

## EQUITABLE

Group Inc.

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## EQUITABLE

## GROUP INC.

## Notes to Readers

## Purpose of this document

This Supplemental Information and Regulatory Disclosure Report (the "Report") aims to provide the readers with the following regulatory disclosures and oth additional voluntary disclosures that will assist the readers' assessment of business performance of Equitable Group Inc. (the "Company" or "Equitable").

1. Disclosures related to the Company's mortgage portfolio, some of which relate to disclosure requirements outlined in OSFI's Guideline B-20, 'Residential Mortgage Underwriting Practices and Procedures', effective for Equitable Bank on January 1, 2013.
2. Equitable Bank (the "Bank")'s regulatory capital Basel Pillar III disclosures.

## Use of this document

Readers are cautions that financial information contained in this Report include both Generally Accepted Accounting Principles ("GAAP") and non-GAAP meas latter often does not have any standardized meaning, and therefore, are not comparable to similar measures presented by other financial institutions.

In addition to GAAP and non-GAAP financial measures, management also uses additional GAAP financial measures it believes provide useful information to in regarding the Company's financial results of operations. Readers are cautioned that additional GAAP measures do not have any standardized meaning, and th may not be comparable to similar measures presented by other companies.

This Report should be read in conjunction with the Company's unaudited interim consolidated financial statements and accompanying notes, as well as Mana Discussion and Analysis ("MD\&A") for the quarter ended June 30, 2016.

## Basis of presentation

All amounts in this Report are Canadian dollars and are unaudited.

GAAP measures have been prepared in accordance with International Financial Reporting Standards ("IFRS") unless otherwise stated. Non-GAAP and addition measures used in this Report are defined under the Section "Non-GAAP measures" and "Additional GAAP measures", respectively.

## Comparative figures

Certain prior period comparative numbers have been reclassified to conform with current period presentation.

Table 1: Financial highlights

| (\$ Thousands, ExCEPT Share and per Share amounts) | 2016 |  |  | 2015 |  |  |  |  | 2014 |  |  | YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 |  | 2016 | 2015 |
| Results of operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 33,410 \$ | 28,012 |  | 31,436 \$ | 31,448 \$ | 33,520 \$ | 29,461 | s | 26,885 \$ | 27,764 | s | 61,422 \$ | 62,981 |
| Net income available to common shareholders |  | 32,219 | 26,821 |  | 30,245 | 30,257 | 32,330 | 28,270 |  | 24,993 | 26,857 |  | 59,040 | 60,600 |
| Total revenue ${ }^{(1)}$ |  | 162,861 | 151,691 |  | 151,495 | 147,625 | 145,595 | 137,279 |  | 134,928 | 131,900 |  | 314,552 | 282,874 |
| EPS - basic | \$ | 2.07 \$ | 1.73 \$ |  | 1.95 \$ | 1.96 \$ | 2.09 \$ | 1.83 |  | 1.62 \$ | 1.74 |  | 3.80 \$ | 3.92 |
| EPS - diluted | s | 2.05 \$ | 1.71 s |  | 1.93 \$ | 1.93 \$ | 2.06 \$ | 1.81 s | \$ | 1.59 \$ | 1.71 | s | 3.76 \$ | 3.87 |
| Net interest income |  | 67,010 | 63,594 |  | 63,458 | 61,437 | 60,995 | 56,337 |  | 54,220 | 51,716 |  | 130,604 | 117,332 |
| NIM-TEB ${ }^{(2)}$ ( ${ }^{\text {a }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets |  | 1.62\% | 1.63\% |  | 1.70\% | 1.73\% | 1.79\% | 1.73\% |  | 1.76\% | 1.76\% |  | 1.62\% | 1.76\% |
| Core Lending |  | 2.59\% | 2.55\% |  | 2.68\% | 2.59\% | 2.65\% | 2.60\% |  | 2.62\% | 2.66\% |  | 2.57\% | 2.62\% |
| Securitization Financing |  | 0.17\% | 0.25\% |  | 0.18\% | 0.28\% | 0.28\% | 0.23\% |  | 0.29\% | 0.27\% |  | 0.21\% | 0.25\% |
| ROE ${ }^{(2)}$ |  | 17.1\% | 14.7\% |  | 17.0\% | 17.5\% | 19.8\% | 17.9\% |  | 16.0\% | 17.8\% |  | 15.7\% | 18.4\% |
| Return on average assets ${ }^{(2)}$ |  | 0.8\% | 0.7\% |  | 0.8\% | 0.9\% | 1.0\% | 0.9\% |  | 0.8\% | 0.9\% |  | 0.7\% | 0.9\% |
| Efficiency Ratio - TEB ${ }^{\text {(12]3) }}$ |  | 38.2\% | 43.2\% |  | 35.7\% | 33.4\% | 32.8\% | 32.4\% |  | 35.4\% | 31.5\% |  | 40.6\% | 32.6\% |
| balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets |  | 17,147,854 | 16,411,221 |  | 15,527,584 | 14,827,610 | 14,329,824 | 13,387,915 |  | 12,854,903 | 12,193,335 |  |  |  |
| Assets under Management ${ }^{(2)}$ |  | 19,709,617 | 18,616,018 |  | 17,600,072 | 16,839,263 | 16,214,123 | 15,075,279 |  | 14,373,911 | 13,557,782 |  |  |  |
| Mortgages receivable |  | 16,244,106 | 15,540,241 |  | 14,700,806 | 13,959,432 | 13,216,267 | 12,785,852 |  | 12,269,945 | 11,555,700 |  |  |  |
| Mortgages under Management ${ }^{(2)}$ |  | 18,723,056 | 17,668,821 |  | 16,706,935 | 15,917,079 | 15,059,846 | 14,437,643 |  | 13,759,706 | 12,897,244 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank assets |  | 5.3\% | 4.9\% |  | 4.9\% | 4.9\% | 7.8\% | 4.5\% |  | 4.1\% | 4.4\% |  |  |  |
| Total liquid assets as a \% of total assets |  | 6.0\% | 5.7\% |  | 5.8\% | 5.7\% | 8.7\% | 5.6\% |  | 5.3\% | 5.5\% |  |  |  |
| Deposit principal |  | 9,048,465 | 8,732,113 |  | 8,115,483 | 7,961,678 | 8,128,474 | 7,633,996 |  | 7,385,456 | 6,959,533 |  |  |  |
| Shareholders' equity |  | 843,924 | 816,049 |  | 796,116 | 764,679 | 750,149 | 723,606 |  | 703,694 | 682,863 |  |  |  |
| credit qualty |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 105 | 227 |  | 1,064 | 930 | 830 | 814 |  | 842 | 733 |  | 332 | 1,644 |
| Net impaired mortgages as a\% of total mortgage assets ${ }^{(1)}$ |  | 0.20\% | 0.22\% |  | 0.22\% | 0.21\% | 0.18\% | 0.28\% |  | 0.30\% | 0.32\% |  |  |  |
| Allowance for credit losses as a \% of total mortgage assets |  | 0.20\% | 0.21\% |  | 0.23\% | 0.25\% | 0.26\% | 0.26\% |  | 0.27\% | 0.28\% |  |  |  |
| Share captal |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shares outstanding |  | 15,566,465 | 15,551,865 |  | 15,538,605 | 15,476,687 | 15,469,787 | 15,452,125 |  | 15,435,356 | 15,412,206 |  |  |  |
| Book value per share ${ }^{(2)}$ | \$ | 49.55 \$ | 47.81 \$ |  | 46.57 \$ | 44.72 \$ | 43.80 \$ | 42.13 \$ | \$ | 40.90 \$ | 39.61 |  |  |  |
| Share price - close | 5 | 55.99 \$ | 50.76 | s | 51.50 \$ | 56.25 \$ | 61.27 \$ | 56.51 S | s | 65.67 \$ | 62.51 |  |  |  |
| Market capitalization |  | 871,566 | 789,413 |  | 800,238 | 870,564 | 947,834 | 873,200 |  | 1,013,640 | 963,417 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common share | \$ | 0.21 \$ | 0.20 |  | 0.20 \$ | 0.19 \$ | 0.19 \$ | 0.18 |  | 0.18 \$ | 0.17 | \$ | 0.41 \$ | 0.37 |
| Preferred share - Series $1^{(5)}$ | \$ | - $\$$ |  | s | - | - \$ | - \$ |  | s | - \$ | 0.45 | \$ | - \$ | - |
| Preferred share - Series $3^{(6)}$ |  | 0.40 \$ | 0.40 |  | 0.40 \$ | 0.40 \$ | 0.40 \$ | 0.40 | \$ | 0.63 \$ |  | s | 0.80 \$ | 0.80 |
| equitable bank capital ratios ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CET1 Ratio |  | 13.5\% | 13.5\% |  | 13.6\% | 13.4\% | 13.5\% | 13.2\% |  | 13.5\% | 13.3\% |  |  |  |
| Tier 1 Capital Ratio |  | 14.8\% | 14.9\% |  | 15.0\% | 14.8\% | 14.9\% | 14.7\% |  | 14.9\% | 14.9\% |  |  |  |
| Total Capital Ratio |  | 16.5\% | 16.7\% |  | 16.8\% | 17.1\% | 17.2\% | 17.0\% |  | 17.3\% | 17.5\% |  |  |  |
| Leverage Ratio ${ }^{\text {(1) }}$ |  | 5.0\% | 5.0\% |  | 5.2\% | 5.2\% | 5.3\% | 5.5\% |  | N/A | N/A |  |  |  |
| Assets-to-Capital Multiple ("ACM" ${ }^{(8)}$ ( ${ }^{\text {as }}$ |  | N/A | N/A |  | N/A | N/A | N/A | N/A |  | 14.7 | 13.8 |  |  |  |

(1) See Additional GAAP Measures section
(2) See Additional GAAP Measures section Sen-GAAP Measures section.
,
rio reflect reduced efficiencies, whereas decreases reflect improved efficiencies
Net impaired mortgages do not include insured mortgages that are less than 365 days in arrears and reflect gross impaired mortgage assets less individual allowances
${ }^{55}$ The Company fully redeemed its Series 1 Preferred Shares on September $30,2014$.
${ }^{6 / 6)}$ The Company issued its Series 3 Preferred Shares in August 2014 and the Q4 2014 Series 3 Preferred Shares dividend declaration represented dividends payable for the period from August 8 , 2014 to December 31,2014 .
The Leverage Ratio is measured under Basel III framework, effective the first quarter of 2015. Thus it is not applicable for the prior periods.
${ }^{\text {8) }}$ The ACM was replaced by Leverage Ratio effective the first quarter of 2015.

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GROUP INC.
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## Table 2: Interim consolidated statements of income

| (\$ THOUSANDS, EXCEPT SHARE AND Per Share amounts) | 2016 |  |  |  | 2015 |  |  |  |  |  | 2014 |  |  |  | Ytd |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  | Q3 |  | Q2 | Q1 | Q4 |  |  | Q3 | 2016 |  | 2015 |  |
| Interest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgages - Core Lending | \$ | 107,544 |  | 101,419 | \$ | 101,848 \$ | 99,135 \$ |  | 98,146 \$ | 93,333 | \$ | 89,883 \$ | \$ | 86,342 | \$ | 208,963 | \$ | 191,479 |
| Mortgages - Securitization Financing |  | 45,296 |  | 43,607 |  | 41,978 | 40,907 |  | 39,066 | 37,296 |  | 38,051 |  | 38,291 |  | 88,903 |  | 76,362 |
| Investments |  | 2,372 |  | 1,876 |  | 1,894 | 1,599 |  | 2,102 | 1,578 |  | 2,123 |  | 1,315 |  | 4,248 |  | 3,680 |
| Other |  | 1,227 |  | 1,052 |  | 1,464 | 1,821 |  | 1,726 | 1,265 |  | 1,542 |  | 1,703 |  | 2,279 |  | 2,991 |
|  |  | 156,439 |  | 147,954 |  | 147,184 | 143,462 |  | 141,040 | 133,472 |  | 131,599 |  | 127,651 |  | 304,393 |  | 274,512 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 46,084 |  | 43,659 |  | 42,085 | 43,560 |  | 43,226 | 41,828 |  | 41,630 |  | 38,913 |  | 89,743 |  | 85,054 |
| Securitization liabilities |  | 41,354 |  | 39,185 |  | 38,979 | 35,466 |  | 34,120 | 33,002 |  | 33,414 |  | 34,859 |  | 80,539 |  | 67,122 |
| Bank facilities |  | 1,040 |  | 566 |  | 1,292 | 1,407 |  | 885 | 614 |  | 838 |  | 760 |  | 1,606 |  | 1,499 |
| Debentures |  | 950 |  | 950 |  | 1,213 | 1,274 |  | 1,269 | 1,277 |  | 1,402 |  | 1,403 |  | 1,900 |  | 2,546 |
| Other |  | 1 |  |  |  | 157 | 318 |  | 545 | 414 |  | 95 |  |  |  | 1.00 |  | 959 |
|  |  | 89,429 |  | 84,360 |  | 83,726 | 82,025 |  | 80,045 | 77,135 |  | 77,379 |  | 75,935 |  | 173,789 |  | 157,180 |
| $\overline{\text { Net interest income }}$ |  | 67,010 |  | 63,594 |  | 63,458 | 61,437 |  | 60,995 | 56,337 |  | 54,220 |  | 51,716 |  | 130,604 |  | 117,332 |
| Provision for credit losses |  | 105 |  | 227 |  | 1,064 | 930 |  | 830 | 814 |  | 842 |  | 733 |  | 332 |  | 1,644 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fees and other income |  | 3,781 |  | 3,177 |  | 3,454 | 3,117 |  | 2,534 | 2,308 |  | 2,480 |  | 2,231 |  | 6,958 |  | 4,842 |
| Net gain (loss) on investments |  | 747 |  |  |  | (13) | . |  | (247) | (203) |  | (1) |  | 426 |  | 747.00 |  | (450) |
| Gains on securitization activities and income from |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| securitization retained interests |  | 1,894 |  | 560 |  | 870 | 1,046 |  | 2,268 | 1,702 |  | 850 |  | 1,592 |  | 2454 |  | 3,970 |
|  |  | 6,422 |  | 3,737 |  | 4,311 | 4,163 |  | 4,555 | 3,807 |  | 3,329 |  | 4,249 |  | 10,159 |  | 8,362 |
| Net interest and other income |  | 73,327 |  | 67,104 |  | 66,705 | 64,670 |  | 64,720 | 59,330 |  | 56,707 |  | 55,232 |  | 140,431 |  | 124,050 |
| Non-interest expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits |  | 15,882 |  | 14,978 |  | 13,572 | 12,474 |  | 12,804 | 11,386 |  | 11,443 |  | 10,742 |  | 30,860 |  | 24,190 |
| Other |  | 12,490 |  | 14,400 |  | 10,857 | 9,649 |  | 8,906 | 8,314 |  | 9,109 |  | 7,025 |  | 26,890 |  | 17,220 |
|  |  | 28,372 |  | 29,378 |  | 24,429 | 22,123 |  | 21,710 | 19,700 |  | 20,552 |  | 17,767 |  | 57,750 |  | 41,410 |
| Income before income taxes |  | 44,955 |  | 37,726 |  | 42,276 | 42,547 |  | 43,010 | 39,630 |  | 36,155 |  | 37,465 |  | 82,681 |  | 82,640 |
| Income taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current |  | 7,875 |  | 8,419 |  | 7,855 | 6,133 |  | 7,250 | 6,609 |  | 5,567 |  | 8,820 |  | 16,294 |  | 13,859 |
| Deferred |  | 3,670 |  | 1,295 |  | 2,985 | 4,966 |  | 2,240 | 3,560 |  | 3,703 |  | 881 |  | 4,965 |  | 5,800 |
|  |  | 11,545 |  | 9,714 |  | 10,840 | 11,099 |  | 9,490 | 10,169 |  | 9,270 |  | 9,701 |  | 21,259 |  | 19,659 |
| Net income | s | 33,410 | \$ | 28,012 | S | 31,436 \$ | 31,448 \$ | \$ | 33,520 \$ | 29,461 | s | 26,885 \$ | \$ | 27,764 | \$ | 61,422 | \$ | 62,981 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends on preferred shares |  | 1,191 |  | 1,191 |  | 1,191 | 1,191 |  | 1,190 | 1,191 |  | 1,892 |  | 907 |  | 2,382 |  | 2,381 |
| Net income available to common shareholders | \$ | 32,219 | \$ | 26,821 | s | 30,245 \$ | 30,257 \$ | s | 32,330 \$ | 28,270 | \$ | 24,993 \$ | \$ | 26,857 | s | 59,040 | \$ | 60,600 |
| Common shares outstanding |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Weighted average basic |  | 15,556,836 |  | 15,543,952 |  | 15,493,549 | 15,471,960 |  | 15,461,161 | 15,440,328 |  | 15,416,625 |  | 15,408,311 |  | 15,550,394 |  | 15,450,802 |
| Weighted average diluted |  | 15,709,456 |  | 15,674,734 |  | 15,677,954 | 15,661,842 |  | 15,687,647 | 15,660,067 |  | 15,683,821 |  | 15,672,253 |  | 15,692,212 |  | 15,674,815 |
| Earnings per share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 2.07 | \$ | 1.73 | \$ | 1.95 \$ | 1.96 \$ | \$ | 2.09 \$ | 1.83 | 5 | 1.62 \$ | \$ | 1.74 |  | 3.80 | \$ | 3.92 |
| Diluted | \$ | 2.05 | \$ | 1.71 | s | 1.93 \$ | 1.93 \$ | \$ | 2.06 \$ | 1.81 | s | 1.59 \$ | \$ | 1.71 | s | 3.76 | \$ | 3.87 |

Table 3: Net interest income

| (s Thuosanos) | 2016 |  |  |  |  | 2015 |  |  |  |  |  |  |  |  | 2014 |  |  |  |  | vTD |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 ${ }^{\text {a }}$ |  |  |  |  | Q4 |  |  |  | Q3 |  | Q2 ${ }^{\text {a }}$ |  |  |  | $\mathrm{Q4}_{4} \mathrm{a}^{3}$ |  |  |  | 2016 |  |  |  |  |  |
|  | $\begin{gathered} \text { Revenue/ } \\ \text { Expense } \end{gathered}$ |  | $\begin{array}{r} \text { Average } \\ \text { rate }^{(1)} \\ \hline \end{array}$ | $\begin{gathered} \text { Reveruel } \\ \text { Expense } \end{gathered}$ | $\begin{gathered} \text { Average } \\ \text { ave } \\ \text { rate } \end{gathered}$ | $\begin{gathered} \text { Reveruel } \\ \text { Expense } \end{gathered}$ |  | Average | $\begin{gathered} \text { Reverue/ } \\ \text { Expense } \end{gathered}$ | $\begin{array}{\|c\|c\|c\|c\|c\|c\|c\|c\|c\|c\|c\|} \hline \text { rate } \end{array}$ | $\begin{aligned} & \text { Reveruel } \\ & \text { Expense } \end{aligned}$ | $\begin{array}{r} \text { Average } \\ \text { rate }^{(1)} \\ \hline \end{array}$ | $\begin{gathered} \text { Reverue/ } \\ \text { Expense } \end{gathered}$ | Average |  | $\begin{gathered} \text { Revenuel/ } \\ \text { Expense } \end{gathered}$ | $\begin{array}{\|c\|c\|c\|c\|c\|c\|c\|c\|c\|c\|c\|} \hline \text { rate } \end{array}$ | Revenue/ | Average |  | $\begin{gathered} \text { Reveruel } \\ \text { Expense } \end{gathered}$ | Averagerate |  | $\begin{aligned} & \text { Reveneverse } \\ & \text { Enpene } \end{aligned}$ | ${ }_{\text {Average }}^{\text {creele }}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reverues derived from: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortages | s | 107,54 | 4.63\% s | 101,419 | 4.59\% |  | 101, 848 | 4.74\% \$ | 99,135 | 4.77\% \$ | ${ }^{98,146}$ | 4.84\% \$ | ${ }^{93,333}$ | 4.80\% |  | ${ }^{89,883}$ | 4.84\% \$ | ${ }^{86,342}$ | 4.95\% | s | 208,963 | 4.61\% s |  | 191,479 | ${ }^{4.82 \%}$ |
| Liquidity ivestments |  | 1,573 | 1.09\% | 1,161 | 1.04\% |  | 1,318 | 1.07\% | 1,713 | 1.18\% | 1,700 | 1.28\% | 1,076 | 1.36\% |  | 1,214 | 1.48\% | 1,301 | 1.68\% |  | 2,734 | 1.07\% |  | 2,776 | 1.26\% |
| Equitr securities - E8 $^{(8)}$ |  | 2,520 | 7.77\% | 2,159 | 6.66\% |  | 2,285 | 6.88\% | 2,031 | 6.07\% | 2.595 | 7.0\%\% | 2.047 | 5.42\% |  | 2,459 | 7.28\% | 1,573 | 4.88\% |  | 4,679 | 7.26\% |  | 4,642 | 6.22\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits and bank facilites |  | 42,066 | 2.0\% | 40,017 | 2.10\% |  | 40,271 | 2.08\% | ${ }^{41,506}$ | 2.13\% | ${ }^{41,819}$ | 2.18\% | 40,351 | 2.23\% |  | 39,938 | 2.30\% | 37,716 | 2.33\% |  | 82,258 | 2.10\% |  | ${ }^{82,321}$ | 2.21\% |
| Debentures |  | 950 | 5.88\% | 950 | 5.86\% |  | 1,213 | 6.02\% | 1,274 | 5.94\% | 1,269 | 5.99\% | 1,277 | 6.09\% |  | 1,402 | 6.14\% | 1,403 | 6.02\% |  | 1,900 | 5.88\% |  | 2,546 | 6.04\% |
| Securitzation liabilites |  | 3,646 | 1.45\% | 3,466 | 1.57\% |  | 2.622 | 1.60\% | 1,830 | 1.73\% | 1,112 | 1.73\% | 784 | 2.40\% |  | 796 | 2.29\% | 953 | 2.27\% |  | 7,112 | 1.50\% |  | 1,996 | 1.87\% |
|  |  | 46,662 | 2.05\% | 44,43 | 2.07\% |  | 44,106 | 2.08\% | 44,610 | 2.14\% | 44,200 | 2.21\% | 42,412 | 2.28\% |  | 42,136 | 2.35\% | 40,072 | 2.38\% |  | 91,270 | 2.07\% |  | 88,763 | 2.24\% |
| Net interest income- TEE ${ }^{\text {P1]P] }}$ |  | 64,975 | 2.59\% | ${ }^{60,306}$ | 2.55\% |  | ${ }^{61,345}$ | 2.68\% | 58,269 | 2.59\% | 58,241 | 2.65\% | 54,044 | 2.60\% |  | ${ }^{51,420}$ | 2.62\% | 49,144 | 2.66\% |  | 125,106 | 2.57\% |  | ${ }^{112,134}$ | ${ }^{2.62 \%}$ |
| Taxable Equivalent Basis - adiustment ${ }^{(2)}$ |  | (838) |  | (624) |  |  | (609) |  | (589) |  | (660) |  | (624) |  |  | (499) |  | (433) |  |  | (1462) |  |  | (1,284) |  |
| Core Lending | s | 64,137 | s | 59,882 |  | s | 60,736 | 5 | 57,680 | 5 | 57,581 | s | 53,220 |  | s | 50,921 | s | 48,711 |  | s | 123,649 |  | s | 110,850 |  |
| Securitization Financing: Revenues derived from |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortages | s | 45,296 | 2.73\% s | 43,607 | 2.79\% | s | ${ }^{41,978}$ | 2.90\% s | 40,907 | 3.09\% s | 39,066 | 3.21\% \$ | 37,296 | 3.20\% | s | 38,051 | 3.38\% s | 38,291 | 3.50\% | s | 88,903 | 2.76\% s |  | 7,362 | 3.20\% |
| $\underline{\text { Liquidity investments }}$ |  | 344 | 1.31\% | 232 | 1.20\% |  | 364 | 0.97\% | 265 | 1.06\% | 193 | 0.93\% | 344 | 1.77\% |  | 491 | 1.78\% | 577 | 1.56\% |  | 576 | 1.27\% |  | 537 | 1.28\% |
| - |  | 45,640 | 2.7\% | ${ }^{43,839}$ | 2.77\% |  | ${ }_{42,342}$ | 2.85\% | ${ }^{41,172}$ | 3.06\% | 39,259 | 3.2\%\% | 37,640 | 3.8\% |  | 38,542 | 3.34\% | 38,868 | 3.44\% |  | 89,479 | 2.74\% |  | 76,899 | 3.17\% |
| Expenses related to: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securitzation liabilites |  | 37,708 | 2.62\% | 35,719 | 2.60\% |  | 36,357 | 2.76\% | 33,636 | 2.9\%\% | 33,008 | 3.02\% | 32,218 | 3.08\% |  | 32,618 | 3.15\% | 33,906 | 3.26\% |  | 73,427 | 2.61\% |  | 65,226 | 3.05\% |
| Deposits and secured funding facility |  | 5,059 | 2.16\% | 4,208 | 2.13\% |  | 3,263 | 2.05\% | 3,779 | 2.14\% | 2,837 | 2.21\% | 2.505 | $2.24 \%$ |  | 2,625 | 2.36\% | 1,957 | $2.41 \%$ |  | 9,092 | 2.11\% |  | 5,191 | 2.20\% |
|  |  | 42,767 | 2.56\% | 39,927 | 2.54\% |  | 39,620 | 2.68\% | 37,415 | 2.80\% | ${ }_{35,845}$ | 2.94\% | ${ }^{34,723}$ | $2.99 \%$ |  | 35,243 | 3.07\% | ${ }^{35,863}$ | 3.20\% |  | ${ }_{82,519}$ | 2.55\% |  | 70,417 | 2.97\% |
| Securitration Financing | s | 2,873 | 0.17\% s | 3,912 | 0.25\% |  | 2,722 | 0.18\% s | 3,757 | 0.28\% s | 3,414 | 0.28\% s | 2,917 | 0.23\% | s | 3,299 | 0.29\% s | 3,005 | 0.27\% | 5 | 6,960 | 0.21\% s |  | 6,482 | 0.25\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total - Ets $\underbrace{\text { P1] }}$ | s | 67,848 | 1.62\% S | ${ }_{64,218}$ | 1.63\% |  | ${ }^{64,067}$ | 1.70\% s | ${ }^{62,026}$ | 1.73\% S | 61.655 | 1.79\% s | ${ }^{56,961}$ | 1.73\% | s | ${ }^{54,719}$ | 1.76\% S | 52,149 | 1.76\% | s | 132,066 | 1.62\% S |  | 118,616 | ${ }^{1.76 \%}$ |
| Net intersti income | s | 67,010 | 5 | 63.594 |  | s | ${ }_{63,458}$ | s | ${ }_{61,437}$ | s | 60,995 | s | 56,337 |  | s | 54,220 | s | ${ }_{51,716}$ |  | 5 | 130,604 |  | $s$ | 117,322 |  |

(1) Average rates are calculated based on the average of the monthend asset or liability balances outstanding during the period.
${ }^{(12)}$ Se Non-GAAP Measures section.

## EQUITABLE

GROUP INC.

## Table 4: Securitization and derecognition activity

| (\$ THOUSANOS) | 2016 |  |  |  | 2015 |  |  |  |  |  |  |  | 2014 |  |  |  | YTD |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  |  | Q1 | Q4 |  |  | Q3 |  | Q2 |  | Q1 | Q4 ${ }^{\text {Q }}$ |  |  |  | 2016 |  |  |  |
| Securitization derecognized - non-prepayable Multis | \$ | 125,432 | \$ | 151,544 | \$ | 69,263 | \$ | 143,742 | \$ | 214,098 | \$ | 180,753 | \$ | 166,709 | \$ | 197,927 | \$ | 276,976 | \$ | 394,851 |
| Securitization derecognized - prepayable mortgages ${ }^{(1)}$ |  | 253,087 |  | - |  | 9,157 |  | - |  | - |  |  |  | - |  | - |  | 253,087 |  | - |
| Total principal derecognized | \$ | 378,519 | \$ | 151,544 | \$ | 78,420 | \$ | 143,742 | \$ | 214,098 | \$ | 180,753 | \$ | 166,709 | \$ | 197,927 | S | 530,063 | \$ | 394,851 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income from retained interests |  | 154 |  | 178 |  | 195 |  | 175 |  | 281 |  | 268 |  | 122 |  | 247 |  | 332 |  | 549 |
| Fair value (losses) gains on derivative financial instruments |  | (154) |  | $(1,237)$ |  | (80) |  | (388) |  | 284 |  | (96) |  | (426) |  | 54 |  | $(1,391)$ |  | 188 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gains on sale margin ${ }^{(2)}$ |  | 0.50\% |  | 1.07\% |  | 0.96\% |  | 0.88\% |  | 0.80\% |  | 0.85\% |  | 0.69\% |  | 0.65\% |  | 0.66\% |  | 0.82\% |

${ }^{11}$ In order to derecognize prepayable mortgages, Equitable needs to securitize the mortgages through CMHC's CMB or NHA-MBS programs and also then engage in a transaction that transfers the residual risks and rewards to third parties.
This additional transaction is not required to derecognize non- prepayable mortgages.
${ }^{(2)}$ Gains on sale margin represents the gains on sale as a percentage of total principal derecognized.

EQUITABLE
GROUP INC.

Table 5: Non-interest expenses and Efficiency Ratio

${ }^{(1)}$ See Non-GAAP Measures section.

EQUITABLE
GROUP INC.
Table 6: Interim consolidated balance sheets

| (\$ THOUSANDS) | 2016 |  |  |  | 2015 |  |  |  |  |  |  |  | 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 |  | Q2 | Q1 |  | Q4 |  |  | Q4 Q3 |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 336,237 | \$ | 427,800 | \$ | 423,366 | \$ | 413,518 | \$ | 631,917 | \$ | 243,634 | \$ | 230,063 |  | 317,306 |
| Restricted cash |  | 150,691 |  | 129,453 |  | 107,988 |  | 116,894 |  | 107,338 |  | 64,117 |  | 67,690 |  | 47,698 |
| Securities purchased under reverse repurchase agreements |  | 150,906 |  | 30,346 |  | 19,918 |  | 63,598 |  | 102,025 |  | 10,535 |  | 18,117 |  | 23,546 |
| Investments |  | 130,770 |  | 154,397 |  | 153,714 |  | 149,734 |  | 163,390 |  | 182,221 |  | 187,664 |  | 177,538 |
| Mortgages receivable - Core Lending |  | 9,591,449 |  | 9,061,191 |  | 8,674,599 |  | 8,458,087 |  | 8,229,510 |  | 8,014,573 |  | 7,684,425 |  | 7,184,989 |
| Mortgages receivable - Securitization Financing |  | 6,652,657 |  | 6,479,050 |  | 6,026,207 |  | 5,501,345 |  | 4,986,757 |  | 4,771,279 |  | 4,585,520 |  | 4,370,711 |
| Securitization retained interests |  | 74,563 |  | 66,665 |  | 61,650 |  | 61,524 |  | 56,982 |  | 52,957 |  | 44,983 |  | 40,645 |
| Other assets |  | 60,581 |  | 62,319 |  | 60,142 |  | 62,910 |  | 51,905 |  | 48,599 |  | 36,441 |  | 30,902 |
|  | \$ | 17,147,854 | \$ | 16,411,221 | \$ | 15,527,584 | \$ | 14,827,610 | \$ | 14,329,824 | \$ | 13,387,915 | \$ | 12,854,903 | \$ | 12,193,335 |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 9,148,025 | \$ | 8,845,184 | \$ | 8,211,265 | \$ | 8,055,591 | \$ | 8,236,361 | \$ | 7,750,244 | \$ | 7,489,418 |  | 7,054,617 |
| Securitization liabilities |  | 6,807,964 |  | 6,576,177 |  | 6,109,436 |  | 5,485,344 |  | 4,870,987 |  | 4,457,760 |  | 4,355,328 |  | 4,182,709 |
| Obligations under repurchase agreements |  | - |  |  |  |  |  | 163,189 |  | 167,767 |  | 225,698 |  | 52,413 |  | 33,569 |
| Deferred tax liabilities |  | 33,663 |  | 29,993 |  | 28,698 |  | 25,713 |  | 20,747 |  | 18,507 |  | 14,843 |  | 11,140 |
| Other liabilities |  | 79,278 |  | 78,818 |  | 81,290 |  | 58,094 |  | 57,011 |  | 60,014 |  | 61,971 |  | 40,967 |
| Bank facilities |  | 170,000 |  | - |  | 235,779 |  | 190,000 |  | 141,802 |  | 67,086 |  | 92,236 |  | 94,987 |
| Debentures |  | 65,000 |  | 65,000 |  | 65,000 |  | 85,000 |  | 85,000 |  | 85,000 |  | 85,000 |  | 92,483 |
|  |  | 16,303,930 |  | 15,595,172 |  | 14,731,468 |  | 14,062,931 |  | 13,579,675 |  | 12,664,309 |  | 12,151,209 |  | 11,510,472 |
| Shareholders' equity: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,412 |  | 72,412 |
| Common shares |  | 144,615 |  | 144,159 |  | 143,690 |  | 141,971 |  | 141,794 |  | 141,245 |  | 140,657 |  | 139,985 |
| Contributed surplus |  | 5,099 |  | 4,935 |  | 4,706 |  | 4,808 |  | 4,640 |  | 4,505 |  | 4,331 |  | 4,213 |
| Retained earnings |  | 658,098 |  | 629,147 |  | 605,436 |  | 578,295 |  | 550,979 |  | 521,587 |  | 496,097 |  | 473,882 |
| Accumulated other comprehensive loss |  | $(36,445)$ |  | $(34,749)$ |  | $(30,273)$ |  | $(32,952)$ |  | $(19,821)$ |  | $(16,288)$ |  | $(9,803)$ |  | $(7,629)$ |
|  |  | 843,924 |  | 816,049 |  | 796,116 |  | 764,679 |  | 750,149 |  | 723,606 |  | 703,694 |  | 682,863 |
|  | \$ | 17,147,854 | \$ | 16,411,221 | \$ | 15,527,584 | \$ | 14,827,610 | \$ | 14,329,824 | \$ | 13,387,915 | \$ | 12,854,903 |  | 12,193,335 |

EQUITABLE
GROUP INC.
Table 7: Average balance sheet information ${ }^{(1)}$


[^0]EQUITABLE
GROUP INC.
Table 8: Mortgage principal under administration - by lending business

ble 9: Mortgage originations - by lending business


EQUITABLE
GROUP INC.

Table 10: Deposit principal

| (\$ THOUSANDS) | 2016 |  |  |  | 2015 |  |  |  |  |  |  |  | 2014 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 |  | Q2 | Q1 |  | Q4 Q3 |  |  |  |  |
| GICs | \$ | 6,742,096 | \$ | 6,606,137 | \$ | 6,931,771 | \$ | 6,934,026 | \$ | 7,239,484 | \$ | 6,894,012 | \$ | 6,869,073 |  | \$ | 6,547,226 |
| Brokered HISAs |  | 1,075,208 |  | 1,096,641 |  | 947,675 |  | 791,472 |  | 652,806 |  | 503,554 |  | 366,239 |  |  | 262,297 |
| Savings Plus Accounts |  | 995,645 |  | 793,633 |  | 91 |  |  |  |  |  | - |  |  |  |  | - |
| Deposit notes |  | 235,516 |  | 235,702 |  | 235,946 |  | 236,180 |  | 236,184 |  | 236,430 |  | 150,144 |  |  | 150,010 |
| Total deposit principal | \$ | 9,048,465 | \$ | 8,732,113 | \$ | 8,115,483 | \$ | 7,961,678 | \$ | 8,128,474 | \$ | 7,633,996 | \$ | 7,385,456 |  | \$ | 6,959,533 |

## EQUITABLE

GROUP INC.

Table 11: Mortgage credit metrics

| (\$ THOUSANDS) | 2016 |  |  |  | 2015 |  |  |  |  |  |  |  | 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 | Q2 |  | Q1 |  | Q4 |  | Q3 |  |
| Provision for credit losses | \$ | 105 | \$ | 227 | \$ | 1,064 | \$ | 930 | \$ | 830 | \$ | 814 | \$ | 842 | \$ | 733 |
| Provision for credit losses-rate ${ }^{(1)}$ |  | 0.00\% |  | 0.01\% |  | 0.03\% |  | 0.03\% |  | 0.03\% |  | 0.03\% |  | 0.03\% |  | 0.03\% |
| Gross impaired mortgage assets ${ }^{(2)}$ |  | 33,531 |  | 36,048 |  | 34,183 |  | 33,241 |  | 27,566 |  | 39,436 |  | 41,254 |  | 40,521 |
| Net impaired mortgage assets ${ }^{(2)(3)}$ |  | 32,181 |  | 34,783 |  | 32,857 |  | 29,622 |  | 24,382 |  | 35,742 |  | 37,315 |  | 36,904 |
| Net impaired mortgage assets as a \% of total mortgage assets ${ }^{(2)(3)}$ |  | 0.20\% |  | 0.22\% |  | 0.22\% |  | 0.21\% |  | 0.18\% |  | 0.28\% |  | 0.30\% |  | 0.32\% |
| Allowance for credit losses |  | 33,240 |  | 33,155 |  | 33,216 |  | 34,911 |  | 34,007 |  | 33,772 |  | 33,447 |  | 32,928 |
| Allowance for credit losses as a \% of total mortgage assets |  | 0.20\% |  | 0.21\% |  | 0.23\% |  | 0.25\% |  | 0.26\% |  | 0.26\% |  | 0.27\% |  | 0.28\% |
| Allowances for credit losses as a \% of gross impaired mortgage assets |  | 99\% |  | 92\% |  | 97\% |  | 105\% |  | 123\% |  | 86\% |  | 81\% |  | 81\% |

${ }^{(1)}$ See Non-GAAP Measures section.
${ }^{(2)}$ Conventional mortgages are deemed to be impaired at the earlier of the date they have been individually provided for or when they have been in arrears for 90 days. Mortgages guaranteed by the Government of Canada are deemed to be impaired when payment is contractually past due 365 days.
${ }^{(3)}$ Net impaired mortgage assets reflect gross impaired mortgages less individual allowances.

GROUP INC
Table 12: Allowance for credit losses continuity

| (\$ THOUSANDS) | 2016 |  |  |  | 2015 |  |  |  |  |  |  |  | 2014 |  |  |  | YTD |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  |  | Q1 | Q4 |  |  | Q3 |  | Q2 |  | Q1 | Q4 ${ }^{\text {a }}$ |  |  |  | 2016 |  |  |  |
| Individual allowance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 1,265 | \$ | 1,326 | \$ | 3,619 | \$ | 3,184 | \$ | 3,694 | \$ | 3,937 | \$ | 3,617 | \$ | 3,394 | \$ | 1,326 | \$ | 3,937 |
| Provision for credit losses |  | 105 |  | 227 |  | 466 |  | 461 |  | 85 |  | 246 |  | 643 |  | 280 |  | 332 |  | 331 |
| Realized losses |  | (58) |  | (307) |  | $(2,763)$ |  | (32) |  | (615) |  | (491) |  | (323) |  | (60) |  | (365) |  | $(1,106)$ |
| Recoveries |  | 38 |  | 19 |  | 4 |  | 6 |  | 20 |  | 2 |  | 0 |  | 3 |  | 57 |  | 22 |
| Balance, end of period | \$ | 1,350 | \$ | 1,265 | \$ | 1,326 | \$ | 3,619 | \$ | 3,184 | \$ | 3,694 | \$ | 3,937 | \$ | 3,617 | \$ | 1,350 | \$ | 3,184 |
| Collective allowance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 31,890 | \$ | 31,890 | \$ | 31,292 | \$ | 30,823 | \$ | 30,078 | \$ | 29,510 | \$ | 29,311 | \$ | 28,858 | \$ | 31,890 | \$ | 29,510 |
| Provision for credit losses |  | - |  |  |  | 598 |  | 469 |  | 745 |  | 568 |  | 199 |  | 453 |  | - |  | 1,313 |
| Balance, end of period | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,292 | \$ | 30,823 | \$ | 30,078 | \$ | 29,510 | \$ | 29,311 | \$ | 31,890 | \$ | 30,823 |
| Total allowance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 33,155 | \$ | 33,216 | \$ | 34,911 | \$ | 34,007 | \$ | 33,772 | \$ | 33,447 | \$ | 32,928 | \$ | 32,252 | \$ | 33,216 | \$ | 33,447 |
| Provision for credit losses |  | 105 |  | 227 |  | 1,064 |  | 930 |  | 830 |  | 814 |  | 842 |  | 733 |  | 332 |  | 1,644 |
| Realized losses |  | (58) |  | (307) |  | $(2,763)$ |  | (32) |  | (615) |  | (491) |  | (323) |  | (60) |  | (365) |  | $(1,106)$ |
| Recoveries |  | 38 |  | 19 |  | 4 |  | 6 |  | 20 |  | 2 |  | 0 |  | 3 |  | 57 |  | 22 |
| Balance, end of period | \$ | 33,240 |  | 33,155 | \$ | 33,216 | \$ | 34,911 |  | 34,007 | \$ | 33,772 | \$ | 33,447 | \$ | 32,928 | \$ | 33,240 | \$ | 34,007 |

## EQUITABLE

GROUP INC.
Table 13: Mortgage principal outstanding - by property type

| (\$ THOUSANDS) | 2016 |  |  |  | 2015 |  |  |  |  |  |  |  | 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 |  | Q2 | Q1 |  | Q4 |  |  | Q3 |
| Uninsured |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single family dwelling | \$ | 6,490,980 | \$ | 6,019,695 | \$ | 5,666,406 | \$ | 5,588,827 | \$ | 5,240,123 | \$ | 5,041,423 | \$ | 4,700,722 | \$ | 4,452,025 |
| Mixed-use property |  | 363,318 |  | 368,175 |  | 357,738 |  | 362,013 |  | 360,338 |  | 357,642 |  | 346,850 |  | 362,528 |
| Multi-unit residential |  | 455,987 |  | 506,860 |  | 507,921 |  | 489,986 |  | 534,130 |  | 509,560 |  | 516,371 |  | 508,017 |
| Commercial |  | 976,872 |  | 868,590 |  | 854,016 |  | 926,301 |  | 923,779 |  | 1,009,257 |  | 1,037,015 |  | 1,047,122 |
| Construction |  | 636,374 |  | 564,747 |  | 510,408 |  | 461,337 |  | 470,663 |  | 451,093 |  | 404,873 |  | 364,416 |
| Mortgage principal - Core Lending |  | 8,923,531 |  | 8,328,067 |  | 7,896,489 |  | 7,828,464 |  | 7,529,033 |  | 7,368,975 |  | 7,005,831 |  | 6,734,108 |
| Single family dwelling |  | 43,953 |  | 70,133 |  | 53,149 |  | 2,386 |  | - |  | - |  | - |  | - |
| Mortgage principal - Securitization Financing |  | 43,953 |  | 70,133 |  | 53,149 |  | 2,386 |  | - |  | - |  | - |  |  |
| Total mortgage principal outstanding | \$ | 8,967,484 | \$ | 8,398,200 | \$ | 7,949,638 | \$ | 7,830,850 | \$ | 7,529,033 | \$ | 7,368,975 | \$ | 7,005,831 | \$ | 6,734,108 |
| Total mortgage principal outstanding percentage |  | 55\% |  | 54\% |  | 54\% |  | 56\% |  | 57\% |  | 58\% |  | 57\% |  | 58\% |
| Insured |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single family dwelling | \$ | 663,161 | \$ | 730,160 | \$ | 782,035 | \$ | 636,793 | \$ | 706,643 | \$ | 650,473 | \$ | 684,702 | \$ | 458,138 |
| Multi-unit residential |  | 6,100 |  | 6,123 |  | 605 |  | 626 |  | 647 |  | 668 |  | 690 |  | 710 |
| Mortgage principal - Core Lending |  | 669,261 |  | 736,283 |  | 782,640 |  | 637,419 |  | 707,290 |  | 651,141 |  | 685,392 |  | 458,848 |
| Single family dwelling |  | 2,797,982 |  | 2,315,651 |  | 1,909,781 |  | 1,526,049 |  | 1,078,712 |  | 741,536 |  | 573,944 |  | 312,923 |
| Multi-unit residential |  | 3,726,566 |  | 4,013,890 |  | 3,992,388 |  | 3,911,108 |  | 3,860,512 |  | 3,988,627 |  | 3,975,531 |  | 4,026,918 |
| Mortgage principal - Securitization Financing |  | 6,524,548 |  | 6,329,541 |  | 5,902,169 |  | 5,437,157 |  | 4,939,224 |  | 4,730,163 |  | 4,549,475 |  | 4,339,841 |
| Total mortgage principal outstanding | \$ | 7,193,809 | \$ | 7,065,824 | \$ | 6,684,809 | \$ | 6,074,576 | \$ | 5,646,514 | \$ | 5,381,304 | \$ | 5,234,867 | \$ | 4,798,689 |
| Total mortgage principal outstanding percentage |  | 45\% |  | 46\% |  | 46\% |  | 44\% |  | 43\% |  | 42\% |  | 43\% |  | 42\% |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single family dwelling | \$ | 7,154,141 | \$ | 6,749,855 | \$ | 6,448,441 | \$ | 6,225,620 | \$ | 5,946,766 | \$ | 5,691,896 | \$ | 5,385,424 | \$ | 4,910,163 |
| Mixed-use property |  | 363,318 |  | 368,175 |  | 357,738 |  | 362,013 |  | 360,338 |  | 357,642 |  | 346,850 |  | 362,528 |
| Multi-unit residential |  | 462,087 |  | 512,983 |  | 508,526 |  | 490,612 |  | 534,777 |  | 510,228 |  | 517,061 |  | 508,727 |
| Commercial |  | 976,872 |  | 868,590 |  | 854,016 |  | 926,301 |  | 923,779 |  | 1,009,257 |  | 1,037,015 |  | 1,047,122 |
| Construction |  | 636,374 |  | 564,747 |  | 510,408 |  | 461,337 |  | 470,663 |  | 451,093 |  | 404,873 |  | 364,416 |
| Mortgage principal - Core Lending |  | 9,592,792 |  | 9,064,350 |  | 8,679,129 |  | 8,465,883 |  | 8,236,323 |  | 8,020,116 |  | 7,691,223 |  | 7,192,956 |
| Single family dwelling |  | 2,841,935 |  | 2,385,784 |  | 1,962,930 |  | 1,528,435 |  | 1,078,712 |  | 741,536 |  | 573,944 |  | 312,923 |
| Multi-unit residential |  | 3,726,566 |  | 4,013,890 |  | 3,992,388 |  | 3,911,108 |  | 3,860,512 |  | 3,988,627 |  | 3,975,531 |  | 4,026,918 |
| Mortgage principal - Securitization Financing |  | 6,568,501 |  | 6,399,674 |  | 5,955,318 |  | 5,439,543 |  | 4,939,224 |  | 4,730,163 |  | 4,549,475 |  | 4,339,841 |
| Total mortgage principal outstanding | \$ | 16,161,293 | \$ | 15,464,024 | \$ | 14,634,447 | \$ | 13,905,426 | \$ | 13,175,547 | \$ | 12,750,279 | \$ | 12,240,698 | \$ | 11,532,797 |
| Total mortgage principal outstanding percentage |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |

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Table 14: Mortgage principal outstanding - by interest rate type

|  | 2016 |  | 2015 |  |  |  | 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| Fixed rate mortgages | 82\% | 82\% | 83\% | 84\% | 85\% | 86\% | 87\% | 87\% |
| Floating rate mortgages with interest rate floors ${ }^{(1)}$ | 7\% | 7\% | 7\% | 7\% | 7\% | 7\% | 7\% | 7\% |
| Floating rate mortgages without interest rate floors | 11\% | 11\% | 10\% | 9\% | 8\% | 7\% | 6\% | 6\% |
| Total | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% |

${ }^{(1)}$ Floating rate mortgages with interest rate floors represent mortgages whose rate are allowed to move up or down by way of reference to an index rate, but are subject to a minimum fixed rate.

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Table 15: Mortgage principal outstanding - by province ${ }^{(1)}$

| (STHOUSANDS) | 2016 |  |  |  |  |  | 2015 |  |  |  |  |  |  |  |  |  |  |  | 2014 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 Q1 |  |  |  |  |  | Q4 |  |  |  |  | Q3 |  |  | Q2 |  |  | Q1 | Q4 ${ }^{\text {a }}$ |  |  |  |  |  |  |
|  |  | Amount | \% |  | Amount | \% |  | Amount | \% |  | Amount | \% |  | Amount | \% |  | Amount | \% |  | Amount | \% |  |  | Amount | \% |
| Single Family Lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 5,485,009 | 34\% | \$ | 5,184,491 | 34\% | \$ | 4,958,225 | 34\% | \$ | 4,765,953 | 34\% | \$ | 4,542,015 | 34\% | \$ | 4,355,572 | 34\% | \$ | 4,122,706 | 34\% |  | \$ | 3,771,434 | 33\% |
| Alberta |  | 919,447 | 6\% |  | 914,251 | 6\% |  | 909,425 | 6\% |  | 909,805 | 7\% |  | 906,994 | 7\% |  | 895,001 | 7\% |  | 876,586 | 7\% |  |  | 800,149 | 7\% |
| Quebec |  | 198,040 | 1\% |  | 163,888 | 1\% |  | 137,910 | 1\% |  | 114,548 | 1\% |  | 86,872 | 1\% |  | 61,484 | 0\% |  | 36,877 | 0\% |  |  | 16,628 | 0\% |
| British Columbia |  | 346,034 | 2\% |  | 284,356 | 2\% |  | 243,914 | 2\% |  | 235,591 | 2\% |  | 216,048 | 2\% |  | 190,129 | 1\% |  | 170,725 | 1\% |  |  | 154,624 | 1\% |
| Saskatchewan |  | 74,752 | 0\% |  | 76,435 | 0\% |  | 77,252 | 1\% |  | 79,903 | 1\% |  | 80,363 | 1\% |  | 82,188 | 1\% |  | 78,694 | 1\% |  |  | 74,927 | 1\% |
| Other Provinces |  | 131,964 | 1\% |  | 127,592 | 1\% |  | 122,938 | 1\% |  | 119,609 | 1\% |  | 114,172 | 1\% |  | 107,091 | 1\% |  | 100,260 | 1\% |  |  | 91,369 | 1\% |
|  | \$ | 7,155,246 | 44\% | \$ | 6,751,013 | 44\% | \$ | 6,449,663 | 44\% | \$ | 6,225,409 | 45\% | \$ | 5,946,464 | 45\% | \$ | 5,691,465 | 45\% | \$ | 5,385,848 | 44\% |  | \$ | 4,909,131 | 43\% |
| Commercial Lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 1,574,719 | 10\% | \$ | 1,465,093 | 9\% | \$ | 1,426,315 | 10\% | \$ | 1,413,563 | 10\% | \$ | 1,464,394 | 11\% | \$ | 1,468,631 | 12\% | \$ | 1,460,167 | 12\% |  | \$ | 1,468,037 | 13\% |
| Alberta |  | 272,609 | 2\% |  | 267,008 | 2\% |  | 246,922 | 2\% |  | 272,998 | 2\% |  | 278,400 | 2\% |  | 295,090 | 2\% |  | 290,705 | 2\% |  |  | 290,778 | 3\% |
| Quebec |  | 423,578 | 3\% |  | 393,323 | 3\% |  | 384,052 | 3\% |  | 386,402 | 3\% |  | 381,832 | 3\% |  | 378,753 | 3\% |  | 389,599 | 3\% |  |  | 362,490 | 3\% |
| British Columbia |  | 72,468 | 0\% |  | 50,886 | 0\% |  | 32,606 | 0\% |  | 30,111 | 0\% |  | 38,594 | 0\% |  | 60,290 | 0\% |  | 55,231 | 0\% |  |  | 49,826 | 0\% |
| Saskatchewan |  | 13,929 | 0\% |  | 39,429 | 0\% |  | 38,156 | 0\% |  | 35,941 | 0\% |  | 35,420 | 0\% |  | 32,498 | 0\% |  | 29,658 | 0\% |  |  | 34,875 | 0\% |
| Other Provinces |  | 80,243 | 0\% |  | 97,599 | 1\% |  | 101,415 | 1\% |  | 101,459 | 1\% |  | 91,219 | 1\% |  | 93,388 | 1\% |  | 80,014 | 1\% |  |  | 77,819 | 1\% |
|  | \$ | 2,437,546 | 15\% | \$ | 2,313,337 | 15\% | \$ | 2,229,466 | 15\% | \$ | 2,240,474 | 16\% | \$ | 2,289,859 | 17\% | \$ | 2,328,651 | 18\% | \$ | 2,305,375 | 19\% |  | \$ | 2,283,825 | 20\% |
| Total mortgage principal - Core Lending | \$ | 9,592,792 | 59\% | \$ | 9,064,350 | 59\% | \$ | 8,679,129 | 59\% | \$ | 8,465,883 | 61\% | \$ | 8,236,323 | 63\% | \$ | 8,020,116 | 63\% | \$ | 7,691,223 | 63\% |  | \$ | 7,192,956 | 62\% |
| Multi-unit residential |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 1,458,201 | 9\% | \$ | 1,560,075 | 10\% | \$ | 1,516,645 | 10\% | \$ | 1,551,250 | 11\% | \$ | 1,543,023 | 12\% | \$ | 1,686,992 | 13\% | \$ | 1,656,273 | 14\% |  | \$ | 1,685,359 | 15\% |
| Alberta |  | 641,089 | 4\% |  | 673,371 | 4\% |  | 670,894 | 5\% |  | 628,166 | 5\% |  | 588,644 | 4\% |  | 608,581 | 5\% |  | 600,977 | 5\% |  |  | 612,865 | 5\% |
| Quebec |  | 790,335 | 5\% |  | 880,665 | 6\% |  | 885,550 | 6\% |  | 833,527 | 6\% |  | 822,084 | 6\% |  | 821,493 | 6\% |  | 834,182 | 7\% |  |  | 881,238 | 8\% |
| British Columbia |  | 403,411 | 2\% |  | 410,498 | 3\% |  | 438,295 | 3\% |  | 409,698 | 3\% |  | 412,730 | 3\% |  | 382,201 | 3\% |  | 410,328 | 3\% |  |  | 396,652 | 3\% |
| Saskatchewan |  | 154,093 | 1\% |  | 158,013 | 1\% |  | 155,411 | 1\% |  | 156,354 | 1\% |  | 159,788 | 1\% |  | 156,894 | 1\% |  | 143,558 | 1\% |  |  | 106,326 | 1\% |
| Other Provinces |  | 279,436 | 2\% |  | 331,268 | 2\% |  | 325,593 | 2\% |  | 332,113 | 2\% |  | 334,243 | 3\% |  | 332,466 | 3\% |  | 330,213 | 3\% |  |  | 344,477 | 3\% |
|  | \$ | 3,726,566 | 23\% | \$ | 4,013,890 | 26\% | \$ | 3,992,388 | 27\% | \$ | 3,911,108 | 28\% | \$ | 3,860,512 | 29\% | \$ | 3,988,627 | 31\% | \$ | 3,975,531 | 32\% |  | \$ | 4,026,918 | 35\% |
| Prime single family residential |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 1,564,574 | 10\% | \$ | 1,280,348 | 8\% | \$ | 1,033,032 | 7\% | \$ | 758,823 | 5\% | \$ | 503,539 | 4\% | \$ | 310,014 | 2\% | \$ | 223,626 | 2\% |  | \$ | 100,581 | 1\% |
| Alberta |  | 571,655 | 4\% |  | 514,056 | 3\% |  | 448,413 | 3\% |  | 378,425 | 3\% |  | 293,769 | 2\% |  | 218,176 | $2 \%$ |  | 176,501 | 1\% |  |  | 98,598 | 1\% |
| Quebec |  |  | 0\% |  |  | 0\% |  | - | 0\% |  | - | 0\% |  | - | 0\% |  | - | 0\% |  | - | 0\% |  |  | - | 0\% |
| British Columbia |  | 362,871 | 2\% |  | 285,527 | 2\% |  | 213,577 | 1\% |  | 166,826 | 1\% |  | 135,721 | 1\% |  | 102,064 | 1\% |  | 86,607 | 1\% |  |  | 60,978 | 1\% |
| Saskatchewan |  | 128,991 | 1\% |  | 117,454 | 1\% |  | 106,499 | 1\% |  | 92,675 | 1\% |  | 62,032 | 0\% |  | 47,543 | 0\% |  | 38,059 | 0\% |  |  | 22,972 | 0\% |
| Other Provinces |  | 213,844 | 1\% |  | 188,399 | 1\% |  | 161,409 | 1\% |  | 131,686 | 1\% |  | 83,651 | 1\% |  | 63,739 | 0\% |  | 49,151 | 0\% |  |  | 29,795 | 0\% |
|  | \$ | 2,841,935 | 18\% | \$ | 2,385,784 | 15\% | \$ | 1,962,930 | 14\% | \$ | 1,528,435 | 11\% | \$ | 1,078,712 | 8\% | \$ | 741,536 | 6\% | \$ | 573,944 | 5\% |  | \$ | 312,923 | 3\% |
| Total mortgage principal - Securitization Financing | \$ | 6,568,501 | 41\% | \$ | 6,399,674 | 41\% | \$ | 5,955,318 | 41\% | \$ | 5,439,543 | 39\% | \$ | 4,939,224 | 37\% | \$ | 4,730,163 | 37\% | \$ | 4,549,475 | 37\% |  | \$ | 4,339,841 | 38\% |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 10,082,504 | 62\% | \$ | 9,490,008 | 61\% | \$ | 8,934,217 | 61\% | \$ | 8,489,589 | 61\% | \$ | 8,052,971 | 61\% | \$ | 7,821,210 | 61\% | \$ | 7,462,772 | 61\% |  | \$ | 7,025,411 | 61\% |
| Alberta |  | 2,404,800 | 15\% |  | 2,368,686 | 15\% |  | 2,275,654 | 16\% |  | 2,189,394 | 16\% |  | 2,067,807 | 16\% |  | 2,016,848 | 16\% |  | 1,944,770 | 16\% |  |  | 1,802,390 | 16\% |
| Quebec |  | 1,411,952 | 9\% |  | 1,437,876 | 9\% |  | 1,407,511 | 10\% |  | 1,334,477 | 10\% |  | 1,290,788 | 10\% |  | 1,261,729 | 10\% |  | 1,260,658 | 10\% |  |  | 1,260,356 | 11\% |
| British Columbia |  | 1,184,784 | 7\% |  | 1,031,267 | 7\% |  | 928,391 | 6\% |  | 842,226 | 6\% |  | 803,093 | 6\% |  | 734,685 | 6\% |  | 722,890 | 6\% |  |  | 662,081 | 6\% |
| Saskatchewan |  | 371,766 | 2\% |  | 391,330 | 3\% |  | 377,319 | 3\% |  | 364,873 | 3\% |  | 337,602 | 3\% |  | 319,123 | 3\% |  | 289,970 | 2\% |  |  | 239,100 | 2\% |
| Other Provinces |  | 705,487 | 4\% |  | 744,859 | 5\% |  | 711,355 | 5\% |  | 684,867 | 5\% |  | 623,286 | 5\% |  | 596,684 | 5\% |  | 559,638 | 5\% |  |  | 543,459 | 5\% |
| Total mortgage principal | \$ | 16,161,293 | 100\% | \$ | 15,464,024 | 100\% | \$ | 14,634,447 | 100\% | \$ | 13,905,426 | 100\% | \$ | 13,175,547 | 100\% | \$ | 12,750,279 | 100\% | \$ | 12,240,698 | 100\% |  | \$ | 11,532,797 | 100\% |

${ }^{(1)}$ Geographic location based on the address of the property mortgaged.

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Table 16: Residential mortgage and HELOC principal outstanding - by province ${ }^{(1)}$

${ }^{(1)}$ Geographic location based on the address of the property mortgaged.
${ }^{(2)}$ HELOC represents the drawn amount of the secured line of credit.
${ }^{(3)}$ Insured by either CMHC or Genworth.
${ }^{(4)}$ Represents single family residential condominium mortgages and are included in Ontario totals above.

Table 17: Residential mortgage principal outstanding - by remaining amortization ${ }^{(1)}$

| (\$ THOUSANDS) |  | $\begin{array}{r} <5 \\ \text { years } \end{array}$ |  | $\begin{array}{r} \hline 5-<10 \\ \text { years } \end{array}$ |  | $\begin{array}{r} 10-<15 \\ \text { years } \end{array}$ |  | $\begin{array}{r} \hline 15-<20 \\ \text { years } \end{array}$ |  | $\begin{array}{r} 20-<25 \\ \text { years } \end{array}$ |  | $\begin{array}{r} 25-<30 \\ \text { years } \end{array}$ |  | $\begin{array}{r} \hline 30-<35 \\ \text { years } \end{array}$ |  | $\begin{aligned} & \hline>=35 \\ & \text { years } \end{aligned}$ |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q2 2016 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total residential | \$ | 831 | \$ | 11,857 | \$ | 55,950 | \$ | 247,111 | \$ | 2,434,154 | \$ | 7,088,276 | \$ | 132,704 | \$ | 1,521 | \$ | 9,972,404 |
| mortgages |  | 0\% |  | 0\% |  | 1\% |  | 2\% |  | 24\% |  | 71\% |  | 1\% |  | 0\% |  | 100\% |
| Q1 2016 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total residential | \$ | 1,095 | \$ | 10,686 | \$ | 44,659 | \$ | 221,261 | \$ | 2,170,411 | \$ | 6,525,904 | \$ | 138,318 | \$ | 1,735 | \$ | 9,114,069 |
| mortgages |  | 0\% |  | 0\% |  | 0\% |  | 2\% |  | 24\% |  | 72\% |  | 2\% |  | 0\% |  | 100\% |
| Q4 2015 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total residential | \$ | 935 | \$ | 9,367 | \$ | 35,678 | \$ | 185,372 | \$ | 1,931,540 | \$ | 6,074,542 | \$ | 153,039 | \$ | 1,519 | \$ | 8,391,992 |
| mortgages |  | 0\% |  | 0\% |  | 0\% |  | 3\% |  | 23\% |  | 72\% |  | 2\% |  | 0\% |  | 100\% |
| Q3 2015 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total residential | \$ | 1,078 | \$ | 7,745 | \$ | 31,889 | \$ | 157,311 | \$ | 1,656,206 | \$ | 5,680,184 | \$ | 201,087 | \$ | 1,911 | \$ | 7,737,411 |
| mortgages |  | 0\% |  | 0\% |  | 0\% |  | 3\% |  | 21\% |  | 73\% |  | 3\% |  | 0\% |  | 100\% |
| Q2 2015 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total residential | \$ | 1,380 | \$ | 8,420 | \$ | 28,337 | \$ | 138,473 | \$ | 1,284,811 | \$ | 5,273,219 | \$ | 271,991 | \$ | 4,595 | \$ | 7,011,226 |
| mortgages |  | 0\% |  | 0\% |  | 0\% |  | 2\% |  | 18\% |  | 75\% |  | 4\% |  | 0\% |  | 100\% |
| Q1 2015 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total residential | \$ | 987 | \$ | 8,384 | \$ | 28,631 | \$ | 122,656 | \$ | 999,152 | \$ | 4,911,680 | \$ | 344,319 | \$ | 6,393 | \$ | 6,422,202 |
| mortgages |  | 0\% |  | 0\% |  | 0\% |  | 2\% |  | 16\% |  | 76\% |  | 5\% |  | 0\% |  | 100\% |
| Q4 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total residential | \$ | 717 | \$ | 7,304 | \$ | 24,697 | \$ | 111,945 | \$ | 816,774 | \$ | 4,580,706 | \$ | 396,498 | \$ | 12,667 | \$ | 5,951,308 |
| mortgages |  | 0\% |  | 0\% |  | 0\% |  | 2\% |  | 14\% |  | 77\% |  | 7\% |  | 0\% |  | 100\% |
| Q3 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total residential | \$ | 388 | \$ | 7,217 | \$ | 21,497 | \$ | 103,829 | \$ | 559,440 | \$ | 4,064,455 | \$ | 445,999 | \$ | 15,826 | \$ | 5,218,651 |
| mortgages |  | 0\% |  | 0\% |  | 0\% |  | 2\% |  | 11\% |  | 78\% |  | 9\% |  | 0\% |  | 100\% |

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Table 18: Uninsured average loan-to-value of newly originated and newly acquired ${ }^{(1)}$

|  | 2016 |  |  |  | 2015 |  |  |  |  |  |  |  | 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 ${ }^{\text {Q }}$ |  |  |  | Q4 |  |  | Q3 |  | Q2 |  | Q1 | Q4 |  |  | Q3 |
|  | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ |
| Ontario | 73\% | 5\% | 73\% | 7\% | 74\% | 6\% | 75\% | 6\% | 74\% | 5\% | 75\% | 6\% | 75\% | 6\% | 75\% | 5\% |
| Alberta | 73\% | 2\% | 72\% | 4\% | 71\% | 6\% | 72\% | 3\% | 72\% | 4\% | 72\% | 10\% | 74\% | 9\% | 75\% | 5\% |
| British Columbia | 69\% | 5\% | 71\% | 6\% | 68\% | 3\% | 72\% | 4\% | 70\% | 4\% | 71\% | 3\% | 73\% | 3\% | 73\% | 5\% |
| Manitoba | 77\% | 1\% | 75\% | 1\% | 75\% | 5\% | 74\% | 8\% | 74\% | 3\% | 77\% | 2\% | 74\% | 3\% | 74\% | 8\% |
| Saskatchewan | 72\% | 2\% | 69\% | 2\% | 73\% | 1\% | 68\% | 8\% | 66\% | 2\% | 71\% | 18\% | 72\% | 5\% | 73\% | 2\% |
| Other Provinces | 71\% | 18\% | 71\% | 3\% | 70\% | 2\% | 71\% | 2\% | 70\% | 5\% | 70\% | 4\% | 71\% | 3\% | 71\% | 5\% |
| Total Canada | 73\% | 5\% | 73\% | 7\% | 74\% | 6\% | 75\% | 6\% | 74\% | 5\% | 74\% | 6\% | 75\% | 7\% | 75\% | 5\% |
| Downtown Toronto condominiums ${ }^{(3)}$ | 69\% | 5\% | 64\% | 2\% | 64\% | 2\% | 64\% | 2\% | 64\% | 2\% | 64\% | 2\% | 68\% | 3\% | 70\% | 0\% |

${ }^{(1)}$ Geographic location based on the address of the property mortgaged.
${ }^{(2)}$ The loan-to-value ("LTV") of the HELOC represents the authorized HELOC amount as a percentage of the original property value. There are also mortgages associated with most of these properties, but the aggregate LTV are not presented on this chart.
Aggregate LTVS do not exceed $80 \%$.
${ }^{(3)}$ Included in Ontario totals above.

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Table 19: Average loan-to-value of existing residential mortgages ${ }^{(1)(3)}$

|  | 2016 |  |  |  |  |  | 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 Q1 |  |  |  |  |  | Q4 |  |  |  |  | Q3 |
|  | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ |
| Ontario | 75\% | 64\% | 68\% | 74\% | 67\% | 69\% | 74\% | 67\% | 69\% | 74\% | 66\% | 68\% |
| Alberta | 83\% | 67\% | 75\% | 85\% | 70\% | 77\% | 85\% | 69\% | 76\% | 84\% | 67\% | 74\% |
| British Columbia | 80\% | 64\% | 72\% | 76\% | 62\% | 69\% | 79\% | 63\% | 71\% | 81\% | 64\% | 72\% |
| Manitoba | 83\% | 69\% | 76\% | 82\% | 70\% | 76\% | 83\% | 70\% | 76\% | 84\% | 70\% | 76\% |
| Saskatchewan | 86\% | 60\% | 78\% | 83\% | 63\% | 77\% | 85\% | 64\% | 77\% | 85\% | 63\% | 77\% |
| Other Provinces | 87\% | 66\% | 75\% | 87\% | 70\% | 77\% | 86\% | 69\% | 76\% | 87\% | 68\% | 76\% |
| Total Canada | 78\% | 65\% | 70\% | 78\% | 67\% | 71\% | 78\% | 67\% | 71\% | 78\% | 66\% | 70\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | 201 |  |  |  |  |  | 20 |  |  |  |
|  |  |  | Q2 |  |  | Q1 |  |  | Q4 |  |  | Q3 |
|  | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured $^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | 73\% | 67\% | 69\% | 72\% | 69\% | 70\% | 67\% | 69\% | 68\% | 65\% | 68\% | 67\% |
| Alberta | 83\% | 68\% | 73\% | 82\% | 68\% | 72\% | 79\% | 67\% | 70\% | 76\% | 66\% | 68\% |
| British Columbia | 82\% | 64\% | 72\% | 84\% | 65\% | 73\% | 84\% | 66\% | 73\% | 82\% | 66\% | 71\% |
| Manitoba | 81\% | 69\% | 73\% | 80\% | 70\% | 73\% | 77\% | 68\% | 71\% | 72\% | 67\% | 68\% |
| Saskatchewan | 85\% | 65\% | 75\% | 85\% | 67\% | 75\% | 84\% | 67\% | 74\% | 81\% | 66\% | 71\% |
| Other Provinces | 86\% | 68\% | 75\% | 87\% | 70\% | 76\% | 86\% | 69\% | 76\% | 80\% | 67\% | 72\% |
| Total Canada | 77\% | 67\% | 70\% | 77\% | 69\% | 71\% | 73\% | 69\% | 69\% | 70\% | 67\% | 68\% |

[^1]EQUITABLE
Group Inc.
Table 20: Alberta and Saskatchewan portfolios


[^2]EqUITABLE
GROUP INC
Table 21: Modified Capital Disclosure Template - Equitable Bank


Equitable
Group Inc.
Table 21: Modified Capital Disclosure Template - Equitable Bank

| (STHUSAnos) | 2015 |  |  |  |  | 2014 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | All-in |  | Transitional | All-n | $\frac{01}{\text { Transitional }}$ | Allin |  | ${ }_{\text {Transitional }}^{\text {Q }}$ | Allin | ${ }_{\text {Transitional }}{ }^{\text {Qa }}$ |
| (Stousame |  |  |  |  |  |  |  |  |  |  |
| Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplus | s | 150,008 |  | s | 149,324 |  | \$ |  | 148,564 | s | 147,773 |  |
| 2 Retained earnings |  | 544,500 |  | 516,230 |  |  | 490,774 |  | 468,342 |  |
| 3 Accumulate othe comprehensive income (and other reserves) |  | (13,023) |  | $(8,263)$ |  |  | (2,453) |  | (786) |  |
| ${ }^{4}$ Direetly issued capital subject to phase out from CET1 (only applicable to non-joint stock companies) |  |  |  |  |  |  |  |  |  |  |
| 5 Common share capital issued by subsidiaries and held by third parties (amount allowed in group CET1) |  |  |  |  |  |  |  |  |  |  |
| 6 Common Equity Tier 1 capital before ereulatory adjustments | s | 682,485 | s | 657,291 |  | s | 636,885 | s | 615,329 |  |
| Common Equity Tier 1 capital regulator adjustments |  |  |  |  |  |  |  |  |  |  |
| 28 Total regulator adiustments to common Equity Ter 1 | s | (12,088) | s | (11,396) |  | s | (1,723) | s | (1,755) |  |
| 29 Common Equity Tier 1 capital ( (EF1) | s | 670,397 \$ | 686,455 | 645,895 | 657,872 | s | 635,162 5 | 640,554 \$ | 613,574 \$ | 617,943 |
| Additional Tier 1 capital : instruments |  |  |  |  |  |  |  |  |  |  |
| 30 Directy issued qualifying Additional 1 Ter 1 instruments plus related stock surplus | s |  | s | . |  | s |  | s |  |  |
| 31 of which: classified as equity under applicale accounting standards |  |  |  |  |  |  |  |  |  |  |
| 32 of which: classified as liabilites under applicable a ccounting standards |  |  |  |  |  |  |  |  |  |  |
| 33 Directly issued capita instruments subject to phase out from Additional Tier 1 |  | 72,554 |  | 72,554 |  |  | 72,4 |  | 72,4 |  |
| 34 Additional Tier 1 instruments (and CET1 instruments not included in row 5) İssued by subsidiaries and held by third parties (amount allowed in |  |  |  |  |  |  |  |  |  |  |
| group AT1) <br> 35 of which instruments issued by subsidiaries subject to phase out |  |  |  |  |  |  |  |  |  |  |
| 36 Additional Tier 1 capital beforer eegulatory adjustments | s | 72,554 | 5 | 72,554 |  | s | 72,409 | 5 | 72,409 |  |
| Additional Tier 1 capital : regulator adiustments |  |  |  |  |  |  |  |  |  |  |
| 43 Total regulatory adiustments to Additional Tier 1 capital | s |  | s | (4,735) |  | \$ | $(4,806)$ | s |  |  |
| 44 Additional Tier 1 capital (AT1) |  | 72,554 |  | 67,819 |  |  | 67,603 |  | 72,409 |  |
| 45 Tier 1 capital ( $11=$ CET $1+$ AT1) | 5 | 742,951 ¢ | 750,204 S | 713,714 S | ${ }^{722,371}$ | s | 702,765 s | 707,988 S | 685,983 ¢ | ${ }^{687,387}$ |
| Tier 2 capital instruments and allowances |  |  |  |  |  |  |  |  |  |  |
| 46 Directy issued qualifying tier 2 instruments plus related stock surplus | s |  | s |  |  | \$ |  | s |  |  |
| 47 Directly issued capita instruments subject to phase out from Tier 2 |  | 85,00 |  | 85,000 |  |  | 85,000 |  | 92, |  |
| 48 Tier 2 instruments (and CET1 and AT1 instruments not included in row 5 or 34 ) issued by subsidiaries and held by third parties (amount allowed |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| ${ }_{50}^{49}$ Oollective uliownencres |  | 30,275 |  | 29.082 |  |  | 29,510 |  | 11 |  |
| 51 Tier 2 capital befofre regulatory adjustments | 5 | 115,275 | 5 | 114,082 |  | s | 114,510 | s | 121,794 |  |
| Tier 2 capital: regulatory adiustments |  |  |  |  |  |  |  |  |  |  |
| 57 Total regulatory adiustments to Tier 2 capital | s |  | s |  |  | \$ | - | s |  |  |
| 58 Tier 2 capital (T2) |  | 115,275 |  | 114,082 |  |  | 114,510 |  | 121,794 |  |
| 59 Total (apital(T $=$ T1 $1+$ T2) | 5 | 858,226 5 | 865,479 S | 827,796 S | 836,453 | s | 817,275 S | 822,498 S | 807,777 \$ | 809,181 |
| Total r is-weighted assets | s | 4,983,762 \$ | 4,993,524 s | 4,867,218 \$ | 4,879,538 | \$ | 4,721,132 \$ | 4,729,127 \$ | 4,614,415 5 | 4,615,819 |
| Capital ratios |  |  |  |  |  |  |  |  |  |  |
| 61 Common Equity Tier 1 (as a percentage of risk-weighted assets) |  | 13.5\% | 13.7\% | 13.2\% | 13.5\% |  | 13.5\% | 13.5\% | 13.3\% | 13.4\% |
| 62 Tier 1 (as a percentage of fisk-weighted assets) |  | 14.9\% | 15.\% | 14.7\% | 14.8\% |  | 14.9\% | 15.\% | 14.9\% | 14.9\% |
| 63 Total capital (as a percentage of risk-weighted assets) |  | 17.2\% | 17.3\% | 17.\% | 17.1\% |  | 17.3\% | 17.4\% | 17.5\% | 17.5\% |
| OSFI allin traget |  |  |  |  |  |  |  |  |  |  |
| 69 Common Equity Tier 1 capitalallin triget ratio |  | 7.0\% |  | 7.0\% |  |  | 7.0\% |  | 7.0\% |  |
| 70 Tier 1 capital al-in target ratio |  | 8.5\% |  | 8.5\% |  |  | 8.5\% |  | 8.5\% |  |
| 71 Total capital ll-in traget ratio |  | 10.5\% |  | 10.5\% |  |  | 10.5\% |  | 10.5\% |  |
| Capital instruments subject to phase-out arangements (only applicable between 1 Jan 2013 and 1 Jan 2022) |  |  |  |  |  |  |  |  |  |  |
| 80 Current cap on CET1 instruments subject to phase out arrangements |  | N/A |  | N/A |  |  | N/A |  | N/A |  |
| ${ }_{81}^{81}$ Amount excluded from CET1 due to cap (excess over cap after redemptions and maturities) |  | N/A |  | N/A |  |  | N/A |  | N/A |  |
| ${ }_{83}^{82}$ Curent cap on AT1 instrum ents subject top opase out arangements |  | N/A |  | N/A |  |  | N/A |  | N/A |  |
| ${ }_{84}^{83}$ Amounts excluded from AT1 due to cap execess over cap aterer redemptions and maturities) |  | N/A |  | N/A |  |  | N/A |  | N/A |  |
| 85 Amounts exluded from T2 due to cap (exeess over cap after redemptions and maturities) |  |  |  |  |  |  |  |  |  |  |

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Table 22: Leverage Ratio - Equitable Bank ${ }^{(11)(2)}$


[^3]5.2\%
5.2\%
5.3\%
5.5\%

## EQUITABLE

GROUP INC.

## Non-GAAP measures

## Assets-to-Capital Multiple ("ACM")

is measured by dividing the Bank's gross adjusted assets by total regulatory capital. The ACM is calculated on the "transitional" basis in accordance with OSFI's CAR Guideline.
Assets Under Management ("AUM")
is the sum of total assets reported on the consolidated balance sheet and mortgage principal derecognized but still managed by the Company.

## Book value per common share

is calculated by dividing common shareholders' equity by the number of common shares outstanding.

## Common Equity Tier 1 Capital ("CET1")

is defined as shareholders' equity plus any qualifying other non-controlling interest in subsidiaries less preferred shares issued and outstanding, any goodwill, other intangible assets and cash flow hedge reserve components of accumulated other comprehensive income

CET1 Ratio
is defined as CET1 as a percentage of total RWA. This ratio is calculated for the Bank on the "all-in" basis in accordance with the guidelines issued by OSFI.

## Efficiency Ratio

is derived by dividing non-interest expenses by the sum of net revenue. A lower efficiency ratio reflects a more efficient cost structure.

## Investments in our future

is the portion of non-interest expenses spent on various strategic initiatives to enable future growth and maintain our superior level of service.

## Leverage Ratio

is calculated by dividing Tier 1 Capital by an exposure measure. The exposure measure consists of total assets (excluding items deducted from Tier 1 Capital) and certain off-balance sheet items converted into credit exposure equivalents. Adjustments are also made to derivatives and secured financing transactions to reflect credit and other risks.
This ratio is calculated for the Bank on the "all-in" basis in accordance with the guidelines issued by OSFI.

## Liquid assets

is a measure of the Company's cash or assets that can be readily converted into cash, which are held for the purposes of funding mortgages, deposit maturities, and the ability to collect other receivables and settle other obligations.

## Mortgages Under Management ("MUM")

is the sum of mortgage principal reported on the consolidated balance sheet and mortgage principal derecognized but still managed by the Company.
Net interest margin ("NIM")
is calculated on an annualized basis by dividing net interest income - TEB by the average total interest earning assets for the period
Net revenue
is calculated as the sum of net interest income, other income, and the TEB adjustment

## Provision for credit losses rate

is calculated on an annualized basis and is defined as the provision for credit losses as a percentage of average loan portfolio outstanding during the period.

## Return on average assets

is calculated on an annualized basis and is defined as net income as a percentage of average month-end total assets balances outstanding during the period.

## Return on shareholders' equity ("ROE")

is calculated on an annualized basis and is defined as net income available to common shareholders as a percentage of the weighted average common equity outstanding during the period.

## EQUITABLE

GROUP INC

## Non-GAAP measures

## Risk-weighted assets ("RWA")

represents the Bank's assets and off-balance sheet exposures, weighted according to risk as prescribed by OSFI under the CAR Guideline.
Securitization Financing MUM
is the sum of Securitization Financing mortgage principal reported on the consolidated balance sheet and Securitization Financing mortgage principal derecognized but still managed by the Company
Taxable equivalent basis ("TEB")
The TEB methodology grosses up tax-exempt income, such as dividends from equity securities, by an amount which makes this income comparable on a pre-tax basis to regular taxable income such as mortgage interest.

## Tier 1 Capital

is calculated by adding non-cumulative preferred shares to CET1
Tier 2 Capital
is equal to the sum of the Bank's collective allowance and subordinated debentures
Tier 1 Ratio
is calculated by dividing Tier 1 Capital by Total RWA. This ratio is calculated for the Bank on the "all-in" basis in accordance with the guidelines issued by OSFI,

## Total Capital

equals to Tier 1 plus Tier 2 Capital
Total Capital Ratio
is calculated by dividing Total Capital by Total RWA. This ratio is calculated for the Bank on the "all-in" basis in accordance with the guidelines issued by OSFI.

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GROUP INC

Additional GAAP measures

Net interest income
is defined as total revenues derived from interest or dividend generating assets less total expenses related to interest bearing liabilities.
Total revenue
is defined as interest income plus other income.

## Acronyms

AOCI
Accumulated Other Comprehensive Income (Loss)
BCBS
Basel Committee on Banking Supervision

CAR
Capital Adequacy Requirements

CMHC
Canada Mortgage and Housing Corporation
EPS
Earnings per Share

GAAP
Generally Accepted Accounting Principle

GICs
Guaranteed Investment Certificates

HELOC
Home Equity Line of Credit

HISAs
High Interest Savings Accounts

LTV
Loan-to-Value ratio

OSFI
Office of the Superintendent of Financial Institutions Canada

TFSAs
Tax-Free Savings Account


[^0]:    ${ }^{(1)}$ Average balance is calculated based on opening and closing month-end balances outstanding during the period.

[^1]:    ${ }^{(1)}$ Geographic location based on the address of the property mortgaged.
    ${ }^{(2)}$ Based on current property values. Current values are estimated using a Housing Price Index.
    ${ }^{(3)}$ The LTV of HELOC is not included in this chart.

[^2]:    Insured by either CMHC or Genworth.
    multi-unit residential mortgage
    . 3 . 3015 - $\$ 14.3$ million) Heloc principal outstanding
    There are no multi-units residential mortgages in the uninsured commercial portfolio.

[^3]:    22 Basel III Leverage Ratio
    (2) This table has been extracted from and should be read in conjunction with the BCBS Leverage Ratio Framework and OSFI's Leverage Requirements guideline.
    (2) The Leverage Ratio has replaced the OSFI ACM effective lanuary 1, 2015, thus it is not aplicalle for
    ${ }^{\text {(2) Th }}$ The Leverage Ratio has replaced the OSFI ACM effective January 1,2015 , thus it is not applicable for prior periods.

