

# THIRD QUARTER 2014

### SUPPLEMENTARY INFORMATION FOR THE PERIOD ENDED JULY 31, 2014

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<sup>■</sup> The financial information in this document is in Canadian dollars and is based on unaudited condensed interim consolidated financial statements prepared under International Financial Reporting Standards (IFRS).

<sup>■</sup> Comparative figures reflect changes related to the adoption of amendments to IAS 19, *Employee Benefits*, with retrospective application as of November 1, 2012, and the realignment of the Bank's reportable segments.

#### **HIGHLIGHTS**

HIGHLIGHTS						F0	R THE THREE	MO	NTUC ENDED							FO!	R THE NINE N	4ON	THE ENDED		OR THE AR ENDED
In the common desert Open addison dellares account	ОСТО	DED 24	JULY 31		APRIL 30					—	II II V 24		APRIL 30	_	ANUARY 31	FUF	JULY 31	ION			CTOBER 31
In thousands of Canadian dollars, except per share and percentage amounts (Unaudited)	OCTO						JANUARY 31	U	OCTOBER 31		JULY 31			J					JULY 31	UC	
por criare and porcentage amounts (criadation)		2014	2014		2014		2014		2013	—	2013		2013		2013		2014	—	2013		2013
Profitability																					
Total revenue	\$	_	\$ 219,645	\$	216,890	\$	216,109	\$	215,531	\$	221,042	\$	214,850	\$	213,914	\$	652,644	\$	649,806	\$	865,337
Net income	\$	_	\$ 40,097	\$	30,989	\$		\$	25,866	\$	26,984	\$	33,839	\$	32,788	\$	106,611	\$	93,611	\$	119,477
Diluted earnings per share	\$	_	\$ 1.27	\$	0.99	\$	1.16	\$	0.82	\$	0.86	\$	1.05	\$	1.07	\$	3.42	\$	2.99	\$	3.80
Return on common shareholders' equity [1]		<b>-</b> %	11.2%	•	9.2 %		10.5%		7.6 %		8.1 %		10.4%		10.3%		10.3%		9.6%		9.1%
Net interest margin [1]		-%	1.65%	,	1.68 %		1.66%		1.66 %		1.68 %		1.68%		1.63%		1.66%		1.66%		1.66%
Efficiency ratio [1]		-%	71.0%	,	73.7 %		73.6%		80.1 %		79.9 %		75.2%		76.2%		72.8%		77.2%		77.9%
Operating leverage [1]		-%	3.7%	,	(0.1)%		8.1%		(0.2)%		(6.4)%		1.3%		n.m.		5.7%		n.m.		n.m.
Effective tax rate		-%	22.4%		24.4 %		21.6%		18.8 %		21.1 %		21.3%		21.5%		22.7%		21.3%		20.8%
		,,,			,		211070		10.0 70		21 /0		21.070		21.070				21.070		20.070
Adjusted financial measures [1]																					
Adjusted net income	\$	_	\$ 42,355	\$	39,375	\$	39,261	\$	33,919	\$	38,547	\$	39,247	\$	39,116	\$	120,991	\$	116,910	\$	150,829
Adjusted diluted earnings per share	\$	_	\$ 1.35	\$	1.29	\$	1.29	\$	1.10	\$	1.27	\$	1.24	\$	1.30	\$	3.92	\$	3.81	\$	4.91
Adjusted return on common shareholders' equity		<b>-</b> %	11.9%	,	11.9 %		11.7%		10.2 %		12.0 %		12.2%		12.5%		11.8%		12.2%		11.7%
Adjusted efficiency ratio		-%	70.3%	,	71.7 %		71.8%		75.5 %		73.3 %		72.4%		72.7%		71.3%		72.8%		73.5%
Adjusted operating leverage		-%	2.0%		0.2 %		4.9%		(2.9)%		(1.4)%		0.5%		n.m.		2.1%		n.m.		n.m.
Adjusted dividend payout ratio		<b>-</b> %	38.6%		39.6 %		39.6%		45.5 %		39.4 %		39.3%		37.7%		39.2%		38.8%		40.3%
Adjusted divident payout fatto		— 70	30.070		33.0 /0		33.070		43.3 /0	_	33.4 /0		33.370		31.170	_	33.2 /0	_	30.070		40.570
Per common share																					
Share price																					
High	\$	_	\$ 51.92	\$	47.54	\$	47.96	\$	47.15	\$	45.75	\$	45.41	\$	45.97	\$	51.92	\$	45.97	\$	47.15
Low	\$	_	\$ 46.73	\$	45.00	\$	44.34	\$	44.25	\$	42.41	\$	42.57	\$	42.90	\$	44.34	\$	42.41	\$	42.41
Close	\$	_	\$ 51.55	\$	47.08	\$	45.73	\$	46.55	\$	45.05	\$	44.21	\$	44.10	\$	51.55	\$	45.05	\$	46.55
Price / earnings ratio [3]	•	v	12.2x	•	12.3x	•	11.8x	•	12.2x	•	n.m.	•	n.m.	•	n.m.	*	12.2x	Ť	n.m.	*	12.2x
Book value	\$	^	\$ 45.10	\$	44.61	\$	44.03	\$	43.19	\$	42.60	\$	41.75	\$	41.45	\$	45.10	\$	42.60	\$	43.19
	Ą			-		φ		φ		φ		φ		φ		φ		φ		Φ	
Market to book value		<b>-</b> %	114%		106 %		104%		108 %		106 %		106%		106%		114%		106%		108%
Dividends declared	\$	-	\$ 0.52	\$	0.51	\$	0.51	\$	0.50	\$	0.50	\$	0.49	\$	0.49	\$	1.54	\$	1.48	\$	1.98
Dividend yield [1]		<b>-</b> %	4.0%	•	4.3 %		4.5%		4.3 %		4.4 %		4.4%		4.4%		4.0%		4.4%		4.3%
Dividend payout ratio [1]		-%	40.9%		51.3 %		44.1%		61.2 %		58.0 %		46.5%		45.6%		45.0%		49.5%		52.0%
Financial position																					
Balance sheet assets	\$	_	\$ 34,328,155	\$	34,260,996	\$	33,631,283	\$	33,911,026	\$	33,757,717	\$	34,479,601	\$	34,251,785	\$ :	34,328,155	\$	33,757,717	\$ 3	33,911,026
Loans and acceptances	\$	_	\$ 27,275,326		27,232,750		27,091,615		27,228,697		27,188,739		27,035,042		26,846,658		27,275,326		27,188,739		27,228,697
•	•	_																			
Deposits	a a	_	\$ 24,212,545		23,758,753		23,803,938		23,927,350		23,866,365		23,808,825		23,767,493		24,212,545		23,866,365		23,927,350
Common shareholders' equity	\$	_	\$ 1,300,632	\$	1,282,290	\$	1,261,101	\$	1,232,379	\$	1,211,639	\$	1,183,538	\$	1,171,158	\$	1,300,632	\$	1,211,639	\$	1,232,379
Number of common shares outstanding		_	28,837		28,743		28,643		28,532		28,444		28,351		28,255		28,837		28,444		28,532
(end of period, in thousands)	•		•	•	•		,	•	•	•		•	•	•		•	•	•	•	•	•
Average assets	\$	_	\$ 34,030,333		33,774,419		33,648,044		33,746,069		34,208,426		34,205,749		34,634,695		33,818,073		34,351,204		34,198,677
Average earning assets	\$	_	\$ 32,914,630		32,667,273		32,815,867		32,864,362		33,144,623		33,229,636		33,524,877		32,800,707		33,300,482		33,190,556
Average common equity	\$		\$ 1,293,891	\$	1,276,035	\$	1,244,090	\$	1,216,165	\$	1,193,310	\$	1,178,054	\$	1,160,088	\$_	1,271,287	_\$_	1,177,141	\$	1,186,977
Quality of assets																					
Gross amount of impaired loans	\$	_	\$ 105.989	\$	107.283	\$	113.932	\$	99.391	\$	98.197	\$	117,666	\$	130.658	\$	105.989	\$	98,197	\$	99,391
Allowances for loan losses against impaired loans	\$	_	\$ 43,977	\$	44,336	\$	49.584	\$	46,315	\$	47,482	\$	52,289	\$	60,610	\$	43,977	\$	47.482	\$	46,315
Net impaired loans	\$		\$ 62,012	\$	62,947	\$		\$	53,076	<del>-</del> \$		\$	65,377	\$	70,048	\$	62,012	\$		\$	53,076
(as a % of loans and acceptances)	•	<b>-</b> %	0.23%		0.23 %	~	0.24%	*	0.19 %	•	0.19 %	•	0.24%	*	0.26%	~	0.23%	-	0.19%	-	0.19%
Provision for loan losses	\$		\$ 10,500	\$	10,500	\$		\$	10,000	\$		\$	9,000	\$	8,000	\$	31,500	\$	26,000	\$	36,000
(as a % of average loans and acceptances)	Ψ.	— —%	0.15%		0.16 %	Ψ	0.15%	Ψ	0.15 %	Ψ	0.13 %	Ψ	0.14%	Ψ	0.12%	¥	0.16%	Ψ	0.13%	Ψ	0.13%
(as a 70 of average fourte and acceptances)		/0	0.1070		0.10 /6		0.1070		0.10 70	—	0.10 70		0.1470		0.1270		0.1070		0.1070		0.1070
Unrealized gains (losses) on the portfolio of available-for-sale securities	\$		\$ 23,630	\$	22,402	\$	16,220	\$	16,442	\$	12,988	\$	23,444	\$	21,969	\$	23,630	\$	12,988	\$	16,442
Regulatory capital ratio [2]																					
Common Equity Tier I - All-in basis		-%	7.7%		7.6 %		7.6%		7.6 %		7.5 %		7.6%		7.5%		7.7%		7.5%		7.6%
Other information  Number of full-time equivalent employees		_	3,740		3,764		3,850		3,987		4,289		4,254		4,259		3,740		4,289		3,987
								_												_	

<sup>[1]</sup> Refer to the Reconciliation of GAAP and related non-GAAP financial measures section. Operating leverage for the three months ended January 31, 2013, the six months ended April 30, 2013, and for the year ended October 31, 2013 is not meaningful as 2012 results were not restated to reflect the adoption of amendments to IAS 19, Employee Benefits.

<sup>[2]</sup> Regulatory capital ratios for 2013 are presented as filed with OSFI and have not been adjusted to include the impact of the adoption of amendments to IAS 19, Employee Benefits.

<sup>[3]</sup> Price / earnings ratio for the first, second and third quarter of 2013 is not meaningful as 2012 results were not restated to reflect the adoption of amendments to IAS 19, Employee Benefits.

# CONSOLIDATED BALANCE SHEET

	AS AT OCTOBER 31	AS AT JULY 31	AS AT APRIL 30	AS AT JANUARY 31	AS AT OCTOBER 31	AS AT JULY 31	AS AT APRIL 30	AS AT JANUARY 31
In thousands of Canadian dollars (Unaudited)	2014	2014	2014	2014	2013	2013	2013	2013
ASSETS								
Cash and non-interest-bearing								
deposits with other banks	<u> </u>	\$ 86,811	\$ 92,282	\$ 80,826	\$ 82,836	\$ 91,090	\$ 83,512	\$ 87,821
Interest-bearing deposits with other banks	<b>_</b>	68,470	123,226	95,271	126,002	128,390	233,501	282,968
Securities								
Available-for-sale	_	2,096,307	2,027,794	2,131,045	1,679,067	2,077,626	2,151,551	2,280,867
Held-to-maturity	_	97,786	390,045	363,063	648,874	609,236	1,030,366	862,588
Held-for-trading	<b>—</b>	2,230,169	2,114,759	2,268,914	2,152,584	2,218,222	2,574,845	2,130,644
Othi	<del>-</del>	4,424,262	4,532,598	4,763,022	4,480,525	4,905,084	5,756,762	5,274,099
Securities purchased under reverse repurchase agreements	_	1,804,421	1,582,181	923,821	1,218,255	741,561	545,974	917,007
Loans								
Personal	_	6,915,950	7,079,386	7,110,856	7,245,474	7,411,683	7,605,244	7,654,648
Residential mortgage	_	14,726,535	14,665,381	14,651,545	14,735,211	14,696,426	14,499,292	14,374,220
Commercial mortgage	_	2,571,309	2,535,881	2,531,812	2,488,826	2,444,977	2,434,514	2,423,742
Commercial and other	_	2,700,858	2,651,025	2,503,082	2,488,137	2,371,945	2,239,842	2,183,805
Customers' liabilities under acceptances	_	360,674	301,077	294,320	271,049	263,708	256,150	210,243
·	_	27,275,326	27,232,750	27,091,615	27,228,697	27,188,739	27,035,042	26,846,658
Allowances for loan losses	_	(122,222)	(122,103)	(119,056)	(115,590)	(114,090)	(114,368)	(118,921)
	_	27,153,104	27,110,647	26,972,559	27,113,107	27,074,649	26,920,674	26,727,737
Other								
Premises and equipment	_	72,250	74,535	75,838	73,261	71,054	72,108	72,556
Derivatives	_	119,810	126,777	170,504	126,617	102,556	156,308	131,470
Goodwill	_	64,077	64,077	64,077	64,077	64,077	64,077	64,077
Software and other intangible assets	_	209,764	208,779	201,067	197,594	178,585	165,225	159,307
Deferred tax assets	_	14,886	12,882	11,757	21,588	28,222	32,470	40,221
Other assets	<u> </u>	310,300	333,012	272,541	407,164	372,449	448,990	494,522
		791,087	820,062	795,784	890,301	816,943	939,178	962,153
	<u> </u>	\$ 34,328,155	\$ 34,260,996	\$ 33,631,283	\$ 33,911,026	\$ 33,757,717	\$ 34,479,601	\$ 34,251,785
LIABILITIES AND SHAREHOLDERS' EQUITY								
Deposits								
Personal	\$ <u> </u>	\$ 18,782,447	\$ 19,168,273	\$ 19,366,548	\$ 19,282,042	\$ 19,249,777	\$ 19,535,193	\$ 19,474,971
Business, banks and other		5,430,098	4,590,480	4,437,390	4,645,308	4,616,588	4,273,632	4,292,522
		24,212,545	23,758,753	23,803,938	23,927,350	23,866,365	23,808,825	23,767,493
Other								
Obligations related to securities sold short	_	1,579,354	1,436,150	1,361,085	1,464,269	1,433,525	1,679,095	1,714,803
Obligations related to securities sold	_	480,899	887,384	482,634	339,602	383,886	394,725	291,775
under repurchase agreements	_	360,674	301,077	294,320	271,049	263,708	256,150	210,243
Acceptances Derivatives	_	94,621	101,494	123,369	102,041	87,040	96,626	92,926
Defivatives  Deferred tax liabilities	_	517	984	3,162	9,845	7,770	19,264	24,922
Other liabilities	_	811,685	829,528	786,633	943,112	906,187	901,380	975,114
Other habilities		3,327,750	3,556,617	3,051,203	3,129,918	3,082,116	3,347,240	3,309,783
Debt related to securitization activities	_	4,824,777	4,896,007	4,865,326	4,974,714	4,952,060	5,473,470	5,244,311
Subordinated debt				7,000,020	7,017,114	7,002,000	3,713,710	
Shareholders' equity				445.977	445 473	444 962	444 469	443 978
		446,995	446,485	445,977	445,473	444,962	444,469	443,978
Preferred shares		446,995	446,485	•		·		· · · · · · · · · · · · · · · · · · ·
Preferred shares Common shares		446,995 219,633	446,485 327,275	205,204	205,204	205,146	205,146	303,078
Common shares		446,995 219,633 460,757	446,485 327,275 456,032	205,204 451,415	205,204 446,496	205,146 442,447	205,146 438,454	303,078 434,312
Common shares Share-based payment reserve		446,995 219,633 460,757 91	446,485 327,275 456,032 91	205,204 451,415 91	205,204 446,496 91	205,146 442,447 91	205,146 438,454 136	303,078 434,312 136
Common shares Share-based payment reserve Retained earnings		446,995 219,633 460,757	446,485 327,275 456,032	205,204 451,415	205,204 446,496 91	205,146 442,447	205,146 438,454	303,078 434,312
Common shares Share-based payment reserve Retained earnings Accumulated other comprehensive income		446,995 219,633 460,757 91 824,925	446,485 327,275 456,032 91 812,229	205,204 451,415 91 800,362	205,204 446,496 91 776,256	205,146 442,447 91 762,147	205,146 438,454 136 732,032	303,078 434,312 136 724,851
Common shares Share-based payment reserve Retained earnings Accumulated other comprehensive income Available-for-sale securities reserve	- - - - -	446,995 219,633 460,757 91 824,925 14,859	446,485 327,275 456,032 91 812,229	205,204 451,415 91 800,362 9,233	205,204 446,496 91 776,256	205,146 442,447 91 762,147	205,146 438,454 136 732,032	303,078 434,312 136 724,851
Common shares Share-based payment reserve Retained earnings Accumulated other comprehensive income		446,995 219,633 460,757 91 824,925 14,859 (4,177)	446,485 327,275 456,032 91 812,229 13,938 (6,431)	205,204 451,415 91 800,362 9,233 (1,466)	205,204 446,496 91 776,256 9,536 (4,012)	205,146 442,447 91 762,147 6,954 (4,571)	205,146 438,454 136 732,032 12,916 16,913	303,078 434,312 136 724,851 11,859 11,984
Common shares Share-based payment reserve Retained earnings Accumulated other comprehensive income Available-for-sale securities reserve	- - - - - -	446,995 219,633 460,757 91 824,925 14,859	446,485 327,275 456,032 91 812,229	205,204 451,415 91 800,362 9,233	205,204 446,496 91 776,256	205,146 442,447 91 762,147	205,146 438,454 136 732,032	303,078 434,312 136 724,851

# CONSOLIDATED STATEMENT OF INCOME

							FOR	THE THREE	MON.	THS ENDED							FOR	THE NINE I	MONT	HS ENDED		OR THE AR ENDED
In thousands of Canadian dollars, except	ОСТО	3ER 31		JULY 31		APRIL 30	JA	NUARY 31	OC	CTOBER 31		JULY 31		APRIL 30	JA	NUARY 31		JULY 31		JULY 31	00	TOBER 31
per share amounts (Unaudited)		2014		2014		2014		2014		2013		2013		2013		2013		2014		2013		2013
Interest income																						
Loans	\$	_	\$	266,872	\$	260,326	\$	269,084	\$	269,927	\$	274,778	\$	264,704	\$	276,870	\$	796,282	\$	816,352	\$	1,086,279
Securities		_		9,922		10,136		10,321		10,845		13,053		16,178		17,128		30,379		46,359		57,204
Deposits with other banks		_		201		194		181		601		314		499		914		576		1,727		2,328
Other, including derivatives		_		10,403		10,167		10,188		9,475		10,217		11,193		13,453		30,758		34,863		44,338
		_		287,398		280,823		289,774		290,848		298,362		292,574		308,365		857,995		899,301		1,190,149
Interest expense																						
Deposits		_		112,232		108,811		114,020		114,094		115,561		112,525		121,423		335,063		349,509		463,603
Debt related to securitization activities		_		29,758		29,140		30,529		31,115		33,950		35,163		40,225		89,427		109,338		140,453
Subordinated debt		_		4,038		3,933		4,031		4,088		4,033		3,927		4,024		12,002		11,984		16,072
Other		_		121		213		338		114		269		529		349		672		1,147		1,261
		_		146,149		142,097		148,918		149,411		153,813		152,144		166,021		437,164		471,978		621,389
Net interest income		_		141,249		138,726		140,856		141,437		144,549		140,430		142,344		420,831		427,323		568,760
Other income [see page 4]		_		78,396		78,164		75,253		74,094		76,493		74,420		71,570		231,813		222,483		296,577
Total revenue		_		219,645		216,890		216,109		215,531		221,042		214,850		213,914		652,644		649,806		865,337
Amortization of net premium on purchased financial instruments and revaluation of contingent consideration		_		1,511		5.498		1,136		1.006		1.140		1,224		1,056		8,145		3,420		4,426
Provision for loan losses				10,500		10.500		10.500		10,000		9,000		9.000		8.000		31.500		26,000		36,000
Non-interest expenses [see page 4]		_		155,973		159,904		159.133		172,651		176,705		161,630		163,093		475,010		501,428		674,079
Income before income taxes	0			51,661		40,988		45,340		31,874	_	34,197		42,996		41.765		137,989		118,958		150,832
Income taxes		_		11,564		9,999		9,815		6,008		7,213		9,157		8,977		31,378		25,347		31,355
Net income	\$		\$	40.097	\$	30,989	\$	35,525	\$	25,866	\$	26,984	\$	33,839	\$	32,788	\$	106,611	\$	93,611	\$	119,477
Preferred share dividends, including applicable taxes				3,588		2,501		2,501	Ψ	2,637	Ψ	2,520		4,059	Ψ	2,533		8,590		9,112	Ψ	11,749
Net income available to common shareholders	\$		\$	36,509	\$	28,488	\$	33.024	\$	23.229	\$	24,464	\$	29.780	\$	30.255	\$	98.021	\$	84.499	\$	107,728
Average number of common shares outstanding [in thousands]	, <del>1</del>		•		Ť				Ť		, <del>T</del>		· ·		·		Ť			- 1, 100	·	,.
Basic		_		28,775		28,677		28,570		28,474		28,385		28,287		28,169		28,674		28,280		28,329
Diluted				28,783		28,684		28,577		28,481		28,393		28,297		28,182		28,681		28,291		28,338
Earnings per share																						
Basic	\$	_	\$	1.27	\$	0.99	\$	1.16	\$	0.82	\$	0.86	\$	1.05	\$	1.07	\$	3.42	\$	2.99	\$	3.80
Diluted	\$	_	\$	1.27	\$	0.99	\$	1.16	\$	0.82	\$	0.86	\$	1.05	\$	1.07	\$	3.42	\$	2.99	\$	3.80

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

					FOR TH	HE THREE	MONT	THS ENDED					FOR	THE NINE N	/ONTH	IS ENDED		OR THE R ENDED
	ОСТО	BER 31	JULY 31	APRIL 30	JAN	UARY 31	OC	TOBER 31	JULY 31	APRIL 30	JA	NUARY 31		JULY 31		JULY 31	OC.	TOBER 31
In thousands of Canadian dollars (Unaudited)		2014	2014	2014	_	2014		2013	2013	2013		2013		2014		2013		2013
Net income	\$	_	\$ 40,097	\$ 30,989	\$	35,525	\$	25,866	\$ 26,984	\$ 33,839	\$	32,788	\$	106,611	\$	93,611	\$	119,477
Other comprehensive income, net of income taxes																		
Items that may subsequently be reclassified to the statement of income																		
Unrealized net gains (losses) on available-for-sale securities		_	2,453	5,941		758		2,764	(5,277)	1,484		1,116		9,152		(2,677)		87
Reclassification of net (gains) losses on available-for-sale securities to net income		_	(1,532)	(1,236)		(1,061)		(182)	(685)	(427)		(1,458)		(3,829)		(2,570)		(2,752)
Net change in value of derivatives designated as cash flow hedges		_	2,254	(4,965)		2,546		559	(21,484)	4,929		(10,043)		(165)		(26,598)		(26,039)
		_	3,175	(260)		2,243		3,141	(27,446)	5,986		(10,385)		5,158		(31,845)		(28,704)
Items that may not subsequently be reclassified to the statement of income																		
Actuarial gains (losses) on employee benefit plans		_	(6,508)	(2,012)		5,634		5,103	19,832	(6,638)		2,348		(2,886)		15,542		20,645
Comprehensive income	\$	_	\$ 36,764	\$ 28,717	\$	43,402	\$	34,110	\$ 19,370	\$ 33,187	\$	24,751	\$	108,883	\$	77,308	\$	111,418

# OTHER INCOME

																	F	OR THE
					FOR THE THR	EE M	IONT	'HS ENDED					FOI	R THE NINE M	ONTH	IS ENDED		R ENDED
	ОСТО	OBER 31	JULY 31	APRIL 30	JANUARY 3	1	OC1	TOBER 31	JULY 31	APRIL 30	JA	NUARY 31		JULY 31		JULY 31	ОС	TOBER 31
In thousands of Canadian dollars (Unaudited)		2014	2014	2014	201	4		2013	2013	2013		2013		2014		2013		2013
Fees and commissions on loans and deposits																		
Deposit service charges	\$	_	\$ 15,921	\$ 15,421	\$ 15,5	70 9	\$	15,859	\$ 16,859	\$ 15,462	\$	15,015	\$	46,912	\$	47,336	\$	63,195
Lending fees		_	12,206	10,278	11,9	37		13,241	10,624	9,010		9,899		34,421		29,533		42,774
Card service revenues		_	7,856	7,265	7,2	18		6,604	7,550	7,252		6,416		22,369		21,218		27,822
		_	35,983	32,964	34,7	55		35,704	35,033	31,724		31,330		103,702		98,087		133,791
Other																		
Income from brokerage operations		_	16,667	16,992	15,20	7		15,113	14,449	14,523		16,522		48,866		45,494		60,607
Income from investment accounts		_	7,772	8,343	8,02	27		8,693	8,249	7,894		7,858		24,142		24,001		32,694
Income from sales of mutual funds		_	7,546	7,151	6,58	30		6,098	5,848	5,415		5,140		21,277		16,403		22,501
Income from treasury and financial market operations		_	3,909	2,766	4,3	39		2,095	5,840	4,601		5,341		11,014		15,782		17,877
Insurance income, net		_	4,670	4,744	4,6	33		4,278	4,793	4,415		3,395		14,047		12,603		16,881
Other income		_	1,849	5,204	1,7	12		2,113	2,281	5,848		1,984		8,765		10,113		12,226
		_	42,413	45,200	40,49	98		38,390	41,460	42,696		40,240		128,111		124,396		162,786
Total other income	\$	_	\$ 78,396	\$ 78,164	\$ 75,2	3 9	\$	74,094	\$ 76,493	\$ 74,420	\$	71,570	\$	231,813	\$	222,483	\$	296,577

# **NON-INTEREST EXPENSES**

				FOR T	THE THREE	MONT	HS ENDED					FOR	THE NINE MO	ONTHS	ENDED		OR THE R ENDED
	OCTOBER 31	JULY 31	APRIL 30	JA	NUARY 31	OC.	TOBER 31	JULY 31	APRIL 30	JAI	NUARY 31		JULY 31	J	IULY 31	OCT	TOBER 31
In thousands of Canadian dollars (Unaudited)	2014	2014	2014		2014		2013	 2013	2013		2013		2014		2013		2013
Salaries and employee benefits																	
Salaries	<b>\$</b> —	\$ 52,753	\$ 53,310	\$	55,623	\$	61,034	\$ 57,292	\$ 57,161	\$	58,087	\$	161,686	\$	172,540	\$	233,574
Employee benefits	_	16,562	19,250		18,583		17,047	18,892	18,701		20,369		54,395		57,962		75,009
Performance-based compensation	_	13,623	11,847		11,334		12,818	13,273	11,115		12,703		36,804		37,091		49,909
	_	82,938	84,407		85,540		90,899	89,457	86,977		91,159		252,885	:	267,593		358,492
Premises and technology																	
Technology costs	_	16,357	17,858		17,611		17,931	15,403	16,055		13,899		51,826		45,357		63,288
Rent and property taxes	_	13,480	13,349		12,821		12,900	13,479	12,949		11,863		39,650		38,291		51,191
Depreciation	_	13,599	12,426		13,531		12,707	13,638	11,546		11,418		39,556		36,602		49,309
Maintenance and repairs	_	1,605	1,373		1,446		1,518	1,584	1,630		1,304		4,424		4,518		6,036
Public utilities	_	327	540		428		287	394	466		405		1,295		1,265		1,552
Other	_	97	96		103		(66)	(7)	(20)		(8)		296		(35)		(101)
		45,465	45,642		45,940		45,277	44,491	42,626		38,881		137,047		125,998		171,275
Other																	
Fees and commissions	_	5,983	6,264		5,316		5,667	6,551	6,382		5,834		17,563		18,767		24,434
Communications and travelling expenses	_	5,710	5,759		5,383		5,415	5,669	6,084		5,599		16,852		17,352		22,767
Advertising and business development	_	5,034	5,381		5,607		5,905	5,592	5,434		5,553		16,022		16,579		22,484
Taxes and insurance	_	4,852	3,303		4,301		4,913	5,473	3,095		3,952		12,456		12,520		17,433
Stationery and publications	_	1,625	1,887		1,826		1,817	1,471	1,947		2,221		5,338		5,639		7,456
Recruitment and training	_	587	347		360		365	701	607		651		1,294		1,959		2,324
Other		2,215	2,477		911		2,442	2,700	2,342		1,686		5,603		6,728		9,170
		26,006	25,418		23,704		26,524	28,157	25,891		25,496		75,128		79,544		106,068
Sub-total non-interest expenses before T&I Costs	_	 154,409	155,467		155,184		162,700	162,105	155,494		155,536		465,060		473,135		635,835
Costs related to business combinations [1]	_	1,564	4,437		3,949		9,951	14,600	6,136		7,557		9,950		28,293		38,244
Total non-interest expenses	\$ <u> </u>	\$ 155,973	\$ 159,904	\$	159,133	\$	172,651	\$ 176,705	\$ 161,630	\$	163,093	\$	475,010	\$	501,428	\$	674,079

[1] Costs related to the integration of the MRS Companies and AGF Trust Company, also referred to as Transaction and Integration Costs (T&I Costs).

#### **SEGMENTED INFORMATION**

					FC	R THE THREE	МО	NTHS ENDED				FC	OR THE NINE N	101	ITHS ENDED		FOR THE EAR ENDED
	ОСТО	OBER 31	JULY 31	APRIL 30		JANUARY 31	C	OCTOBER 31	JULY 31	APRIL 30	JANUARY 31		JULY 31		JULY 31	(	OCTOBER 31
In thousands of Canadian dollars (Unaudited)		2014	2014	2014		2014		2013	2013	2013	2013		2014		2013		2013
Personal & Commercial																	
Net interest income	\$	_	\$ 99,591	\$ 97,592	\$	98,054	\$	97,318	\$ 98,857	\$ 92,572	\$ 98,101	\$	295,237	\$	289,530	\$	386,848
Other income		_	50,854	49,110		48,630		49,131	49,833	48,768	43,529		148,594		142,130		191,261
Total revenue		_	150,445	146,702		146,684		146,449	148,690	141,340	141,630		443,831		431,660		578,109
Provision for loan losses		_	8,759	7,436		10,254		4,517	6,469	5,850	4,602		26,449		16,921		21,438
Non-interest expenses		_	102,355	99,947		99,809		110,131	108,245	103,156	102,880		302,111		314,281		424,412
Income before income taxes		_	39,331	39,319		36,621		31,801	33,976	32,334	34,148		115,271		100,458		132,259
Income taxes		_	9,378	9,037		8,343		7,392	7,838	7,500	7,612		26,758		22,950		30,342
Net income	\$		\$ 29,953	\$ 30,282	\$	28,278	\$	24,409	\$ 26,138	\$ 24,834	\$ 26,536	\$	88,513	\$	77,508	\$	101,917
Efficiency ratio		-%	68.0%	68.1%		68.0%		75.2%	72.8%	73.0%	72.6%		68.1%		72.8%		73.4%
Average assets	\$	_	\$ 18,219,862	\$ 18,073,794	\$	18,039,239	\$	17,819,473	\$ 17,695,157	\$ 17,559,039	\$ 17,381,495	\$	18,111,373	\$	17,545,079	\$	17,614,241
Average loans and acceptances	\$	_	\$ 18,000,468	\$ 17,845,431	\$	17,776,131	\$	17,613,686	\$ 17,446,187	\$ 17,217,598	\$ 17,084,059	\$	17,874,324	\$	17,249,630	\$	17,341,392
Average deposits	\$	_	\$ 10,174,082	\$ 10,043,048	\$	10,006,328	\$	9,857,772	\$ 9,977,374	\$ 10,059,366	\$ 10,165,282	\$	10,074,831	\$	10,067,428	\$	10,014,583
Loans and acceptances (ending balance)	\$	_	\$ 18,118,208	\$ 18,042,251	\$	17,898,097	\$	17,844,898	\$ 17,665,688	\$ 17,390,538	\$ 17,196,028	\$	18,118,208	\$	17,665,688	\$	17,844,898
Deposits (ending balance)	\$	_	\$ 10,347,920	\$ 10,116,890	\$	10,114,265	\$	9,985,467	\$ 9,936,605	\$ 10,059,646	\$ 10,245,763	\$	10,347,920	\$	9,936,605	\$	9,985,467
Number of automated banking machines		_	420	423		422		422	422	423	424		420		422		422
Number of branches		_	152	153		153		153	153	154	155		152		153		153

B2B Bank											
Net interest income	\$ _	\$ 44,402	\$ 43,377	\$ 46,197	\$ 46,072	\$ 48,249	\$ 47,195	\$ 49,412	\$ 133,976	\$ 144,856	\$ 190,928
Other income	_	8,804	9,107	9,102	9,406	9,359	8,884	9,056	27,013	27,299	36,705
Total revenue	_	53,206	52,484	55,299	55,478	57,608	56,079	58,468	160,989	172,155	227,633
Amortization of net premium on purchased financial instruments and revaluation of contingent consideration	_	1,511	5,498	1,136	1,006	1,140	1,224	1,056	8,145	3,420	4,426
Provision for loan losses	_	1,741	3,064	246	5,483	2,531	3,150	3,398	5,051	9,079	14,562
Non-interest expenses [1]	_	30,553	30,971	31,576	32,869	32,138	33,196	33,985	93,100	99,319	132,188
Costs related to business combinations [2]	_	1,564	4,437	3,949	9,951	14,600	6,136	7,557	9,950	28,293	38,244
Income before income taxes	_	17,837	8,514	18,392	6,169	7,199	12,373	12,472	44,743	32,044	38,213
Income taxes	_	4,802	3,432	4,959	1,760	1,966	3,283	3,281	13,193	8,530	10,290
Net income	\$ 	\$ 13,035	\$ 5,082	\$ 13,433	\$ 4,409	\$ 5,233	\$ 9,090	\$ 9,191	\$ 31,550	\$ 23,514	\$ 27,923
Efficiency ratio	-%	60.4%	67.5%	64.2%	77.2%	81.1%	70.1%	71.1%	64.0%	74.1%	74.9%
Adjusted net income [3]	\$ _	\$ 15,293	\$ 13,468	\$ 17,169	\$ 12,462	\$ 16,796	\$ 14,498	\$ 15,519	\$ 45,930	\$ 46,813	\$ 59,275
Adjusted efficiency ratio [3]	-%	57.4%	59.0%	57.1%	59.2%	55.8%	59.2%	58.1%	57.8%	57.7%	58.1%
Average assets	\$ _	\$ 8,794,768	\$ 8,859,018	\$ 8,988,071	\$ 9,179,475	\$ 9,370,172	\$ 9,371,919	\$ 9,433,684	\$ 8,880,856	\$ 9,392,145	\$ 9,338,540
Average loans and acceptances	\$ _	\$ 8,687,113	\$ 8,751,768	\$ 8,859,492	\$ 9,062,479	\$ 9,199,313	\$ 9,299,649	\$ 9,314,566	\$ 8,766,282	\$ 9,270,863	\$ 9,218,339
Average deposits	\$ _	\$ 12,346,453	\$ 12,717,841	\$ 12,949,170	\$ 12,937,285	\$ 12,972,802	\$ 12,983,675	\$ 12,999,332	\$ 12,670,642	\$ 12,985,287	\$ 12,973,188
Loans and acceptances (ending balance)	\$ _	\$ 8,713,645	\$ 8,761,606	\$ 8,795,486	\$ 8,996,030	\$ 9,151,618	\$ 9,294,220	\$ 9,318,430	\$ 8,713,645	\$ 9,151,618	\$ 8,996,030
Deposits (ending balance)	\$ _	\$ 12,148,562	\$ 12,543,010	\$ 12,876,970	\$ 12,916,914	\$ 12,893,153	\$ 13,067,779	\$ 13,026,803	\$ 12,148,562	\$ 12,893,153	\$ 12,916,914

<sup>[1]</sup> During the first quarter of 2014, the Bank retroactively adjusted its corporate expenses allocation methodology. As a result, non-interest expenses amounting to \$1.0 million per quarter in 2013, which were previously reported in the Other sector, were reclassified to the B2B Bank business segment. This change generated a \$0.7 million decrease in B2B Bank's net income per quarter in 2013.

<sup>[2]</sup> Costs related to the integration of the MRS Companies and AGF Trust Company, also referred to as Transaction and Integration Costs (T&I Costs).

<sup>[3]</sup> Refer to the reconciliation of GAAP and related non-GAAP financial measures section.

# SEGMENTED INFORMATION (CONTINUED)

						FO	R THE THREE	МО	NTHS ENDED					FC	OR THE NINE I	NON	THS ENDED		AR ENDED
	ОСТ	OBER 31		JULY 31	APRIL 30	,	JANUARY 31	(	OCTOBER 31	JULY 31	APRIL 30	,	JANUARY 31		JULY 31		JULY 31	0	CTOBER 31
In thousands of Canadian dollars (Unaudited)		2014		2014	2014		2014		2013	2013	2013		2013		2014		2013		2013
Laurentian Bank Securities & Capital Markets																			
Net interest income	\$	_	\$	568	\$ 506	\$	683	\$	1,658	\$ 714	\$ 1,070	\$	681	\$	1,757	\$	2,465	\$	4,123
Other income		_		17,924	17,084		15,482		16,083	15,326	15,897		16,402		50,490		47,625		63,708
Total revenue		_		18,492	17,590		16,165		17,741	16,040	16,967		17,083		52,247		50,090		67,831
Non-interest expenses		_		14,341	14,059		13,087		13,919	13,055	12,959		13,474		41,487		39,488		53,407
Income before income taxes		_		4,151	3,531		3,078		3,822	2,985	4,008		3,609		10,760		10,602		14,424
Income taxes		_		1,114	947		826		913	698	1,033		928		2,887		2,659		3,572
Net income	\$	_	\$	3,037	\$ 2,584	\$	2,252	\$	2,909	\$ 2,287	\$ 2,975	\$	2,681	\$	7,873	\$	7,943	\$	10,852
Efficiency ratio		<b>-</b> %	,	77.6%	79.9%		81.0%		78.5%	81.4%	76.4%		78.9%		79.4%		78.8%		78.7%
Average assets	\$	_	\$	3,290,959	\$ 3,216,949	\$	2,912,036	\$	3,021,756	\$ 3,218,420	\$ 3,132,489	\$	2,922,296	\$	3,139,136	\$	3,090,613	\$	3,073,257
Clients' brokerage assets	\$	_	\$	2,804,165	\$ 2,621,001	\$	2,511,611	\$	2,465,747	\$ 2,407,815	\$ 2,366,952	\$	2,323,216	\$	2,804,165	\$	2,407,815	\$	2,465,747

FOR THE

Other											
Net interest income	\$ — \$	(3,312) \$	(2,749) \$	(4,078) \$	(3,611) \$	(3,271) \$	(407) \$	(5,850) \$	(10,139) \$	(9,528) \$	(13,139)
Other income	_	814	2,863	2,039	(526)	1,975	871	2,583	5,716	5,429	4,903
Total revenue	_	(2,498)	114	(2,039)	(4,137)	(1,296)	464	(3,267)	(4,423)	(4,099)	(8,236)
Non-interest expenses [1]	_	7,160	10,490	10,712	5,781	8,667	6,183	5,197	28,362	20,047	25,828
Loss before income taxes	_	(9,658)	(10,376)	(12,751)	(9,918)	(9,963)	(5,719)	(8,464)	(32,785)	(24,146)	(34,064)
Income taxes recovered	_	(3,730)	(3,417)	(4,313)	(4,057)	(3,289)	(2,659)	(2,844)	(11,460)	(8,792)	(12,849)
Net loss	\$ <b>–</b> \$	(5,928) \$	(6,959) \$	(8,438) \$	(5,861) \$	(6,674) \$	(3,060) \$	(5,620) \$	(21,325) \$	(15,354) \$	(21,215)
Average assets	\$ <b>–</b> \$	3,724,744 \$	3,624,658 \$	3,708,698 \$	3,725,365 \$	3,924,677 \$	4,142,302 \$	4,897,220 \$	3,686,708 \$	4,323,367 \$	4,172,639
Average loans and acceptances	\$ <b>—</b> \$	(48,405) \$	(59,499) \$	(62,072) \$	(35,671) \$	(35,313) \$	(54,061) \$	(41,440) \$	(56,627) \$	(43,490) \$	(41,520)
Average deposits	\$ <b>—</b> \$	1,485,238 \$	1,183,833 \$	1,278,555 \$	1,254,279 \$	1,225,586 \$	949,223 \$	941,375 \$	1,317,326 \$	1,039,712 \$	1,093,795

<sup>[1]</sup> During the first quarter of 2014, the Bank retroactively adjusted its corporate expenses allocation methodology. As a result, non-interest expenses amounting to \$1.0 million per quarter in 2013, which were previously reported in the Other sector, were reclassified to the B2B Bank business segment. This change generated a \$0.7 million increase in the Other sector's net income per quarter in 2013.

Total											
Net interest income	\$ _	\$ 141,249	\$ 138,726	\$ 140,856	\$ 141,437	\$ 144,549	\$ 140,430	\$ 142,344	\$ 420,831	\$ 427,323	\$ 568,760
Other income	_	78,396	78,164	75,253	74,094	76,493	74,420	71,570	231,813	222,483	296,577
Total revenue	_	219,645	216,890	216,109	215,531	221,042	214,850	213,914	652,644	649,806	865,337
Amortization of net premium on purchased financial instruments and revaluation of contingent consideration	_	1,511	5,498	1,136	1,006	1,140	1,224	1,056	8,145	3,420	4,426
Provision for loan losses	_	10,500	10,500	10,500	10,000	9,000	9,000	8,000	31,500	26,000	36,000
Non-interest expenses	_	154,409	155,467	155,184	162,700	162,105	155,494	155,536	465,060	473,135	635,835
Costs related to business combinations [1]	_	1,564	4,437	3,949	9,951	14,600	6,136	7,557	9,950	28,293	38,244
Income before income taxes	_	51,661	40,988	45,340	31,874	34,197	42,996	41,765	137,989	118,958	150,832
Income taxes	_	11,564	9,999	9,815	6,008	7,213	9,157	8,977	31,378	25,347	31,355
Net income	\$ _	\$ 40,097	\$ 30,989	\$ 35,525	\$ 25,866	\$ 26,984	\$ 33,839	\$ 32,788	\$ 106,611	\$ 93,611	\$ 119,477
Average assets	\$ _	\$ 34,030,333	\$ 33,774,419	\$ 33,648,044	\$ 33,746,069	\$ 34,208,426	\$ 34,205,749	\$ 34,634,695	\$ 33,818,073	\$ 34,351,204	\$ 34,198,677
Average loans and acceptances	\$ _	\$ 27,129,589	\$ 27,018,120	\$ 27,033,046	\$ 27,058,312	\$ 27,012,496	\$ 26,860,146	\$ 26,724,811	\$ 27,060,715	\$ 26,865,880	\$ 26,914,383
Average deposits	\$ _	\$ 24,119,046	\$ 23,944,722	\$ 24,234,053	\$ 24,049,336	\$ 24,175,762	\$ 23,992,264	\$ 24,105,989	\$ 24,100,972	\$ 24,092,427	\$ 24,081,566

<sup>[1]</sup> Costs related to the integration of the MRS Companies and AGF Trust Company, also referred to as Transaction and Integration Costs (T&I Costs).

#### **REGULATORY CAPITAL**

			AS AT	JULY 31, 2014	A.	S AT /	APRIL 30, 2014	AS A	Γ JANU	JARY 31, 2014
In th	ousands of Canadian dollars, except percentage amounts (Unaudited)	 ALL-IN [2]		ANSITIONAL [3]	 ALL-IN [2]		ANSITIONAL [3]	 ALL-IN [2]	TRA	NSITIONAL [3]
Row	(I)									
	Common Equity Tier 1 capital: instruments and reserves									
1	Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplus	\$ 460,848	\$	460,848	\$ 456,123	\$	456,123	\$ 451,506	\$	451,506
2	Retained earnings	824,925		824,925	812,229		812,229	800,362		800,362
3	Accumulated other comprehensive income (and other reserves)	14,859		14,859	13,938		13,938	9,233		9,233
6	Common Equity Tier 1 capital before regulatory adjustments	1,300,632		1,300,632	1,282,290		1,282,290	1,261,101		1,261,101
	Common Equity Tier 1 capital: regulatory adjustments									
28	Total regulatory adjustments to Common Equity Tier 1 [4]	(249,547)		(49,910)	(252,027)		(50,405)	(247,068)		(49,414)
29	Common Equity Tier 1 capital (CET1)	1,051,085		1,250,722	1,030,263		1,231,885	1,014,033		1,211,687
	Additional Tier 1 capital: instruments									
30	Directly issued qualifying Additional Tier 1 instruments plus related stock surplus	122,071		122,071	120,946		120,946	_		_
32	of which: classified as liabilities under applicable accounting standards	122,071		122,071	120,946		120,946	_		_
33	Directly issued capital instruments subject to phase out from Additional Tier 1	97,562		97,562	205,204		205,204	205,204		205,204
36	Additional Tier 1 capital before regulatory adjustments	219,633		219,633	326,150		326,150	205,204		205,204
	Additional Tier 1 capital: regulatory adjustments									
43	Total regulatory adjustments to Additional Tier 1 capital	_		(51,262)	_		(51,262)	_		(51,262)
44	Additional Tier 1 capital (AT1)	219,633		168,371	326,150		274,888	205,204		153,942
45	Tier 1 capital (T1 = CET1 + AT1)	1,270,718		1,419,093	1,356,413		1,506,773	1,219,237		1,365,629
	Tier 2 capital: instruments and allowances									
47	Directly issued capital instruments subject to phase out from Tier 2	355,048		355,048	355,048		355,048	355,048		355,048
50	Collective allowances	86,126		86,126	102,045		102,045	94,991		94,991
51	Tier 2 capital before regulatory adjustments	441,174		441,174	457,093		457,093	450,039		450,039
	Tier 2 capital: regulatory adjustments									
57	Total regulatory adjustments to Tier 2 capital	(6,205)		(1,241)	(2,315)		(463)	(3,606)		(721)
58	Tier 2 capital (T2)	434,969		439,933	454,778		456,630	446,433		449,318
59	Total capital (TC = T1 + T2)	\$ 1,705,687	\$	1,859,026	\$ 1,811,191	\$	1,963,403	\$ 1,665,670	\$	1,814,947
60	Total risk-weighted assets	n.a.		n.a.	\$ 13,576,578	\$	13,745,776	\$ 13,400,908	\$	13,568,326
_60a	Common Equity Tier 1 capital risk-weighted assets	\$ 13,714,954	\$	13,880,561	 n.a.		n.a.	 n.a.		n.a.
60b	Tier 1 capital risk-weighted assets	\$ 13,717,247	\$	13,880,561	 n.a.		n.a.	 n.a.		n.a.
60c	Total capital risk-weighted assets	\$ 13,720,687	\$	13,880,561	 n.a.		n.a.	 n.a.		n.a.
	Capital ratios									
61	Common Equity Tier 1 (as a percentage of risk weighted assets)	7.7%		9.0%	7.6%		9.0%	7.6%		8.9%
62	Tier 1 (as a percentage of risk weighted assets)	9.3%		10.2%	10.0%		11.0%	9.1%		10.1%
63	Total capital (as a percentage of risk weighted assets)	12.4%		13.4%	13.3%		14.3%	12.4%		13.4%
	Assets to capital multiple [5]	n.a.		18.3x	n.a.		17.2x	n.a.		18.1x
	OSFI all-in target									
69	Common Equity Tier 1 all-in target ratio	7.0%		n.a.	7.0%		n.a.	7.0%		n.a.
70	Tier 1 capital all-in target ratio	8.5%		n.a.	8.5%		n.a.	8.5%		n.a.
71	Total capital all-in target ratio	10.5%		n.a.	10.5%		n.a.	10.5%		n.a.
	Capital instruments subject to phase-out arrangements (only applicable between January 1 <sup>st</sup> , 2013 and January 1 <sup>st</sup> , 2022)									
82	Current cap on AT1 instruments subject to phase out arrangements	\$ 242,574	\$	242,574	\$ 242,574	\$	242,574	\$ 242,574	\$	242,574
83	Amount excluded from AT1 due to cap (excess over cap after redemptions and maturities)	\$ _	\$	_	\$ _	\$	_	\$ _	\$	_
84	Current cap on T2 instruments subject to phase out arrangements	\$ 355,048	\$	355,048	\$ 355,048	\$	355,048	\$ 355,048	\$	355,048

<sup>[1]</sup> Row numbering, as per OSFI July 2013 advisory, is provided for consistency and comparability in the disclosure of elements of capital among banks and across jurisdictions. Certain rows have been removed because there are no values in such rows.

<sup>[2] &</sup>quot;All-in" regulatory capital ratios include all of the regulatory adjustments that will be required by 2019 but retains the phase-out for non-qualifying capital instruments between 2013 and 2022.

<sup>[3] &</sup>quot;Transitional" regulatory capital ratios include phase-in of the certain regulatory adjustments between 2013 and 2019 and phase-out of non-qualifying capital instruments between 2013 and 2022.

<sup>[4]</sup> Mainly comprised of deductions for software and other intangible assets, goodwill and pension plan assets.

<sup>[5]</sup> Not a Basel III ratio. Measured in accordance with OSFI's capital adequacy requirements guideline.

# REGULATORY CAPITAL (CONTINUED)

		AS AT OC	тов	R 31, 2013 <sup>[6]</sup>	AS	AT JU	ILY 31, 2013 <sup>[6]</sup>	AS A	T AP	RIL 30, 2013 <sup>[6]</sup>		AS AT JA	ANUA	RY 31, 2013 <sup>[6]</sup>
In thou	isands of Canadian dollars, except percentage amounts (Unaudited)	ALL-IN [2]	TR	ANSITIONAL [3]	ALL-IN [2]	TR	ANSITIONAL [3]	 ALL-IN [2]		RANSITIONAL [3]	i —	ALL-IN [2]	TR	ANSITIONAL [3]
Row <sup>[1]</sup>														
	Common Equity Tier 1 capital: instruments and reserves													
1	Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplus	\$ 446,587	\$	446,587	\$ 442,538	\$	442,538	\$ 438,590	\$	438,590	\$	434,448	\$	434,448
2	Retained earnings	829,678		829,678	819,371		819,371	807,788		807,788		792,669		792,669
3	Accumulated other comprehensive income (and other reserves)	9,535		9,535	6,954		6,954	12,916		12,916		11,859		11,859
6	Common Equity Tier 1 capital before regulatory adjustments	1,285,800		1,285,800	1,268,863		1,268,863	1,259,294		1,259,294		1,238,976		1,238,976
	Common Equity Tier 1 capital: regulatory adjustments													
28	Total regulatory adjustments to Common Equity Tier 1 [4]	(268,141)			(255,275)			(240,779)		_		(236,198)		_
29	Common Equity Tier 1 capital (CET1)	1,017,659		1,285,800	1,013,588		1,268,863	1,018,515		1,259,294		1,002,778		1,238,976
	Additional Tier 1 capital: instruments													
30	Directly issued qualifying Additional Tier 1 instruments plus related stock surplus	_		_	_		_	_		_		_		_
32	of which: classified as liabilities under applicable accounting standards	_		_	_		_	_		_		_		_
33	Directly issued capital instruments subject to phase out from	205,204		205,204	205,146		205,146	205,146		205,146		272,896		272,896
	Additional Tier 1	,		,	•		•	•		•		•		,
36	Additional Tier 1 capital before regulatory adjustments	205,204		205,204	205,146		205,146	205,146		205,146		272,896		272,896
40	Additional Tier 1 capital: regulatory adjustments			(64.077)	_		(64.077)			(64.077)		_		(64.077)
43 44	Total regulatory adjustments to Additional Tier 1 capital	 205,204		(64,077) 141,127			(64,077) 141,069	205,146		(64,077) 141,069		272,896	-	(64,077) 208,819
45	Additional Tier 1 capital (AT1) Tier 1 capital (T1 = CET1 + AT1)	 1.222.863		1,426,927	205,146 1,218,734		1,409,932	1,223,661		1,400,363		1,275,674		1,447,795
40	Tier i Capital (11 – CETT + ATT)	1,222,003		1,420,927	 1,210,734		1,409,932	1,223,661	-	1,400,363		1,275,674		1,447,795
	Tier 2 capital: instruments and allowances													
47	Directly issued capital instruments subject to phase out from Tier 2	399,429		399,429	399,429		399,429	399,429		399,429		399,429		399,429
50	Collective allowances	88,853		88,853	85,352		85,352	81,552		81,552		79,403		79,403
51	Tier 2 capital before regulatory adjustments	488,282		488,282	484,781		484,781	480,981		480,981		478,832		478,832
	Tier 2 capital: regulatory adjustments													
57	Total regulatory adjustments to Tier 2 capital	 (16,978)			(2,077)			(6,194)				(857)		
58	Tier 2 capital (T2)	 471,304		488,282	 482,704		484,781	474,787		480,981		477,975		478,832
59	Total capital (TC = T1 + T2)	\$ 1,694,167	\$	1,915,209	\$ 1,701,438	\$	1,894,713	\$ 1,698,448	\$	1,881,344	\$	1,753,649	\$	1,926,627
60	Total risk weighted assets	\$ 13,379,834	\$	13,600,787	\$ 13,471,849	\$	13,665,045	\$ 13,428,594	\$	13,611,353	\$	13,286,829	\$	13,459,653
	Capital ratios													
61	Common Equity Tier 1 (as a percentage of risk weighted assets)	7.6%		9.5%	7.5%		9.3%	7.6%	,	9.3%		7.5%	,	9.2%
62	Tier 1 (as a percentage of risk weighted assets)	9.1%		10.5%	9.0%		10.3%	9.1%	,	10.3%		9.6%	,	10.8%
63	Total capital (as a percentage of risk weighted assets)	12.7%		14.1%	12.6%		13.9%	12.6%	,	13.8%		13.2%	,	14.3%
	Assets to capital multiple [5]	n.a.		17.2x	n.a.		17.2x	n.a.		17.4x		n.a.		16.8x
	OSFI all-in target													
69	Common Equity Tier 1 all-in target ratio	7.0%		n.a.	7.0%		n.a.	7.0%	,	n.a.		7.0%		n.a.
	Capital instruments subject to phase-out arrangements (only applicable between January 1 <sup>st</sup> , 2013 and January 1 <sup>st</sup> , 2022)													
82	Current cap on AT1 instruments subject to phase out arrangements	\$ 272,896	\$	272,896	\$ 272,896	\$	272,896	\$ 272,896	\$	272,896	\$	272,896	\$	272,896
83	Amount excluded from AT1 due to cap (excess over cap after redemptions and maturities)	\$ _	\$	_	\$ _	\$	_	\$ _	\$	_	\$	30,182	\$	30,182
84	Current cap on T2 instruments subject to phase out arrangements	\$ 399,429	\$	399,429	\$ 399,429	\$	399,429	\$ 399,429	\$	399,429	\$	399,429	\$	399,429
85	Amount excluded from T2 due to cap (excess over cap after redemptions and maturities)	\$ 46,044	\$	46,044	\$ 45,533	\$	45,533	\$ 45,040	\$	45,040	\$	44,549	\$	44,549

<sup>[1]</sup> Row numbering, as per OSFI July 2013 advisory, is provided for consistency and comparability in the disclosure of elements of capital among banks and across jurisdictions. Certain rows have been removed because there are no values in such rows.

<sup>[2] &</sup>quot;All-in" regulatory capital ratios include all of the regulatory adjustments that will be required by 2019 but retains the phase-out for non-qualifying capital instruments between 2013 and 2022.

<sup>[3] &</sup>quot;Transitional" regulatory capital ratios include phase-in of the certain regulatory adjustments between 2013 and 2019 and phase-out of non-qualifying capital instruments between 2013 and 2022.

<sup>[4]</sup> Mainly comprised of deductions for software and other intangible assets, goodwill and pension plan assets.

<sup>[5]</sup> Not a Basel III ratio. Measured in accordance with OSFI's capital adequacy requirements guideline.

<sup>[6]</sup> Regulatory capital for 2013 is presented as filed with OSFI and has not been adjusted to include the impact of the adoption of amendments to IAS 19, Employee Benefits.

In thousands of Canadian dollars (Unaudited)

AS AT JULY 31, 2014

		0%	6	20%	6	35%	40%	50	/6	75%	100%	150%	225%	250%	1,250%	TOTAL	RISK WEIGHTEI ASSET
Exposure Class (after risk mitigation)																	
Corporate	\$ 4	4,445	\$	35,020	\$	- \$	_ ;	\$ 53,478	\$	<b>–</b> :	\$ 5,300,615 \$	20,336	s — \$	<b>–</b> \$	_	\$ 5,413,894	\$ 5,364,86
Sovereign	3,360	6,313		109,222		_	_	_		_	_	_	_	_	_	3,475,535	21,84
Bank		_		480,206		_	_	6,871		_	15,749	_	_	_	_	502,826	115,22
Retail residential mortgage loans	8,12	1,574		_	6,54	1,599	_	_		_	47,554	_	_	_	_	14,710,727	2,337,11
Other retail	594	4,270		_		_	_	_	2,382,8	89	_	10,130	_	_	_	2,987,289	1,802,36
Small business entities treated as other retail	9	5,247		_		_	_	_	1,347,0	11	_	_	_	_	_	1,442,258	1,010,25
Equity		_		_		_	_	_		_	290,555	_	_	_	_	290,555	290,55
Securitization		_		25,408		_	3,369	10,163		_	200	_	2,429	_	3,764	45,333	64,22
Other assets	49	1,243		115,440		_	_	_		_	312,796	_	_	81,107	_	1,000,586	538,65
	12,673	3,092		765,296	6,54	1,599	3,369	70,512	3,729,9	00	5,967,469	30,466	2,429	81,107	3,764	29,869,003	11,545,10
Derivatives [1]	4	4,002		73,705		_	_	_		_	33,767	_	_	_	_	111,474	48,50
Credit-related commitments	4	1,344		10,800		_	_	_		_	742,010	_	_	_	_	794,154	744,17
Operational risk																	1,377,17
	\$ 12,718	8,438	\$	849,801	\$ 6,54	1,599 \$	3,369	\$ 70,512	\$ 3,729,9	00 :	\$ 6,743,246 \$	30,466	\$ 2,429 \$	81,107 \$	3,764	\$ 30,774,631	\$ 13,714,95
Balance sheet items																	
Cash, deposits with other banks, securities and	securities 1	financii	ng tra	nsactions													\$ 812,61
Personal loans			Ū														2,212,01
Residential mortgage loans																	2,837,20
Commercial mortgage loans, commercial loans	and accep	tances															5,340,76
Other assets																	342,50
																	\$ 11,545,10

In thousands of Canadian dollars (Unaudited)

AS AT OCTOBER 31, 2013 [2]

	04	%	20%	35%	, 4	0%	50%	75%	6 100%	6	150%	225%	250%	1,250%	TOTAL	RISK WEIGHTED ASSETS
exposure Class (after risk mitigation)																
Corporate	\$ —	\$	44,413	\$ —	\$ .	- \$	75,060	<b>\$</b>	\$ 4,934,706	\$	25,919 \$	_ \$	<b>-</b>	\$ —	\$ 5,080,098	\$ 5,019,998
Sovereign	3,640,886	1	130,293	_		_	_	_	_		_	_	_	_	3,771,179	26,059
Bank	_	3	391,032	_		_	6,609	_	5,834		_	_	_	_	403,475	87,346
Retail residential mortgage loans	8,369,486		_	6,330,134		_	_	1,114	35,039		_	_	_	_	14,735,773	2,251,422
Other retail	606,091		_	_		_	_	2,764,142	_		11,583	_	_	_	3,381,816	2,090,482
Small business entities treated as other retail	95,354		_	_		_	_	1,256,823	_		_	_	_	_	1,352,177	942,61
Equity	_		_	_		_	_	_	313,149		_	_	_	_	313,149	313,149
Securitization	_		26,227	_	3,29	3	6,231	_	199		_	2,402	_	1,003	39,355	27,820
Other assets	490,098	1	147,231	_		_	_	_	394,743		_	_	56,595	_	1,088,667	565,677
	13,201,915	7	739,196	6,330,134	3,29	3	87,900	4,022,079	5,683,670		37,502	2,402	56,595	1,003	30,165,689	11,324,570
Derivatives	1,142		90,708	_		_	_	_	26,955			_	_	_	118,805	45,097
Credit-related commitments	34,671		10,800	_		_	_	_	621,294		_	_	_	_	666,765	623,454
Operational risk																1,386,713
	\$ 13,237,728	\$ 8	340,704	\$ 6,330,134	\$ 3,29	3 \$	87,900	\$ 4,022,079	\$ 6,331,919	\$	37,502 \$	2,402	56,595	\$ 1,003	\$ 30,951,259	\$ 13,379,834

Balance sheet items	
Cash, deposits with other banks, securities and securities financing transactions	\$ 707,435
Personal loans	2,497,457
Residential mortgage loans	2,753,384
Commercial mortgage loans, commercial loans and acceptances	4,968,253
Other assets	398,041
	£ 44 224 570

[1] Commencing in the first quarter of 2014, a new Credit Valuation Adjustment (CVA) regulatory capital charge has been applied to derivatives. For the third quarter of 2014, OSFI introduced a new three tier capital approach with different scalars for each tier. The CVA capital charge after phase-in adjustments was \$16.4 million for CET1 capital risk-weighted assets, \$18.6 million for Tier 1 capital risk-weighed assets and \$22.1 million for Total capital risk-weighed assets. Risk-weighed assets above are presented based on the CET1 capital approach.

<sup>[2]</sup> Risk-weighted assets for 2013 are presented as filed with OSFI and have not been adjusted to include the impact of the adoption of amendments to IAS 19, Employee Benefits.

# RISK-WEIGHTED ASSETS (CONTINUED)

In thousands of Canadian dollars (Unaudited)

	0%	20%	% 35%	40%	50%	75%	100%	15	0%	225%	250%	1,250%	TOTAL	RISK- WEIGHTED ASSETS
Exposure Class (after risk mitigation)														
Corporate	\$ —	\$ 86,589	\$ - \$	— \$	89,842	\$ —	\$ 4,849,652	\$ 10,84	5 \$	— \$			\$ 5,036,928	\$ 4,928,158
Sovereign	3,704,007	271,100	_	_	_	_	_	_	-	_	_	_	3,975,107	54,220
Bank	_	386,017	_	_	5,064	_	10,757	_	-	_	_	_	401,838	90,492
Retail residential mortgage loans	8,507,884	_	6,138,332	_	_	30,990	27,803	_	-	_	_	_	14,705,009	2,199,462
Other retail	628,926	_	_	_	_	3,015,480	_	12,98	)	_	_	_	3,657,395	2,281,094
Small business entities treated as other retail	103,774	_	_	_	_	1,212,942	2,223	_	-	_	_	_	1,318,939	911,930
Equity	_	_	_	_	_	_	401,366	_	-	_	_	_	401,366	401,366
Securitization	_	20,540	_	3,198	6,229	_	200	_	- 2	2,335	_	1,035	33,537	26,893
Other assets	478,098	85,718	_	_	_	_	377,045	-	-	_	65,895	_	1,006,756	558,926
	13,422,689	849,964	6,138,332	3,198	101,135	4,259,412	5,669,046	23,83	1 2	2,335	65,895	1,035	30,536,875	11,452,541
Derivatives	3,544	74,284	_	_	_	_	15,894	-	-	_	_	_	93,722	30,751
Credit-related commitments	35,474	10,800	_	_	_	_	595,159	-	-	_	_	_	641,433	597,319
Operational risk														1,391,238
	\$ 13,461,707	\$ 935,048	\$ 6,138,332 \$	3,198 \$	101,135	\$ 4,259,412	\$ 6,280,099	\$ 23,83	\$ 2	,335	65,895	1,035	\$ 31,272,030	\$ 13,471,849
Balance sheet items														
Cash, deposits with other banks, securities and	securities financin	g transactions												\$ 904,549
Personal loans		•												2,684,202
Residential mortgage loans														2,696,297
Commercial mortgage loans, commercial loans	and acceptances													4,814,089
Other assets	•													353,404
														\$ 11.452.541

<sup>[1]</sup> Risk-weighted assets for 2013 are presented as filed with OSFI and have not been adjusted to include the impact of the adoption of amendments to IAS 19, Employee Benefits.

# ALLOWANCES FOR LOAN LOSSES

	AS AT OC	TOBER 31	AS AT JULY 31	AS AT APRIL 30	<b>AS AT JANUARY 31</b>	AS AT OCTOBER 31	AS AT JULY 31	AS AT APRIL 30	AS AT JANUARY 31
In thousands of Canadian dollars (Unaudited)		2014	2014	2014	2014	2013	2013	2013	2013
Individual allowances									
Commercial mortgage loans	\$	<b>–</b> \$	6,013	\$ 6,169	\$ 7,236	\$ 9,731	\$ 10,375	\$ 14,052	\$ 14,171
Commercial and other loans [1]		_	21,550	21,271	23,790	24,535	25,566	25,435	31,546
		_	27,563	27,440	31,026	34,266	35,941	39,487	45,717
Collective allowances against impaired loans							1		
Personal loans		_	9,365	9,675	9,825	7,008	6,549	8,981	11,082
Residential mortgage loans		_	2,802	3,030	3,317	3,122	2,565	1,529	1,329
Commercial mortgage loans		_	1,991	2,172	4,246	254	1,312	137	464
Commercial and other loans [1]		_	2,256	2,019	1,170	1,665	1,115	2,155	2,018
		_	16,414	16,896	18,558	12,049	11,541	12,802	14,893
Collective allowances against other loans							1		
Personal loans		_	28,483	30,918	29,058	32,953	30,534	29,799	26,548
Residential mortgage loans		_	6,066	6,327	5,837	5,884	5,316	2,365	2,163
Commercial mortgage loans		_	21,327	17,292	16,735	15,764	15,770	16,878	16,640
Commercial and other loans [1]		_	22,369	23,230	17,842	14,674	14,988	13,037	12,960
		_	78,245	77,767	69,472	69,275	66,608	62,079	58,311
Total allowances for loan losses							1		
Personal loans		_	37,848	40,593	38,883	39,961	37,083	38,780	37,630
Residential mortgage loans		_	8,868	9,357	9,154	9,006	7,881	3,894	3,492
Commercial mortgage loans		_	29,331	25,633	28,217	25,749	27,457	31,067	31,275
Commercial and other loans [1]		_	46,175	46,520	42,802	40,874	41,669	40,627	46,524
	\$	<b>— \$</b>	122,222	\$ 122,103	\$ 119,056	\$ 115,590	\$ 114,090	\$ 114,368	\$ 118,921

<sup>[1]</sup> Including customers' liabilities under acceptances.

# PROVISION FOR LOAN LOSSES RECORDED IN THE CONSOLIDATED STATEMENT OF INCOME

					FOR THE THREE	MONTHS ENDED				FOR THE NINE MON	NTHS ENDED	YEAR ENDED
	OCTOBER 3	31	JULY 31	APRIL 30	JANUARY 31	OCTOBER 31	JULY 31	APRIL 30	JANUARY 31	JULY 31	JULY 31	OCTOBER 31
In thousands of Canadian dollars (Unaudited)	201	4	2014	2014	2014	2013	2013	2013	2013	2014	2013	2013
Individual provision												
Commercial mortgage loans	\$	<b>–</b> \$	(154)	\$ (1,068)	\$ (2,137)	\$ (596)	\$ (3,217)	\$ 133	\$ 390	\$ (3,359) \$	(2,694)	\$ (3,290)
Commercial and other loans [1]		_	726	(2,222)	(223)	(428)	374	364	(1,676)	(1,719)	(938)	(1,366)
			572	(3,290)	(2,360)	(1,024)	(2,843)	497	(1,286)	(5,078)	(3,632)	(4,656)
Collective provision against impaired loans											-	
Personal loans		_	7,411	6,143	8,368	7,601	5,400	4,204	6,234	21,922	15,838	23,439
Residential mortgage loans		_	1,867	432	695	1,221	1,694	670	1,498	2,994	3,862	5,083
Commercial mortgage loans		_	(122)	(1,997)	4,058	(1,046)	1,184	(323)	477	1,939	1,338	292
Commercial and other loans [1]		_	294	917	(458)	581	(964)	184	(33)	753	(813)	(232)
			9,450	5,495	12,663	8,357	7,314	4,735	8,176	27,608	20,225	28,582
Collective provision against other loans												
Personal loans		_	(2,435)	1,860	(3,895)	2,419	735	3,251	1,824	(4,470)	5,810	8,229
Residential mortgage loans		_	(261)	490	(47)	568	2,951	202	(91)	182	3,062	3,630
Commercial mortgage loans	,	_	4,035	557	971	(6)	(1,108)	238	234	5,563	(636)	(642)
Commercial and other loans [1]		_	(861)	5,388	3,168	(314)	1,951	77	(857)	7,695	1,171	857
		_	478	8,295	197	2,667	4,529	3,768	1,110	8,970	9,407	12,074
Total provision for loan losses recorded in the consolidated statement of income												
Personal loans		_	4,976	8,003	4,473	10,020	6,135	7,455	8,058	17,452	21,648	31,668
Residential mortgage loans		_	1,606	922	648	1,789	4,645	872	1,407	3,176	6,924	8,713
Commercial mortgage loans		_	3,759	(2,508)	2,892	(1,648)	(3,141)	48	1,101	4,143	(1,992)	(3,640)
Commercial and other loans [1]		_	159	4,083	2,487	(161)	1,361	625	(2,566)	6,729	(580)	(741)
	\$	- \$	10,500	\$ 10,500	\$ 10,500	\$ 10,000	\$ 9,000	\$ 9,000	\$ 8,000	\$ 31,500 \$	26,000	\$ 36,000

FOR THE

<sup>[1]</sup> Including customers' liabilities under acceptances.

#### RESIDENTIAL MORTGAGE LOANS AND HELOCS

	AS AT OCTO	DBER 31	AS AT	JULY 31	AS AT	APRIL 30	AS AT JAN	UARY 31	AS AT OCT	OBER 31
In thousands of Canadian dollars, except percentage amounts (Unaudited)		2014		2014		2014		2014		2013
Insured and uninsured residential mortgage loans [1] (excluding HELOCs)										
Insured [2]										
Québec	\$ _	<b>-</b> % \$	5,295,660	40 % \$	5,396,030	41 % \$	5,497,025	42 % \$	5,547,785	42 %
Ontario	_	_	1,631,755	12	1,672,428	13	1,663,482	13	1,709,715	13
Rest of Canada	_	_	636,478	5	597,121	5	573,024	4	581,357	5
	_	_	7,563,893	58	7,665,579	59	7,733,531	59	7,838,857	60
Uninsured [2]										
Québec	_	_	3,927,587	30	3,840,561	29	3,737,588	29	3,710,764	28
Ontario	_	_	1,147,998	9	1,088,706	8	1,098,062	8	1,100,713	9
Rest of Canada	_	_	475,553	4	448,008	4	451,315	4	458,339	3
	_	_	5,551,138	42	5,377,275	41	5,286,965	41	5,269,816	40
	\$ _	<b>-</b> % \$	13,115,031	100 % \$	13,042,854	100 % \$	13,020,496	100 % \$	13,108,673	100 %
Uninsured home equity lines of credit (HELOCs)										
Québec	_	_	758,833	71	782,590	71	776,338	71	767,141	70
Ontario	_	_	153,629	14	154,167	14	154,818	14	159,317	14
Rest of Canada	_	_	158,234	15	161,282	15	164,406	15	171,058	16
	_	_	1,070,696	100	1,098,039	100	1,095,562	100	1,097,516	100
	\$ 	<b>- %</b> \$	1,070,696	100 % \$	1,098,039	100 % \$	1,095,562	100 % \$	1,097,516	100 %
Amortization period ranges for residential mortgage loans (in %)										
Less than 20 years		— %		23 %		23 %		23 %		23 %
20-24 years		_		35		33		33		32
25-29 years		_		25		25		24		24
30 years and greater		_		17		19		20		21
		<b>-</b> %		100 %		100 %		100 %		100 %
Average Loan-To-Value ratios for newly originated and acquired uninsured residential mortgages and HELOCs [5]										
Québec		<b>–</b> %		66 %		64 %		64 %		64 %
Ontario		<b>–</b> %		67 %		64 %		65 %		62 %
Rest of Canada		<b>–</b> %		67 %		66 %		65 %		64 %
		<b>-</b> %		66 %	-	64 %		64 %		64 %

<sup>[1]</sup> Includes residential mortgage loans secured by one to four unit dwellings.

Potential impact on residential mortgage loans and HELOCs in the event of an economic downturn
In accordance with the Bank's credit risk management policies, the mortgage & HELOC portfolios are regularly reviewed to ensure that the level of risk associated with these portfolios remains in line with the Bank's risk tolerance and its strategic objectives. As part of this oversight, the portfolios are stressed to reflect the effects of a potential economic downturn creating a decline in property values. Due to the large portion of insured loans and the relatively low loan-to-value ratio of uninsured mortgage loans, reflecting the excellent quality of the guarantees, the Bank expects that loan losses under such a scenario would remain largely manageable.

<sup>[2]</sup> Insured residential mortgage loans and HELOCs are mortgage loans guaranteed by the Canada Mortgage and Housing Corporation or similar private mortgage insurers.

<sup>[3]</sup> Excluding loan renewals during the period.

# **DEPOSITS**

	AS AT OC	TOBER 31	AS AT JULY 31	AS AT APRIL 30	AS A	T JANUARY 31	AS A	AT OCTOBER 31	AS AT JULY 31	AS AT APRIL 30	AS A	AT JANUARY 31
In thousands of Canadian dollars (Unaudited)		2014	2014	2014		2014		2013	2013	2013		2013
Personal												
Demand	\$	<b>–</b> \$	122,029	\$ 122,180	\$	122,320	\$	122,589	\$ 119,013	\$ 123,133	\$	126,572
Notice		_	5,685,837	5,676,829		5,642,056		5,581,578	5,470,176	5,460,359		5,514,234
Term		_	12,974,581	13,369,264		13,602,172		13,577,875	13,660,588	13,951,701		13,834,165
		_	18,782,447	19,168,273		19,366,548		19,282,042	19,249,777	19,535,193		19,474,971
Business, banks and other												
Demand		_	1,234,786	1,203,158		1,283,410		1,285,501	1,356,234	1,346,228		1,313,696
Notice		_	1,178,189	1,180,957		1,156,920		1,192,303	1,139,800	1,119,030		1,136,502
Term		_	3,017,123	2,206,365		1,997,060		2,167,504	2,120,554	1,808,374		1,842,324
		_	5,430,098	4,590,480		4,437,390		4,645,308	4,616,588	4,273,632		4,292,522
	\$	— \$	24,212,545	\$ 23,758,753	\$	23,803,938	\$	23,927,350	\$ 23,866,365	\$ 23,808,825	\$	23,767,493

# ASSETS UNDER ADMINISTRATION AND ASSETS UNDER MANAGEMENT

	AS AT OCTOR	ER 31	AS AT JULY 31	AS AT APRIL 30	AS	AT JANUARY 31	AS	AT OCTOBER 31	AS AT JULY 31	AS AT APRIL 30	AS	AT JANUARY 31
In thousands of Canadian dollars (Unaudited)		2014	2014	2014		2014		2013	2013	2013		2013
Registered and non-registered investment accounts	\$	- \$	35,534,583	\$ 35,140,029	\$	34,088,287	\$	32,222,052	\$ 31,793,637	\$ 31,637,355	\$	31,363,245
Mutual funds		_	2,973,052	2,855,422		2,665,234		2,568,101	2,455,981	2,401,096		2,249,532
Clients' brokerage assets		_	2,804,165	2,621,001		2,511,611		2,465,747	2,407,815	2,366,952		2,323,216
Mortgage loans under management		_	412,628	419,284		415,291		397,864	377,946	426,076		333,014
Institutional assets		_	73,514	72,597		76,477		72,475	74,453	76,594		72,204
Other - Personal		_	12,509	13,149		12,774		13,142	13,268	13,917		13,770
	\$	<b>–</b> \$	41,810,451	\$ 41,121,482	\$	39,769,674	\$	37,739,381	\$ 37,123,100	\$ 36,921,990	\$	36,354,981

# RECONCILIATION OF GAAP AND RELATED NON-GAAP FINANCIAL MEASURES

							FOF	R THE THREE	MON	ITHS ENDED							FO	R THE NINE	MONT	HS ENDED	YE	AR ENDED
In thousands of Canadian dollars, except per share	ОСТО	OBER 31		JULY 31		APRIL 30	J	ANUARY 31	00	CTOBER 31		JULY 31		APRIL 30	J	ANUARY 31		JULY 31		JULY 31	00	CTOBER 3
and percentage amounts		2014		2014		2014		2014		2013		2013		2013		2013		2014		2013		2013
Reported results																						
Net interest income	\$	_	\$	141,249	\$	138,726	\$	140,856	\$	141,437	\$	144,549	\$	140,430	\$	142,344	\$	420,831	\$	427,323	\$	568,760
Other income		_		78,396		78,164		75,253		74,094		76,493		74,420		71,570		231,813		222,483		296,577
Total revenue		_		219,645		216,890		216,109		215,531		221,042		214,850		213,914		652,644		649,806		865,337
Amortization of net premium on purchased financial instruments and revaluation of contingent consideration		_		1,511		5,498		1,136		1,006		1,140		1,224		1,056		8,145		3,420		4,426
Provision for loan losses		_		10,500		10,500		10,500		10,000		9,000		9,000		8,000		31,500		26,000		36,000
Non-interest expenses		_		155,973		159,904		159,133		172,651		176.705		161.630		163,093		475.010		501.428		674.079
Income before income taxes				51,661		40,988		45,340		31,874		34,197		42,996		41,765		137,989		118,958		150,832
Income taxes		_		11,564		9,999		9,815		6,008		7,213		9,157		8,977		31,378		25,347		31,355
Net income	\$	_	\$	40,097	\$	30,989	\$	35,525	\$	25,866	\$	26,984	\$	33,839	\$	32,788	\$	106,611	\$	93,611	\$	119,477
Reported measures				,				,				,		·				,		·		
Efficiency ratio		<b>-</b> %		71.0%		73.7%		73.6%		80.1%		79.9%		75.2%		76.2%		72.8%		77.2%		77.99
•	\$	<b>—</b> /0	\$	1.27	\$	0.99	\$	1.16	\$	0.82	\$	0.86	\$	1.05	\$	1.07	\$	3.42	\$	2.99	\$	3.80
Diluted earnings per share	φ	— —%	Ą	11.2%	Ą	9.2%	φ	10.5%	φ	7.6%	φ	8.1%	φ	1.05	φ	1.07	Ą	10.3%	φ	9.6%	φ	9.19
Return on common shareholders' equity		<u> </u>		11.270		3.2 /		10.5%		7.0%		0.170		10.476		10.376		10.3%		9.070		9.17
Adjusting items [1]																						
Amortization of net premium on purchased financial instruments and revaluation of contingent consideration																						
Revaluation of contingent consideration	\$	_	\$	_	\$	4,100	\$	_	\$	_	\$	_	\$	_	\$	_	\$	4,100	\$	_	\$	_
Amortization of net premium on purchased financial instruments		_		1,511		1,398		1,136		1,006		1,140		1,224		1,056		4,045		3,420		4,426
Costs related to business combinations [2]																						
MRS Companies transaction and integration related costs		_		_		_		646		2,761		5,414		1,814		5,880		646		13,108		15,869
AGF Trust transaction and integration related costs		_		1,564		4,437		3,303		7,190		9,186		4,322		1,677		9,304		15,185		22,375
Adjusting items before income taxes		_		3,075		9,935		5,085		10,957		15,740		7,360		8,613		18,095		31,713		42,670
Income tax recovery related to the above		_		817		1,549		1,349		2,904		4,177		1,952		2,285		3,715		8,414		11,318
Impact of adjusting items on net income	\$	_	\$	2,258	\$	8,386	\$	3,736	\$	8,053	\$	11,563	\$	5,408	\$	6,328	\$	14,380	\$	23,299	\$	31,352
Impact of adjusting items on diluted earnings per share [3]	\$		\$	0.08	\$	0.29	\$	0.13	\$	0.28	\$	0.41	\$	0.19	\$	0.22	\$	0.50	\$	0.82	\$	1.11
Adjusted results [1]																						
Net interest income	\$	_	\$	141,249	\$	138,726	\$	140,856	\$	141,437	\$	144,549	\$	140,430	\$	142,344	\$	420,831	\$	427,323	\$	568,760
Other income	•	_	·	78,396	•	78,164	·	75,253	·	74,094	•	76,493	•	74,420	•	71,570	•	231,813	•	222,483	•	296,577
Total revenue				219,645		216,890		216,109		215,531		221,042		214,850		213,914		652,644		649,806		865,337
Provision for loan losses		_		10,500		10,500		10,500		10,000		9,000		9,000		8,000		31,500		26,000		36,000
Non-interest expenses		_		154,409		155,467		155,184		162,700		162,105		155,494		155,536		465,060		473,135		635,835
Income before income taxes				54,736		50,923		50,425		42,831		49,937		50,356		50,378		156,084		150,671		193,502
Income taxes		_		12,381		11.548		11.164		8,912		11,390		11.109		11,262		35,093		33,761		42,673
Adjusted net income	\$		\$	42,355	\$	39,375	\$	39,261	\$	33,919	\$	38,547	\$	39,247	\$	39,116	\$	120,991	\$	116,910	\$	150,829
Adjusted measures [1]					<u> </u>				<u> </u>					· · · · · · · · · · · · · · · · · · ·		· · · · · · · · · · · · · · · · · · ·	<u> </u>	•				
•		<b>-</b> %		70.3%		71.7%		71.8%		75.5%		73.3%		72.4%		72.7%		71.3%		72.8%		73.59
Adjusted efficiency ratio	\$	-%		70.3% 1.35	\$	1.29	•	71.8% 1.29	œ.		œ	73.3% 1.27	e	1.24%	œ	1.30				72.8% 3.81	œ	73.5° 4.91
Adjusted diluted earnings per share [3]	Ψ		\$		Þ		\$		\$	1.10	\$		\$		\$		\$	3.92	\$		\$	
Adjusted return on common shareholders' equity		<b>-</b> %		11.9%		11.9%		11.7%		10.2%		12.0%		12.2%		12.5%		11.8%		12.2%		11.79

<sup>[1]</sup> Adjusted results and measures are non-GAAP. The adjusting items were allocated to the B2B Bank business segment.

<sup>[2]</sup> Also referred to as Transaction and Integration Costs (T&I Costs).

<sup>[3]</sup> The impact of adjusting items on a per share basis does not add due to rounding for the three months ended April 30, 2014 and January 31, 2013.