## Condensed Consolidated Balance Sheet

| Cash and non-interest-bearing deposits with other banks  | As at October 31 (in thousands of Canadian dollars, unaudited) |    | 2015       |    | 2014       |    | 2013       | 2012 [1] [2]     |    | 2011 [1] [2] |
|--|--|----|------------|----|------------|----|------------|------------------|----|--------------|
| Cach and non-interest-bearing deposits with other banks (poposits with other banks) (popos                       |  |    |            |    |            |    |            |                  | -  |              |
| Materias   |  |    |            |    |            |    |            |                  |    |              |
| Securities   4,487,357   4,880,460   4,480,525   6,142,961   5,175,866     Securities purchased under reverse repurchase agreements   3,911,439   3,196,781   1,218,255   6,31,202   720,317     Personal   7,063,227   7,225,471   1,416,005   1,874,207     Residential mortgage   16,192,000   1,825,541   4,473,511   1,416,005   1,886,412     Commercial mortgage   3,055,161   2,615,171   2,488,432   2,443,634   2,363,888     Commercial mortgage   3,055,161   2,615,171   2,488,437   2,443,634   2,363,888     Commercial mortgage   3,055,161   2,615,171   2,488,437   2,443,634   2,433,888     Commercial mortgage   3,055,161   2,615,171   2,488,437   2,443,634   2,433,888     Commercial mortgage   3,055,161   2,615,171   2,488,437   2,443,634   2,433,888     Commercial mortgage   3,055,161   2,615,171   2,488,437   2,438,438   2,443,634   2,433,888     Commercial mortgage   3,055,161   2,615,171   2,488,437   2,488,437   2,488,438   2,443,634   2,433,888     Commercial mortgage   3,055,161   2,615,171   2,488,437   2,488,438   2,443,634   2,433,888     Commercial mortgage   3,055,161   2,615,171   2,488,438   2, |  | \$ | 109,055    | \$ | 126,247    | \$ | 82,836     | \$<br>90,860     | \$ | 81,600       |
| Securities purchase dunder reverse repurchase agreements   | Interest-bearing deposits with other banks                     |    | 91,809     |    | 122,608    |    | 126,002    | 480,183          |    | 285,459      |
| Personal   Residential mortgage   Residenti | Securities   |    | 4,487,357  |    | 4,880,460  |    | 4,480,525  | 6,142,961        |    | 5,175,866    |
| Personal   7,063,229   6,793,078   7,245,474   7,806,067   5,774,207   Residential mortgage   16,192,009   14,825,514   14,735,211   14,169,057   13,837,412   23,338,08   2,443,634   2,336,380   2,436,343   2,336,380   2,436,343   2,336,380   2,436,343   2,336,380   2,436,343   2,336,380   2,436,343   2,336,380   2,248,137   2,150,573   1,900,977   20stomers' liabilities under acceptances   30,082,45   27,482,579   27228,679   22,100,977   20stomers' liabilities under acceptances   30,082,45   27,310,20   27,228,679   22,700,879   22,875,544   24,804    |  |    | 3,911,439  |    | 3,196,781  |    | 1,218,255  | 631,202          |    | 720,317      |
| Residential mortgage   | Loans  |    |            |    |            |    |            |                  |    |              |
| Commercial mortgage  |  |    |            |    |            |    |            |                  |    |              |
| Commercial and other   | 3 3  |    | , ,        |    |            |    |            |                  |    |              |
| Customers' liabilities under acceptances   | <u> </u>   |    |            |    |            |    |            |                  |    |              |
| Name    |  |    |            |    |            |    |            |                  |    |              |
| Milyanices for loan losses   | Customers' liabilities under acceptances                       |    |            |    |            |    |            |                  |    |              |
| 29,981,392   27,310,208   27,113,107   26,663,337   21,944,394   21,008,452   36,6481   36,0301   228,283   755,574   36,6482,785   33,911,026   34,936,826   28,663,210   2 |  |    |            |    |            |    |            |                  |    |              |
| Other         1,078,452         846,481         890,301         928,283         755,754           LABILITIES AND SHAREHOLDERS' EQUITY         Personal         \$19,377,716         \$18,741,981         \$19,282,042         \$19,369,310         \$15,609,853           Business, banks and other         \$19,377,716         \$18,741,981         \$19,282,042         \$19,369,310         \$15,609,853           Business, banks and other         7,226,588         5,781,045         4,645,308         4,672,133         4,066,283           Other         5,524,930         5,103,778         3,129,918         2,873,563         2,725,215           Debt related to securitization activities         5,493,602         4,863,848         4,974,714         6,037,077         4,760,847           Subordinated debt         449,641         447,523         445,473         445,149         221,551           Shareholders' equity         1,587,027         1,544,641         1,433,571         1,541,129         2,218,136           For the years ended October 31 (in thousands of Canadian dollars, unaudite)         2015         2014         2013         2012 <sup>10</sup> 2011 <sup>10</sup> Net interest income         \$75,083         560,980         568,730         379,654         373,832           Other income   | Allowances for loan losses                                     |    |            |    |            |    |            |                  |    | (143,150)    |
| S 39,659,504   \$3,482,785   \$33,911,026   \$34,936,826   \$28,963,210  |  |    | 29,981,392 |    | 27,310,208 |    | 27,113,107 | 26,663,337       |    | 21,944,394   |
| Deposits   | Other  |    |            |    | 846,481    |    | 890,301    | 928,283          |    | 755,574      |
| Deposits           Personal         \$19,377,716         \$18,741,81         \$19,282,042         \$19,369,310         \$15,609,853           Business, banks and other         7,226,588         5,781,045         4,645,308         4,672,133         4,406,428           Other         26,604,304         24,530,026         23,927,350         24,041,443         20,016,281           Other leated to securitization activities         5,524,930         5,103,778         3,129,18         2,873,563         2,725,215           Subordinated debt         449,641         447,523         445,471         6,037,097         4,760,847           Suberleider's equity         1,587,027         1,544,610         1,433,571         1,541,129         1,218,316           Condensed Consolidated Statement of Income — Reported         \$3,659,504         36,482,785         3,391,026         34,936,826         2,8963,210           Proteit beyears ended October 31 (in thousands of Canadian dollars, unaudited)         2015         2014         2013         2012         2011         2012           Net interest income         \$75,083         560,980         \$68,760         \$51,028         \$504,485           Other income         \$975,083         \$60,980         \$68,760         \$51,028         \$20,615         <   |  | \$ | 39,659,504 | \$ | 36,482,785 | \$ | 33,911,026 | \$<br>34,936,826 | \$ | 28,963,210   |
| Personal   19,377,716   18,741,981   19,282,042   19,369,310   15,609,858   18,000,858   19,369,310   19,369,858   19,369,310   19,369,858   19,369,310   19,369,310   19,369,858   19,369,310   19,36 | LIABILITIES AND SHAREHOLDERS' EQUITY                           |    |            |    |            |    |            |                  |    |              |
| Business, banks and other   7,226,588   5,781,045   4,645,308   4,672,133   4,406,428     26,604,304   24,523,026   23,927,350   24,041,443   20,016,281     26,604,304   24,523,026   23,927,350   24,041,443   20,016,281     26,604,304   24,523,026   23,927,350   24,041,443   20,016,281     26,804,306   5,524,300   5,103,778   3,129,918   2,873,563   2,725,215     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   242,551     26,804,306   449,641   447,523   445,473   443,594   443,594     26,904,306   449,641   447,542   444,475   444,475   444,475     26,904,306   449,641   449,641   447,542   444,475   444,475   444,475     26,904,306   449,641   449,641   447,542   444,475   444,475   444,475     26,904,306   449,641   447,542   444,475   444,475   444,475     26,904,306   449,641   449,641   444,475   444,475   444,475     26,904,306   449,641   449,6 | Deposits   |    |            |    |            |    |            |                  |    |              |
| Other         26,604,304         24,523,026         23,927,350         24,041,443         20,016,281           Other         5,524,930         5,103,778         3,129,918         2,873,563         2,725,215           Debt related to securitization activities         5,493,602         4,863,848         4,974,714         6,037,097         4,760,847           Subordinated debt         449,641         447,523         445,473         443,594         242,551           Shareholders' equity         1,587,027         1,544,610         1,333,571         1,541,129         1,218,316           Condensed Consolidated Statement of Income — Reported         837,659,504         3 36,482,785         3 3,911,026         3 4,936,826         2 8,963,210           Condensed Consolidated Statement of Income — Reported         857,508         560,980         568,760         \$ 31,028         \$ 20,63,210           Condensed Consolidated Statement of Income — Reported         \$75,083         \$ 560,980         \$ 568,760         \$ 531,028         \$ 20,43           Net interest income         \$ 75,083         \$ 560,980         \$ 568,760         \$ 531,028         \$ 504,485           Other income         \$ 871,126         \$ 75,083         \$ 760,980         \$ 568,760         \$ 531,028         \$ 504,485           Ot  | Personal   | \$ | 19,377,716 | \$ | 18,741,981 | \$ | 19,282,042 | \$<br>19,369,310 | \$ | 15,609,853   |
| Other         5,524,930         5,103,778         3,129,118         2,873,563         2,725,215           Debt related to securitization activities         5,493,602         4,863,848         4,974,714         6,037,097         4,760,847           Subordinated debt         449,641         447,523         445,473         443,594         242,551           Shareholders' equity         1,587,027         1,544,610         1,433,571         1,541,129         1,218,316           Condensed Consolidated Statement of Income — Reported         897,659,504         2014         2013         2012         2011         2011           For the years ended October 31 (in thousands of Canadian dollars, unaudited)         2015         2014         2013         2012         2011         2011           Net interest income         \$ 575,083         \$ 560,980         \$ 568,760         \$ 531,028         \$ 504,485           Other income         \$ 97,126         874,065         865,337         796,643         738,347           Total revenue         \$ 97,126         874,065         865,337         796,643         738,347           Gain on acquisition, amortization of net premium on purchased financial instruments and revaluation of contingent consideration         5,999         9,653         4,426         (23,795)         — <td>Business, banks and other</td> <td></td> <th>7,226,588</th> <td></td> <td>5,781,045</td> <td></td> <td>4,645,308</td> <td>4,672,133</td> <td></td> <td>4,406,428</td>  | Business, banks and other                                      |    | 7,226,588  |    | 5,781,045  |    | 4,645,308  | 4,672,133        |    | 4,406,428    |
| Debt related to securitization activities   5,493,602   4,863,848   4,974,714   6,037,097   4,760,847     Subordinated debt   449,641   447,523   445,473   443,594   242,551     Shareholders' equity   1,587,027   1,544,610   1,433,571   1,541,129   1,218,316     Say,659,504   36,482,785   33,911,026   34,936,826   28,963,210     Condensed Consolidated Statement of Income — Reported   2015   2014   2013   2012   2011  |  |    | 26,604,304 |    | 24,523,026 | ,  | 23,927,350 | 24,041,443       |    | 20,016,281   |
| Subordinated debt         449,641         447,523         445,473         443,594         242,551           Shareholders' equity         1,587,027         1,544,610         1,433,571         1,541,129         1,218,316           Condensed Consolidated Statement of Income — Reported           For the years ended October 31 (in thousands of Canadian dollars, unaudited)         2015         2014         2013         2012         2011         2011           Net interest income         \$ 575,083         \$ 560,980         \$ 568,760         \$ 531,028         \$ 504,485           Other income         322,043         313,085         296,577         265,615         233,862           Total revenue         897,126         874,065         865,337         796,643         738,347           Gain on acquisition, amortization of net premium on purchased financial instruments and revaluation of contingent consideration         5,999         9,653         4,426         [23,795]         —           Provision for loan losses         34,900         42,000         36,000         33,000         51,080           Non-interest expenses         722,824         641,309         674,079         604,463         530,111           Income before income taxes         133,403         181,103         150,832         182   | Other  |    | 5,524,930  |    | 5,103,778  |    | 3,129,918  | 2,873,563        |    | 2,725,215    |
| 1,587,027  | Debt related to securitization activities                      |    | 5,493,602  |    | 4,863,848  |    | 4,974,714  | 6,037,097        |    | 4,760,847    |
| \$39,659,504   | Subordinated debt  |    | 449,641    |    | 447,523    |    | 445,473    | 443,594          |    | 242,551      |
| Condensed Consolidated Statement of Income — Reported   September   Septembe | Shareholders' equity   |    | 1,587,027  |    | 1,544,610  |    | 1,433,571  | 1,541,129        |    | 1,218,316    |
| Net interest income         \$ 575,083         \$ 560,980         \$ 568,760         \$ 531,028         \$ 504,485           Other income         322,043         313,085         296,577         265,615         233,862           Total revenue         897,126         874,065         865,337         796,643         738,347           Gain on acquisition, amortization of net premium on purchased financial instruments and revaluation of contingent consideration         5,999         9,653         4,426         (23,795)         —           Provision for loan losses         34,900         42,000         36,000         33,000         51,080           Non-interest expenses         722,824         641,309         674,079         604,463         530,111           Income before income taxes         133,403         181,103         150,832         182,975         157,156           Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         102,470         140,365         119,477         140,508         123,717  |  | \$ | 39,659,504 | \$ | 36,482,785 | \$ | 33,911,026 | \$<br>34,936,826 | \$ | 28,963,210   |
| Other income         322,043         313,085         296,577         265,615         233,862           Total revenue         897,126         874,065         865,337         796,643         738,347           Gain on acquisition, amortization of net premium on purchased financial instruments and revaluation of contingent consideration         5,999         9,653         4,426         [23,795]         —           Provision for loan losses         34,900         42,000         36,000         33,000         51,080           Non-interest expenses         722,824         641,309         674,079         604,463         530,111           Income before income taxes         133,403         181,103         150,832         182,975         157,156           Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         \$102,470         \$140,365         \$119,477         \$140,508         \$123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436   | ·  |    | 2015       |    | 2014       |    | 2013       | 2012 [2]         |    | 2011 [2]     |
| Total revenue         897,126         874,065         865,337         796,643         738,347           Gain on acquisition, amortization of net premium on purchased financial instruments and revaluation of contingent consideration         5,999         9,653         4,426         (23,795)         —           Provision for loan losses         34,900         42,000         36,000         33,000         51,080           Non-interest expenses         722,824         641,309         674,079         604,463         530,111           Income before income taxes         133,403         181,103         150,832         182,975         157,156           Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         \$102,470         \$140,365         \$119,477         \$140,508         \$123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436  | Net interest income  | \$ | 575,083    | \$ | 560,980    | \$ | 568,760    | \$<br>531,028    | \$ | 504,485      |
| Gain on acquisition, amortization of net premium on purchased financial instruments and revaluation of contingent consideration         5,999         9,653         4,426         (23,795)         —           Provision for loan losses         34,900         42,000         36,000         33,000         51,080           Non-interest expenses         722,824         641,309         674,079         604,463         530,111           Income before income taxes         133,403         181,103         150,832         182,975         157,156           Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         \$102,470         \$140,365         \$119,477         \$140,508         \$123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436  | Other income   |    | •          |    |            |    | 296,577    | 265,615          |    |              |
| on purchased financial instruments and revaluation of contingent consideration         5,999         9,653         4,426         [23,795]         –           Provision for loan losses         34,900         42,000         36,000         33,000         51,080           Non-interest expenses         722,824         641,309         674,079         604,463         530,111           Income before income taxes         133,403         181,103         150,832         182,975         157,156           Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         \$ 102,470         \$ 140,365         \$ 119,477         \$ 140,508         \$ 123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436  | Total revenue  |    | 897,126    |    | 874,065    |    | 865,337    | 796,643          |    | 738,347      |
| Provision for loan losses         34,900         42,000         36,000         33,000         51,080           Non-interest expenses         722,824         641,309         674,079         604,463         530,111           Income before income taxes         133,403         181,103         150,832         182,975         157,156           Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         \$ 102,470         \$ 140,365         \$ 119,477         \$ 140,508         \$ 123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436  | on purchased financial instruments and revaluation of          |    | 5,999      |    | 9,653      |    | 4,426      | (23,795)         |    | _            |
| Non-interest expenses         722,824         641,309         674,079         604,463         530,111           Income before income taxes         133,403         181,103         150,832         182,975         157,156           Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         \$ 102,470         \$ 140,365         \$ 119,477         \$ 140,508         \$ 123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436   | J  |    | 34,900     |    | 42,000     |    | 36,000     | 33,000           |    | 51,080       |
| Income before income taxes         133,403         181,103         150,832         182,975         157,156           Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         \$ 102,470         \$ 140,365         \$ 119,477         \$ 140,508         \$ 123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436   |  |    |            | -  |            |    |            |                  |    |              |
| Income taxes         30,933         40,738         31,355         42,467         33,439           Net income         \$ 102,470         \$ 140,365         \$ 119,477         \$ 140,508         \$ 123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436  | · · · · · · · · · · · · · · · · · · ·                          |    |            |    |            |    |            |                  |    |              |
| Net income         \$ 102,470         \$ 140,365         \$ 119,477         \$ 140,508         \$ 123,717           Preferred share dividends, including applicable taxes         9,602         10,985         11,749         12,768         12,436  |  |    |            |    |            |    |            |                  |    |              |
| Preferred share dividends, including applicable taxes 9,602 10,985 11,749 12,768 12,436  | Net income   | \$ |            | \$ |            | \$ |            | \$<br>           | \$ |              |
|  | Preferred share dividends, including applicable taxes          | -  |            |    | •          |    |            |                  |    |              |
|  | Net income available to common shareholders                    | \$ | 92,868     | \$ | 129,380    | \$ | 107,728    | \$<br>127,740    | \$ | 111,281      |

<sup>[1]</sup> Comparative figures prior to 2013 were not restated to reflect the adoption of amendments to IAS 32, Financial Instruments: Presentation.

<sup>[2]</sup> Comparative figures prior to 2013 were not restated to reflect the adoption of amendments to IAS 19, Employee Benefits.

## Condensed Consolidated Statement of Income — Adjusted (1)

| For the years ended October 31 (in thousands of Canadian dollars, unaudited)  | 2015          | 2014          | 2013          | 2012 [2]      | 2011 [2]      |
|---|---------------|---------------|---------------|---------------|---------------|
| Net interest income   | \$<br>575,083 | \$<br>560,980 | \$<br>568,760 | \$<br>531,028 | \$<br>504,485 |
| Other income  | 322,043       | 313,085       | 296,577       | 265,615       | 233,862       |
| Total revenue   | 897,126       | 874,065       | 865,337       | 796,643       | 738,347       |
| Provision for loan losses   | 34,900        | 42,000        | 36,000        | 33,000        | 51,080        |
| Adjusted non-interest expenses  | 639,560       | 620,807       | 629,539       | 582,466       | 521,105       |
| Adjusted income before income taxes   | <br>222,666   | 211,258       | 199,798       | <br>181,177   | 166,162       |
| Adjusted income taxes   | 50,467        | 47,676        | 44,362        | 40,517        | 35,779        |
| Adjusted net income   | \$<br>172,199 | \$<br>163,582 | \$<br>155,436 | \$<br>140,660 | \$<br>130,383 |
| Preferred share dividends, including applicable taxes   | 9,602         | 10,985        | 11,749        | 12,768        | 12,436        |
| Adjusted net income available to common shareholders  | \$<br>162,597 | \$<br>152,597 | \$<br>143,687 | \$<br>127,892 | \$<br>117,947 |
| Highlights  |               |               |               |               |               |
| As at and for the years ended October 31 (in thousands of Canadian dollars, except per share and percentage amounts, unaudited) | 2015          | 2014          | 2013          | 2012 [2]      | 2011 [2]      |
| Profitability   |               |               |               |               |               |
| Diluted earnings per share  | \$<br>3.21    | \$<br>4.50    | \$<br>3.80    | \$<br>4.98    | \$<br>4.65    |
| Return on common shareholders' equity [1]   | 6.8 %         | 10.1%         | 9.1%          | 12.1 %        | 12.2%         |
| Net interest margin (on average earning assets) [3]   | 1.84 %        | 1.88%         | n.m.          | n.m.          | n.m.          |
| Efficiency ratio [1]  | 80.6 %        | 73.4%         | 77.9%         | 75.9 %        | 71.8%         |
| Adjusted financial measures   |               |               |               |               |               |
| Adjusted diluted earnings per share (1)   | \$<br>5.62    | \$<br>5.31    | \$<br>5.07    | \$<br>4.98    | \$<br>4.93    |
| Adjusted return on common shareholders' equity (1)  | 12.0 %        | 11.9%         | 12.1%         | 12.0 %        | 12.9%         |
| Adjusted efficiency ratio [1]   | 71.3 %        | 71.0%         | 72.8%         | 73.1 %        | 70.6%         |
| Adjusted dividend payout ratio [1]  | 39.2 %        | 38.7%         | 39.0%         | 36.9 %        | 32.9%         |
| Per common share  |               |               |               |               |               |
| Share price — Close   | \$<br>52.97   | \$<br>49.58   | \$<br>46.55   | \$<br>44.45   | \$<br>45.98   |
| Price / earnings ratio  | 16.5x         | 11.0x         | 12.3x         | 8.9x          | 9.9x          |
| Book value (1)  | \$<br>46.33   | \$<br>45.89   | \$<br>43.19   | \$<br>42.81   | \$<br>39.59   |
| Market to book value (1)  | 114 %         | 108%          | 108%          | 104 %         | 116%          |
| Dividends declared  | \$<br>2.20    | \$<br>2.06    | \$<br>1.98    | \$<br>1.84    | \$<br>1.62    |
| Dividend yield (1)  | 4.2 %         | 4.2%          | 4.3%          | 4.1 %         | 3.5%          |
| Dividend payout ratio (1)   | 68.6 %        | 45.7%         | 52.0%         | 37.0 %        | 34.8%         |
| Average volumes (in millions of dollars)  |               |               |               |               |               |
| Average assets [4]  | \$<br>37,822  | \$<br>35,560  | \$<br>34,199  | \$<br>31,465  | \$<br>27,768  |
| Average earning assets [1] [3]  | \$<br>31,248  | \$<br>29,856  | n.m.          | n.m.          | n.m.          |
| Average common shareholders' equity   | \$<br>1,356   | \$<br>1,281   | \$<br>1,187   | \$<br>1,059   | \$<br>915     |
| Quality of assets   |               |               |               |               |               |
| Provision for loan losses (as a % of average loans and acceptances)   | 0.12 %        | 0.15%         | 0.13%         | 0.14 %        | 0.24%         |
| Regulatory capital ratio  |               |               |               |               |               |
| Common Equity Tier 1 — All-in basis   | 7.6 %         | 7.9 %         | 7.6%          | n.a.          | n.a.          |
| Other information   |               |               |               |               |               |
| Number of common shares outstanding (in thousands)  | 28,957        | 28,943        | 28,532        | 28,118        | 23,925        |
| Number of full-time equivalent employees  | 3,656         | 3,667         | 3,987         | 4,201         | 3,669         |
| Number of branches  | 150           | 152           | 153           | 157           | 158           |
| Number of automated banking machines  | 405           | 418           | 422           | 426           | 427           |

<sup>(1)</sup> Refer to the non-GAAP financial measures section.

<sup>[2]</sup> Comparative figures prior to 2013 were not restated to reflect the adoption of amendments to IAS 19, Employee Benefits.

<sup>[3]</sup> Comparative figures for 2014 were restated to reflect the adoption of the amendments to IAS 32, Financial Instruments: Presentation and the modification of the Bank's definition of average earning assets. Comparative figures prior to 2014 have not been restated to reflect the adoption of these amendments. Refer to the non-GAAP financial measures and external reporting changes sections of the MD&A.

<sup>[4]</sup> Comparative figures prior to 2013 were not restated to reflect the adoption of the amendments to IAS 32, Financial Instruments: Presentation.

| As at and for the quarters ended (in thousands percentage amounts, unaudited) |      |         | <br>          |     |          |     | 2015    |               |               |               |      | 2014    |
|---|------|---------|---------------|-----|----------|-----|---------|---------------|---------------|---------------|------|---------|
|   |      | OCT. 31 | JULY 31       |     | APRIL 30 |     | JAN. 31 | OCT. 31       | JULY 31       | APRIL 30      |      | JAN. 31 |
| Profitability   |      |         |               |     |          |     |         |               |               |               |      |         |
| Total revenue   | \$2  | 31,649  | \$<br>226,638 | \$2 | 20,679   | \$2 | 18,160  | \$<br>221,421 | \$<br>219,645 | \$<br>216,890 | \$ 2 | 216,109 |
| Net income (loss)   | \$ ( | 18,719) | \$<br>44,166  | \$  | 41,188   | \$  | 35,835  | \$<br>33,754  | \$<br>40,097  | \$<br>30,989  | \$   | 35,525  |
| Diluted earnings (loss) per share   | \$   | (0.73)  | \$<br>1.44    | \$  | 1.34     | \$  | 1.15    | \$<br>1.09    | \$<br>1.27    | \$<br>0.99    | \$   | 1.16    |
| Return on common shareholders' equity [1]                                     |      | (6.1)%  | 12.1%         |     | 11.8 %   |     | 9.9 %   | 9.5 %         | 11.2 %        | 9.2 %         |      | 10.5 %  |
| Net interest margin (on average earning assets) [1]                           |      | 1.84 %  | 1.85%         |     | 1.84 %   |     | 1.83 %  | 1.84 %        | 1.89 %        | 1.93 %        |      | 1.86 9  |
| Efficiency ratio [1]  |      | 104.6 % | 71.1%         |     | 71.9 %   |     | 73.7 %  | 75.1 %        | 71.0 %        | 73.7 %        |      | 73.6 9  |
| Operating leverage [1]  |      | (48.3)% | 1.3%          |     | 2.4 %    |     | 1.9 %   | (5.8)%        | 3.7 %         | (0.1)%        |      | 8.1 9   |
| Adjusted financial measures   |      |         |               |     |          |     |         |               |               |               |      |         |
| Adjusted net income [1]   | \$   | 44,127  | \$<br>45,291  | \$  | 42,313   | \$  | 40,468  | \$<br>42,591  | \$<br>42,355  | \$<br>39,375  | \$   | 39,261  |
| Adjusted diluted earnings per share [1]                                       | \$   | 1.44    | \$<br>1.48    | \$  | 1.38     | \$  | 1.32    | \$<br>1.39    | \$<br>1.35    | \$<br>1.29    | \$   | 1.29    |
| Adjusted return on common shareholders' equity [1]                            |      | 12.1 %  | 12.4%         |     | 12.1 %   |     | 11.3 %  | 12.2 %        | 11.9 %        | 11.9 %        |      | 11.7    |
| Adjusted efficiency ratio [1]   |      | 70.8 %  | 71.1%         |     | 71.9 %   |     | 71.4 %  | 70.3 %        | 70.3 %        | 71.7 %        |      | 71.8    |
| Adjusted operating leverage [1]   |      | 0.4 %   | 1.3%          |     | (0.7)%   |     | (1.5)%  | (0.1)%        | 2.0 %         | 0.2 %         |      | 1.1 9   |
| Adjusted dividend payout ratio [1]  |      | 38.9 %  | 37.8%         |     | 39.2 %   |     | 41.1 %  | 37.3 %        | 38.6 %        | 39.6 %        |      | 39.6    |
| Per common share  |      |         |               |     |          |     |         |               |               |               |      |         |
| Share price — Close   | \$   | 52.97   | \$<br>49.48   | \$  | 48.29    | \$  | 46.81   | \$<br>49.58   | \$<br>51.55   | \$<br>47.08   | \$   | 45.73   |
| Price / earnings ratio (trailing four quarters)                               |      | 16.5 x  | 9.8 x         |     | 9.9 x    |     | 10.4 x  | 11.0 x        | 12.2 x        | 12.3 x        |      | 11.8 x  |
| Book value [1]  | \$   | 46.33   | \$<br>47.45   | \$  | 47.10    | \$  | 46.34   | \$<br>45.89   | \$<br>45.10   | \$<br>44.61   | \$   | 44.03   |
| Market to book value [1]  |      | 114 %   | 104%          |     | 103 %    |     | 101 %   | 108 %         | 114 %         | 106 %         |      | 104 9   |
| Dividends declared  | \$   | 0.56    | \$<br>0.56    | \$  | 0.54     | \$  | 0.54    | \$<br>0.52    | \$<br>0.52    | \$<br>0.51    | \$   | 0.51    |
| Dividend yield  |      | 4.2 %   | 4.5%          |     | 4.5 %    |     | 4.6 %   | 4.2 %         | 4.0 %         | 4.3 %         |      | 4.5 9   |
| Dividend payout ratio [1]   |      | n. m.   | 38.8%         |     | 40.3 %   |     | 46.7 %  | 47.8 %        | 40.9 %        | 51.3 %        |      | 44.1    |
| Quality of assets   |      |         |               |     |          |     |         |               |               |               |      |         |
| Provision for loan losses (as a % of average loans and acceptances)           |      | 0.13 %  | 0.10%         |     | 0.12 %   |     | 0.15 %  | 0.15 %        | 0.15 %        | 0.16 %        |      | 0.15    |
| Net impaired loans (as a % of loans and acceptances)                          |      | 0.32 %  | 0.29%         |     | 0.32 %   |     | 0.31 %  | 0.23 %        | 0.23 %        | 0.23 %        |      | 0.24 9  |
| Regulatory capital ratios   |      |         |               |     |          |     |         |               |               |               |      |         |
| Common Equity Tier 1 — All-in basis   |      | 7.6 %   | 7.7%          |     | 7.8 %    |     | 7.8 %   | 7.9 %         | 7.7 %         | 7.6 %         |      | 7.6 9   |
| Basel III Leverage ratio  |      | 3.5 %   | 3.6%          |     | 3.7 %    |     | 3.7 %   | n.a.          | n.a.          | n.a.          |      | n.a.    |
| Other information   |      |         |               |     |          |     |         |               |               |               |      |         |
| Number of common shares outstanding (in thousands)                            |      | 28,957  | 28,957        |     | 28,945   |     | 28,945  | 28,943        | 28,837        | 28,743        |      | 28,643  |

<sup>[1]</sup> Refer to the non-GAAP financial measures section.