

# Q2 Report

Three and Six Months  
Ended June 30, 2019

# Forward-Looking Statements

Certain forward-looking statements may be made in this presentation, including statements regarding possible future business, financing and growth objectives. These statements include, but are not limited to, statements relating to our financial performance objectives, vision and strategic goals, the economic and market review and outlook, the regulatory environment in which we operate, the outlook and priorities for each of our business lines, the risk environment including our liquidity and funding risk, and statements by our all Equitable representatives. The forward-looking information contained herein is presented for the purpose of assisting the holders of our securities and financial analysts in understanding our financial position and results of operations as at and for the periods ended on the dates presented, as well as our financial performance objectives, vision and strategic goals, and may not be appropriate for other purposes. Forward-looking statements are typically identified by words such as “believe”, “expect”, “foresee”, “forecast”, “anticipate”, “intend”, “estimate”, “goal”, “plan” and “project” and similar expressions of future or conditional verbs such as “will”, “may”, “should”, “could” or “would”. Investors are cautioned that such forward-looking statements involve risks and uncertainties detailed from time to time in the Company’s periodic reports filed with Canadian regulatory authorities. Many factors could cause actual results, performance or achievements to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. Equitable Group Inc. does not undertake to update any forward-looking statements, oral or written, made by itself or on its behalf except in accordance with applicable securities laws.

# Ambition Becomes Reality

More Opportunities

More Partners

**CANADA'S  
CHALLENGER  
BANK™**

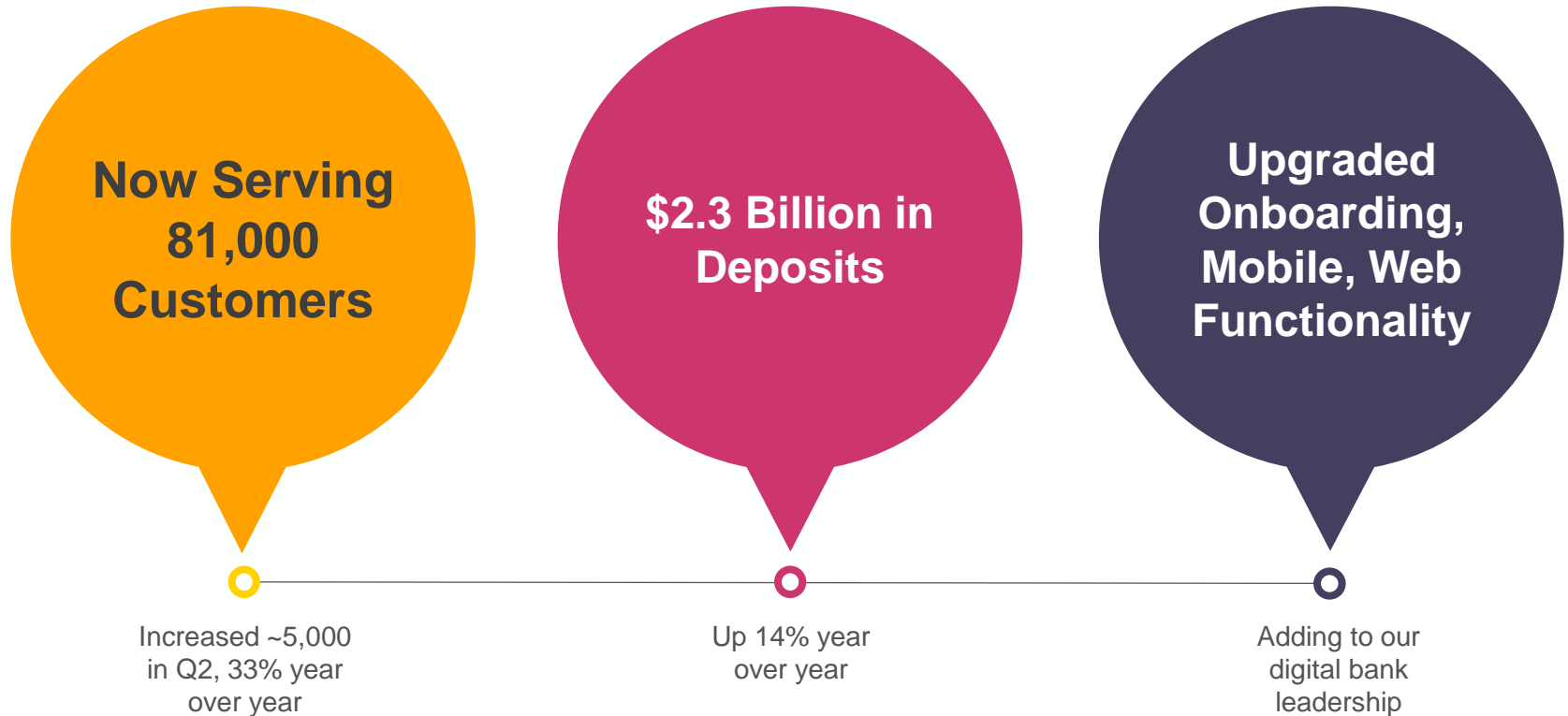
More Innovation

More Services

More Customers



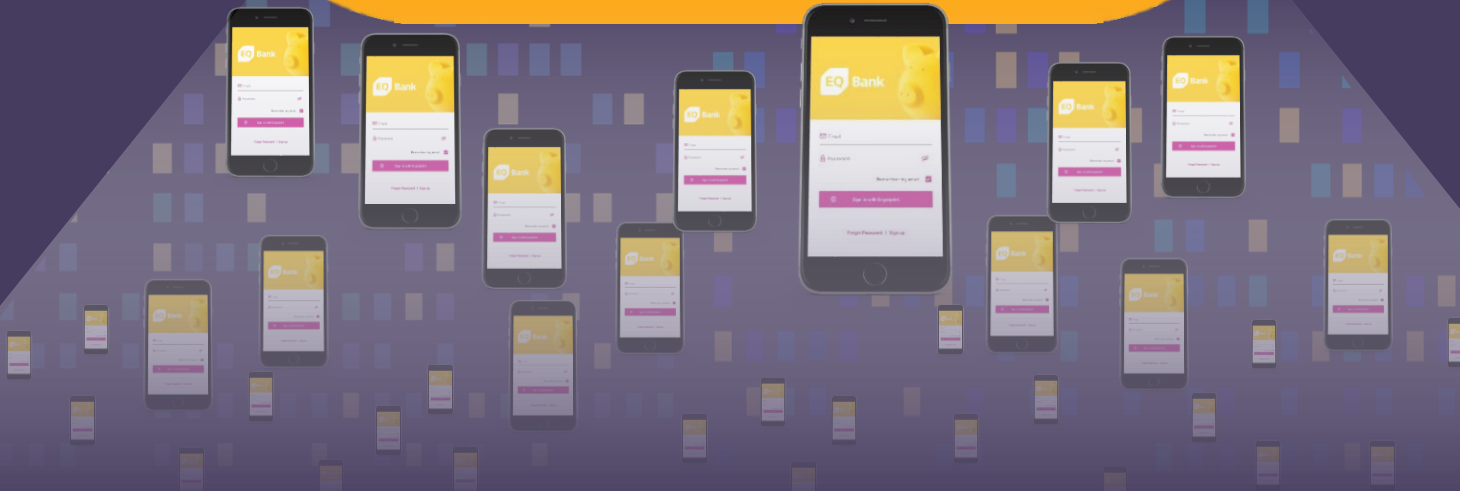
# EQ Bank Continues to Enhance Platform and Expand Customer Base



**Canada's Award-Winning Digital Bank Set to Launch New Services in 2019**

# Cloud Migration Will Be Completed by Year End

**DIGITAL  
BANKING  
CORE  
SYSTEM**



## New Businesses Continue to Grow and Diversify EQB's Balance Sheet

Reverse  
Mortgages



Entered Québec

Cash Surrender  
Value  
Line of Credit



Now Partnered With  
BMO Insurance

Bennington  
Financial

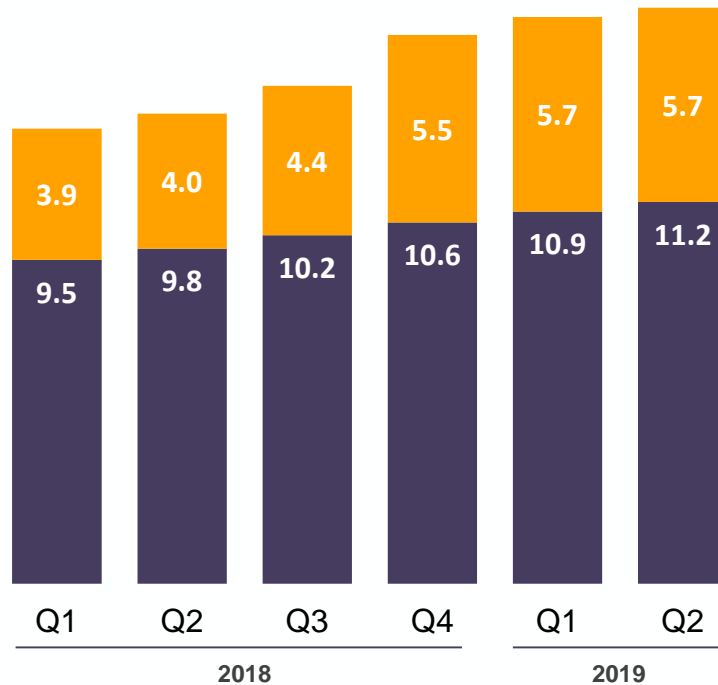


7% Organic Growth  
Since Acquisition

*Targeting Well-Defined and Growing Customer Segments*

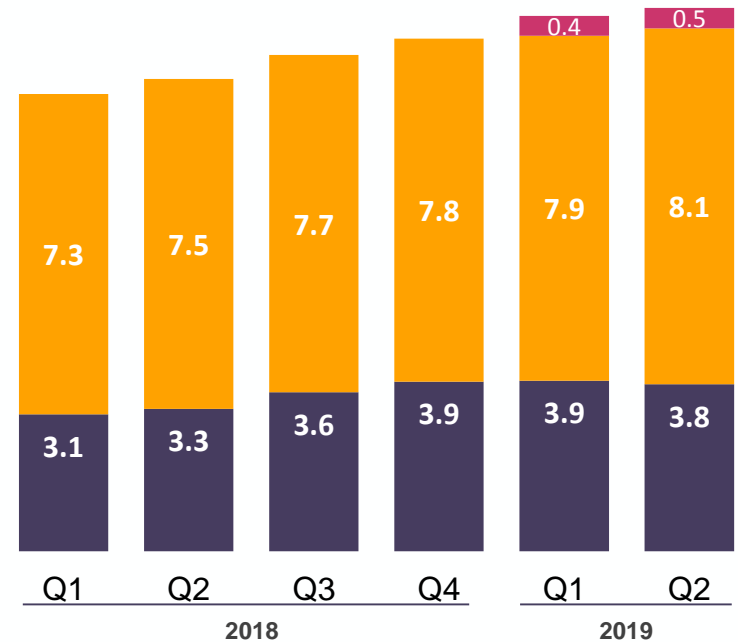
# Challenging Industry Norms for Service & Innovation

**Retail Loan Principal**  
(\$ billions)



- Prime Single Family
- Alternative Single Family

**Commercial Loan Principal**  
(\$ billions)

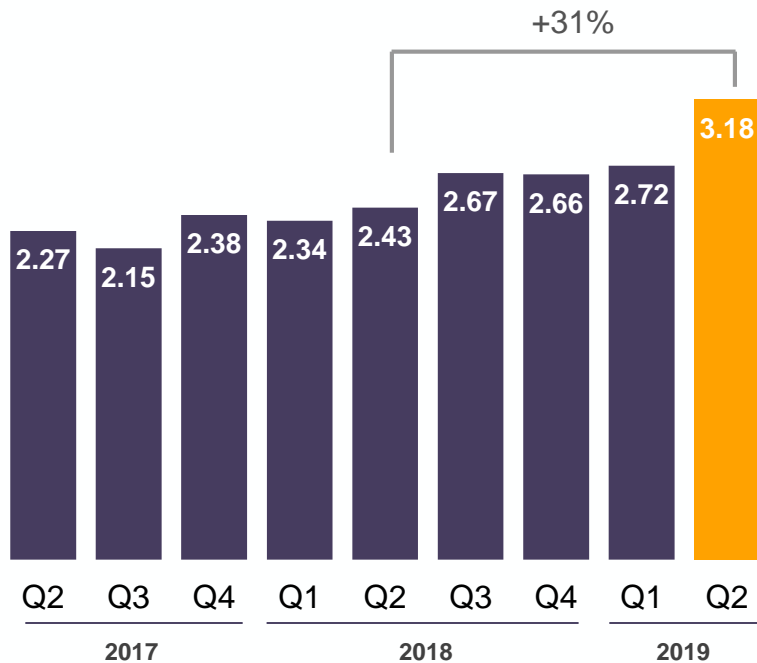


- Equipment Leases
- Insured Multi-Unit Residential Mortgages
- Conventional Commercial Loans

# Consistently Growing Earnings and High ROE

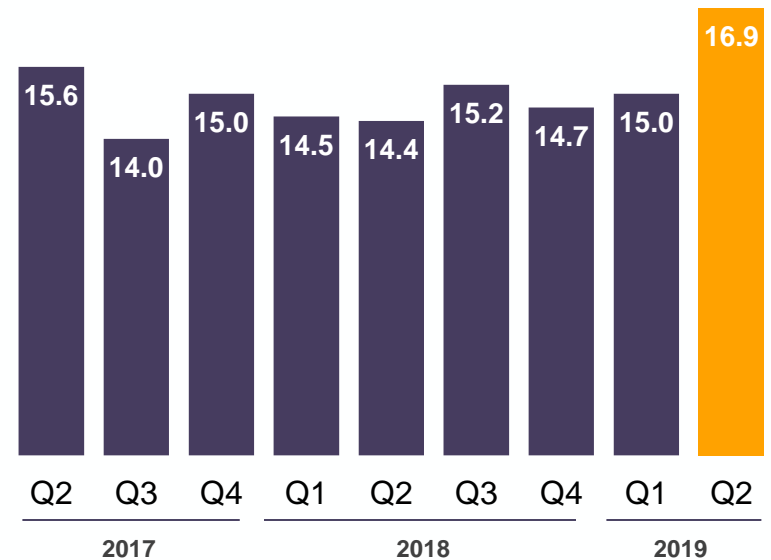
## Adjusted EPS - Diluted<sup>1</sup>

(\$)



## Adjusted ROE<sup>1</sup>

(%)



**Expect to Deliver High Earnings Growth and ROE of 15-16% in 2019**

1. Adjusted for mark-to-market losses on certain security investments and derivative instruments related to securitization activities. Q1 2019 Diluted EPS and ROE also adjusted for one-time \$5.7 million provision for credit losses on performing Bennington leases and Q2 2018 results adjusted for write-down of unamortized upfront costs associated with the reduction in the size of the Bank's secured backstop facility.



# Recognition Of The Strength and Value of Our Franchise



## Upgraded Outlook to Positive

### Key Considerations

- Successfully launched new lending products
- Expanding into adjacent verticals
- Attracts direct deposits through EQ Bank
- Enhancing wholesale funding channels
- Good asset quality, history of low impairments

*“Solid And Growing Franchise”*

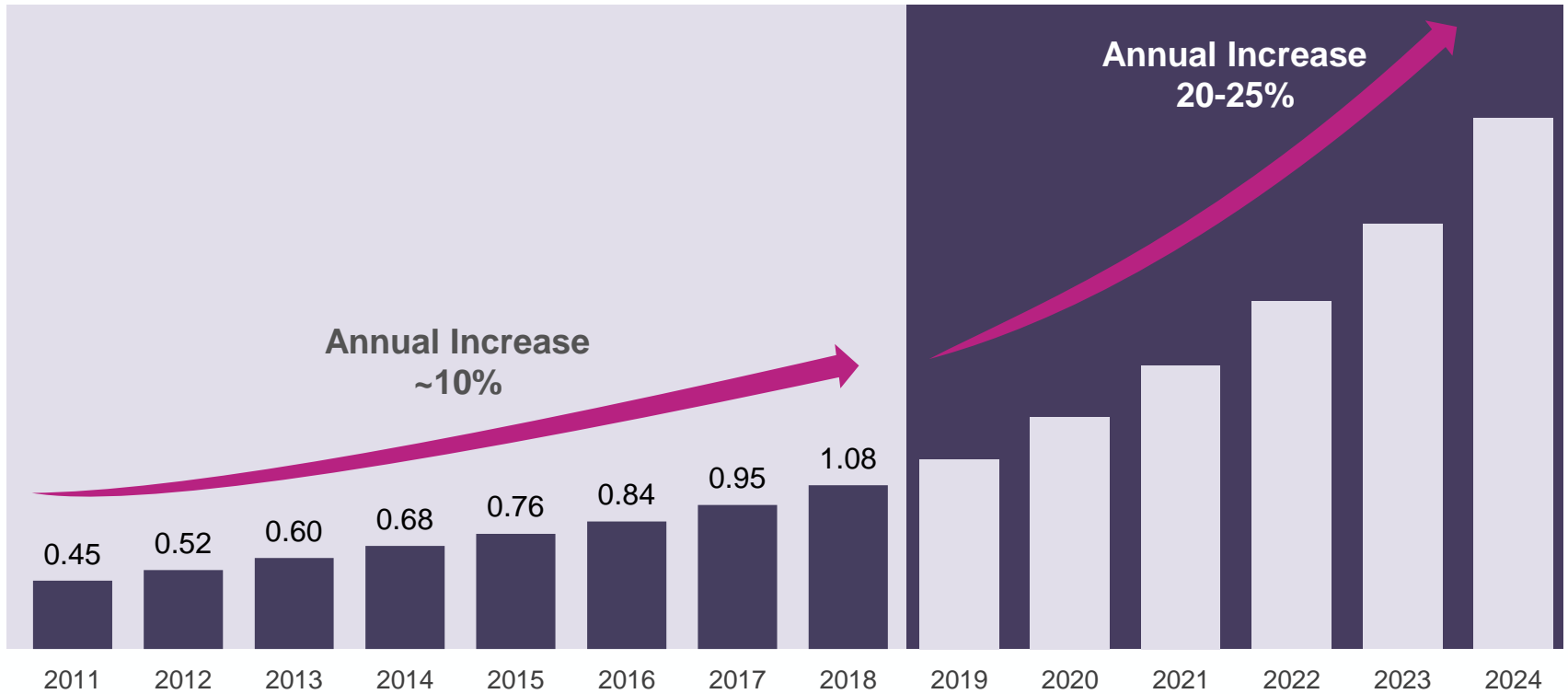
Issuer	Obligation	Rating Action	Rating	Trend
Equitable Bank	Long Term Issuer Rating	Trend Change	BBB	Positive
Equitable Bank	Long Term Senior Debt	Trend Change	BBB	Positive
Equitable Bank	Long Term Deposits	Trend Change	BBB	Positive
Equitable Bank	Subordinated Debt	Trend Change	BBB (low)	Positive
Equitable Group Inc.	Long Term Issuer Rating	Trend Change	BBB (low)	Positive
Equitable Group Inc	Long Term Senior Debt	Trend Change	BBB (low)	Positive

**AIRB Initiative Also On Track**

# Growing Our Dividends While Retaining Capital For Continued Asset Expansion

Annual Dividends 2011-2018

(\$)

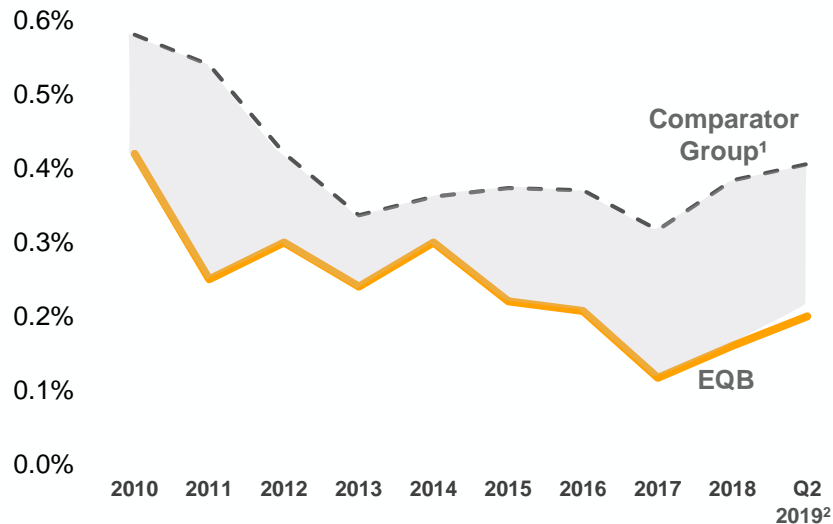


Planned Dividends, 2019-2024

***Plan Supports Our Opportunity To Grow Assets And Earnings***

# High Credit Quality Portfolio

## Net Impaired Mortgages (% of Total Mortgage Assets)



- Impaired loans down \$13M from Q1 on decrease in impaired equipment leases
- Excluding the one impaired Commercial loan, net impaired mortgage assets were 0.20% of total
- PCL 2 basis points compared to 16 bps in Q1
- Expect equipment leasing portfolio provisions to vary but average 1.5%-2% going forward

***Believe that Risk in Canadian Housing Market has Moderated***

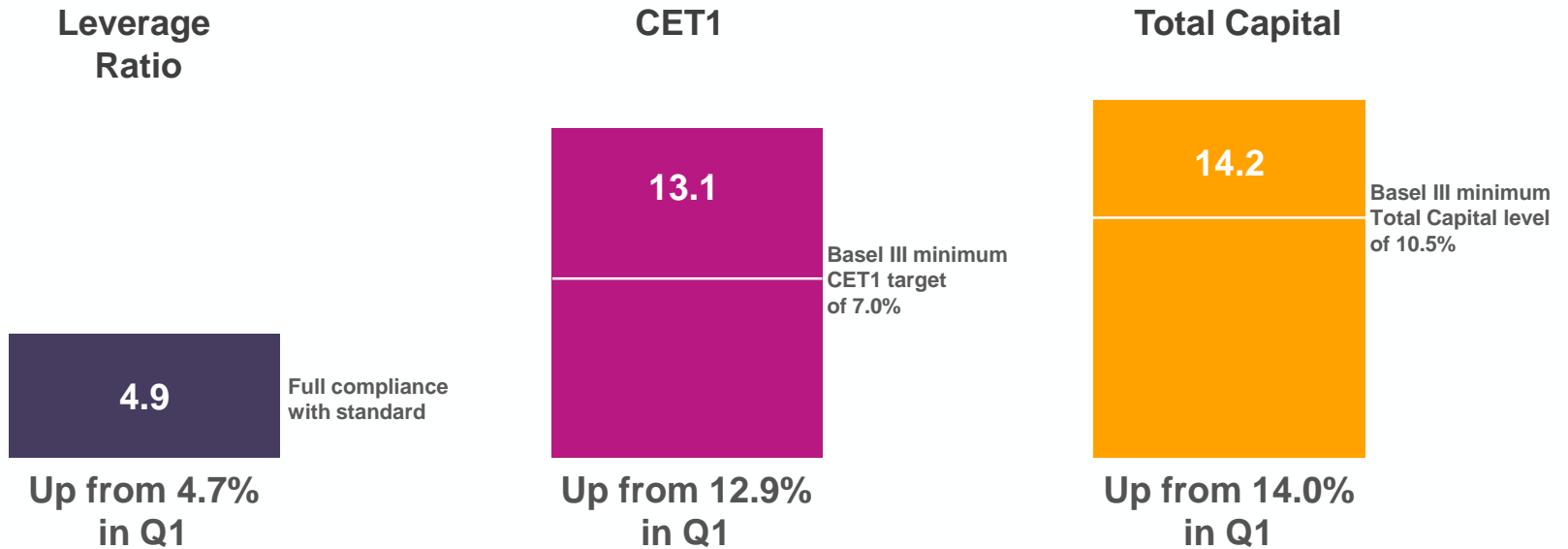
1. Represents eight largest publicly traded banks, excluding Equitable.  
 2. Excludes the impact of a \$39.3 million impaired Commercial loan that defaulted in Q1 2019 on which management does not expect to realize a loss.

# CET1 Ratio Returned to Target Range After Bennington Acquisition in Q1

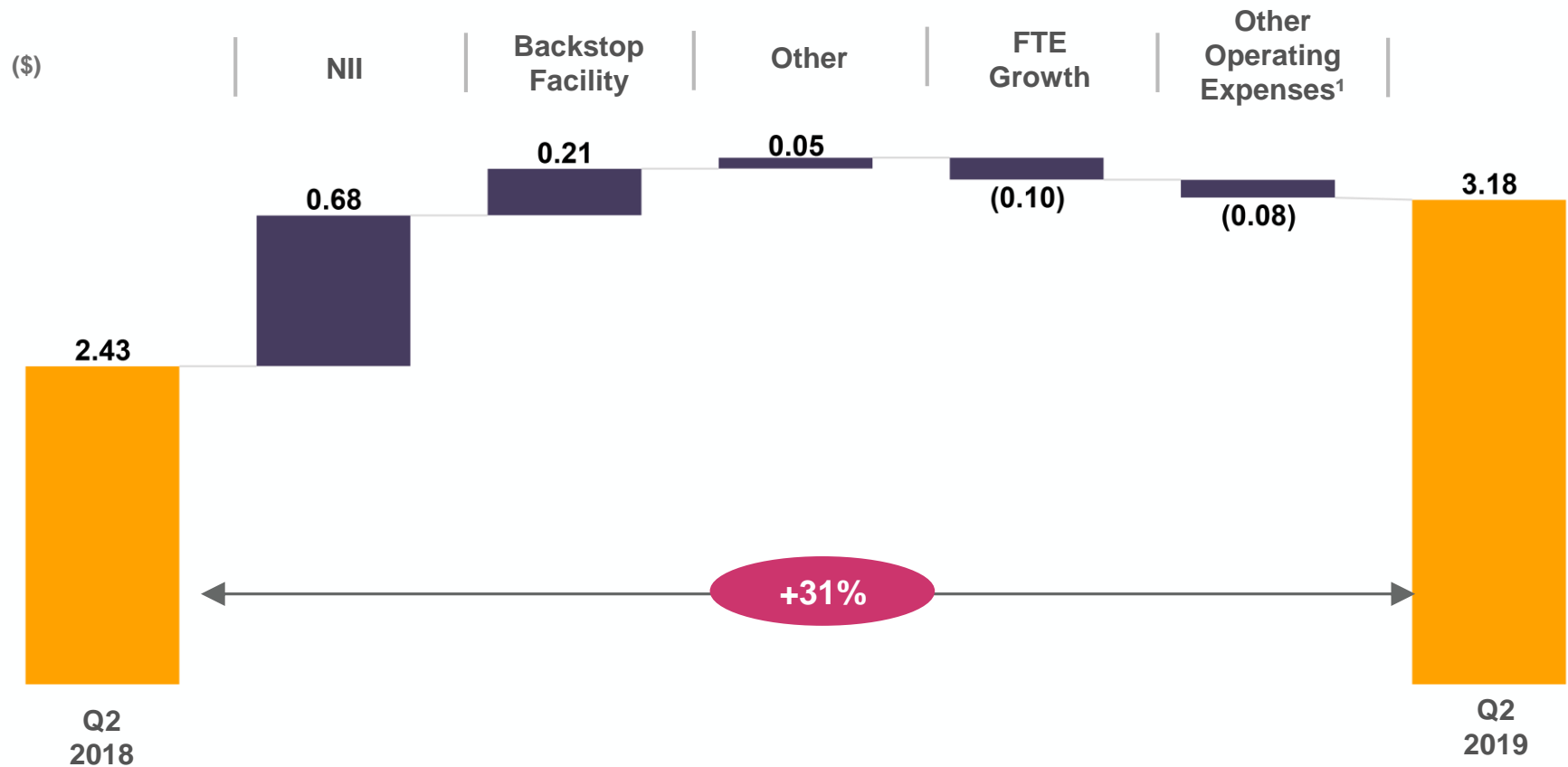
## Equitable Bank Regulatory Capital Ratios

June 30, 2019

(%)



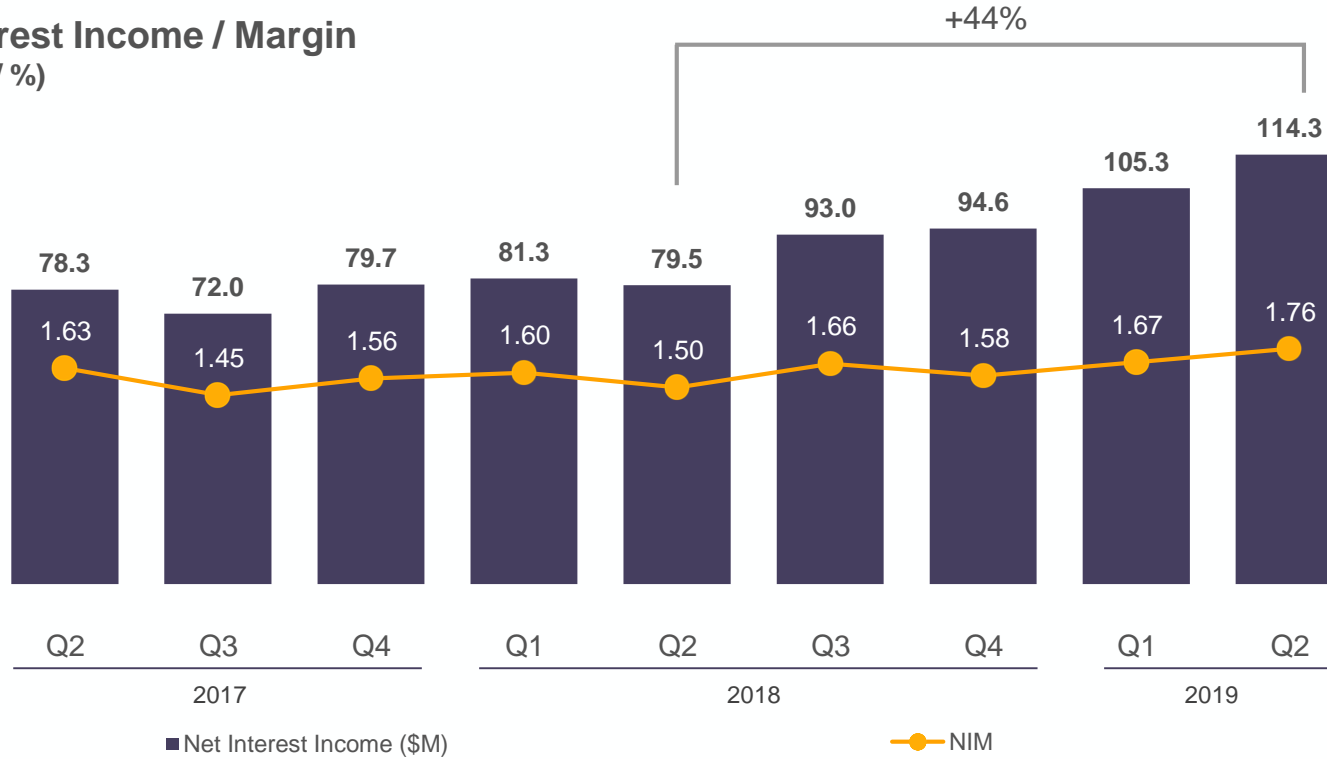
# EPS Up Over 2018 Due to NII and Lower Backstop Costs



1. Includes the P&L impact of Bennington in the second quarter of 2019.

# NIM Continued To Increase in Q2

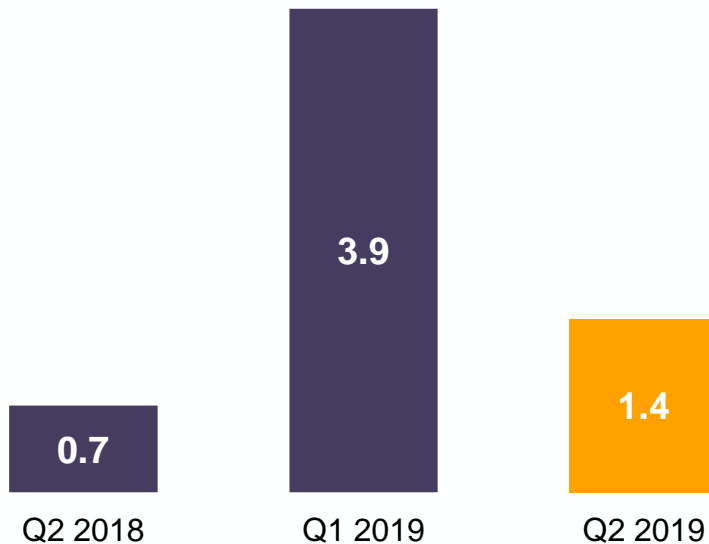
Net Interest Income / Margin  
(\$ million / %)



**Expect NII to Increase 28%-30% in each of Q3, Q4; NIM to be in range of 1.75%-1.80% for rest of the year**

## Q2 Provision For Credit Losses Reflects Solid Credit Performance, Loss Modelling Assumption Change

PCL<sup>1</sup>  
(\$million)



- Q2 PCL includes \$1.0 million of provision reversals due to updated arrears and loss assumptions
- Stage 1 and 2 losses also low in Q2 due to improved macroeconomic forecasts
- PCL run rate expected in the range of \$2.0 million to \$2.5 million with some volatility quarter to quarter

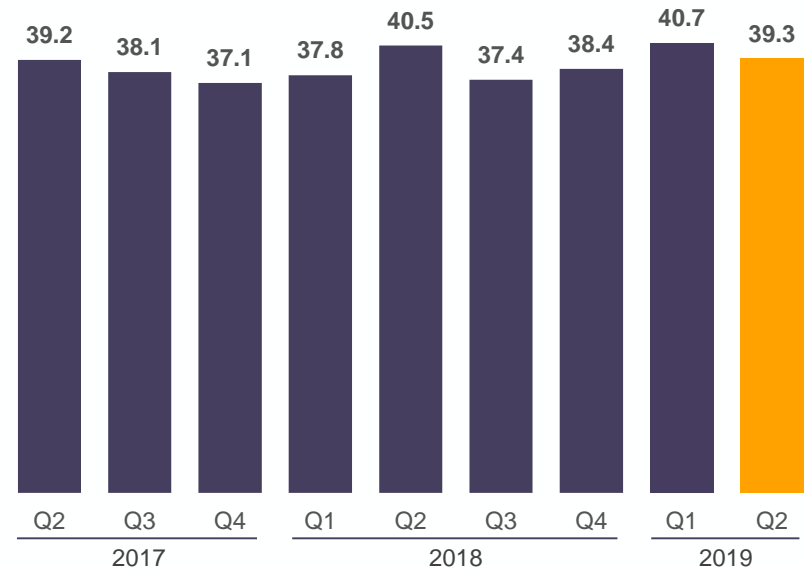
<sup>1</sup> Excludes \$5.7MM of one-time PCL write-down in Q1 2019

# Controlling Costs While Investing For Future Growth

**Q2 non-interest expenses up \$10.0 million (26%) higher YoY due to:**

- Absorption of Bennington cost base (\$6.0 million)
- Increase in CDIC base rates and deposit growth
- Continued IT investments
- Compared to Q2, each of Q3 & Q4 will absorb \$1MM of additional non-recurring cloud migration and system upgrade expenses

**Adjusted Efficiency Ratio<sup>1</sup>**  
(%)



**Expect 40%-42% Efficiency Ratio in 2019, Higher in Second Half**

1. Efficiency Ratio adjusted for pre-tax mark-to-market losses on certain security investments and derivative hedges. Q2 2018 results also adjusted for write-down of unamortized upfront costs associated with the reduction in the size of the Bank's secured backstop facility.



## A Great Future

- More choices of where to grow as Canada's Challenger Bank™, coupled with industry tailwinds (including advancement of Open Banking)
- Equitable well positioned to thrive, profitably grow new and existing businesses and for Open Banking developments
- Operating focus remains on enhancing customer service execution, delivering new products/innovations
- Broader opportunities for shareholder value creation – now including higher dividends

