

**Supplemental Financial Information**  
**For the Quarter Ended October 31, 2017**  
(unaudited)

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**Notes:**

This financial information is supplementary to CWB's 2017 Fourth Quarter Press Release and the 2017 Annual Report and should be read in conjunction with those documents.

For further information, please contact [Investorrelations@cwbank.com](mailto:Investorrelations@cwbank.com).

CWB uses a number of financial measures to assess its performance. These measures provide readers with an enhanced understanding of how management views the results. Non-IFRS measures may also provide readers the ability to analyze trends and provide comparisons with our competitors. Taxable equivalent basis, pre-tax, pre-provision income, adjusted cash earnings per common share, return on common shareholders' equity, adjusted return on common shareholders' equity, return on assets, efficiency ratio, net interest margin, common equity Tier 1, Tier 1 and Total capital adequacy ratios, and average balances do not have standardized meanings prescribed by IFRS and therefore may not be comparable to similar measures presented by other financial institutions. The non-IFRS measures used in the Supplemental Financial Information are calculated as follows:

**Taxable Equivalent Basis (teb)** – Most banks analyze revenue on a taxable equivalent basis to permit uniform measurement and comparison of net interest income. Net interest income (as presented in the consolidated statements of income) includes tax-exempt income on certain securities. Since this income is not taxable, the rate of interest or dividends received is significantly lower than would apply to a loan or security of the same amount. The adjustment to taxable equivalent basis increases interest income and the provision for income taxes to what they would have been had the tax-exempt securities been taxed at the statutory rate.

**Pre-tax, Pre-provision Income** – Total revenue (teb) less non-interest expenses, excluding the pre-tax amortization of acquisition-related intangible assets (see calculation on page 4).

**Adjusted Cash Earnings per Common Share** – Diluted earnings per common share excluding the amortization of acquisition-related intangible assets and contingent consideration fair value changes, net of tax (see calculation on page 4). Excluded items are not considered to be indicative of ongoing business performance.

**Return on Common Shareholders' Equity** – Annualized common shareholders' net income divided by average common shareholders' equity.

**Adjusted Return on Common Shareholders' Equity** – Annualized common shareholders' net income excluding the amortization of acquisition-related intangible assets and contingent consideration fair value changes, net of tax, divided by average common shareholders' equity.

**Return on Assets** – Annualized common shareholders' net income divided by average total assets.

**Efficiency Ratio** – Non-interest expenses, excluding the pre-tax amortization of acquisition-related intangible assets, divided by total revenues.

**Net Interest Margin** – Annualized net interest income divided by average total assets.

**Basel III Common Equity Tier 1, Tier 1, Total capital, and leverage ratios** – In accordance with guidelines issued by the Office of the Superintendent of Financial Institutions Canada.

**Average Balances** – Average daily balances.

**HIGHLIGHTS <sup>(1)</sup>**  
 (unaudited)  
 (\$ thousands, except per share amounts)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2017
	2017				2016				vs Q4 16	vs Q3 17	2017	2016	vs 2016
	4	3	2	1	4	3	2	1					
<b>Results of Operations</b>													
Net interest income (teb)	\$ 170,993	\$ 164,555	\$ 152,739	\$ 156,365	\$ 149,704	\$ 149,547	\$ 145,106	\$ 144,107	14%	4%	\$ 644,652	\$ 588,464	10%
Less teb adjustment	499	564	583	616	579	676	754	1,231	(14%)	(12%)	2,262	3,240	(30%)
Net interest income	170,494	163,991	152,156	155,749	149,125	148,871	144,352	142,876	14%	4%	642,390	585,224	10%
Non-interest income	24,628	19,852	20,287	19,478	19,127	19,541	19,378	14,626	29%	24%	84,245	72,672	16%
Total revenue (teb)	195,621	184,407	173,026	175,843	168,831	169,088	164,484	158,733	16%	6%	728,897	661,136	10%
Total revenue	195,122	183,843	172,443	175,227	168,252	168,412	163,730	157,502	16%	6%	726,635	657,896	10%
Pre-tax, pre-provision income (teb)	104,401	100,924	90,786	94,880	89,497	92,360	87,628	84,358	17%	3%	390,991	353,843	10%
Common shareholders' net income	60,833	56,308	47,594	49,542	47,834	45,582	32,213	52,132	27%	8%	214,277	177,761	21%
<b>Per Common Share (\$'s)</b>													
Earnings per share													
Basic	\$ 0.69	\$ 0.64	\$ 0.54	\$ 0.56	\$ 0.54	\$ 0.55	\$ 0.40	\$ 0.65	28%	8%	\$ 2.43	\$ 2.13	14%
Diluted	0.68	0.64	0.54	0.56	0.54	0.55	0.40	0.65	26%	6%	2.42	2.13	14%
Adjusted cash	0.74	0.69	0.59	0.61	0.59	0.60	0.41	0.66	25%	7%	2.63	2.26	16%
Cash dividends	0.24	0.23	0.23	0.23	0.23	0.23	0.23	0.23	4%	4%	0.93	0.92	1%
Book value	24.82	24.31	24.27	23.77	23.58	23.19	22.62	22.53	5%	2%	24.82	23.58	5%
Closing market price	36.34	28.00	26.83	29.59	25.45	25.22	27.68	22.96	43%	30%	36.34	25.45	43%
<b>Performance Measures (%)</b>													
Return on common shareholders' equity	11.2%	10.4%	9.2%	9.5%	9.3%	9.4%	7.1%	11.5%	<b>1.9%</b>	<b>0.8%</b>	10.1%	9.3%	<b>0.8%</b>
Adjusted return on common shareholders' equity	12.0%	11.3%	10.1%	10.4%	10.1%	10.3%	7.4%	11.7%	<b>1.9%</b>	<b>0.7%</b>	11.0%	9.9%	<b>1.1%</b>
Return on assets	0.94%	0.89%	0.79%	0.78%	0.76%	0.73%	0.55%	0.90%	<b>0.18%</b>	<b>0.05%</b>	0.85%	0.73%	<b>0.12%</b>
Net interest margin (teb)	2.64%	2.60%	2.55%	2.47%	2.36%	2.40%	2.47%	2.48%	<b>0.28%</b>	<b>0.04%</b>	2.57%	2.43%	<b>0.14%</b>
Net interest margin	2.63%	2.59%	2.54%	2.46%	2.35%	2.39%	2.45%	2.46%	<b>0.28%</b>	<b>0.04%</b>	2.56%	2.41%	<b>0.15%</b>
Efficiency ratio (teb)	46.6%	45.3%	47.5%	46.0%	47.0%	45.4%	46.7%	46.9%	<b>(0.4%)</b>	<b>1.3%</b>	46.4%	46.5%	<b>(0.1%)</b>
Efficiency ratio	46.8%	45.4%	47.7%	46.2%	47.2%	45.6%	46.9%	47.2%	<b>(0.4%)</b>	<b>1.4%</b>	46.5%	46.7%	<b>(0.2%)</b>
<b>Credit Quality</b>													
Provision for credit losses as a % of average loans	0.20%	0.20%	0.25%	0.27%	0.24%	0.32%	0.78%	0.18%	<b>(0.04%)</b>	-	0.23%	0.38%	<b>(0.15%)</b>
Net impaired loans (after collective allowance)	\$ 32,346	\$ 27,581	\$ 1,441	\$ (5,077)	\$ -	\$ (25,977)	\$ (854)	\$ (9,103)	100%	17%	\$ 32,346	\$ -	100%
Net impaired loans as a % of total loans	0.14%	0.12%	0.01%	(0.02%)	0.00%	(0.12%)	(0.00%)	(0.04%)	<b>0.14%</b>	<b>0.02%</b>	0.14%	0.00%	<b>0.14%</b>
<b>Other</b>													
Capital ratios using the Standardized approach for credit risk													
Common equity Tier 1	9.5%	9.6%	9.6%	9.5%	9.2%	9.0%	8.2%	8.6%	<b>0.3%</b>	<b>(0.1%)</b>	9.5%	9.2%	<b>0.3%</b>
Tier 1	10.8%	10.9%	10.9%	10.8%	11.0%	10.8%	10.1%	9.8%	<b>(0.2%)</b>	<b>(0.1%)</b>	10.8%	11.0%	<b>(0.2%)</b>
Total	12.5%	12.7%	12.7%	13.0%	13.1%	12.9%	12.2%	12.0%	<b>(0.6%)</b>	<b>(0.2%)</b>	12.5%	13.1%	<b>(0.6%)</b>
Leverage ratio	8.3%	8.5%	8.7%	8.4%	8.6%	8.4%	8.0%	7.7%	<b>(0.3%)</b>	<b>(0.2%)</b>	8.3%	8.6%	<b>(0.3%)</b>

(1) For the definitions of non-IFRS measures see page 1.

**bold and italicized numbers = actual change in percent**

**NET INCOME (teb)<sup>(1)</sup> AND COMPREHENSIVE INCOME  
(unaudited)  
(\$ thousands)**

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2017
	2017				2016				vs Q4 16	vs Q3 17	2017	2016	% CHANGE
	4	3	2	1	4	3	2	1					
Interest income													
Loans	\$ 264,575	\$ 250,326	\$ 235,249	\$ 243,800	\$ 240,114	\$ 237,877	\$ 227,569	\$ 222,697	10%	6%	\$ 993,950	\$ 928,257	7%
Securities	7,825	6,089	5,838	7,646	6,508	7,167	7,876	10,392	20%	29%	27,398	31,943	(14%)
Deposits with regulated financial institutions	1,614	2,068	2,447	2,069	2,081	1,329	787	832	(22%)	(22%)	8,198	5,029	63%
Total interest income	274,014	258,483	243,534	253,515	248,703	246,373	236,232	233,921	10%	6%	1,029,546	965,229	7%
Interest expense													
Deposits	95,630	86,557	83,860	89,474	90,855	89,518	83,970	82,155	5%	10%	355,521	346,498	3%
Debt	7,391	7,371	6,935	7,676	8,144	7,308	7,156	7,659	(9%)	-	29,373	30,267	(3%)
Total interest expense	103,021	93,928	90,795	97,150	98,999	96,826	91,126	89,814	4%	10%	384,894	376,765	2%
Net interest income (page 5)	170,993	164,555	152,739	156,365	149,704	149,547	145,106	144,107	14%	4%	644,652	588,464	10%
Non-interest income (page 5)	24,628	19,852	20,287	19,478	19,127	19,541	19,378	14,626	29%	24%	84,245	72,672	16%
Total revenue	195,621	184,407	173,026	175,843	168,831	169,088	164,484	158,733	16%	6%	728,897	661,136	10%
Provision for credit losses (page 9)	11,411	11,424	13,159	14,992	13,110	17,402	39,671	8,932	(13%)	-	50,986	79,115	(36%)
Acquisition-related fair value changes	4,710	4,577	4,647	4,361	3,917	3,940	-	-	20%	3%	18,295	7,857	133%
Non-interest expenses (page 6)	93,129	85,383	84,139	82,815	81,129	78,504	78,461	75,553	15%	9%	345,466	313,647	10%
Net income before taxes	86,371	83,023	71,081	73,675	70,675	69,242	46,352	74,248	22%	4%	314,150	260,517	21%
Provision for income taxes	21,726	22,866	19,592	20,311	19,014	19,168	12,603	20,398	14%	(5%)	84,495	71,183	19%
Net income	64,645	60,157	51,489	53,364	51,661	50,074	33,749	53,850	25%	7%	229,655	189,334	21%
Net income attributable to non-controlling interests	250	286	333	259	265	192	161	343	(6%)	(13%)	1,128	961	17%
<b>Shareholders' Net Income</b>	\$ 64,395	\$ 59,871	\$ 51,156	\$ 53,105	\$ 51,396	\$ 49,882	\$ 33,588	\$ 53,507	25%	8%	\$ 228,527	\$ 188,373	21%
Preferred share dividends	3,562	3,563	3,562	3,563	3,562	4,300	1,375	1,375	-	-	14,250	10,612	34%
<b>Common Shareholders' Net Income</b>	\$ 60,833	\$ 56,308	\$ 47,594	\$ 49,542	\$ 47,834	\$ 45,582	\$ 32,213	\$ 52,132	27%	8%	\$ 214,277	\$ 177,761	21%
teb adjustment	\$ 499	\$ 564	\$ 583	\$ 616	\$ 579	\$ 676	\$ 754	\$ 1,231	(14%)	(12%)	\$ 2,262	\$ 3,240	(30%)
<b>Comprehensive Income</b>													
Net income	\$ 64,645	\$ 60,157	\$ 51,489	\$ 53,364	\$ 51,661	\$ 50,074	\$ 33,749	\$ 53,850	25%	7%	\$ 229,655	\$ 189,334	21%
Other comprehensive income, net of tax													
Change in fair value of available-for-sale securities and derivatives designated as cash flow hedges	8,030	(34,433)	14,697	(10,168)	5,551	15,924	(564)	(5,998)	45%	nm	(21,874)	14,913	nm
Comprehensive Income	\$ 72,675	\$ 25,724	\$ 66,186	\$ 43,196	\$ 57,212	\$ 65,998	\$ 33,185	\$ 47,852	27%	183%	\$ 207,781	\$ 204,247	2%

(1) For the definition of taxable equivalent basis (teb) see page 1.

nm = not meaningful

**EARNINGS PER SHARE, NON-IFRS MEASURES AND OTHER STATISTICS <sup>(1)</sup>**

(unaudited)

(\$ thousands, except as otherwise noted)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2017
	2017				2016				vs Q4 16	vs Q3 17	2017	2016	% CHANGE
	4	3	2	1	4	3	2	1					
<b>Earnings Per Share (EPS)</b>													
Common shareholders' net income	\$ 60,833	\$ 56,308	\$ 47,594	\$ 49,542	\$ 47,834	\$ 45,582	\$ 32,213	\$ 52,132	27%	8%	\$ 214,277	\$ 177,761	21%
Adjustments to net income for adjusted cash EPS (after-tax)													
Acquisition-related fair value changes	3,462	3,364	3,392	3,184	2,879	2,896	-	-	20%	3%	13,402	5,775	132%
Amortization of acquisition-related intangible assets	1,408	1,401	1,399	1,364	1,324	1,307	1,182	869	6%	-	5,572	4,682	19%
Adjusted common shareholders' net income	\$ 65,703	\$ 61,073	\$ 52,385	\$ 54,090	\$ 52,037	\$ 49,785	\$ 33,395	\$ 53,001	26%	8%	\$ 233,251	\$ 188,218	24%
<b>Denominator</b>													
Weighted average number of common shares - basic	88,409	88,321	88,271	88,185	88,073	83,564	81,429	80,536	-	-	88,297	83,411	6%
Dilutive instruments - employee stock options	374	34	219	308	-	-	15	-	100%	nm	295	8	nm
Weighted average number of common shares - diluted	88,783	88,355	88,490	88,493	88,073	83,564	81,444	80,536	1%	-	88,592	83,419	6%
Basic EPS	\$ 0.69	\$ 0.64	\$ 0.54	\$ 0.56	\$ 0.54	\$ 0.55	\$ 0.40	\$ 0.65	28%	8%	\$ 2.43	\$ 2.13	14%
Diluted EPS	0.68	0.64	0.54	0.56	0.54	0.55	0.40	0.65	26%	6%	2.42	2.13	14%
Adjusted cash EPS	0.74	0.69	0.59	0.61	0.59	0.60	0.41	0.66	25%	7%	2.63	2.26	16%
<b>Number of Common Shares Outstanding at Period End</b>	88,494	88,361	88,300	88,253	88,103	88,056	81,882	80,560	-	-	88,494	88,103	-
<b>Pre-tax, Pre-provision Income</b>													
Total revenue (teb)	\$ 195,621	\$ 184,407	\$ 173,026	\$ 175,843	\$ 168,831	\$ 169,088	\$ 164,484	\$ 158,733	16%	6%	\$ 728,897	\$ 661,136	10%
Less:													
Adjusted non-interest expenses (page 6)	91,220	83,483	82,240	80,963	79,334	76,728	76,856	74,375	15%	9%	337,906	307,293	10%
Pre-tax, pre-provision income	\$ 104,401	\$ 100,924	\$ 90,786	\$ 94,880	\$ 89,497	\$ 92,360	\$ 87,628	\$ 84,358	17%	3%	\$ 390,991	\$ 353,843	10%
<b>Risk Weighted Assets (\$ millions)</b>													
Cash, securities and repurchase agreements	\$ 297	\$ 174	\$ 266	\$ 206	\$ 321	\$ 321	\$ 235	\$ 350	(7%)	71%	\$ 297	\$ 321	(7%)
Loans	18,505	18,194	17,924	17,763	17,993	18,117	17,833	17,055	3%	2%	18,505	17,993	3%
Other	2,280	2,159	2,049	2,059	2,048	1,957	1,866	1,781	11%	6%	2,280	2,048	11%
Total	\$ 21,082	\$ 20,527	\$ 20,239	\$ 20,028	\$ 20,362	\$ 20,395	\$ 19,934	\$ 19,186	4%	3%	\$ 21,082	\$ 20,362	4%
<b>Unrealized Gains (Losses) on Available-for-Sale Cash &amp; Securities</b>													
Deposits with regulated financial institutions	\$ (18)	\$ (5)	\$ (510)	\$ (2)	\$ (81)	\$ (75)	\$ 21	\$ (183)	(78%)	260%	\$ (18)	\$ (81)	(78%)
Government of Canada	(20,243)	(25,456)	(4,692)	(11,570)	147	1,663	(7,814)	(2,685)	nm	(20%)	(20,243)	147	nm
Province or municipality	(4,652)	(6,373)	38	(597)	133	340	(2,025)	(2,480)	nm	(27%)	(4,652)	133	nm
Other debt securities	1,750	1,837	2,349	1,465	1,522	1,459	902	652	15%	(5%)	1,750	1,522	15%
Preferred shares	(16,749)	(19,467)	(25,479)	(31,960)	(46,405)	(56,092)	(63,583)	(76,466)	(64%)	(14%)	(16,749)	(46,405)	(64%)
Common shares	-	-	-	-	-	-	-	(3,718)	-	-	-	-	-
Total	\$ (39,912)	\$ (49,464)	\$ (28,294)	\$ (42,664)	\$ (44,684)	\$ (52,705)	\$ (72,499)	\$ (84,880)	(11%)	(19%)	\$ (39,912)	\$ (44,684)	(11%)
<b>Interest Sensitive Gap Within 1 Year (\$ millions)</b>	\$ 752	\$ 357	\$ 229	\$ 30	\$ 1,003	\$ 849	\$ 366	\$ (91)	(25%)	111%	\$ 752	\$ 1,003	(25%)
<b>Assets Under Administration <sup>(2)</sup></b>	\$ 10,408,012	\$ 11,441,989	\$ 11,614,170	\$ 11,119,927	\$ 10,689,398	\$ 10,305,408	\$ 10,287,891	\$ 9,500,573	(3%)	(9%)	\$ 10,408,012	\$ 10,689,398	(3%)
Trust cash balances <sup>(2)</sup>	1,805,648	1,881,232	2,039,943	1,983,676	1,977,145	1,699,932	1,545,098	1,636,069	(9%)	(4%)	1,805,648	1,977,145	(9%)
<b>Assets Under Management</b>	\$ 2,114,861	\$ 1,974,733	\$ 2,064,422	\$ 1,971,535	\$ 1,924,181	\$ 1,888,828	\$ 1,834,203	\$ 1,825,280	10%	7%	\$ 2,114,861	\$ 1,924,181	10%
Number of full-time equivalent staff at period end <sup>(3)</sup>	2,058	2,034	1,993	1,977	1,966	1,982	2,015	1,958	5%	1%	2,058	1,966	5%
Number of bank branches	42	42	42	42	42	42	41	41	-	-	42	42	-

(1) For the definitions of adjusted cash EPS and pre-tax, pre-provision income see page 1.

(2) In the fourth quarter of 2017, assets under administration of approximately \$1,316,788 and deposits totalling \$71,259 were transferred to a third party as part of the Trust Services strategic transaction (see Note 3 of the 2017 annual financial statements).

(3) The number of full-time equivalent staff increased in the second quarter of 2016 primarily reflective of the acquisition of CWB Maxium Financial and decreased during the third and fourth quarters of 2016 due to a reduction in term employees, related to the completion of the core banking system transformation, partially offset by the impact of the CWB Franchise Finance acquisition in the third quarter.

nm = not meaningful





**NET INTEREST INCOME, NON-INTEREST INCOME AND TOTAL REVENUE (teb)<sup>(1)</sup>**  
(unaudited)  
(\$ thousands)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2017
	2017				2016				vs Q4 16	vs Q3 17	2017	2016	% CHANGE
	4	3	2	1	4	3	2	1					
<b>Net Interest Income</b>													
Net interest income as per financial statements	\$ 170,494	\$ 163,991	\$ 152,156	\$ 155,749	\$ 149,125	\$ 148,871	\$ 144,352	\$ 142,876	14%	4%	\$ 642,390	\$ 585,224	10%
Taxable equivalent adjustment	499	564	583	616	579	676	754	1,231	(14%)	(12%)	2,262	3,240	(30%)
Net interest income (teb)	170,993	164,555	152,739	156,365	149,704	149,547	145,106	144,107	14%	4%	644,652	588,464	10%
<b>Non-interest Income</b>													
Credit related	8,381	8,538	8,324	8,769	8,761	7,496	7,173	7,168	(4%)	(2%)	34,012	30,598	11%
Wealth management services <sup>(2)</sup>	4,427	4,854	5,490	4,302	4,235	4,105	4,135	3,919	5%	(9%)	19,073	16,394	16%
Retail services <sup>(2)</sup>	2,754	2,564	2,693	2,747	2,641	2,437	3,208	2,958	4%	7%	10,758	11,244	(4%)
Trust services <sup>(3)</sup>	2,521	2,819	3,016	2,949	2,964	2,734	2,997	2,827	(15%)	(11%)	11,305	11,522	(2%)
Gains (losses) on securities, net	9	46	539	70	52	2	-	(2,884)	(83%)	(80%)	664	(2,830)	nm
Foreign exchange gains	673	699	366	248	255	513	461	295	164%	(4%)	1,986	1,524	30%
Other <sup>(4)</sup>	5,863	332	(141)	393	219	2,254	1,404	343	nm	nm	6,447	4,220	53%
Total non-interest income	24,628	19,852	20,287	19,478	19,127	19,541	19,378	14,626	29%	24%	84,245	72,672	16%
<b>Total Revenue (teb)</b>	\$ 195,621	\$ 184,407	\$ 173,026	\$ 175,843	\$ 168,831	\$ 169,088	\$ 164,484	\$ 158,733	16%	6%	\$ 728,897	\$ 661,136	10%

(1) For the definition of taxable equivalent basis (teb) see page 1.

(2) In the fourth quarter of 2017, certain fee income was reclassified from retail services to wealth management services within Non-interest Income. Comparative figures have been restated to conform with current period presentation.

(3) Trust services annual revenue is anticipated to decline by approximately \$3.5 million in fiscal 2018 as a result of the Trust Services strategic transaction (see Note 3 of the 2017 annual financial statements).

(4) In the fourth quarter of 2017, other Non-interest Income includes a net gain on sale of \$5,726 related to the Trust Services strategic transaction (see Note 3 of the 2017 annual financial statements).

nm = not meaningful

**AVERAGE BALANCE SHEET INFORMATION**  
(unaudited)  
(\$ thousands)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2017
	2017				2016				vs Q4 16	vs Q3 17	2017	2016	% CHANGE
	4	3	2	1	4	3	2	1					
Cash, securities and repurchase agreements	\$ 2,372,171	\$ 2,251,746	\$ 2,410,460	\$ 2,841,357	\$ 2,920,917	\$ 2,882,764	\$ 2,769,809	\$ 2,831,381	(19%)	5%	\$ 2,468,933	\$ 2,851,218	(13%)
Loans	22,837,728	22,372,087	21,699,732	21,797,987	21,743,619	21,378,864	20,680,200	19,894,008	5%	2%	22,176,884	20,924,173	6%
Other assets	495,861	472,488	467,284	481,871	463,159	468,488	421,594	343,000	7%	5%	479,376	424,060	13%
<b>Total Assets</b>	\$ 25,705,760	\$ 25,096,321	\$ 24,577,476	\$ 25,121,215	\$ 25,127,695	\$ 24,730,116	\$ 23,871,603	\$ 23,068,389	2%	2%	\$ 25,125,193	\$ 24,199,451	4%
Deposits *	\$ 21,390,644	\$ 20,880,972	\$ 20,548,859	\$ 21,004,251	\$ 21,065,585	\$ 20,907,830	\$ 20,173,634	\$ 19,629,714	2%	2%	\$ 20,956,181	\$ 20,445,151	2%
Other liabilities	518,776	489,294	475,711	512,678	437,562	375,714	490,897	378,407	19%	6%	499,115	419,883	19%
Debt	1,367,073	1,317,690	1,166,889	1,265,479	1,308,157	1,267,139	1,193,795	1,135,679	5%	4%	1,279,283	1,226,192	4%
Shareholders' equity	2,428,398	2,407,131	2,385,283	2,337,992	2,315,756	2,178,986	2,012,890	1,923,692	5%	1%	2,389,701	2,107,633	13%
Non-controlling interests	869	1,234	734	815	635	447	387	897	37%	(30%)	913	592	54%
<b>Total Liabilities and Equity</b>	\$ 25,705,760	\$ 25,096,321	\$ 24,577,476	\$ 25,121,215	\$ 25,127,695	\$ 24,730,116	\$ 23,871,603	\$ 23,068,389	2%	2%	\$ 25,125,193	\$ 24,199,451	4%
*Branch-raised deposits included in total deposits	\$ 11,792,577	\$ 11,768,366	\$ 11,616,593	\$ 11,533,319	\$ 11,288,158	\$ 10,944,574	\$ 10,694,834	\$ 10,570,390	4%	-	\$ 11,677,714	\$ 10,875,449	7%

**NON-INTEREST EXPENSES**  
(unaudited)  
(\$ thousands)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2017	
	2017				2016				vs Q4 16	vs Q3 17	2017	2016	vs 2016	
	4	3	2	1	4	3	2	1					% CHANGE	
<b>Salaries and Employee Benefits</b>														
Salaries	\$ 49,213	\$ 44,865	\$ 44,752	\$ 45,840	\$ 44,259	\$ 42,062	\$ 42,962	\$ 42,049	11%	10%	\$ 184,670	\$ 171,332	8%	
Employee benefits	8,548	9,344	9,330	8,524	8,019	8,600	8,977	7,975	7%	(9%)	35,746	33,571	6%	
Total	57,761	54,209	54,082	54,364	52,278	50,662	51,939	50,024	10%	7%	220,416	204,903	8%	
<b>Premises and Equipment</b>														
Rent	5,096	5,121	5,431	5,090	5,008	4,846	4,980	4,854	2%	-	20,738	19,688	5%	
Depreciation	6,988	5,467	5,394	5,283	5,288	5,094	3,920	3,925	32%	28%	23,132	18,227	27%	
Other	4,550	4,031	3,922	3,975	3,977	3,820	3,560	3,267	14%	13%	16,478	14,624	13%	
Total	16,634	14,619	14,747	14,348	14,273	13,760	12,460	12,046	17%	14%	60,348	52,539	15%	
<b>Other Expenses</b>														
Professional fees and services	2,609	2,392	2,274	2,164	2,123	1,923	2,092	2,096	23%	9%	9,439	8,234	15%	
Regulatory costs	3,114	2,086	1,825	1,801	1,775	1,870	1,336	1,300	75%	49%	8,826	6,281	41%	
Marketing and business development	2,435	2,024	1,982	1,250	1,948	1,532	2,001	1,458	25%	20%	7,691	6,939	11%	
Amortization of acquisition-related intangible assets	1,909	1,900	1,899	1,852	1,795	1,776	1,605	1,178	6%	-	7,560	6,354	19%	
Banking charges	1,403	1,210	1,232	1,217	1,180	1,505	1,369	1,375	19%	16%	5,062	5,429	(7%)	
Travel	879	889	816	679	903	694	659	576	(3%)	(1%)	3,263	2,832	15%	
Postage and stationery	751	604	733	580	606	695	785	812	24%	24%	2,668	2,898	(8%)	
Loan-related credit reports	654	725	574	612	652	630	556	593	-	(10%)	2,565	2,431	6%	
Community investment	670	371	470	489	399	445	563	874	68%	81%	2,000	2,281	(12%)	
Communications	433	503	463	437	450	371	451	445	(4%)	(14%)	1,836	1,717	7%	
Staff relations	440	417	297	462	291	240	271	477	51%	6%	1,616	1,279	26%	
Employee training	572	288	307	240	292	174	521	316	96%	99%	1,407	1,303	8%	
Capital and business taxes	466	304	331	298	312	406	346	220	49%	53%	1,399	1,284	9%	
Employee recruitment	220	403	237	205	70	219	201	151	214%	(45%)	1,065	641	66%	
Mutual fund administration	277	265	275	220	229	244	166	169	21%	5%	1,037	808	28%	
General insurance	243	249	248	266	272	246	252	266	(11%)	(2%)	1,006	1,036	(3%)	
Parking	176	226	207	255	217	244	196	251	(19%)	(22%)	864	908	(5%)	
Acquisition-related	-	-	-	-	26	168	309	192	(100%)	-	-	695	(100%)	
Other	1,483	1,699	1,140	1,076	1,038	700	383	734	43%	(13%)	5,398	2,855	89%	
Total	18,734	16,555	15,310	14,103	14,578	14,082	14,062	13,483	29%	13%	64,702	56,205	15%	
<b>Total Non-interest Expenses</b>	\$ 93,129	\$ 85,383	\$ 84,139	\$ 82,815	\$ 81,129	\$ 78,504	\$ 78,461	\$ 75,553	15%	9%	\$ 345,466	\$ 313,647	10%	
<b>Adjustments</b>														
Amortization of acquisition-related intangible assets	(1,909)	(1,900)	(1,899)	(1,852)	(1,795)	(1,776)	(1,605)	(1,178)	6%	-	(7,560)	(6,354)	19%	
<b>Adjusted Total Non-interest Expenses</b>	\$ 91,220	\$ 83,483	\$ 82,240	\$ 80,963	\$ 79,334	\$ 76,728	\$ 76,856	\$ 74,375	15%	9%	\$ 337,906	\$ 307,293	10%	

**BALANCE SHEET**  
(unaudited)  
(\$ thousands)

	BALANCE SHEET (unaudited) (\$ thousands)								Q4 % CHANGE	
	QUARTER				QUARTER					
	2017				2016				vs Q4 16	vs Q3 17
	4	3	2	1	4	3	2	1		
<b>Cash Resources</b>	\$ 521,796	\$ 196,659	\$ 805,746	\$ 450,703	\$ 920,056	\$ 593,253	\$ 196,112	\$ 434,800	(43%)	165%
<b>Securities</b>										
Investment	2,186,987	1,933,496	1,129,334	2,101,009	1,708,594	2,190,204	2,187,457	2,335,153	28%	13%
Trading	-	-	-	-	-	-	-	-	-	-
Total	2,186,987	1,933,496	1,129,334	2,101,009	1,708,594	2,190,204	2,187,457	2,335,153	28%	13%
<b>Securities Purchased Under Resale Agreements</b>	-	-	-	-	163,318	195,079	142,915	-	(100%)	-
<b>Loans</b>										
Personal	4,725,715	4,605,813	4,475,620	4,177,551	4,063,552	3,775,988	3,699,902	3,562,362	16%	3%
Business	18,619,853	18,236,098	17,852,517	17,705,173	18,001,584	18,078,402	17,675,776	16,889,985	3%	2%
Allowance for credit losses	23,345,568	22,841,911	22,328,137	21,882,724	22,065,136	21,854,390	21,375,678	20,452,347	6%	2%
Total	(116,329)	(123,040)	(112,947)	(109,275)	(103,788)	(109,888)	(127,673)	(101,608)	12%	(5%)
Total	23,229,239	22,718,871	22,215,190	21,773,449	21,961,348	21,744,502	21,248,005	20,350,739	6%	2%
<b>Other</b>										
Property and equipment	56,115	55,555	56,131	56,557	57,330	57,808	59,053	59,896	(2%)	1%
Goodwill and intangible assets	235,399	235,013	234,803	234,570	234,074	233,429	228,068	161,086	1%	-
Other assets	217,917	205,273	176,364	198,390	177,829	171,166	175,291	130,879	23%	6%
Total	509,431	495,841	467,298	489,517	469,233	462,403	462,412	351,861	9%	3%
<b>Total Assets</b>	\$ 26,447,453	\$ 25,344,867	\$ 24,617,568	\$ 24,814,678	\$ 25,222,549	\$ 25,185,441	\$ 24,236,901	\$ 23,472,553	5%	4%
<b>Deposits</b>										
Personal	\$ 13,394,562	\$ 12,785,428	\$ 12,694,328	\$ 13,096,585	\$ 13,223,702	\$ 13,098,162	\$ 12,463,248	\$ 12,105,617	1%	5%
Business and government	8,508,420	8,094,851	7,779,411	7,586,775	7,970,851	8,058,728	7,877,677	7,754,151	7%	5%
Total	21,902,982	20,880,279	20,473,739	20,683,360	21,194,553	21,156,890	20,340,925	19,859,768	3%	5%
<b>Other</b>										
Securities sold under repurchase agreements	58,358	264,401	102,553	108,480	-	-	99,003	133,765	100%	(78%)
Other liabilities	545,935	460,738	464,890	425,716	416,985	441,872	469,004	349,086	31%	18%
Total	604,293	725,139	567,443	534,196	416,985	441,872	568,007	482,851	45%	(17%)
<b>Debt</b>										
Debt securities	1,226,336	1,075,270	917,217	909,050	943,198	954,002	885,202	864,581	30%	14%
Subordinated debentures	250,000	250,000	250,000	325,000	325,000	325,000	325,000	325,000	(23%)	-
Total	1,476,336	1,325,270	1,167,217	1,234,050	1,268,198	1,279,002	1,210,202	1,189,581	16%	11%
<b>Equity (page 8)</b>										
Preferred shares	265,000	265,000	265,000	265,000	265,000	265,000	265,000	125,000	-	-
Common shares	731,885	727,539	725,912	724,252	718,377	717,208	565,927	538,312	2%	1%
Retained earnings	1,488,634	1,450,386	1,413,324	1,384,221	1,354,966	1,327,554	1,305,522	1,295,288	10%	3%
Share-based payment reserve	24,979	27,325	26,878	26,932	31,276	30,623	30,014	29,927	(20%)	(9%)
Other reserves	(49,453)	(57,483)	(23,050)	(37,747)	(27,579)	(33,130)	(49,054)	(48,490)	79%	(14%)
Total shareholders' equity	2,461,045	2,412,767	2,408,064	2,362,658	2,342,040	2,307,255	2,117,409	1,940,037	5%	2%
Non-controlling interests	2,797	1,412	1,105	414	773	422	358	316	262%	98%
Total equity	2,463,842	2,414,179	2,409,169	2,363,072	2,342,813	2,307,677	2,117,767	1,940,353	5%	2%
<b>Total Liabilities and Equity</b>	\$ 26,447,453	\$ 25,344,867	\$ 24,617,568	\$ 24,814,678	\$ 25,222,549	\$ 25,185,441	\$ 24,236,901	\$ 23,472,553	5%	4%
<b>Deposits</b>										
Demand and notice	\$ 7,641,117	\$ 7,744,713	\$ 8,011,680	\$ 7,614,614	\$ 7,693,735	\$ 7,187,331	\$ 6,940,969	\$ 6,872,322	(1%)	(1%)
Fixed term	14,261,865	13,135,566	12,462,059	13,068,746	13,500,818	13,969,559	13,399,956	12,987,446	6%	9%
Total deposits by type	\$ 21,902,982	\$ 20,880,279	\$ 20,473,739	\$ 20,683,360	\$ 21,194,553	\$ 21,156,890	\$ 20,340,925	\$ 19,859,768	3%	5%
Branch raised	\$ 11,815,792	\$ 11,700,851	\$ 11,713,832	\$ 11,413,631	\$ 11,616,938	\$ 11,077,160	\$ 10,701,107	\$ 10,615,689	2%	1%
Broker raised	7,923,190	7,323,228	6,994,707	7,493,529	7,716,415	8,187,030	7,720,367	7,309,292	3%	8%
Capital markets	2,164,000	1,856,200	1,765,200	1,776,200	1,861,200	1,892,700	1,919,451	1,934,787	16%	17%
Total deposits by source	\$ 21,902,982	\$ 20,880,279	\$ 20,473,739	\$ 20,683,360	\$ 21,194,553	\$ 21,156,890	\$ 20,340,925	\$ 19,859,768	3%	5%
<b>Credit ratings (DBRS)</b>										
Short-term instruments (deposit notes)	R-1 low	R-1 low	R-1 low	R-1 low	R-1 low	R-1 low	R-1 low	R-1 low		
Senior debt (deposits)	A low	A low	A low	A low	A low	A low	A low	A low		
Subordinated debentures	BBB high	BBB high	BBB high	BBB high	BBB high	BBB high	BBB high	BBB high		
Series 5 and Series 7 Non-cumulative preferred shares (NVCC)	Pfd-3	Pfd-3	Pfd-3	Pfd-3	Pfd-3	Pfd-3	Pfd-3	Pfd-3		



	EQUITY (unaudited) (\$ thousands)												
	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2017
	2017				2016								vs 2016
	4	3	2	1	4	3	2	1	vs Q4 16	vs Q3 17	2017	2016	% CHANGE
<b>Retained Earnings</b>													
Balance at beginning of period	\$ 1,450,386	\$ 1,413,324	\$ 1,384,221	\$ 1,354,966	\$ 1,327,554	\$ 1,305,522	\$ 1,295,288	\$ 1,261,678	9%	3%	\$ 1,354,966	\$ 1,261,678	7%
Shareholders' net income	64,395	59,871	51,156	53,105	51,396	49,882	33,588	53,507	25%	8%	228,527	188,373	21%
Dividends - Preferred shares	(3,562)	(3,563)	(3,562)	(3,563)	(3,562)	(4,300)	(1,375)	(1,375)	-	-	(14,250)	(10,612)	34%
- Common shares	(21,211)	(20,309)	(20,300)	(20,287)	(20,253)	(18,832)	(18,817)	(18,522)	5%	4%	(82,107)	(76,424)	7%
Share premium on equity issued to non-controlling interests	(1,374)	1,063	1,809	-	-	-	-	-	(100%)	nm	1,498	-	100%
Issuance costs on common and preferred shares	-	-	-	-	(169)	(4,718)	(3,162)	-	100%	-	-	(8,049)	(100%)
Balance at end of period	1,488,634	1,450,386	1,413,324	1,384,221	1,354,966	1,327,554	1,305,522	1,295,288	10%	3%	1,488,634	1,354,966	10%
<b>Other Reserves</b>													
Balance at beginning of period	(57,483)	(23,050)	(37,747)	(27,579)	(33,130)	(49,054)	(48,490)	(42,492)	74%	149%	(27,579)	(42,492)	(35%)
Other comprehensive income (loss)	8,030	(34,433)	14,697	(10,168)	5,551	15,924	(564)	(5,998)	45%	nm	(21,874)	14,913	nm
Balance at end of period	(49,453)	(57,483)	(23,050)	(37,747)	(27,579)	(33,130)	(49,054)	(48,490)	79%	(14%)	(49,453)	(27,579)	79%
Total retained earnings and other reserves	1,439,181	1,392,903	1,390,274	1,346,474	1,327,387	1,294,424	1,256,468	1,246,798	8%	3%	1,439,181	1,327,387	8%
<b>Preferred Shares</b>													
Balance at beginning of period	265,000	265,000	265,000	265,000	265,000	265,000	125,000	125,000	-	-	265,000	125,000	112%
Issued	-	-	-	-	-	-	140,000	-	-	-	-	140,000	(100%)
Balance at end of period	265,000	265,000	265,000	265,000	265,000	265,000	265,000	125,000	-	-	265,000	265,000	-
<b>Common Shares</b>													
Balance at beginning of period	727,539	725,912	724,252	718,377	717,208	565,927	538,312	537,511	1%	-	718,377	537,511	34%
Transferred from share-based payment reserve on exercise or exchange of options	2,750	-	571	4,907	11	10	685	-	nm	100%	8,228	706	nm
Issued under dividend reinvestment plan	1,596	1,627	1,089	968	1,158	1,208	1,324	801	38%	(2%)	5,280	4,491	18%
Issued to public	-	-	-	-	-	150,063	-	-	-	-	-	150,063	(100%)
Issued on acquisition of subsidiary	-	-	-	-	-	-	25,606	-	-	-	-	25,606	(100%)
Balance at end of period	731,885	727,539	725,912	724,252	718,377	717,208	565,927	538,312	2%	1%	731,885	718,377	2%
<b>Share-based Payment Reserve</b>													
Balance at beginning of period	27,325	26,878	26,932	31,276	30,623	30,014	29,927	29,210	(11%)	2%	31,276	29,210	7%
Amortization of fair value of employee stock options	404	447	517	563	664	619	772	717	(39%)	(10%)	1,931	2,772	(30%)
Transferred to common shares on exercise or exchange of options	(2,750)	-	(571)	(4,907)	(11)	(10)	(685)	-	nm	(100%)	(8,228)	(706)	nm
Balance at end of period	24,979	27,325	26,878	26,932	31,276	30,623	30,014	29,927	(20%)	(9%)	24,979	31,276	(20%)
<b>Total Shareholders' Equity</b>	2,461,045	2,412,767	2,408,064	2,362,658	2,342,040	2,307,255	2,117,409	1,940,037	5%	2%	2,461,045	2,342,040	5%
<b>Non-controlling Interests</b>													
Balance at beginning of period	1,412	1,105	414	773	422	358	316	992	235%	28%	773	992	(22%)
Net income attributable to non-controlling interests	250	286	333	259	265	192	161	343	(6%)	(13%)	1,128	961	17%
Increase in equity attributable to non-controlling interests	1,198	74	411	-	-	-	-	-	100%	nm	1,683	-	100%
Distributions to non-controlling interests	(63)	(53)	(53)	(501)	(120)	(128)	(119)	(666)	(48%)	19%	(670)	(1,033)	(35%)
Partial ownership change	-	-	-	(117)	206	-	-	(353)	(100%)	-	(117)	(147)	(20%)
Balance at end of period	2,797	1,412	1,105	414	773	422	358	316	262%	98%	2,797	773	262%
<b>Total Equity</b>	\$ 2,463,842	\$ 2,414,179	\$ 2,409,169	\$ 2,363,072	\$ 2,342,813	\$ 2,307,677	\$ 2,117,767	\$ 1,940,353	5%	2%	\$ 2,463,842	\$ 2,342,813	5%

nm = not meaningful

**IMPAIRED LOANS AND ALLOWANCE FOR CREDIT LOSSES**  
 (unaudited)  
 (\$ thousands)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR	
	2017				2016				vs Q4 16	vs Q3 17	2017	2016
	4	3	2	1	4	3	2	1				
<b>Gross Impaired Loans</b>												
General commercial loans	\$ 58,183	\$ 49,138	\$ 32,406	\$ 34,988	\$ 18,363	\$ 5,091	\$ 2,863	\$ 5,441	217%	18%	\$ 58,183	\$ 18,363
Real estate project loans	21,391	11,941	11,200	12,965	16,232	20,823	23,370	32,561	32%	79%	21,391	16,232
Personal loans and mortgages	19,816	19,800	21,732	21,988	21,968	13,823	17,058	19,100	(10%)	-	19,816	21,968
Commercial mortgages	16,571	33,091	25,815	14,226	13,552	14,143	13,656	5,619	22%	(50%)	16,571	13,552
Equipment financing and leasing	50,760	50,874	46,108	38,803	40,201	35,675	34,258	27,120	26%	-	50,760	40,201
Oil and gas production loans	1,540	3,840	573	1,469	16,896	17,156	53,758	21,666	(91%)	(60%)	1,540	16,896
<b>Total gross impaired loans</b>	<b>\$ 168,261</b>	<b>\$ 168,684</b>	<b>\$ 137,834</b>	<b>\$ 124,439</b>	<b>\$ 127,212</b>	<b>\$ 106,711</b>	<b>\$ 144,963</b>	<b>\$ 111,507</b>	<b>32%</b>	<b>-</b>	<b>\$ 168,261</b>	<b>\$ 127,212</b>
<b>Net Impaired Loans</b>												
General commercial loans	\$ 55,112	\$ 42,937	\$ 26,616	\$ 33,153	\$ 16,993	\$ 4,851	\$ 2,145	\$ 4,713	224%	28%	\$ 55,112	\$ 16,993
Real estate project loans	19,371	9,241	8,500	10,265	13,513	16,123	18,670	29,161	43%	110%	19,371	13,513
Personal loans and mortgages	19,607	19,282	21,379	21,786	21,764	13,355	16,623	18,820	(10%)	2%	19,607	21,764
Commercial mortgages	16,186	33,091	25,815	14,226	13,282	13,893	13,406	5,369	22%	(51%)	16,186	13,282
Equipment financing and leasing	40,628	40,497	37,250	30,272	30,638	27,648	27,305	21,788	33%	-	40,628	30,638
Oil and gas production loans	740	840	-	569	14,753	3,084	20,887	10,775	(95%)	(12%)	740	14,753
Collective allowance for credit risk <sup>(1)</sup>	151,644	145,888	119,560	110,271	110,943	78,954	99,036	90,626	37%	4%	151,644	110,943
	(119,298)	(118,307)	(118,119)	(115,348)	(110,943)	(104,931)	(99,890)	(99,729)	8%	1%	(119,298)	(110,943)
<b>Net impaired loans (after collective allowance)</b>	<b>\$ 32,346</b>	<b>\$ 27,581</b>	<b>\$ 1,441</b>	<b>\$ (5,077)</b>	<b>\$ -</b>	<b>\$ (25,977)</b>	<b>\$ (854)</b>	<b>\$ (9,103)</b>	<b>100%</b>	<b>17%</b>	<b>\$ 32,346</b>	<b>\$ -</b>
<b>Gross Impaired Loan Formations (Reductions) <sup>(2)</sup></b>	<b>\$ 17,082</b>	<b>\$ 38,962</b>	<b>\$ 21,167</b>	<b>\$ 10,932</b>	<b>\$ 39,943</b>	<b>\$ (7,263)</b>	<b>\$ 49,164</b>	<b>\$ 20,923</b>	<b>(57%)</b>	<b>(56%)</b>	<b>\$ 88,143</b>	<b>\$ 102,767</b>
<b>Net New Specific Provision <sup>(3)</sup></b>	<b>10,420</b>	<b>11,236</b>	<b>10,388</b>	<b>10,587</b>	<b>7,098</b>	<b>12,361</b>	<b>39,510</b>	<b>8,816</b>	<b>47%</b>	<b>(7%)</b>	<b>42,631</b>	<b>67,785</b>
<b>Allowance for Credit Losses</b>												
Specific allowance	\$ 16,617	\$ 22,796	\$ 18,274	\$ 14,168	\$ 16,269	\$ 27,757	\$ 45,927	\$ 20,881	2%	(27%)	\$ 16,617	\$ 16,269
Collective allowance - loans	99,712	100,244	94,673	95,107	87,519	82,131	81,746	80,727	14%	(1%)	99,712	87,519
Collective allowance - committed but undrawn credit exposures and letters of credit	19,586	18,063	23,446	20,241	23,424	22,800	18,144	19,002	(16%)	8%	19,586	23,424
Collective allowance	119,298	118,307	118,119	115,348	110,943	104,931	99,890	99,729	8%	1%	119,298	110,943
<b>Total allowance</b>	<b>\$ 135,915</b>	<b>\$ 141,103</b>	<b>\$ 136,393</b>	<b>\$ 129,516</b>	<b>\$ 127,212</b>	<b>\$ 132,688</b>	<b>\$ 145,817</b>	<b>\$ 120,610</b>	<b>7%</b>	<b>(4%)</b>	<b>\$ 135,915</b>	<b>\$ 127,212</b>
<b>Reconciliation of Allowance for Credit Losses</b>												
Opening allowance	\$ 141,103	\$ 136,393	\$ 129,516	\$ 127,212	\$ 132,688	\$ 145,817	\$ 120,610	\$ 115,419	6%	3%	\$ 127,212	\$ 115,419
Provision for credit losses	11,411	11,424	13,159	14,992	13,110	17,402	39,671	8,932	(13%)	-	50,986	79,115
Write-offs	(17,505)	(8,112)	(7,772)	(13,705)	(19,442)	(30,989)	(15,708)	(4,321)	(10%)	116%	(47,094)	(70,460)
Recoveries	906	1,398	1,490	1,017	856	458	1,244	580	6%	(35%)	4,811	3,138
Closing allowance	\$ 135,915	\$ 141,103	\$ 136,393	\$ 129,516	\$ 127,212	\$ 132,688	\$ 145,817	\$ 120,610	7%	(4%)	\$ 135,915	\$ 127,212
Net impaired loans (after collective allowance) as a % of total loans	0.14%	0.12%	0.01%	(0.02%)	0.00%	(0.12%)	(0.00%)	(0.04%)	<b>0.14%</b>	<b>0.02%</b>	0.14%	0.00%
Gross impaired loans as a % of total loans	0.72%	0.74%	0.62%	0.57%	0.58%	0.49%	0.68%	0.55%	<b>0.14%</b>	<b>(0.02%)</b>	0.72%	0.58%
Allowance for credit losses as a % of gross impaired loans <sup>(1)</sup>	81%	84%	99%	104%	100%	124%	101%	108%	<b>(19%)</b>	<b>(3%)</b>	81%	100%
Provision for credit losses as a % of average loans	0.20%	0.20%	0.25%	0.27%	0.24%	0.32%	0.78%	0.18%	<b>(0.04%)</b>	-	0.23%	0.38%
Net new specific provisions as a % of average loans	0.18%	0.20%	0.20%	0.19%	0.13%	0.23%	0.78%	0.18%	<b>0.05%</b>	<b>(0.02%)</b>	0.19%	0.32%
Write-offs as a % of average loans	0.08%	0.04%	0.04%	0.06%	0.09%	0.14%	0.08%	0.02%	<b>(0.01%)</b>	<b>0.04%</b>	0.21%	0.34%
Collective allowance as a % of risk-weighted assets <sup>(1) (4)</sup>	0.57%	0.58%	0.58%	0.58%	0.54%	0.51%	0.50%	0.52%	<b>0.03%</b>	<b>(0.01%)</b>	0.57%	0.54%
Collective allowance as a % of risk-weighted loans <sup>(1) (4)</sup>	0.64%	0.65%	0.66%	0.65%	0.62%	0.58%	0.56%	0.58%	<b>0.02%</b>	<b>(0.01%)</b>	0.64%	0.62%

(1) The collective allowance for credit losses includes amounts related to committed but undrawn credit exposures and letters of credit.

(2) New additions to gross impaired loans, net of reductions in gross impaired loans (i.e. returned to performing status or repayments).

(3) Portion of the period's provision for credit losses allocated to specific provisions.

(4) CWB currently reports its regulatory capital ratios using the Standardized approach for calculating risk-weighted assets. Management believes this approach requires the Bank to carry significantly more capital for certain credit exposures compared to requirements under the Advanced Internal Ratings Based (AIRB) methodology used by many other financial institutions.

**bold and italicized numbers = actual change in percent**

**BASEL III REGULATORY CAPITAL**  
 (unaudited)  
 (\$ thousands)

	QUARTER								Q4 % CHANGE		
	2017				2016				vs Q4 16	vs Q3 17	
	4	3	2	1	4	3	2	1			
<b>Common Equity Tier 1 Capital Instruments and Reserves</b>											
1	Directly issued qualifying common share capital plus related share-based payment reserve	\$ 756,864	\$ 754,864	\$ 752,790	\$ 751,184	\$ 749,653	\$ 747,831	\$ 595,941	\$ 568,239	1%	-
2	Retained earnings	1,488,634	1,450,386	1,413,324	1,384,221	1,354,966	1,327,554	1,305,522	1,295,288	10%	3%
3	Accumulated other comprehensive income and other reserves	(29,174)	(36,186)	(20,715)	(31,222)	(32,710)	(38,556)	(53,000)	(62,012)	(11%)	(19%)
6	Common equity Tier 1 capital before regulatory adjustments	2,216,324	2,169,064	2,145,399	2,104,183	2,071,909	2,036,829	1,848,463	1,801,515	7%	2%
<b>Common Equity Tier 1 Capital Regulatory Adjustments</b>											
28	Total regulatory adjustments to Common equity Tier 1 <sup>(1)</sup>	(206,794)	(206,141)	(206,751)	(207,618)	(208,645)	(210,786)	(208,658)	(146,977)	(1%)	-
29	Common equity Tier 1 capital (CET1)	2,009,530	1,962,923	1,938,648	1,896,565	1,863,264	1,826,043	1,639,805	1,654,538	8%	2%
<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	265,000	265,000	265,000	265,000	265,000	265,000	265,000	125,000	-	-
33	Directly issued capital instruments subject to phase out from Additional Tier 1	-	-	-	-	105,000	105,000	105,000	105,000	(100%)	-
34	Additional Tier 1 instruments issued by subsidiaries and held by third parties	197	102	92	71	100	60	53	64	97%	93%
36	Additional Tier 1 capital before regulatory adjustments	265,197	265,102	265,092	265,071	370,100	370,060	370,053	230,064	(28%)	-
<b>Additional Tier 1 Capital Regulatory Adjustments</b>											
43	Total regulatory adjustments to Additional Tier 1 capital <sup>(2)</sup>	-	-	-	-	-	-	-	-	-	-
44	Additional Tier 1 capital (AT1)	265,197	265,102	265,092	265,071	370,100	370,060	370,053	230,064	(28%)	-
45	Tier 1 capital (T1 = CET1 + AT1)	2,274,727	2,228,025	2,203,740	2,161,636	2,233,364	2,196,103	2,009,858	1,884,602	2%	2%
<b>Tier 2 Capital Instruments and Allowances</b>											
47	Directly issued capital instruments subject to phase out from Tier 2	250,000	250,000	250,000	325,000	325,000	325,000	325,000	325,000	(23%)	-
48	Tier 2 instruments issued by subsidiaries and held by third parties	46	24	22	15	27	14	13	15	70%	92%
50	Collective allowance for credit losses	119,298	118,307	118,119	115,348	110,943	104,931	99,890	99,729	8%	1%
51	Tier 2 capital before regulatory adjustments	369,344	368,331	368,141	440,363	435,970	429,945	424,903	424,744	(15%)	-
<b>Tier 2 Capital Regulatory Adjustments</b>											
57	Total regulatory adjustments to Tier 2 capital <sup>(3)</sup>	-	-	-	-	-	-	-	-	-	-
58	Tier 2 capital (T2)	369,344	368,331	368,141	440,363	435,970	429,945	424,903	424,744	(15%)	-
59	Total capital (TC = T1 + T2)	\$ 2,644,071	\$ 2,596,356	\$ 2,571,881	\$ 2,601,999	\$ 2,669,334	\$ 2,626,048	\$ 2,434,761	\$ 2,309,346	(1%)	2%
60	Total Risk-weighted Assets	\$ 21,082,164	\$ 20,527,451	\$ 20,239,116	\$ 20,027,502	\$ 20,361,583	\$ 20,395,316	\$ 19,934,491	\$ 19,185,562	4%	3%
<b>CWB Capital Ratios: All-in Basis</b>											
61	Common equity Tier 1	9.5%	9.6%	9.6%	9.5%	9.2%	9.0%	8.2%	8.6%	<b>0.3%</b>	<b>(0.1%)</b>
62	Tier 1	10.8%	10.9%	10.9%	10.8%	11.0%	10.8%	10.1%	9.8%	<b>(0.2%)</b>	<b>(0.1%)</b>
63	Total	12.5%	12.7%	12.7%	13.0%	13.1%	12.9%	12.2%	12.0%	<b>(0.6%)</b>	<b>(0.2%)</b>
<b>OSFI All-in Target</b>											
69	Common equity Tier 1	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	-	-
70	Tier 1	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	-	-
71	Total capital	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	-	-
<b>Capital Instruments Subject to Phase Out</b>											
82	Current cap on AT1 instruments subject to phase out	50%	50%	50%	50%	60%	60%	60%	60%	<b>(10%)</b>	-
83	Amount excluded from AT1 due to cap	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-
84	Current cap on T2 instruments subject to phase out	50%	50%	50%	50%	60%	60%	60%	60%	<b>(10%)</b>	-
85	Amount excluded from T2 due to cap	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-

(1) CET1 deduction includes goodwill, intangible assets, and non-significant investments in financial institutions above a specific percentage of CET1 capital.

(2) Additional Tier 1 deduction includes non-significant investments in financial institutions above a specific percentage of CET1 capital.

(3) Tier 2 deduction includes non-significant investments in financial institutions above a specific percentage of CET1 capital.

**bold and italicized numbers = actual change in percent**



**FLOW STATEMENT FOR BASEL III REGULATORY CAPITAL**  
(unaudited)  
(\$ thousands)

	QUARTER				QUARTER			
	2017				2016			
	4	3	2	1	4	3	2	1
<b>Common Equity Tier 1 Capital</b>								
Balance at beginning of period	\$ 1,962,923	\$ 1,938,648	\$ 1,896,565	\$ 1,863,264	\$ 1,826,043	\$ 1,639,805	\$ 1,654,538	\$ 1,636,718
New capital issues (including stock option exercises)	2,750	-	571	4,907	11	150,073	685	-
Gross dividends	(24,773)	(23,872)	(23,862)	(23,850)	(23,815)	(23,132)	(20,192)	(19,897)
Shares issued under dividend reinvestment plan	1,596	1,627	1,089	968	1,158	1,208	1,324	801
Shares issued on acquisition of subsidiary	-	-	-	-	-	-	25,606	-
Net income attributable to shareholders of CWB	64,395	59,871	51,156	53,105	51,396	49,882	33,588	53,507
Share-based payment reserve	(2,346)	447	(54)	(4,344)	653	609	87	717
Other comprehensive income related to available-for-sales securities	7,012	(15,471)	10,507	1,489	5,846	14,444	9,012	(6,345)
Issuance costs on common and preferred shares	-	-	-	-	(169)	(4,718)	(3,162)	-
Share premium on equity issued to non-controlling interests	(1,374)	1,063	1,809	-	-	-	-	-
Regulatory adjustments to Common equity Tier 1 capital:								
Goodwill and other intangible assets (net of related tax liability)	(653)	610	867	1,026	2,141	(2,128)	(61,681)	(10,963)
Balance at end of period	2,009,530	1,962,923	1,938,648	1,896,565	1,863,264	1,826,043	1,639,805	1,654,538
<b>Additional Tier 1 Capital</b>								
Balance at beginning of period	265,102	265,092	265,071	370,100	370,060	370,053	230,064	230,155
Additional Tier 1 capital issued	-	-	-	-	-	-	140,000	-
Redemption of Tier 1 capital	-	-	-	(105,000)	-	-	-	-
Additional Tier 1 capital issued by consolidated subsidiaries to third parties	95	10	21	(29)	40	7	(11)	(91)
Balance at end of period	265,197	265,102	265,092	265,071	370,100	370,060	370,053	230,064
<b>Total Tier 1 Capital</b>	<b>2,274,727</b>	<b>2,228,025</b>	<b>2,203,740</b>	<b>2,161,636</b>	<b>2,233,364</b>	<b>2,196,103</b>	<b>2,009,858</b>	<b>1,884,602</b>
<b>Tier 2 Capital</b>								
Balance at beginning of period	368,331	368,141	440,363	435,970	429,945	424,903	424,744	572,149
Change in collective allowance for credit losses	991	188	2,771	4,405	6,012	5,041	161	116
Tier 2 capital issued by consolidated subsidiaries to third parties	22	2	7	(12)	13	1	(2)	(21)
Change in non-qualifying capital subject to phase-out <sup>(1)</sup>	-	-	(75,000)	-	-	-	-	(147,500)
Balance at end of period	369,344	368,331	368,141	440,363	435,970	429,945	424,903	424,744
<b>Total Regulatory Capital</b>	<b>\$ 2,644,071</b>	<b>\$ 2,596,356</b>	<b>\$ 2,571,881</b>	<b>\$ 2,601,999</b>	<b>\$ 2,669,334</b>	<b>\$ 2,626,048</b>	<b>\$ 2,434,761</b>	<b>\$ 2,309,346</b>

(1) Basel III regulatory capital balances exclude 50% (2016 - 40%) of non-common equity instruments outstanding at January 1, 2013 that do not include non-viability contingent capital clauses.



**BASEL III LEVERAGE RATIO**  
 (unaudited)  
 (\$ thousands)

	BASEL III LEVERAGE RATIO							
	QUARTER				QUARTER			
	2017				2016			
	4	3	2	1	4	3	2	1
<b>On-balance Sheet Exposures</b>								
1 On-balance sheet items (excluding derivatives, SFTs and grandfathered securitization exposures but including collateral)	\$ 26,435,060	\$ 25,338,248	\$ 24,612,131	\$ 24,806,222	\$ 25,048,861	\$ 24,977,207	\$ 24,065,679	\$ 23,451,055
2 (Assets amounts deducted in determining Basel III "all-in" Tier 1 capital)	(186,516)	(184,844)	(204,416)	(201,093)	(213,775)	(216,212)	(212,605)	(160,499)
3 Total on-balance sheet exposures (excluding derivatives and SFTs) (sum of lines 1 and 2)	26,248,544	25,153,404	24,407,715	24,605,129	24,835,086	24,760,995	23,853,074	23,290,556
<b>Derivative Exposures</b>								
4 Replacement cost associated with all derivative transactions (i.e. net of eligible cash variation margin)	12,451	4,961	6,874	8,843	12,841	14,499	31,844	23,542
5 Add-on amounts for PFE associated with all derivative transactions	11,594	9,632	11,431	15,414	13,372	11,716	11,090	13,472
11 Total derivative exposures (sum of lines 4 and 5)	24,045	14,593	18,305	24,257	26,213	26,215	42,934	37,014
<b>Securities Financing Transaction Exposures</b>								
12 Gross SFT assets recognised for accounting purposes (with no recognition of netting), after adjusting for sale accounting transactions)	-	-	-	-	163,318	195,079	142,915	-
16 Total securities financing transaction exposures (line 12)	-	-	-	-	163,318	195,079	142,915	-
<b>Off-balance Sheet Exposures</b>								
17 Off-balance sheet exposure at gross notional amount	5,706,070	5,243,092	5,139,912	5,800,158	5,854,719	5,890,344	5,489,328	5,511,602
18 (Adjustments for conversion to credit equivalent amounts)	(4,672,767)	(4,276,184)	(4,195,621)	(4,757,818)	(4,787,089)	(4,788,813)	(4,487,858)	(4,515,751)
19 Off-balance sheet items (sum of lines 17 and 18)	1,033,303	966,908	944,291	1,042,340	1,067,630	1,101,531	1,001,470	995,851
<b>Capital and Total Exposures</b>								
20 Tier 1 Capital	2,274,727	2,228,025	2,203,740	2,161,636	2,233,364	2,196,103	2,009,858	1,884,602
21 Total Exposures (sum of lines 3, 11, 16 and 19)	27,305,892	26,134,905	25,370,311	25,671,726	26,092,247	26,083,820	25,040,393	24,323,421
<b>Leverage Ratios</b>								
22 Basel III leverage ratio	8.3%	8.5%	8.7%	8.4%	8.6%	8.4%	8.0%	7.7%

**RESIDENTIAL MORTGAGE PORTFOLIO (INCLUDING HOME EQUITY LINES OF CREDIT (HELOCs)) <sup>(2)</sup>**  
(unaudited)  
(\$ thousands)

	QUARTER 2017								QUARTER 2016							
	4		3		2		1		4		3		2		1	
	Balance	% of Total	Balance	% of Total	Balance	% of Total	Balance	% of Total	Balance	% of Total	Balance	% of Total	Balance	% of Total	Balance	% of Total
<b>Insured and Uninsured Loans Secured by Residential Property, Including HELOCs<sup>(1)(3)</sup></b>																
<b>Insured</b>																
Alberta	\$ 188,468	10%	\$ 192,024	10%	\$ 194,265	5%	\$ 181,727	5%	\$ 185,540	4%	\$ 168,999	5%	\$ 192,258	6%	\$ 194,382	6%
British Columbia	138,336	3%	172,853	4%	180,338	4%	168,506	4%	173,894	5%	103,315	3%	117,608	4%	120,099	4%
Manitoba	9,954	-	9,773	-	9,797	-	8,503	-	8,244	-	5,889	-	8,283	-	8,089	-
Ontario	240,809	-	250,101	-	260,702	6%	209,601	6%	216,070	6%	93,018	3%	105,714	3%	106,012	3%
Saskatchewan	26,811	1%	23,748	1%	22,816	1%	22,841	1%	23,348	1%	23,565	1%	26,174	1%	24,967	1%
Other	3,687	-	3,838	-	3,737	-	2,777	-	2,817	-	132	-	2,901	-	2,925	-
<b>Total</b>	<b>608,065</b>	<b>14%</b>	<b>652,337</b>	<b>15%</b>	<b>671,655</b>	<b>16%</b>	<b>593,955</b>	<b>16%</b>	<b>609,913</b>	<b>16%</b>	<b>394,918</b>	<b>12%</b>	<b>452,938</b>	<b>14%</b>	<b>456,474</b>	<b>14%</b>
<b>Uninsured</b>																
Alberta	846,868	20%	853,886	21%	860,886	20%	857,263	22%	862,477	24%	875,019	25%	876,758	27%	863,758	28%
British Columbia	973,495	22%	937,485	22%	926,820	23%	895,442	24%	870,031	23%	862,228	25%	819,083	24%	785,795	24%
Manitoba	89,718	2%	91,062	2%	91,820	2%	89,462	2%	87,415	2%	85,866	3%	83,510	2%	79,773	2%
Ontario	1,596,891	37%	1,477,436	35%	1,331,356	32%	1,149,247	30%	1,055,610	29%	982,535	29%	913,425	27%	837,919	26%
Saskatchewan	148,678	3%	146,363	3%	147,002	5%	145,266	4%	142,387	4%	140,969	4%	141,194	4%	140,888	4%
Other	90,489	2%	87,651	2%	82,771	2%	77,650	2%	75,550	2%	68,100	2%	64,166	2%	58,497	2%
<b>Total</b>	<b>3,746,139</b>	<b>86%</b>	<b>3,593,883</b>	<b>85%</b>	<b>3,440,655</b>	<b>84%</b>	<b>3,214,330</b>	<b>84%</b>	<b>3,093,470</b>	<b>84%</b>	<b>3,014,717</b>	<b>88%</b>	<b>2,898,136</b>	<b>86%</b>	<b>2,766,630</b>	<b>86%</b>
<b>Total</b>	<b>\$ 4,354,204</b>	<b>100%</b>	<b>\$ 4,246,220</b>	<b>100%</b>	<b>\$ 4,112,310</b>	<b>100%</b>	<b>\$ 3,808,285</b>	<b>100%</b>	<b>\$ 3,703,383</b>	<b>100%</b>	<b>\$ 3,409,635</b>	<b>100%</b>	<b>\$ 3,351,074</b>	<b>100%</b>	<b>\$ 3,223,104</b>	<b>100%</b>
<b>Total Loans Secured by Residential Property, Including HELOCs, Categorized by Amortization Period<sup>(1)</sup></b>																
5 or less	\$ 32,817	1%	\$ 33,811	1%	\$ 36,081	1%	\$ 33,018	1%	\$ 35,835	1%	\$ 41,210	1%	\$ 35,422	1%	\$ 29,627	1%
> 5 to 10	31,235	1%	28,133	1%	29,107	1%	29,776	1%	28,802	1%	26,871	1%	27,125	1%	26,214	1%
> 10 to 15	80,671	2%	78,437	2%	78,975	2%	73,513	2%	76,569	2%	70,321	2%	70,009	2%	67,682	2%
> 15 to 20	216,262	5%	207,148	5%	196,111	5%	193,618	5%	182,954	5%	172,735	5%	186,224	6%	181,895	6%
> 20 to 25	1,636,666	36%	1,608,202	37%	1,603,119	38%	1,516,230	39%	1,494,032	40%	1,450,752	43%	1,457,344	43%	1,434,301	44%
> 25 to 30	2,269,774	52%	2,167,403	51%	2,040,585	50%	1,828,461	48%	1,743,608	47%	1,565,841	46%	1,505,660	45%	1,398,190	43%
> 30 to 35	116,779	3%	123,086	3%	128,332	3%	133,669	4%	141,583	4%	81,905	2%	69,290	2%	85,195	3%
<b>Total</b>	<b>\$ 4,384,204</b>	<b>100%</b>	<b>\$ 4,246,220</b>	<b>100%</b>	<b>\$ 4,112,310</b>	<b>100%</b>	<b>\$ 3,808,285</b>	<b>100%</b>	<b>\$ 3,703,383</b>	<b>100%</b>	<b>\$ 3,409,635</b>	<b>100%</b>	<b>\$ 3,351,074</b>	<b>100%</b>	<b>\$ 3,223,104</b>	<b>100%</b>
<b>Average Loan-to-value for Uninsured Residential Mortgages and HELOCs Originated or Acquired During the Quarter</b>																
Alberta	68%		70%		68%		70%		68%		70%		70%		70%	
British Columbia	62%		67%		63%		63%		64%		65%		69%		65%	
Manitoba	69%		73%		72%		70%		71%		72%		72%		72%	
Ontario	66%		69%		70%		70%		71%		71%		70%		71%	
Saskatchewan	68%		71%		71%		64%		69%		71%		67%		65%	
Other	70%		70%		71%		65%		69%		69%		69%		73%	
<b>Total</b>	<b>65%</b>		<b>69%</b>		<b>68%</b>		<b>68%</b>		<b>68%</b>		<b>69%</b>		<b>70%</b>		<b>69%</b>	

(1) Beginning in Q2 2017, residential mortgage portfolios purchased from a third party are included in the reported balances. All periods presented have been adjusted to conform to the current period presentation.

(2) In the event of an economic downturn the potential impact on CWB's residential mortgage portfolio is considered moderate as the total residential mortgage portfolio is well secured with an average loan-to-value of less than 65%.

(3) For mortgage advances exceeding 80% loan-to-value, mortgage insurance from an approved insurer is required.