

HIGHLIGHTS

As at or for the years ended October 31
(in thousands of Canadian dollars, except per share and percentage amounts)

	2012	2011	2010 ⁽¹⁾
Profitability			
Total revenue	\$796,643	\$738,347	\$737,446
Net income	\$140,508	\$123,717	\$122,941
Diluted earnings per share	\$ 4.98	\$4.65	\$4.63
Return on common shareholders' equity	12.1%	12.2%	11.5%
Net interest margin	1.69%	1.82%	2.15%
Efficiency ratio	75.9%	71.8%	68.4%
Other income (as a % of total revenue)	33.3%	31.7%	32.7%
Effective tax rate	23.2%	21.3%	25.6%
Adjusted measures			
Adjusted net income	\$140,660	\$130,383	\$122,941
Adjusted diluted earnings per share	\$4.98	\$4.93	\$4.63
Adjusted return on common shareholders' equity	12.0%	12.9%	11.5%
Adjusted efficiency ratio	73.1%	70.6%	68.4%
Per common share			
Share price			
High	\$48.68	\$55.87	\$47.67
Low	\$40.66	\$38.62	\$37.76
Close	\$44.45	\$45.98	\$44.25
Price / earnings ratio	8.9x	9.9x	9.6x
Book value	\$42.81	\$39.59	\$41.87
Market to book value	104%	116%	106%
Dividends declared	\$1.84	\$1.62	\$1.44
Dividend yield	4.14%	3.52%	3.25%
Dividend payout ratio	37.0%	34.8%	31.1%
Financial position			
Balance sheet assets	\$34,936,826	\$28,963,210	\$23,772,138
Loans and acceptances	\$26,780,879	\$22,087,544	\$17,708,837
Deposits	\$24,041,443	\$20,016,281	\$19,647,730
Average assets	\$31,464,535	\$27,768,297	\$23,093,418
Average earning assets	\$22,059,833	\$27,143,591	\$21,927,938
Average common shareholders' equity	\$1,059,118	\$915,369	\$963,141
Quality of assets			
Gross amount of impaired loans	\$128,023	\$163,725	\$188,123
Allowances for loan losses			
Individual	\$47,849	\$69,450	\$64,893
Collective	\$69,693	\$73,700	\$73,250
Total	\$117,542	\$143,150	\$138,143
Net impaired loans	\$10,481	\$20,575	\$49,980
(as a % of loans and acceptances)	0.04%	0.09%	0.28%
Provision for loan losses	\$33,000	\$51,080	\$68,000
(as a % of average loans and acceptances)	0.14%	0.24%	0.40%
Unrealized gains and losses on the portfolio of available-for-sale securities	\$23,487	\$41,054	\$16,785
Basel II regulatory capital ratio ⁽²⁾			
Tier 1	10.9%	11.0%	10.9%
Other information			
Number of full-time equivalent employees	4,201	3,669	3,643
Number of branches	157	158	157
Number of automated banking machines	426	427	413
Number of brokerage offices	16	15	15
Number of commercial banking centres	38	36	36

(1) In accordance with previous CGAAP.

(2) The ratios for 2011 and 2010 are presented in accordance with previous CGAAP as filed with OSFI.