

# Supplementary Financial Information

For the period ended January 31, 2020

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### **TABLE OF CONTENTS**

This document is unaudited and should be read in conjunction with our quarterly report to shareholders and news release for Q1/20, and our 2019 Annual Report (including audited consolidated financial statements and accompanying management's discussion and analysis). Additional financial information is also available through our quarterly investor presentations as well as the quarterly conference call webcast. All relevant information in this document is prepared under International Financial Reporting Standards (IFRS) and all amounts are in millions of Canadian dollars, unless otherwise stated.

#### **NOTES TO USERS**

**External Reporting Changes** 

Outstanding Derivative Contracts - Notional Amounts

| Non-GAAP Measures  |       |  | 1  |
|--|-------|--|----|
| Reconciliation of GAAP (reported) results to non-GAAP (adjusted) results                       |       |  | 2  |
| CONSOLIDATED FINANCIAL OVERVIEW  |       |  |    |
| Financial Highlights   |       |  | 4  |
| QUARTERLY TRENDS   |       |  |    |
| Net Interest Income  | 6     | Trading Activities   | 15 |
| Non-Interest Income  | 6     | Consolidated Balance Sheet   | 16 |
| Non-Interest Expenses  | 7     | Condensed Average Balance Sheet                                      | 17 |
| Segmented Information  | 8     | Goodwill, Software and Other Intangible Assets                       | 17 |
| Segmented Information - Canadian Personal and Small Business Banking                           | 9     | Consolidated Statement of Comprehensive Income                       | 18 |
| Segmented Information - Canadian Commercial Banking and Wealth Management                      | 10    | Income Tax Allocated to Each Component of Other Comprehensive Income | 19 |
| Segmented Information - U.S. Commercial Banking and Wealth Management - Canadian Dollars       | 11    | Consolidated Statement of Changes in Equity                          | 20 |
| Segmented Information - U.S. Commercial Banking and Wealth Management - U.S. Dollar Equivalent | nt_12 | Assets Under Administration  | 22 |
| Segmented Information - Capital Markets  | 13    | Assets Under Management  | 22 |
| Segmented Information - Corporate and Other  | 14    |  |    |
| CREDIT INFORMATION   |       |  |    |
| Loans and Acceptances, Net of Allowance for Credit Losses                                      | 23    | Changes in Allowance for Credit Losses                               | 31 |
| Gross Impaired Loans   | 26    | Provision for Credit Losses  | 32 |
| Allowance for Credit Losses  | 27    | Net Write-offs   | 33 |
| Net Impaired Loans   | 29    | Credit Risk Financial Measures                                       | 34 |
| Changes in Gross Impaired Loans  | 30    |  |    |
| ADDITIONAL QUARTERLY SCHEDULES   |       |  |    |



35

Appendix - Canadian Personal and Commercial Banking

36

#### NOTES TO USERS

#### External reporting changes - First Quarter 2020

The following external reporting changes were made in the first quarter of 2020.

#### Changes made to our business segments

- We changed the way that we allocate capital to our strategic business units (SBUs). Previously, we utilized an economic capital model to attribute capital to our SBUs and calculate segmented return on equity (ROE). Effective November 1, 2019, capital is now allocated to the SBUs based on the estimated amount of regulatory capital required to support their businesses. Segmented ROE is a non-GAAP measure.
- The transfer pricing methodology used by Treasury was enhanced to align with the changes that we made to our capital allocation methodology as discussed above. Concurrently with this change, we also made other updates and enhancements to our funds transfer pricing methodology as well as minor updates to certain allocation methodologies.

Prior period amounts have been revised accordingly. The changes impacted the results of our SBUs and how we measure the performance of our SBUs. There was no impact on our consolidated financial results from these changes.

#### Adoption of IFRS 16 "Leases"

Effective November 1, 2019, we adopted IFRS 16 "Leases" (IFRS 16) using the modified retrospective approach, without restatement of comparative periods.

#### Non-GAAP measures

We use a number of financial measures to assess the performance of our business lines as described below. Some measures are calculated in accordance with GAAP (IFRS), while other measures do not have a standardized meaning under GAAP, and accordingly, these measures may not be comparable to similar measures used by other companies. Investors may find these non-GAAP measures useful in understanding how management views underlying business performance.

#### Adjusted measures

Management assesses results on a reported and adjusted basis and considers both as useful measures of performance. Adjusted results remove items of note from reported results and are used to calculate our adjusted measures noted below. Items of note include the amortization of intangibles, and certain items of significance that arise from time to time which management believes are not reflective of underlying business performance. We believe that adjusted measures provide the reader with a better understanding of how management assesses underlying business performance and facilitate a more informed analysis of trends. While we believe that adjusted measures may facilitate comparisons between our results and those of some of our Canadian peer banks which make similar adjustments in their public disclosure, it should be noted that there is no standardized meaning for adjusted measures under GAAP.

We also adjust our results to gross up tax-exempt revenue on certain securities to a taxable equivalent basis (TEB), being the amount of fully taxable revenue, which, were it to have incurred tax at the statutory income tax rate, would yield the same after-tax revenue.

#### Adjusted diluted earnings per share (EPS)

We adjust our reported diluted EPS to remove the impact of items of note, net of income taxes, to calculate 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, 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 income 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 income 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.

#### Allocated common equity

Common equity is allocated to the SBUs based on the estimated amount of regulatory capital required to support their businesses. Unallocated common equity is reported in Corporate and Other. Allocating capital on this basis provides a consistent framework to evaluate the returns of each SBU commensurate with the risk assumed.

#### Segmented return on equity

We use return on equity on a segmented basis as one of the measures for performance evaluation and resource allocation decisions. While return on equity for total CIBC provides a measure of return on common equity, return on equity on a segmented basis provides a similar metric based on an allocation of regulatory capital to our SBUs. As a result, segmented return on equity is a non-GAAP measure. Segmented return on equity is calculated as net income attributable to common shareholders for each SBU expressed as a percentage of average allocated common equity.

#### Reconciliation of non-GAAP to GAAP measures

Page 2 provides a reconciliation of GAAP (reported) results to non-GAAP (adjusted) results.



| RECONCILIATION OF GAAP (REPORTED) F   | RESULTS         | TO N           | ON-G           | AAP (/       | ADJUS        | STED)        | RESU           | JLTS           |                |                 |                |
|---|-----------------|----------------|----------------|--------------|--------------|--------------|----------------|----------------|----------------|-----------------|----------------|
| \$ millions)  |                 |                |                |              |              |              |                |                |                | 2019            | 2018           |
| , Tillion ()  | Q1/20           | Q4/19          | Q3/19          | Q2/19        | Q1/19        | Q4/18        | Q3/18          | Q2/18          | Q1/18          | 12M             | 12M            |
|   |                 |                |                |              |              |              |                |                |                |                 |                |
| Operating results - Reported  | 4.055           | 4 770          | 4 720          | 4 5 4 0      | 4 EGE        | 4.450        | 4 5 4 7        | 4 276          | 4.450          | 10.611          | 17 004         |
| Total revenue   | 4,855<br>261    | 4,772<br>402   | 4,732<br>291   | 4,542<br>255 | 4,565<br>338 | 4,452<br>264 | 4,547<br>241   | 4,376<br>212   | 4,459<br>153   | 18,611<br>1,286 | 17,834<br>870  |
| Provision for credit losses   |                 |                |                |              |              |              |                |                |                |                 |                |
| Non-interest expenses   | 3,065<br>1,529  | 2,838<br>1,532 | 2,670<br>1,771 | 2,588        | 2,760        | 2,591        | 2,572<br>1,734 | 2,517<br>1,647 | 2,578<br>1,728 | 10,856          | 10,258         |
| Income before income taxes  | 317             | 339            | 373            | 1,699<br>351 | 1,467<br>285 | 1,597<br>329 | 365            |                | 400            | 6,469           | 6,706          |
| Income taxes  |                 | 1,193          |                | 1,348        | 1,182        | 1,268        | 1,369          | 328<br>1,319   | 1,328          | 1,348           | 1,422<br>5,284 |
| Net income  | 1,212           | 8              | 1,398<br>6     | 7            | 1,102        | 1,200        | 1,369          | 1,319          | 1,320          | 5,121<br>25     | 5,264          |
| Net income attributable to non-controlling interests  |                 |                |                |              |              |              |                |                |                |                 |                |
| Net income attributable to equity shareholders  | 1,205           | 1,185          | 1,392          | 1,341        | 1,178        | 1,266        | 1,365          | 1,313          | 1,323          | 5,096           | 5,267          |
| Diluted EPS (\$)  | 2.63            | 2.58           | 3.06           | 2.95         | 2.60         | 2.80         | 3.01           | 2.89           | 2.95           | 11.19           | 11.65          |
| mpact of items of note (1)  |                 |                |                |              |              |              |                |                |                |                 |                |
| Revenue   |                 | (07)           |                |              |              |              |                |                |                | (07)            |                |
| Interest income related to the settlement of certain income tax matters                                     | <del>-</del>    | (67)           | - (0)          | - (0)        | - (40)       | - (0)        | - (40)         | - (45)         | - (07)         | (67)            | (00)           |
| Purchase accounting adjustments (2)   | -               | (7)            | (8)            | (6)          | (13)         | (9)          | (12)           | (15)           | (27)           | (34)            | (63)           |
| Incremental losses on debt securities and loans in CIBC FirstCaribbean resulting from the Barbados          |                 |                |                |              |              | 24           |                |                |                |                 | 0.4            |
| government debt restructuring   | -               |                | -              | -            | -            | 61           | -              | -              | -              | -               | 61             |
| Impact of items of note on revenue  | -               | (74)           | (8)            | (6)          | (13)         | 52           | (12)           | (15)           | (27)           | (101)           | (2)            |
| Provision for credit losses   |                 |                |                |              |              |              |                |                |                |                 |                |
| Incremental losses on debt securities and loans in CIBC FirstCaribbean resulting from the Barbados          |                 |                |                |              |              |              |                |                |                |                 |                |
| government debt restructuring   | -               |                | -              | -            | -            | (28)         | -              | -              | -              | -               | (28)           |
| Impact of items of note on provision for credit losses  | -               | -              | -              | -            | -            | (28)         | -              | -              | -              | -               | (28)           |
| Non-interest expenses   |                 |                |                |              |              |              |                |                |                |                 |                |
| Amortization of acquisition-related intangible assets   | (27)            | (28)           | (27)           | (27)         | (27)         | (26)         | (31)           | (26)           | (32)           | (109)           | (115)          |
| Transaction and integration-related costs as well as purchase accounting adjustments associated with        |                 |                |                |              |              |              |                |                |                |                 |                |
| the acquisitions of The PrivateBank, Geneva Advisors and Wellington Financial (3)                           | -               | 9              | (2)            | 9            | (5)          | (17)         | (21)           | (24)           | (17)           | 11              | (79)           |
| Restructuring charge (4)  | (339)           | -              | -              | -            | -            | -            | -              | -              | -              | -               | -              |
| Goodwill impairment charge related to the expected sale by CIBC of a controlling interest in FirstCaribbean |                 |                |                |              |              |              |                |                |                |                 |                |
| International Bank Limited (CIBC FirstCaribbean)  | -               | (135)          | -              | -            | -            | -            | -              | -              | -              | (135)           | -              |
| Increase in legal provisions  | -               | (28)           | -              | -            | -            | -            | -              | -              | -              | (28)            | -              |
| Charge for a payment made to Air Canada, including related sales tax and transaction costs, to secure       |                 |                |                |              |              |              |                |                |                |                 |                |
| our participation in its new loyalty program  | -               | -              | -              | -            | (227)        | -            | -              | -              | -              | (227)           | -              |
| Impact of items of note on expenses   | (366)           | (182)          | (29)           | (18)         | (259)        | (43)         | (52)           | (50)           | (49)           | (488)           | (194)          |
| Total pre-tax impact of items of note on net income   | 366             | 108            | 21             | 12           | 246          | 123          | 40             | 35             | 22             | 387             | 220            |
| Income taxes  |                 |                |                |              |              |              |                |                |                |                 |                |
| Interest income related to the settlement of certain income tax matters                                     | -               | (18)           | -              | -            | -            | -            | -              | -              | -              | (18)            | -              |
| Transaction and integration-related costs as well as purchase accounting adjustments associated with        |                 |                |                |              |              |              |                |                |                |                 |                |
| the acquisitions of The PrivateBank, Geneva Advisors and Wellington Financial (2)(3)                        | -               | (5)            | (2)            | (4)          | (1)          | 1            | 2              | 2              | (3)            | (12)            | 2              |
| Amortization of acquisition-related intangible assets   | 6               | 8              | 6              | 7            | 6            | 7            | 8              | 7              | 8              | 27              | 30             |
| Restructuring charge (4)  | 89              |                |                |              | -            | -            |                | -              | _              | -               | _              |
| Increase in legal provisions  | -               | 7              | -              | -            | _            |              | -              | -              | _              | 7               | -              |
| Charge for a payment made to Air Canada, including related sales tax and transaction costs, to secure       |                 |                |                |              |              |              |                |                |                |                 |                |
| our participation in its new loyalty program  | _               | _              | _              | _            | 60           | _            | _              | _              | _              | 60              | _              |
| Incremental losses on debt securities and loans in CIBC FirstCaribbean resulting from the Barbados          |                 |                |                |              |              |              |                |                |                |                 |                |
| government debt restructuring   | _               | _              | _              | _            | _            | 19           | _              | _              | _              | _               | 19             |
| Charge from net tax adjustments resulting from U.S. tax reforms   |                 |                |                |              |              | -            |                | _              | (88)           |                 | (88)           |
| Impact of items of note on income taxes   | 95              | (8)            | 4              | 3            | 65           | 27           | 10             | 9              | (83)           | 64              | (37)           |
|   | _               | . ,            | 17             | 9            | 181          | 96           | 30             | 26             | 105            | 323             | 257            |
| <u> </u>  | 271             |                |                |              |              |              |                |                |                |                 |                |
| Total after-tax impact of items of note on net income   | 271             | 116            |                |              |              |              |                |                |                |                 |                |
| <u> </u>  | 271<br>-<br>271 | 116            | -<br>17        | -<br>9       | 181          | 5<br>91      | 30             | -<br>26        | 105            | 323             | 5<br>252       |

For footnotes, see next page.



## RECONCILIATION OF GAAP (REPORTED) RESULTS TO NON-GAAP (ADJUSTED) RESULTS (continued)

| (\$ millions)  | Q1/20 | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 2019<br>12M | 2018<br>12M |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|-------------|
| Operating results - Adjusted (5)                     |       |       |       |       |       |       |       |       |       |             |             |
| Total revenue (6)                                    | 4,855 | 4,698 | 4,724 | 4,536 | 4,552 | 4,504 | 4,535 | 4,361 | 4,432 | 18,510      | 17,832      |
| Provision for credit losses                          | 261   | 402   | 291   | 255   | 338   | 236   | 241   | 212   | 153   | 1,286       | 842         |
| Non-interest expenses                                | 2,699 | 2,656 | 2,641 | 2,570 | 2,501 | 2,548 | 2,520 | 2,467 | 2,529 | 10,368      | 10,064      |
| Income before income taxes                           | 1,895 | 1,640 | 1,792 | 1,711 | 1,713 | 1,720 | 1,774 | 1,682 | 1,750 | 6,856       | 6,926       |
| Income taxes   | 412   | 331   | 377   | 354   | 350   | 356   | 375   | 337   | 317   | 1,412       | 1,385       |
| Net income   | 1,483 | 1,309 | 1,415 | 1,357 | 1,363 | 1,364 | 1,399 | 1,345 | 1,433 | 5,444       | 5,541       |
| Net income attributable to non-controlling interests | 7     | 8     | 6     | 7     | 4     | 7     | 4     | 6     | 5     | 25          | 22          |
| Net income attributable to equity shareholders       | 1,476 | 1,301 | 1,409 | 1,350 | 1,359 | 1,357 | 1,395 | 1,339 | 1,428 | 5,419       | 5,519       |
| Adjusted diluted EPS (\$)                            | 3.24  | 2.84  | 3.10  | 2.97  | 3.01  | 3.00  | 3.08  | 2.95  | 3.18  | 11.92       | 12.21       |

<sup>(1)</sup> Reflects the impact of items of note on our adjusted results as compared with our reported results.



<sup>(2)</sup> Includes the accretion of the acquisition date fair value discount on the acquired loans of The PrivateBank, shown as an item of note from Q1/18 to Q4/19 in the table above.

<sup>(3)</sup> Transaction costs include legal and other advisory fees and interest adjustments relating to the obligation payable to dissenting shareholders. Integration costs are comprised of direct and incremental costs incurred as part of planning for and executing the integration of the businesses of The PrivateBank (subsequently rebranded as CIBC Bank USA) and Geneva Advisors with CIBC, including enabling cross-sell opportunities and expansion of services in the U.S. market, the upgrade and conversion of systems and processes, project management, integration-related travel, severance, consulting fees and marketing costs related to rebranding activities. Purchase accounting adjustments, shown as an item of note from Q1/18 to Q4/19 in the table above, include changes in the fair value of contingent consideration relating to the Geneva Advisors and Wellington Financial acquisitions.

<sup>(4)</sup> Restructuring charge associated with ongoing efforts to transform our cost structure and simplify our bank. This charge consists primarily of employee severance and related costs.

<sup>(5)</sup> Adjusted to exclude the impact of items of note.

<sup>(6)</sup> Excludes TEB adjustments of \$49 million (Q4/19: \$48 million). Our adjusted efficiency ratio is calculated on a TEB.

## FINANCIAL HIGHLIGHTS

|  |                |                |          |               |          |          |                |          |                | 2019    | 2018           |
|--|----------------|----------------|----------|---------------|----------|----------|----------------|----------|----------------|---------|----------------|
|  | Q1/20          | Q4/19          | Q3/19    | Q2/19         | Q1/19    | Q4/18    | Q3/18          | Q2/18    | Q1/18          | 12M     |                |
| Financial results (\$ millions)                            |                |                |          |               |          | •        |                |          |                |         |                |
| Net interest income  | 2,761          | 2,801          | 2,694    | 2.460         | 2.596    | 2,539    | 2,577          | 2.476    | 2,473          | 10,551  | 10,065         |
| Non-interest income  | 2,094          | 1,971          | 2,038    | 2,400         | 1,969    | 1,913    | 1,970          | 1,900    | 1,986          | 8,060   | 7,769          |
| Total revenue  | 4.855          | 4.772          | 4,732    | 4,542         | 4.565    | 4.452    | 4,547          | 4,376    | 4,459          | 18.611  | 17,834         |
| Provision for credit losses                                | 261            | 402            | 291      | 255           | 338      | 264      | 241            | 212      | 153            | 1.286   | 870            |
| Non-interest expenses                                      | 3,065          | 2.838          | 2,670    | 2.588         | 2,760    | 2,591    | 2,572          | 2,517    | 2,578          | 10.856  | 10,258         |
| Income before income taxes                                 | 1,529          | 1,532          | 1,771    | 1,699         | 1,467    | 1,597    | 1,734          | 1,647    | 1,728          | 6.469   | 6,706          |
| Income taxes   | 317            | 339            | 373      | 351           | 285      | 329      | 365            | 328      | 400            | 1,348   | 1,422          |
| Net income   | 1,212          | 1,193          | 1,398    | 1,348         | 1,182    | 1,268    | 1,369          | 1,319    | 1,328          | 5,121   | 5,284          |
| Net income attributable to non-controlling interests       | 7              | 1,193          | 1,396    | 7             | 1,102    | 1,200    | 1,309          | 1,319    | 1,320          | 25      | 17             |
| Preferred shareholders                                     | 31             | 32             | 28       | 28            | 23       | 24       | 23             | 24       | 18             | 111     | 89             |
|  |                | 1,153          | 1.364    | 1,313         | 1,155    | 1,242    | 1,342          | 1,289    |                | 4,985   |                |
| Common shareholders  | 1,174<br>1,205 | 1,153          | 1,364    | 1,313         | 1,155    | 1,242    | 1,342          | 1,289    | 1,305<br>1,323 | 5,096   | 5,178<br>5,267 |
| Net income attributable to equity shareholders             | 1,205          | 1,185          | 1,392    | 1,341         | 1,178    | 1,200    | 1,305          | 1,313    | 1,323          | 5,096   | 5,∠67          |
| Financial measures Reported efficiency ratio               | 63.1%          | 59.5%          | 56.4%    | 57.0%         | 60.5%    | 58.2%    | 56.6%          | 57.5%    | 57.8%          | 58.3%   | 57.5%          |
| Loan loss ratio (1)  |                | 0.33%          | 0.27%    | 0.26%         | 0.30%    | 0.27%    |                | 0.24%    | 0.22%          | 0.29%   |                |
|  | 0.24%          | 12.9%          | 15.5%    | 15.8%         | 13.8%    | 15.3%    | 0.29%<br>16.7% | 17.0%    | 17.4%          | 14.5%   |                |
| Reported return on common shareholders' equity             | 13.1%          | 1.69%          | 1.65%    | 1.59%         | 1.66%    | 1.67%    | 1.69%          | 1.71%    |                |         | 1.68%          |
| Net interest margin  | 1.62%          |                |          | 1.77%         |          |          |                | 1.71%    | 1.66%<br>1.86% | 1.65%   |                |
| Net interest margin on average interest-earning assets (2) | 1.80%          | 1.90%          | 1.84%    |               | 1.86%    | 1.86%    | 1.89%          |          |                | 1.84%   |                |
| Return on average assets (3)                               | 0.71%          | 0.72%          | 0.86%    | 0.87%         | 0.76%    | 0.83%    | 0.90%          | 0.91%    | 0.89%          | 0.80%   | 0.88%          |
| Return on average interest-earning assets (2)(3)           | 0.79%          | 0.81%          | 0.96%    | 0.97%         | 0.85%    | 0.93%    | 1.00%          | 1.02%    | 1.00%          | 0.89%   | 0.99%          |
| Reported effective tax rate                                | 20.7%          | 22.1%          | 21.1%    | 20.6%         | 19.4%    | 20.6%    | 21.0%          | 19.9%    | 23.2%          | 20.8%   | 21.2%          |
| Common share information                                   |                |                |          |               |          |          |                |          |                |         |                |
| Per share (\$)   | 0.04           | 0.50           | 0.07     | 0.00          | 0.04     | 0.04     | 0.00           | 0.00     | 0.00           | 44.00   | 44.00          |
| Basic EPS  | 2.64           | 2.59<br>2.58   | 3.07     | 2.96          | 2.61     | 2.81     | 3.02           | 2.90     | 2.96           | 11.22   | 11.69          |
| Reported diluted EPS                                       | 2.63           |                | 3.06     | 2.95          | 2.60     | 2.80     | 3.01           | 2.89     | 2.95           | 11.19   | 11.65          |
| Dividends  | 1.44           | 1.44           | 1.40     | 1.40          | 1.36     | 1.36     | 1.33           | 1.33     | 1.30           | 5.60    | 5.32           |
| Book value   | 81.38          | 79.87          | 78.58    | 77.49         | 75.11    | 73.83    | 72.41          | 69.98    | 67.34          | 79.87   | 73.83          |
| Closing share price (\$)                                   | 107.92         | 112.31         | 103.83   | 112.81        | 111.41   | 113.68   | 118.72         | 111.83   | 121.86         | 112.31  | 113.68         |
| Shares outstanding (thousands)                             | 445.040        | 445.057        | 444.000  | 444.000       | 440.000  | 440.045  | 444.004        | 444 440  | 444 404        | 444.004 | 440.000        |
| Weighted-average basic                                     | 445,248        | 445,357        | 444,868  | 444,028       | 443,033  | 443,015  | 444,081        | 444,140  | 441,124        | 444,324 | 443,082        |
| Weighted-average diluted                                   | 446,031        | 446,392        | 445,915  | 445,224       | 444,301  | 444,504  | 445,504        | 445,658  | 442,852        | 445,457 | 444,627        |
| End of period  | 444,982        | 445,342        | 445,437  | 444,650       | 443,802  | 442,826  | 443,717        | 444,691  | 443,825        | 445,342 | 442,826        |
| Market capitalization (\$ millions)                        | 48,022         | 50,016         | 46,168   | 50,161        | 49,444   | 50,341   | 52,678         | 49,730   | 54,085         | 50,016  | 50,341         |
| Value measures   | (2.2.00)       | 0.000/         | (0.70)0/ | 0.500/        | (0.00)0/ | (0.40)0/ | <b>-</b> 000/  | (= 4=\0) | 0.4=0/         | 4 400/  | 4 =00/         |
| Total shareholder return                                   | (2.64)%        | 9.60%          | (6.70)%  | 2.58%         | (0.68)%  | (3.18)%  | 7.39%          | (7.15)%  | 8.45%          | 4.19%   |                |
| Dividend yield (based on closing share price)              | 5.3%           | 5.1%           | 5.3%     | 5.1%          | 4.8%     | 4.7%     | 4.4%           | 4.9%     | 4.2%           | 5.0%    |                |
| Reported dividend payout ratio                             | 54.6%          | 55.6%          | 45.7%    | 47.3%         | 52.2%    | 48.4%    | 43.9%          | 45.8%    | 44.0%          | 49.9%   | 45.5%          |
| Market value to book value ratio                           | 1.33           | 1.41           | 1.32     | 1.46          | 1.48     | 1.54     | 1.64           | 1.60     | 1.81           | 1.41    | 1.54           |
| Selected financial measures - adjusted (4)                 |                | 50.00 <i>'</i> | == 46'   | <b>50</b> 401 | = 4 407  | =0.00°   | == 001         | == 00'   | == 40.         |         | == 001         |
| Adjusted efficiency ratio (5)                              | 55.0%          | 56.0%          | 55.4%    | 56.1%         | 54.4%    | 56.2%    | 55.0%          | 55.9%    | 55.1%          | 55.5%   | 55.6%          |
| Adjusted return on common shareholders' equity             | 16.1%          | 14.2%          | 15.6%    | 15.9%         | 16.0%    | 16.4%    | 17.1%          | 17.4%    | 18.8%          | 15.4%   |                |
| Adjusted effective tax rate                                | 21.7%          | 20.2%          | 21.0%    | 20.7%         | 20.4%    | 20.7%    | 21.1%          | 20.0%    | 18.1%          | 20.6%   |                |
| Adjusted diluted EPS                                       | 3.24           | 2.84           | 3.10     | 2.97          | 3.01     | 3.00     | 3.08           | 2.95     | 3.18           | 11.92   | 12.21          |
| Adjusted dividend payout ratio                             | 44.3%          | 50.5%          | 45.1%    | 47.0%         | 45.1%    | 45.1%    | 43.0%          | 44.9%    | 40.7%          | 46.9%   | 43.4%          |

For footnotes, see next page.



#### FINANCIAL HIGHLIGHTS (continued)

| Assets under management (AUM) (F) Balance sheet quality and liquidity measures Risk-weighted assets (RWA) (®) Total RWA  252,099 239,863 236,836 234,816 225,663 n/a n/a n/a n/a 216,144 211,820 208,068 204,647 n/a Tier 1 capital RWA  n/a n/a n/a n/a n/a n/a n/a n/a 216,303 211,968 208,211 204,647 n/a Total capital RWA  n/a n/a n/a n/a n/a n/a n/a n/a 11.2% 11.2% 11.8% 11.3% 11.2% 10.8%  CET1 ratio  11.3% 11.6% 11.6% 11.2% 11.2% 11.2% 11.8% 11.2% 12.8% 12.7% 12.9% Total capital ratio  Total capital ratio  11.5% 12.9% 12.5% 12.9% 14.5% 14.7% 14.9% 12.8% 15.1% 14.1% 15.0%  Leverage ratio  14.5% 15.0% 15.2% 14.5% 14.7% 13.1% 14.8% 15.1% 14.1% 15.0%  Liquidity coverage ratio  Other information  Full-time equivalent employees  45,083 45,157 45,763 44,797 43,815 44,220 45,91 44,646 44,516  Fitch Ratings Inc. (Fitch)  AAA AA A  | 2018      |
|--|-----------|
| Cash, deposits with banks and securities   150,080   138,669   136,398   135,954   125,599   119,555   120,429   119,354   110,524   120,6669   | 12M       |
| Cash, deposits with banks and securities   150,080   138,660   136,398   135,954   125,599   119,555   120,429   119,354   110,524   120,660   1   | 1         |
| Loans and acceptances, net of allowance   402,453   398,108   395,404   392,945   385,072   381,616   377,310   374,216   366,679   701,000   70   | 119,355   |
| Total assets   | 381,661   |
| Deposits   497,899   485,712   481,044   477,540   464,707   461,015   459,767   449,031   446,179   Common shareholders' equity   35,671   435,569   33,556   33,556   33,556   32,556   32,557   34,55   33,334   32,693   32,131   31,118   29,889   35,569   369,344   369,341   32,569   32,   | 597,099   |
| Common shareholders' equity   36,214   35,569   35,003   34,455   33,334   32,693   32,131   31,118   29,889   Average assets   679,531   655,971   648,537   633,556   620,599   603,726   605,220   594,340   599,044   639,716   609,839   586,816   580,437   570,057   554,312   540,933   542,140   532,516   528,528   572,677   Average common shareholders' equity   35,671   35,553   35,028   34,091   33,183   32,200   31,836   31,017   29,677   Assets under administration (AUA) ****(********************************   | 461.015   |
| Average assets   | 32.693    |
| Average interest-earning assets (?)   609,839   58,516   580,437   570,057   554,312   540,933   542,140   532,516   528,528   572,677     Average common shareholders' equity   35,671   35,561   35,028   34,091   33,183   33,200   31,836   31,017   29,677     Assets under administration (AUM) (??)   22,546,678   2,425,661   2,366,078   2,425,661   2,366,078   2,425,617   2,279,879   2,303,962   2,400,407   2,279,301   2,222,725     Assets under administration (AUM) (??)   263,592   252,007   248,391   242,694   228,562   253,79   232,915   224,954   225,765     Balance sheet quality and liquidity measures   7   | 598,441   |
| Average common shareholders' equity Assets under administration (AUA) (A | 536,059   |
| Assets under administration (AUA) (PI)(F) Assets under management (AUM)(F)(F) Balance sheet quality and liquidity measures Risk-weighted assets (RWA)(F)(F) Total RWA  252,099 239,863 236,836 234,816 225,663 234,816 235,836 | 31,184    |
| Assets under management (AUM) (7)  Balance sheet quality and liquidity measures Risk-weighted assets (RWA) (8) Total RWA  252,099 239,863 236,836 234,816 225,663 n/a n/a n/a n/a 216,144 211,820 208,068 204,647 n/a Tier 1 capital RWA  n/a n/a n/a n/a n/a n/a n/a n/a n/a 216,303 211,968 208,231 204,647 n/a Total capital RWA  n/a   | 2,303,962 |
| Salance sheet quality and liquidity measures   Risk-weighted assets (RWA) (%)  | 225,379   |
| Risk-weighted assets (RWA) (8)   Total RWA   252,099   239,863   236,836   234,816   225,663   n/a   n/a   n/a   n/a   239,863   239,863   236,836   234,816   225,663   n/a   n/a   n/a   216,144   211,820   208,068   204,647   n/a   107     | - 7       |
| Total RWA   252,099   239,863   236,836   234,816   225,663   n/a   n/a   n/a   n/a   239,863   Common Equity Tier 1 (CET1) capital RWA   n/a    |           |
| Tier 1 capital RWA   | n/a       |
| Total capital RWA  | 216,144   |
| Capital ratios         11.3%         11.6%         11.4%         11.2%         11.4%         11.4%         11.4%         11.4%         11.4%         11.4%         11.3%         11.2%         10.8%           Tier 1 capital ratio         12.5%         12.9%         12.7%         12.6%         12.7%         12.9%         12.8%         12.7%         12.4%           Total capital ratio         14.5%         15.0%         15.2%         14.5%         14.7%         14.9%         14.8%         15.1%         14.1%           Leverage ratio         4.3%         4.3%         4.3%         4.2%         4.3%         4.2%         4.1%         4.0%           Liquidity coverage ratio         125%         125%         129%         134%         131%         128%         126%         119%         n/a           Other information         Full-time equivalent employees         45,083         45,157         45,763         44,797         43,815         44,220         45,091         44,646         44,516         45,157           Credit ratings - legacy senior debt (9)           DBRS Limited (DBRS)         AA         AA         AA         AA         AA         AA         AA         AA         AA  | 216,303   |
| CET1 ratio         11.3%         11.6%         11.4%         11.2%         11.4%         11.3%         11.3%         10.8%         11.6%           Tier 1 capital ratio         12.5%         12.9%         12.7%         12.6%         12.7%         12.9%         12.8%         12.7%         12.9%           Total capital ratio         14.5%         15.0%         15.2%         14.5%         14.7%         14.9%         14.8%         15.1%         14.1%           Leverage ratio         4.3%         4.3%         4.3%         4.2%         4.3%         4.2%         4.1%         4.0%           Liquidity coverage ratio         125%         125%         129%         134%         131%         128%         126%         124%         119%           Other information           Full-time equivalent employees         45,083         45,157         45,763         44,797         43,815         44,220         45,091         44,646         44,516           Credit ratings - legacy senior debt (9)           DBRS Limited (DBRS)         AA  | 216,462   |
| Tier 1 capital ratio   12.5%   12.9%   12.7%   12.6%   12.7%   12.9%   12.8%   12.7%   12.4%   12.9%   12.8%   12.7%   12.9%   12.8%   12.7%   12.9%   12.8%   12.7%   12.9%   12.8%   12.7%   12.9%   12.8%   12.7%   12.9%   12.8%   12.7%   12.9%   12.8%   12.7%   12.9%   |           |
| Total capital ratio  | 11.4%     |
| Leverage ratio         4.3%         4.3%         4.3%         4.3%         4.2%         4.3%         4.1%         4.0%         4.3%           Liquidity coverage ratio         125%         125%         129%         134%         131%         128%         126%         124%         119%         n/a           Other information           Full-time equivalent employees         45,083         45,157         45,763         44,797         43,815         44,220         45,091         44,646         44,516         45,157           Credit ratings - legacy senior debt (9)           DBRS Limited (DBRS)         AA         AA </td <td>12.9%</td>   | 12.9%     |
| Liquidity coverage ratio         125%         125%         129%         134%         131%         128%         126%         124%         119%         n/a           Other information           Full-time equivalent employees         45,083         45,157         45,763         44,797         43,815         44,220         45,091         44,646         44,516         45,157           Credit ratings - legacy senior debt (9)           DBRS Limited (DBRS)         AA         AA <td>14.9%</td>   | 14.9%     |
| Other information         45,083         45,157         45,763         44,797         43,815         44,220         45,091         44,646         44,516         45,157           Credit ratings - legacy senior debt (9)         DBRS Limited (DBRS)         AA   | 4.3%      |
| Full-time equivalent employees         45,083         45,157         45,763         44,797         43,815         44,220         45,091         44,646         44,516         45,157           Credit ratings - legacy senior debt (®)         DBRS Limited (DBRS)           DBRS Limited (DBRS)         AA   | n/a       |
| Credit ratings - legacy senior debt (9)         AA         AA <td></td>   |           |
| DBRS Limited (DBRS)         AA         AA <td>44,220</td>  | 44,220    |
| Fitch Ratings Inc. (Fitch)         AA-         AA- </td <td></td>  |           |
| Moody's Investors Service, Inc. (Moody's)  Aa2 Aa2 Aa2 Aa2 Aa2 Aa2 Aa1 A1 Aa2  Aa2 Aa2 Aa2 Aa2 Aa2 Aa2 Aa2 Aa2 Aa2 Aa2   | AA        |
|  | AA-       |
|  | Aa2       |
| Standard & Poor's Ratings Services (S&P)         A+   | A+        |
| Credit ratings - senior debt (10)  |           |
| DBRS         AA(L)         AA(L)         AA(L)         AA(L)         AA(L)         AA(L)         n/a         n/a         AA(L)   | AA(L)     |
| Fitch         AA-         AA-         AA-         AA-         AA-         AA-         n/a         n/a         n/a  | AA-       |
| Moody's A2 A2 A2 A2 A2 n/a n/a n/a A2 A2   | A2        |
| S&P BBB+ BBB+ BBB+ BBB+ BBB+ n/a n/a n/a BBB+  | BBB+      |

- (1) The ratio is calculated as the provision for credit losses on impaired loans to average loans and acceptances, net of allowance for credit losses.
- (2) Average interest-earning assets include interest-bearing deposits with banks, securities, cash collateral on securities purchased under resale agreements, loans net of allowances, and certain sublease-related assets.
- (3) Net income expressed as a percentage of average assets or average interest-earning assets.

- Calculated on a TEB.
- (6) Includes the full contract amount of AUA or custody under a 50/50 joint venture between CIBC and The Bank of New York Mellon.
- 7) AUM amounts are included in the amounts reported under AUA.

- (9) Includes senior debt issued prior to September 23, 2018 as well as senior debt issued on or after September 23, 2018 which is not subject to the bank recapitalization (bail-in) conversion regulations issued by the Department of Finance (Canada).
- (10) Comprises liabilities which are subject to conversion under the bail-in regulations.
- n/a Not applicable.



2010

2010

<sup>4)</sup> Adjusted measures are non-GAAP measures. Adjusted measures are calculated in the same manner as reported measures, except that financial information included in the calculation of adjusted measures is adjusted to exclude the impact of items of note. See page 1 for additional information on non-GAAP measures and page 2 for a reconciliation of reported results.

<sup>8)</sup> Beginning in Q1/19 the capital ratios are calculated by reference to the same level of RWAs. Prior to 2019, before any capital floor requirement, there were three different levels of RWAs for the calculation of CIBC's CET1, Tier 1 and Total capital ratios as CIBC elected in 2014 to phase in the credit valuation adjustment (CVA) capital charge as permitted under the Office of the Superintendent of Financial Institutions (OSFI) guideline; different scalars were applied to the CVA included in the RWA calculation applicable to each of the three tiers of capital. RWAs at Q1/18 include capital floor adjustments.

|  | NET INTERE | ST INC | OME   |       |       |       |       |       |       |        |        |
|--|------------|--------|-------|-------|-------|-------|-------|-------|-------|--------|--------|
| (\$ millions)  |            |        |       |       |       |       |       |       |       | 2019   | 2018   |
|  | Q1/20      | Q4/19  | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 12M    | 12M    |
| Interest income  |            |        |       |       |       |       |       |       |       |        |        |
| Loans  | 3,986      | 4,091  | 4,069 | 3,875 | 4,013 | 3,764 | 3,598 | 3,314 | 3,225 | 16,048 | 13,901 |
| Securities   | 730        | 707    | 720   | 697   | 655   | 583   | 612   | 591   | 483   | 2,779  | 2,269  |
| Securities borrowed or purchased under resale agreements | 364        | 375    | 378   | 357   | 364   | 310   | 273   | 260   | 210   | 1,474  | 1,053  |
| Deposits with banks                                      | 102        | 104    | 104   | 96    | 92    | 79    | 73    | 64    | 66    | 396    | 282    |
| ·  | 5,182      | 5,277  | 5,271 | 5,025 | 5,124 | 4,736 | 4,556 | 4,229 | 3,984 | 20,697 | 17,505 |
| Interest expense   |            |        |       |       |       |       |       |       |       |        |        |
| Deposits   | 1,983      | 2,040  | 2,117 | 2,123 | 2,142 | 1,852 | 1,659 | 1,451 | 1,278 | 8,422  | 6,240  |
| Securities sold short                                    | 75         | 64     | 80    | 76    | 71    | 75    | 67    | 64    | 66    | 291    | 272    |
| Securities lent or sold under repurchase agreements      | 295        | 307    | 321   | 312   | 258   | 224   | 200   | 191   | 121   | 1,198  | 736    |
| Subordinated indebtedness                                | 46         | 56     | 50    | 45    | 47    | 43    | 49    | 44    | 38    | 198    | 174    |
| Other  | 22         | 9      | 9     | 9     | 10    | 3     | 4     | 3     | 8     | 37     | 18     |
|  | 2,421      | 2,476  | 2,577 | 2,565 | 2,528 | 2,197 | 1,979 | 1,753 | 1,511 | 10,146 | 7,440  |

2,761

2,801

2,694

2,596

2,460

2,539

2,476

2,577

2,473

10,551

10,065

| NOIN-   |       | OT INC | JOIVIL |       |       |       |       |       |       |       |       |
|---|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|
| (\$ millions)   |       |        |        |       |       |       |       |       |       | 2019  | 2018  |
|   | Q1/20 | Q4/19  | Q3/19  | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 12M   | 12M   |
|   |       |        |        |       |       |       |       |       |       |       |       |
| Underwriting and advisory fees  | 126   | 105    | 112    | 155   | 103   | 91    | 138   | 90    | 101   | 475   | 420   |
| Deposit and payment fees  | 222   | 228    | 232    | 221   | 227   | 223   | 217   | 215   | 222   | 908   | 877   |
| Credit fees   | 254   | 248    | 249    | 232   | 229   | 212   | 219   | 210   | 210   | 958   | 851   |
| Card fees   | 122   | 110    | 117    | 114   | 117   | 128   | 125   | 127   | 130   | 458   | 510   |
| Investment management and custodial fees  | 350   | 341    | 335    | 314   | 315   | 328   | 314   | 304   | 301   | 1,305 | 1,247 |
| Mutual fund fees  | 409   | 403    | 403    | 396   | 393   | 406   | 410   | 399   | 409   | 1,595 | 1,624 |
| Insurance fees, net of claims   | 102   | 107    | 102    | 109   | 112   | 105   | 109   | 107   | 110   | 430   | 431   |
| Commissions on securities transactions  | 81    | 77     | 78     | 75    | 83    | 89    | 85    | 87    | 96    | 313   | 357   |
| Gains (losses) from financial instruments measured/designated at fair value through profit or         |       |        |        |       |       |       |       |       |       |       |       |
| loss (FVTPL), net   | 265   | 168    | 180    | 237   | 176   | 191   | 152   | 122   | 138   | 761   | 603   |
| Gains (losses) from debt securities measured at fair value through other comprehensive income (FVOCI) |       |        |        |       |       |       |       |       |       |       |       |
| and amortized cost, net   | 11    | 6      | 5      | 19    | 4     | (58)  | (9)   | 24    | 8     | 34    | (35)  |
| Foreign exchange other than trading (1)   | 58    | 59     | 84     | 70    | 91    | 64    | 66    | 79    | 101   | 304   | 310   |
| Income from equity-accounted associates and joint ventures  | 18    | 22     | 25     | 23    | 22    | 27    | 36    | 29    | 29    | 92    | 121   |
| Other   | 76    | 97     | 116    | 117   | 97    | 107   | 108   | 107   | 131   | 427   | 453   |
| Total non-interest income   | 2,094 | 1,971  | 2,038  | 2,082 | 1,969 | 1,913 | 1,970 | 1,900 | 1,986 | 8,060 | 7,769 |

NON-INTEREST INCOME



Net interest income

<sup>(1)</sup> Includes foreign exchange revenue arising from translation of foreign currency denominated positions, foreign exchange earned on transactions, foreign currency related accounting hedges. Where applicable it also includes accumulated foreign exchange gains and losses within accumulated other comprehensive income (AOCI) that are reclassified to the consolidated statement of income as a result of a disposal of net investment in a foreign operation.

### **NON-INTEREST EXPENSES**

| (\$ millions)  | Q1/20 | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 2019<br>12M |        |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|--------|
|  |       |       |       |       |       |       |       |       |       |             |        |
| Employee compensation and benefits                       |       |       |       |       |       |       |       |       |       |             |        |
| Salaries (1)   | 1,130 | 786   | 784   | 761   | 750   | 742   | 746   | 716   | 730   | 3,081       | 2,934  |
| Performance-based compensation                           | 561   | 465   | 488   | 463   | 457   | 439   | 499   | 496   | 532   | 1,873       | 1,966  |
| Benefits   | 206   | 185   | 197   | 197   | 193   | 172   | 192   | 202   | 199   | 772         | 765    |
|  | 1,897 | 1,436 | 1,469 | 1,421 | 1,400 | 1,353 | 1,437 | 1,414 | 1,461 | 5,726       | 5,665  |
| Occupancy costs  |       |       |       |       |       |       |       |       |       |             |        |
| Rent and maintenance (2)                                 | 105   | 194   | 182   | 184   | 182   | 192   | 181   | 175   | 178   | 742         | 726    |
| Depreciation (3)   | 101   | 36    | 38    | 38    | 38    | 36    | 37    | 37    | 39    | 150         | 149    |
|  | 206   | 230   | 220   | 222   | 220   | 228   | 218   | 212   | 217   | 892         | 875    |
| Computer, software and office equipment                  |       |       |       |       |       |       |       |       |       |             |        |
| Rent, maintenance and amortization of software costs (4) | 442   | 465   | 448   | 432   | 416   | 439   | 416   | 390   | 389   | 1,761       | 1,634  |
| Depreciation   | 28    | 28    | 28    | 29    | 28    | 28    | 25    | 28    | 27    | 113         | 108    |
|  | 470   | 493   | 476   | 461   | 444   | 467   | 441   | 418   | 416   | 1,874       | 1,742  |
| Communications   |       |       |       |       |       |       |       |       |       |             |        |
| Telecommunications                                       | 36    | 34    | 36    | 37    | 35    | 40    | 36    | 37    | 35    | 142         | 148    |
| Postage and courier                                      | 30    | 27    | 30    | 33    | 29    | 27    | 30    | 33    | 31    | 119         | 121    |
| Stationery   | 9     | 10    | 10    | 11    | 11    | 11    | 11    | 12    | 12    | 42          | 46     |
|  | 75    | 71    | 76    | 81    | 75    | 78    | 77    | 82    | 78    | 303         | 315    |
| Advertising and business development                     | 77    | 95    | 93    | 90    | 81    | 95    | 83    | 77    | 72    | 359         | 327    |
| Professional fees  | 50    | 67    | 59    | 51    | 49    | 71    | 55    | 47    | 53    | 226         | 226    |
| Business and capital taxes                               | 36    | 25    | 29    | 24    | 32    | 26    | 27    | 22    | 28    | 110         | 103    |
| Other (5)  | 254   | 421   | 248   | 238   | 459   | 273   | 234   | 245   | 253   | 1,366       | 1,005  |
| Non-interest expenses                                    | 3,065 | 2,838 | 2,670 | 2,588 | 2,760 | 2,591 | 2,572 | 2,517 | 2,578 | 10,856      | 10,258 |

<sup>(1)</sup> The first quarter of 2020 includes a restructuring charge of \$339 million primarily consisting of employee severance and related costs.



<sup>(2)</sup> Effective November 1, 2019, excludes rental payments that are now accounted for under IFRS 16.

<sup>(3)</sup> Effective November 1, 2019, includes depreciation related to right-of-use assets recognized through the application of IFRS 16.

<sup>(4)</sup> Includes \$90 million (Q4/19: \$85 million) of amortization and impairment of software costs.

<sup>(5)</sup> Includes \$27 million (Q4/19: \$28 million) of amortization and impairment of other intangible assets. In addition, Q4/19 includes a goodwill impairment charge of \$135 million relating to CIBC FirstCaribbean.

#### SEGMENTED INFORMATION (1)

#### CIBC has four SBUs:

- ► Canadian Personal and Small Business Banking provides personal and business clients across Canada with financial advice, products and services through a team in our banking centres, as well as through our direct, mobile and remote channels.
- ► Canadian Commercial Banking and Wealth Management provides high-touch, relationship-oriented banking and wealth management services to middle-market companies, entrepreneurs, high-net-worth individuals and families across Canada, as well as asset management services to institutional investors.
- ▶ U.S. Commercial Banking and Wealth Management provides high-touch, relationship-oriented commercial, personal and small business banking, as well as wealth management services to meet the needs of middle-market companies, executives, entrepreneurs, high-net-worth individuals and families in the markets we serve in the U.S.
- Capital Markets provides integrated global markets products and services, investment banking advisory and execution, corporate banking solutions and top-ranked research to corporate, government and institutional clients around the world.

Corporate and Other includes the following functional groups – Technology and Operations, Risk Management, Culture and Brand, Finance and Treasury, as well as other support groups. The expenses of these functional and support groups are generally allocated to the business lines within the SBUs. The majority of the functional and support costs of CIBC Bank USA are recognized directly in the U.S. Commercial Banking and Wealth Management SBU. Corporate and Other also includes the results of CIBC FirstCaribbean and other strategic investments, as well as other income statement and balance sheet items not directly attributable to the business lines.

| (\$ millions)                                     |       |       |       |       |       |       |       |       |       | 2019  | 2018  |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|   | Q1/20 | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 12M   | 12M   |
|   |       |       |       |       |       |       |       |       |       |       |       |
| Financial results                                 |       |       |       |       |       |       |       |       |       |       |       |
| Canadian Personal and Small Business Banking      | 617   | 601   | 658   | 568   | 462   | 665   | 639   | 582   | 654   | 2,289 | 2,540 |
| Canadian Commercial Banking and Wealth Management | 336   | 305   | 344   | 325   | 313   | 328   | 344   | 305   | 309   | 1,287 | 1,286 |
| U.S. Commercial Banking and Wealth Management     | 169   | 179   | 173   | 162   | 168   | 131   | 160   | 137   | 133   | 682   | 561   |
| Capital Markets                                   | 335   | 230   | 235   | 283   | 206   | 238   | 271   | 252   | 325   | 954   | 1,086 |
| Corporate and Other                               | (245) | (122) | (12)  | 10    | 33    | (94)  | (45)  | 43    | (93)  | (91)  | (189) |
| Net income  | 1,212 | 1,193 | 1,398 | 1,348 | 1,182 | 1,268 | 1,369 | 1,319 | 1,328 | 5,121 | 5,284 |

<sup>(1)</sup> Certain prior period information has been revised. See "External reporting changes" for additional details.



#### SEGMENTED INFORMATION - CANADIAN PERSONAL AND SMALL BUSINESS BANKING (1) (\$ millions) 2019 2018 Q1/20 Q4/19 Q3/19 Q2/19 Q1/19 Q4/18 Q3/18 Q2/18 Q1/18 12M 12M Financial results Revenue 2.214 2,225 2,240 2,126 2,164 2,198 2,173 2,089 2,135 8,755 8,595 192 218 202 192 182 199 199 180 809 Impaired 197 760 23 37 27 87 Performing 7 16 9 4 (32)(19)215 255 204 229 199 203 896 Total provision for (reversal of) credit losses 208 191 148 741 Non-interest expenses 1.159 1.156 1.140 1.122 1.327 1.100 1.104 1.093 1.098 4.745 4.395 Income before income taxes 840 814 896 775 629 907 870 793 889 3.114 3,459 825 Income taxes 223 213 238 207 167 242 231 211 235 919 617 601 658 665 582 654 2,289 2,540 Net income 568 462 639 Net income attributable to equity shareholders 617 601 658 568 462 665 639 582 654 2.289 2,540 Total revenue Net interest income 1,618 1,631 1,640 1,538 1,563 1,583 1,571 1,485 1,512 6,372 6,151 Non-interest income (2) 2.444 596 594 600 588 601 615 602 604 623 2,383 2,214 2,225 2,240 2,126 2,164 2,198 2.173 2,089 2,135 8.755 8,595 Average balances 223,169 224,840 Real estate secured personal lending (3) 222,862 222,732 223,228 224.494 225,268 225,611 225,352 223,330 225,267 Other personal lending (3) 18.746 18.538 18.012 17.482 17.289 17.012 16.575 16.225 15.857 17,833 16.419 Credit card (3) 12.293 12,435 12,495 12,668 12,587 12,542 12.550 12,463 12.137 12,346 12,347 3,009 Small business lending (3) 3.007 3.001 3.012 2.997 2.984 3.015 3.021 3.004 3.008 2.973 Interest-earning assets (4) 256.847 256.298 255.694 255.372 256.694 257.106 256.995 256.053 255.552 256.020 256.430 Deposits 183.348 180.007 178.459 178.119 173.132 166.911 165.730 166.840 167,335 177,423 166.703 Allocated common equity (5) 6,765 6,472 6,512 6,362 6,263 6,312 6,297 6,227 6,142 6,403 6,245 Financial measures 2.44% 2.52% 2.42% 2.43% 2.38% 2.35% Net interest margin on average interest-earning assets (4) 2.51% 2.54% 2.47% 2.49% 2.40% Efficiency ratio 52.4% 52.0% 50.9% 52.8% 61.3% 50.0% 50.8% 52.3% 51.4% 54.2% 51.1% Return on equity (5) 36.3% 36.8% 40.1% 36.6% 29.3% 41.8% 40.2% 38.3% 42.2% 35.7% 40.7% Other information Number of banking centres 1,022 1,024 1,034 1,042 1,045 1,049 1,056 1,067 1,076 1,024 1,049

3,073

42,093

13.379

3,075

39,979

13.431

3,073

40,052

13,735

3,072

40,138

13,833

3,062

37,730

13,527

3,063

36,566

14,086

3,045

37,884

14,425

3,361

36,153

14,593

3,794

36,484

14,773

3,075

39,979

13,431

3,063

36,566

14,086

Number of ABMs

Assets under administration

Full-time equivalent employees



<sup>(1)</sup> Certain prior period information has been revised. See "External reporting changes" for additional details.

<sup>(2)</sup> Includes intersegment revenue, which represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.

<sup>(3)</sup> Loan amounts are stated before any related allowances.

<sup>(4)</sup> Average interest-earning assets include interest-bearing deposits with banks, securities, and loans net of allowances.

<sup>(5)</sup> See "Notes to users": Non-GAAP measures. See page 1 for additional details.

| SEGMENTED INFORMATION  | - CANADIAN ( | COMME            | ERCIAL           | BANKI      | NG ANI           | D WEA      | LTH MA     | ANAGE      | MENT (1)   |                  |                |
|--|--------------|------------------|------------------|------------|------------------|------------|------------|------------|------------|------------------|----------------|
| (\$ millions)  | Q1/20        | Q4/19            | Q3/19            | Q2/19      | Q1/19            | Q4/18      | Q3/18      | Q2/18      | Q1/18      | 2019<br>12M      | 2018<br>12M    |
| Figure interests   |              | Q.//.0           | 407.10           | Q2/10      | <u> </u>         | Q.,, 10    | ασ, τσ     | Q2/10      | Q.,,,0     |                  |                |
| Financial results  | 400          | 444              | 440              | 400        | 400              | 070        | 200        | 254        | 0.47       | 4.000            | 4 404          |
| Commercial banking   | 423          | 414<br>612       | 410<br>609       | 403<br>595 | 406<br>578       | 378        | 382<br>598 | 354<br>577 | 347        | 1,633            | 1,461<br>2,375 |
| Wealth management  | 632          | 1,026            |                  | 998        |                  | 600<br>978 |            | 931        | 600<br>947 | 2,394            | 3,836          |
| Total revenue  | 1,055        | 71,026           | 1,019            | 25         | 984              |            | 980        | 931        |            | 4,027            | 3,830          |
| Impaired   | 34           |                  | 15               |            | 48               | 8          | 2          |            | 4          | 159              |                |
| Performing The Performance The Perfor | 1            | 9                | 2                | (2)        | (5)              | (1)        | (6)        | -          | (3)        | 4                | (10            |
| Total provision for (reversal of) credit losses  | 35           | 80               | 17               | 23         | 43               | 7          | (4)        | 1          | 1          | 163              | 2.00           |
| Non-interest expenses  | 561          | 530              | 531              | 531        | 514              | 520        | 513        | 511        | 523        | 2,106            | 2,067          |
| Income before income taxes   | 459          | 416<br>111       | 471<br>127       | 444        | 427              | 451        | 471        | 419<br>114 | 423        | 1,758            | 1,764          |
| Income taxes   | 123          |                  |                  | 119        | 114              | 123        | 127        |            | 114        | 471              | 478            |
| Net income   | 336          | 305              | 344              | 325        | 313              | 328        | 344        | 305        | 309        | 1,287            | 1,286          |
| Net income attributable to equity shareholders   | 336          | 305              | 344              | 325        | 313              | 328        | 344        | 305        | 309        | 1,287            | 1,286          |
| Total revenue  |              |                  |                  |            |                  |            |            |            |            |                  |                |
| Net interest income  | 315          | 304              | 300              | 288        | 313              | 279        | 282        | 269        | 261        | 1,205            | 1,091          |
| Non-interest income (2)  | 740          | 722              | 719              | 710        | 671              | 699        | 698        | 662        | 686        | 2,822            | 2,745          |
|  | 1,055        | 1,026            | 1,019            | 998        | 984              | 978        | 980        | 931        | 947        | 4,027            | 3,836          |
| Average balances   |              |                  |                  |            |                  |            |            |            |            |                  |                |
| Commercial banking loans (3)(4)  | 65,469       | 64,800           | 63,671           | 61,857     | 60,182           | 57,962     | 56,607     | 55,019     | 53,404     | 62,634           | 55,754         |
| Wealth management loans (3)  | 2,130        | 2,122            | 2,038            | 2,036      | 2,115            | 2,106      | 2,139      | 2,044      | 1,968      | 2,078            | 2,065          |
| Interest-earning assets (5)  | 38,901       | 39,173           | 38,787           | 38,081     | 37,535           | 36,668     | 36,583     | 35,761     | 34,735     | 38,397           | 35,938         |
| Commercial banking deposits  | 60,086       | 57,658           | 55,578           | 53,395     | 52,840           | 50,499     | 48,174     | 46,297     | 45,422     | 54,879           | 47,608         |
| Wealth management deposits   | 5,563        | 5,176            | 5,220            | 5,214      | 5,649            | 5,265      | 5,458      | 5,810      | 5,877      | 5,316            | 5,601          |
| Allocated common equity (6)  | 6,226        | 6,126            | 6,025            | 5,839      | 5,724            | 5,549      | 5,468      | 5,381      | 5,270      | 5,929            | 5,417          |
| Financial measures   |              |                  |                  |            |                  |            |            |            |            |                  |                |
| Net interest margin on average interest-earning assets (5)   | 3.22%        | 3.08%            | 3.07%            | 3.10%      | 3.30%            | 3.03%      | 3.06%      | 3.08%      | 2.98%      | 3.14%            | 3.04%          |
| Efficiency ratio   | 53.2%        | 51.7%            | 52.1%            | 53.2%      | 52.3%            | 53.2%      | 52.3%      | 54.9%      | 55.2%      | 52.3%            | 53.9%          |
| Return on equity (6)   | 21.5%        | 19.7%            | 22.7%            | 22.8%      | 21.7%            | 23.4%      | 24.9%      | 23.2%      | 23.3%      | 21.7%            | 23.79          |
| Other information  |              |                  |                  |            |                  |            |            |            |            |                  |                |
| Assets under administration (7)  |              |                  |                  |            |                  |            |            |            |            |                  |                |
| Individuals  | 157,457      | 153,193          | 152,764          | 154,899    | 146,648          | 144,756    | 152,793    | 148,631    | 151,901    | 153,193          | 144,756        |
| Institutions   | 28.079       | 27.089           | 26.842           | 24,786     | 24,339           | 23,187     | 23.302     | 22,562     | 23,560     | 27.089           | 23.187         |
| Canadian retail mutual funds and exchange-traded funds (ETFs)  | 113,141      | 108,851          | 107,442          | 107,290    | 101,703          | 101,052    | 105,733    | 102,999    | 102,766    | 108,851          | 101,052        |
| Canadian retail flutual fullus affu exchange-traded fullus (ETFS)  | 298,677      | 289,133          | 287,048          | 286,975    | 272,690          | 268,995    | 281,828    | 274,192    | 278,227    | 289,133          | 268,995        |
| Assets under management (7)  | 290,077      | 209, 133         | 201,040          | 200,913    | 212,090          | 200,993    | 201,020    | 214,192    | 210,221    | 209,133          | 200,995        |
| Individuals  | 48.839       | 46 460           | 45 460           | 44,572     | /1 E10           | 40.344     | 42,216     | 39,712     | 20.570     | 46.460           | 40,344         |
|  | -,           | 46,469<br>27,089 | 45,462<br>26,842 | 24,786     | 41,518<br>24,339 | 23,187     | 23,302     | 22,562     | 39,579     | 46,469<br>27,089 | 23,187         |
| Institutions Consider rate it mutual funds and ETFs  | 28,079       |                  |                  |            |                  |            |            |            | 23,560     |                  |                |
| Canadian retail mutual funds and ETFs  | 113,141      | 108,851          | 107,442          | 107,290    | 101,703          | 101,052    | 105,733    | 102,999    | 102,766    | 108,851          | 101,052        |
|  | 190,059      | 182,409          | 179,746          | 176,648    | 167,560          | 164,583    | 171,251    | 165,273    | 165,905    | 182,409          | 164,583        |

<sup>(1)</sup> Certain prior period information has been revised. See "External reporting changes" for additional details.

5,084

Full-time equivalent employees



5,048

5,087

5,028

4,977

4,999

5,060

5,041

5,010

5,048

4,999

<sup>(2)</sup> Includes intersegment revenue, which represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.

<sup>(3)</sup> Loan amounts are stated before any related allowances.

<sup>(4)</sup> Comprises loans and acceptances and notional amount of letters of credit.

<sup>(5)</sup> Average interest-earning assets include interest-bearing deposits with banks, securities, and loans net of allowances.

<sup>(6)</sup> See "Notes to users": Non-GAAP measures. See page 1 for additional details.

<sup>(7)</sup> AUM amounts are included in the amounts reported under AUA.

### SEGMENTED INFORMATION - U.S. COMMERCIAL BANKING AND WEALTH MANAGEMENT - CANADIAN DOLLARS (1)

| ( <b>6</b> 'II' )  |        |                |        |        |        |        |        |        |        | 0040        | 0040        |
|--|--------|----------------|--------|--------|--------|--------|--------|--------|--------|-------------|-------------|
| (\$ millions)  | Q1/2   | Q4/19          | Q3/19  | Q2/19  | Q1/19  | Q4/18  | Q3/18  | Q2/18  | Q1/18  | 2019<br>12M | 2018<br>12M |
|  | Q1/2   | <b>J</b> Q4/19 | Q3/19  | Q2/19  | QI/I9  | Q4/16  | Q3/10  | Q2/10  | Q1/16  | I Z IVI     | 1 Z IVI     |
| Financial results  |        |                |        |        |        |        |        |        |        |             |             |
| Commercial banking (2)                                     | 346    | 343            | 353    | 326    | 331    | 306    | 303    | 289    | 296    | 1,353       | 1,194       |
| Wealth management  | 16     | 159            | 156    | 148    | 148    | 149    | 145    | 138    | 134    | 611         | 566         |
| Total revenue (3)  | 507    | 502            | 509    | 474    | 479    | 455    | 448    | 427    | 430    | 1,964       | 1,760       |
| Impaired   | 16     |                | 38     | 12     | 5      | 22     | 28     | 13     | 4      | 68          | 67          |
| Performing   | (1     |                | (9)    | (1)    | 11     | 18     | (14)   | (2)    | 10     | 5           | 12          |
| Total provision for (reversal of) credit losses            | 1:     |                | 29     | 11     | 16     | 40     | 14     | 11     | 14     | 73          | 79          |
| Non-interest expenses                                      | 299    | 286            | 282    | 277    | 274    | 263    | 248    | 254    | 258    | 1,119       | 1,023       |
| Income before income taxes                                 | 193    | 199            | 198    | 186    | 189    | 152    | 186    | 162    | 158    | 772         | 658         |
| Income taxes (3)   | 24     | 20             | 25     | 24     | 21     | 21     | 26     | 25     | 25     | 90          | 97          |
| Net income   | 169    | 179            | 173    | 162    | 168    | 131    | 160    | 137    | 133    | 682         | 561         |
| Net income attributable to equity shareholders             | 169    |                | 173    | 162    | 168    | 131    | 160    | 137    | 133    | 682         | 561         |
| Total revenue (3)  |        |                |        |        |        |        |        |        |        |             |             |
| Net interest income (3)                                    | 348    | 342            | 357    | 337    | 345    | 321    | 318    | 301    | 291    | 1,381       | 1,231       |
| Non-interest income  | 159    |                | 152    | 137    | 134    | 134    | 130    | 126    | 139    | 583         | 529         |
| TOTAL TROPOGRAMO   | 507    |                | 509    | 474    | 479    | 455    | 448    | 427    | 430    | 1,964       | 1,760       |
| Average balances   |        |                |        |        |        |        |        |        |        |             |             |
| Commercial banking loans (4)                               | 35,472 | 34,589         | 33,170 | 31,232 | 30,507 | 28,903 | 28,276 | 27,312 | 26,350 | 32,384      | 27,714      |
| Wealth management loans (4)                                | 3,727  | 3,507          | 3,356  | 3,199  | 3,140  | 3,002  | 2,867  | 2,707  | 2,606  | 3,302       | 2,796       |
| Interest-earning assets (5)(6)                             | 45,944 | 44,383         | 42,838 | 40,995 | 39,811 | 37,720 | 36,760 | 35,331 | 34,046 | 42,015      | 35,969      |
| Non-interest-bearing demand deposits                       | 8,207  | 7,472          | 7,303  | 7,526  | 7,573  | 7,198  | 7,153  | 7,194  | 7,282  | 7,468       | 7,207       |
| Interest-bearing deposits                                  | 22,362 |                | 19,565 | 19,063 | 18,066 | 15,972 | 15,079 | 14,382 | 14,110 | 19,476      | 14,890      |
| Other deposits   | 278    |                | 599    | 107    | 82     | 346    | 300    | 131    | 69     | 280         | 212         |
| Allocated common equity (7)                                | 8,929  |                | 8,758  | 8,452  | 8,407  | 8,058  | 7,925  | 7,689  | 7,610  | 8,616       | 7,822       |
| Financial measures   |        |                |        |        |        |        |        |        |        |             |             |
| Net interest margin on average interest-earning assets (5) | 3.029  | 3.05%          | 3.31%  | 3.38%  | 3.44%  | 3.38%  | 3.42%  | 3.50%  | 3.39%  | 3.29%       | 3.42%       |
| Efficiency ratio   | 59.0   |                | 55.3%  | 58.5%  | 57.2%  | 57.7%  | 55.2%  | 59.6%  | 59.9%  | 57.0%       | 58.1%       |
| Return on equity (7)                                       | 7.59   |                | 7.8%   | 7.9%   | 7.9%   | 6.4%   | 8.0%   | 7.3%   | 6.9%   | 7.9%        | 7.2%        |
| Other information  |        |                |        |        |        |        |        |        |        |             |             |
| Assets under administration (8)                            |        |                |        |        |        |        |        |        |        |             |             |
| Individuals  | 71,587 | 67,620         | 66,923 | 66,253 | 60,383 | 60.718 | 61,732 | 57,830 | 57,691 | 67,620      | 60.718      |
| Institutions   | 23,319 | 22,072         | 22,161 | 19,845 | 19,253 | 19,297 | 18,672 | 18,669 | 18,506 | 22,072      | 19,297      |
| HIGHLUNDIS   | 94,900 |                | 89,084 | 86,098 | 79,636 | 80,015 | 80,404 | 76,499 | 76,197 | 89,692      | 80,015      |
| Assets under management (8)                                | 54,500 | 03,032         | 00,004 | 00,030 | 10,000 | 00,010 | 00,404 | 10,433 | 10,131 | 03,032      | 00,010      |
| Individuals  | 60,660 | 57,300         | 56,247 | 55,629 | 50,853 | 50,766 | 51,784 | 48,365 | 48,288 | 57,300      | 50,766      |
| Institutions   | 12,064 | 11,456         | 11,640 | 9.623  | 9,239  | 9.228  | 9.451  | 10.895 | 11,153 | 11,456      | 9.228       |
| HISHUHOHS  | 72,724 | 68,756         | 67,887 | 65,252 | 60,092 | 59,994 | 61,235 | 59,260 | 59,441 | 68,756      | 59,994      |
| Full time equivalent employees                             | 2.077  | 2,113          | 2,111  | 2,015  | 1.982  | 1,947  | 1,926  | 1,814  | 1,747  | 2,113       | 1,947       |
| Full-time equivalent employees                             | 2,07   | ۷,۱۱۵          | ۷,۱۱۱  | 2,010  | 1,902  | 1,947  | 1,920  | 1,014  | 1,747  | ۷,۱۱۵       | 1,947       |

<sup>(1)</sup> Certain prior period information has been revised. See "External reporting changes" for additional details.



<sup>(2)</sup> Certain information has been reclassified to conform to the presentation adopted in Q1/20. Commercial banking now includes the Other line of business, which includes the treasury activities relating to CIBC Bank USA, as these activities primarily support the commercial banking line of business.

<sup>(3)</sup> Revenue and income taxes are reported on a TEB. Accordingly, revenue and income taxes include a TEB adjustment of nil (Q4/19: nil). The equivalent amounts are offset in the revenue and income taxes of Corporate and Other.

<sup>(4)</sup> Loan amounts are stated before any related allowances or purchase accounting adjustments.

<sup>(5)</sup> Average interest-earning assets include interest-bearing deposits with banks, securities, and loans net of allowances.

<sup>(6)</sup> Consistent with enhancements to our funds transfer pricing methodology (see "External reporting changes" for additional details), certain balances previously reported in U.S. Commercial Banking and Wealth Management are now allocated to Corporate and Other. Prior period amounts have been revised accordingly.

<sup>(7)</sup> See "Notes to users": Non-GAAP measures. See page 1 for additional details.

<sup>(8)</sup> AUM amounts are included in the amounts reported under AUA.

### SEGMENTED INFORMATION - U.S. COMMERCIAL BANKING AND WEALTH MANAGEMENT - U.S. DOLLAR EQUIVALENT (1)

| (IIOA 'II' )   |      |                                       |        |                 |                 |        |        |        |        | 2010        | 0010        |
|--|------|---------------------------------------|--------|-----------------|-----------------|--------|--------|--------|--------|-------------|-------------|
| (US\$ millions)  | Q1   | <b>/20</b> Q4/19                      | Q3/19  | Q2/19           | Q1/19           | Q4/18  | Q3/18  | Q2/18  | Q1/18  | 2019<br>12M | 2018<br>12M |
|  | Q1   | <b>120</b> Q4/19                      | Q3/19  | Q2/19           | QI/I9           | Q4/16  | Q3/16  | Q2/16  | Q1/16  | IZIVI       | I∠IVI       |
| Financial results  |      |                                       |        |                 |                 |        |        |        |        | 1           |             |
| Commercial banking (2)                                     | 2    | <b>63</b> 259                         | 266    | 245             | 248             | 235    | 231    | 225    | 235    | 1,018       | 926         |
| Wealth management  |      | <b>23</b> 120                         | 118    | 112             | 110             | 114    | 112    | 108    | 106    | 460         | 440         |
| Total revenue (3)  |      | <b>86</b> 379                         | 384    | 357             | 358             | 349    | 343    | 333    | 341    | 1,478       | 1,366       |
| Impaired   |      | <b>12</b> 10                          | 29     | 9               | 4               | 17     | 22     | 10     | 3      | 52          | 52          |
| Performing   |      | (1) 3                                 | (7)    | (1)             | 8               | 13     | (11)   | (1)    | 8      | 3           | 9           |
| Total provision for (reversal of) credit losses            |      | <b>11</b> 13                          | 22     | 8               | 12              | 30     | 11     | 9      | 11     | 55          | 61          |
| Non-interest expenses                                      | 2    | <b>28</b> 216                         | 212    | 209             | 205             | 202    | 189    | 198    | 205    | 842         | 794         |
| Income before income taxes                                 | 1    | <b>47</b> 150                         | 150    | 140             | 141             | 117    | 143    | 126    | 125    | 581         | 511         |
| Income taxes (3)   |      | <b>19</b> 15                          | 20     | 17              | 16              | 17     | 19     | 20     | 19     | 68          | 75          |
| Net income   | 1    | <b>28</b> 135                         | 130    | 123             | 125             | 100    | 124    | 106    | 106    | 513         | 436         |
| Net income attributable to equity shareholders             | 1    | <b>28</b> 135                         | 130    | 123             | 125             | 100    | 124    | 106    | 106    | 513         | 436         |
| Total revenue (3)  |      |                                       |        |                 |                 |        |        |        |        | 1           |             |
| Net interest income (3)                                    | 2    | <b>65</b> 258                         | 269    | 254             | 258             | 246    | 243    | 235    | 231    | 1,039       | 955         |
| Non-interest income  |      | <b>21</b> 121                         | 115    | 103             | 100             | 103    | 100    | 98     | 110    | 439         | 411         |
| THOM WILLOWS MISSING                                       |      | <b>86</b> 379                         | 384    | 357             | 358             | 349    | 343    | 333    | 341    | 1,478       | 1,366       |
| Average helenees   |      |                                       |        |                 |                 |        |        |        |        | 1           |             |
| Average balances  Commercial banking loans (4)             | 26,9 | <b>42</b> 26,118                      | 25,000 | 23,474          | 22,838          | 22,162 | 21,686 | 21,255 | 20,931 | 24,361      | 21,517      |
| Wealth management loans (4)                                | 26,9 |                                       | 2,530  | 2,405           | 2,351           | 2,302  | 2,199  | 2,107  | 2,070  | 2,484       | 2,171       |
| Interest-earning assets (5)(6)                             | 34,8 |                                       | 32,287 | 30,811          | 29,803          | 28,922 | 28,193 | 27,495 | 27,044 | 31,607      | 27,927      |
| Non-interest-bearing demand deposits                       | 6,2  |                                       | 5,504  | 5,656           | 5,670           | 5,519  | 5,486  | 5,598  | 5,785  | 5,618       | 5,596       |
| Interest-bearing deposits                                  | 16,9 |                                       | 14,746 | 14,328          | 13,525          | 12,247 | 11,565 | 11,192 | 11,209 | 14,651      | 11,561      |
| Other deposits   |      | 11 245                                | 452    | 81              | 61              | 265    | 230    | 102    | 54     | 211         | 164         |
| Allocated common equity (7)                                | 6,7  |                                       | 6,601  | 6,352           | 6,294           | 6,179  | 6,078  | 5,984  | 6,045  | 6,482       | 6,073       |
|  |      |                                       |        |                 |                 |        |        |        |        | 1           |             |
| Financial measures   |      | 20/                                   | 0.040/ | 0.000/          | 0.440/          | 0.000/ | 0.400/ | 0.500/ | 0.000/ | 0.000/      | 0.400/      |
| Net interest margin on average interest-earning assets (5) | 3.0  |                                       | 3.31%  | 3.38%           | 3.44%           | 3.38%  | 3.42%  | 3.50%  | 3.39%  | 3.29%       | 3.42%       |
| Efficiency ratio   | 59.  |                                       | 55.3%  | 58.5%           | 57.2%           | 57.7%  | 55.2%  | 59.6%  | 59.9%  | 57.0%       | 58.1%       |
| Return on equity (7)                                       | 1.   | <b>5%</b> 8.0%                        | 7.8%   | 7.9%            | 7.9%            | 6.4%   | 8.0%   | 7.3%   | 6.9%   | 7.9%        | 7.2%        |
| Other information  |      |                                       |        |                 |                 |        |        |        |        |             |             |
| Assets under administration (8)                            |      |                                       |        |                 |                 |        |        |        |        |             |             |
| Individuals  | 54,1 |                                       | 50,715 | 49,461          | 45,960          | 46,128 | 47,461 | 45,046 | 46,911 | 51,348      | 46,128      |
| Institutions   | 17,6 | · · · · · · · · · · · · · · · · · · · | 16,794 | 14,815          | 14,654          | 14,660 | 14,355 | 14,542 | 15,048 | 16,761      | 14,660      |
| Accete under management (8)                                | 71,7 | <b>25</b> 68,109                      | 67,509 | 64,276          | 60,614          | 60,788 | 61,816 | 59,588 | 61,959 | 68,109      | 60,788      |
| Assets under management (8)                                | 45.0 | 44 42 544                             | 40.604 | 44 520          | 20 707          | 20 567 | 20.040 | 27 672 | 20.265 | 12.544      | 20 567      |
| Individuals  | 45,8 |                                       | 42,624 | 41,530<br>7,184 | 38,707<br>7.032 | 38,567 | 39,812 | 37,673 | 39,265 | 43,511      | 38,567      |
| Institutions   | 9,1  |                                       | 8,821  |                 | ,               | 7,011  | 7,266  | 8,487  | 9,069  | 8,699       | 7,011       |
| Full time equivalent employees                             | 54,9 |                                       | 51,445 | 48,714          | 45,739          | 45,578 | 47,078 | 46,160 | 48,334 | 52,210      | 45,578      |
| Full-time equivalent employees                             | 2,0  | <b>77</b> 2,113                       | 2,111  | 2,015           | 1,982           | 1,947  | 1,926  | 1,814  | 1,747  | 2,113       | 1,947       |

<sup>(1)</sup> Certain prior period information has been revised. See "External reporting changes" for additional details.



<sup>(2)</sup> Certain information has been reclassified to conform to the presentation adopted in Q1/20. Commercial banking now includes the Other line of business, which includes the treasury activities relating to CIBC Bank USA, as these activities primarily support the commercial banking line of business.

<sup>(3)</sup> Revenue and income taxes are reported on a TEB. Accordingly, revenue and income taxes include a TEB adjustment of nil (Q4/19: nil). The equivalent amounts are offset in the revenue and income taxes of Corporate and Other.

<sup>(4)</sup> Loan amounts are stated before any related allowances or purchase accounting adjustments.

<sup>(5)</sup> Average interest-earning assets include interest-bearing deposits with banks, securities, and loans net of allowances.

<sup>(6)</sup> Consistent with enhancements to our funds transfer pricing methodology (see "External reporting changes" for additional details), certain balances previously reported in U.S. Commercial Banking and Wealth Management are now allocated to Corporate and Other. Prior period amounts have been revised accordingly.

<sup>(7)</sup> See "Notes to users": Non-GAAP measures. See page 1 for additional details.

<sup>(8)</sup> AUM amounts are included in the amounts reported under AUA.

|   | SEGMENTED INFOR | RMATIC | N - CA | PITAL I | MARKE  | TS (1) |        |        |        |     |             |             |
|---|-----------------|--------|--------|---------|--------|--------|--------|--------|--------|-----|-------------|-------------|
| (\$ millions)                                   | Q1/20           | Q4/19  | Q3/19  | Q2/19   | Q1/19  | Q4/18  | Q3/18  | Q2/18  | Q1/18  |     | 2019<br>12M | 2018<br>12M |
| Financial results                               |                 |        |        |         |        |        |        |        |        |     |             |             |
| Global markets                                  | 541             | 432    | 442    | 434     | 421    | 376    | 414    | 414    | 490    |     | 1,729       | 1,694       |
| Corporate and investment banking                | 330             | 308    | 310    | 322     | 291    | 280    | 346    | 300    | 315    |     | 1,231       | 1,241       |
| Total revenue (2)                               | 871             | 740    | 752    | 756     | 712    | 656    | 760    | 714    | 805    |     | 2,960       | 2,935       |
| Impaired  | (5)             | 24     | 18     | 6       | 42     | 2      | 1      | 3      | 2      |     | 90          | 8           |
| Performing                                      | (5)             | 21     | 24     | (6)     | 24     | (6)    | (2)    | (12)   | (18)   |     | 63          | (38)        |
| Total provision for (reversal of) credit losses | (10)            | 45     | 42     | -       | 66     | (4)    | (1)    | (9)    | (16)   |     | 153         | (30)        |
| Non-interest expenses                           | 419             | 386    | 390    | 372     | 368    | 357    | 383    | 376    | 376    |     | 1,516       | 1,492       |
| Income before income taxes                      | 462             | 309    | 320    | 384     | 278    | 303    | 378    | 347    | 445    |     | 1,291       | 1,473       |
| Income taxes (2)                                | 127             | 79     | 85     | 101     | 72     | 65     | 107    | 95     | 120    |     | 337         | 387         |
| Net income                                      | 335             | 230    | 235    | 283     | 206    | 238    | 271    | 252    | 325    | , i | 954         | 1,086       |
| Net income attributable to equity shareholders  | 335             | 230    | 235    | 283     | 206    | 238    | 271    | 252    | 325    |     | 954         | 1,086       |
| T-1-1(2)  |                 |        |        |         |        |        |        |        |        |     |             |             |
| Total revenue (2)                               | 204             | 000    | 007    | 000     | 000    | 007    | 050    | 075    | 400    |     | 4.050       | 4 400       |
| Net interest income (2)                         | 384             | 362    | 337    | 262     | 292    | 267    | 358    | 375    | 432    |     | 1,253       | 1,432       |
| Non-interest income (3)                         | 487             | 378    | 415    | 494     | 420    | 389    | 402    | 339    | 373    |     | 1,707       | 1,503       |
|   | 871             | 740    | 752    | 756     | 712    | 656    | 760    | 714    | 805    |     | 2,960       | 2,935       |
| Average balances                                |                 |        |        |         |        |        |        |        |        |     |             |             |
| Loans and acceptances, net of allowance         | 32,147          | 30,933 | 31,815 | 30,642  | 29,518 | 27,186 | 26,299 | 24,798 | 24,118 |     | 30,728      | 25,607      |
| Trading securities                              | 62,511          | 54,769 | 58,497 | 59,855  | 54,228 | 51,917 | 54,196 | 52,784 | 53,317 |     | 56,813      | 53,056      |
| Deposits  | 35,789          | 35,996 | 32,771 | 31,828  | 32,603 | 32,279 | 31,236 | 31,325 | 30,705 |     | 33,312      | 31,387      |
| Allocated common equity (4)                     | 6,480           | 6,335  | 6,394  | 6,206   | 5,820  | 5,259  | 5,336  | 5,147  | 5,193  |     | 6,188       | 5,234       |
| Financial measures                              |                 |        |        |         |        |        |        |        |        |     |             |             |
| Efficiency ratio                                | 48.1%           | 52.0%  | 51.9%  | 49.2%   | 51.7%  | 54.4%  | 50.4%  | 52.6%  | 46.8%  |     | 51.2%       | 50.8%       |
| Return on equity (4)                            | 20.6%           | 14.4%  | 14.6%  | 18.7%   | 14.0%  | 18.0%  | 20.2%  | 20.0%  | 24.9%  |     | 15.4%       | 20.7%       |
|   | ,               |        |        |         |        |        |        |        |        |     |             |             |
| Other information                               |                 |        |        |         |        |        |        |        |        |     |             |             |

<sup>(1)</sup> Certain prior period information has been revised. See "External reporting changes" for additional details.

1,449

1,408

1,370

1,365

1,396

1,416

1,304

1,434

Full-time equivalent employees



1,449

<sup>(2)</sup> Revenue and income taxes are reported on a TEB. Accordingly, revenue and income taxes include a TEB adjustment of \$49 million (Q4/19: \$48 million). The equivalent amounts are offset in the revenue and income taxes of Corporate and Other.

<sup>(3)</sup> Includes intersegment revenue, which represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.

<sup>(4)</sup> See "Notes to users": Non-GAAP measures. See page 1 for additional details.

## SEGMENTED INFORMATION - CORPORATE AND OTHER (1)

| (\$ millions)                                   |           |           |           |           |           |           |           |           |           | 2019      |           |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|   | Q1/20     | Q4/19     | Q3/19     | Q2/19     | Q1/19     | Q4/18     | Q3/18     | Q2/18     | Q1/18     | 12M       | 12M       |
| Financial results                               |           |           |           |           |           |           |           |           |           | 1         |           |
| International banking                           | 206       | 201       | 202       | 198       | 197       | 126       | 171       | 183       | 177       | 798       | 657       |
| Other   | 2         | 78        | 10        | (10)      | 29        | 39        | 15        | 32        | (35)      | 107       | 51        |
| Total revenue (2)                               | 208       | 279       | 212       | 188       | 226       | 165       | 186       | 215       | 142       | 905       | 708       |
| Impaired  | 7         | 4         | 4         | 5         | 8         | 45        | 44        | 1         | 12        | 21        | 102       |
| Performing                                      | (1)       | 1         | (5)       | (13)      | (3)       |           | (11)      | 5         | (6)       | (20)      |           |
| Total provision for (reversal of) credit losses | 6         | 5         | (1)       | (8)       | 5         | 30        | 33        | 6         | 6         | 1         | 75        |
| Non-interest expenses                           | 627       | 480       | 327       | 286       | 277       | 351       | 324       | 283       | 323       | 1,370     | 1,281     |
| Loss before income taxes                        | (425)     | (206)     | (114)     | (90)      | (56)      | (216)     | (171)     | (74)      | (187)     | (466)     | (648)     |
| Income taxes (2)                                | (180)     | (84)      | (102)     | (100)     | (89)      | (122)     | (126)     | (117)     | (94)      | (375)     | (459)     |
| Net income (loss)                               | (245)     | (122)     | (12)      | 10        | 33        | (94)      | (45)      | 43        | (93)      | (91)      | (189)     |
| Net income (loss) attributable to:              |           |           |           |           |           |           |           |           |           |           |           |
| Non-controlling interests                       | 7         | 8         | 6         | 7         | 4         | 2         | 4         | 6         | 5         | 25        | 17        |
| Equity shareholders                             | (252)     | (130)     | (18)      | 3         | 29        | (96)      | (49)      | 37        | (98)      | (116)     | (206)     |
| Total revenue (2)                               |           |           |           |           |           |           |           |           |           | 1         |           |
| Net interest income (loss) (2)                  | 96        | 162       | 60        | 35        | 83        | 89        | 48        | 46        | (23)      | 340       | 160       |
| Non-interest income                             | 112       | 117       | 152       | 153       | 143       | 76        | 138       | 169       | 165       | 565       | 548       |
|   | 208       | 279       | 212       | 188       | 226       | 165       | 186       | 215       | 142       | 905       | 708       |
| Other information                               |           |           |           |           |           |           |           |           |           | 1         |           |
| Assets under administration (3)                 |           |           |           |           |           |           |           |           |           |           |           |
| Individuals                                     | 12,426    | 12,194    | 12,056    | 12,158    | 11,676    | 15,258    | 14,899    | 14,801    | 14,030    | 12,194    | 15,258    |
| Institutions (4)                                | 2.085.330 | 1,975,160 | 1,917,585 | 1,960,650 | 1,863,131 | 1,887,514 | 1,969,286 | 1,859,281 | 1,798,032 | 1,975,160 | 1,887,514 |
|   | 2,097,756 | 1,987,354 | 1,929,641 | 1,972,808 | 1,874,807 | 1,902,772 | 1,984,185 | 1,874,082 | 1,812,062 | 1,987,354 | 1,902,772 |
| Assets under management (3)                     | ,,        | , ,       | , ,       | ,- ,      | ,- ,      | ,, -=     | , ,       | ,- ,      | , - ,     | 1         |           |
| Individuals                                     | 502       | 459       | 458       | 463       | 458       | 357       | 215       | 216       | 223       | 459       | 357       |
| Institutions                                    | 307       | 383       | 300       | 331       | 452       | 445       | 214       | 205       | 196       | 383       | 445       |
|   | 809       | 842       | 758       | 794       | 910       | 802       | 429       | 421       | 419       | 842       | 802       |
| Full-time equivalent employees                  | 23,109    | 23,116    | 23,324    | 22,649    | 21,964    | 21,792    | 22,264    | 21,894    | 21,688    | 23,116    | 21,792    |

<sup>(1)</sup> Certain prior period information has been revised. See "External reporting changes" for additional details.

<sup>(4)</sup> Includes the full contract amount noted in the table below relating to AUA or custody under a 50/50 joint venture between CIBC and The Bank of New York Mellon.

|   | Q1/20     | Q4/19     | Q3/19     | Q2/19     | Q1/19     | Q4/18     | Q3/18     | Q2/18     | Q1/18     | 2019<br>12M | 2018<br>12M |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| Assets under administration (CIBC Mellon) | 2,032,203 | 1,923,244 | 1,864,387 | 1,911,879 | 1,815,806 | 1,833,980 | 1,915,618 | 1,808,557 | 1,751,178 | 1,923,244   | 1,833,980   |



<sup>(2)</sup> Revenue and income taxes of Capital Markets and U.S. Commercial Banking and Wealth Management are reported on a TEB. The equivalent amounts are offset in the revenue and income taxes of Corporate and Other. Accordingly, revenue and income taxes include a TEB adjustment of \$49 million (Q4/19: \$48 million).

<sup>(3)</sup> AUM amounts are included in the amounts reported under AUA.

|   | TRADIN | IG AC I | IVIIIE | :8    |       |       |       |       |       |       |             |       |
|---|--------|---------|--------|-------|-------|-------|-------|-------|-------|-------|-------------|-------|
| (\$ millions)   |        | Q1/20   | Q4/19  | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 2019<br>12M |       |
| Trading revenue (1)   |        |         |        |       |       |       |       |       |       |       |             |       |
| Net interest income (TEB) (2)                                     |        | 186     | 180    | 179   | 118   | 156   | 125   | 203   | 238   | 290   | 633         | 856   |
| Non-interest income (2)   | Α      | 259     | 186    | 196   | 248   | 185   | 186   | 139   | 105   | 127   | 815         | 557   |
| Total trading revenue (TEB)                                       |        | 445     | 366    | 375   | 366   | 341   | 311   | 342   | 343   | 417   | 1,448       | 1,413 |
| TEB adjustment (3)  |        | 49      | 48     | 45    | 43    | 41    | 30    | 43    | 52    | 153   | 177         | 278   |
| Total trading revenue   |        | 396     | 318    | 330   | 323   | 300   | 281   | 299   | 291   | 264   | 1,271       | 1,135 |
| Trading revenue as a % of total revenue                           |        | 8.2 %   | 6.7 %  | 7.0 % | 7.1 % | 6.6 % | 6.3 % | 6.6 % | 6.7 % | 5.9 % | 6.8 %       | 6.4 % |
| Trading revenue (TEB) as a % of total revenue                     |        | 9.2 %   | 7.7 %  | 7.9 % | 8.1 % | 7.5 % | 7.0 % | 7.5 % | 7.8 % | 9.3 % | 7.8 %       | 7.9 % |
| Non-interest income - Non-trading financial instruments measured/ |        |         |        |       |       |       |       |       |       |       |             |       |
| designated at FVTPL (4)   | В      | 6       | (18)   | (16)  | (11)  | (9)   | 5     | 13    | 17    | 11    | (54)        | 46    |
| Gains (losses) from financial instruments measured/designated     |        |         |        |       |       |       |       |       |       |       |             |       |
| at FVTPL, net   | A+B    | 265     | 168    | 180   | 237   | 176   | 191   | 152   | 122   | 138   | 761         | 603   |
| Trading revenue by product line (TEB)                             |        |         |        |       |       |       |       |       |       |       |             |       |
| Interest rates  |        | 101     | 61     | 91    | 97    | 51    | 54    | 66    | 60    | 66    | 300         | 246   |
| Foreign exchange  |        | 164     | 148    | 150   | 136   | 151   | 137   | 153   | 145   | 138   | 585         | 573   |
| Equities (5)  |        | 120     | 101    | 95    | 92    | 98    | 86    | 90    | 90    | 186   | 386         | 452   |
| Commodities   |        | 45      | 34     | 23    | 25    | 35    | 21    | 23    | 27    | 23    | 117         | 94    |
| Other   |        | 15      | 22     | 16    | 16    | 6     | 13    | 10    | 21    | 4     | 60          | 48    |
| Total trading revenue (TEB)                                       |        | 445     | 366    | 375   | 366   | 341   | 311   | 342   | 343   | 417   | 1,448       | 1,413 |
| TEB adjustment (3)  |        | 49      | 48     | 45    | 43    | 41    | 30    | 43    | 52    | 153   | 177         | 278   |
| Total trading revenue   |        | 396     | 318    | 330   | 323   | 300   | 281   | 299   | 291   | 264   | 1,271       | 1,135 |
| Foreign exchange revenue  | Γ      |         |        |       |       |       |       |       |       |       |             |       |
| Foreign exchange trading revenue                                  |        | 164     | 148    | 150   | 136   | 151   | 137   | 153   | 145   | 138   | 585         | 573   |

TRADING ACTIVITIES

Foreign exchange other than trading (6)



<sup>(1)</sup> Trading revenue comprises net interest income and non-interest income arises from interest and dividends related to trading assets and liabilities other than derivatives, and is reported net of interest expense and income associated with funding these assets and liabilities. Non-interest income includes unrealized gains and losses on security positions held, and gains and losses that are realized from the purchase and sale of securities. Non-interest income also includes realized and unrealized gains and losses on trading derivatives. Trading revenue excludes underwriting fees and commissions on securities transactions, which are shown separately in the consolidated statement of income.

<sup>(2)</sup> Trading activities and related risk management strategies can periodically shift income between net interest income and non-interest income. Therefore, we view total trading revenue as the most appropriate measure of trading performance.

<sup>(3)</sup> Reported within Capital Markets. See footnote 2 on page 13 for further details.

<sup>(4)</sup> Includes portfolios of non-trading financial instruments carried at FVTPL, including those that have been designated under the fair value option and the related economic hedges, and financial instruments measured at FVTPL that did not meet the "solely payment of principal and interest" criteria under IFRS 9.

<sup>(5)</sup> Includes \$49 million (Q4/19: \$48 million) TEB adjustment.

<sup>(6)</sup> Includes foreign exchange revenue arising from translation of foreign currency denominated positions, foreign exchange earned on transactions, foreign currency related economic hedging activities and the ineffective portion of foreign currency related accounting hedges. Where applicable it also includes accumulated foreign exchange gains and losses within AOCI that are reclassified to the consolidated statement of income as a result of a disposal of net investment in a foreign operation.

| 0011001 | <br>      | TOP OTTER |  |
|---------|-----------|-----------|--|
|         |           | NCF SHFFT |  |
|         | <br>DALAI | VI.E.SEEL |  |

| (\$ millions)  | Q1/20   | Q4/19   | Q3/19   | Q2/19                                 | Q1/19   | Q4/18   | Q3/18   | Q2/18   | Q1/18   |
|--|---------|---------|---------|---------------------------------------|---------|---------|---------|---------|---------|
| ASSETS   |         |         |         |                                       |         |         |         |         |         |
| Cash and non-interest-bearing deposits with banks                  | 4.754   | 3.840   | 3.941   | 4.178                                 | 4.088   | 4.380   | 3.663   | 5,112   | 3,301   |
| Interest-bearing deposits with banks                               | 15,977  | 13,519  | 12,758  | 10,229                                | 12,484  | 13,311  | 14,138  | 11,923  | 11,939  |
| Securities   | 10,077  | 10,010  | 12,700  | 10,220                                | 12, 101 | 10,011  | 11,100  | 11,020  | 11,000  |
| Debt securities measured at FVOCI                                  | 44,124  | 46,196  | 43.278  | 41,085                                | 40,815  | 35,648  | 40,119  | 38,297  | 34,808  |
| Equity securities designated at FVOCI                              | 614     | 602     | 591     | 582                                   | 553     | 562     | 534     | 545     | 450     |
| Securities measured at amortized cost                              | 21,205  | 20,115  | 18,729  | 17,019                                | 13,663  | 12,876  | 11,183  | 10,994  | 8,745   |
| Securities mandatorily measured and designated at FVTPL            | 63,406  | 54,397  | 57,101  | 62,861                                | 53,996  | 52,578  | 50,792  | 52,483  | 51,281  |
| Cash collateral on securities borrowed                             | 6,628   | 3,664   | 4,899   | 5,279                                 | 4,962   | 5,488   | 5,083   | 6,340   | 6,989   |
| Securities purchased under resale agreements                       | 57,276  | 56,111  | 50,523  | 48,806                                | 51,886  | 43,450  | 44,513  | 43,541  | 48,271  |
| Loans  |         |         |         |                                       |         |         |         |         |         |
| Residential mortgages  | 209,792 | 208,652 | 207,531 | 207,396                               | 207,657 | 207,749 | 208,454 | 208,427 | 207,989 |
| Personal   | 42,960  | 43,651  | 43,622  | 43,113                                | 42,666  | 43,058  | 42,509  | 42,031  | 41,132  |
| Credit card  | 12,605  | 12,755  | 12,699  | 12,645                                | 12,477  | 12,673  | 12,557  | 12,614  | 12,314  |
| Business and government  | 129,539 | 125,798 | 123,680 | 121,815                               | 113,976 | 109,555 | 104,914 | 103,629 | 97,198  |
| Allowance for credit losses  | (1,948) | (1,915) | (1,771) | (1,751)                               | (1,715) | (1,639) | (1,641) | (1,619) | (1,626) |
| Other  |         |         |         |                                       |         |         |         |         |         |
| Derivative instruments   | 25,251  | 23,895  | 24,582  | 22,103                                | 21,174  | 21,431  | 22,003  | 23,939  | 29,304  |
| Customers' liability under acceptances                             | 9,505   | 9,167   | 9,679   | 9,727                                 | 10,011  | 10,265  | 10,517  | 9,134   | 9,672   |
| Land, buildings and equipment                                      | 3,087   | 1,813   | 1,771   | 1,786                                 | 1,783   | 1,795   | 1,733   | 1,746   | 1,735   |
| Goodwill   | 5,470   | 5,449   | 5,575   | 5,643                                 | 5,555   | 5,564   | 5,510   | 5,452   | 5,267   |
| Software and other intangible assets                               | 1,946   | 1,969   | 1,918   | 1,929                                 | 1,920   | 1,945   | 1,921   | 1,923   | 1,920   |
| Investments in equity-accounted associates and joint ventures      | 576     | 586     | 584     | 553                                   | 520     | 526     | 499     | 523     | 555     |
| Deferred tax assets  | 561     | 517     | 544     | 534                                   | 621     | 601     | 535     | 605     | 607     |
| Other assets   | 18,790  | 20,823  | 20,288  | 18,577                                | 15,555  | 15,283  | 15,489  | 12,898  | 15,076  |
| Total assets   | 672,118 | 651,604 | 642,522 | 634,109                               | 614,647 | 597,099 | 595,025 | 590,537 | 586,927 |
| LIABILITIES AND EQUITY  Deposits  Personal                         | 182,773 | 178,091 | 175,196 | 174,662                               | 172,836 | 163.879 | 161.743 | 161.859 | 163,316 |
| Business and government  | 264,775 | 257,502 | 253,976 | 250.986                               | 239.697 | 240,149 | 239.957 | 230,212 | 225,652 |
| Bank   | 11,928  | 11,224  | 12.650  | 14,795                                | 13.062  | 14,380  | 12.829  | 14.264  | 14.498  |
| Secured borrowings   | 38,423  | 38,895  | 39,222  | 37,097                                | 39,112  | 42,607  | 45,238  | 42,696  | 42,713  |
| Obligations related to securities sold short                       | 17,426  | 15.635  | 13.543  | 14.188                                | 15,435  | 13.782  | 12,152  | 13,725  | 15,247  |
| Cash collateral on securities lent                                 | 1,622   | 1,822   | 1,917   | 1,888                                 | 2,660   | 2,731   | 2,462   | 1,991   | 1,499   |
| Obligations related to securities sold under repurchase agreements | 57,140  | 51,801  | 50,097  | 49,508                                | 42,481  | 30,840  | 32,985  | 38,373  | 33,729  |
| Other  |         | <i></i> | <i></i> | · · · · · · · · · · · · · · · · · · · | ,       | ,       | ,       | ,       | ,       |
| Derivative instruments   | 25,380  | 25,113  | 25,895  | 22,839                                | 23,337  | 20,973  | 21,776  | 22,296  | 29,091  |
| Acceptances  | 9,568   | 9,188   | 9,740   | 9,745                                 | 10,051  | 10,296  | 10,521  | 9,163   | 9,675   |
| Deferred tax liabilities   | 35      | 38      | 38      | 40                                    | 41      | 43      | 31      | 32      | 32      |
| Other liabilities  | 19,123  | 19,031  | 16,618  | 16,977                                | 15,690  | 18,223  | 16,746  | 17,747  | 16,009  |
| Subordinated indebtedness  | 4,695   | 4,684   | 5,620   | 4,171                                 | 4,162   | 4,080   | 4,031   | 4,633   | 3,144   |
| Equity   |         |         |         |                                       |         |         |         |         |         |
| Preferred shares   | 2,825   | 2,825   | 2,825   | 2,575                                 | 2,575   | 2,250   | 2,250   | 2,248   | 2,246   |
| Common shares  | 13,669  | 13,591  | 13,525  | 13,443                                | 13,350  | 13,243  | 13,201  | 13,166  | 13,070  |
| Contributed surplus  | 123     | 125     | 128     | 125                                   | 131     | 136     | 133     | 137     | 135     |
| Retained earnings  | 21,543  | 20,972  | 20,535  | 19,793                                | 19,101  | 18,537  | 18,051  | 17,412  | 16,701  |
| AOCI   | 879     | 881     | 815     | 1,094                                 | 752     | 777     | 746     | 403     | (17)    |
| Total shareholders' equity   | 39,039  | 38,394  | 37,828  | 37,030                                | 35,909  | 34,943  | 34,381  | 33,366  | 32,135  |
| Non-controlling interests  | 191     | 186     | 182     | 183                                   | 174     | 173     | 173     | 180     | 187     |
| Total equity   | 39,230  | 38,580  | 38,010  | 37,213                                | 36,083  | 35,116  | 34,554  | 33,546  | 32,322  |
| Total liabilities and equity                                       | 672,118 | 651,604 | 642,522 | 634,109                               | 614,647 | 597,099 | 595,025 | 590,537 | 586,927 |



### CONDENSED AVERAGE BALANCE SHEET

| (\$ millions)   | Q1/20   | Q4/19   | Q3/19   | Q2/19   | Q1/19   | Q4/18   | Q3/18   | Q2/18   | Q1/18   | 2019<br>12M | 2018<br>12M |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------------|-------------|
|   | 4.1.24  |         | 4,0,1,0 |         |         |         |         | 5,00    |         | <br>        |             |
| Assets  |         |         |         |         |         |         |         |         |         |             |             |
| Cash and deposits with banks                                  | 25,737  | 22,232  | 20,723  | 19,331  | 19,520  | 18,546  | 19,191  | 19,391  | 22,154  | 20,461      | 19,824      |
| Securities  | 129,892 | 119,430 | 119,796 | 117,641 | 107,237 | 104,000 | 106,192 | 101,559 | 96,843  | 116,013     | 102,154     |
| Securities borrowed or purchased under resale agreements      | 68,131  | 61,587  | 60,205  | 58,845  | 57,106  | 54,993  | 54,384  | 54,430  | 56,329  | 59,441      | 55,039      |
| Loans and acceptances, net of allowance                       | 399,865 | 396,447 | 393,659 | 388,601 | 385,450 | 378,555 | 376,300 | 370,568 | 366,380 | 391,059     | 372,970     |
| Other   | 55,906  | 56,275  | 54,154  | 49,138  | 51,286  | 47,632  | 49,153  | 48,392  | 48,638  | 52,742      | 48,454      |
| Total assets  | 679,531 | 655,971 | 648,537 | 633,556 | 620,599 | 603,726 | 605,220 | 594,340 | 590,344 | 639,716     | 598,441     |
| Liabilities and equity  |         |         |         |         |         |         |         |         |         |             |             |
| Deposits  | 501,646 | 485,615 | 479,052 | 473,656 | 470,083 | 459,247 | 457,440 | 453,761 | 451,237 | 477,130     | 455,435     |
| Obligations related to securities lent or sold short or under |         |         |         |         |         |         |         |         |         |             |             |
| repurchase agreements   | 78,437  | 71,369  | 73,047  | 68,701  | 58,546  | 56,990  | 59,192  | 55,050  | 54,179  | 67,909      | 56,363      |
| Other   | 56,090  | 54,796  | 53,649  | 50,202  | 52,174  | 48,783  | 50,032  | 48,447  | 50,006  | 52,726      | 49,325      |
| Subordinated indebtedness                                     | 4,675   | 5,629   | 4,846   | 4,153   | 4,151   | 4,081   | 4,290   | 3,622   | 3,185   | 4,699       | 3,796       |
| Shareholders' equity  | 38,496  | 38,378  | 37,761  | 36,666  | 35,468  | 34,450  | 34,086  | 33,263  | 31,543  | 37,072      | 33,336      |
| Non-controlling interests                                     | 187     | 184     | 182     | 178     | 177     | 175     | 180     | 197     | 194     | 180         | 186         |
| Total liabilities and equity                                  | 679,531 | 655,971 | 648,537 | 633,556 | 620,599 | 603,726 | 605,220 | 594,340 | 590,344 | 639,716     | 598,441     |
| Average interest-earning assets (1)                           | 609,839 | 585,816 | 580,437 | 570,057 | 554,312 | 540,933 | 542,140 | 532,516 | 528,528 | 572,677     | 536,059     |
|   | •       |         |         |         |         |         |         |         |         | <br>        |             |

<sup>(1)</sup> Average interest-earning assets include interest-bearing deposits with banks, securities, cash collateral on securities borrowed, securities purchased under resale agreements, loans net of allowances, and certain sublease-related assets.

#### GOODWILL. SOFTWARE AND OTHER INTANGIBLE ASSETS (\$ millions) Q1/20 Q4/19 Q3/19 Q2/19 Q1/19 Q4/18 Q3/18 Q2/18 Q1/18 Goodwill Opening balance 5,449 5,575 5,643 5,555 5,564 5,510 5,452 5,267 5,367 Acquisitions 18 91 Impairment (135)Adjustments (1) 21 (68)88 (9) 54 58 185 (191)5,470 5,449 5,575 5,643 5,555 5,564 5,510 5,452 5,267 Closing balance Software 1,421 1,353 1,330 1,304 1,301 1,257 1,236 1,231 1,229 Opening balance Changes, net of amortization and impairment (1) 14 68 23 26 3 44 21 5 2 1,435 1,421 1,353 1,330 1,304 1,301 1,257 1,236 1,231 Closing balance Other intangible assets Opening balance 548 565 599 616 644 664 687 689 749 Acquisitions / Additions 12 Amortization and impairment (27) (28)(27)(27)(27)(26)(31)(26)(32)(28)Adjustments (1) (10)(1) (7) 10 (1) 6 8 24 Closing balance 511 548 565 599 616 644 664 687 689 Software and other intangible assets 1,946 1,969 1,918 1,929 1,920 1,945 1,921 1,923 1,920



<sup>(1)</sup> Includes foreign currency translation adjustments.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| (\$ millions)   |       |       |          |          |       |       |       |       |         | 2019  |         |
|---|-------|-------|----------|----------|-------|-------|-------|-------|---------|-------|---------|
|   | Q1/20 | Q4/19 | Q3/19    | Q2/19    | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18   | 12N   | 1 12M   |
|   |       |       |          |          |       |       |       |       |         |       |         |
| Net income  | 1,212 | 1,193 | 1,398    | 1,348    | 1,182 | 1,268 | 1,369 | 1,319 | 1,328   | 5,121 | 5,284   |
| Other comprehensive income (OCI), net of income tax, that is subject to subsequent reclassification to net income |       |       |          |          |       |       |       |       |         |       |         |
| Net foreign currency translation adjustments  |       |       |          |          |       |       |       |       |         |       |         |
| Net gains (losses) on investments in foreign operations   | 162   | (79)  | (492)    | 616      | (66)  | 340   | 435   | 1,422 | (1,562) | (21   | ) 635   |
| Net gains (losses) on hedges of investments in foreign operations   | (85)  | 35    | 250      | (333)    | 38    | (159) | (284) | (886) | 980     | (10   | ) (349) |
|   | 77    | (44)  | (242)    | 283      | (28)  | 181   | 151   | 536   | (582)   | (31   | ) 286   |
| Net change in debt securities measured at FVOCI   |       |       | <u> </u> | <u> </u> |       |       |       |       |         |       |         |
| Net gains (losses) on securities measured at FVOCI  | 44    | 53    | 43       | 50       | 98    | (28)  | (27)  | (43)  | (44)    | 244   | (142)   |
| Net (gains) losses reclassified to net income   | (6)   | (4)   | (4)      | (14)     | (6)   | -     | (4)   | (18)  | (7)     | (28   | ) (29)  |
|   | 38    | 49    | 39       | 36       | 92    | (28)  | (31)  | (61)  | (51)    | 216   | (171)   |
| Net change in cash flow hedges  |       |       |          |          |       | ` '   | ` '   |       | ` '     |       |         |
| Net gains (losses) on derivatives designated as cash flow hedges  | (11)  | 91    | (53)     | 55       | 44    | (66)  | 62    | (75)  | 54      | 137   | (25)    |
| Net (gains) losses reclassified to net income   | 14    | (50)  | 58       | (13)     | (1)   | 38    | (52)  | 36    | (48)    | (6    |         |
|   | 3     | 41    | 5        | 42       | 43    | (28)  | 10    | (39)  | 6       | 131   | (51)    |
| OCI, net of income tax, that is not subject to subsequent reclassification to net income                          |       |       |          |          |       | ` '   |       |       |         |       |         |
| Net gains (losses) on post-employment defined benefit plans   | (105) | 11    | (88)     | (8)      | (135) | (95)  | 219   | (5)   | 107     | (220  | ) 226   |
| Net gains (losses) due to fair value change of FVO liabilities attributable to changes in credit risk             | (22)  | 13    | 11       | (6)      | 10    | (8)   | 8     | 1     | (3)     | 28    | (2)     |
| Net gains (losses) on equity securities designated at FVOCI   | 36    | 1     | (2)      | (3)      | 2     | 10    | 1     | 4     | 14      | (2    |         |
| Total OCI <sup>(1)</sup>  | 27    | 71    | (277)    | 344      | (16)  | 32    | 358   | 436   | (509)   | 122   | ,       |
| Comprehensive income  | 1,239 | 1,264 | 1,121    | 1,692    | 1,166 | 1,300 | 1,727 | 1,755 | 819     | 5,243 | 5,601   |
| Comprehensive income attributable to non-controlling interests  | 7     | 8     | 6        | 7        | 4     | 2     | 4     | 6     | 5       | 25    | 17      |
| Preferred shareholders  | 31    | 32    | 28       | 28       | 23    | 24    | 23    | 24    | 18      | 111   | 89      |
| Common shareholders   | 1,201 | 1.224 | 1.087    | 1.657    | 1.139 | 1.274 | 1.700 | 1.725 | 796     | 5.107 | 5,495   |
| Comprehensive income attributable to equity shareholders  | 1,232 | 1,256 | 1,115    | 1,685    | 1,162 | 1,298 | 1,723 | 1.749 | 814     | 5.218 | 5,584   |
|   |       | ,     | , -      | ,:       | ,     | ,     | , -   | , ,   |         |       | - ,     |

<sup>(1)</sup> Includes \$4 million of losses (Q4/19: \$2 million of gains) relating to our investments in equity-accounted associates and joint ventures.



## INCOME TAX ALLOCATED TO EACH COMPONENT OF OTHER COMPREHENSIVE INCOME

| (\$ millions)   |       |       |       |       |       |       |       |       |       | 2019 | 2018 |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|------|
|   | Q1/20 | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 12M  | 12M  |
|   |       |       |       |       |       |       |       |       |       |      |      |
| Income tax (expense) benefit  |       |       |       |       |       |       |       |       |       |      |      |
| Subject to subsequent reclassification to net income  |       |       |       |       |       |       |       |       |       |      |      |
| Net foreign currency translation adjustments  |       |       |       |       |       |       |       |       |       |      |      |
| Net gains (losses) on investments in foreign operations   | (1)   | -     | 4     | (4)   | -     | (2)   | (33)  | (44)  | 48    | -    | (31) |
| Net gains (losses) on hedges of investments in foreign operations                                     | -     | (8)   | (10)  | 4     | (2)   | 5     | 41    | 117   | (120) | (16) | 43   |
|   | (1)   | (8)   | (6)   | -     | (2)   | 3     | 8     | 73    | (72)  | (16) | 12   |
| Net change in debt securities measured at FVOCI   |       |       |       |       |       |       |       |       |       |      |      |
| Net gains (losses) on securities measured at FVOCI  | (12)  | (13)  | (3)   | (2)   | (18)  | 7     | (1)   | 8     | 4     | (36) | 18   |
| Net (gains) losses reclassified to net income   | 2     | 2     | 1     | 5     | 2     | -     | 1     | 6     | 1     | 10   | 8    |
|   | (10)  | (11)  | (2)   | 3     | (16)  | 7     | -     | 14    | 5     | (26) | 26   |
| Net change in cash flow hedges  |       |       |       |       |       |       |       |       |       |      |      |
| Net gains (losses) on derivatives designated as cash flow hedges                                      | 4     | (32)  | 19    | (20)  | (16)  | 22    | (21)  | 27    | (20)  | (49) | 8    |
| Net (gains) losses reclassified to net income   | (5)   | 17    | (21)  | 5     | 1     | (14)  | 18    | (13)  | 18    | 2    | 9    |
|   | (1)   | (15)  | (2)   | (15)  | (15)  | 8     | (3)   | 14    | (2)   | (47) | 17   |
| Not subject to subsequent reclassification to net income  |       |       |       |       |       |       |       |       |       |      |      |
| Net gains (losses) on post-employment defined benefit plans   | 36    | 1     | 31    | 3     | 42    | 30    | (79)  | 2     | (40)  | 77   | (87) |
| Net gains (losses) due to fair value change of FVO liabilities attributable to changes in credit risk | 8     | (4)   | (4)   | 2     | (4)   | 3     | (3)   | -     | 1     | (10) | 1    |
| Net gains (losses) on equity securities designated at FVOCI   | (13)  | (1)   | -     | 1     | -     | (4)   | (1)   | (2)   | (4)   | -    | (11) |
|   | 19    | (38)  | 17    | (6)   | 5     | 47    | (78)  | 101   | (112) | (22) | (42) |



## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| (\$ millions)   |        |        |        |        |        |        |        |        |        | 201    | 9 2018    |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------|
|   | Q1/20  | Q4/19  | Q3/19  | Q2/19  | Q1/19  | Q4/18  | Q3/18  | Q2/18  | Q1/18  | 121    | И 12M     |
|   |        |        |        |        |        |        |        |        |        |        |           |
| Preferred shares  |        |        |        |        |        |        |        |        |        |        |           |
| Balance at beginning of period  | 2,825  | 2,825  | 2,575  | 2,575  | 2,250  | 2,250  | 2,248  | 2,246  | 1,797  | 2,250  | 1,797     |
| Issue of preferred shares   | -      | -      | 250    | -      | 325    | -      | -      | -      | 450    | 575    | 450       |
| Treasury shares   | -      | -      | -      | -      | -      | -      | 2      | 2      | (1)    |        | . 3       |
| Balance at end of period  | 2,825  | 2,825  | 2,825  | 2,575  | 2,575  | 2,250  | 2,250  | 2,248  | 2,246  | 2,825  | 2,250     |
| Common shares   |        |        |        |        |        |        |        |        |        |        |           |
| Balance at beginning of period  | 13,591 | 13,525 | 13,443 | 13,350 | 13,243 | 13,201 | 13,166 | 13,070 | 12,548 | 13,243 | 12,548    |
| Issued pursuant to the acquisition of The PrivateBank                                   | -      | -      | -      | -      | -      | -      | -      | -      | 194    |        | 194       |
| Issued pursuant to the acquisition of Wellington Financial                              | -      | -      | -      | -      | -      | -      | -      | -      | 47     |        | 47        |
| Other issue of common shares  | 123    | 97     | 80     | 96     | 104    | 94     | 94     | 89     | 278    | 377    | 555       |
| Purchase of common shares for cancellation  | (46)   | (30)   | -      | -      | -      | (52)   | (52)   | -      | -      | (30    | ) (104)   |
| Treasury shares   | 1      | (1)    | 2      | (3)    | 3      | -      | (7)    | 7      | 3      | 1      | 3         |
| Balance at end of period  | 13,669 | 13,591 | 13,525 | 13,443 | 13,350 | 13,243 | 13,201 | 13,166 | 13,070 | 13,591 | 13,243    |
| Contributed surplus   |        |        |        |        |        |        |        |        |        |        |           |
| Balance at beginning of period  | 125    | 128    | 125    | 131    | 136    | 133    | 137    | 135    | 137    | 136    | 137       |
| Compensation expense arising from equity-settled share-based awards                     | 3      | 2      | 5      | 5      | 4      | 8      | 9      | 9      | 5      | 16     | 31        |
| Exercise of stock options and settlement of other equity-settled share-based awards     | (4)    | (4)    | (3)    | (11)   | (9)    | (4)    | (14)   | (4)    | (10)   | (27    | (32)      |
| Other   | (1)    | (1)    | 1      | -      | -      | (1)    | 1      | (3)    | 3      |        |           |
| Balance at end of period  | 123    | 125    | 128    | 125    | 131    | 136    | 133    | 137    | 135    | 125    | 136       |
| Retained earnings   |        |        |        |        |        |        |        |        |        |        |           |
| Balance at beginning of period before accounting policy changes                         | 20,972 | n/a    | n/a    | n/a    | 18,537 | n/a    | n/a    | n/a    | 16,101 | 18,537 | 16,101    |
| Impact of adopting IFRS 9 at November 1, 2017   | n/a    | (144)  | n/     | a (144)   |
| Impact of adopting IFRS 15 at November 1, 2018  | n/a    | n/a    | n/a    | n/a    | 6      | n/a    | n/a    | n/a    | n/a    | 6      | n/a       |
| Impact of adopting IFRS 16 at November 1, 2019  | 127    | n/a    | n/     | a n/a     |
| Balance at beginning of period after accounting policy changes                          | 21,099 | 20,535 | 19,793 | 19,101 | 18,543 | 18,051 | 17,412 | 16,701 | 15,957 | 18,543 | 15,957    |
| Net income attributable to equity shareholders  | 1,205  | 1,185  | 1,392  | 1,341  | 1,178  | 1,266  | 1,365  | 1,313  | 1,323  | 5,096  | 5,267     |
| Dividends   |        |        |        |        |        |        |        |        |        |        |           |
| Preferred   | (31)   | (32)   | (28)   | (28)   | (23)   | (24)   | (23)   | (24)   | (18)   | (111   | ) (89)    |
| Common  | (641)  | (641)  | (623)  | (621)  | (603)  | (602)  | (589)  | (591)  | (574)  | (2,488 | ) (2,356) |
| Premium on purchase of common shares for cancellation                                   | (119)  | (79)   | -      | -      | -      | (163)  | (150)  | -      | -      | (79    | ) (313)   |
| Realized gains (losses) on equity securities designated at FVOCI reclassified from AOCI | 29     | 5      | 2      | 2      | 9      | 1      | 15     | 16     | 17     | 18     | 49        |
| Other (1)   | 1      | (1)    | (1)    | (2)    | (3)    | 8      | 21     | (3)    | (4)    | (7     | ) 22      |
| Balance at end of period  | 21,543 | 20,972 | 20,535 | 19,793 | 19,101 | 18,537 | 18,051 | 17,412 | 16,701 | 20,972 | 18,537    |

Equity ending balance on next page.

For footnotes, see next page.



## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (continued)

| (\$ millions)   | Q1/20  | 04/10  | 03/10  | 02/10  | 01/10  | 04/19  | 02/10  | Q2/18  | 01/10  | 2019<br>12M |          |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|----------|
|   | Q1/20  | Q4/19  | Q3/19  | Q2/19  | Q1/19  | Q4/18  | Q3/18  | Q2/18  | Q1/18  | 121         | /I I∠IVI |
| 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  | 993    | 1,037  | 1,279  | 996    | 1,024  | 843    | 692    | 156    | 738    | 1,024       | 738      |
| Net change in foreign currency translation adjustments  | 77     | (44)   | (242)  | 283    | (28)   | 181    | 151    | 536    | (582)  | (31         | ) 286    |
| Balance at end of period  | 1,070  | 993    | 1,037  | 1,279  | 996    | 1,024  | 843    | 692    | 156    | 993         | 1,024    |
| Net gains (losses) on debt securities measured at FVOCI   |        |        |        |        |        |        |        |        |        |             |          |
| Balance at beginning of period under IAS 39   | n/a    | 60     | n/a         | a 60     |
| Impact of adopting IFRS 9 at November 1, 2017   | n/a    | (28)   | n/a         | a (28)   |
| Balance at beginning of period under IFRS 9   | 77     | 28     | (11)   | (47)   | (139)  | (111)  | (80)   | (19)   | 32     | (139        | ) 32     |
| Net change in securities measured at FVOCI  | 38     | 49     | 39     | 36     | 92     | (28)   | (31)   | (61)   | (51)   | 216         | (171)    |
| Balance at end of period  | 115    | 77     | 28     | (11)   | (47)   | (139)  | (111)  | (80)   | (19)   | 77          | (139)    |
| Net gains (losses) on cash flow hedges  |        |        |        |        |        |        |        |        |        |             |          |
| Balance at beginning of period  | 113    | 72     | 67     | 25     | (18)   | 10     | -      | 39     | 33     | (18         | 33       |
| Net change in cash flow hedges  | 3      | 41     | 5      | 42     | 43     | (28)   | 10     | (39)   | 6      | 131         | (51      |
| Balance at end of period  | 116    | 113    | 72     | 67     | 25     | (18)   | 10     | -      | 39     | 113         | 3 (18    |
| 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  | (363)  | (374)  | (286)  | (278)  | (143)  | (48)   | (267)  | (262)  | (369)  | (143        | (369     |
| Net change in post-employment defined benefit plans   | (105)  | 11     | (88)   | (8)    | (135)  | (95)   | 219    | (5)    | 107    | (220        | ) 226    |
| Balance at end of period  | (468)  | (363)  | (374)  | (286)  | (278)  | (143)  | (48)   | (267)  | (262)  | (363        | (143     |
| Net gains (losses) due to fair value change of FVO liabilities attributable to changes in credit risk |        |        |        |        |        |        |        |        |        |             |          |
| Balance at beginning of period  | 16     | 3      | (8)    | (2)    | (12)   | (4)    | (12)   | (13)   | (10)   | (12         | 2) (10)  |
| Net change attributable to changes in credit risk   | (22)   | 13     | 11     | (6)    | 10     | (8)    | 8      | 1      | (3)    | 28          | 3 (2     |
| Balance at end of period  | (6)    | 16     | 3      | (8)    | (2)    | (12)   | (4)    | (12)   | (13)   | 16          | (12      |
| Net gains (losses) on equity securities designated at FVOCI   |        |        |        |        |        |        |        |        |        |             |          |
| Impact of adopting IFRS 9 at November 1, 2017   | n/a    | 85     | n/a         | a 85     |
| Balance at beginning of period under IFRS 9   | 45     | 49     | 53     | 58     | 65     | 56     | 70     | 82     | 85     | 65          | 85       |
| Net gains (losses) on equity securities designated at FVOCI   | 36     | 1      | (2)    | (3)    | 2      | 10     | 1      | 4      | 14     | (2          | 2) 29    |
| Realized (gains) losses on equity securities designated at FVOCI reclassified to retained             |        |        |        |        |        |        |        |        |        |             |          |
| earnings <sup>(2)</sup>   | (29)   | (5)    | (2)    | (2)    | (9)    | (1)    | (15)   | (16)   | (17)   | (18         |          |
| Balance at end of period  | 52     | 45     | 49     | 53     | 58     | 65     | 56     | 70     | 82     | 45          |          |
| Total AOCI, net of income tax   | 879    | 881    | 815    | 1,094  | 752    | 777    | 746    | 403    | (17)   | 881         | 777      |
| Non-controlling interests   |        |        |        |        |        |        |        |        |        |             |          |
| Balance at beginning of period under IAS 39   | n/a    | 202    | n/a         | a 202    |
| Impact of adopting IFRS 9 at November 1, 2017   | n/a    | (4)    | n/a         |          |
| Balance at beginning of period under IFRS 9   | 186    | 182    | 183    | 174    | 173    | 173    | 180    | 187    | 198    | 173         |          |
| Net income attributable to non-controlling interests  | 7      | 8      | 6      | 7      | 4      | 2      | 4      | 6      | 5      | 25          |          |
| Dividends   | (2)    | (2)    | (5)    | (2)    | (2)    | (2)    | (4)    | (21)   | (4)    | (11         | ) (31    |
| Other   | -      | (2)    | (2)    | 4      | (1)    | -      | (7)    | 8      | (12)   | (1          |          |
| Balance at end of period  | 191    | 186    | 182    | 183    | 174    | 173    | 173    | 180    | 187    | 186         | 173      |
| Equity at end of period   | 39,230 | 38,580 | 38,010 | 37,213 | 36,083 | 35,116 | 34,554 | 33,546 | 32,322 | 38,580      | 35,116   |

<sup>(1)</sup> Q3/18 and Q4/18 include the recognition of loss carryforwards relating to foreign exchange translation amounts on CIBC's net investment in foreign operations that were previously reclassified to retained earnings as part of our transition to IFRS in 2012.



<sup>(2)</sup> Includes nil reclassified to retained earnings (Q4/19: nil), relating to our investments in equity-accounted associates and joint ventures.

n/a Not applicable.

## ASSETS UNDER ADMINISTRATION (1)(2)

| (\$ millions)                         | Q1/20     | Q4/19     | Q3/19     | Q2/19     | Q1/19     | Q4/18     | Q3/18     | Q2/18     | Q1/18     |
|---------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Assets under administration           |           |           |           |           |           |           |           |           |           |
| Individuals                           | 284,307   | 273,787   | 273,146   | 274,409   | 256,999   | 257,994   | 267,552   | 257,719   | 260,551   |
| Institutions                          | 2,149,230 | 2,043,013 | 1,987,479 | 2,023,020 | 1,921,177 | 1,944,916 | 2,027,122 | 1,918,583 | 1,859,408 |
| Canadian retail mutual funds and ETFs | 113,141   | 108,851   | 107,442   | 107,290   | 101,703   | 101,052   | 105,733   | 102,999   | 102,766   |
| Total assets under administration     | 2,546,678 | 2,425,651 | 2,368,067 | 2,404,719 | 2,279,879 | 2,303,962 | 2,400,407 | 2,279,301 | 2,222,725 |

<sup>(1)</sup> AUA are assets administered by CIBC that are beneficially owned by clients and are, therefore, not reported on the consolidated balance sheet. Services provided by CIBC are of an administrative nature, such as safekeeping of securities, collection of investment income, record keeping, and the settlement of purchase and sale transactions. AUM amounts are included in the amounts reported under AUA.

<sup>(2)</sup> Includes the full contract amount of AUA or custody under a 50/50 joint venture between CIBC and The Bank of New York Mellon.

| ASS                                   | ETS UNDER | MANAGE  | EMENT (1 | 1)      |         |         |         |         |         |
|---------------------------------------|-----------|---------|----------|---------|---------|---------|---------|---------|---------|
| (\$ millions)                         | Q1/20     | Q4/19   | Q3/19    | Q2/19   | Q1/19   | Q4/18   | Q3/18   | Q2/18   | Q1/18   |
| Assets under management Individuals   | 110.001   | 104.228 | 102,167  | 100,664 | 92,829  | 91,467  | 94,215  | 88,293  | 88,090  |
| Institutions                          | 40,450    | 38,928  | 38,782   | 34,740  | 34,030  | 32,860  | 32,967  | 33,662  | 34,909  |
| Canadian retail mutual funds and ETFs | 113,141   | 108,851 | 107,442  | 107,290 | 101,703 | 101,052 | 105,733 | 102,999 | 102,766 |
| Total assets under management         | 263,592   | 252,007 | 248,391  | 242,694 | 228,562 | 225,379 | 232,915 | 224,954 | 225,765 |

<sup>(1)</sup> AUM are assets managed by CIBC that are beneficially owned by clients and are, therefore, not reported on the consolidated balance sheet. The service provided in respect of these assets is discretionary portfolio management on behalf of the clients.



## LOANS AND ACCEPTANCES, NET OF ALLOWANCE FOR CREDIT LOSSES

| (\$ millions)  |         | Q1/2   | 20        |         |         | Q4/1   | 19        |         |         | Q3/1   | 9         |         |
|--|---------|--------|-----------|---------|---------|--------|-----------|---------|---------|--------|-----------|---------|
|  |         | United | Other     |         |         | United | Other     |         |         | United | Other     |         |
|  | Canada  | States | countries | Total   | Canada  | States | countries | Total   | Canada  | States | countries | Total   |
| Business, government and consumer loans (1)                          |         |        |           |         |         |        |           |         |         |        |           |         |
| Residential mortgages  | 205,363 | 1,661  | 2,554     | 209,578 | 204,383 | 1,527  | 2,531     | 208,441 | 203,427 | 1,355  | 2,530     | 207,312 |
| Personal   | 41,279  | 386    | 745       | 42,410  | 41,906  | 435    | 757       | 43,098  | 42,011  | 347    | 742       | 43,100  |
| Credit card  | 11,967  | 35     | 160       | 12,162  | 12,143  | 35     | 157       | 12,335  | 12,104  | 31     | 154       | 12,289  |
| Total net consumer loans   | 258,609 | 2,082  | 3,459     | 264,150 | 258,432 | 1,997  | 3,445     | 263,874 | 257,542 | 1,733  | 3,426     | 262,701 |
|  |         |        |           |         |         |        |           |         |         |        |           |         |
| Non-residential mortgages  | 6,033   | 192    | 259       | 6,484   | 6,064   | 115    | 258       | 6,437   | 6,157   | 170    | 275       | 6,602   |
| Financial institutions   | 8,090   | 8,278  | 1,961     | 18,329  | 7,565   | 8,111  | 2,103     | 17,779  | 8,088   | 7,542  | 1,783     | 17,413  |
| Retail and wholesale   | 5,493   | 1,904  | 435       | 7,832   | 5,720   | 2,066  | 467       | 8,253   | 5,533   | 2,063  | 441       | 8,037   |
| Business services  | 7,190   | 4,469  | 1,879     | 13,538  | 7,037   | 4,570  | 1,822     | 13,429  | 7,113   | 4,322  | 1,725     | 13,160  |
| Manufacturing - capital goods  | 2,569   | 2,688  | 41        | 5,298   | 2,465   | 2,399  | 128       | 4,992   | 2,534   | 2,493  | 74        | 5,101   |
| Manufacturing - consumer goods                                       | 3,964   | 962    | 68        | 4,994   | 3,972   | 958    | 61        | 4,991   | 4,056   | 841    | 68        | 4,965   |
| Real estate and construction   | 19,440  | 17,382 | 1,570     | 38,392  | 18,465  | 16,871 | 1,529     | 36,865  | 18,366  | 16,668 | 1,436     | 36,470  |
| Agriculture  | 7,144   | 145    | 121       | 7,410   | 6,965   | 124    | 104       | 7,193   | 6,756   | 99     | 113       | 6,968   |
| Oil and gas  | 5,181   | 3,497  | 472       | 9,150   | 5,222   | 3,190  | 253       | 8,665   | 5,512   | 2,968  | 254       | 8,734   |
| Mining   | 852     | 123    | 656       | 1,631   | 1,024   | 154    | 642       | 1,820   | 1,136   | 178    | 646       | 1,960   |
| Forest products  | 690     | 149    | -         | 839     | 628     | 162    | -         | 790     | 542     | 169    | -         | 711     |
| Hardware and software  | 522     | 1,318  | -         | 1,840   | 651     | 1,215  | -         | 1,866   | 626     | 1,324  | -         | 1,950   |
| Telecommunications and cable   | 195     | 232    | 195       | 622     | 191     | 314    | 185       | 690     | 274     | 288    | 204       | 766     |
| Publishing, printing and broadcasting                                | 554     | 79     | 47        | 680     | 557     | 92     | 81        | 730     | 557     | 79     | 80        | 716     |
| Transportation   | 2,183   | 1,108  | 2,433     | 5,724   | 2,193   | 1,263  | 2,012     | 5,468   | 2,136   | 1,131  | 1,886     | 5,153   |
| Utilities  | 2,233   | 2,164  | 2,226     | 6,623   | 2,281   | 1,759  | 1,744     | 5,784   | 2,021   | 2,000  | 1,400     | 5,421   |
| Education, health and social services                                | 3,043   | 3,295  | 26        | 6,364   | 3,221   | 2,941  | 34        | 6,196   | 3,293   | 2,990  | 33        | 6,316   |
| Governments  | 1,016   | 97     | 1,790     | 2,903   | 857     | 127    | 1,657     | 2,641   | 885     | -      | 1,734     | 2,619   |
| Stages 1 and 2 allowance for credit losses allocated to business and |         |        |           |         |         |        |           |         |         |        |           | _       |
| government loans (2)(3)  | (148)   | (125)  | (77)      | (350)   | (144)   | (138)  | (73)      | (355)   | (132)   | (116)  | (75)      | (323)   |
| Total net business and government loans, including acceptances       | 76,244  | 47,957 | 14,102    | 138,303 | 74,934  | 46,293 | 13,007    | 134,234 | 75,453  | 45,209 | 12,077    | 132,739 |
| Total net loans and acceptances                                      | 334,853 | 50,039 | 17,561    | 402,453 | 333,366 | 48,290 | 16,452    | 398,108 | 332,995 | 46,942 | 15,503    | 395,440 |

<sup>(1)</sup> Classification by country is primarily based on domicile of debtor or customer.



<sup>(2)</sup> Stage 3 allowance for credit losses is allocated to business and government loans, including acceptances, by category.

<sup>(3)</sup> Stage 1 and 2 allowances are primarily allocated based on the geographic location where they are recorded.

## LOANS AND ACCEPTANCES, NET OF ALLOWANCE FOR CREDIT LOSSES (continued)

| (\$ millions)  |         | Q2/    | 19        |         |         | Q1/    | 19        |         |         | Q4/    | 18        |         |
|--|---------|--------|-----------|---------|---------|--------|-----------|---------|---------|--------|-----------|---------|
|  |         | United | Other     |         |         | United | Other     |         |         | United | Other     |         |
|  | Canada  | States | countries | Total   | Canada  | States | countries | Total   | Canada  | States | countries | Total   |
| Business, government and consumer loans (1)                          |         |        |           |         |         |        |           |         |         |        |           |         |
| Residential mortgages  | 203,347 | 1,283  | 2,546     | 207,176 | 203,801 | 1,174  | 2,458     | 207,433 | 203,930 | 1,152  | 2,453     | 207,535 |
| Personal   | 41,509  | 352    | 748       | 42,609  | 41,080  | 350    | 728       | 42,158  | 41,506  | 356    | 715       | 42,577  |
| Credit card  | 12,025  | 35     | 155       | 12,215  | 11,865  | 38     | 156       | 12,059  | 12,060  | 36     | 159       | 12,255  |
| Total net consumer loans   | 256,881 | 1,670  | 3,449     | 262,000 | 256,746 | 1,562  | 3,342     | 261,650 | 257,496 | 1,544  | 3,327     | 262,367 |
|  |         |        |           |         |         |        |           |         |         |        |           |         |
| Non-residential mortgages  | 6,216   | 80     | 274       | 6,570   | 6,343   | 33     | 274       | 6,650   | 6,426   | 39     | 266       | 6,731   |
| Financial institutions   | 7,475   | 6,500  | 1,843     | 15,818  | 6,887   | 5,936  | 1,821     | 14,644  | 6,885   | 5,529  | 2,043     | 14,457  |
| Retail and wholesale   | 5,617   | 1,986  | 465       | 8,068   | 5,102   | 2,056  | 406       | 7,564   | 5,219   | 1,914  | 438       | 7,571   |
| Business services  | 8,020   | 4,510  | 1,747     | 14,277  | 7,078   | 3,489  | 1,730     | 12,297  | 7,018   | 3,840  | 1,675     | 12,533  |
| Manufacturing - capital goods  | 2,685   | 2,348  | 85        | 5,118   | 2,471   | 2,194  | 115       | 4,780   | 2,318   | 2,143  | 125       | 4,586   |
| Manufacturing - consumer goods                                       | 3,885   | 843    | 58        | 4,786   | 3,523   | 778    | 60        | 4,361   | 3,294   | 695    | 92        | 4,081   |
| Real estate and construction   | 18,022  | 15,818 | 1,701     | 35,541  | 17,396  | 14,868 | 1,668     | 33,932  | 16,297  | 14,559 | 1,624     | 32,480  |
| Agriculture  | 6,434   | 96     | 117       | 6,647   | 6,295   | 89     | 29        | 6,413   | 6,011   | 79     | 25        | 6,115   |
| Oil and gas  | 5,159   | 2,877  | 273       | 8,309   | 5,358   | 2,798  | 294       | 8,450   | 5,064   | 2,375  | 440       | 7,879   |
| Mining   | 1,176   | 82     | 664       | 1,922   | 882     | 86     | 753       | 1,721   | 824     | 60     | 710       | 1,594   |
| Forest products  | 527     | 194    | -         | 721     | 487     | 200    | -         | 687     | 446     | 215    | -         | 661     |
| Hardware and software  | 593     | 1,300  | -         | 1,893   | 483     | 1,087  | -         | 1,570   | 575     | 1,082  | -         | 1,657   |
| Telecommunications and cable   | 588     | 678    | 209       | 1,475   | 263     | 630    | 213       | 1,106   | 275     | 887    | 208       | 1,370   |
| Publishing, printing and broadcasting                                | 517     | 111    | 84        | 712     | 534     | 106    | 86        | 726     | 527     | 102    | 85        | 714     |
| Transportation   | 1,918   | 1,061  | 1,817     | 4,796   | 1,911   | 1,039  | 1,738     | 4,688   | 1,880   | 893    | 1,642     | 4,415   |
| Utilities  | 2,455   | 2,128  | 1,086     | 5,669   | 2,352   | 1,873  | 1,011     | 5,236   | 2,291   | 1,226  | 647       | 4,164   |
| Education, health and social services                                | 3,070   | 3,258  | 35        | 6,363   | 2,975   | 2,996  | 37        | 6,008   | 2,870   | 3,040  | 28        | 5,938   |
| Governments  | 810     | 2      | 1,762     | 2,574   | 1,137   | 68     | 1,691     | 2,896   | 954     | 92     | 1,598     | 2,644   |
| Stages 1 and 2 allowance for credit losses allocated to business and |         |        |           |         |         |        |           |         |         |        |           |         |
| government loans (2)(3)  | (115)   | (122)  | (77)      | (314)   | (100)   | (123)  | (84)      | (307)   | (98)    | (108)  | (90)      | (296)   |
| Total net business and government loans, including acceptances       | 75,052  | 43,750 | 12,143    | 130,945 | 71,377  | 40,203 | 11,842    | 123,422 | 69,076  | 38,662 | 11,556    | 119,294 |
| Total net loans and acceptances                                      | 331,933 | 45,420 | 15,592    | 392,945 | 328,123 | 41,765 | 15,184    | 385,072 | 326,572 | 40,206 | 14,883    | 381,661 |

For footnotes, see page 23.



## LOANS AND ACCEPTANCES, NET OF ALLOWANCE FOR CREDIT LOSSES (continued)

| (\$ millions)  |         | Q3/    | 18        |         |         | Q2/    | 18        |         |         | Q1/    | 18        |         |
|--|---------|--------|-----------|---------|---------|--------|-----------|---------|---------|--------|-----------|---------|
|  |         | United | Other     |         |         | United | Other     |         |         | United | Other     |         |
|  | Canada  | States | countries | Total   | Canada  | States | countries | Total   | Canada  | States | countries | Total   |
| Business, government and consumer loans (1)                          |         |        |           |         |         |        |           |         |         |        |           |         |
| Residential mortgages  | 204,733 | 1,085  | 2,417     | 208,235 | 204,842 | 991    | 2,386     | 208,219 | 204,631 | 886    | 2,269     | 207,786 |
| Personal   | 40,900  | 422    | 700       | 42,022  | 40,572  | 378    | 607       | 41,557  | 39,747  | 340    | 579       | 40,666  |
| Credit card  | 11,954  | 36     | 152       | 12,142  | 12,009  | 35     | 149       | 12,193  | 11,693  | 35     | 144       | 11,872  |
| Total net consumer loans   | 257,587 | 1,543  | 3,269     | 262,399 | 257,423 | 1,404  | 3,142     | 261,969 | 256,071 | 1,261  | 2,992     | 260,324 |
|  |         |        |           |         |         |        |           |         |         |        |           |         |
| Non-residential mortgages  | 6,455   | 107    | 255       | 6,817   | 6,416   | 127    | 256       | 6,799   | 6,446   | 150    | 235       | 6,831   |
| Financial institutions   | 5,935   | 4,912  | 1,802     | 12,649  | 5,933   | 4,913  | 1,761     | 12,607  | 6,116   | 3,897  | 1,530     | 11,543  |
| Retail and wholesale   | 4,953   | 1,830  | 436       | 7,219   | 4,987   | 1,804  | 426       | 7,217   | 4,611   | 1,753  | 443       | 6,807   |
| Business services  | 6,772   | 3,758  | 1,685     | 12,215  | 6,802   | 3,645  | 1,732     | 12,179  | 6,168   | 3,675  | 1,460     | 11,303  |
| Manufacturing - capital goods  | 2,271   | 1,996  | 90        | 4,357   | 2,242   | 1,980  | 87        | 4,309   | 2,004   | 1,751  | 53        | 3,808   |
| Manufacturing - consumer goods                                       | 3,504   | 757    | 90        | 4,351   | 3,308   | 673    | 96        | 4,077   | 2,982   | 639    | 101       | 3,722   |
| Real estate and construction   | 14,851  | 14,508 | 1,369     | 30,728  | 14,126  | 14,136 | 1,370     | 29,632  | 13,679  | 13,080 | 1,447     | 28,206  |
| Agriculture  | 6,007   | 113    | 24        | 6,144   | 5,867   | 113    | 24        | 6,004   | 5,711   | 106    | 24        | 5,841   |
| Oil and gas  | 4,804   | 2,260  | 485       | 7,549   | 4,825   | 2,213  | 406       | 7,444   | 4,523   | 2,008  | 427       | 6,958   |
| Mining   | 779     | 81     | 545       | 1,405   | 689     | 80     | 831       | 1,600   | 663     | 100    | 543       | 1,306   |
| Forest products  | 431     | 219    | -         | 650     | 469     | 241    | -         | 710     | 461     | 214    | -         | 675     |
| Hardware and software  | 421     | 1,173  | -         | 1,594   | 426     | 918    | -         | 1,344   | 386     | 1,001  | -         | 1,387   |
| Telecommunications and cable   | 272     | 864    | 217       | 1,353   | 216     | 847    | 219       | 1,282   | 219     | 772    | 219       | 1,210   |
| Publishing, printing and broadcasting                                | 485     | 90     | 88        | 663     | 274     | 90     | 87        | 451     | 283     | 148    | 90        | 521     |
| Transportation   | 1,824   | 775    | 1,829     | 4,428   | 1,897   | 705    | 1,713     | 4,315   | 1,871   | 630    | 1,689     | 4,190   |
| Utilities  | 2,521   | 1,304  | 895       | 4,720   | 2,213   | 1,144  | 871       | 4,228   | 1,885   | 1,236  | 918       | 4,039   |
| Education, health and social services                                | 2,782   | 3,047  | 27        | 5,856   | 2,806   | 2,997  | 28        | 5,831   | 2,848   | 2,949  | 27        | 5,824   |
| Governments  | 875     | 29     | 1,598     | 2,502   | 892     | 23     | 1,622     | 2,537   | 1,026   | 4      | 1,461     | 2,491   |
| Stages 1 and 2 allowance for credit losses allocated to business and |         |        |           |         |         |        |           |         |         |        |           |         |
| government loans (2)(3)  | (95)    | (93)   | (101)     | (289)   | (104)   | (100)  | (115)     | (319)   | (99)    | (106)  | (102)     | (307)   |
| Total net business and government loans, including acceptances       | 65,847  | 37,730 | 11,334    | 114,911 | 64,284  | 36,549 | 11,414    | 112,247 | 61,783  | 34,007 | 10,565    | 106,355 |
| Total net loans and acceptances                                      | 323,434 | 39,273 | 14,603    | 377,310 | 321,707 | 37,953 | 14,556    | 374,216 | 317,854 | 35,268 | 13,557    | 366,679 |

For footnotes, see page 23.



|         | IMPAIRED I |                        |
|---------|------------|------------------------|
| (-R()>> |            | $1 \cup \Delta \cap S$ |
|         |            |                        |

| Consumer   Consumer  | (\$ millions)                            | Q1/20 | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18    |
|--|--|-------|-------|-------|-------|-------|-------|-------|-------|----------|
| Personal P | Gross Impaired Loans (GIL) by portfolio: |       |       |       |       |       |       |       |       |          |
| Residential mortgages   794   751   727   720   728   677   696   704   678   775   720   728   677   696   704   678   775  |  |       |       |       |       |       |       |       |       |          |
| Personal   201   204   190   188   189   182   175   179   167   Total Gil - Consumer   995   955   977   908   917   859   871   833   845    | •  | 704   | 751   | 727   | 720   | 729   | 677   | 606   | 704   | 679      |
| Total GiL - consumer   995   955   917   908   917   859   871   883   845   |  | -     |       |       |       |       |       |       |       |          |
| Non-residential mortgages   16   |  |       |       |       |       |       |       |       |       |          |
| Non-residential mortgages   16   20   21   18   20   18   20   17   27   27   27   27   27   27   27   | Total GIL - consumer                     | 393   | 933   | 917   | 900   | 917   | 039   | 071   | 003   | 043      |
| Non-residential mortgages   16   20   21   18   20   18   20   17   27   27   27   27   27   27   27   | Business and government                  |       |       |       |       |       |       |       |       |          |
| Financial institutions   36   39   41   61   59   71   71   71   15   10     Retail and wholesale   217   220   119   125   117   70   46   48   45     Business services   199   195   199   151   128   88   117   119   137     Manufacturing - capital goods   32   31   35   39   12   12   10   12   08     Manufacturing - consumer goods   19   14   11   11   11   13   14   9   4     Real estate and construction   155   143   222   242   205   201   189   214   235     Agriculture   52   53   79   7   6   9   37   10   9     Oil and gas   56   79   78   76   45   55   67   121   99     Oil and gas   56   79   78   76   45   55   67   121   99     Forest products   30   36   13   1       Hardware and software   4   1   1   1   1   1   1   3   10   2     Telecommunications and cable   1   1   1   1   1   1   1   1   1   |  | 16    | 20    | 21    | 18    | 20    | 18    | 20    | 17    | 27       |
| Retail and wholesale   217   220   119   125   117   70   46   48   45   45   45   45   45   45   45   |  |       |       |       |       |       |       |       |       |          |
| Business services  Manufacturing - capital goods  Manufacturing - consumer goods  199 145 199 151 128 88 117 119 137  Manufacturing - consumer goods  19 14 11 11 11 11 13 14 9 4  Real estate and construction  155 143 222 242 205 201 189 214 235  Agriculture  52 53 79 7 6 6 9 37 10 9  Oil and gas  56 79 78 76 45 55 67 121 99  Forest products  30 36 13 - 1 - 1  Hardware and software  4 1 1 1 1 1 1 1 1 3 1 1 3 10 2  Hardware and software  4 1 1 1 1 1 1 1 1 3 3 10 2  Publishing, printing and broadcasting  14 3 2 3 3 2 2 2 2 2 2 2 2 3  Transportation  77 6 7 6 7 7 7 8 6  Education, health and social services  32 32 14 345 176  Education, health and social services  38 28 26 38 75 61 49 55 44  Government  4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1   |  |       |       |       |       |       |       |       |       |          |
| Manufacturing - capital goods   32   31   35   39   12   12   10   12   8  |  |       |       |       |       |       |       |       |       |          |
| Manufacturing - consumer goods   19  |  |       |       |       |       |       |       |       |       |          |
| Real estate and construction   155   |  |       |       |       |       |       |       |       |       |          |
| Agriculture   52   53   79   7   6   9   37   10   9   |  |       |       |       |       |       |       |       |       | -        |
| Oil and gas   56   79   78   76   45   55   67   121   99     Forest products   30   36   13   -   1   -   -   -   -   -     Hardware and software   4   1   1   1   1   1   1   3   10   2     Telecommunications and cable   -   -   1   1   1   1   1   1   1   1   |  |       |       |       |       |       |       |       |       |          |
| Forest products  |  |       |       |       |       |       |       |       |       |          |
| Hardware and software  |  |       |       | 13    | -     | 1     | -     | -     |       |          |
| Telecommunications and cable   -   |  |       |       |       | 1     | 1     | 1     | 3     | 10    | 2        |
| Publishing, printing and broadcasting   14   3   2   3   2   2   2   2   2   3   3   |  | -     |       | 1     | 1     | 1     | 1     | _     |       |          |
| Transportation         7         6         7         6         7         7         7         8         6           Utilities         32         32         14         345         176         -  |  | 14    | 3     | 2     | 3     | 2     | 2     | 2     | 2     | 3        |
| Utilities   32   32   14   345   176   -   -   -   -   -   -   -   -   -   |  |       |       |       |       |       |       |       |       |          |
| Education, health and social services   38   28   26   38   75   61   49   55   44     Government   -   11   11   11   11   12   149   -   -     Total GIL - business and government   907   911   880   1,135   877   621   781   640   629     Total GIL   1,902   1,866   1,797   2,043   1,794   1,480   1,652   1,523   1,474     GIL by geography (1):   Consumer   Canada   773   738   703   682   688   634   628   635   592     United States   21   21   18   18   16   15   16   13   12     Other countries   201   196   196   208   213   210   227   235   241     GIL by geography (1):   Consumer   201   196   196   208   213   210   227   235   241     GIL by geography (1):   Canada   480   474   335   256   241   135   108   117   123     United States   305   301   397   730   481   326   343   351   332     Other countries   122   136   148   149   155   160   330   172   174     GIL by geography (1):   Canada   480   474   335   256   241   135   108   117   123     Canada   480   474   335   357   621   781   640   629     Government   122   136   148   149   155   160   330   172   174     GIL by geography (1):   Canada   148   149   155   160   330   172   174     GIL by geography (1):   Canada   480   474   335   256   241   135   108   117   123     Gil by geography (1):   Canada   480   474   335   256   241   135   108   117   123     Gil by geography (1):   Canada   480   474   335   256   241   355   160   330   172   174     GIL by geography (1):   Canada   480   474   335   256   241   355   160   330   172   174     Gil by geography (1):   Canada   480   474   335   256   241   355   160   330   172   174     Gil by geography (1):   Canada   480   474   335   256   241   355   160   330   172   174     Gil by geography (1):   Canada   480   474   335   256   241   355   160   330   172   174     Gil by geography (1):   Canada   480   474   335   256   241   355   160   330   172   174     Gil by geography (1):   Canada   480   474   335   256   241   355   160   330   172   174     Gil by geography  |  | 32    | 32    | 14    | 345   | 176   | _     | _     | _     | -        |
| Covernment   Cov |  |       |       |       |       |       | 61    | 49    | 55    | 44       |
| Total GIL - business and government   907   911   880   1,135   877   621   781   640   629  |  |       |       |       |       |       |       |       | -     | _        |
| Total GIL   1,902   1,866   1,797   2,043   1,794   1,480   1,652   1,523   1,474   1,480   1,552   1,523   1,474   1,480    |  | 907   |       |       |       | 877   |       |       | 640   | 629      |
| Consumer         Canada         773         738         703         682         688         634         628         635         592           United States         21         21         18         18         16         15         16         13         12           Other countries         201         196         196         208         213         210         227         235         241           Business and government         995         955         917         908         917         859         871         883         845           Canada         480         474         335         256         241         135         108         117         123           United States         305         301         397         730         481         326         343         351         332           Other countries         122         136         148         149         155         160         330         172         174           907         911         880         1,135         877         621         781         640         629  |  |       |       |       |       |       |       |       |       |          |
| Consumer         Canada         773         738         703         682         688         634         628         635         592           United States         21         21         18         18         16         15         16         13         12           Other countries         201         196         196         208         213         210         227         235         241           Business and government         995         955         917         908         917         859         871         883         845           Canada         480         474         335         256         241         135         108         117         123           United States         305         301         397         730         481         326         343         351         332           Other countries         122         136         148         149         155         160         330         172         174           907         911         880         1,135         877         621         781         640         629  |  |       |       |       |       |       |       |       |       | <u> </u> |
| Canada         773         738         703         682         688         634         628         635         592           United States         21         21         18         18         16         15         16         13         12           Other countries         201         196         196         208         213         210         227         235         241           Business and government           Canada         480         474         335         256         241         135         108         117         123           United States         305         301         397         730         481         326         343         351         332           Other countries         122         136         148         149         155         160         330         172         174           907         911         880         1,135         877         621         781         640         629   | GIL by geography <sup>(1)</sup> :        |       |       |       |       |       |       |       |       |          |
| United States         21         21         18         18         16         15         16         13         12           Other countries         201         196         196         208         213         210         227         235         241           Business and government           Canada         480         474         335         256         241         135         108         117         123           United States         305         301         397         730         481         326         343         351         332           Other countries         122         136         148         149         155         160         330         172         174           907         911         880         1,135         877         621         781         640         629  | Consumer                                 |       |       |       |       |       |       |       |       |          |
| Other countries         201         196         196         208         213         210         227         235         241           Business and government           Canada         480         474         335         256         241         135         108         117         123           United States         305         301         397         730         481         326         343         351         332           Other countries         122         136         148         149         155         160         330         172         174           907         911         880         1,135         877         621         781         640         629   | Canada                                   | 773   | 738   | 703   | 682   | 688   | 634   | 628   | 635   | 592      |
| Business and government         995         955         917         908         917         859         871         883         845           Canada         480         474         335         256         241         135         108         117         123           United States         305         301         397         730         481         326         343         351         332           Other countries         122         136         148         149         155         160         330         172         174           907         911         880         1,135         877         621         781         640         629   | United States                            | 21    | 21    | 18    | 18    | 16    | 15    | 16    | 13    | 12       |
| Business and government       Canada     480     474     335     256     241     135     108     117     123       United States     305     301     397     730     481     326     343     351     332       Other countries     122     136     148     149     155     160     330     172     174       907     911     880     1,135     877     621     781     640     629   | Other countries                          | 201   | 196   | 196   | 208   | 213   | 210   | 227   | 235   | 241      |
| Canada     480     474     335     256     241     135     108     117     123       United States     305     301     397     730     481     326     343     351     332       Other countries     122     136     148     149     155     160     330     172     174       907     911     880     1,135     877     621     781     640     629   |  | 995   | 955   | 917   | 908   | 917   | 859   | 871   | 883   | 845      |
| United States         305         301         397         730         481         326         343         351         332           Other countries         122         136         148         149         155         160         330         172         174           907         911         880         1,135         877         621         781         640         629  | Business and government                  |       |       |       |       |       |       |       |       |          |
| Other countries         122         136         148         149         155         160         330         172         174           907         911         880         1,135         877         621         781         640         629  | Canada                                   | 480   | 474   | 335   | 256   | 241   | 135   | 108   | 117   | 123      |
| <b>907</b> 911 880 1,135 877 621 781 640 629   |  | 305   |       | 397   |       |       |       |       |       |          |
|  | Other countries                          | 122   |       | 148   | 149   |       |       |       |       |          |
| <b>1,902</b> 1,866 1,797 2,043 1,794 1,480 1.652 1.523 1,474   |  | 907   | 911   |       | 1,135 | 877   | 621   | 781   |       | 629      |
|  | Total GIL                                | 1,902 | 1,866 | 1,797 | 2,043 | 1,794 | 1,480 | 1,652 | 1,523 | 1,474    |

<sup>(1)</sup> Classification by country is primarily based on domicile of debtor or customer.



## ALLOWANCE FOR CREDIT LOSSES

| (\$ millions)   | Q1/20 | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Allowance for credit losses by portfolio:   |       |       |       |       |       |       |       |       |       |
| Consumer  |       |       |       |       |       |       |       |       | ļ     |
| Residential mortgages   | 146   | 140   | 147   | 148   | 149   | 143   | 146   | 139   | 137   |
| Personal  | 121   | 128   | 117   | 117   | 117   | 109   | 117   | 113   | 112   |
| Total allowance for credit losses - impaired consumer loans   | 267   | 268   | 264   | 265   | 266   | 252   | 263   | 252   | 249   |
| Business and government   |       |       |       |       |       |       |       |       |       |
| Non-residential mortgages   | 4     | 5     | 7     | 7     | 7     | 7     | 6     | 8     | 10    |
| Financial institutions  | 5     | 2     | 3     | 19    | 16    | 15    | 8     | 3     | 2     |
| Retail and wholesale  | 130   | 99    | 46    | 46    | 42    | 24    | 22    | 22    | 19    |
| Business services   | 87    | 98    | 91    | 88    | 66    | 57    | 50    | 52    | 59    |
| Manufacturing - capital goods   | 3     | 2     | 5     | 5     | 5     | 4     | 6     | 6     | 4     |
| Manufacturing - consumer goods  | 9     | 4     | 4     | 3     | 3     | 4     | 4     | 2     | 3     |
| Real estate and construction  | 70    | 74    | 82    | 84    | 78    | 95    | 87    | 78    | 89    |
| Agriculture   | 25    | 24    | 15    | 3     | 2     | 5     | 4     | 4     | 3     |
| Oil and gas   | 31    | 36    | 23    | 14    | 5     | 6     | 10    | 9     | 10    |
| Forest products   | 1     | 9     | -     | -     | -     | -     | -     | -     | _     |
| Hardware and software   | 1     | -     | -     | -     | -     | -     | -     | 5     | 2     |
| Telecommunications and cable  | -     | -     | 1     | 1     | 1     | 1     | -     | -     | _     |
| Publishing, printing and broadcasting   | -     | -     | -     | -     | -     | -     | -     | -     | _     |
| Transportation  | 4     | 3     | 3     | 3     | 2     | 4     | 4     | 4     | 4     |
| Utilities   | 9     | 5     | -     | -     | 21    | -     | -     | -     | _     |
| Education, health and social services   | 12    | 13    | 11    | 4     | 4     | 3     | 5     | 4     | 3     |
| Government  | -     | 2     | 6     | 6     | 6     | 5     | 25    | -     | _     |
| Total allowance for credit losses - impaired business and government loans                                  | 391   | 376   | 297   | 283   | 258   | 230   | 231   | 197   | 208   |
| Total allowance for credit losses - impaired loans  | 658   | 644   | 561   | 548   | 524   | 482   | 494   | 449   | 457   |
| Stage 1 and 2 allowance for credit losses   |       |       |       |       |       |       |       |       |       |
| Consumer loans  | 940   | 916   | 887   | 889   | 884   | 861   | 858   | 851   | 862   |
| Business and government loans   | 350   | 355   | 323   | 314   | 307   | 296   | 289   | 319   | 307   |
| Total stage 1 and 2 allowance for credit losses   | 1,290 | 1,271 | 1,210 | 1,203 | 1,191 | 1,157 | 1,147 | 1,170 | 1,169 |
| Undrawn credit facilities and other off-balance sheet exposures (1)   |       |       |       |       |       |       |       |       |       |
| Stage 1 and 2 allowance for credit losses - undrawn credit facilities and other off-balance sheet exposures | 128   | 127   | 117   | 109   | 110   | 102   | 103   | 109   | 101   |
| Stage 3 allowance for credit losses - undrawn credit facilities and other off-balance sheet exposures       | 2     | 2     | 2     | -     | 20    | -     | -     | -     |       |
| Total allowance for credit losses on undrawn credit facilities and other off-balance sheet exposures        | 130   | 129   | 119   | 109   | 130   | 102   | 103   | 109   | 101   |
| Total allowance for credit losses   | 2,078 | 2,044 | 1,890 | 1,860 | 1,845 | 1,741 | 1,744 | 1,728 | 1,727 |

<sup>(1)</sup> Included in Other liabilities on the consolidated balance sheet.



| ALLOWANC  | E FOR CREDIT LOS | SES   |       |       |       |       |       |       |       |
|---|------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| (\$ millions)   | Q1/20            | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 |
| Stage 3 allowance for credit losses                                 |                  |       |       |       |       |       |       |       |       |
| By geography <sup>(1)</sup> :                                       |                  |       |       |       |       |       |       |       |       |
| Consumer loans  |                  |       |       |       |       |       |       |       |       |
| Canada  | 158              | 159   | 149   | 144   | 141   | 133   | 139   | 132   | 122   |
| United States   | 4                | 4     | 3     | 2     | 3     | 2     | 3     | 2     | 2     |
| Other countries   | 105              | 105   | 112   | 119   | 122   | 117   | 121   | 118   | 125   |
|   | 267              | 268   | 264   | 265   | 266   | 252   | 263   | 252   | 249   |
| Business and government loans                                       |                  |       |       |       |       |       |       |       |       |
| Canada  | 246              | 217   | 148   | 129   | 102   | 56    | 55    | 57    | 58    |
| United States   | 86               | 101   | 72    | 73    | 73    | 88    | 71    | 58    | 66    |
| Other countries   | 59               | 58    | 77    | 81    | 83    | 86    | 105   | 82    | 84    |
|   | 391              | 376   | 297   | 283   | 258   | 230   | 231   | 197   | 208   |
|   | 658              | 644   | 561   | 548   | 524   | 482   | 494   | 449   | 457   |
| Stage 3 allowance for credit losses                                 |                  |       |       |       |       |       |       |       |       |
| By portfolio:   |                  |       |       |       |       |       |       |       |       |
| Consumer loans  | 267              | 268   | 264   | 265   | 266   | 252   | 263   | 252   | 249   |
| Business and government loans                                       | 391              | 376   | 297   | 283   | 258   | 230   | 231   | 197   | 208   |
| Buomoos and government round  | 658              | 644   | 561   | 548   | 524   | 482   | 494   | 449   | 457   |
| Undrawn credit facilities and other off-balance sheet exposures (2) | 2                | 2     | 2     | -     | 20    | -     |       | -     |       |
|   | 660              | 646   | 563   | 548   | 544   | 482   | 494   | 449   | 457   |
|   |                  |       |       |       |       |       |       |       |       |
| Stage 1 and 2 allowance for credit losses                           |                  |       |       |       |       |       |       |       |       |
| By geography (3):   |                  |       |       |       |       |       |       |       |       |
| Consumer loans  |                  | 000   | 007   | 004   | 004   | 000   | 000   | 700   | 000   |
| Canada  | 890              | 866   | 837   | 834   | 824   | 806   | 800   | 796   | 809   |
| United States   | 5                | 4     | 7     | 6     | 5     | 5     | 7     | 7     | 2     |
| Other countries   | 45               | 46    | 43    | 49    | 55    | 50    | 51    | 48    | 51    |
|   | 940              | 916   | 887   | 889   | 884   | 861   | 858   | 851   | 862   |
| Business and government loans                                       |                  |       |       |       |       |       |       |       |       |
| Canada  | 148              | 144   | 132   | 115   | 100   | 98    | 95    | 104   | 99    |
| United States   | 125              | 138   | 116   | 122   | 123   | 108   | 93    | 100   | 106   |
| Other countries   | 77               | 73    | 75    | 77    | 84    | 90    | 101   | 115   | 102   |
|   | 350              | 355   | 323   | 314   | 307   | 296   | 289   | 319   | 307   |
|   | 1,290            | 1,271 | 1,210 | 1,203 | 1,191 | 1,157 | 1,147 | 1,170 | 1,169 |
| Stage 1 and 2 allowance for credit losses                           |                  |       |       |       |       |       |       |       |       |
| By portfolio:   |                  |       |       |       |       |       |       |       |       |
| Consumer loans  | 940              | 916   | 887   | 889   | 884   | 861   | 858   | 851   | 862   |
| Business and government loans                                       | 350              | 355   | 323   | 314   | 307   | 296   | 289   | 319   | 307   |
| Business and government loans                                       | 1,290            | 1,271 | 1,210 | 1,203 | 1,191 | 1,157 | 1,147 | 1,170 | 1,169 |
|   | 1,230            | 1,41  |       |       |       |       | 1,171 | 1,170 | 1,100 |
| Undrawn credit facilities and other off-balance sheet exposures (2) | 128              | 127   | 117   | 109   | 110   | 102   | 103   | 109   | 101   |

<sup>(1)</sup> Classification by country is primarily based on domicile of debtor or customer.

<sup>(3)</sup> Stage 1 and 2 allowances are primarily allocated based on the geographic location where they are recorded.



<sup>(2)</sup> Included in Other liabilities on the consolidated balance sheet.

| NET IMPAIRE  | ED LOAN | S <sup>(1)</sup> |         |               |         |               |        |               |       |
|--|---------|------------------|---------|---------------|---------|---------------|--------|---------------|-------|
| (\$ millions)  | Q1/20   | Q4/19            | Q3/19   | Q2/19         | Q1/19   | Q4/18         | Q3/18  | Q2/18         | Q1/18 |
| Net impaired loans by portfolio:                             |         |                  |         |               |         |               |        |               |       |
| Consumer   |         |                  |         |               |         |               |        |               |       |
| Residential mortgages  | 648     | 611              | 580     | 572           | 579     | 534           | 550    | 565           | 541   |
| Personal   | 80      | 76               | 73      | 71            | 72      | 73            | 58     | 66            | 55    |
| Total net impaired loans - consumer                          | 728     | 687              | 653     | 643           | 651     | 607           | 608    | 631           | 596   |
| Business and government                                      |         |                  |         |               |         |               |        |               |       |
| Non-residential mortgages                                    | 12      | 15               | 14      | 11            | 13      | 11            | 14     | 9             | 17    |
| Financial institutions                                       | 31      | 37               | 38      | 42            | 43      | 56            | 63     | 12            | 8     |
| Retail and wholesale   | 87      | 121              | 73      | 79            | 75      | 46            | 24     | 26            | 26    |
| Business services  | 112     | 97               | 108     | 63            | 62      | 31            | 67     | 67            | 78    |
| Manufacturing - capital goods                                | 29      | 29               | 30      | 34            | 7       | 8             | 4      | 6             | 4     |
|  | 10      | 10               | 7       | 8             | 8       | 9             | 10     | 7             | 1     |
| Manufacturing - consumer goods  Real estate and construction | 85      | 69               | 140     | 158           | 127     | 106           | 102    | 136           | 146   |
|  | 27      | 29               | 64      | 4             | 4       | 4             | 33     | 6             | 6     |
| Agriculture  | 25      | 43               | 55      | 62            | 40      | 49            | <br>57 | 112           | 89    |
| Oil and gas  |         | 27               |         |               | 40<br>1 |               | 57     | 112           | 89    |
| Forest products  | 29      | 1                | 13<br>1 | <u>-</u><br>1 | 1       | <u>-</u><br>1 | -      | <u>-</u><br>5 |       |
| Hardware and software Telecommunications and cable           | 3       |                  |         |               |         |               | 3      |               |       |
|  | - 44    | -                | -       | -             | -       | -             | -      | -             |       |
| Publishing, printing and broadcasting                        | 14      | 3                | 2       | 3             | 2<br>   | 2             | 2      | 2             | 3     |
| Transportation   | 3       | 3                | 4       | 3             |         | 3             | 3      | 4             | 2     |
| Utilities  | 23      | 27               | 14      | 345           | 155     | -             | -      | -             |       |
| Education, health and social services                        | 26      | 15               | 15      | 34            | 71      | 58<br>7       | 44     | 51            | 41    |
| Government   | -       | 9                | 5       | 5             | 5       |               | 124    | - 440         | -     |
| Total net impaired loans - business and government           | 516     | 535              | 583     | 852           | 619     | 391           | 550    | 443           | 421   |
| Total net impaired loans                                     | 1,244   | 1,222            | 1,236   | 1,495         | 1,270   | 998           | 1,158  | 1,074         | 1,017 |
| Net impaired loans by geography <sup>(2)</sup> :             |         |                  |         |               |         |               |        |               |       |
| Consumer   |         |                  |         |               |         |               |        |               |       |
| Canada   | 615     | 579              | 554     | 538           | 547     | 501           | 489    | 503           | 470   |
| United States  | 17      | 17               | 15      | 16            | 13      | 13            | 13     | 11            | 10    |
| Other countries  | 96      | 91               | 84      | 89            | 91      | 93            | 106    | 117           | 116   |
|  | 728     | 687              | 653     | 643           | 651     | 607           | 608    | 631           | 596   |
| Business and government                                      |         |                  |         |               |         |               |        |               |       |
| Canada   | 234     | 257              | 187     | 127           | 139     | 79            | 53     | 60            | 65    |
| United States  | 219     | 200              | 325     | 657           | 408     | 238           | 272    | 293           | 266   |
| Other countries  | 63      | 78               | 71      | 68            | 72      | 74            | 225    | 90            | 90    |
|  | 516     | 535              | 583     | 852           | 619     | 391           | 550    | 443           | 421   |
| Total net impaired loans                                     | 1,244   | 1,222            | 1,236   | 1,495         | 1,270   | 998           | 1,158  | 1,074         | 1,017 |

<sup>(1)</sup> Net impaired loans are GILs net of stage 3 allowance for credit losses.



<sup>(2)</sup> Classification by country is primarily based on domicile of debtor or customer.

## CHANGES IN GROSS IMPAIRED LOANS (1)

| (\$ millions)                                 |          |       |        |       |        |       |          |       |       | 2019    | 2018    |
|---|----------|-------|--------|-------|--------|-------|----------|-------|-------|---------|---------|
|   | Q1/20    | Q4/19 | Q3/19  | Q2/19 | Q1/19  | Q4/18 | Q3/18    | Q2/18 | Q1/18 | 12M     | 12M     |
| GIL at beginning of period Consumer:          |          |       |        |       |        |       |          |       |       |         |         |
| Beginning of period under IAS 39              | n/a      | n/a   | n/a    | n/a   | n/a    | n/a   | n/a      | n/a   | 684   | n/a     | 684     |
| Impact of adopting IFRS 9 at November 1, 2017 | n/a      | n/a   | n/a    | n/a   | n/a    | n/a   | n/a      | n/a   | 195   | n/a     | 195     |
| Balance at beginning of period under IFRS 9   | 955      | 917   | 908    | 917   | 859    | 871   | 883      | 845   | 879   | 859     | 879     |
| Business and government:                      |          |       |        |       |        |       |          |       |       |         |         |
| Beginning of period under IAS 39              | n/a      | n/a   | n/a    | n/a   | n/a    | n/a   | n/a      | n/a   | 626   | n/a     | 626     |
| Impact of adopting IFRS 9 at November 1, 2017 | n/a      | n/a   | n/a    | n/a   | n/a    | n/a   | n/a      | n/a   | 27    | n/a     | 27      |
| Balance at beginning of period under IFRS 9   | 911      | 880   | 1,135  | 877   | 621    | 781   | 640      | 629   | 653   | 621     | 653     |
|   | 1,866    | 1,797 | 2,043  | 1,794 | 1,480  | 1,652 | 1,523    | 1,474 | 1,532 | 1,480   | 1,532   |
| Classified as impaired during the period      |          |       |        |       |        |       |          |       |       |         |         |
| Consumer (2)                                  | 525      | 506   | 516    | 488   | 494    | 461   | 489      | 498   | 459   | 2,004   | 1,907   |
| Business and government (3)                   | 144      | 217   | 208    | 351   | 428    | 107   | 282      | 126   | 44    | 1,204   | 559     |
|   | 669      | 723   | 724    | 839   | 922    | 568   | 771      | 624   | 503   | 3,208   | 2,466   |
| Transferred to performing during the year     |          |       |        |       |        |       |          |       |       |         |         |
| Consumer                                      | (105)    | (97)  | (105)  | (105) | (87)   | (116) | (135)    | (115) | (97)  | (394)   | (463)   |
| Business and government                       | (10)     | (76)  | (8)    | (29)  | (21)   | (43)  | (40)     | (27)  | -     | (134)   | (110)   |
|   | (115)    | (173) | (113)  | (134) | (108)  | (159) | (175)    | (142) | (97)  | (528)   | (573)   |
| Net repayments (4)                            |          | ` '   | ` '    | ` '   | ` '    | ` '   | ` '      | ` '   | ` '   | ` '     | , ,     |
| Consumer                                      | (152)    | (124) | (169)  | (160) | (122)  | (123) | (129)    | (121) | (159) | (575)   | (532)   |
| Business and government (5)                   | (100)    | (74)  | (391)  | (33)  | (102)  | (200) | (76)     | (63)  | (33)  | (600)   | (372)   |
|   | (252)    | (198) | (560)  | (193) | (224)  | (323) | (205)    | (184) | (192) | (1,175) | (904)   |
| Amounts written-off                           | ` '      |       |        |       |        | ,     |          |       |       | , ,     | ` ′     |
| Consumer (2)                                  | (229)    | (247) | (230)  | (237) | (226)  | (237) | (240)    | (233) | (224) | (940)   | (934)   |
| Business and government                       | (40)     | (35)  | (57)   | (50)  | (48)   | (30)  | (31)     | (44)  | (11)  | (190)   | (116)   |
|   | (269)    | (282) | (287)  | (287) | (274)  | (267) | (271)    | (277) | (235) | (1,130) | (1,050) |
| Purchased credit-impaired loans               | (237)    | (===) | (====) | (==:) | (=: :) | (==:) | (= : - / | (=::) | (===) | (1,100) | (1,000) |
| Consumer                                      | _        | _     | _      | _     | _      | _     | _        | _     | _     | _       | _       |
| Business and government                       | <u> </u> | _     | _      | _     | _      | _     | _        | _     | _     | _       | _       |
|   | _        | _     | _      | _     | _      | _     | -        | _     | _     | -       | _       |
| Foreign exchange and other                    |          |       |        |       |        |       |          |       |       |         |         |
| Consumer                                      | 1        | _     | (3)    | 5     | (1)    | 3     | 3        | 9     | (13)  | 1       | 2       |
| Business and government                       | 2        | (1)   | (7)    | 19    | (1)    | 6     | 6        | 19    | (24)  | 10      | 7       |
|   | 3        | (1)   | (10)   | 24    | (2)    | 9     | 9        | 28    | (37)  | 11      | 9       |
| GIL at end of period                          |          | \.)   | ()     |       | \-/    |       |          |       | (5. / | 1.      |         |
| Consumer                                      | 995      | 955   | 917    | 908   | 917    | 859   | 871      | 883   | 845   | 955     | 859     |
| Business and government                       | 907      | 911   | 880    | 1,135 | 877    | 621   | 781      | 640   | 629   | 911     | 621     |
|   | 1,902    | 1,866 | 1,797  | 2,043 | 1,794  | 1,480 | 1,652    | 1,523 | 1,474 | 1,866   | 1,480   |
|   | 1,302    | 1,000 | 1,707  | 2,040 | 1,707  | 1,700 | 1,002    | 1,020 | 1,717 | 1,000   | 1,400   |

<sup>(1)</sup> Effective November 1, 2017, all loans that are contractually 90 days in arrears are automatically classified as impaired and as stage 3 under IFRS 9, except for credit card loans which are classified as impaired and are fully written off when payments are contractually 180 days in arrears or at the earlier of the notice of bankruptcy, settlement proposal, or enlistment of credit counselling services. The determination of impairment was generally the same under IAS 39, except (i) residential mortgages guaranteed or insured by a Canadian government (federal or provincial) or a Canadian government agency were not classified as impaired until payments were contractually 365 days in arrears, and (ii) residential mortgages guaranteed or insured by a private insurer, or loans that were fully secured and in the process of collection were not classified as impaired until payments were contractually 180 days in arrears.

n/a Not applicable.



<sup>(2)</sup> Credit card loans which are fully written-off when payments are contractually 180 days in arrears or upon customer bankruptcy are included in both classified as impaired during the period and amounts written-off.

<sup>(3)</sup> Q2/19 includes an undrawn exposure that was impaired in Q1/19 and funded in Q2/19.

<sup>(4)</sup> Includes disposals of loans.

<sup>(5)</sup> In Q4/18, loans with a par value of \$116 million were derecognized as a result of a debt restructuring agreement completed with the Government of Barbados on October 31, 2018.

## CHANGES IN ALLOWANCE FOR CREDIT LOSSES

| Q1/20 | Q4/19  | Q3/19   | Q2/19   | Q1/19  | Q4/18   | Q3/18  | Q2/18  | Q1/18  | 2019<br>12M  | 2018<br>12M   |
|-------|--|---|---|--|---|--|--|--|--|---|
| n/a   | n/a  | n/a   | n/a   | n/a  | n/a   | n/a  | n/a  | 1,737  | n/a  | 1,737   |
| n/a   | n/a  | n/a   | n/a   | n/a  | n/a   | n/a  | n/a  | 63   | n/a  | 63  |
| 2,044 | 1,890  | 1,860   | 1,845   | 1,741  | 1,744   | 1,728  | 1,727  | 1,800  | 1,741  | 1,800   |
| (269) | (282)  | (287)   | (287)   | (274)  | (267)   | (271)  | (277)  | (235)  | (1,130)  | (1,050)   |
| 52    | 48   | 48  | 48  | 50   | 48  | 47   | 47   | 48   | 194  | 190   |
| 261   | 402  | 291   | 255   | 338  | 264   | 241  | 212  | 153  | 1,286  | 870   |
| (11)  | (15)   | (8)   | (11)  | (6)  | (5)   | (7)  | (6)  | (5)  | (40)   | (23)  |
| 1     | 1  | (14)  | 10  | (4)  | (43)  | 6  | 25   | (34)   | (7)  | (46)  |
| 2,078 | 2,044  | 1,890   | 1,860   | 1,845  | 1,741   | 1,744  | 1,728  | 1,727  | 2,044  | 1,741   |
| 600   | 586  | 573   | 547   | 526  | 499   | 499  | 503  | 512  | 586  | 499   |
| 818   | 812  | 754   | 765   | 775  | 760   | 751  | 776  | 758  | 812  | 760   |
| 660   | 646  | 563   | 548   | 544  | 482   | 494  | 449  | 457  | 646  | 482   |
| 2,078 | 2,044  | 1,890   | 1,860   | 1,845  | 1,741   | 1,744  | 1,728  | 1,727  | 2,044  | 1,741   |
|       | n/a<br>n/a<br>2,044<br>(269)<br>52<br>261<br>(11)<br>1<br>2,078<br>600<br>818<br>660 | n/a         n/a           n/a         n/a           2,044         1,890           (269)         (282)           52         48           261         402           (11)         (15)           1         1           2,078         2,044           600         586           818         812           660         646 | n/a         n/a         n/a           n/a         n/a         n/a           2,044         1,890         1,860           (269)         (282)         (287)           52         48         48           261         402         291           (11)         (15)         (8)           1         1         (14)           2,078         2,044         1,890           600         586         573           818         812         754           660         646         563 | n/a         n/a         n/a         n/a         n/a           n/a         n/a         n/a         n/a         n/a           2,044         1,890         1,860         1,845           (269)         (282)         (287)         (287)           52         48         48         48           261         402         291         255           (11)         (15)         (8)         (11)           1         1         (14)         10           2,078         2,044         1,890         1,860           600         586         573         547           818         812         754         765           660         646         563         548 | n/a         n/a         n/a         n/a         n/a           n/a         n/a         n/a         n/a         n/a           2,044         1,890         1,860         1,845         1,741           (269)         (282)         (287)         (287)         (274)           52         48         48         48         50           261         402         291         255         338           (11)         (15)         (8)         (11)         (6)           1         1         (14)         10         (4)           2,078         2,044         1,890         1,860         1,845           600         586         573         547         526           818         812         754         765         775           660         646         563         548         544 | n/a         n/a <th>n/a         n/a         n/a<th>n/a         n/a         n/a<th>n/a         n/a         n/a<th>Q1/20         Q4/19         Q3/19         Q1/19         Q4/18         Q3/18         Q2/18         Q1/18           n/a         n/a</th></th></th></th> | n/a         n/a <th>n/a         n/a         n/a<th>n/a         n/a         n/a<th>Q1/20         Q4/19         Q3/19         Q1/19         Q4/18         Q3/18         Q2/18         Q1/18           n/a         n/a</th></th></th> | n/a         n/a <th>n/a         n/a         n/a<th>Q1/20         Q4/19         Q3/19         Q1/19         Q4/18         Q3/18         Q2/18         Q1/18           n/a         n/a</th></th> | n/a         n/a <th>Q1/20         Q4/19         Q3/19         Q1/19         Q4/18         Q3/18         Q2/18         Q1/18           n/a         n/a</th> | Q1/20         Q4/19         Q3/19         Q1/19         Q4/18         Q3/18         Q2/18         Q1/18           n/a         n/a |



<sup>(1)</sup> Q4/18 includes expected credit losses of \$48 million relating to Barbados loans that were derecognized in that quarter as a result of a debt restructuring agreement completed with the Government of Barbados on October 31, 2018.

(2) Includes \$128 million of stage 1 and stage 2 allowance, and \$2 million of stage 3 allowance where IFRS 9 (Q4/19: \$127 million stage 1 and stage 2 allowance) for undrawn credit facilities and other off-balance sheet exposures included in Other liabilities on the consolidated balance sheet.

n/a Not applicable.

## PROVISION FOR CREDIT LOSSES

|  |       |       |          |          |       |          |          |          |       | 2019  | 2018     |
|--|-------|-------|----------|----------|-------|----------|----------|----------|-------|-------|----------|
| (\$ millions)  | Q1/20 | Q4/19 | Q3/19    | Q2/19    | Q1/19 | Q4/18    | Q3/18    | Q2/18    | Q1/18 | 12M   | 12M      |
| Provision for credit losses - impaired loans, by portfolio:  |       |       |          |          |       |          |          |          |       |       |          |
| Consumer   |       |       |          |          |       |          |          |          |       |       |          |
| Residential mortgages  | 13    | 9     | 10       | 10       | 13    | 16       | 21       | 13       | 9     | 42    | 59       |
| Credit card  | 98    | 100   | 103      | 102      | 94    | 95       | 102      | 101      | 94    | 399   | 392      |
| Personal   | 75    | 103   | 78       | 86       | 87    | 78       | 84       | 78       | 73    | 354   | 313      |
| Total provision for credit losses - impaired loans, consumer (1)                                       | 186   | 212   | 191      | 198      | 194   | 189      | 207      | 192      | 176   | 795   | 764      |
| Business and government  |       |       |          |          |       |          |          |          |       |       |          |
| Non-residential mortgages  | _     | _     | _        | 1        | _     | _        | (1)      | _        | _     | 1     | (1)      |
| Financial institutions   | 2     | (3)   | 1        | 3        | 1     | 7        | 3        | 4        | _     | 2     | 14       |
| Retail and wholesale   | 31    | 63    | <u>.</u> | 10       | 19    | 4        | 2        | 7        | 3     | 93    | 16       |
| Business services  | 19    | 19    | 17       | 25       | 33    | 18       | 4        | (5)      | 25    | 94    | 42       |
| Manufacturing - capital goods  | 1     | -     | 1        | 1        | -     | 1        | <u> </u> | 1        |       | 2     | 2        |
| Manufacturing - consumer goods   | 5     | 2     |          | <u> </u> | (1)   | <u> </u> | 3        | 1        | (1)   | 1     | 3        |
| Real estate and construction   | (1)   | (3)   | 27       | 8        | 6     | 14       | 29       | 11       | 2     | 38    | 56       |
| Agriculture  | 1     | 11    | 11       |          |       | 2        | (1)      | 1        |       | 22    | 2        |
| Oil and gas  | (4)   | 14    | 16       | 10       |       | (1)      | 2        | (1)      | (1)   | 40    | (1)      |
| Forest products  | (2)   | 9     | -        | - 10     |       | (1)      |          | - (1)    | - (1) | 9     | (1)      |
| Hardware and software  | 1     |       |          |          |       | (1)      | (2)      | 2        | _     | -     | (1)      |
| Transportation   | 1     | 1     |          | 1        |       | (1)      | 1        | 2        | (1)   | 2     | 1        |
| Utilities  | 3     | 5     | (1)      | (7)      | 41    | - (1)    |          | 1        | (1)   | 38    | <u>.</u> |
| Education, health and social services  | 1     | 3     | 7        | - (/)    | 1     |          | 2        | 1        | - (1) | 11    | 3        |
| Government   | -     | (3)   | 1        |          | 1     | 27       | 25       | <u> </u> |       | (1)   | 52       |
| Total provision for credit losses - impaired loans, business and government (1)                        | 58    | 118   | 81       | 52       | 101   | 70       | 67       | 25       | 26    | 352   | 188      |
| Total provision for credit losses - impaired loans  Total provision for credit losses - impaired loans | 244   | 330   | 272      | 250      | 295   | 259      | 274      | 217      | 202   | 1,147 | 952      |
| Total provision for credit losses - impalied loans   | 244   | 330   | 212      | 200      | 230   | 200      | 214      | 211      | 202   | 1,147 | 302      |
| Provision for credit losses - impaired loans, by geography <sup>(2)</sup> :                            |       |       |          |          |       |          |          |          |       |       |          |
| Consumer   |       |       |          |          |       |          |          |          |       |       |          |
| Canada   | 184   | 208   | 193      | 196      | 189   | 177      | 195      | 192      | 172   | 786   | 736      |
| United States  | -     | 1     | -        | -        | -     | -        | (1)      | -        | 1     | 1     | -        |
| Other countries  | 2     | 3     | (2)      | 2        | 5     | 12       | 13       | -        | 3     | 8     | 28       |
|  | 186   | 212   | 191      | 198      | 194   | 189      | 207      | 192      | 176   | 795   | 764      |
| Business and government  |       |       |          |          |       |          |          |          |       |       |          |
| Canada   | 37    | 89    | 22       | 33       | 52    | 11       | 2        | 9        | 13    | 196   | 35       |
| United States  | 16    | 26    | 53       | 16       | 47    | 26       | 34       | 14       | 4     | 142   | 78       |
| Other countries  | 5     | 3     | 6        | 3        | 2     | 33       | 31       | 2        | 9     | 14    | 75       |
|  | 58    | 118   | 81       | 52       | 101   | 70       | 67       | 25       | 26    | 352   | 188      |
| Total provision for credit losses - impaired loans, by geography                                       | 244   | 330   | 272      | 250      | 295   | 259      | 274      | 217      | 202   | 1,147 | 952      |
| Provision for credit losses - stages 1 and 2   |       |       |          |          |       |          |          |          |       |       |          |
| Consumer   | 23    | 35    | 4        | 5        | 21    | 4        | 4        | (2)      | (27)  | 65    | (21)     |
| Business and government  | (6)   | 37    | 15       | -        | 22    | 1        | (37)     | (3)      | (22)  | 74    | (61)     |
| Total provision for credit losses - stages 1 and 2   | 17    | 72    | 19       | 5        | 43    | 5        | (33)     | (5)      | (49)  | 139   | (82)     |
| Total provision for credit losses  | 261   | 402   | 291      | 255      | 338   | 264      | 241      | 212      | 153   | 1,286 | 870      |
|  |       |       |          |          |       |          |          |          |       |       |          |

<sup>(1)</sup> Includes provision for credit losses on: impaired personal, scored small business loans and mortgages; and net credit card write-offs.(2) Classification by country is primarily based on domicile of debtor or customer.



|               | NET WRIT | E-OFF | S     |       |       |       |       |       |       |      |
|---------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|------|
|               |          |       |       |       |       |       |       |       |       | <br> |
|               |          |       |       |       |       |       |       |       |       | 2019 |
| (\$ millions) | Q1/20    | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 12M  |

| (\$ millions)                                   | Q1/20 | Q4/19 | Q3/19 | Q2/19 | Q1/19 | Q4/18 | Q3/18 | Q2/18 | Q1/18 | 12M | 12M |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|
| Net write-offs by portfolio:                    |       |       |       |       |       |       |       |       |       |     |     |
| Consumer  |       |       |       |       |       |       |       |       |       |     |     |
| Residential mortgages                           | 2     | 10    | 5     | 8     | 4     | 15    | 13    | 13    | 13    | 27  | 54  |
| Personal  | 80    | 92    | 78    | 84    | 79    | 84    | 79    | 75    | 72    | 333 | 310 |
| Credit card                                     | 98    | 100   | 103   | 102   | 94    | 95    | 102   | 101   | 94    | 399 | 392 |
| Net write-offs on consumer loans                | 180   | 202   | 186   | 194   | 177   | 194   | 194   | 189   | 179   | 759 | 756 |
| Business and government                         |       |       |       |       |       |       |       |       |       |     |     |
| Non-residential mortgages                       | -     | 1     | -     | 1     | -     | -     | 1     | 2     | 1     | 2   | 4   |
| Financial institutions                          | -     | -     | 15    | -     | 3     | -     | 1     | -     | -     | 18  | 1   |
| Retail and wholesale                            | -     | 6     | 1     | 3     | 1     | 2     | 2     | 2     | -     | 11  | 6   |
| Business services                               | 27    | 7     | 1     | 3     | 20    | 5     | 6     | 5     | 2     | 31  | 18  |
| Manufacturing - capital goods                   | -     | 1     | -     | -     | -     | 3     | 1     | -     | -     | 1   | 4   |
| Manufacturing - consumer goods                  | -     | 1     | 2     | -     | -     | -     | 1     | -     | -     | 3   | 1   |
| Real estate and construction                    | 1     | 15    | 25    | 2     | 22    | 8     | 18    | 25    | 4     | 64  | 55  |
| Agriculture                                     | 1     | -     | -     | 1     | -     | -     | -     | 1     | -     | 1   | 1   |
| Oil and gas                                     | 1     | 1     | 9     | 1     | -     | 4     | -     | 1     | -     | 11  | 5   |
| Forest products                                 | 7     | -     | -     | -     | -     | -     | -     | -     | -     | _   | -   |
| Hardware and software                           | -     | -     | 1     | -     | -     | (1)   | 1     | -     | -     | 1   | -   |
| Telecommunications and cable                    | -     | -     | -     | -     | -     | -     | -     | (1)   | -     | -   | (1) |
| Publishing, printing and broadcasting           | -     | -     | -     | -     | -     | -     | -     | -     | -     | -   |     |
| Transportation                                  | -     | -     | -     | 1     | -     | 1     | -     | -     | 1     | 1   | 2   |
| Utilities                                       | -     | -     | (1)   | 34    | -     | -     | -     | -     | -     | 33  | -   |
| Education, health and social services           | -     | -     | -     | (1)   | 1     | 3     | (1)   | 6     | -     | -   | 8   |
| Net write-offs on business and government loans | 37    | 32    | 53    | 45    | 47    | 25    | 30    | 41    | 8     | 177 | 104 |
| Total net write-offs                            | 217   | 234   | 239   | 239   | 224   | 219   | 224   | 230   | 187   | 936 | 860 |

| Net write-ons by geography |     |     |     |     |     |     |     |     |     |
|----------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Consumer                   |     |     |     |     |     |     |     | •   |     |
| Canada                     | 180 | 196 | 183 | 190 | 177 | 179 | 182 | 180 | 170 |
| United States              | -   | (1) | -   | -   | -   | -   | -   | -   | -   |
| Other countries            | -   | 7   | 3   | 4   | -   | 15  | 12  | 9   | 9   |
|                            | 180 | 202 | 186 | 194 | 177 | 194 | 194 | 189 | 179 |
| Business and government    |     |     |     |     |     |     |     |     |     |
| Canada                     | 4   | 12  | 3   | 4   | 5   | 10  | 6   | 11  | 4   |
| United States              | 32  | (1) | 45  | 36  | 41  | 7   | 17  | 24  | (1) |
| Other countries            | 1   | 21  | 5   | 5   | 1   | 8   | 7   | 6   | 5   |
|                            | 37  | 32  | 53  | 45  | 47  | 25  | 30  | 41  | 8   |
| Total net write-offs       | 217 | 234 | 239 | 239 | 224 | 219 | 224 | 230 | 187 |

| -   | 7   | 3   | 4   | -   | 15  | 12  | 9   | 9   | 14  | 45  |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 180 | 202 | 186 | 194 | 177 | 194 | 194 | 189 | 179 | 759 | 756 |
|     | 40  | 0   | 4   | _   | 40  | 0   | 44  | 4   | 24  | 24  |
| 4   | 12  | 3   | 4   | 5   | 10  | 6   | 11  | 4   | 24  | 31_ |
| 32  | (1) | 45  | 36  | 41  | 7   | 17  | 24  | (1) | 121 | 47  |
| 1   | 21  | 5   | 5   | 1   | 8   | 7   | 6   | 5   | 32  | 26  |
| 37  | 32  | 53  | 45  | 47  | 25  | 30  | 41  | 8   | 177 | 104 |
| 217 | 234 | 239 | 239 | 224 | 219 | 224 | 230 | 187 | 936 | 860 |

<sup>(1)</sup> Classification by country is primarily based on domicile of debtor or customer.



746

711

2018

#### CREDIT RISK FINANCIAL MEASURES Q1/20 Q4/19 Q3/19 Q2/19 Q1/19 Q4/18 Q3/18 Q2/18 Q1/18 **Diversification ratios Gross loans and acceptances** Consumer 66% 66% 66% 67% 68% 69% 70% 70% 71% Business and government 34% 34% 34% 33% 32% 31% 30% 30% 29% 84% 84% 84% 85% 85% 86% 86% 86% Canada 84% United States 12% 12% 12% 12% 11% 11% 10% 10% 10% Other countries 4% 4% 4% 4% 4% 4% 4% 4% 4% Coverage ratios Allowance for credit losses to GIL and acceptances - segmented and total 27% 28% 29% 29% 29% 29% 30% 29% 29% Consumer Business and government 43% 41% 34% 25% 29% 37% 30% 31% 33% 27% 29% 29% Total 35% 35% 31% 33% 30% 31% **Condition ratios** Gross impaired loans-to-gross loans and acceptances 0.47 % 0.47 % 0.45 % 0.52 % 0.46 % 0.39 % 0.44 % 0.41 % 0.40 % Net impaired loans and acceptances-to-net loans and acceptances 0.31 % 0.31 % 0.31 % 0.38 % 0.33 % 0.26 % 0.31 % 0.29 % 0.28 % Segmented net impaired loans-to-segmented net loans and acceptances Consumer 0.28 % 0.26 % 0.25 % 0.25 % 0.25 % 0.23 % 0.23 % 0.24 % 0.23 % Business and government 0.40 % 0.44 % 0.65 % 0.50 % 0.33 % 0.48 % 0.39 % 0.40 % 0.37 % Canada 0.25 % 0.25 % 0.22 % 0.20 % 0.21 % 0.18 % 0.17 % 0.18 % 0.17 %

0.47 %

0.91 %

0.45 %

1.03 %

0.72 %

1.00 %

1.48 %

1.01 %

1.01 %

1.07 %

0.62 %

1.12 %

0.73 %

2.27 %

0.80 %

1.42 %

0.78 %

1.52 %



**United States** 

Other countries

## **OUTSTANDING DERIVATIVE CONTRACTS - NOTIONAL AMOUNTS**

| (\$ millions)  |              |                  | Q1/20    |           |           |           | Q4/19     | Q3/19     | Q2/19     | Q1/19        | Q4/18     | Q3/18     | Q2/18     | Q1/18      |
|--|--------------|------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|--------------|-----------|-----------|-----------|------------|
|  | Residual ter | m to contractual | maturity | Total     | Analyzed  | by use    |           |           |           | Total notion | al amount |           |           |            |
|  | Less than 1  | 1 - 5            | Over     | notional  |           | (1)       |           |           |           |              |           |           |           |            |
|  | year         | years            | 5 years  | amount    | Trading   | ALM       |           |           |           |              |           |           |           |            |
| Interest rate derivatives                            |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Over-the-counter (OTC)                               |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Forward rate agreements                              | 9.616        | 811              | 212      | 10.639    | 9.695     | 944       | 11.071    | 7.894     | 9.138     | 8.596        | 6.389     | 6.929     | 6,508     | 6.846      |
| Centrally cleared forward rate agreements            | 256,402      | 40.725           |          | 297,127   | 297.127   |           | 320,118   | 301.594   | 306.148   | 240.647      | 273.528   | 265.565   | 287.516   | 241.968    |
| Swap contracts                                       | 74,565       | 162,380          | 77.654   | 314,599   | 273,797   | 40.802    | 315,595   | 311.686   | 318.081   | 299,142      | 294.697   | 294,310   | 303,210   | 306,173    |
| Centrally cleared swap contracts                     | 1,161,417    | 1,596,489        | 636,726  | 3,394,632 | 3,029,500 | 365,132   | 3,136,052 | 3,454,721 | 3,170,226 | 2,898,319    | 2,573,636 | 2,368,633 | 2,155,474 | 2,140,173  |
| Purchased options                                    | 10,004       | 3,733            | 1,578    | 15,315    | 12,560    | 2,755     | 15,241    | 13,146    | 15,013    | 12,117       | 11,788    | 12,599    | 9,119     | 10,289     |
| Written options                                      | 1.099        | 11,640           | 1,953    | 14.692    | 13,877    | 815       | 15,681    | 12.397    | 15,448    | 13,055       | 12,258    | 10.210    | 8.881     | 8,820      |
| Withon options                                       | 1,513,103    | 1,815,778        | 718,123  | 4,047,004 | 3,636,556 | 410,448   | 3,813,758 | 4,101,438 | 3,834,054 | 3,471,876    | 3,172,296 | 2,958,246 | 2,770,708 | 2,714,269  |
| Exchange-traded                                      | 1,515,165    | 1,013,770        | 710,123  | 4,047,004 | 3,030,330 | 410,440   | 3,013,730 | 4,101,400 | 0,004,004 | 5,471,070    | 3,172,230 | 2,330,240 | 2,110,100 | 2,7 14,203 |
| Futures contracts                                    | 122.662      | 32.211           | 266      | 155.139   | 155.139   | _         | 138.893   | 134.894   | 135.232   | 115.842      | 101.304   | 111.588   | 114.434   | 66.200     |
| Purchased options                                    | 13,769       | 32,211           | - 200    | 133,139   | 133,139   |           | 14.616    | 18.253    | 133,232   | 8.752        | 7.273     | 6.905     | 1.847     | 3.960      |
|  | -,           |                  |          | -,        | -,        |           |           | -,        | -, -      | 2.502        | 2.500     | 3,407     | 2.281     |            |
| Written options                                      | 4,001        |                  |          | 4,001     | 4,001     | •         | 5,758     | 6,001     | 4,005     |              |           |           |           | 1,894      |
| Total laterant acts desired has                      | 140,432      | 32,211           | 266      | 172,909   | 172,909   | - 440.440 | 159,267   | 159,148   | 152,991   | 127,096      | 111,077   | 121,900   | 118,562   | 72,054     |
| Total interest rate derivatives                      | 1,653,535    | 1,847,989        | 718,389  | 4,219,913 | 3,809,465 | 410,448   | 3,973,025 | 4,260,586 | 3,987,045 | 3,598,972    | 3,283,373 | 3,080,146 | 2,889,270 | 2,786,323  |
| Foreign exchange derivatives                         |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Over-the-counter                                     |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Forward contracts                                    | 1,006,396    | 13,053           | 1,268    | 1,020,717 | 1,014,290 | 6,427     | 904,957   | 724,945   | 723,265   | 567,469      | 408,698   | 387,351   | 427,242   | 382,159    |
| Swap contracts                                       | 340,019      | 70,363           | 34,095   | 444,477   | 403,610   | 40,867    | 443,772   | 427,113   | 418,238   | 381,843      | 358,282   | 357,068   | 342,766   | 322,478    |
| Purchased options                                    | 18,134       | 1,016            | 60       | 19,210    | 19,210    | -         | 19,285    | 20,436    | 20,803    | 7,708        | 20,564    | 19,887    | 21,034    | 21,218     |
| Written options                                      | -            | 24,283           | 13       | 24,296    | 24,296    | -         | 23,947    | 24,256    | 22,784    | 20,427       | 22,543    | 23,877    | 23,526    | 23,140     |
|  | 1,364,549    | 108,715          | 35,436   | 1,508,700 | 1,461,406 | 47,294    | 1,391,961 | 1,196,750 | 1,185,090 | 977,447      | 810,087   | 788,183   | 814,568   | 748,995    |
| Exchange-traded                                      |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Futures contracts                                    | -            | -                | -        | -         | -         | -         | 26        | -         | 9         | -            | 11        | 10        | 5         | 1          |
| Total foreign exchange derivatives                   | 1,364,549    | 108,715          | 35,436   | 1,508,700 | 1,461,406 | 47,294    | 1,391,987 | 1,196,750 | 1,185,099 | 977,447      | 810,098   | 788,193   | 814,573   | 748,996    |
| Credit derivatives                                   |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Over-the-counter                                     |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Credit default swap contracts - protection purchased | 40           | 636              | 336      | 1,012     | 941       | 71        | 1,042     | 1,061     | 848       | 713          | 759       | 545       | 414       | 461        |
| Centrally cleared credit default swap contracts      |              |                  |          | ,         |           |           |           | ·         |           |              |           |           |           |            |
| - protection purchased                               | 68           | 1,501            | 7        | 1,576     | 1.417     | 159       | 1,131     | 1,348     | 480       | 531          | 601       | 664       | 525       | 797        |
| Credit default swap contracts - protection sold      | 171          | 92               | 160      | 423       | 379       | 44        | 378       | 199       | 226       | 230          | 259       | 259       | 262       | 542        |
| Centrally cleared credit default swap contracts      |              | *-               |          |           |           |           |           |           |           |              |           |           |           | · · · ·    |
| - protection sold                                    | _            | 205              | _        | 205       | 205       | _         | 181       | 195       | 33        | _            | 211       | 13        | 141       | 215        |
| Total credit derivatives                             | 279          | 2.434            | 503      | 3,216     | 2.942     | 274       | 2,732     | 2.803     | 1.587     | 1.474        | 1.830     | 1.481     | 1.342     | 2.015      |
| Equity derivatives                                   | 213          | 2,737            | 303      | 3,210     | 2,372     | 217       | 2,702     | 2,000     | 1,007     | 1,777        | 1,000     | 1,701     | 1,042     | 2,010      |
| Over-the-counter                                     | 34.976       | 56.319           | 500      | 91.795    | 86.983    | 4.812     | 78.103    | 88,313    | 96.459    | 102.061      | 102.246   | 86.123    | 83.897    | 79,679     |
| Exchange-traded                                      | 80.079       | 8.993            | 40       | 89.112    | 87.983    | 1,129     | 89.529    | 82.487    | 84.239    | 76.991       | 82.038    | 69.062    | 71.277    | 67.268     |
| Total equity derivatives                             | 115,055      | 65,312           | 540      | 180,907   | 174,966   | 5,941     | 167.632   | 170.800   | 180.698   | 179.052      | 184.284   | 155,185   | 155,174   | 146,947    |
| Precious metal derivatives                           | 110,000      | 65,312           | 540      | 180,907   | 174,900   | 3,941     | 107,032   | 170,600   | 160,096   | 179,052      | 104,204   | 100,100   | 155,174   | 146,947    |
|  | 44.000       | 700              |          | 40.004    | 40.004    |           | 0.044     | 0.000     | 5.400     | 0.000        | 4 000     | 0.000     | F 077     | 5.000      |
| Over-the-counter                                     | 11,236       | 768              |          | 12,004    | 12,004    |           | 9,814     | 9,229     | 5,190     | 9,800        | 4,899     | 3,908     | 5,077     | 5,086      |
| Exchange-traded                                      | 4,419        | <u> </u>         |          | 4,419     | 4,419     |           | 3,235     | 3,295     | 1,775     | 1,096        | 1,091     | 2,046     | 3,835     | 3,768      |
| Total precious metal derivatives                     | 15,655       | 768              | -        | 16,423    | 16,423    | -         | 13,049    | 12,524    | 6,965     | 10,896       | 5,990     | 5,954     | 8,912     | 8,854      |
| Other commodity derivatives                          |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Over-the-counter                                     | 22,341       | 11,980           | 1,579    | 35,900    | 35,882    | 18        | 36,819    | 35,055    | 35,103    | 32,865       | 33,261    | 32,637    | 32,469    | 29,980     |
| Centrally cleared commodity derivatives              | 79           | 2                | <u> </u> | 81        | 81        | •         | 102       | 25        | 34        | 66           | 29        | 31        | 24        | 32         |
| Exchange-traded                                      | 15,619       | 4,876            | 187      | 20,682    | 20,682    |           | 23,086    | 22,475    | 24,190    | 23,434       | 26,952    | 26,303    | 26,249    | 24,324     |
| Total other commodity derivatives                    | 38,039       | 16,858           | 1,766    | 56,663    | 56,645    | 18        | 60,007    | 57,555    | 59,327    | 56,365       | 60,242    | 58,971    | 58,742    | 54,336     |
| Total notional amount                                | 3,187,112    | 2,042,076        | 756,634  | 5,985,822 | 5,521,847 | 463,975   | 5,608,432 | 5,701,018 | 5,420,721 | 4,824,206    | 4,345,817 | 4,089,930 | 3,928,013 | 3,747,471  |
| Of which:  | ·            | ·                | ·        |           | ·         | ·         |           |           |           |              |           | ·         | ·         | ·          |
| Of which:  |              |                  |          |           |           |           |           |           |           |              |           |           |           |            |
| Over-the-counter (2)                                 | 2,946,563    | 1,995,996        | 756,141  | 5,698,700 | 5,235,854 | 462,846   | 5,333,289 | 5,433,613 | 5,157,517 | 4,595,589    | 4,124,648 | 3,870,609 | 3,708,085 | 3,580,056  |



<sup>(1)</sup> ALM: asset/liability management.
(2) For OTC derivatives that are not centrally cleared, \$1,884.0 billion (Q4/19: \$1,596.7 billion) are with counterparties that have two-way collateral posting arrangements, \$39.7 billion (Q4/19: \$94.2 billion) are with counterparties that have one-way collateral posting arrangements, and \$81.4 billion (Q4/19: \$1,596.7 billion) are with counterparties that have one-way collateral posting arrangements. \$184.8 billion) are with counterparties that have no collateral posting arrangements. All counterparties with whom we have one-way collateral posting arrangements are sovereign entities.

#### APPENDIX - CANADIAN PERSONAL AND COMMERCIAL BANKING (1) (\$ millions) 2019 2018 Q1/20 Q4/19 Q2/19 Q1/19 Q4/18 Q3/18 Q2/18 Q1/18 12M Q3/19 12M Financial results Total revenue 2,637 2,639 2,650 2,529 2,570 2,576 2,555 2,443 2,482 10,388 10,056 Impaired 226 288 212 228 240 190 201 200 184 968 775 24 11 (35)91 (28)24 46 10 8 (5)4 Performing 250 334 222 252 251 196 204 1,059 747 Total provision for (reversal of) credit losses 198 149 Non-interest expenses 1,278 1,272 1,256 1,242 1,440 1,217 1,217 1,202 1,209 5,210 4,845 Income before income taxes 1,033 1,172 1,035 879 1,142 1,037 1,124 4,119 4,464 1,109 1,161 Income taxes 294 272 312 276 233 311 304 278 297 1,093 1,190 759 838 759 3,274 815 761 860 646 850 827 3,026 Net income Net income attributable to equity shareholders 815 761 860 759 646 850 838 759 827 3,026 3,274 Total revenue 1,893 1,897 1,900 1,787 1,833 1,825 1,820 1,713 1,738 7,417 7,096 Net interest income 742 750 742 737 751 735 730 744 2,971 2,960 Non-interest income (2) 744 2,639 2,529 2,570 2,482 10,388 2,637 2,650 2,576 2,555 2,443 10,056 Average balances Total assets 322,550 320,719 319,087 316,729 316,604 314,733 312,792 310,230 308,243 318,298 311,511 Interest-earning assets (3) 293,601 293,331 292,423 291,383 292,038 291,632 291,401 289,718 288,257 292,301 290,257 237,665 234,037 231,514 213,136 212,757 232,302 214,311 Deposits 243,434 225,971 217,410 213,904 Allocated common equity (4) 11,611 11,248 11,192 10,865 10,648 10,532 10,437 10,276 10,099 10,989 10,337 Financial measures

2.56%

48.2%

26.9%

2.58%

47.4%

30.5%

2.51%

49.1%

28.6%

2.49%

56.0%

24.1%

2.48%

47.2%

32.0%

2.48%

47.7%

31.9%

2.43%

49.2%

30.3%

2.56%

48.5%

27.9%

Net interest margin on average interest-earning assets (3)

Efficiency ratio

Return on equity (4)



2.39%

48.7%

32.5%

2.54%

50.1%

27.5%

2.44%

48.2%

31.7%

<sup>(1)</sup> Certain prior period information has been revised. See "External reporting changes" for additional details

<sup>(2)</sup> Includes intersegment revenue, which represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.

<sup>(3)</sup> Average interest-earning assets include interest-bearing deposits with banks, securities, and loans net of allowances.

<sup>(4)</sup> See "Notes to users": Non-GAAP measures. See page 1 for additional details