

# CHALLENGER

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**FIRST QUARTER 2018  
SUPPLEMENTAL INFORMATION AND REGULATORY DISCLOSURES**

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

This Report should be read in conjunction with the Company's unaudited interim consolidated financial statements and accompanying notes, as well as Management's Discussion and Analysis ("MD&A") for the quarter ended March 31, 2018.

### 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 measures used in this Report are defined under the Section "Non-GAAP measures".

### Adoption of IFRS 9

Effective January 1, 2018, the Company adopted IFRS 9 *Financial Instruments* ("IFRS 9") issued by the International Accounting Standards Board ("IASB"), which replaced the IAS 39 *Financial Instruments: Recognition and Measurement* ("IAS 39"). Please refer to Notes 3 and 4 to the Q1 2018 interim consolidated financial statements for a summary of the Company's accounting policies as it relates to IFRS 9 and the transitional impact of IFRS 9 on January 1, 2018. We restated the opening retained earnings balance on January 1, 2018 to reflect the impact of the new requirements but did not restate the comparative periods, as permitted by the standard. Therefore, the provision and allowance for credit losses and related ratios for Q1 2018 versus the prior periods are not directly comparable.



**Table 1: Financial highlights**

(\$ THOUSANDS, EXCEPT SHARE, PER SHARE AMOUNTS AND PERCENTAGES)	2018		2017				2016			
	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2		
<b>RESULTS OF OPERATIONS</b>										
Net income	\$ 40,167	\$ 40,446	\$ 37,869	\$ 38,909	\$ 43,393	\$ 41,678	\$ 35,230	\$ 33,410		
Net income available to common shareholders	38,976	39,256	36,678	37,718	42,202	40,488	34,039	32,219		
Net interest income	81,270	79,697	71,964	78,349	78,352	77,926	70,827	67,010		
Total revenue	200,786	197,648	189,290	183,025	181,525	179,939	169,432	162,861		
EPS – basic <sup>(2)</sup>	\$ 2.36	\$ 2.38	\$ 2.23	\$ 2.29	\$ 2.56	\$ 2.58	\$ 2.19	\$ 2.07		
EPS – diluted <sup>(2)</sup>	\$ 2.34	\$ 2.36	\$ 2.21	\$ 2.28	\$ 2.54	\$ 2.56	\$ 2.16	\$ 2.05		
ROE <sup>(1)</sup>	14.5%	14.9%	14.4%	15.6%	18.4%	19.3%	17.2%	17.1%		
Return on average assets <sup>(1)</sup>	0.8%	0.8%	0.8%	0.8%	0.9%	0.9%	0.8%	0.8%		
NIM – TEB <sup>(1)</sup>										
Total Assets	1.58%	1.59%	1.47%	1.63%	1.66%	1.70%	1.64%	1.61%		
Core Lending	2.31%	2.33%	2.17%	2.41%	2.55%	2.64%	2.60%	2.55%		
Securitization Financing	0.22%	0.24%	0.25%	0.30%	0.22%	0.24%	0.19%	0.22%		
Efficiency Ratio – TEB <sup>(1)(2)</sup>	37.7%	37.3%	37.4%	39.2%	33.2%	33.9%	37.0%	38.2%		
<b>BALANCE SHEET</b>										
Total assets	21,054,763	20,634,250	20,221,205	19,795,986	19,300,418	18,973,588	18,062,846	17,147,854		
Assets Under Management <sup>(4)</sup>	25,259,152	24,652,969	24,274,172	23,641,546	22,959,080	22,277,769	21,024,401	19,709,617		
Mortgages receivable	19,676,690	19,298,548	18,787,348	18,263,623	18,164,958	17,783,803	17,049,744	16,244,106		
Mortgages Under Management <sup>(4)</sup>	23,794,216	23,233,420	22,753,938	22,013,453	21,743,431	21,004,013	19,922,211	18,723,056		
Shareholders' equity	1,181,472	1,138,117	1,098,325	1,060,852	1,023,702	977,150	879,367	843,924		
Liquid assets <sup>(5)</sup>	1,775,459	1,479,429	1,459,711	1,570,532	1,153,174	1,280,591	1,037,259	1,033,634		
Total assets held for regulatory purposes as a % of total										
Equitable Bank assets	7.8%	6.7%	6.7%	7.5%	5.4%	6.2%	5.1%	5.3%		
Total liquid assets as a % of total assets	8.4%	7.2%	7.2%	7.9%	6.0%	6.7%	5.7%	6.0%		
Deposit principal	11,880,741	11,024,720	10,506,896	10,006,735	9,949,511	9,680,163	9,180,647	9,048,465		
<b>CREDIT QUALITY</b>										
Provision for credit losses	770	387	40	378	738	870	1,243	105		
Provision for credit losses – rate <sup>(1)</sup>	0.02%	0.010%	0.001%	0.01%	0.02%	0.02%	0.03%	0.003%		
Net impaired mortgages as a % of total mortgage assets <sup>(4)</sup>	0.13%	0.12%	0.13%	0.16%	0.21%	0.21%	0.19%	0.20%		
Allowance for credit losses as a % of total mortgage assets	0.13%	0.17%	0.18%	0.19%	0.19%	0.19%	0.20%	0.20%		
<b>SHARE CAPITAL</b>										
Common shares outstanding	16,515,238	16,503,437	16,479,034	16,477,654	16,475,149	16,460,142	15,599,657	15,566,465		
Book value per common share <sup>(1)(5)</sup>	\$ 67.14	\$ 64.57	\$ 62.25	\$ 59.98	\$ 57.73	\$ 54.96	\$ 51.72	\$ 49.55		
Common share price – close	\$ 53.68	\$ 71.50	\$ 56.00	\$ 59.48	\$ 69.37	\$ 60.46	\$ 58.86	\$ 55.99		
Common share market capitalization	886,538	1,179,996	922,826	980,091	1,142,881	995,180	918,196	871,566		
Dividends declared per <sup>(6)</sup>										
Common share	\$ 0.26	\$ 0.25	\$ 0.24	\$ 0.23	\$ 0.23	\$ 0.22	\$ 0.21	\$ 0.21		
Preferred share – Series 3	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40		
<b>EQUITABLE BANK CAPITAL RATIOS<sup>(1)(6)</sup></b>										
Risk-weighted assets ("RWA") <sup>(1)</sup>	7,396,553	7,035,380	6,814,247	6,561,813	6,739,517	6,385,825	5,968,000	5,664,575		
CET1 Ratio	14.7%	14.8%	14.8%	14.8%	13.9%	14.0%	13.4%	13.5%		
Tier 1 Capital Ratio	15.7%	15.9%	15.8%	15.9%	15.0%	15.1%	14.6%	14.8%		
Total Capital Ratio	16.0%	16.3%	17.2%	17.4%	16.4%	16.6%	16.2%	16.5%		
Leverage Ratio	5.5%	5.4%	5.3%	5.3%	5.3%	5.1%	4.9%	5.0%		

<sup>(1)</sup> See Non-GAAP Measures section.

<sup>(2)</sup> Increases in this ratio reflect reduced efficiencies, whereas decreases reflect improved efficiencies.

<sup>(3)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts and ratios for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

<sup>(4)</sup> Effective January 1, 2018, as a result of adoption of IFRS 9, net impaired mortgages have been revised to include all mortgages that are in arrears 90 days or greater and reflect gross impaired mortgage assets less stage 3 allowances.

Prior period net impaired mortgages are presented under IAS 39 and do not include insured mortgages that are less than 365 days in arrears. Prior period net impaired mortgages equals to gross impaired mortgage assets less individual allowances.

<sup>(5)</sup> The adoption of IFRS 9 resulted in a \$0.42 increase in our book value per common share as at January 1, 2018.

<sup>(6)</sup> Effective January 1, 2018, the Bank adopted IFRS 9 and the transitional impact on regulatory capital and RWA was recognized upon adoption.

<sup>(7)</sup> YTD EPS may not equal the sum of the quarterly EPS' as a result of rounding.

<sup>(8)</sup> YTD dividends declared per share may not equal the sum of the quarterly dividends per share as a result of rounding.



**Table 2: Interim consolidated statements of income**

	2018		2017			2016		
(\$ THOUSANDS, EXCEPT SHARE AND PER SHARE AMOUNTS)	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Interest income:								
Mortgages – Core Lending	\$ 143,115	\$ 139,630	\$ 129,372	\$ 125,670	\$ 121,892	\$ 120,714	\$ 114,416	\$ 107,544
Mortgages – Securitization Financing	44,876	44,849	43,368	44,957	45,155	46,159	44,776	45,296
Investments	1,046	939	65	1,370	2,128	2,431	2,142	2,372
Other	3,805	3,728	4,296	1,715	1,328	1,347	1,087	1,227
	<b>192,842</b>	189,146	177,101	173,712	170,503	170,651	162,421	156,439
Interest expense:								
Deposits	62,284	57,289	54,004	49,817	46,994	46,619	47,229	46,085
Securitization liabilities	43,562	44,961	43,647	42,379	43,933	43,932	41,489	41,354
Bank facilities	5,726	6,970	6,536	2,217	274	1,224	1,926	1,040
Debentures	-	229	950	950	950	950	950	950
	<b>111,572</b>	109,449	105,137	95,363	92,151	92,725	91,594	89,429
Net interest income	<b>81,270</b>	79,697	71,964	78,349	78,352	77,926	70,827	67,010
Provision for credit losses	<b>770</b>	387	40	378	738	870	1,243	105
Net interest income after provision for credit losses	<b>80,500</b>	79,310	71,924	77,971	77,614	77,056	69,584	66,905
Other income:								
Fees and other income	5,377	6,153	7,492	6,853	7,804	6,809	3,873	3,781
Net (loss) gain on investments	(370)	-	(100)	(788)	-	(557)	(44)	747
Gains on securitization activities and income from securitization retained interests	2,937	2,349	4,797	3,248	3,218	3,036	3,182	1,894
	<b>7,944</b>	8,502	12,189	9,313	11,022	9,288	7,011	6,422
Net interest and other income	<b>88,444</b>	87,812	84,113	87,284	88,636	86,344	76,595	73,327
Non-interest expenses:								
Compensation and benefits	18,603	15,821	16,495	16,467	16,423	14,863	15,574	15,193
Other	15,207	17,252	15,147	18,028	13,397	14,887	13,465	13,179
	<b>33,810</b>	33,073	31,642	34,495	29,820	29,750	29,039	28,372
Income before income taxes	<b>54,634</b>	54,739	52,471	52,789	58,816	56,594	47,556	44,955
Income taxes:								
Current	14,320	10,360	15,773	7,896	16,191	13,426	8,227	7,875
Deferred	147	3,933	(1,171)	5,984	(768)	1,490	4,099	3,670
	<b>14,467</b>	14,293	14,602	13,880	15,423	14,916	12,326	11,545
Net income	<b>\$ 40,167</b>	\$ 40,446	\$ 37,869	\$ 38,909	\$ 43,393	\$ 41,678	\$ 35,230	\$ 33,410
Dividends on preferred shares	<b>1,191</b>	1,190	1,191	1,191	1,191	1,190	1,191	1,191
Net income available to common shareholders	<b>\$ 38,976</b>	\$ 39,256	\$ 36,678	\$ 37,718	\$ 42,202	\$ 40,488	\$ 34,039	\$ 32,219
Common shares outstanding:								
Weighted average basic	<b>16,507,603</b>	16,486,677	16,478,314	16,477,456	16,464,170	15,692,833	15,570,678	15,556,836
Weighted average diluted	<b>16,629,832</b>	16,625,927	16,570,256	16,567,699	16,614,221	15,808,124	15,722,532	15,709,456
Earnings per share:								
Basic	<b>\$ 2.36</b>	\$ 2.38	\$ 2.23	\$ 2.29	\$ 2.56	\$ 2.58	\$ 2.19	\$ 2.07
Diluted	<b>\$ 2.34</b>	\$ 2.36	\$ 2.21	\$ 2.28	\$ 2.54	\$ 2.56	\$ 2.16	\$ 2.05

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

**Table 3: Net interest income**

	2018		2017								2016					
	Q1 <sup>(4)</sup>		Q4		Q3		Q2		Q1		Q4		Q3		Q2	
	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>
(\$ THOUSANDS, EXCEPT PERCENTAGES)																
<b>Core Lending:</b>																
<i>Revenues derived from:</i>																
Mortgages	\$ 143,115	4.66%	\$ 139,630	4.62%	\$ 129,372	4.47%	\$ 125,670	4.46%	\$ 121,892	4.55%	\$ 120,714	4.63%	\$ 114,416	4.65%	\$ 107,544	4.65%
Liquidity investments	2,536	1.12%	2,322	1.05%	2,089	0.93%	1,397	0.74%	1,604	0.84%	1,611	0.84%	1,428	1.01%	1,573	0.97%
Equity securities – TEB <sup>(2)</sup>	1,419	5.52%	1,300	5.39%	1,402	5.92%	1,430	5.86%	1,828	6.43%	2,197	7.55%	2,040	6.67%	2,520	7.72%
	147,070	4.42%	143,252	4.38%	132,863	4.23%	128,497	4.24%	125,324	4.32%	124,522	4.40%	117,884	4.48%	111,637	4.45%
<i>Expenses related to:</i>																
Deposits and bank facilities	56,338	2.15%	53,471	2.07%	50,516	2.06%	46,246	1.98%	43,101	1.98%	43,195	1.98%	44,290	2.09%	42,944	2.13%
Secured backstop funding facility <sup>(3)</sup>	5,293	N/A	5,336	N/A	5,425	N/A	1,378	N/A	-	-%	-	-%	-	-%	-	-%
Debentures	-	N/A	229	7.22%	950	-	950	5.86%	950	5.93%	950	5.80%	950	5.81%	950	5.88%
Securitization liabilities	7,934	2.07%	8,449	2.00%	8,089	1.86%	6,604	1.65%	6,616	1.59%	6,025	1.55%	4,485	1.60%	3,643	1.50%
	69,565	2.31%	67,485	2.24%	64,980	2.24%	55,178	2.00%	50,667	1.94%	50,170	1.94%	49,725	2.06%	47,537	2.09%
Net interest income – TEB <sup>(2)</sup>	77,505	2.31%	75,767	2.33%	67,883	2.17%	73,319	2.41%	74,657	2.55%	74,352	2.64%	68,159	2.60%	64,100	2.55%
Taxable Equivalent Basis – adjustment <sup>(2)</sup>	(373)		(360)		(402)		(397)		(485)		(617)		(569)		(838)	
Core Lending	\$ 77,132		\$ 75,407		\$ 67,481		\$ 72,922		\$ 74,172		\$ 73,735		\$ 67,590		\$ 63,262	
<b>Securitization Financing:</b>																
<i>Revenues derived from:</i>																
Mortgages	\$ 44,876	2.58%	\$ 44,849	2.60%	\$ 43,368	2.54%	\$ 44,957	2.60%	\$ 45,155	2.54%	\$ 46,159	2.65%	\$ 44,776	2.61%	\$ 45,296	2.73%
Liquidity investments	1,269	2.26%	1,405	1.88%	1,272	1.42%	655	0.95%	509	1.19%	587	1.08%	330	1.03%	344	0.89%
	46,145	2.57%	46,254	2.57%	44,640	2.48%	45,612	2.54%	45,664	2.51%	46,746	2.61%	45,106	2.59%	45,640	2.68%
<i>Expenses related to:</i>																
Securitization liabilities	35,628	2.41%	36,512	2.46%	35,558	2.36%	35,775	2.36%	37,317	2.43%	37,907	2.51%	37,004	2.54%	37,711	2.60%
Deposits and secured funding facility	6,379	2.36%	5,452	2.03%	4,599	1.85%	4,410	1.76%	4,167	1.62%	4,648	1.70%	4,865	1.70%	4,181	1.79%
	42,007	2.40%	41,964	2.39%	40,157	2.29%	40,185	2.27%	41,484	2.31%	42,555	2.39%	41,869	2.40%	41,892	2.49%
Securitization Financing	\$ 4,138	0.22%	\$ 4,290	0.24%	\$ 4,483	0.25%	\$ 5,427	0.30%	\$ 4,180	0.22%	\$ 4,191	0.24%	\$ 3,237	0.19%	\$ 3,748	0.22%
Total interest earning asset – TEB <sup>(2)</sup>	\$ 81,643	1.58%	\$ 80,057	1.59%	\$ 72,366	1.47%	\$ 78,746	1.63%	\$ 78,837	1.66%	\$ 78,543	1.70%	\$ 71,396	1.64%	\$ 67,848	1.61%
Net interest income	\$ 81,270		\$ 79,697		\$ 71,964		\$ 78,349		\$ 78,352		\$ 77,926		\$ 70,827		\$ 67,010	

<sup>(1)</sup> Average rates are calculated based on the daily average balances outstanding during the period.

<sup>(2)</sup> See Non-GAAP Measures section.

<sup>(3)</sup> Since its establishment in June 2017, there have been no draws on the \$2 billion secured backstop funding facility.

<sup>(4)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts and ratios for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.



**Table 4: Securitization and derecognition activity**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	2018		2017				2016		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Securitization derecognized – non-prepayable Multis	\$ 236,297	\$ 192,703	\$ 276,902	\$ 273,070	\$ 242,542	\$ 172,778	\$ 130,656	\$ 125,432	
Securitization derecognized – prepayable mortgages <sup>(1)</sup>	-	-	-	-	149,049	198,364	296,626	253,087	
<b>Total principal derecognized</b>	<b>\$ 236,297</b>	<b>\$ 192,703</b>	<b>\$ 276,902</b>	<b>\$ 273,070</b>	<b>\$ 391,591</b>	<b>\$ 371,142</b>	<b>\$ 427,282</b>	<b>\$ 378,519</b>	
Gains on sale	\$ 1,889	\$ 1,842	\$ 2,504	\$ 2,717	\$ 3,570	\$ 2,117	\$ 2,505	\$ 1,894	
Income from securitization activities and retained interests:									
Income from retained interests	547	998	800	495	391	330	238	154	
Fair value gains (losses) on derivative financial instruments	501	(491)	1,493	36	(743)	589	439	(154)	
	<b>1,048</b>	<b>507</b>	<b>2,293</b>	<b>531</b>	<b>(352)</b>	<b>919</b>	<b>677</b>	<b>-</b>	
Gains on securitization activities and income from securitization retained interests	\$ 2,937	\$ 2,349	\$ 4,797	\$ 3,248	\$ 3,218	\$ 3,036	\$ 3,182	\$ 1,894	
Gains on sale margin <sup>(2)</sup>	<b>0.80%</b>	0.96%	0.90%	0.99%	0.91%	0.57%	0.59%	0.50%	

<sup>(1)</sup> 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.

<sup>(2)</sup> Gains on sale margin represents the gains on sale as a percentage of total principal derecognized.



**Table 5: Non-interest expenses and Efficiency Ratio**

(\$ THOUSANDS, EXCEPT PERCENTAGES AND FTE)	2018	2017				2016		
	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Compensation and benefits	\$ 18,603	\$ 15,821	\$ 16,495	\$ 16,467	\$ 16,423	\$ 14,863	\$ 15,574	\$ 15,193
Technology and system costs	4,901	5,490	4,974	5,764	4,809	5,198	4,929	5,046
Product costs	3,055	3,110	3,128	3,020	3,028	2,968	2,808	2,425
Marketing and corporate expenses	2,962	3,501	2,527	5,178	1,922	3,058	1,946	2,298
Regulatory, legal and professional fees	2,749	3,538	2,950	2,580	1,974	2,259	2,287	1,881
Premises	1,540	1,613	1,568	1,486	1,664	1,404	1,495	1,529
<b>Total non-interest expenses</b>	<b>\$ 33,810</b>	<b>\$ 33,073</b>	<b>\$ 31,642</b>	<b>\$ 34,495</b>	<b>\$ 29,820</b>	<b>\$ 29,750</b>	<b>\$ 29,039</b>	<b>\$ 28,372</b>
Efficiency Ratio – TEB	37.7%	37.3%	37.4%	39.2%	33.2%	33.9%	37.0%	38.2%
Full-time employee ("FTE") – period average	604	586	573	569	565	552	542	528

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The Efficiency Ratio for the period ended March 31, 2018 has been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.





**Table 6: Interim consolidated balance sheets**

(\$ THOUSANDS)	2018	2017				2016		
	Q1 <sup>(3)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<b>Assets</b>								
Cash and cash equivalents	\$ 698,359	\$ 660,930	\$ 724,314	\$ 811,465	\$ 537,645	\$ 444,179	\$ 383,788	\$ 336,237
Restricted cash	333,097	366,038	397,365	412,036	258,599	247,878	238,945	150,691
Securities purchased under reverse repurchase agreements	-	-	-	-	4,984	199,401	102,760	150,906
Investments	148,072	107,442	112,255	112,658	170,176	136,718	124,485	130,770
Mortgages receivable – Core Lending	12,643,847	12,304,741	11,921,274	11,393,045	11,212,879	10,678,452	10,199,787	9,591,449
Mortgages receivable – Securitization Financing	7,032,843	6,993,807	6,866,074	6,870,578	6,952,079	7,105,351	6,849,957	6,652,657
Securitization retained interests	106,222	104,429	102,715	98,513	93,975	88,782	87,262	74,563
Other assets	92,323	96,863	97,208	97,691	70,081	72,827	75,862	60,581
	<b>\$ 21,054,763</b>	<b>\$ 20,634,250</b>	<b>\$ 20,221,205</b>	<b>\$ 19,795,986</b>	<b>\$ 19,300,418</b>	<b>\$ 18,973,588</b>	<b>\$ 18,062,846</b>	<b>\$ 17,147,854</b>
<b>Liabilities and Shareholders' Equity</b>								
<b>Liabilities:</b>								
Deposits	\$ 11,999,157	\$ 11,114,313	\$ 10,594,205	\$ 10,099,459	\$ 10,047,387	\$ 9,763,082	\$ 9,268,606	\$ 9,148,025
Securitization liabilities	7,554,866	7,565,545	7,730,776	7,750,405	7,793,863	7,762,632	7,258,672	6,807,964
Obligations under repurchase agreements	104,652	452,001	316,087	428,985	145,495	112,488	69,290	-
Deferred tax liabilities	38,162	35,802	31,869	43,988	38,004	38,771	37,763	33,663
Other liabilities	176,454	199,601	191,289	205,482	186,967	204,465	85,239	79,278
Bank facilities	-	128,871	193,654	141,815	-	50,000	398,909	170,000
Debentures	-	-	65,000	65,000	65,000	65,000	65,000	65,000
	<b>19,873,291</b>	<b>19,496,133</b>	<b>19,122,880</b>	<b>18,735,134</b>	<b>18,276,716</b>	<b>17,996,438</b>	<b>17,183,479</b>	<b>16,303,930</b>
<b>Shareholders' equity:</b>								
Preferred shares	72,557	72,557	72,557	72,557	72,557	72,557	72,557	72,557
Common shares	199,123	198,660	197,488	197,439	197,339	196,608	145,694	144,615
Contributed surplus	6,309	6,012	5,870	5,594	5,322	5,056	5,114	5,099
Retained earnings <sup>(1)</sup>	906,235	866,109	830,976	798,253	764,325	725,912	688,867	658,098
Accumulated other comprehensive loss ("AOCI") <sup>(2)</sup>	(2,752)	(5,221)	(8,566)	(12,991)	(15,841)	(22,983)	(32,865)	(36,445)
	<b>1,181,472</b>	<b>1,138,117</b>	<b>1,098,325</b>	<b>1,060,852</b>	<b>1,023,702</b>	<b>977,150</b>	<b>879,367</b>	<b>843,924</b>
	<b>\$ 21,054,763</b>	<b>\$ 20,634,250</b>	<b>\$ 20,221,205</b>	<b>\$ 19,795,986</b>	<b>\$ 19,300,418</b>	<b>\$ 18,973,588</b>	<b>\$ 18,062,846</b>	<b>\$ 17,147,854</b>

<sup>(1)</sup> Retained earnings as at January 1, 2018 were restated by adding \$5.5 million as a result of adoption of IFRS 9.

<sup>(2)</sup> AOCI as at January 1, 2018 were restated by adding \$1.4 million as a result of adoption of IFRS 9.

<sup>(3)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.



**Table 7: Average balance sheet information<sup>(1)</sup>**

(\$ THOUSANDS)	2018	2017				2016		
	Q1 <sup>(2)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<b>Assets</b>								
Cash and cash equivalents	\$ 636,435	\$ 643,779	\$ 661,371	\$ 632,657	\$ 464,286	\$ 418,040	\$ 331,933	\$ 474,928
Restricted cash	344,718	389,956	422,817	335,886	248,896	272,763	176,194	143,195
Securities purchased under reverse repurchase agreements	-	-	-	1,246	63,823	113,008	64,678	55,688
Investments	122,329	111,255	112,516	142,388	166,410	170,411	129,912	143,819
Mortgages receivable – Core Lending	12,433,617	12,125,834	11,654,396	11,344,558	10,890,943	10,473,918	9,916,212	9,324,530
Mortgages receivable – Securitization Financing	7,065,125	6,955,342	6,922,156	6,940,157	7,136,477	7,002,632	6,878,274	6,668,744
Securitization retained interests	103,878	102,081	98,958	95,453	89,745	86,708	78,045	68,086
Other assets	96,453	95,217	99,392	79,854	72,883	71,303	64,695	59,911
	<b>\$ 20,802,555</b>	<b>\$ 20,423,464</b>	<b>\$ 19,971,606</b>	<b>\$ 19,572,199</b>	<b>\$ 19,133,463</b>	<b>\$ 18,608,783</b>	<b>\$ 17,639,943</b>	<b>\$ 16,938,901</b>
<b>Liabilities and Shareholders' Equity</b>								
<b>Liabilities:</b>								
Deposits	\$ 11,549,408	\$ 10,832,913	\$ 10,316,683	\$ 9,948,202	\$ 9,857,591	\$ 9,477,569	\$ 9,220,344	\$ 8,963,513
Securitization liabilities	7,532,079	7,643,718	7,740,795	7,699,151	7,826,064	7,567,830	6,967,786	6,800,005
Obligations under repurchase agreements	261,137	345,181	346,053	428,508	138,611	103,673	17,323	-
Deferred tax liabilities	37,499	33,442	40,958	39,500	38,579	38,151	34,688	30,911
Other liabilities	156,279	176,547	214,876	193,661	193,157	178,593	78,591	79,830
Bank facilities	101,735	256,666	167,051	155,431	12,500	262,026	393,754	167,087
Debentures	-	16,250	65,000	65,000	65,000	65,000	65,000	65,000
	<b>19,638,137</b>	<b>19,304,717</b>	<b>18,891,416</b>	<b>18,529,453</b>	<b>18,131,502</b>	<b>17,692,842</b>	<b>16,777,486</b>	<b>16,106,346</b>
<b>Shareholders' equity:</b>								
Preferred shares	72,557	72,557	72,557	72,557	72,557	72,557	72,557	72,557
Common shares	198,816	197,919	197,462	197,407	196,814	158,629	144,906	144,356
Contributed surplus	6,152	5,985	5,741	5,463	5,174	5,162	5,166	5,042
Retained earnings	889,168	849,334	815,401	783,435	746,246	707,816	674,052	644,154
Accumulated other comprehensive loss	(2,275)	(7,048)	(10,971)	(16,116)	(18,830)	(28,223)	(34,224)	(33,554)
	<b>1,164,418</b>	<b>1,118,747</b>	<b>1,080,190</b>	<b>1,042,746</b>	<b>1,001,961</b>	<b>915,941</b>	<b>862,457</b>	<b>832,555</b>
	<b>\$ 20,802,555</b>	<b>\$ 20,423,464</b>	<b>\$ 19,971,606</b>	<b>\$ 19,572,199</b>	<b>\$ 19,133,463</b>	<b>\$ 18,608,783</b>	<b>\$ 17,639,943</b>	<b>\$ 16,938,901</b>

<sup>(1)</sup> Average balance is calculated based on opening and closing month-end balances outstanding during the period.

<sup>(2)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The month-end balances outstanding for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period balances were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

**Table 8: Mortgage principal under administration – by lending business**

(\$ THOUSANDS)	2018	2017				2016		
	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Single Family Lending	\$ 9,497,537	\$ 9,341,819	\$ 9,054,784	\$ 8,541,004	\$ 8,208,733	\$ 7,855,706	\$ 7,540,069	\$ 7,155,246
Commercial Lending	3,129,365	2,949,745	2,853,236	2,835,293	3,007,474	2,827,006	2,657,201	2,437,546
<b>Total Core Lending</b>	<b>12,626,902</b>	12,291,564	11,908,020	11,376,297	11,216,207	10,682,712	10,197,270	9,592,792
Multi-unit residential	3,104,398	3,054,406	2,887,769	2,877,556	2,976,847	3,179,312	3,493,318	3,726,566
Prime single family residential	3,858,527	3,868,731	3,905,182	3,914,040	3,891,715	3,837,808	3,270,068	2,841,935
<b>Total Securitization Financing</b>	<b>6,962,925</b>	6,923,137	6,792,951	6,791,596	6,868,562	7,017,120	6,763,386	6,568,501
<b>Total on-balance sheet mortgage principal</b>	<b>19,589,827</b>	19,214,701	18,700,971	18,167,893	18,084,769	17,699,832	16,960,656	16,161,293
Multi-unit residential	4,204,389	4,018,719	4,029,569	3,794,042	3,579,558	3,215,236	2,868,655	2,462,533
Prime single family residential	-	-	23,398	51,518	79,104	88,945	92,900	99,230
<b>Total derecognized mortgage principal</b>	<b>4,204,389</b>	4,018,719	4,052,967	3,845,560	3,658,662	3,304,181	2,961,555	2,561,763
<b>Mortgages Under Management</b>	<b>\$ 23,794,216</b>	\$ 23,233,420	\$ 22,753,938	\$ 22,013,453	\$ 21,743,431	\$ 21,004,013	\$ 19,922,211	\$ 18,723,056
Single Family Lending	\$ 9,497,537	\$ 9,341,819	\$ 9,054,784	\$ 8,541,004	\$ 8,208,733	\$ 7,855,706	\$ 7,540,069	\$ 7,155,246
Prime single family residential	3,858,527	3,868,731	3,928,580	3,965,558	3,970,819	3,926,753	3,362,968	2,941,165
Commercial Lending	3,129,365	2,949,745	2,853,236	2,835,293	3,007,474	2,827,006	2,657,201	2,437,546
Multi-unit residential	7,308,787	7,073,125	6,917,338	6,671,598	6,556,405	6,394,548	6,361,973	6,189,099
<b>Mortgages Under Management</b>	<b>\$ 23,794,216</b>	\$ 23,233,420	\$ 22,753,938	\$ 22,013,453	\$ 21,743,431	\$ 21,004,013	\$ 19,922,211	\$ 18,723,056

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.



**Table 9: Mortgage originations - by lending business**

(\$ THOUSANDS)	2018	2017				2016		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Single Family Lending	\$ 609,434	\$ 850,617	\$ 1,098,725	\$ 938,591	\$ 835,780	\$ 930,449	\$ 1,050,366	\$ 952,937
Commercial Lending	424,468	359,479	380,442	201,789	379,996	377,578	367,197	323,061
Total Core Lending	1,033,902	1,210,096	1,479,167	1,140,380	1,215,776	1,308,027	1,417,563	1,275,998
Multi-unit residential	349,633	386,794	359,422	343,363	287,360	219,653	243,754	245,677
Prime single family residential	79,637	70,908	133,483	143,258	121,904	651,738	495,598	499,732
Total Securitization Financing	429,270	457,702	492,905	486,621	409,264	871,391	739,352	745,409
Total mortgage originations	\$ 1,463,172	\$ 1,667,798	\$ 1,972,072	\$ 1,627,001	\$ 1,625,040	\$ 2,179,418	\$ 2,156,915	\$ 2,021,407



**Table 10: Deposit principal**

(\$ THOUSANDS)	2018	2017				2016		
	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Brokered term deposits (GICs)	\$ 9,104,613	\$ 8,291,682	\$ 7,824,106	\$ 7,713,588	\$ 7,396,728	\$ 7,275,675	\$ 6,821,166	\$ 6,742,096
Brokered HISAs	891,834	955,456	949,116	837,246	1,183,324	1,192,046	1,197,125	1,075,208
EQ Bank deposits <sup>(2)</sup>	1,734,294	1,627,582	1,583,674	1,305,901	1,219,448	1,062,279	1,012,010	995,645
Deposit notes	150,000	150,000	150,000	150,000	150,011	150,163	150,346	235,516
<b>Total deposit principal</b>	<b>\$ 11,880,741</b>	<b>\$ 11,024,720</b>	<b>\$ 10,506,896</b>	<b>\$ 10,006,735</b>	<b>\$ 9,949,511</b>	<b>\$ 9,680,163</b>	<b>\$ 9,180,647</b>	<b>\$ 9,048,465</b>

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

<sup>(2)</sup> EQ Bank deposits include both demand and term deposits offered through our digital banking platform under the *EQ Bank* brand.



**Table 11: Mortgage credit metrics**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	2018	2017				2016		
	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Provision for credit losses	\$ 770	\$ 387	\$ 40	\$ 378	\$ 738	\$ 870	\$ 1,243	\$ 105
Provision for credit losses – rate	0.02%	0.01%	0.001%	0.01%	0.02%	0.02%	0.03%	0.003%
Gross impaired mortgage assets <sup>(2)</sup>	27,033	23,953	26,242	31,740	41,200	39,365	34,529	33,531
Net impaired mortgage assets <sup>(3)</sup>	26,194	22,489	24,587	29,261	38,167	36,829	32,569	32,181
Net impaired mortgage assets as a % of total mortgage assets	0.13%	0.12%	0.13%	0.16%	0.21%	0.21%	0.19%	0.20%
Allowance for credit losses	24,815	33,354	33,545	34,369	34,923	34,426	33,850	33,240
Allowance for credit losses as a % of total mortgage assets	0.13%	0.17%	0.18%	0.19%	0.19%	0.19%	0.20%	0.20%
Allowance for credit losses as a % of gross impaired mortgage assets	92%	139%	128%	108%	85%	87%	98%	99%

<sup>(1)</sup> Please refer to Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts and ratios for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

<sup>(2)</sup> Under IFRS 9, mortgages are reassessed and 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 or greater. Under IAS 39, uninsured mortgages were deemed to be impaired at the earlier of the date they have been individually provided for or when they have been in arrears over 90 days; Insured mortgages were deemed to be impaired when payment were contractually past due 365 days.

<sup>(3)</sup> Net impaired mortgage assets reflect gross impaired mortgages less stage 3 allowances under IFRS 9 and were reported as gross impaired mortgages less individual allowances under IAS 39.

**Table 12: Allowance for credit losses continuity<sup>(2)</sup>**

(\$ THOUSANDS)	2018		2017				2016		
	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
<b>Stage 3 allowance (individual allowance under IAS 39)</b>									
Balance, beginning of period <sup>(3)</sup>	\$ 1,327	\$ 1,655	\$ 2,479	\$ 3,033	\$ 2,536	\$ 1,960	\$ 1,350	\$ 1,265	
Transfer to Stage 1 <sup>(5)</sup>	(74)	-	-	-	-	-	-	-	
Transfer to Stage 2 <sup>(5)</sup>	(11)	-	-	-	-	-	-	-	
Transfer from Stage 2 <sup>(5)</sup>	2	-	-	-	-	-	-	-	
Re-measurement <sup>(4)(5)</sup>	434	-	-	-	-	-	-	-	
Originations <sup>(5)</sup>	-	-	-	-	-	-	-	-	
Discharges <sup>(5)</sup>	-	-	-	-	-	-	-	-	
Changes in models and methodologies <sup>(5)</sup>	-	-	-	-	-	-	-	-	
Provision for credit losses	-	387	40	378	738	870	1,243	105	
Realized losses	(857)	(595)	(890)	(934)	(245)	(294)	(639)	(58)	
Recoveries	18	17	26	2	4	-	6	38	
<b>Balance, end of period</b>	<b>\$ 839</b>	<b>\$ 1,464</b>	<b>\$ 1,655</b>	<b>\$ 2,479</b>	<b>\$ 3,033</b>	<b>\$ 2,536</b>	<b>\$ 1,960</b>	<b>\$ 1,350</b>	
<b>Stage 1 &amp; 2 allowances (collective allowance under IAS 39)</b>									
Balance, beginning of period <sup>(2)</sup>	\$ 23,557	\$ 31,890	\$ 31,890	\$ 31,890	\$ 31,890	\$ 31,890	\$ 31,890	\$ 31,890	
Transfer from Stage 3	85	-	-	-	-	-	-	-	
Transfer to Stage 3	(2)	-	-	-	-	-	-	-	
Re-measurement <sup>(4)</sup>	101	-	-	-	-	-	-	-	
Originations	270	-	-	-	-	-	-	-	
Discharges	(35)	-	-	-	-	-	-	-	
Changes in models and methodologies	-	-	-	-	-	-	-	-	
Realized losses	-	-	-	-	-	-	-	-	
Recoveries	-	-	-	-	-	-	-	-	
<b>Balance, end of period</b>	<b>\$ 23,976</b>	<b>\$ 31,890</b>	<b>\$ 31,890</b>	<b>\$ 31,890</b>	<b>\$ 31,890</b>	<b>\$ 31,890</b>	<b>\$ 31,890</b>	<b>\$ 31,890</b>	
<b>Total allowance</b>									
Balance, beginning of period <sup>(2)</sup>	\$ 24,884	\$ 33,545	\$ 34,369	\$ 34,923	\$ 34,426	\$ 33,850	\$ 33,240	\$ 33,155	
Re-measurement <sup>(4)(5)</sup>	535	-	-	-	-	-	-	-	
Originations <sup>(5)</sup>	270	-	-	-	-	-	-	-	
Discharges <sup>(5)</sup>	(35)	-	-	-	-	-	-	-	
Changes in models and methodologies <sup>(5)</sup>	-	-	-	-	-	-	-	-	
Provision for credit losses	-	387	40	378	738	870	1,243	105	
Realized losses	(857)	(595)	(890)	(934)	(245)	(294)	(639)	(58)	
Recoveries	18	17	26	2	4	-	6	38	
<b>Balance, end of period</b>	<b>\$ 24,815</b>	<b>\$ 33,545</b>	<b>\$ 33,545</b>	<b>\$ 34,369</b>	<b>\$ 34,923</b>	<b>\$ 34,426</b>	<b>\$ 33,850</b>	<b>\$ 33,240</b>	

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

<sup>(2)</sup> The allowance for credit losses includes allowance on mortgage commitments amounting to \$86 thousand.

<sup>(3)</sup> Balance, beginning of period for Q1 2018 was reported after IFRS 9 transition adjustments.

<sup>(4)</sup> Includes movement as a result of significant changes in credit risk, changes in credit risk that did not result in a transfer between stages and changes in model inputs and assumptions.

<sup>(5)</sup> Not applicable under IAS 39.



**Table 13: Mortgage principal outstanding – by property type**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	2018	2017				2016		
	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<b>Uninsured</b>								
Single family dwelling	\$ 8,039,320	\$ 7,802,787	\$ 7,472,572	\$ 6,818,028	\$ 7,272,889	\$ 6,859,398	\$ 6,518,037	\$ 6,490,980
Mixed-use property	395,788	392,521	406,708	404,911	379,479	381,162	372,145	363,318
Multi-unit residential	810,497	646,855	624,527	484,391	499,384	531,588	507,894	455,987
Commercial	1,239,091	1,228,136	1,132,917	1,222,938	1,316,334	1,150,223	1,035,485	976,872
Construction	653,443	656,542	661,198	693,673	780,133	728,225	736,701	636,374
Mortgage principal – Core Lending	11,138,139	10,726,841	10,297,922	9,623,941	10,248,219	9,650,596	9,170,262	8,923,531
Single family dwelling	21,382	6,953	21,068	22,750	12,810	5,011	14,991	43,953
Mortgage principal – Securitization Financing	21,382	6,953	21,068	22,750	12,810	5,011	14,991	43,953
<b>Total mortgage principal outstanding</b>	<b>\$ 11,159,521</b>	<b>\$ 10,733,794</b>	<b>\$ 10,318,990</b>	<b>\$ 9,646,691</b>	<b>\$ 10,261,029</b>	<b>\$ 9,655,607</b>	<b>\$ 9,185,253</b>	<b>\$ 8,967,484</b>
Total mortgage principal outstanding percentage	57%	56%	55%	53%	57%	55%	54%	55%
<b>Insured</b>								
Single family dwelling	\$ 1,457,357	\$ 1,537,107	\$ 1,580,351	\$ 1,721,111	\$ 934,964	\$ 995,342	\$ 1,020,932	\$ 663,161
Multi-unit residential	5,543	5,543	5,543	5,543	5,543	6,053	6,076	6,100
Commercial	25,863	22,073	24,204	25,702	27,481	30,721	-	-
Mortgage principal – Core Lending	1,488,763	1,564,723	1,610,098	1,752,356	967,988	1,032,116	1,027,008	669,261
Single family dwelling	3,837,145	3,861,778	3,884,114	3,891,290	3,878,905	3,832,797	3,255,077	2,797,982
Multi-unit residential	3,104,398	3,054,406	2,887,769	2,877,556	2,976,847	3,179,312	3,493,318	3,726,566
Mortgage principal – Securitization Financing	6,941,543	6,916,184	6,771,883	6,768,846	6,855,752	7,012,109	6,748,395	6,524,548
<b>Total mortgage principal outstanding</b>	<b>\$ 8,430,306</b>	<b>\$ 8,480,907</b>	<b>\$ 8,381,981</b>	<b>\$ 8,521,202</b>	<b>\$ 7,823,740</b>	<b>\$ 8,044,225</b>	<b>\$ 7,775,403</b>	<b>\$ 7,193,809</b>
Total mortgage principal outstanding percentage	43%	44%	45%	47%	43%	45%	46%	45%
<b>Total</b>								
Single family dwelling	\$ 9,496,677	\$ 9,339,894	\$ 9,052,923	\$ 8,539,139	\$ 8,207,853	\$ 7,854,740	\$ 7,538,969	\$ 7,154,141
Mixed-use property	395,788	392,521	406,708	404,911	379,479	381,162	372,145	363,318
Multi-unit residential	816,040	652,398	630,070	489,934	504,927	537,641	513,970	462,087
Commercial	1,264,954	1,250,209	1,157,121	1,248,640	1,343,815	1,180,944	1,035,485	976,872
Construction	653,443	656,542	661,198	693,673	780,133	728,225	736,701	636,374
Mortgage principal – Core Lending	12,626,902	12,291,564	11,908,020	11,376,297	11,216,207	10,682,712	10,197,270	9,592,792
Single family dwelling	3,858,527	3,868,731	3,905,182	3,914,040	3,891,715	3,837,808	3,270,068	2,841,935
Multi-unit residential	3,104,398	3,054,406	2,887,769	2,877,556	2,976,847	3,179,312	3,493,318	3,726,566
Mortgage principal – Securitization Financing	6,962,925	6,923,137	6,792,951	6,791,596	6,868,562	7,017,120	6,763,386	6,568,501
<b>Total mortgage principal outstanding</b>	<b>\$ 19,589,827</b>	<b>\$ 19,214,701</b>	<b>\$ 18,700,971</b>	<b>\$ 18,167,893</b>	<b>\$ 18,084,769</b>	<b>\$ 17,699,832</b>	<b>\$ 16,960,656</b>	<b>\$ 16,161,293</b>
Total mortgage principal outstanding percentage	100%	100%	100%	100%	100%	100%	100%	100%

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.





**Table 14: Mortgage principal outstanding – by interest rate type**

	2018	2017				2016		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Fixed rate mortgages	82%	82%	81%	82%	80%	81%	81%	82%
Floating rate mortgages with interest rate floors <sup>(1)</sup>	9%	8%	8%	7%	8%	8%	8%	7%
Floating rate mortgages without interest rate floors	9%	10%	11%	11%	12%	11%	11%	11%
<b>Total</b>	<b>100%</b>	100%	100%	100%	100%	100%	100%	100%

<sup>(1)</sup> 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.

**Table 15: Mortgage principal outstanding – by province<sup>(1)</sup>**

	2018		2017						2016							
	Q1 <sup>(2)</sup>		Q4		Q3		Q2		Q1		Q4		Q3		Q2	
(\$ THOUSANDS, EXCEPT PERCENTAGES)	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
<b>Single Family Lending</b>																
Ontario	\$ 7,247,993	37%	\$ 7,174,374	37%	\$ 6,997,722	37%	\$ 6,594,278	36%	\$ 6,320,385	35%	\$ 6,041,673	34%	\$ 5,795,737	34%	\$ 5,485,009	34%
Alberta	918,968	5%	919,129	5%	917,045	5%	905,573	5%	914,717	5%	908,923	5%	908,084	5%	919,447	6%
Quebec	353,320	2%	334,339	2%	305,401	2%	282,795	2%	254,991	1%	237,147	1%	219,094	1%	198,040	1%
British Columbia	741,041	4%	680,162	4%	610,759	3%	540,772	3%	503,640	3%	454,921	3%	406,187	2%	346,034	2%
Saskatchewan	72,142	0%	73,305	0%	72,614	0%	71,882	0%	73,658	0%	74,129	0%	75,008	0%	74,752	0%
Other Provinces	164,073	1%	160,509	1%	151,243	1%	145,704	1%	141,342	1%	138,913	1%	135,959	1%	131,964	1%
	\$ 9,497,537	48%	\$ 9,341,819	49%	\$ 9,054,784	48%	\$ 8,541,004	47%	\$ 8,208,733	45%	\$ 7,855,706	44%	\$ 7,540,069	44%	\$ 7,155,246	44%
<b>Commercial Lending</b>																
Ontario	\$ 1,912,425	10%	\$ 1,711,459	9%	\$ 1,746,286	9%	\$ 1,787,408	10%	\$ 1,957,638	11%	\$ 1,774,822	10%	\$ 1,751,776	10%	\$ 1,574,719	10%
Alberta	342,801	2%	348,675	2%	310,428	2%	291,164	2%	310,119	2%	317,138	2%	252,803	1%	272,609	2%
Quebec	585,882	3%	583,632	3%	527,332	3%	540,833	3%	505,370	3%	505,500	3%	432,674	3%	423,578	3%
British Columbia	200,638	1%	208,509	1%	188,026	1%	128,725	1%	144,571	1%	147,488	1%	117,179	1%	72,468	0%
Saskatchewan	33,451	0%	21,689	0%	21,428	0%	20,608	0%	19,360	0%	12,920	0%	27,288	0%	13,929	0%
Other Provinces	54,168	0%	75,781	0%	59,736	0%	66,555	0%	70,416	0%	69,138	0%	75,482	0%	80,243	0%
	\$ 3,129,365	16%	\$ 2,949,745	15%	\$ 2,853,236	15%	\$ 2,835,293	16%	\$ 3,007,474	17%	\$ 2,827,006	16%	\$ 2,657,201	16%	\$ 2,437,546	15%
<b>Total mortgage principal - Core Lending</b>	\$ 12,626,902	64%	\$ 12,291,564	64%	\$ 11,908,020	64%	\$ 11,376,297	63%	\$ 11,216,207	62%	\$ 10,682,712	60%	\$ 10,197,270	60%	\$ 9,592,792	59%
<b>Multi-unit residential</b>																
Ontario	\$ 1,134,510	6%	\$ 1,192,426	6%	\$ 1,083,762	6%	\$ 1,120,353	6%	\$ 1,134,626	6%	\$ 1,239,383	7%	\$ 1,294,661	8%	\$ 1,458,201	9%
Alberta	715,692	4%	631,878	3%	622,571	3%	585,807	3%	639,895	4%	643,096	4%	665,201	4%	641,089	4%
Quebec	630,620	3%	647,070	3%	557,317	3%	549,105	3%	572,546	3%	652,594	4%	749,873	4%	790,335	5%
British Columbia	330,955	2%	322,871	2%	349,481	2%	345,644	2%	344,791	2%	332,856	2%	396,951	2%	403,411	2%
Saskatchewan	64,792	0%	65,225	0%	65,655	0%	63,949	0%	70,308	0%	72,683	0%	117,051	1%	154,093	1%
Other Provinces	227,829	1%	194,935	1%	208,983	1%	212,698	1%	214,680	1%	238,700	1%	269,582	2%	279,436	2%
	\$ 3,104,398	16%	\$ 3,054,406	16%	\$ 2,887,769	15%	\$ 2,877,556	16%	\$ 2,976,847	16%	\$ 3,179,312	18%	\$ 3,493,318	21%	\$ 3,726,566	23%
<b>Prime single family residential</b>																
Ontario	\$ 2,064,951	11%	\$ 2,078,446	11%	\$ 2,106,015	11%	\$ 2,123,293	12%	\$ 2,134,377	12%	\$ 2,106,296	12%	\$ 1,851,495	11%	\$ 1,564,574	10%
Alberta	776,571	4%	769,999	4%	762,374	4%	746,953	4%	731,153	4%	716,591	4%	614,090	4%	571,655	4%
Quebec	51,495	0%	52,227	0%	52,931	0%	53,391	0%	54,010	0%	54,451	0%	-	0%	-	0%
British Columbia	510,882	3%	515,112	3%	529,742	3%	543,359	3%	535,075	3%	534,267	3%	429,616	3%	362,871	2%
Saskatchewan	172,551	1%	171,066	1%	173,198	1%	168,471	1%	165,853	1%	159,454	1%	142,410	1%	128,991	1%
Other Provinces	282,077	1%	281,880	1%	280,922	2%	278,573	2%	271,247	1%	266,749	2%	232,457	1%	213,844	1%
	\$ 3,858,527	20%	\$ 3,868,731	20%	\$ 3,905,182	21%	\$ 3,914,040	22%	\$ 3,891,715	22%	\$ 3,837,808	22%	\$ 3,270,068	19%	\$ 2,841,935	18%
<b>Total mortgage principal - Securitization Financing</b>	\$ 6,962,925	36%	\$ 6,923,137	36%	\$ 6,792,951	36%	\$ 6,791,596	37%	\$ 6,868,562	38%	\$ 7,017,120	40%	\$ 6,763,386	40%	\$ 6,568,501	41%
<b>Total</b>																
Ontario	\$ 12,359,880	63%	\$ 12,156,705	63%	\$ 11,933,785	64%	\$ 11,625,332	64%	\$ 11,547,026	64%	\$ 11,162,174	63%	\$ 10,693,668	63%	\$ 10,082,504	62%
Alberta	2,754,032	14%	2,669,681	14%	2,612,418	14%	2,529,497	14%	2,595,884	14%	2,585,748	15%	2,440,179	14%	2,404,800	15%
Quebec	1,621,318	8%	1,617,269	8%	1,442,981	8%	1,426,124	8%	1,386,917	8%	1,449,692	8%	1,401,641	8%	1,411,952	9%
British Columbia	1,783,515	9%	1,726,655	9%	1,678,008	9%	1,558,500	9%	1,528,078	8%	1,469,532	8%	1,349,933	8%	1,184,784	7%
Saskatchewan	342,936	2%	331,285	2%	332,895	2%	324,910	2%	329,179	2%	319,186	2%	361,756	2%	371,766	2%
Other Provinces	728,146	4%	713,106	4%	700,884	4%	703,530	4%	697,685	4%	713,500	4%	713,480	4%	705,487	4%
<b>Total mortgage principal</b>	\$ 19,589,827	100%	\$ 19,214,701	100%	\$ 18,700,971	100%	\$ 18,167,893	100%	\$ 18,084,769	100%	\$ 17,699,832	100%	\$ 16,960,656	100%	\$ 16,161,293	100%

<sup>(1)</sup> Geographic location based on the address of the property mortgaged.

<sup>(2)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

**Table 16: Residential mortgage and HELOC principal outstanding – by province<sup>(1)(2)</sup>**

	Residential mortgages				HELOC <sup>(4)</sup>		Total	
	Insured <sup>(3)</sup>		Uninsured		Uninsured		Uninsured	
	Total	%	Total	%	Total	%	Total	%
(\$ THOUSANDS, EXCEPT PERCENTAGES)								
	Q1 2018 <sup>(6)</sup>							
Ontario	\$ 3,183,213	24%	\$ 6,095,608	46%	\$ 34,528	80%	\$ 6,130,136	46%
Alberta	953,555	7%	737,525	6%	3,598	8%	741,123	6%
British Columbia	567,930	4%	680,937	5%	3,056	7%	683,993	5%
Manitoba	109,172	1%	66,819	1%	393	1%	67,212	1%
Saskatchewan	192,572	1%	51,694	0%	427	1%	52,121	0%
Other Provinces	288,060	2%	385,209	3%	908	3%	386,117	3%
<b>Total residential mortgages</b>	<b>\$ 5,294,502</b>	<b>39%</b>	<b>\$ 8,017,792</b>	<b>61%</b>	<b>\$ 42,910</b>	<b>100%</b>	<b>\$ 8,060,702</b>	<b>61%</b>
Downtown Toronto condominiums <sup>(4)</sup>	\$ 54,289	0%	\$ 128,184	1%	\$ 288	1%	\$ 128,472	1%
(\$ THOUSANDS, EXCEPT PERCENTAGES)								
	Q4 2017							
Ontario	\$ 3,274,488	25%	\$ 5,945,063	45%	\$ 32,279	80%	\$ 5,977,342	45%
Alberta	954,012	7%	730,372	6%	3,879	10%	734,251	6%
British Columbia	578,424	4%	614,029	5%	2,821	7%	616,850	5%
Manitoba	109,786	1%	65,637	0%	436	1%	66,073	1%
Saskatchewan	191,655	1%	52,437	0%	279	1%	52,716	0%
Other Provinces	290,520	2%	361,818	3%	690	1%	362,508	3%
<b>Total residential mortgages</b>	<b>\$ 5,398,885</b>	<b>40%</b>	<b>\$ 7,769,356</b>	<b>60%</b>	<b>\$ 40,384</b>	<b>100%</b>	<b>\$ 7,809,740</b>	<b>60%</b>
Downtown Toronto condominiums <sup>(5)</sup>	\$ 56,451	0%	\$ 123,445	1%	\$ 267	1%	\$ 123,712	1%
(\$ THOUSANDS, EXCEPT PERCENTAGES)								
	Q1 2017							
Ontario	\$ 2,860,792	24%	\$ 5,569,645	46%	\$ 24,325	78%	\$ 5,593,970	46%
Alberta	846,498	7%	794,967	7%	3,526	11%	798,493	7%
British Columbia	570,936	5%	465,687	4%	2,093	7%	467,780	4%
Manitoba	89,972	1%	69,414	1%	384	1%	69,798	1%
Saskatchewan	180,152	1%	59,016	0%	343	1%	59,359	0%
Other Provinces	265,519	2%	295,955	2%	344	2%	296,299	2%
<b>Total residential mortgages</b>	<b>\$ 4,813,869</b>	<b>40%</b>	<b>\$ 7,254,684</b>	<b>60%</b>	<b>\$ 31,015</b>	<b>100%</b>	<b>\$ 7,285,699</b>	<b>60%</b>
Downtown Toronto condominiums <sup>(5)</sup>	\$ 42,027	0%	\$ 112,914	1%	\$ 201	1%	\$ 113,115	1%

<sup>(1)</sup> Geographic location based on the address of the property mortgaged.

<sup>(2)</sup> This table was prepared based on the disclosure requirements outlined in OSFI's Guideline B-20. For the purpose of this guideline, all equity release mortgages secured by residential property are considered to be HELOC.

<sup>(3)</sup> Insured by either CMHC or Genworth.

<sup>(4)</sup> We launched *PATH Home Plan*, also known as reverse mortgage, during Q1 2018 and Standalone HELOC ("SHELOC") product during Q3 2017. HELOC, SHELOC, and *PATH Home Plan* are collectively referred to as "HELOC" in this Report wherever applicable.

<sup>(5)</sup> Represents single family residential condominium mortgages and are included in Ontario totals above.

<sup>(6)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.



**Table 17: Residential mortgage principal outstanding – by remaining amortization<sup>(1)</sup>**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	<5 years	5 - <10 years	10 - <15 years	15 - <20 years	20 - <25 years	25 - <30 years	30 - <35 years	>=35 years	Total
<b>Q1 2018<sup>(2)</sup></b>									
Total residential mortgages	\$ 2,936 0.02%	\$ 19,907 0.15%	\$ 116,206 0.87%	\$ 601,827 4.52%	\$ 3,324,131 24.97%	\$ 9,213,358 69.21%	\$ 33,366 0.25%	\$ 563 0.01%	\$ 13,312,294 100%
<b>Q4 2017</b>									
Total residential mortgages	\$ 2,269 0.02%	\$ 18,170 0.14%	\$ 100,080 0.76%	\$ 539,669 4.10%	\$ 3,295,980 25.03%	\$ 9,159,661 69.56%	\$ 52,126 0.39%	\$ 286 0.00%	\$ 13,168,241 100%
<b>Q3 2017</b>									
Total residential mortgages	\$ 2,606 0.02%	\$ 16,111 0.12%	\$ 93,513 0.72%	\$ 458,850 3.56%	\$ 3,278,994 25.38%	\$ 8,974,313 69.46%	\$ 95,526 0.74%	\$ 501 0.00%	\$ 12,920,414 100%
<b>Q2 2017</b>									
Total residential mortgages	\$ 2,212 0.02%	\$ 15,092 0.12%	\$ 82,989 0.67%	\$ 434,169 3.50%	\$ 3,249,051 26.16%	\$ 8,577,977 69.07%	\$ 57,801 0.46%	\$ 650 0.00%	\$ 12,419,941 100%
<b>Q1 2017</b>									
Total residential mortgages	\$ 2,138 0.02%	\$ 14,247 0.12%	\$ 74,626 0.62%	\$ 388,877 3.22%	\$ 3,154,107 26.13%	\$ 8,354,957 69.23%	\$ 79,289 0.66%	\$ 312 0.00%	\$ 12,068,553 100%
<b>Q4 2016</b>									
Total residential mortgages	\$ 1,609 0.01%	\$ 14,625 0.13%	\$ 71,136 0.61%	\$ 341,291 2.93%	\$ 3,070,607 26.32%	\$ 8,083,902 69.30%	\$ 80,487 0.69%	\$ 1,045 0.01%	\$ 11,664,702 100%
<b>Q3 2016</b>									
Total residential mortgages	\$ 1,387 0.01%	\$ 13,330 0.12%	\$ 63,004 0.58%	\$ 275,504 2.55%	\$ 2,663,536 24.70%	\$ 7,658,853 71.02%	\$ 107,857 1.00%	\$ 1,100 0.02%	\$ 10,784,571 100%
<b>Q2 2016</b>									
Total residential mortgages	\$ 831 0.01%	\$ 11,857 0.12%	\$ 55,950 0.56%	\$ 247,111 2.48%	\$ 2,434,154 24.41%	\$ 7,088,276 71.08%	\$ 132,704 1.33%	\$ 1,521 0.01%	\$ 9,972,404 100%

<sup>(1)</sup> The above residential mortgage balances do not include HELOC (HELOC, SHELOC and Path Home Plan) amount.

<sup>(2)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

**Table 18: Uninsured average loan-to-value of newly originated and newly acquired<sup>(1)</sup>**

	2018		2017						2016							
	Q1 <sup>(4)</sup>		Q4		Q3		Q2		Q1		Q4		Q3		Q2	
	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>
Ontario	71%	9%	72%	10%	71%	19%	70%	6%	72%	6%	73%	5%	74%	5%	73%	5%
Alberta	72%	3%	72%	2%	71%	32%	72%	8%	71%	4%	71%	13%	72%	6%	73%	2%
British Columbia	68%	7%	69%	6%	69%	3%	70%	3%	69%	6%	69%	3%	69%	3%	69%	5%
Manitoba	72%	4%	71%	6%	70%	13%	76%	1%	74%	6%	74%	4%	73%	9%	77%	1%
Saskatchewan	63%	13%	69%	1%	68%	3%	69%	1%	69%	3%	74%	8%	71%	2%	72%	2%
Other Provinces	70%	2%	71%	12%	70%	2%	71%	3%	70%	6%	71%	3%	71%	1%	71%	18%
<b>Total Canada</b>	<b>70%</b>	<b>9%</b>	<b>71%</b>	<b>9%</b>	<b>70%</b>	<b>18%</b>	<b>70%</b>	<b>6%</b>	<b>72%</b>	<b>6%</b>	<b>72%</b>	<b>5%</b>	<b>73%</b>	<b>5%</b>	<b>73%</b>	<b>5%</b>
Total Canada HELOC - Excluding SHELOC and <i>PATH Home Plan</i> <sup>(2)</sup>		7%		5%		5%		6%		6%		5%		5%		5%
Downtown Toronto condominiums <sup>(3)</sup>	66%	2%	63%	18%	63%	2%	65%	2%	64%	22%	67%	2%	66%	3%	69%	5%

<sup>(1)</sup> Geographic location based on the address of the property mortgaged.

<sup>(2)</sup> HELOC includes HELOC, SHELOC, and *PATH Home Plan*.

The loan-to-value ("LTV") of HELOC represents the authorized amount as a percentage of the original property value at the time of origination.

In the case of non-standalone HELOCs, there are mortgages associated with most of these properties, but the aggregate LTVs are not presented on this chart. Aggregate LTVs do not exceed 80%.

For SHELOCs, there are no mortgages associated to these properties.

<sup>(3)</sup> Included in Ontario totals above.

<sup>(4)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The ratios for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

**Table 19: Average loan-to-value of existing residential mortgages<sup>(1)(3)(4)</sup>**

	2018			2017								
	Q1 <sup>(6)</sup>			Q4			Q3			Q2		
	Insured <sup>(2)(5)</sup>	Uninsured <sup>(2)</sup>	Total <sup>(2)</sup>	Insured <sup>(2)</sup>	Uninsured <sup>(2)</sup>	Total <sup>(2)</sup>	Insured <sup>(2)</sup>	Uninsured <sup>(2)</sup>	Total <sup>(2)</sup>	Insured <sup>(2)</sup>	Uninsured <sup>(2)</sup>	Total <sup>(2)</sup>
Ontario	61%	64%	63%	61%	64%	63%	65%	61%	62%	68%	59%	62%
Alberta	76%	66%	72%	75%	65%	71%	79%	64%	73%	80%	65%	74%
British Columbia	66%	64%	65%	66%	64%	65%	75%	62%	69%	77%	61%	70%
Manitoba	77%	68%	74%	77%	67%	73%	81%	68%	76%	82%	69%	77%
Saskatchewan	70%	57%	67%	70%	57%	67%	81%	55%	75%	83%	55%	77%
Other Provinces	72%	65%	68%	72%	64%	68%	82%	63%	72%	83%	63%	73%
Total Canada	66%	65%	65%	66%	64%	65%	71%	61%	65%	73%	60%	66%

  

	2017			2016								
	Q1			Q4			Q3			Q2		
	Insured <sup>(2)</sup>	Uninsured <sup>(2)</sup>	Total <sup>(2)</sup>	Insured <sup>(2)</sup>	Uninsured <sup>(2)</sup>	Total <sup>(2)</sup>	Insured <sup>(2)</sup>	Uninsured <sup>(2)</sup>	Total <sup>(2)</sup>	Insured <sup>(2)</sup>	Uninsured <sup>(2)</sup>	Total <sup>(2)</sup>
Ontario	74%	61%	65%	74%	62%	66%	72%	62%	66%	75%	64%	68%
Alberta	83%	67%	75%	83%	66%	75%	82%	67%	74%	83%	67%	75%
British Columbia	79%	63%	72%	79%	63%	73%	78%	63%	71%	80%	64%	72%
Manitoba	83%	69%	77%	83%	69%	77%	82%	68%	75%	83%	69%	76%
Saskatchewan	84%	58%	78%	85%	59%	78%	84%	59%	77%	86%	60%	78%
Other Provinces	86%	65%	75%	87%	66%	77%	85%	66%	74%	87%	66%	75%
Total Canada	77%	62%	68%	78%	63%	69%	75%	63%	68%	78%	65%	70%

<sup>(1)</sup> Geographic location based on the address of the property mortgaged.

<sup>(2)</sup> Based on current property values. Current values are estimated using a Housing Price Index.

<sup>(3)</sup> The LTV of our HELOC (HELOC, SHELOC and *PATH Home Plan*) products is not included in this chart.

<sup>(4)</sup> Equitable has arrangements with other lenders to participate in its single family residential loans in certain circumstances, namely if Equitable wants to cap the value of its own exposure to stay within the boundaries of its risk appetite while still meeting a borrower's needs. The arrangements, which have been entered into in the normal course of business at arm's length and on market terms, are structured such that the other lenders' participation would always bear the first loss on the mortgage. The loan-to-value ratios above therefore do not take into account the other lenders' participation in order to reflect both the substance and legal form of Equitable's exposure. Equitable underwrites the loans based on the total value of its own advance and the other lender's participation to ensure that the borrower is able to service the aggregate amount of the loan. Other lenders' participation in Equitable's single family residential loans was \$50.5 million at March 31, 2018 (December 31, 2017 - \$52.2 million, March 31, 2017 - \$50.3 million).

<sup>(5)</sup> Commencing in Q4 2017, there was a LTV methodology change with respect to third party purchased insured mortgages.

<sup>(6)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The ratios for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.



**Table 20: Single Family Lending - weighted average beacon score by LTV<sup>(1)</sup>**

LTV at origination	2018	2017				2016		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<50% LTV	696	694	692	692	689	689	688	685
50% - 64.99% LTV	691	690	689	688	686	685	684	683
65% - 69.99% LTV	685	684	683	682	682	680	682	678
70% - 75% LTV	681	680	680	680	677	676	675	675
>75% LTV	686	687	686	685	683	679	677	675
<b>Total</b>	<b>686</b>	<b>686</b>	<b>685</b>	<b>684</b>	<b>682</b>	<b>680</b>	<b>679</b>	<b>676</b>

<sup>(1)</sup> The beacon scores reported above represent the current weighted average beacon score of the Bank's insured and uninsured mortgage portfolio within its Single Family Lending Business.

Table 21: Modified Capital Disclosure Template - Equitable Bank

	2018	2017							
	Q1 <sup>(1)(2)</sup>	Q4		Q3		Q2		Q1	
(\$ THOUSANDS, EXCEPT PERCENTAGES)		All-in	Transitional	All-in	Transitional	All-in	Transitional	All-in	Transitional
<b>Common Equity Tier 1 capital: instruments and reserves</b>									
1 Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplus	\$ 201,602	\$ 200,990	\$ 199,968	\$ 199,918	\$ 199,819				
2 Retained earnings	909,493	868,966	833,441	800,273	765,883				
3 Accumulated other comprehensive income (and other reserves)	(6,308)	(8,748)	(11,577)	(12,874)	(13,159)				
4 Directly 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)	-	-	-	-	-				
<b>6 Common Equity Tier 1 capital before regulatory adjustments</b>	<b>\$ 1,104,787</b>	<b>\$ 1,061,208</b>	<b>\$ 1,021,832</b>	<b>\$ 987,317</b>	<b>\$ 952,543</b>				
<b>Common Equity Tier 1 capital: regulatory adjustments</b>									
28 Total regulatory adjustments to Common Equity Tier 1	\$ (17,592)	\$ (17,046)	\$ (16,299)	\$ (15,325)	\$ (14,557)				
<b>29 Common Equity Tier 1 capital (CET1)</b>	<b>\$ 1,087,195</b>	<b>\$ 1,044,162</b>	<b>\$ 1,049,321</b>	<b>\$ 1,005,533</b>	<b>\$ 1,011,108</b>	<b>\$ 971,992</b>	<b>\$ 977,632</b>	<b>\$ 937,986</b>	<b>\$ 943,529</b>
<b>Additional Tier 1 capital : instruments</b>									
30 Directly issued qualifying Additional Tier 1 instruments plus related stock surplus	\$ -	\$ -	\$ -	\$ -	\$ -				
31 of which: classified as equity under applicable accounting standards	-	-	-	-	-				
32 of which: classified as liabilities under applicable accounting standards	-	-	-	-	-				
33 Directly issued capital instruments subject to phase out from Additional Tier 1	72,554	72,554	72,554	72,554	72,554				
34 Additional Tier 1 instruments (and CET1 instruments not included in row 5) issued by subsidiaries and held by third parties (amount allowed in group AT1)	-	-	-	-	-				
35 of which: instruments issued by subsidiaries subject to phase out	-	-	-	-	-				
<b>36 Additional Tier 1 capital before regulatory adjustments</b>	<b>\$ 72,554</b>	<b>\$ 72,554</b>	<b>\$ 72,554</b>	<b>\$ 72,554</b>	<b>\$ 72,554</b>				
<b>Additional Tier 1 capital : regulatory adjustments</b>									
43 Total regulatory adjustments to Additional Tier 1 capital	\$ -	\$ -	\$ -	\$ -	\$ -				
<b>44 Additional Tier 1 capital (AT1)</b>	<b>72,554</b>	<b>72,554</b>	<b>72,554</b>	<b>72,554</b>	<b>72,554</b>				
<b>45 Tier 1 capital (T1 = CET1 + AT1)</b>	<b>\$ 1,159,749</b>	<b>\$ 1,116,716</b>	<b>\$ 1,120,125</b>	<b>\$ 1,078,087</b>	<b>\$ 1,081,347</b>	<b>\$ 1,044,546</b>	<b>\$ 1,047,611</b>	<b>\$ 1,010,540</b>	<b>\$ 1,013,451</b>
<b>Tier 2 capital: instruments and allowances</b>									
46 Directly issued qualifying Tier 2 instruments plus related stock surplus	\$ -	\$ -	\$ -	\$ -	\$ -				
47 Directly issued capital instruments subject to phase out from Tier 2	-	-	62,891	62,891	62,891				
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 in group Tier 2)	-	-	-	-	-				
49 of which: instruments issued by subsidiaries subject to phase out	-	-	-	-	-				
50 Collective allowances	23,976	31,890	31,890	31,890	31,890				
<b>51 Tier 2 capital before regulatory adjustments</b>	<b>\$ 23,976</b>	<b>\$ 31,890</b>	<b>\$ 94,781</b>	<b>\$ 94,781</b>	<b>\$ 94,781</b>				
<b>Tier 2 capital: regulatory adjustments</b>									
57 Total regulatory adjustments to Tier 2 capital	\$ -	\$ -	\$ -	\$ -	\$ -				
<b>58 Tier 2 capital (T2)</b>	<b>23,976</b>	<b>31,890</b>	<b>94,781</b>	<b>94,781</b>	<b>94,781</b>				
<b>59 Total capital (TC = T1 + T2)</b>	<b>\$ 1,183,725</b>	<b>\$ 1,148,606</b>	<b>\$ 1,152,015</b>	<b>\$ 1,172,868</b>	<b>\$ 1,176,128</b>	<b>\$ 1,139,327</b>	<b>\$ 1,142,391</b>	<b>\$ 1,105,321</b>	<b>\$ 1,110,340</b>
<b>60 Total risk-weighted assets</b>	<b>\$ 7,396,553</b>	<b>\$ 7,035,380</b>	<b>\$ 7,043,725</b>	<b>\$ 6,814,247</b>	<b>\$ 6,822,315</b>	<b>\$ 6,561,813</b>	<b>\$ 6,569,557</b>	<b>\$ 6,739,517</b>	<b>\$ 6,745,938</b>
<b>Capital ratios</b>									
61 Common Equity Tier 1 (as a percentage of risk-weighted assets)	14.7%	14.8%	14.9%	14.8%	14.8%	14.8%	14.9%	13.9%	14.0%
62 Tier 1 (as a percentage of risk-weighted assets)	15.7%	15.9%	15.9%	15.8%	15.9%	15.9%	15.9%	15.0%	15.0%
63 Total capital (as a percentage of risk-weighted assets)	16.0%	16.3%	16.4%	17.2%	17.2%	17.4%	17.4%	16.4%	16.5%
<b>OSFI all-in target</b>									
69 Common Equity Tier 1 capital all-in target ratio	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%
70 Tier 1 capital all-in target ratio	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
71 Total capital all-in target ratio	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%
<b>Capital instruments subject to phase-out arrangements (only applicable between 1 Jan 2013 and 1 Jan 2022)</b>									
80 Current cap on CET1 instruments subject to phase out arrangements	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
81 Amounts excluded from CET1 due to cap (excess over cap after redemptions and maturities)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
82 Current cap on AT1 instruments subject to phase out arrangements	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
83 Amounts excluded from AT1 due to cap (excess over cap after redemptions and maturities)	-	-	-	-	-	-	-	-	-
84 Current cap on T2 instruments subject to phase out arrangements	-	-	62,891	62,891	62,891	62,891	62,891	62,891	62,891
85 Amounts excluded from T2 due to cap (excess over cap after redemptions and maturities)	-	-	2,110	2,110	2,110	2,110	2,110	2,110	2,110

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts and ratios for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

<sup>(2)</sup> The transitional approach is no longer applicable effective Q1 2018.



Table 21: Modified Capital Disclosure Template - Equitable Bank

	2016					
	Q4		Q3		Q2	
	All-in	Transitional	All-in	Transitional	All-in	Transitional
(\$ THOUSANDS, EXCEPT PERCENTAGES)						
<b>Common Equity Tier 1 capital: instruments and reserves</b>						
1	\$ 199,089		\$ 148,175		\$ 147,096	
2	727,265		689,789		659,063	
3	(20,210)		(24,133)		(26,392)	
4	-		-		-	
5	-		-		-	
6	\$ 906,144		\$ 813,831		\$ 779,767	
<b>Common Equity Tier 1 capital: regulatory adjustments</b>						
28	\$ (15,037)		\$ (14,687)		\$ (14,495)	
29	\$ 891,107	\$ 905,206	\$ 799,144	\$ 814,672	\$ 765,272	\$ 798,224
<b>Additional Tier 1 capital : instruments</b>						
30	\$ -		\$ -		\$ -	
31	-		-		-	
32	-		-		-	
33	72,554		72,554		72,554	
34	-		-		-	
35	-		-		-	
36	\$ 72,554		\$ 72,554		\$ 72,554	
<b>Additional Tier 1 capital : regulatory adjustments</b>						
43	\$ -		\$ -		\$ -	
44	72,554		72,554		72,554	
45	\$ 963,661	\$ 969,676	\$ 871,698	\$ 877,573	\$ 837,826	\$ 848,656
<b>Tier 2 capital: instruments and allowances</b>						
46	\$ -		\$ -		\$ -	
47	65,000		65,000		65,000	
48	-		-		-	
49	-		-		-	
50	31,890		31,890		31,890	
51	\$ 96,890		\$ 96,890		\$ 96,890	
<b>Tier 2 capital: regulatory adjustments</b>						
57	\$ -		\$ -		\$ -	
58	96,890		96,890		96,890	
59	\$ 1,060,551	\$ 1,066,565	\$ 968,588	\$ 974,462	\$ 934,716	\$ 945,545
60	\$ 6,385,825	\$ 6,395,488	\$ 5,968,000	\$ 5,975,788	\$ 5,664,575	\$ 5,680,450
<b>Capital ratios</b>						
61	14.0%	14.2%	13.4%	13.6%	13.5%	14.1%
62	15.1%	15.2%	14.6%	14.7%	14.8%	14.9%
63	16.6%	16.7%	16.2%	16.3%	16.5%	16.6%
<b>OSFI all-in target</b>						
69	7.0%		7.0%		7.0%	
70	8.5%		8.5%		8.5%	
71	10.5%		10.5%		10.5%	
<b>Capital instruments subject to phase-out arrangements (only applicable between 1 Jan 2013 and 1 Jan 2022)</b>						
80	N/A		N/A		N/A	
81	N/A		N/A		N/A	
82	N/A		N/A		N/A	
83	-		-		-	
84	75,469		75,469		75,469	
85	-		-		-	

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts and ratios for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.

<sup>(2)</sup> The transitional approach is no longer applicable effective Q1 2018.

Table 22: Leverage Ratio - Equitable Bank

	2018		2017				2016		
	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
<i>(\$ THOUSANDS, EXCEPT PERCENTAGES)</i>									
<b>On-balance sheet exposure</b>									
1 On-balance sheet items (excluding derivatives, SFTs and grandfathered securitization exposures but including collateral)	\$ 20,712,758	\$ 20,278,798	\$ 19,833,924	\$ 19,374,722	\$ 18,866,332	\$ 18,313,889	\$ 17,476,260	\$ 16,486,914	
2 (Asset amounts deducted in determining Basel III Tier 1 capital)	(21,149)	(20,572)	(19,310)	(15,207)	(11,875)	(12,263)	(5,955)	(4,441)	
<b>3 Total on-balance sheet exposures (excluding derivatives and SFTs) (sum of lines 1 and 2)</b>	<b>\$ 20,691,609</b>	<b>\$ 20,258,226</b>	<b>\$ 19,814,614</b>	<b>\$ 19,359,515</b>	<b>\$ 18,854,457</b>	<b>\$ 18,301,626</b>	<b>\$ 17,470,305</b>	<b>\$ 16,482,473</b>	
<b>Derivative exposures</b>									
4 Replacement cost associated with all derivative transactions (i.e. net of eligible cash variation margin)	\$ 9,170	\$ 17,963	\$ 16,229	\$ 18,199	\$ 12,117	\$ 13,752	\$ 4,006	\$ 1,775	
5 Add-on amounts for PFE associated with all derivative transactions	32,660	30,102	26,785	19,743	18,722	15,113	12,361	9,113	
6 Gross up for derivatives collateral provided where deducted from the balance sheet assets pursuant to the operative accounting framework	-	-	-	-	-	-	-	-	
7 (Deductions of receivables assets for cash variation margin provided in derivative transactions)	-	-	-	-	-	-	-	-	
8 (Exempted CCP-leg of client cleared trade exposures)	-	-	-	-	-	-	-	-	
9 Adjusted effective notional amount of written credit derivatives	-	-	-	-	-	-	-	-	
10 (Adjusted effective notional offsets and add-on deductions for written credit derivatives)	-	-	-	-	-	-	-	-	
<b>11 Total derivative exposures (sum of lines 4 to 10)</b>	<b>\$ 41,830</b>	<b>\$ 48,065</b>	<b>\$ 43,014</b>	<b>\$ 37,942</b>	<b>\$ 30,839</b>	<b>\$ 28,865</b>	<b>\$ 16,367</b>	<b>\$ 10,888</b>	
12 Gross SFT assets recognised for accounting purposes (with no recognition of netting), after adjusting for sale accounting transactions	\$ -	\$ -	\$ -	\$ -	\$ 4,984	\$ 200,986	\$ 102,760	\$ 150,906	
13 (Netted amounts of cash payables and cash receivables of gross SFT assets)	-	-	-	-	-	-	-	-	
14 Counterparty credit risk (CCR) exposure for SFTs	-	-	-	-	-	-	-	-	
15 Agent transaction exposures	-	-	-	-	-	-	-	-	
<b>16 Total securities financing transaction exposures (sum of lines 12 to 15)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 4,984</b>	<b>\$ 200,986</b>	<b>\$ 102,760</b>	<b>\$ 150,906</b>	
<b>Other off-balance sheet exposures</b>									
17 Off-balance sheet exposure at gross notional amount	\$ 1,419,735	\$ 1,294,335	\$ 1,223,803	\$ 1,326,412	\$ 1,102,267	\$ 1,074,497	\$ 1,041,986	\$ 1,104,870	
18 (Adjustments for conversion to credit equivalent amounts)	(992,268)	(924,242)	(869,867)	(982,930)	(771,282)	(758,512)	(780,234)	(826,196)	
<b>19 Off-balance sheet items (sum of lines 17 and 18)</b>	<b>\$ 427,467</b>	<b>\$ 370,093</b>	<b>\$ 353,936</b>	<b>\$ 343,482</b>	<b>\$ 330,985</b>	<b>\$ 315,985</b>	<b>\$ 261,752</b>	<b>\$ 278,674</b>	
<b>Capital and Total Exposure</b>									
20 Tier 1 capital	\$ 1,159,749	\$ 1,116,716	\$ 1,078,087	\$ 1,044,546	\$ 1,010,540	\$ 963,661	\$ 871,698	\$ 837,826	
<b>21 Total Exposures (sum of lines 3, 11, 16 and 19)</b>	<b>\$ 21,160,906</b>	<b>\$ 20,676,384</b>	<b>\$ 20,211,564</b>	<b>\$ 19,740,939</b>	<b>\$ 19,221,265</b>	<b>\$ 18,847,462</b>	<b>\$ 17,851,184</b>	<b>\$ 16,922,941</b>	
<b>Leverage Ratios</b>									
<b>22 Basel III Leverage Ratio</b>	<b>5.5%</b>	<b>5.4%</b>	<b>5.3%</b>	<b>5.3%</b>	<b>5.3%</b>	<b>5.1%</b>	<b>4.9%</b>	<b>5.0%</b>	

<sup>(1)</sup> Please refer to the Q1 2018 MD&A for additional discussion regarding the adoption of IFRS 9. The amounts and ratios for the period ended March 31, 2018 have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current quarter disclosures are not directly comparable to prior periods.



#### **Non-GAAP measures**

##### **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 Capital")**

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 Capital as a percentage of total RWA. This ratio is calculated for the Bank in accordance with OSFI's Capital Adequacy Requirements ("CAR") Guideline.

##### **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.

##### **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 in accordance with OSFI's CAR Guideline.

##### **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.

##### **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.



**Non-GAAP measures**

**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 Capital.

**Tier 2 Capital**

is equal to the sum of the Bank's eligible general allowance (collective allowance under IAS 39) and subordinated debentures.

**Tier 1 Ratio**

is calculated by dividing Tier 1 Capital by Total RWA. This ratio is calculated for the Bank in accordance with OSFI's CAR Guideline.

**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 in accordance with OSFI's CAR Guideline.



**Acronyms**

**AOI**

Accumulated Other Comprehensive Income (Loss)

**BCBS**

Basel Committee on Banking Supervision

**CAR**

Capital Adequacy Requirements

**CMB**

Canada Mortgage Bond

**CMHC**

Canada Mortgage and Housing Corporation

**ECL**

Expected credit loss

**EPS**

Earnings per Share

**GAAP**

Generally Accepted Accounting Principles

**GICs**

Guaranteed Investment Certificates

**HELOC**

Home Equity Line of Credit

**HISAs**

High Interest Savings Accounts

**IFRS**

International Financial Reporting Standards

**IASB**

International Accounting Standards Board

**IAS**

International Accounting Standard

**LTV**

Loan-to-Value ratio

**MBS**

Mortgage-backed securities

**NHA**

National Housing Act

**OSFI**

Office of the Superintendent of Financial Institutions Canada

**TFSA**

Tax-Free Savings Accounts