manufacturing - consumer goods
Real estate and construction
Agriculture
Oil and gas
Forest products
Hardware and software
Telecommunications and cable
Publishing, printing and broadcasting
Transportation
Utilities
Education, health and social services
Total provision for credit losses - impaired loans, business and government
Total provision for credit losses - impaired loans
Provision for credit losses - impaired loans, by geography:
Consume
Canada
Other countries
Business and government
Canada
United States
Other countries
Total provision for credit losses - impaired loans, by geography
Provision for credit losses - incurred but not yet identified
Consumer
Business and government
Total provision for credit losses - incurred but not yet identified Total provision for credit losses

## Of which:

Collectively assessed
Individually assessed
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.

## NET WRITE-OFFS

| $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ | $\mathrm{Q} 2 / 15$ | $\mathrm{Q} 1 / 15$ | $\mathrm{Q} 4 / 14$ | $\mathrm{Q} 3 / 14$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| 2016 | 2015 | 2015 | 2014 |
| ---: | ---: | ---: | ---: |
| $9 M$ | 9 M | 12 M | 12 M |

## Net write-offs by portfolio:

## Consumer

Residential mortgages
Personal
Credit card
Net write-offs on consumer loans

## Business and government

Non-residential mortgages
Financial institutions
Retail and wholesale
Business services
Manufacturing - capital goods
Manufacturing - consumer goods
Real estate and construction
Agriculture
Oil and gas
Forest products
Hardware and software
Telecommunications and cable
Publishing, printing and broadcasting
Transportation
Utilities
Education, health and social services
Net write-offs on business and government loans Total net write-offs

| 7 | 9 | 2 | 13 | 6 | 10 | 3 | 10 | 5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 82 | 71 | 60 | 62 | 62 | 72 | 56 | 75 | 59 |
| 103 | 108 | 92 | 88 | 93 | 99 | 90 | 96 | 102 |
| 192 | 188 | 154 | 163 | 161 | 181 | 149 | 181 | 166 |
| 1 | 5 | - | 10 | 3 | 4 | - | 5 | - |
| - | - | - | - | - | - | - | - | (1) |
| - | 2 | - | 5 | 1 | - | 1 | 7 | 7 |
| 7 | 11 | (3) | 5 | 14 | 6 | 2 | 17 | 3 |
| - | 1 | - | - | 1 | - | (1) | 1 | - |
| 1 | 1 | - | 1 | - | 1 | - | 2 | 1 |
| 4 | 13 | 1 | 34 | 35 | 1 | 22 | 12 | 5 |
| 1 | 1 | - | - | - | - | - | - | - |
| 68 | - | - | 1 | 1 | - | - | - | - |
| - | 1 | - | - | - | - | - | 9 | - |
| - | - | - | - | 1 | - | - | - | 1 |
| - | - | - | 1 | - | - | - | - | - |
| - | - | - | - | - | (1) | - | - | - |
| - | - | 1 | - | 1 | - | 1 | 2 | 20 |
| 1 | - | 6 | 13 | - | - | - | - | - |
| - | - | - | - | - | 1 | - | 3 | - |
| 83 | 35 | 5 | 70 | 57 | 12 | 25 | 58 | 36 |
| 275 | 223 | 159 | 233 | 218 | 193 | 174 | 239 | 202 |


| 18 | 19 | 32 | 27 |
| :---: | :---: | :---: | :---: |
| 213 | 190 | 252 | 269 |
| 303 | 282 | 370 | 428 |
| 534 | 491 | 654 | 724 |
| 6 | 7 | 17 | 10 |
| - | - | - | - |
| 2 | 2 | 7 | 17 |
| 15 | 22 | 27 | 39 |
| 1 | - | - | 2 |
| 2 | 1 | 2 | 3 |
| 18 | 58 | 92 | 35 |
| 2 | - | - | 1 |
| 68 | 1 | 2 | - |
| 1 | - | - | 9 |
| - | 1 | 1 | 1 |
| - | - | 1 | - |
| - | (1) | (1) | - |
| 1 | 2 | 2 | 22 |
| 7 | - | 13 | - |
| - | 1 | 1 | 3 |
| 123 | 94 | 164 | 142 |
| 657 | 585 | 818 | 866 |


| Net write-offs by geography: |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Canada | 183 | 181 | 153 | 154 | 153 | 171 | 147 | 169 | 166 |
| Other countries | 9 | 7 | 1 | 9 | 8 | 10 | 2 | 12 | - |
|  | 192 | 188 | 154 | 163 | 161 | 181 | 149 | 181 | 166 |
| Business and government Canada | 20 | 6 | 3 | 15 | 8 | 7 | 4 | 28 | 12 |
| United States | 53 | - | 6 | 30 | - | - | 21 | 1 | 25 |
| Other countries | 10 | 29 | (4) | 25 | 49 | 5 | - | 29 | (1) |
|  | 83 | 35 | 5 | 70 | 57 | 12 | 25 | 58 | 36 |
| Total net write-offs | 275 | 223 | 159 | 233 | 218 | 193 | 174 | 239 | 202 |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
|  | $\mathbf{5 1 7}$ | 471 | 625 |
| $\mathbf{1 7}$ | 20 | 29 | 22 |
| $\mathbf{5 3 4}$ | 491 | 654 | 724 |
| $\mathbf{2 9}$ | 19 | 34 | 52 |
|  | $\mathbf{5 9}$ | 21 | 51 |
| $\mathbf{3 5}$ | 54 | 79 | 41 |
| $\mathbf{1 2 3}$ | 94 | 164 | 142 |
| $\mathbf{6 5 7}$ | 585 | 818 | 866 |



[^0]
## OUTSTANDING DERIVATIVE CONTRACTS - NOTIONAL AMOUNTS

| (\$ millions) | Q3/16 |  |  |  |  |  | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Residual term to contractual maturity |  |  | Total notional amount | Analyzed by use |  | Total notional amount |  |  |  |  |  |  |  |
|  | Less than 1 year year | $\begin{array}{r} 1-5 \\ \text { years } \\ \hline \end{array}$ | $\begin{array}{r} \text { Over } \\ 5 \text { years } \\ \hline \end{array}$ |  | Trading | ALM |  |  |  |  |  |  |  |  |
| Interest rate derivatives $\quad$ - |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter (OTC) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward rate agreements | 18,073 | 48 | - | 18,121 | 4,453 | 13,668 | 12,443 | 7,823 | 10,913 | 12,906 | 11,981 | 8,529 | 9,520 | 16,311 |
| Centrally cleared forward rate agreements | 137,384 | 7,361 | - | 144,745 | 144,745 | - | 149,692 | 178,257 | 140,806 | 179,952 | 136,332 | 145,144 | 157,773 | 152,610 |
| Swap contracts | 76,066 | 198,117 | 76,170 | 350,353 | 252,665 | 97,688 | 350,867 | 370,652 | 375,893 | 390,022 | 418,121 | 443,552 | 449,706 | 467,981 |
| Centrally cleared swap contracts | 548,271 | 562,951 | 201,598 | 1,312,820 | 1,122,676 | 190,144 | 1,206,724 | 1,053,548 | 897,872 | 956,102 | 858,463 | 740,548 | 626,545 | 621,688 |
| Purchased options | 902 | 5,410 | 4,070 | 10,382 | 4,048 | 6,334 | 9,666 | 7,407 | 8,136 | 5,847 | 5,647 | 5,160 | 5,992 | 7,169 |
| Written options | 2,129 | 2,008 | 401 | 4,538 | 4,538 | - | 5,095 | 3,775 | 4,532 | 5,594 | 4,641 | 5,426 | 5,079 | 5,556 |
| Exchange-traded | 782,825 | 775,895 | 282,239 | 1,840,959 | 1,533,125 | 307,834 | 1,734,487 | 1,621,462 | 1,438,152 | 1,550,423 | 1,435,185 | 1,348,359 | 1,254,615 | 1,271,315 |
|  | 43,390 | 7,269 | - | 50,659 | 50,634 | 25 | 66,013 | 69,294 | 77,890 | 96,016 | 62,581 | 90,698 | 59,344 | 63,431 |
| Purchased options | 59 |  | - | 59 | 59 | - | 1,280 | 1,085 | 1 | 654 | 6,636 | 13,854 | 7,664 | 6,215 |
| Written options | 33 |  | - | 33 | 33 | - | 1,280 | 1,751 | 8 | 654 | 7,842 | 20,083 | 12,623 | 7,197 |
| Total interest rate derivatives | 43,482 | 7,269 |  | 50,751 | 50,726 | 25 | 68,573 | 72,130 | 77,899 | 97,324 | 77,059 | 124,635 | 79,631 | 76,843 |
|  | 826,307 | 783,164 | 282,239 | 1,891,710 | 1,583,851 | 307,859 | 1,803,060 | 1,693,592 | 1,516,051 | 1,647,747 | 1,512,244 | 1,472,994 | 1,334,246 | 1,348,158 |
| Foreign exchange derivatives |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward contracts | 287,019 | 7,455 | 943 | 295,417 | 289,258 | 6,159 | 323,397 | 303,884 | 263,150 | 268,721 | 261,906 | 232,434 | 203,971 | 198,181 |
| Swap contracts | 167,839 | 57,214 | 20,747 | 245,800 | 192,140 | 53,660 | 220,204 | 225,121 | 200,297 | 179,022 | 167,084 | 171,490 | 156,969 | 146,696 |
| Purchased options | 19,895 | 2,023 | 45 | 21,963 | 21,963 |  | 20,359 | 20,878 | 19,550 | 23,538 | 23,131 | 26,012 | 26,508 | 21,200 |
| Written options | 21,057 | 1,184 | 51 | 22,292 | 22,103 | 189 | 23,535 | 26,113 | 22,721 | 25,609 | 25,364 | 26,793 | 28,490 | 25,433 |
|  | 495,810 | 67,876 | 21,786 | 585,472 | 525,464 | 60,008 | 587,495 | 575,996 | 505,718 | 496,890 | 477,485 | 456,729 | 415,938 | 391,510 |
| Exchange-traded Futures contracts | . | . | . | . | . | . | . |  | . | 44 | . | . | - |  |
| Total foreign exchange derivatives | 495,810 | 67,876 | 21,786 | 585,472 | 525,464 | 60,008 | 587,495 | 575,996 | 505,718 | 496,934 | 477,485 | 456,729 | 415,938 | 391,510 |
| Credit derivativesOver-the-counter |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total return swap contracts - protection sold | 178 | - | - | 178 | 178 | - | 344 | 450 | 519 | 680 | 954 | 1,128 | 1,216 | 1,441 |
| Credit default swap contracts - protection purchased | 5,404 | 388 | 4 | 5,796 | 5,796 | - | 6,047 | 6,308 | 6,593 | 7,202 | 7,777 | 8,223 | 8,310 | 8,847 |
| Centrally cleared credit default swap contracts <br> - protection purchased | 65 | 1,291 | . | 1,356 | 1,010 | 346 | 1,191 | 1,831 | 2,377 | 1,427 | 26,116 | 19,965 | 10,349 | 3,437 |
| Credit default swap contracts - protection sold | 4,500 | 188 | 221 | 4,909 | 4,909 | - | 4,926 | 5,000 | 5,032 | 5,060 | 5,029 | 5,084 | 5,118 | 5,278 |
| Centrally cleared credit default swap contracts - protection sold | 13 | 131 | . | 144 | 131 | 13 | 88 | 140 | 732 | 262 | 24,729 | 17,696 | 8,760 | 2,826 |
| Total credit derivatives | 10,160 | 1,998 | 225 | 12,383 | 12,024 | 359 | 12,596 | 13,729 | 15,253 | 14,631 | 64,605 | 52,096 | 33,753 | 21,829 |
| Equity derivatives |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| .-.--Over-the-counter | 52,052 | 8,473 | 85 | 60,610 | 59,736 | 874 | 53,106 | 42,570 | 42,936 | 41,282 | 42,587 | 40,255 | 40,262 | 41,943 |
| Exchange-traded | 23,274 | 5,133 | 23 | 28,430 | 28,430 | - | 22,502 | 16,917 | 19,304 | 15,901 | 13,641 | 14,026 | 16,332 | 9,781 |
| Total equity derivatives | 75,326 | 13,606 | 108 | 89,040 | 88,166 | 874 | 75,608 | 59,487 | 62,240 | 57,183 | 56,228 | 54,281 | 56,594 | 51,724 |
| Precious metal derivativesOver-the-counter |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 3,609 | 32 | - | 3,641 | 3,641 | - | 2,075 | 944 | 1,446 | 1,816 | 1,884 | 1,640 | 837 | 1,080 |
| Exchange-traded | 1,229 | 18 | - | 1,247 | 1,247 | - | 1,916 | 939 | 2,999 | 2,128 | 1,411 | 1,234 | 2,750 | 1,765 |
| Total precious metal derivatives | 4,838 | 50 | - | 4,888 | 4,888 | - | 3,991 | 1,883 | 4,445 | 3,944 | 3,295 | 2,874 | 3,587 | 2,845 |
| Other commodity derivativesOver-the-counter |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 10,152 | 9,266 | 225 | 19,643 | 19,643 | - | 19,149 | 20,312 | 18,671 | 21,875 | 21,962 | 19,671 | 19,611 | 20,778 |
| Centrally cleared commodity derivatives | 21 | 7 |  | 28 | 28 | - | 21 | 13 | 14 | 34 | 38 | 33 | 42 | 65 |
| Exchange-traded | 11,298 | 5,462 | 97 | 16,857 | 16,857 | - | 15,044 | 16,099 | 18,049 | 19,500 | 19,896 | 20,613 | 21,832 | 23,976 |
| Total other commodity derivatives | 21,471 | 14,735 | 322 | 36,528 | 36,528 | - | 34,214 | 36,424 | 36,734 | 41,409 | 41,896 | 40,317 | 41,485 | 44,819 |
| Total notional amount | 1,433,912 | 881,429 | 304,680 | 2,620,021 | 2,250,921 | 369,100 | 2,516,964 | 2,381,111 | 2,140,441 | 2,261,848 | 2,155,753 | 2,079,291 | 1,885,603 | 1,860,885 |
| Of which: $\mathrm{Over-the-counter}{ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 1,354,629 | 863,547 | 304,560 | 2,522,736 | 2,153,661 | 369,075 | 2,408,929 | 2,275,026 | 2,022,190 | 2,126,951 | 2,043,746 | 1,918,783 | 1,765,058 | 1,748,520 |
| Exchange-traded | 79,283 | 17,882 | 120 | 97,285 | 97,260 | 25 | 108,035 | 106,085 | 118,251 | 134,897 | 112,007 | 160,508 | 120,545 | 112,365 |

## FAIR VALUE OF FINANCIAL INSTRUMENTS

| (\$ millions) | Q3/16  <br> Book value  <br> (includes AFS  <br> securities at  <br> amortized cost) Fair value |  | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Fair value over (under) book value |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |  |  |
| Cash and deposits with banks | 13,128 | 13,128 | - | - | - | - | - | - | - | - | - |
| Securities | 84,771 | 84,965 | 194 | 161 | 109 | 136 | 246 | 244 | 307 | 399 | 415 |
| Cash collateral on securities borrowed | 5,317 | 5,317 | - | - | - | - | - | - | - | - | - |
| Securities purchased under resale agreements | 31,143 | 31,143 | - | - | - | - | - | - | - | - | - |
| Loans, net of allowance | 298,769 | 299,483 | 714 | 477 | 1,202 | 1,018 | 1,315 | 847 | 1,498 | 258 | 258 |
| Derivative instruments | 28,553 | 28,553 | - | - | - | - | - | - | - | - | - |
| Customers' liability under acceptances | 13,504 | 13,504 | - | - | - | - | - | - | - | - | - |
| Other assets | 9,266 | 9,266 | - | - | - | - | - | - | - | - | - |
| Liabilities |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | 389,573 | 390,549 | 976 | 739 | 700 | 697 | 1,126 | 1,070 | 1,420 | 1,037 | 1,197 |
| Obligations related to securities sold short | 9,433 | 9,433 | -- | - | - | - | - | - | - | - | - |
| Cash collateral on securities lent | 2,730 | 2,730 | - | - | - | - | - | - | - | - | - |
| Obligations related to securities sold under repurchase agreements | 10,638 | 10,638 | - | - | - | - | - | - | - | - | - |
| Derivative instruments | 30,225 | 30,225 | - | - | - | - | - | - | - | - | - |
| Acceptances | 13,504 | 13,504 | - | - | - | - | - | - | - | - | - |
| Other liabilities | 7,855 | 7,855 | - | -- | - | - | - | - | - | - | - |
| Subordinated indebtedness | 3,400 | 3,658 | 258 | 245 | 208 | 257 | 277 | 293 | 344 | 277 | 306 |

## FAIR VALUE OF AFS SECURITIES

| (\$ millions) | Q3/16 |  | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unrealized net gains (losses) |  |  |  |  |  |  |  |  |  |  |
|  | Amortized cost | Fair value |  |  |  |  |  |  |  |  |  |
| AFS securities |  |  |  |  |  |  |  |  |  |  |  |
| Government issued or guaranteed | 22,846 | 22,895 | 49 | (11) | (64) | (34) | 24 | 30 | 81 | 27 | 22 |
| Mortgage- and asset-backed | 7,019 | 7,022 | 3 | 1 | 10 | 10 | 26 | 20 | 31 | 8 | 10 |
| Corporate debt | 5,235 | 5,233 | (2) | (8) | (15) | (13) | (2) | (1) | (6) | 12 | 35 |
| Corporate equity | 240 | 384 | 144 | 179 | 178 | 173 | 198 | 195 | 201 | 352 | 348 |
|  | 35,340 | 35,534 | 194 | 161 | 109 | 136 | 246 | 244 | 307 | 399 | 415 |

FAIR VALUE OF DERIVATIVE INSTRUMENTS

| (\$ millions) | Q3/16 |  | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | Q2/15 | Q1/15 | Q4/14 | Q3/14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair value, net |  |  |  |  |  |  |  |  |  |  |
|  | Positive | Negative |  |  |  |  |  |  |  |  |  |
| Total held for trading purposes | 25,693 | 26,495 | (802) | $(3,108)$ | $(3,202)$ | $(2,299)$ | $(1,627)$ | $(3,372)$ | $(1,873)$ | $(2,045)$ | (740) |
| Total held for ALM purposes | 2,860 | 3,730 | (870) | (896) | (561) | (416) | (226) | (350) | 1,094 | 884 | 1,010 |
| Total fair value ${ }^{1}$ | 28,553 | 30,225 | $(1,672)$ | $(4,004)$ | $(3,763)$ | $(2,715)$ | $(1,853)$ | $(3,722)$ | (779) | $(1,161)$ | 270 |
| Average fair values of derivatives during the quarter | 28,269 | 30,531 | $(2,262)$ | $(3,861)$ | $(2,615)$ | $(2,168)$ | $(2,188)$ | $(2,545)$ | $(1,290)$ | 162 | 370 |

1 Includes positive fair value of $\$ 1,005$ million ( $\mathrm{Q} 2 / 16$ : $\$ 768$ million) and negative fair value of $\$ 790$ million ( $\mathrm{Q} 2 / 16$ : $\$ 750$ million) for exchange-traded derivatives.


[^0]:    1 Represents individual allowance and the portion of collective allowance relating to impaired loans, which are generally loans that are past 90 days in arrears.
    2 Past due loans are loans where repayment of principal or payment of interest is contractually in arrears.

