



CANADIAN WESTERN BANK GROUP

BANK • TRUST • INSURANCE • WEALTH MANAGEMENT

Supplemental Financial Information For the Quarter Ended October 31, 2012 (unaudited)

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Note:

This financial information is supplementary to CWB's 2012 Fourth Quarter Press Release and the 2011 Annual Report and should be read in conjunction with those documents. The 2012 Annual Report is expected to be available on December 7th.

For further information, please contact Investorrelations@cwbank.com.

HIGHLIGHTS (unaudited IFRS) (\$ thousands, except per share amounts)													
	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2012
	2012				2011				vs Q4 11	vs Q3 12	2012	2011	vs 2011
	4	3	2	1	4	3	2	1					
Results of Operations													
Net interest income (teb) ⁽¹⁾	\$ 113,246	\$ 115,217	\$ 107,600	\$ 107,509	\$ 106,184	\$ 104,886	\$ 99,165	\$ 101,217	7%	(2%)	\$ 443,572	\$ 411,452	8%
Less teb adjustment	1,979	2,086	2,458	2,620	3,133	2,797	2,385	2,744	(37%)	(5%)	9,143	11,059	(17%)
Net interest income per financial statements	111,267	113,131	105,142	104,889	103,051	102,089	96,780	98,473	8%	(2%)	434,429	400,393	9%
Other income	19,932	22,933	20,254	18,791	13,489	17,867	20,601	20,146	48%	(13%)	81,910	72,103	14%
Total revenues (teb)	133,178	138,150	127,854	126,300	119,673	122,753	119,766	121,363	11%	(4%)	525,482	483,555	9%
Total revenues	131,199	136,064	125,396	123,680	116,540	119,956	117,381	118,619	13%	(4%)	516,339	472,496	9%
Net income available to common shareholders	43,046	48,004	39,669	41,478	35,921	38,824	36,941	37,852	20%	(10%)	172,197	149,538	15%
Per Common Share (\$'s)													
Earnings per share													
Basic	0.55	0.62	0.52	0.55	0.48	0.52	0.52	0.56	15%	(11%)	2.24	2.07	8%
Diluted	0.55	0.61	0.52	0.54	0.47	0.50	0.48	0.50	17%	(10%)	2.22	1.95	14%
Adjusted cash ⁽²⁾	0.56	0.63	0.55	0.57	0.53	0.54	0.55	0.55	6%	(11%)	2.30	2.17	6%
Cash dividends	0.16	0.16	0.15	0.15	0.14	0.14	0.13	0.13	14%	-	0.62	0.54	15%
Book value	15.94	15.56	14.73	14.36	13.87	14.56	14.24	13.95	15%	2%	15.94	13.87	15%
Closing market price	29.56	26.27	28.69	26.47	28.50	30.45	30.31	29.64	4%	13%	29.56	28.50	4%
Performance Measures (%)													
Return on common shareholders' equity	13.8%	16.1%	14.6%	15.5%	13.6%	14.3%	15.2%	15.9%	0.2%	(2.3%)	15.0%	14.7%	0.3%
Return on assets	1.03%	1.19%	1.03%	1.07%	0.97%	1.11%	1.12%	1.15%	0.06%	(0.16%)	1.08%	1.09%	(0.01%)
Net interest margin (teb)	2.71%	2.85%	2.81%	2.77%	2.87%	2.99%	3.02%	3.07%	(0.16%)	(0.14%)	2.79%	2.99%	(0.20%)
Net interest margin	2.67%	2.80%	2.74%	2.70%	2.79%	2.91%	2.95%	2.99%	(0.12%)	(0.13%)	2.73%	2.91%	(0.18%)
Efficiency ratio (teb) ⁽³⁾	46.7%	42.8%	46.2%	43.7%	45.5%	44.6%	44.9%	44.5%	1.2%	3.9%	44.8%	44.9%	(0.1%)
Efficiency ratio ⁽³⁾	47.4%	43.4%	47.1%	44.6%	46.7%	45.6%	45.7%	45.5%	0.7%	4.0%	45.6%	45.9%	(0.3%)
Financial Position													
Total assets	\$ 16,873,269	\$ 16,033,025	\$ 15,713,443	\$ 15,484,048	\$ 14,849,141	\$ 14,096,517	\$ 13,725,585	\$ 13,098,697	14%	5%	\$ 16,873,269	\$ 14,849,141	14%
Total equity	1,570,225	1,533,327	1,433,026	1,401,859	1,361,838	1,410,181	1,371,166	1,287,408	15%	2%	1,570,225	1,361,838	15%
Credit Quality													
Provision for credit losses as a % of average loans	0.17%	0.19%	0.19%	0.20%	0.17%	0.17%	0.19%	0.23%	-	(0.02%)	0.19%	0.19%	-
Net impaired loans (after general allowance)	\$ (14,883)	\$ (9,554)	\$ 12,384	\$ 16,301	\$ 25,278	\$ 35,719	\$ 48,065	\$ 55,338	nm	56%	\$ (14,883)	\$ 25,278	nm
Net impaired loans as a % of total loans	(0.11%)	(0.07%)	0.09%	0.13%	0.21%	0.30%	0.42%	0.50%	(0.32%)	(0.04%)	(0.11%)	0.21%	(0.32%)
Other													
Capital ratios ⁽⁴⁾													
Tangible common equity to risk-weighted assets	8.8%	8.7%	8.0%	8.2%	8.6%	9.3%	9.2%	8.9%	0.2%	0.1%	8.8%	8.6%	0.2%
Tier 1	10.6%	10.5%	9.9%	10.2%	11.1%	11.8%	11.8%	11.6%	(0.5%)	0.1%	10.6%	11.1%	(0.5%)
Total capital	13.8%	13.7%	13.2%	14.6%	15.4%	16.3%	16.6%	16.5%	(1.6%)	0.1%	13.8%	15.4%	(1.6%)
Number of full-time equivalent staff at period end	1,885	1,828	1,805	1,797	1,796	1,814	1,759	1,735	5%	3%	1,885	1,796	5%
Number of bank branches	41	40	40	40	40	39	39	39	2%	2%	41	40	2%
Credit ratings (DBRS)													
Senior debt (deposits)	A low	A low	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	-	-	BBB high	BBB high	-
Insurance Summary													
Insurance net earned premium	\$ 31,239	\$ 31,476	\$ 30,035	\$ 30,454	\$ 30,252	\$ 30,098	\$ 28,286	\$ 28,996	3%	(1%)	\$ 123,204	\$ 117,632	5%
Claims loss ratio	80%	61%	62%	67%	65%	61%	62%	66%	15%	19%	68%	64%	4%
Combined expense ratio	107%	91%	91%	96%	94%	91%	93%	95%	13%	16%	96%	93%	3%

(1) For the definition of taxable equivalent basis (teb) see page 2.

(2) Adjusted cash EPS is diluted EPS excluding the after-tax amortization of acquisition-related intangible assets and the non-tax deductible change in fair value of contingent consideration. These exclusions represent non-cash charges mainly related to the acquisition of National Leasing Group Inc. and are not considered indicative of ongoing business performance. The effect of the non-tax deductible change in the fair value of contingent consideration was eliminated in the third quarter of 2012 on the settlement of such consideration. The Bank believes the adjusted results provide the reader with a better understanding about how management views CWB's performance.

(3) Efficiency ratio is non-interest expenses divided by total revenues (net interest income plus other income excluding the non-tax deductible change in fair value of the contingent consideration related to the National Leasing acquisition).

(4) Capital ratios are calculated in accordance with the requirements of the Office of the Superintendent of Financial Institutions, and the 2011 ratios reflect the returns filed in fiscal 2011 based on Canadian Generally Accepted Accounting Principles. The IFRS transition adjustments are reflected in the first quarter 2012 regulatory reports.

bold and italicized numbers = actual change in percent

NET INCOME (teb)⁽¹⁾ AND COMPREHENSIVE INCOME - CONSOLIDATED
(unaudited IFRS)
(\$ thousands, except per share amounts)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2012
	2012				2011				vs Q4 11	vs Q3 12	2012	2011	% Change
	4	3	2	1	4	3	2	1					
Interest income													
Loans	\$ 177,191	\$ 176,977	\$ 166,066	\$ 166,300	\$ 162,945	\$ 159,472	\$ 149,949	\$ 152,682	9%	0%	\$ 686,534	\$ 625,048	10%
Securities	12,114	12,664	13,472	14,441	15,144	13,503	13,883	12,706	(20%)	(4%)	52,691	55,236	(5%)
Deposits with regulated financial institutions	567	500	297	1,025	808	812	1,063	1,379	(30%)	13%	2,389	4,062	(41%)
Total interest income	189,872	190,141	179,835	181,766	178,897	173,787	164,895	166,767	6%	(0%)	741,614	684,346	8%
Interest expense													
Deposits	70,022	68,387	65,108	66,255	64,265	60,353	56,940	57,143	9%	2%	269,772	238,701	13%
Debt	6,604	6,537	7,127	8,002	8,448	8,548	8,790	8,407	(22%)	1%	28,270	34,193	(17%)
Total interest expense	76,626	74,924	72,235	74,257	72,713	68,901	65,730	65,550	5%	2%	298,042	272,894	9%
Net interest income (page 4)	113,246	115,217	107,600	107,509	106,184	104,886	99,165	101,217	7%	(2%)	443,572	411,452	8%
Provision for credit losses (page 8)	5,962	6,453	6,263	6,429	5,183	5,072	5,278	6,250	15%	(8%)	25,107	21,783	15%
Other income (page 4)	19,932	22,933	20,254	18,791	13,489	17,867	20,601	20,146	48%	(13%)	81,910	72,103	14%
Net interest and other income	127,216	131,697	121,591	119,871	114,490	117,681	114,488	115,113	11%	(3%)	500,375	461,772	8%
Non-interest expenses (page 5)	62,176	59,118	59,605	55,667	56,110	55,805	55,408	55,128	11%	5%	236,566	222,451	6%
Net income before taxes	65,040	72,579	61,986	64,204	58,380	61,876	59,080	59,985	11%	(10%)	263,809	239,321	10%
Provision for income taxes	16,424	19,001	16,774	17,153	16,906	17,483	16,640	16,571	(3%)	(14%)	69,352	67,600	3%
Net income	48,616	53,578	45,212	47,051	41,474	44,393	42,440	43,414	17%	(9%)	194,457	171,721	13%
Net income attributable to non-controlling interest	1,768	1,772	1,741	1,771	1,751	1,767	1,697	1,760	1%	(0%)	7,052	6,975	1%
Net Income Attributable to Shareholders of the Bank	\$ 46,848	\$ 51,806	\$ 43,471	\$ 45,280	\$ 39,723	\$ 42,626	\$ 40,743	\$ 41,654	18%	(10%)	\$ 187,405	\$ 164,746	14%
Preferred share dividends	3,802	3,802	3,802	3,802	3,802	3,802	3,802	3,802	-	-	15,208	15,208	-
Net Income Available to Common Shareholders	\$ 43,046	\$ 48,004	\$ 39,669	\$ 41,478	\$ 35,921	\$ 38,824	\$ 36,941	\$ 37,852	20%	(10%)	\$ 172,197	\$ 149,538	15%
Earnings per share													
Basic	\$ 0.55	\$ 0.62	\$ 0.52	\$ 0.55	\$ 0.48	\$ 0.52	\$ 0.52	\$ 0.56	15%	(11%)	\$ 2.24	\$ 2.07	8%
Diluted	0.55	0.61	0.52	0.54	0.47	0.50	0.48	0.50	17%	(10%)	2.22	1.95	14%
Adjusted cash ⁽²⁾	0.56	0.63	0.55	0.57	0.53	0.54	0.55	0.55	6%	(11%)	2.30	2.17	6%
teb adjustment	\$ 1,979	\$ 2,086	\$ 2,458	\$ 2,620	\$ 3,133	\$ 2,797	\$ 2,385	\$ 2,744	(37%)	(5%)	\$ 9,143	\$ 11,059	(17%)
Comprehensive Income													
Net income	\$ 48,616	\$ 53,578	\$ 45,212	\$ 47,051	\$ 41,474	\$ 44,393	\$ 42,440	\$ 43,414	17%	(9%)	\$ 194,457	\$ 171,721	13%
Other comprehensive income, net of tax													
Change in available-for-sale securities and derivatives designated as cash flow hedges	311	(3,049)	(1,696)	5,832	(6,356)	(5,568)	(17)	(4,902)	nm	nm	1,398	(16,843)	nm
Comprehensive Income	\$ 48,927	\$ 50,529	\$ 43,516	\$ 52,883	\$ 35,118	\$ 38,825	\$ 42,423	\$ 38,512	39%	(3%)	\$ 195,855	\$ 154,878	26%

(1) Taxable equivalent basis (teb). Most financial institutions 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 statement of income) includes tax-exempt income on certain securities. Since this income is not taxable, the rate of interest or dividend 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. The taxable equivalent basis does not have a standardized meaning prescribed by generally accepted accounting principles and therefore may not be comparable to similar measures presented by other financial institutions.

(2) For the definition of adjusted cash earnings per common share see page 1.

EARNINGS PER SHARE, CAPITAL INFORMATION AND OTHER STATISTICS
(unaudited IFRS)
(\$ thousands)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2012 vs 2011
	2012				2011				vs Q4 11	vs Q3 12	2012	2011	% Change
	4	3	2	1	4	3	2	1					
Earnings Per Share													
Net income available to common shareholders	\$ 43,046	\$ 48,004	\$ 39,669	\$ 41,478	\$ 35,921	\$ 38,824	\$ 36,941	\$ 37,852	20%	(10%)	\$ 172,197	\$ 149,538	15%
Denominator													
Weighted average number of common shares - basic	78,506	77,527	75,779	75,528	75,376	74,712	70,527	68,151	4%	1%	76,841	72,205	6%
Dilutive instruments													
Employee stock options	405	580	733	760	867	1,111	1,489	1,207	(53%)	(30%)	619	1,172	(47%)
Warrants to purchase common shares	-	-	-	-	716	2,513	4,498	5,674	nm	nm	-	3,328	nm
Weighted average number of common shares - diluted	78,911	78,107	76,512	76,288	76,959	78,336	76,514	75,032	3%	1%	77,460	76,705	1%
Basic earnings per share	\$ 0.55	\$ 0.62	\$ 0.52	\$ 0.55	\$ 0.48	\$ 0.52	\$ 0.52	\$ 0.56	15%	(11%)	\$ 2.24	\$ 2.07	8%
Diluted earnings per share	0.55	0.61	0.52	0.54	0.47	0.50	0.48	0.50	17%	(10%)	2.22	1.95	14%
Adjusted cash earnings per share ⁽¹⁾	0.56	0.63	0.55	0.57	0.53	0.54	0.55	0.55	6%	(11%)	2.30	2.17	6%
Number of Common Shares Outstanding at Period End	78,743	78,319	75,909	75,694	75,462	75,224	74,191	69,703	4%	1%	78,743	75,462	4%
Derivatives													
Replacement cost	\$ 1,951	\$ 130	\$ 720	\$ 12	\$ 62	\$ 14	\$ 25	\$ 50	nm	nm	\$ 1,951	\$ 62	nm
Risk-weighted amount	411	42	196	32	72	140	151	183	470%	879%	411	72	470%
Credit equivalent amount	2,015	183	826	83	223	393	389	616	804%	1001%	2,015	223	804%
Notional principal amount (\$ millions)	243	117	96	18	26	52	55	75	835%	108%	243	26	835%
Risk Weighted Assets (\$ millions) ⁽¹⁾													
Cash, securities and repurchase agreements	\$ 647	\$ 624	\$ 836	\$ 676	\$ 530	\$ 446	\$ 684	\$ 450	22%	4%	\$ 647	\$ 530	22%
Loans	12,086	11,857	11,497	11,036	10,700	10,395	9,776	9,471	13%	2%	12,086	10,700	13%
Other	1,042	1,014	985	955	931	904	853	897	12%	3%	1,042	931	12%
Total	\$ 13,775	\$ 13,495	\$ 13,318	\$ 12,667	\$ 12,161	\$ 11,746	\$ 11,313	\$ 10,818	13%	2%	\$ 13,775	\$ 12,161	13%
Regulatory Capital ⁽¹⁾													
Tier 1 capital	\$ 1,460,776	\$ 1,417,660	\$ 1,318,999	\$ 1,289,705	\$ 1,350,466	\$ 1,385,737	\$ 1,339,794	\$ 1,250,346	8%	3%	\$ 1,460,776	\$ 1,350,466	8%
Tier 2 capital	443,014	436,564	441,893	565,165	519,413	525,039	532,833	537,730	(15%)	1%	443,014	519,413	(15%)
Total	\$ 1,903,790	\$ 1,854,224	\$ 1,760,892	\$ 1,854,871	\$ 1,869,880	\$ 1,910,776	\$ 1,872,627	\$ 1,788,076	2%	3%	\$ 1,903,790	\$ 1,869,880	2%
Capital Ratios ⁽¹⁾													
Tangible common equity to risk-weighted assets	8.8%	8.7%	8.0%	8.2%	8.6%	9.3%	9.2%	8.9%	0.2%	0.1%	8.8%	8.6%	0.2%
Tier 1	10.6%	10.5%	9.9%	10.2%	11.1%	11.8%	11.8%	11.6%	(0.5%)	0.1%	10.6%	11.1%	(0.5%)
Total	13.8%	13.7%	13.2%	14.6%	15.4%	16.3%	16.6%	16.5%	(1.6%)	0.1%	13.8%	15.4%	(1.6%)
Unrealized Gains (Losses) on Available-for-Sale Cash and Securities													
Deposits with regulated financial institutions	\$ 482	\$ 353	\$ 311	\$ 477	\$ 815	\$ 1,291	\$ 813	\$ 1,227	(41%)	37%	\$ 482	\$ 815	(41%)
Government of Canada	176	170	(175)	(210)	(645)	228	179	22	nm	4%	176	(645)	nm
Province or municipality	(67)	(96)	(253)	(82)	(479)	547	567	535	(86%)	(30%)	(67)	(479)	(86%)
Other debt securities	1,637	1,220	997	1,588	1,827	2,051	1,479	1,841	(10%)	34%	1,637	1,827	(10%)
Preferred shares	6,971	8,240	9,443	16,091	9,312	12,345	11,453	11,531	(25%)	(15%)	6,971	9,312	(25%)
Common shares	2,114	2,186	5,665	892	28	3,096	12,693	12,049	nm	(3%)	2,114	28	nm
Total	\$ 11,313	\$ 12,073	\$ 15,988	\$ 18,756	\$ 10,858	\$ 19,558	\$ 27,184	\$ 27,205	4%	(6%)	\$ 11,313	\$ 10,858	4%
Interest sensitive gap within 1 year (\$ millions)	\$ 773	\$ 356	\$ 129	\$ 490	\$ (59)	\$ 112	\$ 370	\$ 239	nm	117%	\$ 773	\$ (59)	nm

(1) For the definition of adjusted cash earnings per common share see page 1.

(2) Risk weighted assets, regulatory capital and capital ratios are calculated in accordance with the requirements of the Office of the Superintendent of Financial Institutions, and the 2011 results reflect the returns filed in fiscal 2011 based on Canadian Generally Accepted Accounting Principles. The IFRS transition adjustments are reflected in the first quarter 2012 regulatory reports.

nm = not meaningful

bold and italicized numbers = actual change in percent

NET INTEREST INCOME, OTHER INCOME AND TOTAL REVENUES (teb)⁽¹⁾
(unaudited IFRS)
(\$ thousands)

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2012
	2012				2011				vs Q4 11	vs Q3 12	2012	2011	vs 2011
	4	3	2	1	4	3	2	1					
Net interest income per financial statements	\$ 111,267	\$ 113,131	\$ 105,142	\$ 104,889	\$ 103,051	\$ 102,089	\$ 96,780	\$ 98,473	8%	(2%)	\$ 434,429	\$ 400,393	9%
Taxable equivalent adjustment ⁽¹⁾	1,979	2,086	2,458	2,620	3,133	2,797	2,385	2,744	(37%)	(5%)	9,143	11,059	(17%)
Net interest income	113,246	115,217	107,600	107,509	106,184	104,886	99,165	101,217	7%	(2%)	443,572	411,452	8%
Insurance, net	946	6,251	5,754	4,402	4,943	5,726	4,991	4,590	(81%)	(85%)	17,353	20,250	(14%)
Credit related	5,284	5,026	4,428	4,967	4,638	4,508	4,635	4,526	14%	5%	19,705	18,307	8%
Trust and wealth management services	4,725	4,587	4,984	4,769	4,336	5,251	4,930	4,533	9%	3%	19,065	19,050	0%
Retail services	2,310	2,249	2,312	2,356	2,289	2,343	2,392	2,462	1%	3%	9,227	9,486	(3%)
Gains (losses) on sale of securities	5,433	1,896	3,182	1,938	(3,103)	852	5,297	4,237	(275%)	187%	12,449	7,283	71%
Foreign exchange gains	965	812	809	669	930	803	919	836	4%	19%	3,255	3,488	(7%)
Contingent consideration fair value changes	-	-	(1,289)	(1,200)	(3,539)	(2,508)	(3,742)	(2,516)	nm	nm	(2,489)	(12,305)	(80%)
Other	269	2,112	74	890	2,995	892	1,179	1,478	(91%)	nm	3,345	6,544	(49%)
Total other income	19,932	22,933	20,254	18,791	13,489	17,867	20,601	20,146	48%	(13%)	81,910	72,103	14%
Total revenues	\$ 133,178	\$ 138,150	\$ 127,854	\$ 126,300	\$ 119,673	\$ 122,753	\$ 119,766	\$ 121,363	11%	(4%)	\$ 525,482	\$ 483,555	9%
Other income as a % of total revenues	15.0%	16.6%	15.8%	14.9%	11.3%	14.6%	17.2%	16.6%	3.7%	(1.6%)	15.6%	14.9%	0.7%
Net interest income (teb) per average assets	2.71%	2.85%	2.81%	2.77%	2.87%	2.99%	3.02%	3.07%	(0.16%)	(0.14%)	2.79%	2.99%	(0.20%)
Net interest income (non-teb) per average assets	2.67%	2.80%	2.74%	2.70%	2.79%	2.91%	2.95%	2.99%	(0.12%)	(0.13%)	2.73%	2.91%	(0.18%)

(1) For the definition of taxable equivalent basis (teb) see page 2.

bold and italicized numbers = actual change in percent

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

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2012
	2012				2011				vs Q4 11	vs Q3 12	2012	2011	% CHANGE
	4	3	2	1	4	3	2	1					
Cash, securities and repurchase agreements	\$ 2,414,406	\$ 2,266,057	\$ 2,191,855	\$ 2,537,249	\$ 2,185,652	\$ 1,929,925	\$ 1,911,811	\$ 1,959,702	10%	7%	\$ 2,352,392	\$ 1,996,772	18%
Loans	13,821,679	13,427,699	13,042,149	12,533,349	12,152,389	11,669,105	11,257,161	10,801,167	14%	3%	13,206,220	11,469,956	15%
Other assets	326,949	321,469	314,153	315,403	320,594	308,440	301,700	310,821	2%	2%	319,493	310,389	3%
Total Assets	\$ 16,563,034	\$ 16,015,225	\$ 15,548,157	\$ 15,386,001	\$ 14,658,635	\$ 13,907,470	\$ 13,470,672	\$ 13,071,690	13%	3%	\$ 15,878,105	\$ 13,777,117	15%
Deposits													
Notice and demand	\$ 4,404,971	\$ 4,422,320	\$ 4,318,483	\$ 4,130,264	\$ 3,935,419	\$ 3,932,622	\$ 3,895,746	\$ 3,660,566	12%	(0%)	\$ 4,319,010	\$ 3,856,088	12%
Fixed term	9,514,597	9,051,592	8,675,057	8,719,258	8,202,763	7,429,754	7,118,024	7,025,046	16%	5%	8,991,089	7,446,424	21%
Total deposits*	13,919,568	13,473,912	12,993,540	12,849,522	12,138,182	11,362,376	11,013,770	10,685,612	15%	3%	13,310,099	11,302,512	18%
Other liabilities	468,926	436,653	498,226	497,370	512,557	479,514	449,972	479,027	(9%)	7%	474,329	477,616	(1%)
Debt	624,156	603,215	640,385	660,771	648,445	673,323	696,512	647,860	(4%)	3%	632,132	666,660	(5%)
Shareholders' equity	1,445,140	1,396,208	1,310,763	1,273,113	1,254,219	1,287,029	1,205,187	1,153,980	15%	4%	1,356,306	1,225,104	11%
Non-controlling interest equity	105,244	105,237	105,243	105,225	105,231	105,228	105,231	105,211	0%	0%	105,239	105,225	0%
Total Liabilities and Equity	\$ 16,563,034	\$ 16,015,225	\$ 15,548,157	\$ 15,386,001	\$ 14,658,635	\$ 13,907,470	\$ 13,470,672	\$ 13,071,690	13%	3%	\$ 15,878,105	\$ 13,777,117	15%
*Branch-raised deposits included in total deposits	\$ 7,758,641	\$ 7,783,102	\$ 7,546,222	\$ 7,403,511	\$ 6,998,442	\$ 6,915,401	\$ 6,925,122	\$ 6,786,495	11%	(0%)	\$ 7,623,833	\$ 6,840,701	11%

	NON-INTEREST EXPENSES (unaudited IFRS) (\$ thousands)													
	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		2012 vs 2011	
	2012				2011				vs Q4 11	vs Q3 12	2012	2011	% CHANGE	
	4	3	2	1	4	3	2	1						
Salaries and staff benefits														
Salaries	\$ 33,682	\$ 32,691	\$ 31,232	\$ 30,230	\$ 29,639	\$ 29,595	\$ 29,026	\$ 30,063	14%	3%	\$ 127,835	\$ 118,323	8%	
Employee benefits	6,144	6,659	7,029	6,177	5,544	6,052	6,368	5,578	11%	(8%)	26,009	23,542	10%	
Total	39,826	39,350	38,261	36,407	35,183	35,647	35,394	35,641	13%	1%	153,844	141,865	8%	
Premises														
Rent	4,012	3,823	4,029	3,874	3,864	3,757	3,684	3,624	4%	5%	15,738	14,929	5%	
Depreciation	1,352	1,392	1,235	1,233	1,237	1,159	1,214	1,126	9%	(3%)	5,212	4,736	10%	
Other	774	737	839	765	536	918	865	656	44%	5%	3,115	2,975	5%	
Total	6,138	5,952	6,103	5,872	5,637	5,834	5,763	5,406	9%	3%	24,065	22,640	6%	
Equipment and furniture														
Depreciation	2,091	2,058	1,956	2,003	2,065	1,896	1,722	1,926	1%	2%	8,108	7,609	7%	
Other	2,175	1,829	1,767	1,558	1,681	1,625	1,668	1,515	29%	19%	7,329	6,489	13%	
Total	4,266	3,887	3,723	3,561	3,746	3,521	3,390	3,441	14%	10%	15,437	14,098	9%	
General														
Professional fees and services	1,515	1,475	2,017	1,372	1,847	1,977	1,545	1,610	(18%)	3%	6,379	6,979	(9%)	
Amortization of intangibles	1,290	1,290	1,290	1,290	1,567	1,567	1,474	1,392	(18%)	-	5,160	6,000	(14%)	
Marketing and business development	2,401	1,236	2,045	1,064	2,223	1,486	2,109	1,155	8%	94%	6,746	6,973	(3%)	
Community investment	489	469	406	731	238	226	306	370	105%	4%	2,095	1,140	84%	
Regulatory costs	415	430	641	645	670	645	534	590	(38%)	(3%)	2,131	2,439	(13%)	
Banking charges	962	714	954	623	835	701	779	907	15%	35%	3,253	3,222	1%	
Postage and stationery	653	679	743	555	695	716	781	653	(6%)	(4%)	2,630	2,845	(8%)	
Communications	488	415	438	429	378	410	447	396	29%	18%	1,770	1,631	9%	
Travel	825	674	586	408	767	628	568	412	8%	22%	2,493	2,375	5%	
General insurance	216	207	280	266	103	291	281	295	110%	4%	969	970	(0%)	
Capital and business taxes	172	182	169	153	119	173	143	1,153	45%	(5%)	676	1,588	(57%)	
Other	2,520	2,158	1,949	2,291	2,102	1,983	1,894	1,707	20%	17%	8,918	7,686	16%	
Total	11,946	9,929	11,518	9,827	11,544	10,803	10,861	10,640	3%	20%	43,220	43,848	(1%)	
Total Non-Interest Expenses	\$ 62,176	\$ 59,118	\$ 59,605	\$ 55,667	\$ 56,110	\$ 55,805	\$ 55,408	\$ 55,128	11%	5%	\$ 236,566	\$ 222,451	6%	

BALANCE SHEET AND ASSETS UNDER ADMINISTRATION
(unaudited IFRS)
(\$ thousands)

	QUARTER								Q4 % CHANGE	
	2012				2011				vs Q4 11	vs Q3 12
	4	3	2	1	4	3	2	1		
Cash resources	\$ 236,983	\$ 276,872	\$ 217,609	\$ 228,964	\$ 312,335	\$ 203,957	\$ 268,828	\$ 279,930	(24%)	(14%)
Securities										
Investment	2,336,100	1,800,509	1,822,418	2,079,791	1,925,704	1,530,849	1,577,341	1,473,675	21%	30%
Trading	-	-	-	-	-	-	-	-	-	-
Total	2,336,100	1,800,509	1,822,418	2,079,791	1,925,704	1,530,849	1,577,341	1,473,675	21%	30%
Securities purchased under resale agreements	-	-	69,808	119,999	-	-	219,385	-	-	-
Loans										
Residential mortgages	3,352,735	3,311,330	3,232,976	3,082,924	3,008,545	2,920,821	2,833,163	2,667,045	11%	1%
Other	10,682,674	10,410,879	10,124,242	9,736,523	9,356,717	9,194,624	8,607,968	8,446,469	14%	3%
	14,035,409	13,722,209	13,357,218	12,819,447	12,365,262	12,115,445	11,441,131	11,113,514	14%	2%
Allowance for credit losses	(81,723)	(79,795)	(75,489)	(74,556)	(71,980)	(72,398)	(80,845)	(77,593)	14%	2%
Total	13,953,686	13,642,414	13,281,729	12,744,891	12,293,282	12,043,047	11,360,286	11,035,921	14%	2%
Other										
Land, building and equipment	86,941	75,685	73,955	71,439	72,674	69,676	67,282	66,830	20%	15%
Goodwill and intangible assets	77,492	78,781	80,071	81,822	83,111	84,679	86,244	87,718	(7%)	(2%)
Insurance related	57,650	56,774	55,171	56,058	56,734	56,393	56,846	57,853	2%	2%
Other assets	124,417	101,990	112,682	101,084	105,301	107,916	89,373	96,770	18%	22%
Total	346,500	313,230	321,879	310,403	317,820	318,664	299,745	309,171	9%	11%
Total Assets	\$ 16,873,269	\$ 16,033,025	\$ 15,713,443	\$ 15,484,048	\$ 14,849,141	\$ 14,096,517	\$ 13,725,585	\$ 13,098,697	14%	5%
Deposits										
Demand and notice	\$ 4,458,804	\$ 4,354,565	\$ 4,351,179	\$ 4,203,236	\$ 3,990,857	\$ 3,833,136	\$ 3,996,544	\$ 3,694,736	12%	2%
Fixed term	9,686,033	9,100,833	8,867,898	8,757,693	8,403,832	7,709,978	7,259,922	6,986,605	15%	6%
Total	14,144,837	13,455,398	13,219,077	12,960,929	12,394,689	11,543,114	11,256,466	10,681,341	14%	5%
Other										
Insurance related	160,302	151,052	144,935	144,468	149,130	144,347	140,739	143,010	7%	6%
Securities sold under repurchase agreements	70,089	-	-	-	-	41,894	-	-	-	-
Other liabilities	293,543	289,317	313,730	291,743	308,607	296,394	268,949	270,126	(5%)	1%
Total	523,934	440,369	458,665	436,211	457,737	482,635	409,688	413,136	14%	19%
Debt										
Debt securities	209,273	178,931	177,675	140,049	89,877	115,587	143,265	171,812	133%	17%
Subordinated debentures	425,000	425,000	425,000	545,000	545,000	545,000	545,000	545,000	(22%)	-
Total	634,273	603,931	602,675	685,049	634,877	660,587	688,265	716,812	(0%)	5%
Equity (page 7)										
Preferred shares	209,750	209,750	209,750	209,750	209,750	209,750	209,750	209,750	-	-
Common shares	490,218	483,266	416,421	412,120	408,282	403,956	388,008	323,608	20%	1%
Share-based payment reserve	22,468	23,339	22,322	22,079	21,884	21,090	20,795	21,089	3%	(4%)
Retained earnings	733,298	702,799	667,305	639,004	608,848	655,942	627,622	607,932	20%	4%
Other reserves	9,247	8,936	11,985	13,681	7,849	14,205	19,773	19,790	18%	3%
Total shareholders' equity	1,464,981	1,428,090	1,327,783	1,296,634	1,256,613	1,304,943	1,265,948	1,182,169	17%	3%
Non-controlling interest	105,244	105,237	105,243	105,225	105,225	105,238	105,218	105,239	0%	0%
Total equity	1,570,225	1,533,327	1,433,026	1,401,859	1,361,838	1,410,181	1,371,166	1,287,408	15%	2%
Total Liabilities and Equity	\$ 16,873,269	\$ 16,033,025	\$ 15,713,443	\$ 15,484,048	\$ 14,849,141	\$ 14,096,517	\$ 13,725,585	\$ 13,098,697	14%	5%
Assets under administration										
Trust cash balances	\$ 7,171,826	\$ 6,830,282	\$ 6,843,070	\$ 6,912,244	\$ 9,369,589	\$ 9,349,249	\$ 9,596,537	\$ 9,013,307	(23%)	5%
Number of investment accounts (#)	1,123,061	1,137,843	1,102,890	1,101,772	1,124,384	1,069,907	1,129,655	1,051,837	(0%)	(1%)
	48,356	48,652	48,719	48,256	47,842	47,892	47,529	46,391	1%	(1%)
Assets under management	\$ 855,333	\$ 814,498	\$ 826,299	\$ 843,648	\$ 816,219	\$ 806,666	\$ 827,486	\$ 804,486	5%	5%

	EQUITY (unaudited IFRS) (\$ thousands)												
	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR		
	2012				2011				vs Q4 11	vs Q3 12	2012	2011	
	4	3	2	1	4	3	2	1					
Retained earnings													
Balance at beginning of period	\$ 702,799	\$ 667,305	\$ 639,004	\$ 608,848	\$ 655,942	\$ 627,622	\$ 607,932	\$ 586,933	7%	5%	\$ 608,848	\$ 586,933	
Net income attributable to shareholders of the Bank	46,848	51,806	43,471	45,280	39,723	42,626	40,743	41,654	18%	(10%)	187,405	164,746	
Dividends - Preferred shares	(3,802)	(3,802)	(3,802)	(3,802)	(3,802)	(3,802)	(3,802)	(3,802)	-	-	(15,208)	(15,208)	
- Common shares	(12,547)	(12,510)	(11,368)	(11,322)	(10,554)	(10,504)	(9,069)	(9,050)	19%	0%	(47,747)	(39,177)	
Warrants purchased and cancelled	-	-	-	-	(72,461)	-	(8,182)	(7,803)	nm	nm	-	(88,446)	
Balance at end of period	733,298	702,799	667,305	639,004	608,848	655,942	627,622	607,932	20%	4%	733,298	608,848	
Other reserves													
Balance at beginning of period	8,936	11,985	13,681	7,849	14,205	19,773	19,790	24,692	(37%)	(25%)	7,849	24,692	
Other comprehensive income (loss)	311	(3,049)	(1,696)	5,832	(6,356)	(5,568)	(17)	(4,902)	(105%)	(110%)	1,398	(16,843)	
Balance at end of period	9,247	8,936	11,985	13,681	7,849	14,205	19,773	19,790	18%	3%	9,247	7,849	
Total retained earnings and other reserves	742,545	711,735	679,290	652,685	616,697	670,147	647,395	627,722	20%	4%	742,545	616,697	
Preferred shares													
Balance at beginning and end of period	209,750	209,750	209,750	209,750	209,750	209,750	209,750	209,750	-	-	209,750	209,750	
Common shares													
Balance at beginning of period	483,266	416,421	412,120	408,282	403,956	388,008	323,608	279,620	20%	16%	408,282	279,620	
Issued on exercise of employee stock options	875	99	500	379	125	321	1,259	1,291	600%	784%	1,853	2,996	
Issued under dividend reinvestment plan	3,852	3,064	2,844	2,492	1,720	2,221	1,426	574	124%	26%	12,252	5,941	
Transferred from contributed surplus on exercise or exchange of options	2,225	283	957	967	334	824	1,360	1,491	566%	686%	4,432	4,009	
Issued on settlement of contingent consideration	-	63,399	-	-	-	-	-	-	nm	nm	63,399	-	
Issued on exercise of warrants	-	-	-	-	2,147	12,582	60,355	40,632	nm	nm	-	115,716	
Balance at end of period	490,218	483,266	416,421	412,120	408,282	403,956	388,008	323,608	20%	1%	490,218	408,282	
Share-based payment reserve													
Balance at beginning of period	23,339	22,322	22,079	21,884	21,090	20,795	21,089	21,291	11%	5%	21,884	21,291	
Amortization of fair value of employee stock options	1,354	1,300	1,200	1,162	1,128	1,119	1,066	1,289	20%	4%	5,016	4,602	
Transferred to common shares on exercise or exchange of options	(2,225)	(283)	(957)	(967)	(334)	(824)	(1,360)	(1,491)	566%	686%	(4,432)	(4,009)	
Balance at end of period	22,468	23,339	22,322	22,079	21,884	21,090	20,795	21,089	3%	(4%)	22,468	21,884	
Total shareholders' equity	1,464,981	1,428,090	1,327,783	1,296,634	1,256,613	1,304,943	1,265,948	1,182,169	17%	3%	1,464,981	1,256,613	
Non-controlling interests													
Balance at beginning of period	105,237	105,243	105,225	105,225	105,238	105,218	105,239	105,179	(0%)	(0%)	105,225	105,179	
Net income attributable to non-controlling interests	1,768	1,772	1,741	1,771	1,751	1,767	1,697	1,760	1%	(0%)	7,052	6,975	
Distributions to non-controlling interests	(1,761)	(1,778)	(1,723)	(1,771)	(1,764)	(1,747)	(1,718)	(1,700)	(0%)	(1%)	(7,033)	(6,929)	
Balance at end of period	105,244	105,237	105,243	105,225	105,225	105,238	105,218	105,239	0%	0%	105,244	105,225	
Total equity	\$ 1,570,225	\$ 1,533,327	\$ 1,433,026	\$ 1,401,859	\$ 1,361,838	\$ 1,410,181	\$ 1,371,166	\$ 1,287,408	15%	2%	\$ 1,570,225	\$ 1,361,838	

nm = not meaningful

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

	QUARTER				QUARTER				Q4 % CHANGE		FULL YEAR	
	2012				2011				vs Q4 11	vs Q3 12	2012	2011
	4	3	2	1	4	3	2	1				
Gross impaired loans												
Personal	\$ 13,404	\$ 12,421	\$ 17,161	\$ 19,924	\$ 24,983	\$ 19,577	\$ 25,039	\$ 26,919	(46%)	8%	\$ 13,404	\$ 24,983
Real estate	23,022	28,717	43,209	44,221	46,638	55,601	68,503	75,153	(51%)	(20%)	23,022	46,638
Equipment financing and energy	8,133	8,511	9,412	10,851	15,596	15,106	15,766	16,569	(48%)	(4%)	8,133	15,596
Commercial	22,281	20,592	18,091	15,861	10,041	17,833	19,602	14,290	122%	8%	22,281	10,041
Total gross impaired loans	\$ 66,840	\$ 70,241	\$ 87,873	\$ 90,857	\$ 97,258	\$ 108,117	\$ 128,910	\$ 132,931	(31%)	(5%)	\$ 66,840	\$ 97,258
Net impaired loans												
Personal	\$ 12,945	\$ 10,102	\$ 16,193	\$ 18,718	\$ 23,810	\$ 18,626	\$ 23,520	\$ 24,886	(46%)	28%	\$ 12,945	\$ 23,810
Real estate	20,417	26,905	41,724	41,091	44,122	52,116	62,351	70,974	(54%)	(24%)	20,417	44,122
Equipment financing and energy	4,563	4,730	5,120	6,300	10,004	9,767	9,055	10,024	(54%)	(4%)	4,563	10,004
Commercial	14,536	15,742	14,118	12,863	8,672	14,190	11,702	11,674	68%	(8%)	14,536	8,672
Collective allowance for credit risk	52,461	57,479	77,155	78,972	86,608	94,699	106,628	117,558	(39%)	(9%)	52,461	86,608
	(67,344)	(67,033)	(64,771)	(62,671)	(61,330)	(58,980)	(58,563)	(62,220)	10%	0%	(67,344)	(61,330)
Net impaired loans (after collective allowance)	\$ (14,883)	\$ (9,554)	\$ 12,384	\$ 16,301	\$ 25,278	\$ 35,719	\$ 48,065	\$ 55,338	nm	56%	\$ (14,883)	\$ 25,278
Gross impaired loan formations (reductions) ⁽¹⁾	\$ 1,221	\$ (14,799)	\$ 2,749	\$ (1,877)	\$ (4,355)	\$ (6,750)	\$ (1,598)	\$ (352)	nm	nm	\$ (14,580)	\$ (13,055)
Net new specific provision ⁽²⁾	5,651	4,191	4,163	5,088	2,833	4,655	8,935	6,022	99%	35%	19,093	22,445
Allowance for credit losses												
Specific	\$ 14,379	\$ 12,762	\$ 10,718	\$ 11,885	\$ 10,650	\$ 13,418	\$ 22,282	\$ 15,373	35%	13%	\$ 14,379	\$ 10,650
Collective	67,344	67,033	64,771	62,671	61,330	58,980	58,563	62,220	10%	0%	67,344	61,330
Total allowance	\$ 81,723	\$ 79,795	\$ 75,489	\$ 74,556	\$ 71,980	\$ 72,398	\$ 80,845	\$ 77,593	14%	2%	\$ 81,723	\$ 71,980
Reconciliation of allowance for credit losses												
Opening allowance	\$ 79,795	\$ 75,489	\$ 74,556	\$ 71,980	\$ 72,398	\$ 80,845	\$ 77,593	\$ 81,523	10%	6%	\$ 71,980	\$ 81,523
Provision for credit losses	5,962	6,453	6,263	6,429	5,183	5,072	5,278	6,250	15%	(8%)	25,107	21,783
Write-offs	(4,622)	(2,833)	(5,733)	(4,524)	(6,504)	(14,043)	(2,423)	(10,417)	(29%)	63%	(17,712)	(33,387)
Recoveries	588	686	403	671	903	524	397	237	(35%)	(14%)	2,348	2,061
Closing allowance	\$ 81,723	\$ 79,795	\$ 75,489	\$ 74,556	\$ 71,980	\$ 72,398	\$ 80,845	\$ 77,593	14%	2%	\$ 81,723	\$ 71,980
Net impaired loans (after collective allowance) as a % of total loans	(0.11%)	(0.07%)	0.09%	0.13%	0.21%	0.30%	0.42%	0.50%	(0.32%)	(0.04%)	(0.11%)	0.21%
Allowance for credit losses as a % of gross impaired loans	122%	114%	86%	82%	74%	67%	63%	58%	48%	8%	122%	74%
Provision for credit losses as a % of average loans	0.17%	0.19%	0.19%	0.20%	0.17%	0.17%	0.19%	0.23%	-	(0.02%)	0.19%	0.19%
Net new specific provisions as a % of average loans	0.16%	0.12%	0.13%	0.16%	0.09%	0.16%	0.33%	0.22%	0.07%	0.04%	0.14%	0.20%
Collective allowance as a % of risk-weighted assets	0.49%	0.50%	0.49%	0.49%	0.50%	0.50%	0.52%	0.58%	(0.01%)	(0.01%)	0.49%	0.50%
Collective allowance as a % of risk-weighted loans	0.56%	0.57%	0.56%	0.57%	0.57%	0.57%	0.60%	0.66%	(0.01%)	(0.01%)	0.56%	0.57%

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

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

nm = not meaningful

bold and italicized numbers = actual change in percent