

# Supplementary Financial Information 

For the period ended July 31, 2017

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 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
 income resulting from these reclassifications.
U.S. Commercial Banking and Wealth Management
 was created, and includes the following lines of business:

Commercial banking,

- Wealth management; and

Other.
In addition to the results of The PrivateBank, the U.S. Commercial Banking and Wealth Management includes:
The results of CIBC Atlantic Trust Private Wealth Management in the wealth management line of business, previously reported in the private wealth management line of business within the Wealth Management SBU; and
The results of U.S. real estate finance in the commercial banking line of business, previously reported in the corporate and investment banking line of business within Capital Markets.
 Wealth Management. The lines of business within each SBU remain unchanged, apart from the reclassifications noted above

Changes to our organizational structure


## Non-GAAP measures

 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



 banks which make similar adjustments in their public disclosure, it should be noted that there is no standardized meaning for adjusted measures under GAAP.
 revenue.

Adjusted diluted earnings per share (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


 GAAP measure for economic capital.

Economic profit
 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 13 .

We use red return on equity 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

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

| Reported and adjusted diluted EPS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported net income attributable to common shareholders | A | 1,084 | 1,035 | 1,393 | 917 | 1,426 | 926 | 968 | 767 | 962 |
| After-tax impact of items of note |  | 69 | 20 | (241) | 110 | (369) | 21 | 47 | 172 | 12 |
| Adjusted net income attributable to common shareholders ${ }^{11}$ | B | 1,153 | 1,055 | 1,152 | 1,027 | 1,057 | 947 | 1,015 | 939 | 974 |
| Diluted weighted-average common shares outstanding (thousands) | C | 416,385 | 400,577 | 398,311 | 395,750 | 395,328 | 395,150 | 397,428 | 397,838 | 397,828 |
| Reported diluted EPS (\$) | A / C | 2.60 | 2.59 | 3.50 | 2.32 | 3.61 | 2.35 | 2.43 | 1.93 | 2.42 |
| Adjusted diluted EPS (\$) ${ }^{1}$ | B/C | 2.77 | 2.64 | 2.89 | 2.60 | 2.67 | 2.40 | 2.55 | 2.36 | 2.45 |
| Reported and adjusted efficiency ratio Reported total revenue | D | 4,104 | 3,698 | 4,209 | 3,681 | 4,136 | 3,631 | 3,587 | 3,483 | 3,520 |
| Adjusting items: |  |  |  |  |  |  |  |  |  |  |
| TEB |  | 21 | 123 | 118 | 97 | 142 | 120 | 115 | 91 | 131 |
| Adjusted total revenue ${ }^{1}$ | E | 4,134 | 3,828 | 4,028 | 3,781 | 3,819 | 3,698 | 3,706 | 3,576 | 3,655 |
| Reported non-interest expenses | F | 2,452 | 2,275 | 2,274 | 2,347 | 2,218 | 2,242 | 2,164 | 2,383 | 2,179 |
| Adjusting items: |  |  |  |  |  |  |  |  |  |  |
| Adjusted non-interest expenses ${ }^{1}$ | G | 2,368 | 2,256 | 2,268 | 2,200 | 2,208 | 2,147 | 2,154 | 2,160 | 2,167 |
| Reported efficiency ratio | FID | 59.7\% | 61.5\% | 54.0\% | 63.8\% | 53.6\% | 61.7\% | 60.3\% | 68.4\% | 61.9\% |
| Adjusted efficiency ratio ${ }^{1}$ | G/E | 57.3\% | 58.9\% | 56.3\% | 58.2\% | 57.8\% | 58.0\% | 58.1\% | 60.4\% | 59.3\% |
| Reported and adjusted dividend payout ratio |  |  |  |  |  |  |  |  |  |  |
| Reported dividend payout ratio | H/A | 50.9\% | 49.0\% | 35.4\% | 52.2\% | 33.5\% | 50.2\% | 47.3\% | 58.0\% | 45.0\% |
| Adjusted dividend payout ratio ${ }^{1}$ | H/B | 47.8\% | 48.1\% | 42.8\% | 46.6\% | 45.2\% | 49.1\% | 45.1\% | 47.4\% | 44.5\% |
| Reported and adjusted return on common shareholders' equity Average common shareholders' equity | 1 | 26,447 | 23,932 | 22,674 | 21,763 | 21,198 | 20,899 | 21,233 | 20,122 | 18,733 |
| Reported return on common shareholders' equity | A/I | 16.3\% | 17.7\% | 24.4\% | 16.8\% | 26.8\% | 18.0\% | 18.1\% | 15.1\% | 20.4\% |
| Adjusted return on common shareholders' equity ${ }^{1}$ | B/I | 17.3\% | 18.1\% | 20.1\% | 18.8\% | 19.8\% | 18.4\% | 19.0\% | 18.5\% | 20.6\% |
| Reported and adjusted effective tax rate Reported income before income taxes | J | 1,443 | 1,244 | 1,723 | 1,112 | 1,675 | 1,065 | 1,161 | 902 | 1,152 |
| Pre-tax impact of items of note |  | 93 | 26 | (293) | 150 | (409) | 82 | 83 | 225 | 16 |
| Adjusted income before income taxes ${ }^{11}$ | K | 1,536 | 1,270 | 1,430 | 1,262 | 1,266 | 1,147 | 1,244 | 1,127 | 1,168 |
| Reported income taxes | L | 346 | 194 | 316 | 181 | 234 | 124 | 179 | 124 | 174 |
| Tax impact of items of note |  | 24 | 6 | (52) | 40 | (40) | 61 | 36 | 51 | 4 |
| Adjusted income taxes ${ }^{1}$ | M | 370 | 200 | 264 | 221 | 194 | 185 | 215 | 175 | 178 |
| Reported effective tax rate | L/J | 24.0\% | 15.6\% | 18.4\% | 16.2\% | 14.0\% | 11.6\% | 15.4\% | 13.7\% | 15.1\% |
| Adjusted effective tax rate ${ }^{1}$ | M / K | 24.1\% | 15.7\% | 18.5\% | 17.5\% | 15.4\% | 16.1\% | 17.3\% | 15.5\% | 15.2\% |


| 3,512 | 3,320 | 4,237 | 3,531 |
| :---: | :---: | :---: | :---: |
| (152) | (301) | (191) | 230 |
| 3,360 | 3,019 | 4,046 | 3,761 |
| 405,139 | 395,975 | 395,919 | 397,832 |
| 8.67 | 8.38 | 10.70 | 8.87 |
| 8.29 | 7.62 | 10.22 | 9.45 |
| 12,011 | 11,354 | 15,035 | 13,856 |
| (283) | (508) | (505) | (40) |
| 262 | 377 | 474 | 482 |
| 11,990 | 11,223 | 15,004 | 14,298 |
| 7,001 | 6,624 | 8,971 | 8,861 |
| (109) | (115) | (262) | (338) |
| 6,892 | 6,509 | 8,709 | 8,523 |
| 58.3\% | 58.3\% | 59.7\% | 63.9\% |
| 57.5\% | 58.0\% | 58.0\% | 59.6\% |
| 1,552 | 1,401 | 1,879 | 1,708 |
| 44.2\% | 42.2\% | 44.3\% | 48.4\% |
| 46.2\% | 46.4\% | 46.4\% | 45.4\% |
| 24,356 | 21,111 | 21,275 | 18,857 |
| 19.3\% | 21.0\% | 19.9\% | 18.7\% |
| 18.4\% | 19.1\% | 19.0\% | 19.9\% |
| 4,410 | 3,901 | 5,013 | 4,224 |
| (174) | (244) | (94) | 298 |
| 4,236 | 3,657 | 4,919 | 4,522 |
| 856 | 537 | 718 | 634 |
| (22) | 57 | 97 | 66 |
| 834 | 594 | 815 | 700 |
| 19.4\% | 13.8\% | 14.3\% | 15.0\% |
| 19.7\% | 16.2\% | 16.6\% | 15.5\% |

1 Non-GAAP measure
2 Annualized.

## NOTES TO USERS

## Items of note

Gain on the sale and lease back of certain retail properties
Gain, net of related transaction costs, on the sale of our minority investment in American Century Investments (ACI) 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
Loss (income) from the structured credit run-off business
Amortization of intangible assets
Transaction and integration-related costs associated with the acquisition of The PrivateBank
Increase in legal provisions
Increase in collective allowance recognized in Corporate and Other
Loan losses in our exited European leveraged finance portfolio
Restructuring charges primarily relating to employee severance
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

| - | - | (299) | - | - | - | - | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | - | - | - | (428) | - | - | - | - |
| - | - | - | - | - | (53) | - | - | - |
| - | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - | - |
| - | - | - | 9 | (28) | 11 | 5 | 3 | 6 |
| 10 | 6 | 6 | 7 | 7 | 7 | 9 | 11 | 10 |
| 38 | 20 | - | - | - | - | - | - | - |
| 45 | - | - | - | - | 77 | - | - | - |
| - | - | - | - | - | 40 | 69 | - | - |
| - | - | - | - | 40 | - | - | - | - |
| - | - | - | 134 | - | - | - | 211 | - |
| 93 | 26 | (293) | 150 | (409) | 82 | 83 | 225 | 16 |
| (24) | (6) | 52 | (40) | 40 | (31) | (21) | (51) | (4) |
| - | - |  |  | - | (30) | - | - |  |
| - | - | - | - | - | - | (15) | - | - |
| 69 | 20 | (241) | 110 | (369) | 21 | 47 | 174 | 12 |
| - | - | - | - | - | - | - | (2) | - |
| 69 | 20 | (241) | 110 | (369) | 21 | 47 | 172 | 12 |


| (299) | - | - | - |
| :---: | :---: | :---: | :---: |
| - | (428) | (428) | - |
| - | (53) | (53) | - |
| - | - | - | (46) |
| - | - | - | (23) |
| - | (12) | (3) | 29 |
| 22 | 23 | 30 | 42 |
| 58 | - | - | - |
| 45 | 77 | 77 | - |
| - | 109 | 109 | - |
| - | 40 | 40 | - |
| - | - | 134 | 296 |
| (174) | (244) | (94) | 298 |
| 22 | (12) | (52) | (66) |
| - | (30) | (30) | - |
| - | (15) | (15) | - |
| (152) | (301) | (191) | 232 |
| - | - | - | (2) |
| (152) | (301) | (191) | 230 |

1 Shown as an item of note through to Q4/16.




| 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 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 ${ }^{\text {3,4 }}$ |
| 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 ${ }^{5}$ |
| Weighted-average diluted ${ }^{5}$ |
| End of period ${ }^{5,6}$ |
| 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 |


| Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2,276 | 2,095 | 2,142 | 2,110 | 2,113 | 2,037 | 2,106 | 2,043 | 2,021 |
| 1,828 | 1,603 | 2,067 | 1,571 | 2,023 | 1,594 | 1,481 | 1,440 | 1,499 |
| 4,104 | 3,698 | 4,209 | 3,681 | 4,136 | 3,631 | 3,587 | 3,483 | 3,520 |
| 209 | 179 | 212 | 222 | 243 | 324 | 262 | 198 | 189 |
| 2,452 | 2,275 | 2,274 | 2,347 | 2,218 | 2,242 | 2,164 | 2,383 | 2,179 |
| 1,443 | 1,244 | 1,723 | 1,112 | 1,675 | 1,065 | 1,161 | 902 | 1,152 |
| 346 | 194 | 316 | 181 | 234 | 124 | 179 | 124 | 174 |
| 1,097 | 1,050 | 1,407 | 931 | 1,441 | 941 | 982 | 778 | 978 |
| 4 | 5 | 5 | 4 | 6 | 5 | 5 | 2 | 5 |
| 9 | 10 | 9 | 10 | 9 | 10 | 9 | 9 | 11 |
| 1,084 | 1,035 | 1,393 | 917 | 1,426 | 926 | 968 | 767 | 962 |
| 1,093 | 1,045 | 1,402 | 927 | 1,435 | 936 | 977 | 776 | 973 |
| 59.7\% | 61.5\% | 54.0\% | 63.8\% | 53.6\% | 61.7\% | 60.3\% | 68.4\% | 61.9\% |
| 57.3\% | 58.9\% | 56.3\% | 58.2\% | 57.8\% | 58.0\% | 58.1\% | 60.4\% | 59.3\% |
| 0.24\% | 0.25\% | 0.26\% | 0.27\% | 0.32\% | 0.38\% | 0.26\% | 0.26\% | 0.25\% |
| 16.3\% | 17.7\% | 24.4\% | 16.8\% | 26.8\% | 18.0\% | 18.1\% | 15.1\% | 20.4\% |
| 17.3\% | 18.1\% | 20.1\% | 18.8\% | 19.8\% | 18.4\% | 19.0\% | 18.5\% | 20.6\% |
| 1.66\% | 1.63\% | 1.61\% | 1.59\% | 1.64\% | 1.65\% | 1.69\% | 1.70\% | 1.75\% |
| 1.85\% | 1.81\% | 1.80\% | 1.81\% | 1.87\% | 1.89\% | 1.94\% | 1.95\% | 2.01\% |
| 0.80\% | 0.82\% | 1.06\% | 0.70\% | 1.12\% | 0.76\% | 0.79\% | 0.65\% | 0.85\% |
| 0.89\% | 0.91\% | 1.18\% | 0.80\% | 1.28\% | 0.88\% | 0.91\% | 0.74\% | 0.97\% |
| (0.65)\% | 0.58\% | 11.49\% | 2.54\% | (0.94)\% | 12.72\% | (8.13)\% | 8.61\% | (2.40)\% |
| 24.0\% | 15.6\% | 18.4\% | 16.2\% | 14.0\% | 11.6\% | 15.4\% | 13.7\% | 15.1\% |
| 24.1\% | 15.7\% | 18.5\% | 17.5\% | 15.4\% | 16.1\% | 17.3\% | 15.5\% | 15.2\% |
| 2.61 | 2.59 | 3.50 | 2.32 | 3.61 | 2.35 | 2.44 | 1.93 | 2.42 |
| 2.60 | 2.59 | 3.50 | 2.32 | 3.61 | 2.35 | 2.43 | 1.93 | 2.42 |
| 2.77 | 2.64 | 2.89 | 2.60 | 2.67 | 2.40 | 2.55 | 2.36 | 2.45 |
| 1.27 | 1.27 | 1.24 | 1.21 | 1.21 | 1.18 | 1.15 | 1.12 | 1.09 |
| 64.29 | 61.42 | 58.90 | 56.59 | 54.54 | 52.16 | 52.56 | 51.25 | 50.02 |
| 109.57 | 119.86 | 113.16 | 104.46 | 104.19 | 101.76 | 101.22 | 102.74 | 96.99 |
| 104.87 | 109.71 | 97.76 | 97.51 | 96.84 | 83.33 | 83.42 | 86.00 | 89.55 |
| 108.22 | 110.25 | 110.81 | 100.50 | 99.19 | 101.34 | 91.24 | 100.28 | 93.46 |
| 415,561 | 399,807 | 397,647 | 395,181 | 394,753 | 394,679 | 396,927 | 397,253 | 397,270 |
| 416,385 | 400,577 | 398,311 | 395,750 | 395,328 | 395,150 | 397,428 | 397,838 | 397,828 |
| 436,059 | 401,608 | 399,559 | 397,070 | 394,838 | 394,679 | 395,179 | 397,291 | 397,234 |
| 47,190 | 44,277 | 44,275 | 39,906 | 39,164 | 39,997 | 36,056 | 39,840 | 37,126 |
| 4.7\% | 4.7\% | 4.4\% | 4.8\% | 4.9\% | 4.7\% | 5.0\% | 4.4\% | 4.6\% |
| 50.9\% | 49.0\% | 35.4\% | 52.2\% | 33.5\% | 50.2\% | 47.3\% | 58.0\% | 45.0\% |
| 47.8\% | 48.1\% | 42.8\% | 46.6\% | 45.2\% | 49.1\% | 45.1\% | 47.4\% | 44.5\% |
| 1.68 | 1.80 | 1.88 | 1.78 | 1.82 | 1.94 | 1.74 | 1.96 | 1.87 |


| $\begin{array}{r} 2017 \\ 9 \mathrm{M} \end{array}$ | $\begin{array}{r} 2016 \\ 9 M \end{array}$ | $\begin{array}{r} 2016 \\ 12 \mathrm{M} \end{array}$ | $\begin{gathered} 2015 \\ 12 \mathrm{M} \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| 6,513 | 6,256 | 8,366 | 7,915 |
| 5,498 | 5,098 | 6,669 | 5,941 |
| 12,011 | 11,354 | 15,035 | 13,856 |
| 600 | 829 | 1,051 | 771 |
| 7,001 | 6,624 | 8,971 | 8,861 |
| 4,410 | 3,901 | 5,013 | 4,224 |
| 856 | 537 | 718 | 634 |
| 3,554 | 3,364 | 4,295 | 3,590 |
| 14 | 16 | 20 | 14 |
| 28 | 28 | 38 | 45 |
| 3,512 | 3,320 | 4,237 | 3,531 |
| 3,540 | 3,348 | 4,275 | 3,576 |
| 58.3\% | 58.3\% | 59.7\% | 63.9\% |
| 57.5\% | 58.0\% | 58.0\% | 59.6\% |
| 0.25\% | 0.32\% | 0.31\% | 0.27\% |
| 19.3\% | 21.0\% | 19.9\% | 18.7\% |
| 18.4\% | 19.1\% | 19.0\% | 19.9\% |
| 1.63\% | 1.66\% | 1.64\% | 1.74\% |
| 1.82\% | 1.90\% | 1.88\% | 2.00\% |
| 0.89\% | 0.89\% | 0.84\% | 0.79\% |
| 0.99\% | 1.02\% | 0.96\% | 0.91\% |
| 11.41\% | 2.59\% | 5.19\% | 1.96\% |
| 19.4\% | 13.8\% | 14.3\% | 15.0\% |
| 19.7\% | 16.2\% | 16.6\% | 15.5\% |
| 8.68 | 8.40 | 10.72 | 8.89 |
| 8.67 | 8.38 | 10.70 | 8.87 |
| 8.29 | 7.62 | 10.22 | 9.45 |
| 3.78 | 3.54 | 4.75 | 4.30 |
| 64.29 | 54.54 | 56.59 | 51.25 |
| 119.86 | 104.19 | 104.46 | 107.16 |
| 97.76 | 83.33 | 83.33 | 86.00 |
| 108.22 | 99.19 | 100.50 | 100.28 |
| 404,388 | 395,459 | 395,389 | 397,213 |
| 405,139 | 395,975 | 395,919 | 397,832 |
| 436,059 | 394,838 | 397,070 | 397,291 |
| 47,190 | 39,164 | 39,906 | 39,840 |
| 4.7\% | 4.8\% | 4.7\% | 4.3\% |
| 44.2\% | 42.2\% | 44.3\% | 48.4\% |
| 46.2\% | 46.4\% | 46.4\% | 45.4\% |
| 1.68 | 1.82 | 1.78 | 1.96 |

For footnotes, see next page.

FINANCIAL HIGHLIGHTS (continued)

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} \hline 2017 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} \hline 2016 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| On- and off-balance sheet information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash, deposits with banks and securities | 108,297 | 110,472 | 104,913 | 101,588 | 98,093 | 91,054 | 91,132 | 93,619 | 92,997 | 108,297 | 98,093 | 101,588 | 93,619 |
| Loans and acceptances, net of allowance | 358,993 | 330,752 | 322,094 | 319,781 | 312,273 | 303,761 | 301,301 | 290,981 | 285,502 | 358,993 | 312,273 | 319,781 | 290,981 |
| Total assets | 560,912 | 528,591 | 513,294 | 501,357 | 494,490 | 478,144 | 479,032 | 463,309 | 457,842 | 560,912 | 494,490 | 501,357 | 463,309 |
| Deposits | 439,357 | 413,128 | 409,753 | 395,647 | 389,573 | 368,710 | 377,234 | 366,657 | 360,525 | 439,357 | 389,573 | 395,647 | 366,657 |
| Common shareholders' equity | 28,036 | 24,668 | 23,532 | 22,472 | 21,533 | 20,585 | 20,770 | 20,360 | 19,869 | 28,036 | 21,533 | 22,472 | 20,360 |
| Average assets ${ }^{7}$ | 543,138 | 528,099 | 528,852 | 527,702 | 511,925 | 502,408 | 494,379 | 476,700 | 457,774 | 533,421 | 502,908 | 509,140 | 455,324 |
| Average interest-earning assets ${ }^{3}$ | 486,949 | 475,067 | 470,943 | 462,970 | 448,834 | 437,179 | 431,380 | 415,783 | 399,444 | 477,681 | 439,145 | 445,134 | 395,616 |
| Average common shareholders' equity | 26,447 | 23,932 | 22,674 | 21,763 | 21,198 | 20,899 | 21,233 | 20,122 | 18,733 | 24,356 | 21,111 | 21,275 | 18,857 |
| Assets under administration (AUA) ${ }^{8,9}$ | 2,105,626 | 2,120,972 | 2,036,008 | 2,041,887 | 1,993,740 | 1,878,290 | 1,833,071 | 1,846,142 | 1,871,875 | 2,105,626 | 1,993,740 | 2,041,887 | 1,846,142 |
| Assets under management (AUM) ${ }^{9}$ | 201,275 | 198,941 | 186,547 | 183,715 | 179,903 | 169,521 | 169,389 | 170,465 | 172,316 | 201,275 | 179,903 | 183,715 | 170,465 |
| Balance sheet quality (All-in basis) and |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Risk-weighted assets (RWA) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CET1 capital RWA | 198,459 | 175,431 | 169,350 | 168,996 | 168,077 | 165,419 | 162,583 | 156,107 | 153,889 | 198,459 | 168,077 | 168,996 | 156,107 |
| Tier 1 capital RWA | 198,686 | 175,431 | 169,575 | 169,322 | 168,407 | 165,746 | 162,899 | 156,401 | 154,176 | 198,686 | 168,407 | 169,322 | 156,401 |
| Total capital RWA | 198,867 | 175,431 | 169,755 | 169,601 | 168,690 | 166,027 | 163,169 | 156,652 | 154,422 | 198,867 | 168,690 | 169,601 | 156,652 |
| Capital ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CET1 ratio | 10.4\% | 12.2\% | 11.9\% | 11.3\% | 10.9\% | 10.4\% | 10.6\% | 10.8\% | 10.8\% | 10.4\% | 10.9\% | 11.3\% | 10.8\% |
| Tier 1 capital ratio | 11.9\% | 13.5\% | 13.2\% | 12.8\% | 12.4\% | 11.9\% | 12.1\% | 12.5\% | 12.5\% | 11.9\% | 12.4\% | 12.8\% | 12.5\% |
| Total capital ratio | 13.7\% | 15.4\% | 15.2\% | 14.8\% | 14.4\% | 13.9\% | 14.2\% | 15.0\% | 15.0\% | 13.7\% | 14.4\% | 14.8\% | 15.0\% |
| Basel III leverage ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Leverage ratio exposure | 602,314 | 572,104 | 555,830 | 545,480 | 537,172 | 516,838 | 516,037 | 502,552 | 493,475 | 602,314 | 537,172 | 545,480 | 502,552 |
| Leverage ratio | 3.9\% | 4.1\% | 4.0\% | 4.0\% | 3.9\% | 3.8\% | 3.8\% | 3.9\% | 3.9\% | 3.9\% | 3.9\% | 4.0\% | 3.9\% |
| Liquidity coverage ratio | 125\% | 125\% | 119\% | 124\% | 120\% | 122\% | 121\% | 119\% | 121\% | n/a | n/a | n/a | n/a |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1 See Notes to users: Non-GAAP measures. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  on impaired personal, scored small business and mortgage loans; 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 all |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4 Net income expressed as a percentage of average assets or average interest-earning assets. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  and may be cancelled at CIBC's discretion. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 Excludes 190,789 unvested restricted shares as at July 31, 2017 (April 30, 2017: nil; July 31, 2016: nil). |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7 In Q3/17, The PrivateBank contributed \$13.3 billion to average assets. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8 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 Mel |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 9 AUM amounts are included in the amounts reported under AUA. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 10 Debt ratings - S\&P Senior Long Term: At; Moody's Senior Long Term: A1 (Negative Outlook). Moody's changed our senior debt rating from Aa3 to A1 on May 10, 2017. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  a given period. n/a Not applicable. |  |  |  |  |  |  |  |  |  |  |  |  |  |

NET INTEREST INCOME

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \hline 2016 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | 2,802 | 2,520 | 2,563 | 2,531 | 2,492 | 2,384 | 2,426 | 2,385 | 2,418 | 7,885 | 7,302 | 9,833 | 9,573 |
| Securities | 441 | 485 | 485 | 457 | 446 | 436 | 435 | 385 | 380 | 1,411 | 1,317 | 1,774 | 1,524 |
| Securities borrowed or purchased under resale agreements | 129 | 111 | 107 | 90 | 86 | 80 | 73 | 60 | 69 | 347 | 239 | 329 | 310 |
| Deposits with banks | 46 | 42 | 37 | 37 | 44 | 42 | 33 | 23 | 20 | 125 | 119 | 156 | 76 |
|  | 3,418 | 3,158 | 3,192 | 3,115 | 3,068 | 2,942 | 2,967 | 2,853 | 2,887 | 9,768 | 8,977 | 12,092 | 11,483 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities sold short | 49 | 52 | 61 | 45 | 57 | 42 | 55 | 52 | 55 | 162 | 154 | 199 | 230 |
| Securities lent or sold under repurchase agreements | 77 | 57 | 47 | 36 | 36 | 31 | 24 | 23 | 29 | 181 | 91 | 127 | 110 |
| Subordinated indebtedness | 34 | 35 | 35 | 35 | 37 | 37 | 28 | 39 | 40 | 104 | 102 | 137 | 181 |
| Other | 8 | 10 | 11 | 11 | 11 | 14 | 12 | 16 | 14 | 29 | 37 | 48 | 57 |
|  | 1,142 | 1,063 | 1,050 | 1,005 | 955 | 905 | 861 | 810 | 866 | 3,255 | 2,721 | 3,726 | 3,568 |
| Net interest income | 2,276 | 2,095 | 2,142 | 2,110 | 2,113 | 2,037 | 2,106 | 2,043 | 2,021 | 6,513 | 6,256 | 8,366 | 7,915 |

## NON-INTEREST INCOME

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 M \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \end{array}$ | $\begin{array}{r} \hline 2016 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Underwriting and advisory fees | 124 | 103 | 109 | 103 | 142 | 121 | 80 | 100 | 106 | 336 | 343 | 446 | 427 |
| Deposit and payment fees | 211 | 205 | 213 | 207 | 206 | 206 | 213 | 208 | 216 | 629 | 625 | 832 | 830 |
| Credit fees | 199 | 171 | 175 | 166 | 169 | 156 | 147 | 140 | 136 | 545 | 472 | 638 | 533 |
| Card fees | 110 | 106 | 128 | 125 | 115 | 108 | 122 | 115 | 109 | 344 | 345 | 470 | 449 |
| Investment management and custodial fees | 261 | 249 | 240 | 233 | 223 | 214 | 212 | 208 | 211 | 750 | 649 | 882 | 814 |
| Mutual fund fees | 399 | 389 | 389 | 378 | 369 | 349 | 366 | 363 | 369 | 1,177 | 1,084 | 1,462 | 1,457 |
| Insurance fees, net of claims | 107 | 106 | 107 | 97 | 99 | 100 | 100 | 103 | 81 | 320 | 299 | 396 | 361 |
| Commissions on securities transactions | 82 | 91 | 90 | 83 | 87 | 88 | 84 | 88 | 93 | 263 | 259 | 342 | 385 |
| Trading income (loss) | 93 | (29) | 115 | (32) | (28) | 18 | (46) | (114) | (10) | 179 | (56) | (88) | (139) |
| AFS securities gains, net | 30 | 43 | 33 | 6 | 46 | 13 | 8 | 19 | 17 | 106 | 67 | 73 | 138 |
| Designated at fair value (FVO) gains (losses), net ${ }^{1}$ | 7 | 1 | - | 10 | (6) | 8 | 5 | 19 | (9) | 8 | 7 | 17 | (3) |
| Foreign exchange other than trading ${ }^{2}$ | 74 | 59 | 60 | 53 | 201 | 56 | 57 | 46 | 29 | 193 | 314 | 367 | 92 |
| Income from equity-accounted associates and joint ventures | 29 | 25 | 21 | 24 | 23 | 20 | 29 | 37 | 43 | 75 | 72 | 96 | 177 |
| Other | 102 | 84 | 387 | 118 | 377 | 137 | 104 | 108 | 108 | 573 | 618 | 736 | 420 |
| Total non-interest income | 1,828 | 1,603 | 2,067 | 1,571 | 2,023 | 1,594 | 1,481 | 1,440 | 1,499 | 5,498 | 5,098 | 6,669 | 5,941 |

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

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

NON-INTEREST EXPENSES

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 M \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \end{array}$ | $\begin{array}{r} 2016 \\ 12 \mathrm{M} \end{array}$ | $\begin{array}{r} \hline 2015 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employee compensation and benefits |  |  |  |  |  |  |  |  |  | 2,005 | 1,961 | 2,741 | 2,826 |
| Performance-based compensation | 446 | 420 | 467 | 358 | 445 | 385 | 392 | 380 | 403 | 1,333 | 1,222 | 1,580 | 1,568 |
| Benefits | 180 | 182 | 182 | 154 | 171 | 170 | 166 | 164 | 176 | 544 | 507 | 661 | 705 |
| $*$Occupancy costs |  |  |  |  |  |  |  |  |  | 3,882 | 3,690 | 4,982 | 5,099 |
| Occupancy costs <br> Rent and maintenance | 169 | 170 | 163 | 170 | 161 | 165 | 165 | 172 | 158 | 502 | 491 | 661 | 648 |
| Depreciation | 36 | 34 | 35 | 39 | 35 | 34 | 35 | 37 | 33 | 105 | 104 | 143 | 134 |
|  |  |  |  |  |  |  |  |  |  | 607 | 595 | 804 | 782 |
| Computer, software and office equipment <br> Rent, maintenance and amortization of software costs ${ }^{1}$ | 390 | 370 | 338 | 365 | 316 | 310 | 292 | 305 | 302 | 1,098 | 918 | 1,283 | 1,177 |
| Depreciation | 28 | 27 | 27 | 28 | 28 | 30 | 29 | 30 | 28 | 82 | 87 | 115 | 115 |
|  | 418 | 397 | 365 | 393 | 344 | 340 | 321 | 335 | 330 | 1,180 | 1,005 | 1,398 | 1,292 |
| Communications <br> Telecommunications | 37 | 36 | 35 | 36 | 32 | 38 | 36 | 35 | 34 | 108 | 106 | 142 | 136 |
| Postage and courier | 32 | 34 | 29 | 29 | 30 | 35 | 32 | 31 | 32 | 95 | 97 | 126 | 133 |
| Stationery | 12 | 13 | 11 | 10 | 13 | 15 | 13 | 14 | 14 | 36 | 41 | 51 | 57 |
| Advertising and business development | 81 | 83 | 75 | 75 | 75 | 88 | 81 | 80 | 80 | 239 | 244 | 319 | 326 |
|  | 76 | 63 | 54 | 77 | 66 | 63 | 63 | 80 | 70 | 193 | 192 | 269 | 281 |
| Professional fees | 72 | 45 | 41 | 61 | 51 | 45 | 44 | 78 | 65 | 158 | 140 | 201 | 230 |
| Business and capital taxes | 24 | 22 | 24 | 18 | 14 | 15 | 21 | 16 | 15 | 70 | 50 | 68 | 68 |
| Other ${ }^{2}$ | 252 | 212 | 208 | 222 | 198 | 293 | 217 | 206 | 197 | 672 | 708 | 930 | 783 |
| Non-interest expenses | 2,452 | 2,275 | 2,274 | 2,347 | 2,218 | 2,242 | 2,164 | 2,383 | 2,179 | 7,001 | 6,624 | 8,971 | 8,861 |

1 Includes $\$ 69$ million (Q2/17: \$60 million) of amortization and impairment of software costs.
2 Includes $\$ 10$ million (Q2/17: $\$ 6$ million) of amortization and impairment of other intangible assets.

## CIBC has four SBUs

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

 line.

- U.S. Commercial Banking and Wealth Management offers commercial banking, personal, small business, and wealth management services to our U.S. clients.
 clients around the world.


 attributable to the business lines.
(\$ millions)
Financia
Canadian Retail and Business Banking
Canadian Wealth Management
U.S. Commercial Banking and Wealth Management

Capital Markets
Corporate and Other Net income

| Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 719 | 647 | 953 | 687 | 666 | 652 | 684 | 672 | 630 |
| 136 | 153 | 130 | 127 | 506 | 116 | 120 | 128 | 141 |
| $\mathbf{4 0}$ | 26 | 28 | 23 | 23 | 16 | 23 | 21 | 27 |
| $\mathbf{2 5 2}$ | 267 | 346 | 252 | 281 | 233 | 220 | 154 | 237 |
| $\mathbf{( 5 0 )}$ | $(43)$ | $(50)$ | $(158)$ | $(35)$ | $(76)$ | $(65)$ | $(197)$ | $(57)$ |
| $\mathbf{1 , 0 9 7}$ | 1,050 | 1,407 | 931 | 1,441 | 941 | 982 | 778 | 978 |


| $2017$ | $2016$ | $2016$ | $2015$ |
| :---: | :---: | :---: | :---: |
| 2,319 | 2,002 | 2,689 | 2,530 |
| 419 | 742 | 869 | 521 |
| 94 | 62 | 85 | 102 |
| 865 | 734 | 986 | 852 |
| (143) | (176) | (334) | (415) |
| 3,554 | 3,364 | 4,295 | 3,590 |

1 Certain information has been reclassified to reflect external reporting changes discussed in "Notes to users". See page 1 for additional details.

SEGMENTED INFORMATION - CANADIAN RETAIL AND BUSINESS BANKING

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} \hline 2016 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ | $\begin{gathered} 2015 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal banking | 1,867 | 1,771 | 1,836 | 1,825 | 1,779 | 1,713 | 1,749 | 1,743 | 1,686 | 5,474 | 5,241 | 7,066 | 6,693 |
| Business banking | 467 | 447 | 453 | 443 | 435 | 423 | 425 | 414 | 410 | 1,367 | 1,283 | 1,726 | 1,623 |
| Other | 8 | 7 | 307 | 22 | 11 | 14 | 16 | 19 | 22 | 322 | 41 | 63 | 90 |
| Total revenue | 2,342 | 2,225 | 2,596 | 2,290 | 2,225 | 2,150 | 2,190 | 2,176 | 2,118 | 7,163 | 6,565 | 8,855 | 8,406 |
| Provision for credit losses | 187 | 196 | 205 | 206 | 197 | 199 | 163 | 163 | 165 | 588 | 559 | 765 | 670 |
| Non-interest expenses | 1,176 | 1,149 | 1,129 | 1,149 | 1,121 | 1,105 | 1,097 | 1,100 | 1,096 | 3,454 | 3,323 | 4,472 | 4,309 |
| Income before income taxes | 979 | 880 | 1,262 | 935 | 907 | 846 | 930 | 913 | 857 | 3,121 | 2,683 | 3,618 | 3,427 |
| Income taxes | 260 | 233 | 309 | 248 | 241 | 194 | 246 | 241 | 227 | 802 | 681 | 929 | 897 |
| Net income | 719 | 647 | 953 | 687 | 666 | 652 | 684 | 672 | 630 | 2,319 | 2,002 | 2,689 | 2,530 |
| Net income attributable to equity shareholders | 719 | 647 | 953 | 687 | 666 | 652 | 684 | 672 | 630 | 2,319 | 2,002 | 2,689 | 2,530 |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 1,664 | 1,558 | 1,602 | 1,599 | 1,572 | 1,513 | 1,534 | 1,528 | 1,487 | 4,824 | 4,619 | 6,218 | 5,879 |
| Non-interest income | 549 | 543 | 872 | 570 | 536 | 526 | 542 | 535 | 516 | 1,964 | 1,604 | 2,174 | 2,080 |
| Intersegment revenue ${ }^{1}$ | 129 | 124 | 122 | 121 | 117 | 111 | 114 | 113 | 115 | 375 | 342 | 463 | 447 |
|  | 2,342 | 2,225 | 2,596 | 2,290 | 2,225 | 2,150 | 2,190 | 2,176 | 2,118 | 7,163 | 6,565 | 8,855 | 8,406 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal loans | 36,989 | 35,917 | 35,367 | 35,087 | 34,589 | 33,975 | 33,820 | 33,736 | 33,499 | 36,093 | 34,129 | 34,370 | 33,369 |
| Credit card | 12,156 | 11,932 | 12,184 | 12,004 | 11,905 | 11,583 | 11,797 | 11,655 | 11,568 | 12,092 | 11,763 | 11,823 | 11,539 |
| Business lending ${ }^{3,4}$ | 54,153 | 53,323 | 51,712 | 51,065 | 49,811 | 48,248 | 46,594 | 45,049 | 43,601 | 53,060 | 48,217 | 48,933 | 43,179 |
| Interest-earning assets ${ }^{5}$ | 278,455 | 271,189 | 266,030 | 259,322 | 251,939 | 246,418 | 243,243 | 238,155 | 232,889 | 271,899 | 247,206 | 250,251 | 231,596 |
| Deposits | 203,189 | 199,390 | 198,081 | 191,408 | 186,428 | 183,873 | 182,378 | 176,035 | 172,487 | 200,229 | 184,229 | 186,034 | 172,218 |
| Common equity ${ }^{6}$ | 5,396 | 5,530 | 5,629 | 5,490 | 5,292 | 5,089 | 5,140 | 4,859 | 4,752 | 5,515 | 5,174 | 5,253 | 4,529 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest margin on average interest-earning assets ${ }^{5}$ | 2.37\% | 2.36\% | 2.39\% | 2.45\% | 2.48\% | 2.50\% | 2.51\% | 2.54\% | 2.53\% | 2.37\% | 2.50\% | 2.49\% | 2.54\% |
| Efficiency ratio | 50.2\% | 51.6\% | 43.5\% | 50.1\% | 50.3\% | 51.4\% | 50.1\% | 50.6\% | 51.8\% | 48.2\% | 50.6\% | 50.5\% | 51.3\% |
| Return on equity ${ }^{6}$ | 52.7\% | 47.8\% | 67.0\% | 49.6\% | 50.0\% | 51.9\% | 52.7\% | 54.7\% | 52.4\% | 56.1\% | 51.5\% | 51.0\% | 55.6\% |
| Net income attributable to equity shareholders | 719 | 647 | 953 | 687 | 666 | 652 | 684 | 672 | 630 | 2,319 | 2,002 | 2,689 | 2,530 |
| Charge for economic capital ${ }^{6}$ | (134) | (131) | (138) | (135) | (129) | (122) | (127) | (146) | (144) | (403) | (378) | (513) | (547) |
| Economic profit ${ }^{6}-$ | 585 | 516 | 815 | 552 | 537 | 530 | 557 | 526 | 486 | 1,916 | 1,624 | 2,176 | 1,983 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FirstLine mortgages (\$ millions - average) | 3,760 | 4,124 | 4,676 | 5,693 | 7,154 | 8,904 | 10,738 | 12,784 | 15,201 | 4,187 | 8,932 | 8,118 | 16,176 |
| Number of banking centres - Canada | 1,088 | 1,096 | 1,105 | 1,108 | 1,115 | 1,120 | 1,124 | 1,125 | 1,128 | 1,088 | 1,115 | 1,108 | 1,125 |
| Number of President's Choice Financial sales locations | 206 | 219 | 218 | 218 | 310 | 310 | 306 | 302 | 306 | 206 | 310 | 218 | 302 |
| Number of ABMs - Canada | 3,882 | 3,924 | 3,923 | 3,931 | 3,914 | 3,920 | 3,910 | 3,936 | 4,288 | 3,882 | 3,914 | 3,931 | 3,936 |
| Full-time equivalent employees | 20,843 | 20,715 | 20,494 | 20,280 | 20,414 | 20,833 | 21,160 | 21,532 | 21,573 | 20,843 | 20,414 | 20,280 | 21,532 |

1 Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.
2 Loan amounts are stated before any related allowances.
3 Multi-family dwelling mortgages are included in business lending.
4 Comprises loans and acceptances and notional amount of letters of credit
5 Average interest-earning assets include interest-bearing deposits with banks, securities, and loans net of allowances
6 See Notes to users: Non-GAAP measures.

SEGMENTED INFORMATION - CANADIAN WEALTH MANAGEMENT

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail brokerage | 354 | 352 | 352 | 332 | 317 | 312 | 308 | 317 | 326 | 1,058 | 937 | 1,269 | 1,282 |
| Asset management | 204 | 207 | 194 | 190 | 196 | 179 | 181 | 178 | 180 | 605 | 556 | 746 | 707 |
| Private wealth management | 45 | 42 | 43 | 42 | 41 | 42 | 40 | 40 | 40 | 130 | 123 | 165 | 154 |
| Other | - | - | - | - | 428 | 1 | 14 | 21 | 29 | - | 443 | 443 | 100 |
| Total revenue | 603 | 601 | 589 | 564 | 982 | 534 | 543 | 556 | 575 | 1,793 | 2,059 | 2,623 | 2,243 |
| Provision for (reversal of) credit losses | - | - | - | - | - | - |  | - | - | - | - | - | (1) |
| Non-interest expenses | 417 | 405 | 411 | 390 | 385 | 378 | 381 | 387 | 390 | 1,233 | 1,144 | 1,534 | 1,559 |
| Income before income taxes | 186 | 196 | 178 | 174 | 597 | 156 | 162 | 169 | 185 | 560 | 915 | 1,089 | 685 |
| Income taxes | 50 | 43 | 48 | 47 | 91 | 40 | 42 | 41 | 44 | 141 | 173 | 220 | 164 |
| Net income | 136 | 153 | 130 | 127 | 506 | 116 | 120 | 128 | 141 | 419 | 742 | 869 | 521 |
| Net income attributable to equity shareholders | 136 | 153 | 130 | 127 | 506 | 116 | 120 | 128 | 141 | 419 | 742 | 869 | 521 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest income | 681 | 675 | 660 | 637 | 1,053 | 597 | 609 | 622 | 642 | 2,016 | 2,259 | 2,896 | 2,500 |
| Intersegment revenue ${ }^{2}$ | (132) | (127) | (125) | (124) | (120) | (113) | (117) | (116) | (118) | (384) | (350) | (474) | (457) |
|  | 603 | 601 | 589 | 564 | 982 | 534 | 543 | 556 | 575 | 1,793 | 2,059 | 2,623 | 2,243 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | 10,424 | 10,925 | 10,947 | 10,196 | 9,830 | 9,734 | 9,505 | 9,297 | 9,061 | 10,764 | 9,689 | 9,817 | 8,991 |
| Common equity ${ }^{3}$ | 1,205 | 1,243 | 1,297 | 1,329 | 1,291 | 2,234 | 2,221 | 2,175 | 2,103 | 1,248 | 1,913 | 1,766 | 2,088 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio | 69.1\% | 67.4\% | 69.7\% | 69.1\% | 39.3\% | 70.6\% | 70.2\% | 69.5\% | 67.8\% | 68.7\% | 55.6\% | 58.5\% | 69.5\% |
| Return on equity ${ }^{3}$ | 44.8\% | 50.1\% | 39.7\% | 37.8\% | 155.8\% | 21.0\% | 21.3\% | 23.4\% | 26.3\% | 44.8\% | 51.6\% | 49.0\% | 24.7\% |
| Net income attributable to equity shareholders | 136 | 153 | 130 | 127 | 506 | 116 | 120 | 128 | 141 | 419 | 742 | 869 | 521 |
| Charge for economic capital ${ }^{3}$ | (29) | (30) | (32) | (32) | (32) | (53) | (55) | (64) | (64) | (91) | (140) | (172) | (251) |
| Economic profit ${ }^{3}$ | 107 | 123 | 98 | 95 | 474 | 63 | 65 | 64 | 77 | 328 | 602 | 697 | 270 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individuals | 176,150 | 179,128 | 173,985 | 168,377 | 165,584 | 159,009 | 152,590 | 156,953 | 159,789 | 176,150 | 165,584 | 168,377 | 156,953 |
| Institutions | 21,855 | 22,598 | 21,342 | 22,152 | 22,099 | 21,945 | 21,966 | 22,369 | 22,056 | 21,855 | 22,099 | 22,152 | 22,369 |
| Canadian retail mutual funds | 97,363 | 98,682 | 92,625 | 90,848 | 89,602 | 85,154 | 83,388 | 84,187 | 85,986 | 97,363 | 89,602 | 90,848 | 84,187 |
|  | 295,368 | 300,408 | 287,952 | 281,377 | 277,285 | 266,108 | 257,944 | 263,509 | 267,831 | 295,368 | 277,285 | 281,377 | 263,509 |
| Assets under management ${ }^{4}$ Individuals | 36,172 | 35,706 | 33,837 | 32,271 | 30,664 | 28,081 | 26,630 | 27,730 | 27,691 | 36,172 | 30,664 | 32,271 | 27,730 |
| Institutions | 21,855 | 22,598 | 21,342 | 22,152 | 22,099 | 21,945 | 21,966 | 22,369 | 22,056 | 21,855 | 22,099 | 22,152 | 22,369 |
| Canadian retail mutual funds | 97,363 | 98,682 | 92,625 | 90,848 | 89,602 | 85,154 | 83,388 | 84,187 | 85,986 | 97,363 | 89,602 | 90,848 | 84,187 |
|  | 155,390 | 156,986 | 147,804 | 145,271 | 142,365 | 135,180 | 131,984 | 134,286 | 135,733 | 155,390 | 142,365 | 145,271 | 134,286 |
| Full-time equivalent employees | 4,131 | 4,059 | 4,024 | 4,049 | 3,983 | 4,112 | 4,146 | 4,114 | 4,106 | 4,131 | 3,983 | 4,049 | 4,114 |

1 Certain information has been reclassified to reflect external reporting changes discussed in "Notes to users". See page 1 for additional details.
2 Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model
See Notes to users: Non-GAAP measures
4 AUM amounts are included in the amounts reported under AUA.

## SEGMENTED INFORMATION - U.S. COMMERCIAL BANKING AND WEALTH MANAGEMENT - CANADIAN DOLLARS

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 M \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 9 M \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial banking | 150 | 42 | 47 | 49 | 39 | 31 | 45 | 47 | 55 | 239 | 115 | 164 | 210 |
| Wealth management | 80 | 58 | 64 | 56 | 53 | 49 | 58 | 51 | 53 | 202 | 160 | 216 | 225 |
| Other | 9 | 1 | 1 |  | 1 | 1 | - |  |  | 11 | 2 | 2 |  |
| Total revenue ${ }^{11}$ | 239 | 101 | 112 | 105 | 93 | 81 | 103 | 98 | 108 | 452 | 277 | 382 | 435 |
| Provision for (reversal of) credit losses | 34 |  | 2 |  |  | (2) |  | (7) | 4 | 36 | (2) | (2) | 10 |
| Non-interest expenses | 154 | 71 | 74 | 77 | 68 | 68 | 75 | 78 | 69 | 299 | 211 | 288 | 294 |
| Income before income taxes | 51 | 30 | 36 | 28 | 25 | 15 | 28 | 27 | 35 | 117 | 68 | 96 | 131 |
| Income taxes ${ }^{1}$ | 11 | 4 | 8 | 5 | 2 | (1) | 5 | 6 | 8 | 23 | 6 | 11 | 29 |
| Net income | 40 | 26 | 28 | 23 | 23 | 16 | 23 | 21 | 27 | 94 | 62 | 85 | 102 |
| Net income attributable to equity shareholders | 40 | 26 | 28 | 23 | 23 | 16 | 23 | 21 | 27 | 94 | 62 | 85 | 102 |
| Total revenue ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{1}$ | 154 | 44 | 42 | 43 | 41 | 37 | 45 | 43 | 45 | 240 | 123 | 166 | 175 |
| Non-interest income | 85 | 57 | 70 | 62 | 52 | 44 | 58 | 55 | 63 | 212 | 154 | 216 | 260 |
|  | 239 | 101 | 112 | 105 | 93 | 81 | 103 | 98 | 108 | 452 | 277 | 382 | 435 |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial loans | 5,665 | 1 | 5 | 5 | 5 | 5 | 6 | 22 | 21 | 1,911 | 5 | 5 | 26 |
| Commercial real estate loans | 10,894 | 8,684 | 8,527 | 8,460 | 8,019 | 7,456 | 7,800 | 7,155 | 6,800 | 9,376 | 7,761 | 7,936 | 6,844 |
| Other loans | 615 | 133 | 59 | 97 | 56 | 44 | 140 | 316 | 325 | 270 | 80 | 85 | 302 |
| Non-interest-bearing demand deposits | 3,210 | 67 | 77 | 89 | 69 | 59 | 81 | 90 | 72 | 1,130 | 70 | 75 | 71 |
| Interest-bearing deposits | 5,495 | 42 | 41 | 41 | 36 | 34 | 43 | 42 | 34 | 1,879 | 37 | 39 | 35 |
| Other deposits | 537 |  |  |  |  |  |  |  |  | 181 |  |  |  |
| Common equity ${ }^{2}$ | 3,062 | 491 | 475 | 474 | 468 | 510 | 515 | 514 | 533 | 1,359 | 498 | 492 | 497 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio | 64.4\% | 70.2\% | 66.3\% | 73.9\% | 72.6\% | 84.9\% | 72.3\% | 79.4\% | 63.9\% | 66.2\% | 76.1\% | 75.5\% | 67.5\% |
| Return on equity ${ }^{2}$ | 5.1\% | 20.7\% | 23.6\% | 18.5\% | 19.5\% | 12.5\% | 18.0\% | 15.9\% | 19.7\% | 9.1\% | 16.6\% | 17.1\% | 20.2\% |
| Net income attributable to equity shareholders | 40 | 26 | 28 | 23 | 23 | 16 | 23 | 21 | 27 | 94 | 62 | 85 | 102 |
| Charge for economic capital ${ }^{2}$ | (75) | (14) | (10) | (13) | (10) | (13) | (12) | (16) | (17) | (99) | (35) | (48) | (61) |
| Economic profit ${ }^{2-2}$ | (35) | 12 | 18 | 10 | 13 | 3 | 11 | 5 | 10 | (5) | 27 | 37 | 41 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individuals | 40,726 | 39,651 | 36,391 | 35,859 | 35,175 | 32,278 | 34,817 | 34,015 | 34,524 | 40,726 | 35,175 | 35,859 | 34,015 |
| Institutions | 17,628 | 8,724 | 8,287 | 8,272 | 8,026 | 7,504 | 7,569 | 7,252 | 7,290 | 17,628 | 8,026 | 8,272 | 7,252 |
|  | 58,354 | 48,375 | 44,678 | 44,131 | 43,201 | 39,782 | 42,386 | 41,267 | 41,814 | 58,354 | 43,201 | 44,131 | 41,267 |
| Assets under management ${ }^{3}$ Individuals | 34,901 | 33,957 | 31,206 | 30,957 | 30,216 | 27,637 | 30,266 | 29,309 | 29,662 | 34,901 | 30,216 | 30,957 | 29,309 |
| Institutions | 10,593 | 7,503 | 7,051 | 7,018 | 6,797 | 6,202 | 6,584 | 6,299 | 6,366 | 10,593 | 6,797 | 7,018 | 6,299 |
|  | 45,494 | 41,460 | 38,257 | 37,975 | 37,013 | 33,839 | 36,850 | 35,608 | 36,028 | 45,494 | 37,013 | 37,975 | 35,608 |
| Full-time equivalent employees | 1,734 | 311 | 310 | 310 | 317 | 311 | 316 | 308 | 314 | 1,734 | 317 | 310 | 308 |


2 See Notes to users: Non-GAAP measures
AUM amounts are included in the amounts reported under AUA.

SEGMENTED INFORMATION - U.S. COMMERCIAL BANKING AND WEALTH MANAGEMENT - U.S. DOLLAR EQUIVALENT

| (US\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial banking | 120 | 31 | 35 | 37 | 30 | 24 | 33 | 35 | 44 | 186 | 87 | 124 | 168 |
| Wealth management | 61 | 43 | 49 | 42 | 40 | 38 | 42 | 39 | 41 | 153 | 120 | 162 | 181 |
| Other | 6 | 1 | 1 | - | 1 | 1 | - | - | - | 8 | 2 | 2 | 1 |
| Total revenue ${ }^{1}$ | 187 | 75 | 85 | 79 | 71 | 63 | 75 | 74 | 85 | 347 | 209 | 288 | 350 |
| Provision for (reversal of) credit losses | 26 | - | 2 | - | - | (1) | - | (4) | 3 | 28 | (1) | (1) | 9 |
| Non-interest expenses | 120 | 53 | 56 | 58 | 52 | 53 | 54 | 59 | 54 | 229 | 159 | 217 | 235 |
| Income before income taxes | 41 | 22 | 27 | 21 | 19 | 11 | 21 | 19 | 28 | 90 | 51 | 72 | 106 |
| Income taxes ${ }^{1}$ | 10 | 4 | 6 | 4 | 1 | (1) | 4 | 4 | 6 | 20 | 4 | 8 | 24 |
| Net income | 31 | 18 | 21 | 17 | 18 | 12 | 17 | 15 | 22 | 70 | 47 | 64 | 82 |
| Net income attributable to equity shareholders | 31 | 18 | 21 | 17 | 18 | 12 | 17 | 15 | 22 | 70 | 47 | 64 | 82 |
| Total revenue ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{1}$ | 121 | 32 | 32 | 33 | 31 | 28 | 33 | 32 | 35 | 185 | 92 | 125 | 140 |
| Non-interest income | 66 | 43 | 53 | 46 | 40 | 35 | 42 | 42 | 50 | 162 | 117 | 163 | 210 |
|  | 187 | 75 | 85 | 79 | 71 | 63 | 75 | 74 | 85 | 347 | 209 | 288 | 350 |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial loans | 4,365 | 1 | 4 | 4 | 4 | 4 | 4 | 17 | 16 | 1,445 | 4 | 4 | 19 |
| Commercial real estate loans | 8,393 | 6,476 | 6,417 | 6,402 | 6,155 | 5,726 | 5,680 | 5,424 | 5,367 | 7,089 | 5,852 | 5,990 | 5,179 |
| Other loans | 473 | 99 | 44 | 73 | 43 | 33 | 102 | 239 | 258 | 204 | 61 | 64 | 230 |
| Non-interest-bearing demand deposits | 2,473 | 50 | 58 | 68 | 53 | 45 | 59 | 68 | 57 | 854 | 53 | 56 | 54 |
| Interest-bearing deposits | 4,234 | 31 | 31 | 31 | 28 | 27 | 31 | 32 | 27 | 1,421 | 28 | 29 | 26 |
| Other deposits | 413 | - | - | - | - |  |  |  | - | 137 | - | - | - |
| Common equity ${ }^{2}$ | 2,359 | 366 | 357 | 359 | 359 | 392 | 375 | 390 | 421 | 1,028 | 376 | 371 | 376 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio | 64.4\% | 70.2\% | 66.3\% | 73.9\% | 72.6\% | 84.9\% | 72.3\% | 79.4\% | 63.9\% | 66.2\% | 76.1\% | 75.5\% | 67.5\% |
| Return on equity ${ }^{2}$ | 5.1\% | 20.7\% | 23.6\% | 18.5\% | 19.5\% | 12.5\% | 18.0\% | 15.9\% | 19.7\% | 9.1\% | 16.6\% | 17.1\% | 20.2\% |
| Net income attributable to equity shareholders | 31 | 18 | 21 | 17 | 18 | 12 | 17 | 15 | 22 | 70 | 47 | 64 | 82 |
| Charge for economic capital ${ }^{2}$ | (59) | (8) | (9) | (9) | (9) | (9) | (9) | (11) | (13) | (76) | (27) | (36) | (48) |
| Economic profit ${ }^{2}$ | (28) | 10 | 12 | 8 | 9 | 3 | 8 | , | 9 | (6) | 20 | 28 | 34 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{3}$ Individuals | 32,670 | 29,051 | 27,968 | 26,738 | 26,941 | 25,724 | 24,859 | 26,016 | 26,394 | 32,670 | 26,941 | 26,738 | 26,016 |
| Institutions | 14,141 | 6,392 | 6,369 | 6,168 | 6,147 | 5,980 | 5,404 | 5,546 | 5,573 | 14,141 | 6,147 | 6,168 | 5,546 |
|  | 46,811 | 35,443 | 34,337 | 32,906 | 33,088 | 31,704 | 30,263 | 31,562 | 31,967 | 46,811 | 33,088 | 32,906 | 31,562 |
| Assets under management ${ }^{3}$ Individuals | 27,997 | 24,879 | 23,982 | 23,083 | 23,143 | 22,025 | 21,609 | 22,417 | 22,678 | 27,997 | 23,143 | 23,083 | 22,417 |
| Institutions | 8,498 | 5,497 | 5,419 | 5,233 | 5,206 | 4,942 | 4,701 | 4,817 | 4,867 | 8,498 | 5,206 | 5,233 | 4,817 |
|  | 36,495 | 30,376 | 29,401 | 28,316 | 28,349 | 26,967 | 26,310 | 27,234 | 27,545 | 36,495 | 28,349 | 28,316 | 27,234 |
| Full-time equivalent employees | 1,734 | 311 | 310 | 310 | 317 | 311 | 316 | 308 | 314 | 1,734 | 317 | 310 | 308 |


2 See Notes to users: Non-GAAP measures
AUM amounts are included in the amounts reported under AUA.

## SEGMENTED INFORMATION - CAPITAL MARKETS

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} \hline 2017 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} 2016 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results Global markets | 360 | 407 | 531 | 365 | 415 | 469 | 391 | 271 | 363 | 1,298 | 1,275 | 1,640 | 1,353 |
| Corporate and investment banking | 321 | 284 | 288 | 264 | 325 | 265 | 241 | 255 | 269 | 893 | 831 | 1,095 | 1,063 |
| Other | (2) | (1) | 10 | (5) | 29 | (16) | 6 | (2) | 4 | 7 | 19 | 14 | (6) |
| Total revenue ${ }^{2}$ | 679 | 690 | 829 | 624 | 769 | 718 | 638 | 524 | 636 | 2,198 | 2,125 | 2,749 | 2,410 |
| Provision for (reversal of) credit losses | 1 | (5) | - | - | 47 | 83 | 25 | 29 | 6 | (4) | 155 | 155 | 44 |
| Non-interest expenses | 340 | 348 | 366 | 310 | 355 | 337 | 327 | 308 | 323 | 1,054 | 1,019 | 1,329 | 1,263 |
| Income before income taxes | 338 | 347 | 463 | 314 | 367 | 298 | 286 | 187 | 307 | 1,148 | 951 | 1,265 | 1,103 |
| Income taxes ${ }^{2}$ | 86 | 80 | 117 | 62 | 86 | 65 | 66 | 33 | 70 | 283 | 217 | 279 | 251 |
| Net income | 252 | 267 | 346 | 252 | 281 | 233 | 220 | 154 | 237 | 865 | 734 | 986 | 852 |
| Net income attributable to equity shareholders | 252 | 267 | 346 | 252 | 281 | 233 | 220 | 154 | 237 | 865 | 734 | 986 | 852 |
| Total revenue ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{2}$ | 331 | 487 | 504 | 463 | 509 | 486 | 493 | 418 | 452 | 1,322 | 1,488 | 1,951 | 1,698 |
| Non-interest income | 345 | 200 | 322 | 158 | 257 | 230 | 142 | 103 | 181 | 867 | 629 | 787 | 702 |
| Intersegment revenue ${ }^{3}$ | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 9 | 8 | 11 | 10 |
|  | 679 | 690 | 829 | 624 | 769 | 718 | 638 | 524 | 636 | 2,198 | 2,125 | 2,749 | 2,410 |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and acceptances, net of allowance | 22,238 | 22,086 | 22,900 | 23,932 | 25,705 | 25,888 | 24,773 | 22,954 | 22,367 | 22,411 | 25,452 | 25,070 | 21,828 |
| Trading securities | 51,061 | 60,440 | 56,747 | 51,963 | 48,184 | 45,542 | 45,968 | 45,296 | 46,986 | 56,035 | 46,572 | 47,927 | 46,103 |
| Deposits | 27,392 | 28,242 | 26,849 | 24,114 | 23,196 | 20,363 | 18,968 | 18,055 | 16,027 | 27,486 | 20,846 | 21,667 | 15,622 |
| Common equity ${ }^{4}$ | 2,996 | 3,092 | 3,230 | 3,247 | 3,344 | 3,385 | 2,896 | 2,490 | 2,364 | 3,105 | 3,207 | 3,217 | 2,359 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio | 50.1\% | 50.4\% | 44.2\% | 49.5\% | 46.2\% | 47.0\% | 51.2\% | 58.8\% | 50.9\% | 47.9\% | 48.0\% | 48.3\% | 52.4\% |
| Return on equity ${ }^{4}$ | 33.2\% | 35.4\% | 42.3\% | 30.8\% | 33.2\% | 27.8\% | 30.1\% | 24.3\% | 39.6\% | 37.1\% | 30.4\% | 30.5\% | 35.9\% |
| Net income attributable to equity shareholders | 252 | 267 | 346 | 252 | 281 | 233 | 220 | 154 | 237 | 865 | 734 | 986 | 852 |
| Charge for economic capital ${ }^{4}$ | (74) | (72) | (80) | (79) | (83) | (81) | (71) | (75) | (71) | (226) | (235) | (314) | (284) |
| Economic profit ${ }^{4}$ | 178 | 195 | 266 | 173 | 198 | 152 | 149 | 79 | 166 | 639 | 499 | 672 | 568 |
| Other information <br> Full-time equivalent employees | 1,327 | 1,262 | 1,237 | 1,260 | 1,301 | 1,235 | 1,267 | 1,270 | 1,291 | 1,327 | 1,301 | 1,260 | 1,270 |

1 Certain information has been reclassified to reflect external reporting changes discussed in "Notes to users". See page 1 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

SEGMENTED INFORMATION - CORPORATE AND OTHER

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 \mathrm{M} \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} \hline 2016 \\ 12 \mathrm{M} \end{gathered}$ | $\begin{gathered} \hline 2015 \\ 12 \mathrm{M} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |  |  |
| International banking | 183 | 178 | 179 | 176 | 176 | 175 | 195 | 180 | 174 | 540 | 546 | 722 | 678 |
| Other | 58 | (97) | (96) | (78) | (109) | (27) | (82) | (51) | (91) | (135) | (218) | (296) | (316) |
| Total revenue ${ }^{1}$ | 241 | 81 | 83 | 98 | 67 | 148 | 113 | 129 | 83 | 405 | 328 | 426 | 362 |
| Provision for (reversal of) credit losses | (13) | (12) | 5 | 16 | (1) | 44 | 74 | 13 | 14 | (20) | 117 | 133 | 48 |
| Non-interest expenses | 365 | 302 | 294 | 421 | 289 | 354 | 284 | 510 | 301 | 961 | 927 | 1,348 | 1,436 |
| Loss before income taxes | (111) | (209) | (216) | (339) | (221) | (250) | (245) | (394) | (232) | (536) | (716) | $(1,055)$ | $(1,122)$ |
| Income taxes ${ }^{1}$ | (61) | (166) | (166) | (181) | (186) | (174) | (180) | (197) | (175) | (393) | (540) | (721) | (707) |
| Net income (loss) | (50) | (43) | (50) | (158) | (35) | (76) | (65) | (197) | (57) | (143) | (176) | (334) | (415) |
| Net income (loss) attributable to: Non-controlling interests | 4 | 5 | 5 | 4 | 6 | 5 | 5 | 2 | 5 | 14 | 16 | 20 | 14 |
| Equity shareholders | (54) | (48) | (55) | (162) | (41) | (81) | (70) | (199) | (62) | (157) | (192) | (354) | (429) |
| Total revenue ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (loss) ${ }^{1}$ | 73 | (47) | (60) | (46) | (58) | (49) | (17) | 4 | (14) | (34) | (124) | (170) | (37) |
| Non-interest income | 168 | 128 | 143 | 144 | 125 | 197 | 130 | 125 | 97 | 439 | 452 | 596 | 399 |
|  | 241 | 81 | 83 | 98 | 67 | 148 | 113 | 129 | 83 | 405 | 328 | 426 | 362 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individuals | 13,952 | 15,114 | 17,462 | 16,815 | 16,725 | 16,565 | 19,306 | 15,840 | 16,269 | 13,952 | 16,725 | 16,815 | 15,840 |
| Institutions ${ }^{3}$ | 1,722,406 | 1,743,110 | 1,671,378 | 1,690,480 | 1,647,605 | 1,549,187 | 1,505,260 | 1,516,932 | 1,540,913 | 1,722,406 | 1,647,605 | 1,690,480 | 1,516,932 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management ${ }^{2}$ Individuals | 202 | 273 | 259 | 258 | 315 | 303 | 331 | 342 | 344 | 202 | 315 | 258 | 342 |
| Institutions | 189 | 222 | 227 | 211 | 210 | 199 | 224 | 229 | 211 | 189 | 210 | 211 | 229 |
|  | 391 | 495 | 486 | 469 | 525 | 502 | 555 | 571 | 555 | 391 | 525 | 469 | 571 |
| Full-time equivalent employees | 17,650 | 17,097 | 16,951 | 17,314 | 17,726 | 16,889 | 16,720 | 16,977 | 17,101 | 17,650 | 17,726 | 17,314 | 16,977 |

 income taxes include a TEB adjustment of $\$ 21$ million (Q2/17: \$123 million).
2 AUM amounts are included in the amounts reported under AUA.
3 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)

| Q3/17 | $\mathrm{Q} 2 / 17$ | $\mathrm{Q} 1 / 17$ | $\mathrm{Q} 4 / 16$ | $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 , 6 8 1 , 3 4 9}$ | $1,699,357$ | $1,630,847$ | $1,640,245$ | $1,598,817$ | $1,502,285$ | $1,454,633$ | $1,465,674$ | $1,489,841$ |


| 2017 | 2016 | 2016 | 2015 |
| ---: | ---: | ---: | ---: |
| 9 M | 9 M | 12 M | 12 M |
|  |  |  |  |
| $\mathbf{1 , 6 8 1 , 3 4 9}$ | $1,598,817$ | $1,640,245$ | $1,465,674$ |

## 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

| Q3/17 | $\mathrm{Q} 2 / 17$ | $\mathrm{Q} 1 / 17$ | $\mathrm{Q} 4 / 16$ | $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| 2017 | 2016 | 2016 | 2015 |
| ---: | ---: | ---: | ---: |
| $9 M$ | $9 M$ | 12 M | 12 M |

## Trading revenue by product line (TEB)

Interest rates
Foreign exchange
Equities ${ }^{4}$
Commodities
Other ${ }^{5}$
Total trading revenue (TEB)
TEB adjustment ${ }^{3}$
Total trading revenue

| $\mathbf{1 7 5}$ | 350 | 348 | 327 | 376 | 368 | 373 | 312 | 332 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{9 3}$ | $(29)$ | 115 | $(32)$ | $(28)$ | 18 | $(46)$ | $(114)$ | $(10)$ |
| $\mathbf{2 6 8}$ | 321 | 463 | 295 | 348 | 386 | 327 | 198 | 322 |
| $\mathbf{2 0}$ | 123 | 118 | 97 | 142 | 120 | 115 | 92 | 130 |
| $\mathbf{2 4 8}$ | 198 | 345 | 198 | 206 | 266 | 212 | 106 | 192 |
| $\mathbf{6 . 1 \%}$ | $5.3 \%$ | $8.2 \%$ | $5.4 \%$ | $5.0 \%$ | $7.3 \%$ | $5.9 \%$ | $3.0 \%$ | $5.4 \%$ |
| $\mathbf{6 . 5} \%$ | $8.7 \%$ | $11.0 \%$ | $8.0 \%$ | $8.4 \%$ | $10.6 \%$ | $9.1 \%$ | $5.7 \%$ | $9.1 \%$ |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| $\mathbf{8 7 3}$ | 1,117 | 1,444 | 1,259 |
| $\mathbf{1 7 9}$ | $(56)$ | $(88)$ | $(139)$ |
| $\mathbf{1 , 0 5 2}$ | 1,061 | 1,356 | 1,120 |
| $\mathbf{2 6 1}$ | 377 | 474 | 482 |
| $\mathbf{7 9 1}$ | 684 | 882 | 638 |
| $\mathbf{6 . 6} \%$ | $6.0 \%$ | $5.9 \%$ | $4.6 \%$ |
| $\mathbf{8 . 8} \%$ | $9.3 \%$ | $9.0 \%$ | $8.1 \%$ |

## Foreign exchange revenue

Foreign exchange trading revenue
Foreign exchange other than trading ${ }^{6}$

| 34 | 55 | 71 | 40 | 77 | 93 | 45 | (15) | 63 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 130 | 121 | 145 | 108 | 122 | 135 | 146 | 113 | 112 |
| 64 | 125 | 170 | 94 | 126 | 125 | 108 | 76 | 111 |
| 20 | 21 | 49 | 43 | 18 | 27 | 18 | 13 | 14 |
| 20 | (1) | 28 | 10 | 5 | 6 | 10 | 11 | 22 |
| 268 | 321 | 463 | 295 | 348 | 386 | 327 | 198 | 322 |
| 20 | 123 | 118 | 97 | 142 | 120 | 115 | 92 | 130 |
| 248 | 198 | 345 | 198 | 206 | 266 | 212 | 106 | 192 |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
|  | $\mathbf{1 6 0}$ | 215 | 255 |
| 396 | 403 | 511 | 471 |
| 359 | 359 | 453 | 414 |
| $\mathbf{9 0}$ | 63 | 106 | 78 |
| $\mathbf{4 7}$ | 21 | 31 | 48 |
| $\mathbf{1 , 0 5 2}$ | 1,061 | 1,356 | 1,120 |
| $\mathbf{2 6 1}$ | 377 | 474 | 482 |
| $\mathbf{7 9 1}$ | 684 | 882 | 638 |





3 Reported within Capital Markets. See footnote 2 on page 13 for further details.
4 Includes $\$ 20$ million (Q2/17: \$123 million) TEB adjustment.
5 Other includes structured credit run-off business.
6 See footnote 2 on page 6 under Non-interest income

CONSOLIDATED BALANCE SHEET
Cash and non-interest-bearing deposits with banks
Interest-bearing deposits with banks
Securities
Trading
AFS and held-to-maturity
FVO
Cash collateral on securities borrowed
Securities purchased under resale agreements
Loans
Residential mortgages
Personal
Credit card
Business and government
Allowance for credit losses
Other
Derivative instruments
Customers' liability under acceptances
Land, buildings and equipment
Goodwill
Software and other intangible assets
Investments in equity-accounted associates and joint ventures
Deferred tax assets
Deferred tax
Total assets

| Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4,207 | 3,615 | 3,185 | 3,500 | 2,942 | 2,821 | 3,255 | 3,053 | 3,198 |
| 15,710 | 10,788 | 12,204 | 10,665 | 10,186 | 8,634 | 9,374 | 15,584 | 16,877 |
| 48,073 | 60,277 | 55,934 | 49,915 | 49,169 | 46,198 | 44,084 | 46,181 | 47,549 |
| 40,164 | 35,638 | 33,444 | 37,253 | 35,534 | 33,146 | 34,137 | 28,534 | 25,103 |
| 143 | 154 | 146 | 255 | 262 | 255 | 282 | 267 | 270 |
| 5,866 | 6,694 | 5,567 | 5,433 | 5,317 | 4,446 | 3,982 | 3,245 | 3,359 |
| 39,206 | 37,148 | 38,989 | 28,377 | 31,143 | 31,276 | 30,829 | 30,089 | 27,991 |
| 203,387 | 196,580 | 191,888 | 187,298 | 181,480 | 175,438 | 172,998 | 169,258 | 165,337 |
| 40,470 | 39,163 | 38,221 | 38,041 | 37,579 | 36,873 | 36,406 | 36,517 | 36,345 |
| 12,438 | 12,232 | 12,180 | 12,332 | 12,042 | 11,917 | 11,817 | 11,804 | 11,702 |
| 94,913 | 75,593 | 73,274 | 71,437 | 69,448 | 68,118 | 71,297 | 65,276 | 65,738 |
| $(1,598)$ | $(1,639)$ | $(1,640)$ | $(1,691)$ | $(1,780)$ | $(1,800)$ | $(1,790)$ | $(1,670)$ | $(1,711)$ |
| 26,370 | 25,612 | 23,897 | 27,762 | 28,553 | 28,740 | 31,939 | 26,342 | 30,030 |
| 9,383 | 8,823 | 8,171 | 12,364 | 13,504 | 13,215 | 10,573 | 9,796 | 8,091 |
| 1,762 | 1,796 | 1,752 | 1,898 | 1,859 | 1,832 | 1,930 | 1,897 | 1,867 |
| 5,101 | 1,549 | 1,523 | 1,539 | 1,525 | 1,504 | 1,564 | 1,526 | 1,526 |
| 1,822 | 1,454 | 1,428 | 1,410 | 1,340 | 1,289 | 1,266 | 1,197 | 1,135 |
| 740 | 735 | 710 | 766 | 725 | 1,723 | 1,839 | 1,847 | 1,827 |
| 712 | 703 | 639 | 771 | 789 | 739 | 713 | 507 | 585 |
| 12,043 | 11,676 | 11,782 | 12,032 | 12,873 | 11,780 | 12,537 | 12,059 | 11,023 |
| 560,912 | 528,591 | 513,294 | 501,357 | 494,490 | 478,144 | 479,032 | 463,309 | 457,842 |

LIABILITIES AND EQUITY
Deposits
Personal
Business and government
Bank
Secured borrowings
Obligations related to securities sold short
Cash collateral on securities lent
Obligations related to securities sold under repurchase agreements
Other
Derivative instruments
Acceptances
--- Acceptances
Deferred tax liab
Oubordinated indebtedness
Equity
Preferred shares
Common shares
Contributed surplus
Retained earnings
AOCI
Total shareholders' equity
Non-controlling interests
Total equity
Total liabilities and equity

| 158,296 | 154,762 | 150,380 | 148,081 | 145,731 | 142,853 | 142,583 | 137,378 | 135,733 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 225,342 | 203,217 | 205,602 | 190,240 | 187,736 | 177,287 | 183,423 | 178,850 | 174,987 |
| 15,741 | 17,401 | 17,117 | 17,842 | 16,541 | 11,424 | 12,638 | 10,785 | 10,892 |
| 39,978 | 37,748 | 36,654 | 39,484 | 39,565 | 37,146 | 38,590 | 39,644 | 38,913 |
| 12,582 | 13,093 | 11,772 | 10,338 | 9,433 | 9,625 | 9,590 | 9,806 | 11,397 |
| 2,061 | 1,702 | 2,177 | 2,518 | 2,730 | 2,314 | 2,340 | 1,429 | 1,567 |
| 22,553 | 24,160 | 15,046 | 11,694 | 10,638 | 14,419 | 6,544 | 8,914 | 8,102 |
| 28,151 | 24,345 | 25,923 | 28,807 | 30,225 | 32,744 | 35,702 | 29,057 | 31,883 |
| 9,384 | 8,825 | 8,173 | 12,395 | 13,504 | 13,272 | 10,579 | 9,796 | 8,091 |
| 30 | 20 | 22 | 21 | 24 | 27 | 28 | 28 | 28 |
| 13,577 | 14,137 | 12,400 | 12,898 | 12,242 | 11,907 | 11,665 | 12,195 | 11,342 |
| 3,195 | 3,305 | 3,302 | 3,366 | 3,400 | 3,354 | 3,385 | 3,874 | 3,844 |
| 1,796 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 |
| 12,197 | 8,509 | 8,286 | 8,026 | 7,806 | 7,792 | 7,786 | 7,813 | 7,800 |
| 137 | 65 | 65 | 72 | 73 | 74 | 75 | 76 | 79 |
| 15,535 | 15,011 | 14,483 | 13,584 | 13,145 | 12,197 | 11,785 | 11,433 | 11,119 |
| 167 | 1,083 | 698 | 790 | 509 | 522 | 1,124 | 1,038 | 871 |
| 29,832 | 25,668 | 24,532 | 23,472 | 22,533 | 21,585 | 21,770 | 21,360 | 20,869 |
| 190 | 208 | 194 | 201 | 188 | 187 | 195 | 193 | 194 |
| 30,022 | 25,876 | 24,726 | 23,673 | 22,721 | 21,772 | 21,965 | 21,553 | 21,063 |
| 560,912 | 528,591 | 513,294 | 501,357 | 494,490 | 478,144 | 479,032 | 463,309 | 457,842 |

CONDENSED AVERAGE BALANCE SHEET
(\$ millions)

| $\mathrm{Q} 3 / 17$ | $\mathrm{Q} 2 / 17$ | $\mathrm{Q} 1 / 17$ | $\mathrm{Q} 4 / 16$ | $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| $\mathbf{2 0 1 7}$ | 2016 | 2016 | 2015 |
| ---: | ---: | ---: | ---: |
| 9 M | 9 M | 12 M | 12 M |


| Assets |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and deposits with banks | 20,123 | 21,150 | 23,924 | 33,421 | 32,998 | 33,789 | 31,535 | 34,400 | 27,259 |
| Securities | 89,511 | 95,670 | 92,788 | 89,146 | 83,745 | 80,534 | 79,377 | 73,235 | 70,633 |
| Securities borrowed or purchased under resale agreements | 47,117 | 44,009 | 46,852 | 42,102 | 41,682 | 37,120 | 37,511 | 33,186 | 34,476 |
| Loans and acceptances, net of allowance | 342,705 | 326,350 | 321,081 | 315,424 | 307,689 | 300,979 | 296,902 | 288,110 | 280,994 |
| Other | 43,682 | 40,920 | 44,207 | 47,609 | 45,811 | 49,986 | 49,054 | 47,769 | 44,412 |
| Total assets | 543,138 | 528,099 | 528,852 | 527,702 | 511,925 | 502,408 | 494,379 | 476,700 | 457,774 |
| Liabilities and equity Deposits | 423,060 | 418,625 | 412,469 | 413,229 | 397,874 | 391,932 | 393,093 | 375,360 | 357,721 |
| Obligations related to securities lent or sold short or under repurchase agreements | 39,947 | 35,850 | 38,259 | 32,767 | 32,007 | 25,557 | 23,029 | 23,436 | 25,484 |
| Other | 48,663 | 45,174 | 50,938 | 55,370 | 56,271 | 59,475 | 53,354 | 52,726 | 50,794 |
| Subordinated indebtedness | 3,300 | 3,317 | 3,313 | 3,380 | 3,385 | 3,361 | 2,467 | 3,860 | 3,854 |
| Shareholders' equity | 27,969 | 24,932 | 23,674 | 22,763 | 22,198 | 21,899 | 22,233 | 21,122 | 19,733 |
| Non-controlling interests | 199 | 201 | 199 | 193 | 190 | 184 | 203 | 196 | 188 |
| Total liabilities and equity | 543,138 | 528,099 | 528,852 | 527,702 | 511,925 | 502,408 | 494,379 | 476,700 | 457,774 |
| Average interest-earning assets ${ }^{11}$ | 486,949 | 475,067 | 470,943 | 462,970 | 448,834 | 437,179 | 431,380 | 415,783 | 399,444 |


| 21,739 | 32,767 | 32,931 | 25,842 |
| :---: | :---: | :---: | :---: |
| 92,623 | 81,224 | 83,215 | 66,373 |
| 46,014 | 38,783 | 39,617 | 37,768 |
| 330,086 | 301,863 | 305,272 | 279,049 |
| 42,959 | 48,271 | 48,105 | 46,292 |
| 533,421 | 502,908 | 509,140 | 455,324 |
| 418,045 | 394,317 | 399,071 | 354,322 |
| 38,043 | 26,874 | 28,355 | 24,657 |
| 48,291 | 56,344 | 56,088 | 51,810 |
| 3,310 | 3,069 | 3,147 | 4,400 |
| 25,532 | 22,111 | 22,275 | 19,951 |
| 200 | 193 | 204 | 184 |
| 533,421 | 502,908 | 509,140 | 455,324 |
| 477,681 | 439,145 | 445,134 | 395,616 |

1 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.

GOODWILL, SOFTWARE AND OTHER INTANGIBLE ASSETS
(\$ millions)

Goodwill

| Opening balance | 1,549 | 1,523 | 1,539 | 1,525 | 1,504 | 1,564 | 1,526 | 1,526 | 1,484 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisitions | 3,824 | - | - | - | - |  |  | - |  |
| Impairment | - | - | - | - | - | - | - | - |  |
| Adjustments ${ }^{1}$ | (272) | 26 | (16) | 14 | 21 | (60) | 38 | - | 42 |
| Closing balance | 5,101 | 1,549 | 1,523 | 1,539 | 1,525 | 1,504 | 1,564 | 1,526 | 1,526 |

## Software

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

| 1,129 | 1,104 | 1,075 | 1,004 | 953 | 900 | 838 | 768 | 711 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 47 | 25 | 29 | 71 | 51 | 53 | 62 | 70 | 57 |
| 1,176 | 1,129 | 1,104 | 1,075 | 1,004 | 953 | 900 | 838 | 768 |
| 325 | 324 | 335 | 336 | 336 | 366 | 359 | 367 | 358 |
| 367 | - | - | - | - | - | - | - |  |
| (10) | (6) | (6) | (7) | (7) | (7) | (8) | (8) | (8) |
| - | - | - | - | - | - | - | - | - |
| (36) | 7 | (5) | 6 | 7 | (23) | 15 | - | 17 |
| 646 | 325 | 324 | 335 | 336 | 336 | 366 | 359 | 367 |
| 1,822 | 1,454 | 1,428 | 1,410 | 1,340 | 1,289 | 1,266 | 1,197 | 1,135 |

1 Includes foreign currency translation adjustments.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Net income
OCl , 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 gains (losses) due to fair value change of FVO liabilities attributable to changes in credit risk Total OCI
Comprehensive income
Comprehensive income (loss) attributable to non-controlling interests
Preferred shareholders
ommon shareholders
Comprehensive income attributable to equity shareholders

| 1,097 | 1,050 | 1,407 | 931 | 1,441 | 941 | 982 | 778 | 978 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $(2,643)$ | 1,095 | (684) | 606 | 327 | $(1,188)$ | 742 | 2 | 817 |
|  | - | - | - | (254) | (18) | - |  |  |
| 1,586 | (592) | 431 | (383) | (100) | 566 | (340) | (2) | (413) |
| - | - | - | - | 113 | 8 | - | - | - |
| $(1,057)$ | 503 | (253) | 223 | 86 | (632) | 402 |  | 404 |
| (23) | 70 | (47) | 14 | 73 | 54 | (16) | (71) | 22 |
| (19) | (35) | (23) | (5) | (33) | (14) | (6) | (15) | (13) |
| (42) | 35 | (70) | 9 | 40 | 40 | (22) | (86) | 9 |
| (20) | 14 | 56 | 8 | 1 | 44 | (40) | 35 | (14) |
| 1 | (6) | (41) | (11) | 7 | (41) | 33 | (29) | 16 |
| (19) | 8 | 15 | (3) | 8 | 3 | (7) | 6 | 2 |
| 203 | (158) | 219 | 55 | (148) | (11) | (286) | 240 | 221 |
| (1) | (3) | (3) | (3) | 1 | (2) | (1) | 7 | 2 |
| (916) | 385 | (92) | 281 | (13) | (602) | 86 | 167 | 638 |
| 181 | 1,435 | 1,315 | 1,212 | 1,428 | 339 | 1,068 | 945 | 1,616 |
| 4 | 5 | 5 | 4 | 6 | 5 | 5 | 2 | 5 |
| 9 | 10 | 9 | 10 | 9 | 10 | 9 | 9 | 11 |
| 168 | 1,420 | 1,301 | 1,198 | 1,413 | 324 | 1,054 | 934 | 1,600 |
| 177 | 1,430 | 1,310 | 1,208 | 1,422 | 334 | 1,063 | 943 | 1,611 |


| 3,554 | 3,364 | 4,295 | 3,590 |
| :---: | :---: | :---: | :---: |
| $(2,232)$ | (119) | 487 | 1,445 |
|  | (272) | (272) | (21) |
| 1,425 | 126 | (257) | (720) |
| - | 121 | 121 | 18 |
| (807) | (144) | 79 | 722 |
| - | 111 | 125 | (67) |
| (77) | (53) | (58) | (97) |
| (77) | 58 | 67 | (164) |
| 50 | 5 | 13 | (7) |
| (46) | (1) | (12) | 3 |
| 4 | 4 | 1 | (4) |
| 264 | (445) | (390) | 374 |
| (7) | (2) | (5) | 5 |
| (623) | (529) | (248) | 933 |
| 2,931 | 2,835 | 4,047 | 4,523 |
| 14 | 16 | 20 | 14 |
| 28 | 28 | 38 | 45 |
| 2,889 | 2,791 | 3,989 | 4,464 |
| 2,917 | 2,819 | 4,027 | 4,509 |

INCOME TAX ALLOCATED TO EACH COMPONENT OF OCI
(\$ millions)

| $\mathrm{Q} 3 / 17$ | $\mathrm{Q} 2 / 17$ | $\mathrm{Q} 1 / 17$ | $\mathrm{Q} 4 / 16$ | $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| 2017 | 2016 | 2016 | 2015 |
| ---: | ---: | ---: | ---: |
| 9 M | 9 M | 12 M | 12 M |

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

| 89 | (35) | 22 | (19) | (34) | 97 | (61) | - | (65) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | - | - | - | 37 | - | - | - | - |
| (343) | 117 | (80) | 69 | 60 | (86) | 85 | 1 | 51 |
| - | - | - | - | (23) | (3) | - | - | - |
| (254) | 82 | (58) | 50 | 40 | 8 | 24 | 1 | (14) |
| 5 | (16) | (4) | (6) | (16) | (10) | 8 | 18 | (8) |
| 11 | 8 | 10 | 1 | 13 | (1) | 2 | 5 | 11 |
| 16 | (8) | 6 | (5) | (3) | (11) | 10 | 23 | 3 |
| 7 | (5) | (20) | (3) | (1) | (15) | 14 | (13) | 5 |
| - | 2 | 15 | 4 | (2) | 14 | (11) | 10 | (6) |
| 7 | (3) | (5) | 1 | (3) | (1) | 3 | (3) | (1) |
| (73) | 57 | (80) | (13) | 54 | 4 | 104 | (79) | (80) |
| 1 | 1 | 1 | - | - | 1 | - | (2) | (1) |
| (303) | 129 | (136) | 33 | 88 | 1 | 141 | (60) | (93) |


| 76 | 2 | (17) | (118) |
| :---: | :---: | :---: | :---: |
| - | 37 | 37 | 3 |
| (306) | 59 | 128 | 91 |
| - | (26) | (26) | (6) |
| (230) | 72 | 122 | (30) |
| (15) | (18) | (24) | 42 |
| 29 | 14 | 15 | 48 |
| 14 | (4) | (9) | 90 |
| (18) | (2) | (5) | 2 |
| 17 | 1 | 5 | (2) |
| (1) | (1) | - | - |
| (96) | 162 | 149 | (129) |
| 3 | 1 | 1 | (1) |
| (310) | 230 | 263 | (70) |

1 Includes $\$ 11$ million of losses (Q2/17: $\$ 11$ million of gains) relating to our investments in equity-accounted associates and joint ventures

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
(\$ millions)

| Q3117 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 | $\begin{array}{r} 2017 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 9 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2016 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2015 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,031 |
| 800 | - | - | - | - |  |  |  | - | 800 |  |  | 600 |
|  |  | - | - | - | - |  |  | - |  |  |  | (631) |
| (4) |  |  | - | - | - |  | - | - | (4) |  |  |  |
| 1,796 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,796 | 1,000 | 1,000 | 1,000 |
| 8,509 | 8,286 | 8,026 | 7,806 | 7,792 | 7,786 | 7,813 | 7,800 | 7,803 | 8,026 | 7,813 | 7,813 | 7,782 |
| 3,443 |  |  |  |  |  |  |  |  | 3,443 | - |  |  |
| 224 | 231 | 261 | 212 | 23 | 18 | 20 | 8 | 2 | 716 | 61 | 273 | 30 |
|  |  |  |  | - | (15) | (46) | (2) | - |  | (61) | (61) | (2) |
| 21 | (8) | (1) | 8 | (9) | 3 | (1) | 7 | (5) | 12 | (7) | 1 | 3 |
| 12,197 | 8,509 | 8,286 | 8,026 | 7,806 | 7,792 | 7,786 | 7,813 | 7,800 | 12,197 | 7,806 | 8,026 | 7,813 |
| 65 | 65 | 72 | 73 | 74 | 75 | 76 | 79 | 77 | 72 | 76 | 76 | 75 |
| 72 | - | - | - | - | - |  | - | - | 72 | - | - |  |
| 3 | 1 | - | 2 | 1 | 1 | 1 | 1 | 2 | 4 | 3 | 5 | 5 |
| (4) | (1) | (7) | (2) | (2) | (2) | (3) | (1) | - | (12) | (7) | (9) | (4) |
| 1 |  |  | (1) | - | - | 1 | (3) | - | 1 | 1 | - |  |
| 137 | 65 | 65 | 72 | 73 | 74 | 75 | 76 | 79 | 137 | 73 | 72 | 76 |
| 15,011 | 14,483 | 13,584 | 13,145 | 12,197 | 11,785 | 11,433 | 11,119 | 10,590 | 13,584 | 11,433 | 11,433 | 9,626 |
| 1,093 | 1,045 | 1,402 | 927 | 1,435 | 936 | 977 | 776 | 973 | 3,540 | 3,348 | 4,275 | 3,576 |
| (9) | (10) | (9) | (10) | (9) | (10) | (9) | (9) | (11) | (28) | (28) | (38) | (45) |
| (551) | (508) | (493) | (478) | (478) | (466) | (457) | (445) | (433) | $(1,552)$ | $(1,401)$ | $(1,879)$ | $(1,708)$ |
| - |  |  |  | - | (50) | (159) | (9) | - |  | (209) | (209) | (9) |
| (9) | 1 | (1) | - | - | 2 |  | 1 | - | (9) | 2 | 2 | (7) |
| 15,535 | 15,011 | 14,483 | 13,584 | 13,145 | 12,197 | 11,785 | 11,433 | 11,119 | 15,535 | 13,145 | 13,584 | 11,433 |
| 1,364 | 861 | 1,114 | 891 | 805 | 1,437 | 1,035 | 1,035 | 631 | 1,114 | 1,035 | 1,035 | 313 |
| $(1,057)$ | 503 | (253) | 223 | 86 | (632) | 402 | - | 404 | (807) | (144) | 79 | 722 |
| 307 | 1,364 | 861 | 1,114 | 891 | 805 | 1,437 | 1,035 | 1,035 | 307 | 891 | 1,114 | 1,035 |
| 126 | 91 | 161 | 152 | 112 | 72 | 94 | 180 | 171 | 161 | 94 | 94 | 258 |
| (42) | 35 | (70) | 9 | 40 | 40 | (22) | (86) | 9 | (77) | 58 | 67 | (164) |
| 84 | 126 | 91 | 161 | 152 | 112 | 72 | 94 | 180 | 84 | 152 | 161 | 94 |
| 46 | 38 | 23 | 26 | 18 | 15 | 22 | 16 | 14 | 23 | 22 | 22 | 26 |
| (19) | 8 | 15 | (3) | 8 | 3 | (7) | 6 | 2 | 4 | 4 | 1 | (4) |
| 27 | 46 | 38 | 23 | 26 | 18 | 15 | 22 | 16 | 27 | 26 | 23 | 22 |
| (447) | (289) | (508) | (563) | (415) | (404) | (118) | (358) | (579) | (508) | (118) | (118) | (492) |
| 203 | (158) | 219 | 55 | (148) | (11) | (286) | 240 | 221 | 264 | (445) | (390) | 374 |
| (244) | (447) | (289) | (508) | (563) | (415) | (404) | (118) | (358) | (244) | (563) | (508) | (118) |
| (6) | (3) | $\cdots$ | 3 | 2 | 4 | 5 | (2) | (4) | $\cdots$ | 5 | 5 | - |
| (1) | (3) | (3) | (3) | 1 | (2) | (1) | 7 | 2 | (7) | (2) | (5) | 5 |
| (7) | (6) | (3) | - | 3 | 2 | , | 5 | (2) | (7) | 3 | - | 5 |
| 167 | 1,083 | 698 | 790 | 509 | 522 | 1,124 | 1,038 | 871 | 167 | 509 | 790 | 1,038 |
| 208 | 194 | 201 | 188 | 187 | 195 | 193 | 194 | 178 | 201 | 193 | 193 | 164 |
| 4 | 5 | 5 | 4 | 6 | 5 | 5 | 2 | 5 | 14 | 16 | 20 | 14 |
| (4) |  | (4) |  | (4) |  | (15) |  | (3) | (8) | (19) | (19) | (5) |
| (18) | 9 | (8) | 9 | (1) | (13) | 12 | (3) | 14 | (17) | (2) | 7 | 20 |
| 190 | 208 | 194 | 201 | 188 | 187 | 195 | 193 | 194 | 190 | 188 | 201 | 193 |
| 30,022 | 25,876 | 24,726 | 23,673 | 22,721 | 21,772 | 21,965 | 21,553 | 21,063 | 30,022 | 22,721 | 23,673 | 21,553 |


| Preferred shares Balance at beginning of period | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issue of preferred shares | 800 |  |  |  |  |  |  |  |  |
| Redemption of preferred shares |  | - | - | - | - | - | - | - |  |
| Treasury shares | (4) |  |  | - |  |  |  |  |  |
| Balance at end of period | 1,796 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 |
| Common shares |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 8,509 | 8,286 | 8,026 | 7,806 | 7,792 | 7,786 | 7,813 | 7,800 | 7,803 |
| Issued pursuant to the acquisition of The PrivateBank | 3,443 |  |  |  |  |  |  |  |  |
| Other issue of common shares | 224 | 231 | 261 | 212 | 23 | 18 | 20 | 8 | 2 |
| Purchase of common shares for cancellation |  |  |  |  |  | (15) | (46) | (2) |  |
| Treasury shares | 21 | (8) | (1) | 8 | (9) | 3 | (1) | 7 | (5) |
| Balance at end of period | 12,197 | 8,509 | 8,286 | 8,026 | 7,806 | 7,792 | 7,786 | 7,813 | 7,800 |
| Contributed surplus |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 65 | 65 | 72 | 73 | 74 | 75 | 76 | 79 | 77 |
| Issue of replacement equity-settled awards pursuant to the acquisition of The PrivateBank | 72 |  |  |  |  |  |  |  |  |
| Stock options and restricted shares expense | 3 | 1 |  | 2 | 1 | 1 | 1 | 1 | 2 |
| Stock options exercised | (4) | (1) | (7) | (2) | (2) | (2) | (3) | (1) |  |
| Other | 1 | - | - | (1) | - |  | 1 | (3) |  |
| Balance at end of period | 137 | 65 | 65 | 72 | 73 | 74 | 75 | 76 | 79 |
| Retained earnings |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 15,011 | 14,483 | 13,584 | 13,145 | 12,197 | 11,785 | 11,433 | 11,119 | 10,590 |
| Net income attributable to equity shareholders | 1,093 | 1,045 | 1,402 | 927 | 1,435 | 936 | 977 | 776 | 973 |
| Dividends |  |  |  |  |  |  |  |  |  |
| Preferred | (9) | (10) | (9) | (10) | (9) | (10) | (9) | (9) | (11) |
| Common | (551) | (508) | (493) | (478) | (478) | (466) | (457) | (445) | (433) |
| Premium on purchase of common shares for cancellation |  |  |  | - | - | (50) | (159) | (9) | - |
| Other | (9) | 1 | (1) |  |  | 2 |  | 1 |  |
| Balance at end of period | 15,535 | 15,011 | 14,483 | 13,584 | 13,145 | 12,197 | 11,785 | 11,433 | 11,119 |
| AOCI, net of income tax |  |  |  |  |  |  |  |  |  |
| AOCI , net of income tax, that is subject to subsequent reclassification to net income Net foreign currency translation adjustments |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1,364 | 861 | 1,114 | 891 | 805 | 1,437 | 1,035 | 1,035 | 631 |
| Net change in foreign currency translation adjustments | $(1,057)$ | 503 | (253) | 223 | 86 | (632) | 402 | - | 404 |
| Balance at end of period | 307 | 1,364 | 861 | 1,114 | 891 | 805 | 1,437 | 1,035 | 1,035 |
| Net gains (losses) on AFS securities |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 126 | 91 | 161 | 152 | 112 | 72 | 94 | 180 | 171 |
| Net change in AFS securities | (42) | 35 | (70) | 9 | 40 | 40 | (22) | (86) | 9 |
| Balance at end of period | 84 | 126 | 91 | 161 | 152 | 112 | 72 | 94 | 180 |
| Net gains (losses) on cash flow hedges Balance at beginning of period | 46 | 38 | 23 | 26 | 18 | 15 | 22 | 16 | 14 |
| Net change in cash flow hedges | (19) | 8 | 15 | (3) | 8 | 3 | (7) | 6 | 2 |
| Balance at end of period | 27 | 46 | 38 | 23 | 26 | 18 | 15 | 22 | 16 |
| AOCI, net of income tax, that is not subject to subsequent reclassification to net income |  |  |  |  |  |  |  |  |  |
| Net gains (losses) on post-employment defined benefit plans |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (447) | (289) | (508) | (563) | (415) | (404) | (118) | (358) | (579) |
| Net change in post-employment defined benefit plans | 203 | (158) | 219 | 55 | (148) | (11) | (286) | 240 | 221 |
| Balance at end of period | (244) | (447) | (289) | (508) | (563) | (415) | (404) | (118) | (358) |
| Net fair value change of FVO liabilities attributable to changes in credit risk Balance at beginning of period | (6) | (3) | . | 3 | 2 | 4 | 5 | (2) | (4) |
| Net change attributable to changes in credit risk | (1) | (3) | (3) | (3) | 1 | (2) | (1) | 7 | 2 |
| Balance at end of period | (7) | (6) | (3) | - | 3 | 2 | 4 | 5 | (2) |
| Total AOCI, net of income tax | 167 | 1,083 | 698 | 790 | 509 | 522 | 1,124 | 1,038 | 871 |
| Non-controlling interests |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 208 | 194 | 201 | 188 | 187 | 195 | 193 | 194 | 178 |
| Net income attributable to non-controlling interests | 4 | 5 | 5 | 4 | 6 | 5 | 5 | 2 | 5 |
| Dividends | (4) |  | (4) |  | (4) | - | (15) | - | (3) |
| Other | (18) | 9 | (8) | 9 | (1) | (13) | 12 | (3) | 14 |
| Balance at end of period | 190 | 208 | 194 | 201 | 188 | 187 | 195 | 193 | 194 |
| Equity at end of period | 30,022 | 25,876 | 24,726 | 23,673 | 22,721 | 21,772 | 21,965 | 21,553 | 21,063 |

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

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets under administration |  |  |  |  |  |  |  |  |  |
| Individuals | 231,458 | 234,784 | 228,555 | 222,172 | 218,675 | 208,936 | 207,748 | 208,322 | 211,830 |
| Institutions | 1,776,805 | 1,787,506 | 1,714,828 | 1,728,867 | 1,685,463 | 1,584,200 | 1,541,935 | 1,553,633 | 1,574,059 |
| Canadian retail mutual funds | 97,363 | 98,682 | 92,625 | 90,848 | 89,602 | 85,154 | 83,388 | 84,187 | 85,986 |
| Total assets under administration | 2,105,626 | 2,120,972 | 2,036,008 | 2,041,887 | 1,993,740 | 1,878,290 | 1,833,071 | 1,846,142 | 1,871,875 |

## ASSETS UNDER MANAGEMENT ${ }^{3}$

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets under management |  |  |  |  |  |  |  |  |  |
| Individuals | 71,275 | 69,936 | 65,302 | 63,486 | 61,195 | 56,021 | 57,227 | 57,381 | 57,697 |
| Institutions | 32,637 | 30,323 | 28,620 | 29,381 | 29,106 | 28,346 | 28,774 | 28,897 | 28,633 |
| Canadian retail mutual funds | 97,363 | 98,682 | 92,625 | 90,848 | 89,602 | 85,154 | 83,388 | 84,187 | 85,986 |
| Total assets under management | 201,275 | 198,941 | 186,547 | 183,715 | 179,903 | 169,521 | 169,389 | 170,465 | 172,316 |

 collection of investment income, and the settlement of purchase and sale transactions. AUM amounts are included in the amounts reported under AUA
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

## GROSS IMPAIRED LOANS

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GIL by portfolio: |  |  |  |  |  |  |  |  |  |
| Consumer ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 514 | 534 | 522 | 514 | 513 | 538 | 587 | 573 | 603 |
| Personal | 176 | 195 | 192 | 193 | 190 | 197 | 202 | 187 | 189 |
| Total GIL - consumer | 690 | 729 | 714 | 707 | 703 | 735 | 789 | 760 | 792 |
| Business and government |  |  |  |  |  |  |  |  |  |
| Non-residential mortgages | 28 | 20 | 21 | 21 | 22 | 28 | 39 | 38 | 62 |
| Financial institutions | 10 | 3 | 4 | 4 | 8 | 5 | 5 | 5 | 5 |
| Retail and wholesale | 30 | 28 | 24 | 22 | 22 | 25 | 33 | 33 | 41 |
| Business services | 109 | 102 | 96 | 100 | 102 | 100 | 141 | 134 | 151 |
| Manufacturing - capital goods | 15 | 18 | 19 | 223 | 252 | 45 | 50 | 46 | 46 |
| Manufacturing - consumer goods | 6 | 6 | 6 | 6 | 10 | 11 | 12 | 9 | 10 |
| Real estate and construction | 232 | 177 | 184 | 189 | 190 | 203 | 260 | 242 | 296 |
| Agriculture | 5 | 4 | 4 | 5 | 5 | 7 | 4 | 4 | 4 |
| Oil and gas | 144 | 236 | 336 | 367 | 409 | 708 | 128 | 125 | 34 |
| Mining | - | - | - | - | 1 | 1 | 2 | 2 | 1 |
| Forest products | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 2 |
| Hardware and software | 2 | 2 | 2 | 2 | 3 | 1 | 1 | 1 | 1 |
| Telecommunications and cable | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 |
| Publishing, printing and broadcasting | 15 | 1 | 1 | 1 | - | - | - | - | - |
| Transportation | 6 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 4 |
| Utilities | - | - | - | - | - | 1 | 1 | 11 | 25 |
| Education, health and social services | 50 | 2 | 2 | 5 | 5 | 5 | 5 | 3 | 3 |
| Total GIL - business and government | 654 | 604 | 704 | 951 | 1,035 | 1,146 | 688 | 659 | 687 |
| Total GIL | 1,344 | 1,333 | 1,418 | 1,658 | 1,738 | 1,881 | 1,477 | 1,419 | 1,479 |
| GIL by geography: |  |  |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |  |  |
| Canada | 400 | 414 | 405 | 374 | 353 | 373 | 342 | 333 | 337 |
| United States | 10 | - | - | - | - | - | - | - | - |
| Other countries | 280 | 315 | 309 | 333 | 350 | 362 | 447 | 427 | 455 |
|  | 690 | 729 | 714 | 707 | 703 | 735 | 789 | 760 | 792 |
| Business and government |  |  |  |  |  |  |  |  |  |
| United States | 370 | 294 | 333 | 315 | 303 | 547 | 136 | 105 | 153 |
| Other countries | 186 | 210 | 215 | 432 | 476 | 294 | 398 | 374 | 434 |
|  | 654 | 604 | 704 | 951 | 1,035 | 1,146 | 688 | 659 | 687 |
| Total GIL | 1,344 | 1,333 | 1,418 | 1,658 | 1,738 | 1,881 | 1,477 | 1,419 | 1,479 |

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

| Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 153 | 172 | 165 | 168 | 174 | 179 | 202 | 188 | 195 |
| 143 | 153 | 145 | 145 | 146 | 145 | 147 | 145 | 146 |
| 296 | 325 | 310 | 313 | 320 | 324 | 349 | 333 | 341 |
| 12 | 13 | 13 | 14 | 14 | 14 | 19 | 18 | 31 |
| 1 | 1 | 2 | 2 | 2 | 2 | 3 | 3 | 3 |
| 17 | 18 | 16 | 15 | 17 | 17 | 17 | 17 | 21 |
| 47 | 52 | 50 | 53 | 54 | 54 | 70 | 67 | 67 |
| 4 | 5 | 5 | 47 | 84 | 43 | 47 | 43 | 43 |
| 6 | 6 | 5 | 5 | 9 | 9 | 9 | 6 | 6 |
| 87 | 79 | 79 | 84 | 80 | 82 | 108 | 102 | 136 |
| 1 | 1 | 2 | 2 | 2 | 2 | 3 | 3 | 1 |
| 6 | 15 | 31 | 28 | 78 | 140 | 63 | 38 | 11 |
| - | - | - | - | - | - | 1 | 1 | 1 |
| 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| 2 | 2 | 2 | 2 | 3 | 1 | 1 | 1 | 1 |
| 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 |
| 1 | 1 | 1 | - | - | - | - | - | - |
| 2 | 2 | 3 | 3 | 2 | 2 | 3 | 3 | 3 |
| - | - | - | - | - | 1 | 1 | 7 | 20 |
| 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 |
| 190 | 199 | 213 | 259 | 349 | 371 | 349 | 313 | 350 |
| 486 | 524 | 523 | 572 | 669 | 695 | 698 | 646 | 691 |
| 807 | 812 | 817 | 791 | 767 | 758 | 747 | 709 | 697 |
| 305 | 303 | 300 | 328 | 344 | 347 | 345 | 315 | 323 |
| 1,112 | 1,115 | 1,117 | 1,119 | 1,111 | 1,105 | 1,092 | 1,024 | 1,020 |
| 122 | 114 | 121 | 122 | 116 | 118 | 104 | 92 | 90 |
| 1,720 | 1,753 | 1,761 | 1,813 | 1,896 | 1,918 | 1,894 | 1,762 | 1,801 |

## ALLOWANCE FOR CREDIT LOSSES

| Total individually assessed allowance for credit losses By geography: <br> Consumer loans Canada |
| :---: |
| Business and government loans Canada |
| United States |
| Other countries |

## Total individually assessed allowance for credit losses

## By portfolio:

Consumer loans
Business and government loans



## Total collectively assessed allowance for credit losses

By portfolio:

> Consumer loans
Undrawn credit facilities ${ }^{1}$


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{1 , 0 9 5}$ | 1,128 | 1,119 | 1,095 | 1,079 | 1,074 | 1,088 | 1,034 | 1,030 |
| $\mathbf{3 1 5}$ | 311 | 309 | 338 | 352 | 356 | 353 | 325 | 333 |
| $\mathbf{1 , 4 1 0}$ | 1,439 | 1,428 | 1,433 | 1,431 | 1,430 | 1,441 | 1,359 | 1,363 |
| $\mathbf{1 2 2}$ | 114 | 121 | 122 | 116 | 118 | 104 | 92 | 90 |
| $\mathbf{1 , 5 3 2}$ | 1,553 | 1,549 | 1,555 | 1,547 | 1,548 | 1,545 | 1,451 | 1,453 |

1 Included in Other liabilities on the consolidated balance sheet.

## NET IMPAIRED LOANS

(\$ millions)

| $\mathrm{Q} 3 / 17$ | $\mathrm{Q} 2 / 17$ | $\mathrm{Q} 1 / 17$ | $\mathrm{Q} 4 / 16$ | $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Net impaired loans by portfolio: Consumer |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgages | 361 | 362 | 357 | 346 | 339 | 359 | 385 | 385 | 408 |
| Personal | 33 | 42 | 47 | 48 | 44 | 52 | 55 | 42 | 43 |
| Total net impaired loans - consumer | 394 | 404 | 404 | 394 | 383 | 411 | 440 | 427 | 451 |
| Business and government |  |  |  |  |  |  |  |  |  |
| Non-residential mortgages | 16 | 7 | 8 | 7 | 8 | 14 | 20 | 20 | 31 |
| Financial institutions | 9 | 2 | 2 | 2 | 6 | 3 | 2 | 2 | 2 |
| Retail and wholesale | 13 | 10 | 8 | 7 | 5 | 8 | 16 | 16 | 20 |
| Business services | 62 | 50 | 46 | 47 | 48 | 46 | 71 | 67 | 84 |
| Manufacturing - capital goods | 11 | 13 | 14 | 176 | 168 | 2 | 3 | 3 | 3 |
| Manufacturing - consumer goods | - | - | 1 | 1 | 1 | 2 | 3 | 3 | 4 |
| Real estate and construction | 145 | 98 | 105 | 105 | 110 | 121 | 152 | 140 | 160 |
| Agriculture | 4 | 3 | 2 | 3 | 3 | 5 | 1 | 1 | 3 |
| Oil and gas | 138 | 221 | 305 | 339 | 331 | 568 | 65 | 87 | 23 |
| Mining | - | - | - | - | 1 | 1 | 1 | 1 | - |
| Forest products | - | - | - | 1 | 1 | 1 | 1 | 1 | 1 |
| Hardware and software | - | - | - | - | - | - | - | - | - |
| Telecommunications and cable | - | - | - | - | - | - | - | - | - |
| Publishing, printing and broadcasting | 14 | - | - | 1 | - | - | - | - | - |
| Transportation | 4 | 1 | - | - | 1 | 1 | 1 | - | 1 |
| Utilities | - | - | - | - | - | - | - | 4 | 5 |
| Education, health and social services | 48 | - | - | 3 | 3 | 3 | 3 | 1 | - |
| Total net impaired loans - business and government | 464 | 405 | 491 | 692 | 686 | 775 | 339 | 346 | 337 |
| Total net impaired loans | 858 | 809 | 895 | 1,086 | 1,069 | 1,186 | 779 | 773 | 788 |
|  |  |  |  |  |  |  |  |  |  |
| Net impaired loans by geography: Consumer |  |  |  |  |  |  |  |  |  |
| Canada | 273 | 281 | 277 | 249 | 230 | 250 | 223 | 213 | 216 |
| United States | 10 | - | - | - | - | - | - | - | - |
| Other countries | 111 | 123 | 127 | 145 | 153 | 161 | 217 | 214 | 235 |
|  | 394 | 404 | 404 | 394 | 383 | 411 | 440 | 427 | 451 |
| Business and government Canada | 48 | 48 | 91 | 141 | 133 | 175 | 50 | 103 | 43 |
| United States | 323 | 259 | 298 | 283 | 274 | 466 | 107 | 72 | 84 |
| Other countries | 93 | 98 | 102 | 268 | 279 | 134 | 182 | 171 | 210 |
|  | 464 | 405 | 491 | 692 | 686 | 775 | 339 | 346 | 337 |
| Total net impaired loans | 858 | 809 | 895 | 1,086 | 1,069 | 1,186 | 779 | 773 | 788 |

## Total net impaired loan

which are generally loans that are past 90 days in arrears, from GIL

CHANGES IN GROSS IMPAIRED LOANS

| (\$ millions) | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GIL at beginning of period |  |  |  |  |  |  |  |  |  |
| Consumer | 729 | 714 | 707 | 703 | 735 | 789 | 760 | 792 | 764 |
| Business and government | 604 | 704 | 951 | 1,035 | 1,146 | 688 | 659 | 687 | 711 |
|  | 1,333 | 1,418 | 1,658 | 1,738 | 1,881 | 1,477 | 1,419 | 1,479 | 1,475 |
| Classified as impaired during the period Consumer ${ }^{1}$ | 339 | 349 | 351 | 326 | 291 | 334 | 271 | 275 | 293 |
| Business and government | 134 | 40 | 85 | 68 | 283 | 691 | 58 | 106 | 24 |
| Transferred to not impaired during the year Consumer | 473 | 389 | 436 | 394 | 574 | 1,025 | 329 | 381 | 317 |
|  | (38) | (36) | (40) | (28) | (40) | (35) | (22) | (29) | (30) |
| Business and government | (12) | (1) | (19) | - | (3) | (9) | (4) | (7) | (4) |
|  | (50) | (37) | (59) | (28) | (43) | (44) | (26) | (36) | (34) |
| Net repayments ${ }^{3}$ | (93) | (82) | (61) | (70) | (61) | (83) | (52) | (74) | (61) |
| Business and government | (107) | (131) | (252) | (44) | (327) | (144) | (46) | (56) | (30) |
|  | (200) | (213) | (313) | (114) | (388) | (227) | (98) | (130) | (91) |
| Amounts written-off Consumer ${ }^{1}$ | (233) | (230) | (234) | (233) | (235) | (229) | (197) | (204) | (208) |
| Business and government | (18) | (28) | (46) | (124) | (86) | (37) | (12) | (71) | (59) |
|  | (251) | (258) | (280) | (357) | (321) | (266) | (209) | (275) | (267) |
| Purchased credit-impaired loans ${ }^{4}$ |  |  |  |  |  |  |  |  | - |
| Business and government | 93 | - | - | - | - | - | - | - | - |
|  | 105 | - | - | - | - | - | - | - | - |
| Foreign exchange and other Consumer | (26) | 14 | (9) | 9 | 13 | (41) | 29 | - | 34 |
| Business and government | (40) | 20 | (15) | 16 | 22 | (43) | 33 | - | 45 |
|  | (66) | 34 | (24) | 25 | 35 | (84) | 62 | - | 79 |
| GIL at end of period |  |  |  |  |  |  |  |  | 792 |
| Business and government | 654 | 604 | 704 | 951 | 1,035 | 1,146 | 688 | 659 | 687 |
|  | 1,344 | 1,333 | 1,418 | 1,658 | 1,738 | 1,881 | 1,477 | 1,419 | 1,479 |


| $\begin{array}{r} 2017 \\ 9 \mathrm{M} \end{array}$ | $\begin{array}{r} 2016 \\ 9 M \end{array}$ | $2016$ | $\begin{gathered} 2015 \\ 12 \mathrm{M} \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| 707 | 760 | 760 | 734 |
| 951 | 659 | 659 | 700 |
| 1,658 | 1,419 | 1,419 | 1,434 |
| 1,039 | 896 | 1,222 | 1,154 |
| 259 | 1,032 | 1,100 | 207 |
| 1,298 | 1,928 | 2,322 | 1,361 |
| (114) | (97) | (125) | (105) |
| (32) | (16) | (16) | (17) |
| (146) | (113) | (141) | (122) |
| (236) | (196) | (266) | (254) |
| (490) | (517) | (561) | (141) |
| (726) | (713) | (827) | (395) |
| (697) | (661) | (894) | (830) |
| (92) | (135) | (259) | (174) |
| (789) | (796) | $(1,153)$ | $(1,004)$ |
| 12 | - | - | - |
| 93 | - | - | - |
| 105 | - | - | - |
| (21) | 1 | 10 | 61 |
| (35) | 12 | 28 | 84 |
| (56) | 13 | 38 | 145 |
| 690 | 703 | 707 | 760 |
| 654 | 1,035 | 951 | 659 |
| 1,344 | 1,738 | 1,658 | 1,419 |

## CHANGES IN ALLOWANCE FOR CREDIT LOSSES

## (\$ millions)

Total allowance at beginning of period
Write-offs
Recoveries
Provision for credit losses
Interest income on impaired loans
Foreign exchange and other
Total allowance at end of period ${ }^{6}$
individual allowance
Collective allowance
Total allowance for credit losses

| Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,753 | 1,761 | 1,813 | 1,896 | 1,918 | 1,894 | 1,762 | 1,801 | 1,779 |
| (251) | (258) | (280) | (357) | (321) | (266) | (209) | (275) | (267) |
| 48 | 50 | 47 | 44 | 46 | 43 | 50 | 42 | 49 |
| 209 | 179 | 212 | 222 | 243 | 324 | 262 | 198 | 189 |
| (7) | (6) | (8) | (9) | (9) | (5) | (6) | (5) | (6) |
| (32) | 27 | (23) | 17 | 19 | (72) | 35 | 1 | 57 |
| 1,720 | 1,753 | 1,761 | 1,813 | 1,896 | 1,918 | 1,894 | 1,762 | 1,801 |
| 188 | 200 | 212 | 258 | 349 | 370 | 349 | 311 | 348 |
| 1,532 | 1,553 | 1,549 | 1,555 | 1,547 | 1,548 | 1,545 | 1,451 | 1,453 |
| 1,720 | 1,753 | 1,761 | 1,813 | 1,896 | 1,918 | 1,894 | 1,762 | 1,801 |


| $\mathbf{2 0 1 7}$ <br> $\mathbf{9 M}$ | 2016 <br> 9 M | 2016 <br> 12 M | 2015 <br> 12 M |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 , 8 1 3}$ | 1,762 | 1,762 | 1,736 |
| $\mathbf{( 7 8 9 )}$ | $(796)$ | $(1,153)$ | $(1,004)$ |
| $\mathbf{1 4 5}$ | 139 | 183 | 186 |
| $\mathbf{6 0 0}$ | 829 | 1,051 | 771 |
| $\mathbf{( 2 1 )}$ | $(20)$ | $(29)$ | $(23)$ |
| $\mathbf{( 2 8 )}$ | $(18)$ | $(1)$ | 96 |
| $\mathbf{1 , 7 2 0}$ | 1,896 | 1,813 | 1,762 |
| $\mathbf{1 8 8}$ | 349 | 258 | 311 |
| $\mathbf{1 , 5 3 2}$ | $\mathbf{1 , 5 4 7}$ | 1,555 | 1,451 |
| $\mathbf{1 , 7 2 0}$ | 1,896 | 1,813 | 1,762 |

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-off
Reclassified.
Includes disposal of loans.

Includes $\$ 122$ million (Q2/17: $\$ 114$ million) of

PROVISION FOR CREDIT LOSSES

| Q3/17 | $\mathrm{Q} 2 / 17$ | $\mathrm{Q} 1 / 17$ | $\mathrm{Q} 4 / 16$ | $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| $\mathbf{2 0 1 7}$ | 2016 | 2016 | 2015 |
| ---: | ---: | ---: | ---: |
| $\mathbf{9 M}$ | 9 M | 12 M | 12 M |

Provision for credit losses - impaired loans, by portfolio:
Consumer
Residential mortgages
Credit card
Personal
Total provision for credit losses - impaired loans, consumer ${ }^{1}$
Business and government
Non-residential mortgage
Financial institutions
Retail and wholesal
Business services
Manufacturing - capital goods
Manufacturing - consumer goods
Real estate and construction
Agriculture
Oil and gas
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

 ConsumerBusiness and government
Total provision for credit losses - incurred but not yet identified Total provision for credit losses

Includes provision for credit losses on: impaired personal, scored small business loans and mortgages; and net credit card write-offs.

## NET WRITE-OFFS

| $\mathrm{Q} 3 / 17$ | $\mathrm{Q} 2 / 17$ | $\mathrm{Q} 1 / 17$ | $\mathrm{Q} 4 / 16$ | $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| 2017 | 2016 | 2016 | 2015 |
| ---: | ---: | ---: | ---: |
| $9 M$ | 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
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

| 9 | 6 | 8 | 16 | 7 | 9 | 2 | 13 | 6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 79 | 76 | 73 | 74 | 82 | 71 | 60 | 62 | 62 |
| 102 | 103 | 110 | 101 | 103 | 108 | 92 | 88 | 93 |
| 190 | 185 | 191 | 191 | 192 | 188 | 154 | 163 | 161 |
| - | - | - | - | 1 | 5 | - | 10 | 3 |
| 1 | - | 1 | 3 | - | 2 | - | 5 | 1 |
| 9 | 2 | 2 | 6 | 7 | 11 | (3) | 5 | 14 |
| (3) | 2 | 38 | 52 | - | 1 | - | - | 1 |
| - | 1 | - | 5 | 1 | 1 | - | 1 | - |
| 3 | 8 | 1 | 4 | 4 | 13 | 1 | 34 | 35 |
| (1) | - | 1 | 1 | 1 | 1 | - | - | - |
| 4 | 9 | (1) | 48 | 68 | - | - | 1 | 1 |
| - | - | - | - | - | 1 | - | - | - |
| - | - | - | 1 | - | - | - | - | 1 |
| - | - | - | - | - | - | - | 1 | - |
| - | - | - | - | - | - | - | - | - |
| - | 1 | - | 1 | - | - | 1 | - | 1 |
| - | - | - | - | 1 | - | 6 | 13 | - |
| - | - | - | 1 | - | - | - | - | - |
| 13 | 23 | 42 | 122 | 83 | 35 | 5 | 70 | 57 |
| 203 | 208 | 233 | 313 | 275 | 223 | 159 | 233 | 218 |


| 23 | 18 | 34 | 32 |
| :---: | :---: | :---: | :---: |
| 228 | 213 | 287 | 252 |
| 315 | 303 | 404 | 370 |
| 566 | 534 | 725 | 654 |
| - | 6 | 6 | 17 |
| 2 | 2 | 5 | 7 |
| 13 | 15 | 21 | 27 |
| 37 | 1 | 53 | - |
| 1 | 2 | 7 | 2 |
| 12 | 18 | 22 | 92 |
| - | 2 | 3 | - |
| 12 | 68 | 116 | 2 |
| - | 1 | 1 | - |
| - | - | 1 | 1 |
| - | - | - | 1 |
| - | - | - | (1) |
| 1 | 1 | 2 | 2 |
| - | 7 | 7 | 13 |
| - | - | 1 | 1 |
| 78 | 123 | 245 | 164 |
| 644 | 657 | 970 | 818 |


|  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Canada | 187 | 182 | 183 | 175 | 183 | 181 | 153 | 154 | 153 |
| Other countries | 3 | 3 | 8 | 16 | 9 | 7 | 1 | 9 | 8 |
| $190 \begin{array}{llllllll}185 & 191 & 191 & 192 & 188 & 154 & 163 & 161\end{array}$ |  |  |  |  |  |  |  |  |  |
| Business and government |  |  |  |  |  |  |  |  |  |
| United States | 5 | 3 | - | 2 | 53 | - | 6 | 30 | - |
| Other countries | 6 | 5 | 38 | 41 | 10 | 29 | (4) | 25 | 49 |
|  | 13 | 23 | 42 | 122 | 83 | 35 | 5 | 70 | 57 |
| Total net write-offs | 203 | 208 | 233 | 313 | 275 | 223 | 159 | 233 | 218 |


| 552 | 517 | 692 | 625 |
| :---: | :---: | :---: | :---: |
| 14 | 17 | 33 | 29 |
| 566 | 534 | 725 | 654 |
| 21 | 29 | 108 | 34 |
| 8 | 59 | 61 | 51 |
| 49 | 35 | 76 | 79 |
| 78 | 123 | 245 | 164 |
| 644 | 657 | 970 | 818 |

CREDIT RISK FINANCIAL MEASURES


| Q3/17 | $\mathrm{Q} 2 / 17$ | $\mathrm{Q} 1 / 17$ | $\mathrm{Q} 4 / 16$ | $\mathrm{Q} 3 / 16$ | $\mathrm{Q} 2 / 16$ | $\mathrm{Q} 1 / 16$ | $\mathrm{Q} 4 / 15$ | $\mathrm{Q} 3 / 15$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{7 1 \%}$ | $75 \%$ | $75 \%$ | $74 \%$ | $74 \%$ | $73 \%$ | $73 \%$ | $74 \%$ | $74 \%$ |
| $\mathbf{2 9 \%}$ | $25 \%$ | $25 \%$ | $26 \%$ | $26 \%$ | $27 \%$ | $27 \%$ | $26 \%$ | $26 \%$ |
| $\mathbf{8 6 \%}$ | $91 \%$ | $91 \%$ | $90 \%$ | $90 \%$ | $90 \%$ | $89 \%$ | $91 \%$ | $90 \%$ |
| $\mathbf{1 0 \%}$ | $5 \%$ | $5 \%$ | $5 \%$ | $5 \%$ | $5 \%$ | $5 \%$ | $4 \%$ | $4 \%$ |
| $\mathbf{4 \%}$ | $4 \%$ | $4 \%$ | $5 \%$ | $5 \%$ | $5 \%$ | $6 \%$ | $5 \%$ | $6 \%$ |


| Coverage ratios <br> Allowance for credit losses to GIL and acceptances - segmented and total ${ }^{1}$ Consumer |
| :---: |
|  |  |
|  |  |
|  |
|  |
| Condition ratios |
| Gross impaired loans-to-gross loans and acceptances |
| Net impaired loans and acceptances-to-net loans and acceptances |
| Segmented net impaired loans-to-segmented net loans and acceptances Consumer |
|  |  |
|  |
| Canada |
| United States |
| Other countries |


| 43\% | 45\% | 43\% | 44\% | 46\% | 44\% | 44\% | 44\% | 43\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 29\% | 33\% | 30\% | 27\% | 34\% | 32\% | 51\% | 47\% | 51\% |
| 36\% | 39\% | 37\% | 34\% | 38\% | 37\% | 47\% | 46\% | 47\% |
| 0.37 \% | 0.40 \% | 0.44 \% | 0.52 \% | 0.55 \% | 0.62 \% | 0.49 \% | 0.48 \% | 0.51 \% |
| 0.24 \% | 0.24 \% | 0.28 \% | 0.34 \% | 0.34 \% | 0.39 \% | 0.26 \% | 0.27 \% | 0.28 \% |
| 0.15 \% | 0.16 \% | 0.17 \% | 0.17 \% | 0.17 \% | 0.18 \% | 0.20 \% | 0.20 \% | 0.21 \% |
| 0.45 \% | 0.48 \% | 0.61 \% | 0.83 \% | 0.83 \% | 0.96 \% | 0.42 \% | 0.46 \% | 0.46 \% |
| 0.10 \% | 0.11 \% | 0.13 \% | 0.13 \% | 0.13 \% | 0.16 \% | 0.10 \% | 0.12 \% | 0.10 \% |
| 0.93 \% | 1.53 \% | 1.93 \% | 1.72 \% | 1.74 \% | 3.02 \% | 0.68 \% | 0.57 \% | 0.68 \% |
| 1.57 \% | 1.70 \% | 1.78 \% | 2.88 \% | 3.09 \% | 2.03 \% | 2.42 \% | 2.52 \% | 2.84 \% |

PAST DUE LOANS BUT NOT IMPAIRED ${ }^{2,3}$

| (\$ millions) | Q3/17 |  |  |  | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than | 31 to 90 | Over 90 |  | Total past due loans |  |  |  |  |  |  |  |
|  | 31 days | days | days | Total |  |  |  |  |  |  |  |  |
| Residential mortgages | 2,641 | 852 | 190 | 3,683 | 3,266 | 3,217 | 3,262 | 3,515 | 3,001 | 3,105 | 2,855 | 3,001 |
| Personal | 716 | 177 | 35 | 928 | 809 | 827 | 810 | 787 | 661 | 723 | 692 | 643 |
| Credit card | 589 | 176 | 95 | 860 | 890 | 825 | 890 | 921 | 805 | 857 | 762 | 686 |
| Business and government | 438 | 129 | 31 | 598 | 394 | 334 | 363 | 438 | 291 | 309 | 344 | 296 |
|  | 4,384 | 1,334 | 351 | 6,069 | 5,359 | 5,203 | 5,325 | 5,661 | 4,758 | 4,994 | 4,653 | 4,626 |

[^0]2 Past due loans are loans where repayment of principal or payment of interest is contractually in arrears.
The results of The PrivateBank are included beginning in Q3/17. See "Significant events" section in our Q3 MD\&A for further details.

## OUTSTANDING DERIVATIVE CONTRACTS - NOTIONAL AMOUNTS



## FAIR VALUE OF FINANCIAL INSTRUMENTS



FAIR VALUE OF DERIVATIVE INSTRUMENTS

| (\$ millions) | Q3/17 |  | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | Q2/16 | Q1/16 | Q4/15 | Q3/15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair value, net |  |  |  |  |  |  |  |  |  |  |
|  | Positive | Negative |  |  |  |  |  |  |  |  |  |
| Total held for trading purposes | 23,214 | 24,675 | $(1,461)$ | 262 | (127) | (406) | (802) | $(3,108)$ | $(3,202)$ | $(2,299)$ | $(1,627)$ |
| Total held for ALM purposes | 3,156 | 3,476 | (320) | 1,005 | $(1,899)$ | (639) | (870) | (896) | (561) | (416) | (226) |
| Total fair value ${ }^{1}$ | 26,370 | 28,151 | $(1,781)$ | 1,267 | $(2,026)$ | $(1,045)$ | $(1,672)$ | $(4,004)$ | $(3,763)$ | $(2,715)$ | $(1,853)$ |
| Average fair values of derivatives during the quarter | 24,963 | 25,316 | (353) | (596) | $(1,368)$ | $(1,499)$ | $(2,262)$ | $(3,861)$ | $(2,615)$ | $(2,168)$ | $(2,188)$ |

1 Includes positive fair value of $\$ 1,289$ million ( $\mathrm{Q} 2 / 17$ : $\$ 1,449$ million) and negative fair value of $\$ 895$ million ( $\mathrm{Q} 2 / 17$ : $\$ 934$ 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.

