

# 2015 THIRD QUARTER REPORT FINANCIAL HIGHLIGHTS



(Unaudited)				For the thre	ee	months ended		For the ni	months ended	
(000s, except Percentage, Multiples and Per Share Amounts)	Se	eptember 30	1	June 30		September 30	S	September 30		September 30
		2015		2015		2014		2015		2014
OPERATING RESULTS										
Net Income	\$	72,443	\$	72,317	\$	73,755	\$	217,046	\$	217,236
Net Interest Income		121,698		117,210		117,583		354,432		343,113
Total Revenue		247,194		250,879		255,046		747,305		758,394
Diluted Earnings per Share	\$	1.03	\$	1.03	\$	1.05	\$	3.09	\$	3.09
Return on Shareholders' Equity		18.7%		19.1%		22.0%		19.2%		22.7%
Return on Average Assets		1.4%		1.4%		1.4%		1.4%		1.4%
Net Interest Margin (TEB) <sup>1</sup>		2.38%		2.29%		2.29%		2.32%		2.25%
Provision as a Percentage of Gross Uninsured Loans (annualized)		0.08%		0.07%		0.11%		0.07%		0.10%
Provision as a Percentage of Gross Loans (annualized)		0.06%		0.05%		0.08%		0.06%		0.07%
Efficiency Ratio (TEB) <sup>1</sup>		30.8%		32.2%		29.9%		31.1%		28.9%
								As at		
	Se	eptember 30		June 30		December 31		September 30		
		2015		2015		2014		2014		
BALANCE SHEET HIGHLIGHTS										
Total Assets	\$	20,314,220	\$	20,516,247	\$	20,082,744	\$	20,561,608		
Total Assets Under Administration <sup>2</sup>		25,404,219		25,456,212		24,281,366		24,226,114		
Total Loans <sup>3</sup>		18,336,736		17,982,475		18,364,910		18,488,902		
Total Loans Under Administration <sup>2,3</sup>		23,426,735		22,922,440		22,563,532		22,153,408		
Liquid Assets		1,477,493		1,815,817		1,058,297		1,298,938		
Deposits		14,949,842		14,966,544		13,939,971		14,022,132		
Shareholders' Equity		1,569,230		1,536,099		1,448,633		1,371,985	1	
FINANCIAL STRENGTH										
Capital Measures <sup>4</sup>										
Risk-Weighted Assets	\$	7,797,987		7,634,392	\$	7,186,132		7,115,046		
Common Equity Tier 1 Capital Ratio		18.06%		18.03%		18.30%		17.58%		
Tier 1 Capital Ratio		18.06%		18.03%		18.30%		17.58%		
Total Capital Ratio		20.51%		20.53%		20.94%		20.24%		
Leverage Ratio <sup>5</sup>		7.17		6.94		N/A		N/A		
Credit Quality										
Net Non-Performing Loans as a Percentage of Gross Loans		0.30%		0.33%		0.30%		0.27%		
Allowance as a Percentage of Gross Non-Performing Loans		69.4%		62.9%		64.4%		69.9%		
Share Information										
Book Value per Common Share	\$	22.37		21.87		20.67		19.57		
Common Share Price – Close	\$	32.03		43.28		47.99		50.39		
Dividend paid during the quarter ended	\$	0.22	\$	0.22	\$	0.20	\$	0.18		

<sup>&</sup>lt;sup>1</sup> See definition of Taxable Equivalent Basis (TEB) under Non-GAAP Measures in this report.

Number of Common Shares Outstanding

Market Capitalization

2,247,225 \$

70,160

3,040,290 \$

70,247

3,363,907 \$

70,096

3,532,591

70,105

<sup>&</sup>lt;sup>2</sup> Total assets and loans under administration include both on and off-balance sheet amounts.

 $<sup>^{\</sup>rm 3}\, {\rm Total}$  loans include loans held for sale.

 $<sup>^{\</sup>rm 4}\,\text{These}$  figures relate to the Company's operating subsidiary, Home Trust Company.

<sup>&</sup>lt;sup>5</sup> Effective Q1 2015, the Assets to Regulatory Capital Multiple has been replaced with the Basel III leverage ratio. See definition of the leverage ratio under Non-GAAP Measures in this report.



Home Capital Group Inc. is a public company, traded on the Toronto Stock Exchange (HCG), operating through its principal subsidiary, Home Trust Company. Home Trust is a federally regulated trust company offering residential and non-residential mortgage lending, securitization of insured residential first mortgage products, consumer lending and credit card services. In addition, Home Trust offers deposits via brokers and financial planners, and through its direct to consumer deposit brand, Oaken Financial. Licensed to conduct business across Canada, Home Trust has branch offices in Ontario, Alberta, British Columbia, Nova Scotia, Quebec and Manitoba.

Home Trust Company www.hometrust.ca

Home Capital Group Inc. www.homecapital.com

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# TO OUR SHAREHOLDERS

# Home Capital Reports Q3 Earnings:

- Diluted Earnings per Share of \$1.03
- Quarterly dividend of \$0.22 per common share

Home Capital today reported financial results for the third quarter ended September 30, 2015. The Company delivered solid results across its business, including an increased net interest margin, a healthy loan portfolio evidenced by low non-performing loans and credit losses, a further improvement in single-family mortgage originations, growth in commercial and consumer lending and a strong capital position.

Home Capital continues to demonstrate positive results, reflecting the continued strength of the overall business, its diverse sources of growth and the Company's expectation of further progress towards improving origination volumes for the remainder of the year.

# Q3 Financial Highlights:

- Q3 2015 net income of \$72.4 million and \$217.0 million for the first nine months of 2015, down 1.8% compared to \$73.8 million in Q3 2014 and flat compared to \$217.2 million in the first nine months of 2014. Q3 2015 net income was 0.2% higher than Q2 2015.
- Q3 2015 diluted earnings per share (EPS) of \$1.03 and \$3.09 for the first nine months of 2015, compared to \$1.05 and \$3.09 earned in the comparable periods of 2014. Q3 2015 diluted EPS was flat compared to Q2 2015.
- Return on common shareholders' equity was 18.7% for Q3 2015 and 19.2% for the first nine months of 2015.
- Net non-performing loans as a percentage of gross loans (NPL ratio) was 0.30% at the end of Q3 2015, compared to 0.33% at the end of Q2 2015, and 0.30% at the end of Q4 2014.
- Q3 2015 Common Equity Tier 1 and Tier 1 ratios of 18.06% and Total capital ratio of 20.51%.

# **Growing Our Core Business**

Home Capital, through its principal subsidiary Home Trust Company, continued in Q3 2015 to build on its presence as Canada's leading alternative financial institution serving an established, but underserved and growing, market niche.

The Company's results reflect its continued profitability as measured by an increased net interest margin (TEB) in the quarter of 2.38%, a healthy loan portfolio as evidenced by continued low non-performing loans and credit losses, and a strong capital position. In addition, the Company is making solid progress on efforts to increase originations of single-family residential mortgages, and seeing strong growth in other lines of business.

Total mortgage advances in the quarter were \$2.50 billion, an increase of 23.5% from \$2.02 billion in Q2 2015, driven by a marked improvement in single-family residential mortgage originations and increases in residential and non-residential commercial mortgage originations.

Home Capital reported traditional (uninsured single-family) residential mortgages originations of \$1.51 billion, as compared to \$1.29 billion in Q2 2015, an increase of 17.0%. Accelerator originations for Q3 2015 were \$416.3 million, as compared to \$279.5 million in Q2 2015, a 48.9% increase. Originations from all other sources increased 26.3% to \$567.3 million.

Total mortgage advances were 2.2% lower than Q3 2014, when they totaled \$2.55 billion, as strength in non-residential and residential commercial mortgage originations offset a decrease in single-family residential mortgages.

On a year-over-year basis, traditional residential originations declined 14.7% from \$1.78 billion in Q3 2014, while Accelerator originations declined 20.4% from \$522.9 million in Q3 2014.

In Q2 2015, the Company disclosed that its mortgage origination volumes were impacted directly by, among other things, the Company suspending, during the period of September 2014 to March 2015, its relationship with 18 independent mortgage brokers and 2 brokerages, for a total of approximately 45 individual mortgage brokers.

The total value of outstanding loans at September 30, 2015 that were originated by the suspended brokers was \$1.72 billion. This compares to \$1.93 billion as at June 30, 2015. The Company expects this balance to decline as customers pay down loans. The Company continues to actively monitor the subject mortgages and notes that there have been no unusual credit issues.

The Company is reviewing and re-validating, where appropriate, the income documentation related to the identified group of mortgages and taking corrective action accordingly. The Company is approaching a quarter of the way through its review process, with plans to complete these efforts by the end of 2016. Of the accounts reviewed, the Company has determined that over 90% of the mortgages reviewed to date could be eligible for renewal.

Home Capital has taken several steps to improve origination volumes through the remainder of 2015, including sales measures to strengthen the Company's pipeline for residential mortgage originations and to leverage the solid demand for its traditional mortgages within its established regions. In addition, the Company has renewed focus on expanding its commercial lending products, seeking to expand its footprint, as appropriate opportunities arise. The Company expects to see further progress from these efforts to improve origination volumes in the fourth quarter.

The Company is also pursuing other growth initiatives.



Other lending, comprising credit cards, and other consumer retail loans, continue to be an important source of loan assets with attractive returns. While representing 3.3% of the total on-balance sheet loan portfolio, these assets generated 6.4% of the interest income for the quarter.

On October 5, 2015, the Company announced that it launched two new *Visa* credit card programs. The Union Plus Canada *Visa* card and Optimax *Visa* card are issued by Home Trust on behalf of Union Plus Canada and Optimax Credit Inc., respectively. These credit card programs leverage the brand, customer affinity and distribution channels of these organizations.

Subsequent to the end of the quarter, on October 1, 2015, the Company, through its subsidiary Home Trust Company finalized the acquisition of all outstanding common shares of CFF Bank for a purchase price of \$17.8 million, subject to final adjustments. On the date of acquisition, Home Trust injected \$35.0 million in capital in order to stabilize CFF Bank. The acquisition of CFF Bank, a Schedule 1 chartered bank, achieves the Company's strategic priority of obtaining a bank license and supports the Company's long-term strategy to continue to develop its deposit diversification initiatives and potentially its product suite. In addition, the Company has a distribution agreement in place with certain owner-managed Canadian First Financial Centres, which had a prior relationship with CFF Bank, located across Canada, helping the Company to expand its distribution networks.

# **Building on Operational Excellence**

Home Capital continues to experience strong credit performance, with net non-performing loans as a percentage of gross loans (NPL ratio) at 0.30% at the end of Q3 2015, compared to 0.33% at the end of Q2 2015 and 0.27% at the end of Q3 2014. These results reflect the high credit quality of the Company's loan portfolio and were supported by the Company's continued investments in its risk oversight and control functions.

Home Capital also continued in the third quarter to make disciplined and measured investments in other areas related to the longer-term growth of the business. These investments include, among other things, ongoing investments in technology related to operating as a digital enterprise, as well as continuing to update the Company's loans-origination platform, which is designed for more efficient processing of loan applications. In addition, the Company incurred certain expenses in the quarter related to closing the acquisition of CFF Bank.

While most of the increase in expenses incurred by the Company in 2015 continue to be associated with ongoing efforts to build on Home Capital's operational excellence and dedication to providing service to clients and business partners, the Company has incurred additional expenses of approximately \$1.4 million cumulatively from Q4 2014 related to its efforts to realign some of its business partnerships following the suspension of the small number of brokers.

# Strong Shareholder Returns, Strong and Conservative Financial Position

Home Capital continued to focus on maintaining its strong and conservative financial position while delivering returns to shareholders in Q3 2015, and our success in doing so is evident in our return on average shareholders' equity of 18.7%.

Subsequent to the end of the quarter, and in light of the Company's performance, profitability and strong financial position, the Board of Directors approved a quarterly dividend of \$0.22 per common share, payable on December 1, 2015 to shareholders of record at the close of business on November 13, 2015.

The Company is pleased to announce the appointment of William J. Walker to the Board of Directors, on November 4, 2015. Mr. Walker is a partner at Gowling Lafleur Henderson LLP, one of Canada's largest law firms. He has over 35 years of experience practicing in the area of banking law with an emphasis on the rights and remedies of mortgage lenders, and has had dealings with OSFI and CDIC over the years. We are confident that his broad experience in the mortgage industry, depth of knowledge of financial institutions, and legal expertise will be valuable assets to the Board, the Company and its stakeholders.

In summary, the Company has maintained its solid fundamentals, and seen improvements in originations quarter over quarter. Home Capital's focus remains on providing the best service and support to our customers and valued partners, generating future growth that is sustainable and prudent, and making the investments in our business that help us to achieve those goals.

Looking ahead, the Board of Directors and management expect that Home Capital will continue generating solid shareholder for the remainder of 2015 and beyond.

**GERALD M. SOLOWAY**Chief Executive Officer

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November 4, 2015

**KEVIN P.D. SMITH**Chair of the Board

Additional information concerning the Company's targets and related expectations for 2015, including the risks and assumptions underlying these expectations, may be found in the MD&A of this quarterly report.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis (MD&A) is provided to enable readers to assess the financial condition and results of operations of Home Capital Group Inc. (the "Company" or "Home Capital") for the three months ended September 30, 2015. The discussion and analysis relates principally to the Company's subsidiary Home Trust Company (Home Trust), which provides residential mortgage lending, non-residential commercial mortgage lending, consumer and credit card lending and deposit-taking services. This MD&A should be read in conjunction with the unaudited interim consolidated financial statements and accompanying notes for the period ended September 30, 2015 included in this report and the MD&A and audited consolidated financial statements and accompanying notes for the year ended December 31, 2014 included in the Company's 2014 Annual Report. Except as described in this MD&A and these unaudited interim consolidated financial statements, all factors discussed and referred to in the MD&A for fiscal 2014 remain substantially unchanged. This MD&A has been prepared with reference to the unaudited consolidated financial statements which are prepared in accordance with International Financial Reporting Standards (IFRS or GAAP) and all amounts are presented in Canadian dollars. This MD&A is current as of November 4, 2015. As in prior quarters, the Company's Audit Committee reviewed this document, and prior to its release the Company's Board of Directors approved it, on the Audit Committee's recommendation. The Non-GAAP measures used in this MD&A and a glossary of terms used in this MD&A and financial statements are presented in the last section of this MD&A.

The Company's continuous disclosure materials, including interim filings, annual Management's Discussion and Analysis and audited consolidated financial statements, Annual Information Form, Notice of Annual Meeting of Shareholders and Proxy Circular are available on the Company's website at www.homecapital.com, and on the Canadian Securities Administrators' website at www.sedar.com.

### **Caution Regarding Forward-Looking Statements**

From time to time Home Capital Group Inc. makes written and verbal forward-looking statements. These are included in the Annual Report, periodic reports to shareholders, regulatory filings, press releases, Company presentations and other Company communications. Forward-looking statements are made in connection with business objectives and targets, Company strategies, operations, anticipated financial results and the outlook for the Company, its industry, and the Canadian economy. These statements regarding expected future performance are "financial outlooks" within the meaning of National Instrument 51-102. Please see the risk factors, which are set forth in detail in the Risk Management section of this report, as well as its other publicly filed information, which are available on the System for Electronic Document Analysis and Retrieval (SEDAR) at www.sedar.com, for the material factors that could cause the Company's actual results to differ materially from these statements. These risk factors are material risk factors a reader should consider, and include credit risk, funding and liquidity risk, structural interest rate risk, operational risk, investment risk, strategic and business risk, reputational risk and regulatory and legislative risk along with additional risk factors that may affect future results. Forward-looking statements can be found in the Report to the Shareholders and the Outlook Section in this quarterly report. Forward-looking statements are typically identified by words such as "will," "believe," "expect," "anticipate," "estimate," "plan," "forecast," "may," and "could" or other similar expressions.

By their very nature, these statements require the Company to make assumptions and are subject to inherent risks and uncertainties, general and specific, which may cause actual results to differ materially from the expectations expressed in the forward-looking statements. These risks and uncertainties include, but are not limited to, global capital market activity, changes in government monetary and economic policies, changes in interest rates, inflation levels and general economic conditions, legislative and regulatory developments, competition and technological change. The preceding list is not exhaustive of possible factors.

These and other factors should be considered carefully and readers are cautioned not to place undue reliance on these forward-looking statements. The Company does not undertake to update any forward-looking statements, whether written or verbal, that may be made from time to time by it or on its behalf, except as required by securities laws.

Assumptions about the performance of the Canadian economy in 2015 and its effect on Home Capital's business are material factors the Company considers when setting its objectives, targets and outlook. In determining expectations for economic growth, both broadly and in the financial services sector, the Company primarily considers historical and forecasted economic data provided by the Canadian government and its agencies. In setting and reviewing its targets, objectives and outlook for the remainder of 2015, management's expectations continue to assume:

- The Canadian economy is expected to produce modest growth on balance in 2015; however, there continues to be adverse effects related to the drop and fluctuations in oil prices and other commodities. While the Company has limited exposure in energy producing regions, it has plans for geographic expansion in Canada. There is some uncertainty as to the timing and extent of expansion given the economic conditions.
- Generally the Company expects stable employment conditions in its established regions. Unemployment rates in energy producing regions are expected to continue to increase through 2015. Also, the Company expects inflation will generally be within the Bank of Canada's target of 1% to 3%, leading to stable credit losses and consistent demand for the Company's lending products in its established regions. Credit losses and delinquencies in the energy producing regions may see an increase, but given the Company's limited exposure and lending practices, this is not expected to be significant.
- The Canadian economy will continue to be influenced by the economic conditions in the United States and global markets and further adjustments in commodity prices; as such, the Company is prepared for the variability to plan that may result.
- The Company is assuming that overnight interest rates will remain at the current very low rate for 2015. This is expected to continue to support relatively low mortgage interest rates for the foreseeable future.



- In the Company's established regions the expectation is the housing market will remain stable with balanced supply
  supported by continued low interest rates, relatively stable employment, and immigration. There will be stable housing
  starts and resale activity with relatively stable prices, with regional disparities, throughout most of Canada. This
  supports continued stable credit losses and stable demand for the Company's lending products in its established
  regions.
- · Consumer debt levels, while elevated, will remain serviceable by Canadian households.
- The Company will have access to the mortgage and deposit markets through broker networks.

# **BUSINESS PROFILE**

Home Capital is a holding company that operates primarily through its principal, federally regulated subsidiary, Home Trust, which offers insured and uninsured deposits, residential and non-residential commercial mortgage lending and consumer lending. The Company's subsidiary Payment Services Interactive Gateway Inc. (PSiGate) provides payment card services. Licensed to conduct business across Canada, Home Trust has offices in Ontario, Alberta, British Columbia, Nova Scotia, Quebec and Manitoba. Business is primarily conducted in Canadian dollars.

The Business Portfolios, along with the Risk-taking Philosophy have not changed from the 2014 Annual Report. Please refer to page 14 and 15 of the 2014 Annual Report. In Q3 2015, the Company launched a refreshed Vision, Mission and Values, described below.

As the Company's management views its business as a single segment with a variety of product and service activities, the financial statements and the MD&A are prepared on that basis.

# **VISION, MISSION AND VALUES**

In Q3 2015, the Company re-launched its Vision, Mission and Values in concert with our evolving service delivery commitments to our stakeholders. Specifically:

### **Our Vision**

The Company's vision is to be the market leader in alternative-based financial services solutions to Canadians.

# **Our Mission**

We believe every Canadian deserves a home and the opportunity to prosper.

# Our Corporate Values (PROSPER)

Passion, Risk awareness, Optimism, Service, Professionalism, Ethics, Respect

# PERFORMANCE SUMMARY

Below is a summary of the Company's performance for the third quarter of 2015 against the mid-term targets highlighted in the 2014 Annual Report. The Company will continue to focus on its medium-term objectives to guide the Company's decision-making and describe its accomplishments.

- Diluted earnings per share was \$3.09 for the first nine months of the year. The Company's goal is to achieve, average annualized growth in diluted earnings per share of 8% to 13% in the three to five year medium term.
- Return on shareholders' equity was 19.2% for the first nine months of 2015, with the goal to achieve on average annualized return on equity greater than 20% in the three to five year medium term.
- Common Equity Tier 1 and Tier 1 Capital ratios of 18.06% and Total Capital ratio of 20.51% continue to be well in excess of regulatory minimums.
- Dividend payout ratio of 21.4%, with a targeted payout on average of 19% to 26% of earnings to shareholders in the three to five year medium term.

The Company updates its 3 year financial plan and sets targets as part of its year end process. Specifically, the Company is focusing on its mid-term target for return on shareholders' equity.



# **2015 OUTLOOK**

Looking ahead, the Board of Directors and management expect that Home Capital will continue generating solid shareholder returns in 2015 and beyond.

### Market Conditions

Supply and demand in the Company's key established real estate markets is expected to remain balanced in 2015, with relatively stable prices and sales volumes with regional disparities, as demand for new homes and resale activity experiences some growth. The Company believes that the current and expected levels of housing activity indicate a healthy real estate market overall.

The Company expects to see the impact of certain positive economic forces on its established markets through the remainder of 2015, including a generally positive outlook for the US economy, the comparatively weaker Canadian dollar, the continued low interest rate environment and the beneficial impact of lower oil prices on economic growth both in Central Canada and globally. Adverse effects related to the drop in oil prices and other commodity prices continue to negatively impact the economies of energy producing regions. As a result, the Company continues to be cautious with its geographic and product expansion plans outside its established regions in Ontario.

# Traditional Single-family Mortgage Lending

The Company expects to see continued strengthening of its origination volumes through the remainder of 2015, when compared to the first half of 2015. The Company has taken several steps to improve origination volumes and will continue to build on these initiatives to leverage the demand for its traditional mortgages within its established regions. The Company is confident that its pipeline of mortgage originations will support strong volumes through the remainder of the year.

As previously mentioned, the Company has plans to cautiously increase business outside the Ontario market and, while this is still the case, will move prudently in light of the ongoing economic uncertainty in energy producing regions. In addition, net interest margins in the traditional mortgage portfolio have narrowed over the last two years reflecting both improved credit quality of borrowers and higher relative cost of funds. The Company expects 2015 net interest margin to remain relatively stable on average to the experience of Q3 2015, but is prepared for modest volatility.

# Insured Mortgage Lending

The Company will continue to originate and securitize prime insured single-family and insured multi-unit residential mortgages and will generally sell these off-balance sheet, generating gains on sale. The market for both of these products remains very competitive. The Company remains committed to offering a range of mortgage products through its distribution channel to support its "one-stop" initiative. The acquisition of CFF Bank will build on this distribution channel.

# Commercial Mortgage Lending

Commercial mortgage lending will remain an important portfolio for the Company, generating high levels of return and providing asset diversification. The Company has been a prudent and conservative lender in this segment, experiencing very low levels of losses and delinquencies. The Company plans to continue to grow this portfolio at a higher rate in 2015, as compared to 2014, if market conditions remain favourable.

# Other Lending

Equityline Visa credit cards and consumer lending are an important complementary product offering supporting the "one-stop" lending strategy, with high rates of return.

# Deposits

The Company will continue to source deposits from the public through investment dealers and deposit brokers and will continue to emphasize growth of its direct-to-consumer business, Oaken Financial. The Company will continue to strengthen its funding capability through agreements with additional deposit brokers, growth of its high interest savings accounts and the enhancement of its direct-to-consumer sales and service capabilities. The relative cost of deposits is expected to remain consistent with Q3 2015.

The acquisition of CFF Bank supports the Company's long-term strategy to diversify its funding sources; however, the Company does not expect there to be an immediate impact through the remainder of the year.

The Company will continue to issue institutional deposits and, on average, plans to access this market on a semi-annual basis.

# Credit Performance and Losses

The Company's prudent underwriting and collection practices are reflected in continued low levels of credit losses and delinquencies. Credit losses and delinquencies are expected to remain low in 2015; however, the Company is prepared for volatility in this performance that may result from uncertainty in the macroeconomic environment. Credit performance in the energy producing regions may deteriorate, but given the Company's limited exposure in these geographic areas, the impact to credit losses is not expected to be material for the Company.



### Non-interest Expenses

The Company will continue to look to expand its business, which will be accompanied by commensurate strengthening of risk management and control processes along with customer service platforms, through increased spending on people, process and technology. Increased spending to support the Company's direct deposit and loan origination initiatives, the integration of CFF Bank, continued business process improvements and the security of the Company's deliberate and increasing exposure to business online, along with increasing costs associated with regulatory requirements and remediation efforts related to the mortgages originated by the suspended brokers, can also be expected. While there will be continued upward pressure on expenses from these sources, the Company will continue to focus on deriving savings from its cost management and efficiency programs.

# Liquidity and Capital

The Company continues to hold high levels of capital as measured by regulatory risk-based capital ratios and leverage ratios. Further, the Company has accumulated capital more rapidly through retained earnings than would be required to support its current lending activity. The Company will continue to employ robust capital adequacy stress testing techniques to ensure that its conservative capital position is maintained and to provide for the flexibility to take advantage of appropriate market opportunities, as they arise, and to pay its shareholders an appropriate return.

The Company will continue to diversify its funding sources and maintain a strong liquidity position by holding a sufficient stock of unencumbered high-quality liquid assets. The Company complies with the Office of the Superintendent of Financial Institutions Canada (OSFI)'s new Liquidity Adequacy Requirements Guideline that was effective January 2015.

Strong levels of capital and liquidity provide additional safety and soundness to depositors.

This Outlook section contains forward-looking statements. Please see the Caution Regarding Forward-looking Statements on page 5 of this quarterly report.



# **INCOME STATEMENT REVIEW**

**Table 1: Income Statement Highlights** 

					Quarter		Ye	ear to date
(000s, except % and per share amounts)	Q3	Q2	2 %	Q3	%			%
	2015	2015	5 Change	2014	Change	2015	2014	Change
Net interest income non-securitized assets	\$ 117,211	\$ 113,354	3.4%	\$ 107,873	8.7%	\$ 341,372	\$ 315,640	8.2%
Net interest income securitized loans and assets	4,487	3,856	16.4%	9,710	(53.8)%	13,060	27,473	(52.5)%
Total net interest income	121,698	117,210	3.8%	117,583	3.5%	354,432	343,113	3.3%
Provision for credit losses	2,849	2,266	25.7%	3,511	(18.9)%	7,518	9,948	(24.4)%
	118,849	114,944	3.4%	114,072	4.2%	346,914	333,165	4.1%
Non-interest income	23,385	29,061	(19.5)%	24,972	(6.4)%	79,538	76,922	3.4%
Non-interest expenses	44,955	47,374	(5.1)%	42,901	4.8%	135,992	122,363	11.1%
Income before income taxes	97,279	96,631	0.7%	96,143	1.2%	290,460	287,724	1.0%
Income taxes	24,836	24,314	2.1%	22,388	10.9%	73,414	70,488	4.2%
Net income	\$ 72,443	\$ 72,317	0.2%	\$ 73,755	(1.8)%	\$ 217,046	\$ 217,236	(0.1)%
·								
Basic earnings per share	\$ 1.03	\$ 1.03	-	\$ 1.05	(1.9)%	\$ 3.09	\$ 3.11	(0.6)%
Diluted earnings per share	\$ 1.03	\$ 1.03	-	\$ 1.05	(1.9)%	\$ 3.09	\$ 3.09	

# **Net Interest Income**

Table 2: Net Interest Margin

		For the thre	e months ended	For the nir	ne months ended
	September 30	June 30	September 30	September 30	September 30
	2015	2015	2014	2015	2014
Net interest margin non-securitized interest earning assets (non-TEB)	2.80%	2.75%	2.76%	2.78%	2.82%
Net interest margin non-securitized interest earning assets (TEB)	2.83%	2.77%	2.79%	2.80%	2.84%
Net interest margin securitized assets	0.52%	0.42%	0.80%	0.46%	0.69%
Total net interest margin (non-TEB)	2.36%	2.27%	2.27%	2.30%	2.23%
Total net interest margin (TEB)	2.38%	2.29%	2.29%	2.32%	2.25%
Spread of non-securitized loans over deposits and other	2.93%	2.89%	2.88%	2.89%	2.97%



Table 3: Net Interest Income

-				For the three months ended						
(000s, except %)	Septemb	er 30, 2015	Ju	ne 30, 2015		September 30, 2014				
	Income/	Average	Income/	Average		Income/	Average			
	Expense	Rate <sup>1</sup>	Expense	Rate <sup>1</sup>		Expense	Rate <sup>1</sup>			
Interest-bearing assets										
Cash resources and securities	\$ 4,443	1.33%	\$ 4,980	1.39%	\$	6,810	1.86%			
Traditional single-family residential mortgages	148,945	5.02%	147,805	5.00%		140,670	5.08%			
Accelerator single-family residential mortgages	6,879	2.47%	7,280	2.66%		7,107	2.61%			
Residential commercial mortgages <sup>2</sup>	4,121	3.85%	3,972	4.42%		3,287	4.93%			
Non-residential commercial mortgages	21,067	6.09%	18,507	5.95%		16,280	6.26%			
Credit card loans	7,823	9.14%	7,692	9.05%		7,273	9.24%			
Other consumer retail loans	6,216	9.96%	5,303	9.63%		8,484	9.08%			
Total non-securitized loans	195,051	5.07%	190,559	5.06%		183,101	5.17%			
Taxable equivalent adjustment	937	-	965	-		1,065	-			
Total on non-securitized interest earning assets	200,431	4.79%	196,504	4.76%		190,976	4.89%			
Securitized single-family residential mortgages	14,524	2.85%	15,610	2.78%		25,650	3.33%			
Securitized multi-unit residential mortgages	8,879	4.29%	9,333	4.20%		13,054	4.29%			
Assets pledged as collateral for securitization	912	0.62%	1,336	0.93%		1,459	1.06%			
Total securitized residential mortgages	24,315	2.81%	26,279	2.83%		40,163	3.31%			
Total interest-bearing assets	\$ 224,746	4.36%	\$ 222,783	4.31%	\$	231,139	4.45%			
Interest-bearing liabilities	•									
Deposits and other	\$ 80,771	2.14%	\$ 80,669	2.17%	\$	80,428	2.29%			
Senior debt	1,512	3.96%	1,516	3.96%		1,610	4.40%			
Securitization liabilities	19,828	2.26%	22,423	2.35%		30,453	2.47%			
Total interest-bearing liabilities	\$ 102,111	1.98%	\$ 104,608	2.02%	\$	112,491	2.16%			
Net Interest Income (TEB)	\$ 122,635		\$ 118,175		\$	118,648				
Tax Equivalent Adjustment	(937)		(965)			(1,065)				
Net Interest Income per Financial Statements	\$ 121,698		\$ 117,210		\$	117,583				

				For the nine m	onths ended
(000s, except %)		Septemb	er 30, 2015	Septemb	er 30, 2014
		Income/	Average	Income/	Average
		Expense	Rate <sup>1</sup>	Expense	Rate <sup>1</sup>
Interest-bearing assets					
Cash resources and securities	\$	14,269	1.45%	\$ 20,014	1.82%
Traditional single-family residential mortgages		442,987	5.00%	407,616	5.14%
Accelerator single-family residential mortgages		20,126	2.56%	19,228	2.76%
Residential commercial mortgages <sup>2</sup>		12,017	4.25%	10,396	4.64%
Non-residential commercial mortgages		57,827	6.11%	48,286	6.32%
Credit card loans		23,039	9.06%	20,977	9.16%
Other consumer retail loans		16,514	9.91%	24,023	8.98%
Total non-securitized loans		572,510	5.07%	530,526	5.25%
Taxable equivalent adjustment		2,889	-	3,093	_
Total on non-securitized interest earning assets		589,668	4.80%	553,633	4.94%
Securitized single-family residential mortgages		49,342	2.81%	82,518	3.23%
Securitized multi-unit residential mortgages		28,045	4.22%	43,665	4.27%
Assets pledged as collateral for securitization		3,601	0.90%	4,749	1.17%
Total securitized residential mortgages		80,988	2.87%	130,932	3.29%
Total interest-bearing assets	\$	670,656	4.35%	\$ 684,565	4.44%
Interest-bearing liabilities					
Deposits and other	\$	240,835	2.18%	\$ 230,168	2.28%
Senior debt		4,572	3.98%	4,732	4.29%
Securitization liabilities		67,928	2.36%	103,459	2.56%
Total interest-bearing liabilities	\$	313,335	2.03%	\$ 338,359	2.19%
Net Interest Income (TEB)	\$	357,321		\$ 346,206	
Tax Equivalent Adjustment		(2,889)		(3,093)	
Net Interest Income per Financial Statements	\$	354,432		\$ 343,113	

 $<sup>\</sup>frac{1}{2}$  The average is an average calculated with reference to opening and closing monthly asset and liability balances.

# Q3 2015 v Q2 2015

Net interest income of \$121.7 million was up \$4.5 million or 3.8% from \$117.2 million last quarter primarily reflecting higher net interest income on non-securitized assets. Total net interest margin (TEB) increased 9 basis points to 2.38% quarter over quarter, reflecting increases in net interest margin on both non-securitized and securitized assets combined with the increasing relative proportion of the higher margin non-securitized assets and the decreasing proportion of the lower margin securitized assets. Average non-securitized assets of \$16.72 billion for the quarter represent 81.1% of average total assets compared to 79.9% last quarter while average securitized assets of \$3.46 billion for the quarter represent 16.8% of average total assets compared to 17.9% last quarter. The continued decline in average on-balance sheet securitized assets reflects maturities in the on-balance sheet portfolio and the sales of residual interests in securitized single-family residential mortgages.



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<sup>&</sup>lt;sup>2</sup> Residential commercial mortgages include non-securitized multi-unit residential mortgages and commercial mortgages secured by residential property types.

Net interest income on the non-securitized portfolio of \$117.2 million increased by \$3.9 million or 3.4% from \$113.4 million last quarter. The increase in net interest income reflects increases in interest income while interest expense on deposits and other remained relatively flat. Interest income increased on higher average balances combined with a higher volume of mortgages that were renewed in the quarter at higher rates. Interest expense on deposits and other remained relatively flat despite an increase in average balances resulting in a decrease of 3 basis points in the average rate of interest expense on deposits and other from last quarter. The decrease in the average rate on deposits and other reflects a higher proportion of lower-rate deposits payable on demand combined with the use of the lower-cost insured mortgage purchase facility (see Cash Resources and Securities note in the unaudited interim consolidated financial statements included in this report for further information on this facility). Deposits payable on demand represented 10.4% of total deposits at the end of the quarter compared to 9.6% at the end of last quarter.

The spread of non-securitized loans over deposits and other increased 4 basis points to 2.93% from 2.89% last quarter while the net interest margin (TEB) on the non-securitized portfolio increased by 6 basis points to 2.83% from 2.77% last quarter, reflecting the decrease in the average rate on deposits and other. Non-securitized net interest margin was also favourably impacted by the relatively lower average balance of cash resources. The average balance of these lower-yielding assets represented 8.0% of total average non-securitized assets compared to 8.7% last quarter. This decrease in average liquidity reflects the higher originations activity during the summer months.

Interest income from securitized loans and assets decreased \$2.0 million from last quarter while interest expense on securitization liabilities decreased \$2.6 million from last quarter. These decreases reflect the decreases in the average balances of both the securitized mortgages and securitization liabilities representing the continued net run-off in the securitized portfolio. The relatively larger decrease in interest expense resulted from a fixed-rate CMB maturity in late June which carried a higher rate of interest expense through most of the second quarter than the overall average rate on the CMB portfolio. The increase in both the net interest income and net interest margin on securitized assets over last quarter reflects the relatively larger decrease in interest expense. Despite a slight increase in the balance of securitized mortgages at the end of the third quarter over the end of last quarter, the average assets in this portfolio declined by \$254.3 million from last quarter, reflecting the sale of residual interests and maturities. As such, this portfolio continues to have a lower impact on the Company's net interest margin, which is expected to continue throughout 2015.

### Q3 2015 v Q3 2014

Net interest income increased \$4.1 million or 3.5% over the same quarter last year while total net interest margin (TEB) improved 9 basis points to 2.38% reflecting the improvement of 4 basis points in net interest margin on the non-securitized portfolio combined with the declining relative proportion of the lower margin on-balance sheet securitized assets. While there was a decrease in net interest margin on the securitized portfolio of 28 basis points, the average balance of this portfolio has decreased to 16.8% of total average assets for the quarter from 23.3% in the same quarter last year, reflecting the lower impact that the securitized portfolio has on the Company's total net interest margin as discussed above.

Non-securitized net interest income increased \$9.3 million or 8.7%, reflecting average loan balance growth of \$1.22 billion or 8.6% combined with an increase in net interest margin (TEB) of 4 basis points to 2.83% from 2.79%. Despite lower rates earned on non-securitized loans reflecting the higher credit quality of this portfolio, net interest margin has improved as result of the decrease of 15 basis points in the average rate of interest expense on deposits. This decrease reflects the decline in the average rate on fixed-term deposits in the first half of 2015 combined with the increased relative proportion of deposits payable on demand. Deposits payable on demand represented 10.4% of total deposits at the end of the quarter compared to 5.9% one year ago.

The net interest income and net interest margin on securitized assets declined from last year, reflecting the continued net run-off of the portfolio and the maturity of higher yielding mortgage-backed securities (MBS) and Canada Mortgage Bond (CMB) pools and the use of lower yielding assets as replacement assets in the CMB program. The average assets in this portfolio declined by \$1.39 billion from last year, reflecting the sale of residual interests and maturities. In addition, there was higher prepayment penalty income in Q3 2014 driven by one prepayment of approximately \$0.9 million on a large multi-unit residential mortgage last year. Net interest income in the quarter on this portfolio accounts for only 3.7% of total net interest income compared to 8.3% in Q3 2014. This declining impact of the securitized portfolio on total net interest margin is expected to continue.

### YTD 2015 v YTD 2014

Net interest income increased \$11.3 million or 3.3% over last year as the net interest income of the non-securitized portfolio increased on higher asset balances while total net interest margin (TEB) improved 7 basis points to 2.32%. Despite the improvement to total net interest margin, there were declines in net interest margins on both the non-securitized and securitized portfolios reflecting the declining relative proportion of on-balance sheet securitized assets. The decrease in net interest margin on the non-securitized assets resulted from lower rates earned reflecting the higher credit quality of the portfolio. Higher prepayment penalty income in 2014 on the securitized portfolio resulted in the higher securitized net interest margin in 2014.



### Non-Interest Income

Table 4: Non-Interest Income

					Quarter			Year to date
(000s, except %)	Q3	Q2	%	Q3	%			%
	2015	2015	Change	2014	Change	2015	2014	Change
Fees and other income	\$ 20,096	21,390	(6.0)%\$	17,736	13.3% \$	62,705	\$ 52,969	18.4%
Securitization income	5,788	9,251	(37.4)%	5,665	2.2%	20,448	21,889	(6.6)%
Net realized and unrealized (losses) gains on securities	(542)	-	-	521	(204.0)%	902	2,460	(63.3)%
Net realized and unrealized (losses) gains on derivatives	(1,957)	(1,580)	(23.9)%	1,050	(286.4)%	(4,517)	(396)	(1,040.7)%
	\$ 23,385	29,061	(19.5)%\$	24,972	(6.4)%\$	79,538	\$ 76,922	3.4%

The following table presents the derivative gains and losses included in non-interest income. Please see the Derivative Financial Instruments note in the unaudited interim consolidated financial statements included in this report for further information.

Table 5: Derivative Gains and Losses

		For the three	e months ended		For the nine months ended			
(000s)	September 30		June 30	September 30	September 30			September 30
		2015	2015	2014		2015		2014
Fair value hedging ineffectiveness <sup>1</sup>	\$	(2,056) \$	(1,718) \$	1,363	\$	(4,447)	\$	1,581
Swaps marked to market		99	138	(313)		(70)		(1,977)
Net realized and unrealized (losses) gains on derivatives	\$	(1,957) \$	(1,580) \$	1,050	\$	(4,517)	\$	(396)

<sup>&</sup>lt;sup>1</sup> Included in fair value hedging ineffectiveness are amounts related to derivative restructuring upon adoption of IFRS.

# Q3 2015 v Q2 2015

Fees and other income, which includes mortgage and *Visa* account administration fees, net of direct servicing expenses, generally increases proportionate to the size of the portfolio. Fee income is also influenced by the overall mix of the portfolio. Fees and other income were down slightly over last quarter, reflecting the reduced number of mortgages outstanding and decrease in other income.

Securitization income in the quarter resulted primarily from gains recognized on the sale of residual interests in single-family residential mortgage securitizations and sale of insured multi-unit residential mortgages. Securitization income primarily includes sales of underlying mortgages either newly originated or renewed during the period along with insured mortgages held in inventory from prior periods. Sales of residual interests during the quarter led to gains of \$3.2 million on the derecognition of \$210.9 million of insured single-family residential mortgages compared to gains of \$5.2 million on the derecognition of \$306.5 million of underlying mortgages last quarter. Gains of \$1.3 million on sales of \$155.0 million of insured multi-unit residential mortgages during the quarter compare to the gains of \$2.6 million recognized last quarter on sales of \$262.6 million of insured multi-unit residential mortgages. Please see the Securitization Activity note to the unaudited interim consolidated financial statements included in this report for further information.

Securitization income also includes servicing income of \$1.4 million in the quarter, up \$0.1 million from last quarter. In the case of single-family residential mortgage sales, the Company will service the loans and record related servicing fee revenue over the remaining term of the underlying mortgages along with any event driven fees which are included in fee income. In the case of multi-unit residential mortgages, the Company outsources the servicing activity and no further net servicing revenue or fees are recorded.

The Company redeemed \$3.8 million of preferred shares in Q3 2015, realizing a loss of \$82 thousand. The Company did not sell or redeem any treasury investments in Q2 2015. The Company may take advantage of improvements in securities markets and will rebalance the investment portfolio as market conditions warrant. The Company recognized \$460 thousand in impairments in Q3 2015 (Q2 2015 - \$nil) through profit and loss on certain available for sale securities already identified as impaired. The Company did not record any additional writedowns during the third quarter.

# Q3 2015 v Q3 2014

Fees and other income increased 13.3% over last year primarily reflecting changes in the portfolio mix and in the fee structure year over year.

Securitization income was relatively flat compared to Q3 2014. Servicing income of \$1.4 million increased over \$0.9 million earned in Q3 2014, growing in line with the off-balance sheet single-family residential mortgage loan portfolio growth.

During Q3 2014 the Company realized net gains on the sale of available for sale securities of \$0.5 million and did not recognize any additional impairment writedowns on available for sale securities.



### YTD 2015 v YTD 2014

Fees and other income for the first nine months of the year were up 18.4% over the same period last year, reflecting changes in the portfolio mix and in the fee structure year over year.

The decrease in securitization income over last year resulted from lower gains on sale of residual interests of \$12.1 million compared to \$16.1 million last year, while spreads improved on volumes of \$812.8 million compared to \$1.37 billion. The decrease was partially offset by an increase of \$1.3 million in gains on sale of insured multi-unit residential mortgages compared to last year.

Table 6: Provision for Credit Losses and Net Write-Offs as a Percentage of Gross Loans on an Annualized Basis

	For the three months ended For the										the	he nine months ended			
(000s, except %)	Se	ptember :	30, 2015		June	30, 2015	:	September	30, 2014	Se	ptember	30, 2015	Ş	September 30, 201	
		%	of Gross		9/	of Gross		% of Gross			%	of Gross		% of Gross	
		Amount	Loans 1		Amount	Loans <sup>1</sup>		Amount	Loans <sup>1</sup>		Amount	Loans 1		Amount	Loans <sup>1</sup>
Provision <sup>2</sup>															
Single-family residential mortgages	\$	1,805	0.06%	\$	1,131	0.03%	\$	2,646	0.09%	\$	4,429	0.05%	\$	7,244	0.08%
Residential commercial mortgages		-	-		(4)	(0.01)%		-	-		4	0.00%		(25)	(0.01)%
Non-residential commercial mortgages		237	0.06%		321	0.10%		92	0.03%		760	0.07%		189	0.02%
Credit card loans		163	0.19%		198	0.23%		164	0.20%		455	0.18%		443	0.18%
Other consumer retail loans		44	0.07%		20	0.03%		9	0.01%		70	0.03%		97	0.03%
Securitized single-family residential mortgages		-	-		-	-		-	-		-	-		-	-
Securitized multi-unit residential mortgages		-	-		-	-		-	-		-	-		-	-
Total individual provision		2,249	0.05%		1,666	0.04%		2,911	0.06%		5,718	0.04%		7,948	0.06%
Total collective provision		600	0.01%		600	0.01%		600	0.01%		1,800	0.01%		2,000	0.01%
Total provision	\$	2,849	0.06%	\$	2,266	0.05%	\$	3,511	0.08%	\$	7,518	0.06%	\$	9,948	0.07%
Net Write-Offs <sup>2</sup>											•				
Single-family residential mortgages	\$	1,128	0.03%	\$	882	0.03%	\$	1,638	0.05%	\$	3,877	0.04%	\$	6,045	0.07%
Residential commercial mortgages		-	-		(4)	(0.01)%		-	-		4	0.00%		-	-
Non-residential commercial mortgages		303	0.08%		(4)	(0.00)%		107	0.04%		308	0.03%		146	0.02%
Credit card loans		163	0.19%		152	0.18%		179	0.22%		467	0.18%		578	0.24%
Other consumer retail loans		29	0.04%		50	0.09%		71	0.07%		74	0.04%		224	0.08%
Securitized single-family residential mortgages		-	-		-	-		-	-		-	-		-	-
Securitized multi-unit residential mortgages		-	-								-	-			
Net Write-Offs	\$	1,623	0.04%	\$	1,076	0.02%	\$	1,995	0.04%	\$	4,730	0.03%	\$	6,993	0.05%

<sup>&</sup>lt;sup>1</sup>Gross loans used in the calculation of total Company ratio includes securitized on-balance sheet loans. <sup>2</sup>There were no specific provisions, allowances or net write-offs on securitized mortgages.

The Company continues to have strong credit performance with the provision for credit losses low at \$2.8 million in the quarter and \$7.5 million year to date, representing 0.08% of gross uninsured loans for the quarter on an annualized basis and 0.07% year to date, and 0.06% of total gross loans on an annualized basis for both the quarter and year to date. These results improved over \$3.5 million in provision in Q3 2014 and \$9.9 million in the first nine months of 2014. The provision

The Company continues to actively monitor the credit performance of the mortgages related to the suspended brokers, described in the Mortgage Lending section of the MD&A. Consistent with Q2 2015, no unusual credit issues have been identified in this portfolio.

The Company continues to observe strong credit profiles and stable loan to value ratios across its portfolio, which continue to support low delinquency and non-performing rates and ultimately low net write-offs. Net write-offs were low at \$1.6 million in the quarter and \$4.7 million year to date, representing 0.04% of gross loans in the quarter and 0.03% year to date on an annualized basis, an improvement from the year-to-date results of last year and an increase compared to last quarter.

The Company increased its collective allowance by \$0.6 million during the quarter to \$35.9 million. The current collective allowance exceeds the cumulative net write-offs experienced over the last 36 months. Please see Credit Risk section of this MD&A for more information.

Net non-performing loans were \$54.5 million or 0.30% of gross loans at the end of the quarter compared to 0.33% last quarter and 0.27% one year ago. The Company remains satisfied with the credit performance of the portfolio and continues to expect credit performance to remain favourable and within its targets, but is prepared for moderate volatility in this trend. Please see Credit Risk section of this MD&A for more details.



for credit losses in Q2 2015 was \$2.3 million.

# **Non-Interest Expenses**

**Table 7: Non-Interest Expenses** 

					Quarter		Yea	ar to Date
(000s, except % and number of employees)	Q3	Q2	%	Q3	%			%
	2015	2015	Change	2014	Change	2015	2014	Change
Salaries and benefits	\$ 19,382	\$ 21,603	(10.3)% \$	20,533	(5.6)% \$	62,999	\$ 60,613	3.9%
Premises	3,149	3,260	(3.4)%	2,884	9.2%	9,543	8,653	10.3%
Other operating expenses	22,424	22,511	(0.4)%	19,484	15.1%	63,450	53,097	19.5%
	\$ 44,955	\$ 47,374	(5.1)% \$	42,901	4.8% \$	135,992	\$ 122,363	11.1%
Efficiency Ratio (TEB)	30.8%	32.2%	(1.4)%	29.9%	0.9%	31.1%	28.9%	2.2%
Active employees at end of period	813	789	3.0%	789	3.0%	813	789	3.0%

# Q3 2015 v Q2 2015

Non-interest expenses decreased 5.1% or \$2.4 million over last quarter, reflecting a decrease of \$2.2 million in salaries and benefits. The decrease in salaries and benefits is primarily driven by the mark to market of its share compensation and a reduction to the Company's variable compensation pool.

The relatively flat other operating expenses reflects the Company's continued investment in areas related to the longer-term growth of the business such as investment in information technology and business process enhancements to support the Company's expansion initiatives including loan originations and deposit diversification and its strengthening of risk management and control processes. In addition, the Company incurred increased volume bonuses in the quarter reflecting comparatively higher origination volumes.

The Company continues to incur additional, non-material expenses related to its efforts to realign some of its business partnerships following the suspension of approximately 45 individual mortgage brokers and recognized approximately \$0.4 million of such expenses in the quarter. The Company continues to manage expenses in a disciplined and measured manner.

Included in reported expenses for Q3 2015, is \$0.6 million related to the acquisition of CFF Bank. The Company expects to continue to incur expenses through 2016 related to the integration of CFF Bank.

The efficiency ratio decreased to 30.8% from 32.2% last quarter reflecting the decrease in expenses discussed above.

# Q3 2015 v Q3 2014

Non-interest expenses increased 4.8% or \$2.1 million over Q3 2014. The increase in expenses is driven by a \$2.9 million increase in other operating expenses, supporting the Company's strategies and plans for growth described above.

### YTD 2015 v YTD 2014

Non-interest expenses for the first nine months of 2015 increased 11.1% or \$13.6 million over the same period in 2014. The increase in expenses was primarily driven by the increase in other operating expenses of \$10.4 million to support the Company's initiatives described above.

### **Income Taxes**

The provision for income taxes for Q3 2015 was \$24.8 million (effective tax rate of 25.53%), compared to \$24.3 million (effective tax rate of 25.16%) in Q2 2015 and \$22.4 million (effective tax rate of 23.29%) in Q3 2014.

The Company's effective tax rate in Q3 2015 primarily differs from the statutory rate due to the receipt of dividends from Canadian corporations in the amount of \$2.6 million (\$2.7 million – Q2 2015 and \$3.0 million – Q3 2014) that are not subject to tax.

The effective tax rate is lower than the statutory tax rate, due to the recognition of Scientific Research and Experimental Development (SR&ED) tax credits of \$0.5 million (\$0.3 million, after tax) recognized in Q3 2015 (\$0.7 million, after tax – Q2 2015, \$2.4 million, after tax – Q3 2014).

# **Comprehensive Income**

Comprehensive income is the aggregate of net income and other comprehensive income (OCI). Comprehensive income for the quarter was \$51.3 million compared to \$63.4 million in Q2 2015 and \$71.9 million in Q3 2014.

OCI in the quarter was a loss of \$21.1 million compared to a loss of \$8.9 million in Q2 2015 and a loss of \$1.8 million in Q3 2014. The increased other comprehensive loss over last quarter and last year reflects the continued decline in the fair value of its preferred share holdings included in available for sale securities, which is due primarily to the current interest rate environment. The Company has not identified any credit events in relation to its preferred share holdings (Refer to Note 4(B) of the unaudited interim consolidated financial statements).



# FINANCIAL POSITION REVIEW

# **Assets**

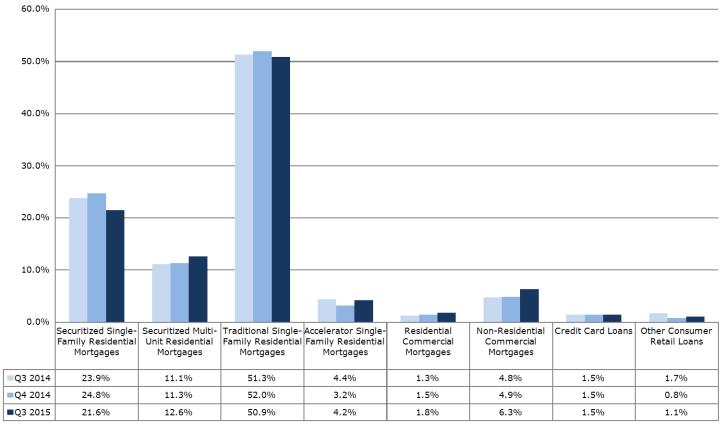
**Table 8: Loans Portfolio** 

		% Change				
(000s, except % and number of loans)	S	eptember 30	June 30	December 31	September 30, 2015 - 9	September 30, 2015 -
		2015	2015	2014	June 30, 2015	December 31, 2014
Securitized single-family residential mortgages	\$	2,073,133	\$ 1,984,160 \$	2,990,119	4.5%	(30.7)%
Securitized multi-unit residential mortgages		827,453	830,141	955,535	(0.3)%	(13.4)%
Traditional single-family residential mortgages		11,921,528	11,864,287	11,726,970	0.5%	1.7%
Accelerator single-family residential mortgages		980,573	1,131,975	723,558	(13.4)%	35.5%
Residential commercial mortgages		295,891	249,779	243,318	18.5%	21.6%
Non-residential commercial mortgages		1,465,198	1,326,939	1,106,878	10.4%	32.4%
Credit card loans		342,785	342,947	330,327	(0.0)%	3.8%
Other consumer retail loans		267,743	230,943	186,111	15.9%	43.9%
Total loan portfolio		18,174,304	17,961,171	18,262,816	1.2%	(0.5)%
Loans held for sale		162,432	21,304	102,094	662.4%	59.1%
Total on-balance sheet loans	\$	18,336,736	\$ 17,982,475 \$	18,364,910	2.0%	(0.2)%
Off-balance sheet loans						·
Single-family residential mortgages	\$	2,997,517	\$ 2,981,730 \$	2,613,481	0.5%	14.7%
Multi-unit residential mortgages		2,092,482	1,958,235	1,585,141	6.9%	32.0%
Total off-balance sheet loans		5,089,999	4,939,965	4,198,622	3.0%	21.2%
Total loans under administration	\$	23,426,735	\$ 22,922,440 \$	22,563,532	2.2%	3.8%
Number of loans outstanding						_
Mortgages		63,441	64,021	64,456	(0.9)%	(1.6)%
Credit card loans		37,072	36,238	33,853	2.3%	9.5%
Other consumer retail loans		79,600	70,840	57,412	12.4%	38.6%
Total number of loans outstanding		180,113	171,099	155,721	5.3%	15.7%



# **Loans under Administration**

**Chart 1: Portfolio Composition by Product Type** 



**Table 9: Mortgage Advances** 

				For the thre		For the nine months ended				
(000s)	S	September 30		June 30	September 30	•	September 30		September 30	
		2015		2015	2014		2015		2014	
Single-family residential mortgages									_	
Traditional	\$	1,514,429	\$	1,294,697 \$	1,775,993	\$	3,770,455	\$	4,380,087	
Accelerator		416,273		279,542	522,935		875,849		1,432,030	
Residential commercial mortgages										
Multi-unit uninsured residential mortgages		31,031		14,780	34,649		81,595		54,957	
Multi-unit insured residential mortgages		298,438		221,392	106,087		587,060		363,863	
Other <sup>1</sup>		18,460		7,680	13,455		35,422		31,319	
Non-residential commercial mortgages										
Store and apartments		32,728		27,950	28,840		82,653		94,128	
Commercial		186,598		177,246	71,793		472,208		204,460	
Total mortgage advances	\$	2,497,957	\$	2,023,287 \$	2,553,752	\$	5,905,242	\$	6,560,844	

<sup>&</sup>lt;sup>1</sup>Other residential commercial mortgages include mortgages such as builders' inventory.

Loans under administration were \$23.43 billion at the end of the quarter, representing an increase of \$504.3 million or 2.2% from last quarter and an increase of \$863.2 million of 3.8% from the end of 2014. On-balance sheet loans are up 2.0% from last quarter and flat compared to the end of 2014, while off-balance sheet loans are up 3.0% from last quarter and up 21.2% from the end of 2014, driving the growth in total loans under administration. Off-balance sheet loan growth arises from the sale of residual interests in single-family residential mortgages (resulting in removal of securitized mortgages from the balance sheet) and securitization of multi-unit residential mortgages qualifying for off-balance sheet accounting. The increase in loans under administration was supported by mortgage production and retail and credit card loan production.

### Mortgage Lending

Mortgage Originations and Broker Suspensions

The Company continues to monitor the uninsured and insured single-family residential mortgages originated by the individual suspended mortgage brokers. The total value of the outstanding mortgages that were originated by these mortgage brokers included in the loans portfolio at the end of Q3 2015 total \$1.72 billion, as compared to \$1.93 billion at the end of Q2 2015.

The Company is in the process of completing its remediation efforts through reviewing, and re-validating where appropriate, the income documentation related to the identified group of mortgages and taking corrective action accordingly. The Company plans for these efforts to be completed by the end of 2016.

On an ongoing basis, the Company revises its underwriting procedures to ensure best practices. Following the suspension of brokers, the Company further enhanced its income verification procedures to ensure new loans continue to reflect Home Capital's risk appetite, which remains unchanged.

Uninsured Residential Mortgages – "Traditional Mortgages"

Traditional mortgages of \$11.92 billion represent the largest portfolio within loans under administration and on-balance sheet loans at 50.9% and 65.0%, respectively. The portfolio was relatively flat compared to Q2 2015 and up 4.8% from one year ago. Originations of traditional mortgages of \$1.51 billion in the quarter were up 17.0% over Q2 2015 and down 14.7% over the same period last year. Year-to-date originations were down 13.9% over the first nine months of 2014. Traditional mortgage originations continue to be impacted on year over year basis by the suspension of approximately 45 individual mortgage brokers, as described above. When comparing to Q2 2015, the Company has seen improvements in its origination volumes based on sales efforts to rebuild the Company's pipeline. The Company continues to take a prudent approach to growing its traditional residential mortgage business in the current Canadian economic environment. The Company continued to observe strong credit profiles and stable LTVs across the traditional portfolio.

# Insured Residential Mortgages

Insured residential loans under administration, which include both insured single-family and multi-unit residential mortgages, were \$9.18 billion at the end of the quarter, reflecting increases of 2.7% over the balance of \$8.94 billion at Q2 2015 and 2.3% over the \$8.97 billion balance at the end of 2014. Of this total, \$5.09 billion were accounted for off-balance sheet, up \$150.0 million or 3.0% from the end of Q2 2015 and up \$891.4 million or 21.2% from the end of 2014.

The Company originated \$416.3 million in insured single-family Accelerator mortgages in the quarter, up 48.9% from Q2 2015 and down 20.4% from Q3 2014. On a year-to-date basis the Company originated \$875.8 million, down 38.8% from last year. Insured residential mortgage originations, when compared year over year, were impacted by the suspension of approximately 45 individual mortgage brokers, described above. The Q3 2015 increase in origination volumes compared to Q2 2015 included the purchase of \$42.9 million in loans from a third party, as part of the effort expanding the Company's origination channels. In addition, as the market for insured prime mortgages continues to be highly competitive, the Company continues to view its Accelerator product offering as complementary to its traditional portfolio. The Company continued to sell residual interests in insured fixed-rate single-family National Housing Authority (NHA) MBS, selling \$210.9 million in the quarter and \$812.8 million year to date in underlying outstanding principal amounts and generating gains of \$3.2 million and \$12.1 million, respectively. The NHA MBS market spread widened further in Q3 2015, increasing the funding cost on NHA MBS sold in the market. The underlying mortgages included mortgages newly originated or renewed during the period along with insured mortgages held in inventory from prior periods.

The Company originated \$298.4 million in the quarter and \$587.1 million year to date of insured multi-unit residential mortgages and sold \$155.0 million in the quarter and \$551.9 million year to date that qualified for off-balance sheet treatment. The sales included mortgages that were renewed from the on-balance sheet portfolio. These sales resulted in \$1.3 million and \$4.5 million in gains on sale in the quarter and year to date, respectively. The multi-unit residential mortgage market is relatively limited and the Company participates in appropriate transactions as they become available through various origination channels. As a result, origination volumes, sales and resultant securitization gains can vary significantly from quarter to quarter. Most of the Company's new insured multi-unit residential originations qualify for off-balance sheet treatment, and the on-balance sheet securitized multi-unit residential portfolio is declining through amortization and maturities.

From time to time, the Company pools mortgages and may hold the related MBS as liquid assets or inventory for replacement assets for the CMB program. These MBS are carried on the balance sheet at amortized cost as part of residential mortgage loans (see Table 22: Liquidity Resources).



### Residential Commercial Mortgages

Residential commercial mortgages include commercial mortgages that are secured by residential property such as non-securitized multi-unit residential mortgages and builders' inventory. The Company will continue to increase these portfolios selectively, when appropriate assets are available.

# Non-Residential Commercial Mortgages

Non-residential commercial originations were \$219.3 million in the quarter and \$554.9 million year to date, an increase of 117.9% and 85.8% over the same periods last year. Non-residential commercial mortgages, which include store and apartments and commercial mortgages, are an important complementary source of loan assets and revenue. Non-residential mortgage production is affected by the availability of appropriate assets and production trends are variable. The Company is focusing on expanding its commercial lending products, allocating additional resources to expand its footprint and participate in appropriate opportunities as they arise. The portfolio will continue to be managed conservatively by the Company.

# Geographic Concentration

Mortgage production continued to favour Ontario and, in particular, the greater Toronto area (GTA), through Q3 2015. The Company will continue to cautiously increase business within other markets in Ontario and the rest of Canada to the extent that market conditions remain stable. The concentration of new originations is influenced, in part, by the Company's credit experience. Please see Note 5(A) of the unaudited interim consolidated financial statements for the geographic distribution of the portfolio.

Table 10: Credit Card and Other Consumer Retail Loan Production

For the three months ende									
(000s, except number of accounts)	September 30, 2015			June 30, 2015	Septem	ber 30, 2014			
	Number of		Number of		Number of				
	New Accounts	Amount <sup>1</sup>	New Accounts	Amount <sup>1</sup>	New Accounts	Amount <sup>1</sup>			
Credit card loans									
Equityline Visa credit cards	900 \$	40,166	790	\$ 34,694	1,164 \$	47,438			
Other credit cards	1,879	3,282	2,117	3,427	2,244	4,199			
Other consumer retail loans									
Water heaters	9,002	42,115	7,136	28,929	16,667	42,426			
Other retail lending	2,239	14,953	2,017	12,121	1,611	8,900			

	For the nine months ended						
(000s, except number of accounts)	Septemb	er 30, 2015	Septem	ber 30, 2014			
	Number of		Number of				
	New Accounts	Amount <sup>1</sup>	New Accounts	Amount <sup>1</sup>			
Credit card loans							
Equityline Visa credit cards	2,521 \$	105,692	3,245 \$	120,740			
Other credit cards	6,066	10,322	5,583	8,477			
Other consumer retail loans							
Water heaters	23,484	98,739	35,048	91,814			
Other retail lending	5,634	34,910	4,240	22,062			

<sup>&</sup>lt;sup>1</sup>For credit cards, the amount represents the authorized credit limits. For water heaters and other retail lending, the amount represents the advanced amount.

# Other Lending

Other lending, comprising credit cards and other consumer retail loans, continues to be an important source of loan assets with attractive returns. While representing 3.3% of the total on-balance sheet loan portfolio, these assets generated 6.4% of the interest income for the quarter.

The balance of other consumer retail loans increased 15.9% during the quarter to \$267.7 million from \$230.9 million in Q2 2015 and increased 43.9% from \$186.1 million at the end of 2014.

Credit card balances remained relatively flat quarter over quarter at \$342.8 million compared to \$342.9 million last quarter and increased over the \$330.3 million at the end of 2014. Equityline *Visa* accounts (Home Equity Line of Credit) represent 94.5% of the total credit card balance. Equityline *Visa* originations decreased 15.3% in the quarter and 12.5% year to date, as compared to the same periods last year; however, originations were up 15.8% over last quarter. In general, Equityline *Visa* account originations trend with single-family residential mortgage origination volumes. The year over year decrease in Equityline *Visa* originations is in line with the decrease in single-family residential mortgage originations.



### Cash and Securities

Cash and securities of \$1.03 billion decreased \$339.3 million from the end of Q2 2015 and increased \$82.0 million from the end of 2014. The decrease over last quarter reflects the funding of seasonally higher origination volumes, as planned and the repayment of CMB liabilities late in the quarter. Please see the Funding and Liquidity Risk section of this MD&A for further information.

The Company has a term credit facility and a committed and uncommitted insured mortgage purchase facility with a Canadian chartered bank. The details of these facilities are disclosed in Note 4 to the unaudited interim consolidated financial statements included in this report.

# **Other Assets**

Total other assets of \$987.8 million decreased \$216.4 million from the end of Q2 2015 and increased \$179.4 million from the end of 2014. The decrease over last quarter reflects the decrease in non-Home Trust MBS and treasury bills assigned as replacement assets in the CMB program reflecting maturities in the program. In general, as CMB maturities approach, the Company has been replacing maturing securitized mortgages with non-Home Trust MBS and treasury bills. The change from 2014 reflects the increase in non-Home Trust MBS and treasury bills assigned as replacement assets combined with increases in securitization receivables and retained interest, reflecting the Company's securitization and sale of insured multi-unit residential mortgages and sales of residual interest in insured single-family residential mortgages. In addition, the fair value of derivative assets has increased over 2014 reflecting the impact of the decrease in interest rates.

# Liabilities and Shareholders' Equity

Table 11: Deposits, Senior Debt and Securitization Liabilities

				As at		% Change
(000s, except % and number of accounts)	September 30	)	June 30	December 31	September 30, 2015 -	September 30, 2015 -
	2015		2015	2014	June 30, 2015	December 31, 2014
Deposits payable on demand						_
High-interest savings accounts	\$ 1,344,301	\$	1,235,681 \$	854,501	8.8%	57.3%
Oaken Savings Account	144,680		105,082	44,409	37.7%	225.8%
Other deposits payable on demand	73,100		95,161	165,242	(23.2)%	(55.8)%
	1,562,081		1,435,924	1,064,152	8.8%	46.8%
Deposits payable on fixed dates						_
Brokered GICs	11,557,694		11,765,961	11,352,182	(1.8)%	1.8%
Oaken GICs	845,808		782,603	720,887	8.1%	17.3%
Institutional deposit notes	984,259		982,056	802,750	0.2%	22.6%
	13,387,761		13,530,620	12,875,819	(1.1)%	4.0%
Senior debt	153,652		151,930	152,026	1.1%	1.1%
Securitization liabilities						
Mortgage-backed security liabilities	327,837		365,884	471,551	(10.4)%	(30.5)%
Canada Mortgage Bond liabilities	2,990,281		3,144,960	3,831,912	(4.9)%	(22.0)%
	3,318,118		3,510,844	4,303,463	(5.5)%	(22.9)%
Total	\$ 18,421,612	\$	18,629,318 \$	18,395,460	(1.1)%	0.1%
Total number of deposit accounts	419,859		421,344	395,600	(0.4)%	6.1%

The Company's deposit portfolio primarily provides funding for the non-securitized loan portfolio. The Company's deposit portfolio principally comprises fixed-term deposits, which represent 90% of all deposits, thereby reducing the risk of untimely withdrawal of funds by retail clients. The Company generally matches the terms of its deposits with its assets. Please see the Structural Interest Rate Risk and the Funding and Liquidity Risk sections of this MD&A for more information.

Total deposits of \$14.95 billion were flat compared to the end of Q2 2015 and increased 7.2% from the end of 2014. The Company continues to invest in its longer-term strategy to diversify its sources of funding, including its direct-to-consumer buiness, Oaken Financial. The balance of Oaken deposits at the end of the quarter was close to \$1 billion, reflecting an increase of 11.6% over the balance at the end of last quarter and 29.4% over the end of 2014. Home Trust high-interest savings accounts continue to grow, reaching a balance of \$1.34 billion at the end of the quarter, an increase of 8.8% over the \$1.24 billion last quarter and an increase of 57.3% over the \$854.5 million at the end of 2014. In addition, the Company has outstanding institutional deposit notes of \$984.3 million at the end of Q3 2015, compared to \$982.1 million last quarter, and \$802.8 million at the end of last year. Subsequent to the end of the quarter, the Company completed the acquisition of CFF Bank, which will further support the Company's deposit diversification strategy.

Securitization liabilities, including MBS and CMB liabilities declined \$192.7 million from the end of last quarter and \$985.3 million from the end of 2014 due to the amortization of MBS liabilities, the maturity of CMB liabilities and planned changes in the asset mix. New securitization transactions have been primarily off-balance sheet transactions.



### Other Liabilities

Other liabilities of \$323.4 million decreased by \$27.5 million from the end of last quarter and increased \$84.7 million from the end of 2014. The change in other liabilities results from changes in accrued interest payable and accounts payable and accrued liabilities, which fluctuate between quarters based on timing of the payment of associated liabilities.

# Shareholders' Equity

The increase of \$120.6 million in total shareholders' equity since December 31, 2014 was primarily internally generated from net income and net of \$47.8 million for dividends to shareholders and \$3.4 million related to the repurchase of shares.

At the end of the quarter, the book value per common share was \$22.37, compared to \$21.87 at the end of Q2 2015 and \$19.57 one year ago. The Company has consistently increased the net book value per share through earnings.

# **Off-balance Sheet Arrangements**

The Company offers credit products to meet the financial needs of its customers and has outstanding amounts for future advances on mortgage loans which were \$1.13 billion at September 30, 2015 (\$1.13 billion – Q2 2015; \$850.1 million – Q4 2014). These amounts include offers made but not yet accepted by the customer as of the reporting date. Also, included within the outstanding amounts are unutilized non-residential commercial loan advances of \$297.6 million at September 30, 2015 (\$230.9 million – Q2 2015; \$233.8 million – Q4 2014). Offers for the loans remain open for various periods. As at September 30, 2015, unutilized credit card balances amounted to \$113.8 million (\$106.4 million – Q2 2015; \$100.9 million – Q4 2014). Included in the outstanding amounts for future advances of mortgage loans are outstanding future advances for the Equityline *Visa* portfolio of \$9.7 million at September 30, 2015 (\$15.8 million – Q2 2015; \$5.6 million – Q4 2014). The unutilized credit and offers to extend new credit are in the normal course of business and are considered through the Company's liquidity and capital management processes.

The Company has \$5.09 billion (\$4.94 billion – Q2 2015; \$4.20 billion – Q4 2014) of loans under administration that are accounted for off-balance sheet (see Table 8). Please refer to Note 2 and Note 6 of the unaudited interim consolidated financial statements for details of the Company's securitization activities.

# **Related Party Transactions**

The Company had no material related party transactions in the three or nine months ended September 30, 2015, other than key management personnel compensation.



# CAPITAL MANAGEMENT

The Company's Capital Management Policy and its Capital Adequacy measurement have not changed from the descriptions provided in the 2014 Annual Report. The table below provides information on Home Trust's regulatory capital position, risk-weighted assets, capital ratios and Leverage Ratio.

Table 12: Basel III Regulatory Capital (Based on the subsidiary, Home Trust Company)

(000s, except % and multiples)	September	30	As at December 31
(0003, except % and multiples)	-	30 15	2014
	All-In Ba		All-In Basis
Common Equity Tier 1 capital (CET 1)	All-III Du	313	7(11 111 11313
Capital stock	\$ 38,49	7 \$	38,497
Contributed surplus	95		951
Retained earnings	1,560,54		1,393,117
Accumulated other comprehensive loss	(69,07		(18,571)
Cash flow hedge reserves	1,79		2,362
Regulatory deductions from CET 1 <sup>1</sup>	(125,07		(101,976)
Total CET 1 capital	1,407,64		1,314,380
Additional Tier 1 capital		_	-
Total Tier 1 capital	1,407,64	1	1,314,380
Tier 2 capital			· · ·
Collective allowance for credit losses <sup>2</sup>	35,90	0	34,100
Subordinated debentures	156,00	0	156,000
Total Tier 2 capital	191,90	00	190,100
Total regulatory capital	\$ 1,599,54	1 \$	1,504,480
Risk-weighted assets for			
Credit risk	\$ 6,796,72	4 \$	6,267,400
Operational risk	975,15	<b>O</b>	904,438
Total risk-weighted assets, before CVA <sup>3</sup>	\$ 7,771,87	4 \$	7,171,838
CVA adjustment for CET 1 capital	21,70	4	10,581
Total CET 1 capital risk-weighted assets	7,793,57	'8	7,182,419
CVA adjustment for Tier 1 capital	24,07	'8	12,066
Total Tier 1 capital risk-weighted assets	7,795,95	2	7,183,904
CVA adjustment for total capital	26,11	3	14,294
Total risk-weighted assets	\$ 7,797,98	<b>57</b> \$	7,186,132
Regulatory capital to risk-weighted assets			
CET 1 ratio	18.06	%	18.30%
Tier 1 capital ratio	18.06	%	18.30%
Total regulatory capital ratio	20.51	%	20.94%
Leverage Ratio <sup>4</sup>	7.1	7	N/A
National regulatory minimum			
CET 1 ratio	7.00	1%	7.00%
Tier 1 capital ratio	8.50	1%	8.50%
Total regulatory capital ratio	10.50	1%	10.50%
Leverage ratio	3.00	%	N/A

<sup>&</sup>lt;sup>1</sup>Regulatory deductions on the all-in basis include intangible assets related to software development and unrealized multi-unit residential mortgage securitization gains, net of deferred taxes.



<sup>&</sup>lt;sup>2</sup>The Company is allowed to include its collective allowance for credit losses up to a prescribed percentage of 1.25% of total credit risk-weighted assets, inclusive of total CVA before transitional phase-in adjustments, in Tier 2 capital. At September 30, 2015, the Company's collective allowance represented 0.53% of total credit risk-weighted assets, inclusive of total CVA.

<sup>&</sup>lt;sup>3</sup>CVA – Credit Valuation Adjustment

<sup>&</sup>lt;sup>4</sup>Effective Q1 2015, the Assets to Capital Multiple (ACM) has been replaced with the Basel III leverage ratio. See definition of the leverage ratio under Non-GAAP Measures in this report.

Home Trust's regulatory "all-in" capital ratios have decreased from the end of 2014 as capital increased at a slower rate than risk-weighted assets. Capital increased principally from an increase in retained earnings of \$167.4 million, offset partially by the increase in accumulated other comprehensive loss. Risk-weighted assets increased in line with increases in the Company's uninsured loan portfolio.

The Assets to Capital Multiple (ACM) was replaced with the Basel III leverage ratio measure effective January 1, 2015. The Company has disclosed the leverage ratio and its components under "Regulatory Disclosures" on the Home Trust website. Like the ACM, the leverage ratio is a non-risk adjusted view of a Company's leverage. Compared to the ACM, the leverage ratio has a narrower view of capital, and only includes Tier 1 capital. The leverage ratio also includes some off-balance sheet exposures, including potential future exposure amounts on derivatives, credit equivalent amounts of certain commitments and securities financing transactions. The leverage ratio of 7.17 (June 30, 2015 – 6.94) is in excess of OSFI's established minimum target of 3%, as well as the minimum ratio assigned to the Company by OSFI and the Company's internal targets. The implementation of the leverage ratio has not affected the Company's business plans.

Home Trust's Common Equity Tier 1, Total Tier 1 and Total capital ratios continue to exceed regulatory and internal capital targets.

Home Trust adopted certain Basel III capital requirements beginning January 1, 2013, as required by OSFI. The transitional basis allows for the transition of certain capital deductions over a period ending January 1, 2018, whereas the all-in basis includes all applicable deductions immediately. For Home Trust, the transitional basis is applied to the deduction from capital of intangible assets related to development costs. Deductions for transitional calculations commenced in 2014. For purposes of meeting minimum regulatory capital ratios prescribed by OSFI, the all-in basis is required.

# **RISK MANAGEMENT**

The shaded areas of this section of the MD&A form an integral part of the unaudited interim consolidated financial statements for the three and nine months ended September 30, 2015.

Risk management is an essential component of the Company's strategy, contributing directly to the Company's profitability and consistently high return on equity. The Company continues to invest in risk management practices and resources. The Company's key risk management practices remain in place and are continually reviewed and enhanced from those outlined on pages 54 through 70 in the MD&A section of the Company's 2014 Annual Report.

# **Credit Risk**

Credit risk is the risk of the loss of principal and/or interest from the failure of debtors and/or counterparties to honour their financial or contractual obligations to the Company, for any reason. The Company's overall exposure to credit risk is governed by a defined credit-specific risk appetite, limits, and a Board-approved Credit Risk Policy and regular independent monitoring and reporting. The Company's approach to establishing, implementing and monitoring credit risk policies and guidelines has not changed significantly from the description provided in the 2014 Annual Report.

# Mortgage Lending

As part of credit risk management of the mortgage portfolio, senior management and the Enterprise Risk Management (ERM) group monitor various portfolio characteristics, including the characteristics in the following table. Total mortgage loan exposures are presented in Table 8.

Table 13: Mortgage Portfolio On Balance Sheet

(000s, except %)	September 30	June 30	March 31	December 31	September 30	June 30
	2015	2015	2015	2014	2014	2014
Total mortgage portfolio balance (net of individual allowance)	\$ 17,563,776	\$ 17,387,281 \$	17,589,031 \$	17,746,378 \$	17,725,745 \$	17,305,488
Percentage of residential mortgages	91.7%	92.4%	93.2%	93.8%	94.0%	94.1%
Percentage of non-residential mortgages	8.3%	7.6%	6.8%	6.2%	6.0%	5.9%
Percentage of mortgage portfolio insured <sup>1</sup>	23.5%	24.0%	25.7%	27.7%	29.6%	32.2%
Percentage of mortgages current	98.2%	98.0%	98.1%	97.9%	98.0%	97.9%
Percentage of total mortgages over 90 days past due	0.32%	0.28%	0.29%	0.34%	0.34%	0.38%

 $<sup>^{1}</sup>$ Insured loans are loans insured against default by CMHC or another approved insurer either individually at origination or by portfolio.

Credit risk mitigation is a key component of the Company's approach to credit risk management. The composition of the mortgage portfolio is well within the policy limits. The portfolio continues to perform well, with arrears and net write-offs that are well within expected levels.

The Company mitigates credit risk by ensuring borrowers have the capacity and willingness to pay and through collateral in the form of real property. Loan to value (LTV) is a key credit metric. Please see Tables 18 and 19 for further information.

The Company continues to actively monitor the mortgages associated with the suspended individual mortgage brokers and there have been no unusual credit issues.

Due to the level of activity in the condominium market in certain cities, the Company continues to closely monitor market conditions and the performance of this portfolio. Condominiums represent 9.0% of the residential mortgage portfolio and, of these, 21.8% are insured. The average current LTV of the condominium portfolio was 67.0% at the end of Q3 2015. The credit performance of the condominium portfolio is strong and within the Company's expectations with 98.6% of the portfolio current and 0.3% over 90 days.

The Company continues to closely monitor its exposure and the credit performance of mortgages in energy producing regions, including in Alberta, Saskatchewan and Newfoundland and Labrador. At September 30, 2015, 3.0% of the uninsured mortgage portfolio was in these regions, with an average LTV of 62.6%, and 97.5% were current.

The level of non-residential mortgages has grown over the last 12 months and the Company anticipates that the non-residential portfolio will continue to grow. The proportion is well within the policy limits.



# Other Lending

Credit card balances were \$342.8 million at the end of the quarter, virtually all of which are secured by either cash deposits or residential property. Within the credit card portfolio, Equityline *Visa* accounts, which are secured by residential property, represent the principal driver of receivable balances. The Equityline *Visa* portfolio had a weighted-average LTV of 62.8% at the end of the quarter, compared to 62.2% at the end of Q2 2015 and 63.1% at the end of Q3 2014. The LTV includes both the first mortgage and the secured Equityline *Visa* balance.

Senior management and the ERM group closely monitor the credit performance of the credit card portfolio. The portfolio continues to perform well, with arrears well within expected levels. As of September 30, 2015, \$1.5 million or 0.4% of the credit card portfolio was over 90 days in arrears, compared to \$2.0 million or 0.6% at June 30, 2015 and \$2.3 million or 0.7% at September 30, 2014.

Retail credit is secured by charges on financed assets, primarily improvements to residential property or fixtures, such as water heaters. Water heater loans are also guaranteed by the gas supplier.

Refer to Note 5(A) in the unaudited interim financial statements included in this report for a breakdown of the overall loan portfolio by geographic region. While the Company's strategy is to increase the geographic diversification of the loan portfolio, this has been tempered by credit and economic conditions in local markets.

# Non-Performing Loans, Credit Provisions and Allowances

Net non-performing loans remain within expected and acceptable ranges. The table below provides the breakdown on non-performing loans by product type.

Table 14: Net Non-Performing Loans by Product

As at December (000s, except %) September 30 June 30 2015 2015 2014 50,743 Single-family residential mortgages 48,921 53,134 Residential commercial mortgages 54 2,461 Non-residential commercial mortgages 3,817 4,189 1,858 Credit card loans 1,382 1,921 Other consumer retail loans Securitized single-family residential mortgages Securitized multi-unit residential mortgages 54,492 58,872 Net non-performing loans \$ 55,116 Percentage of gross loans 0.30% 0.33% 0.30%

Write-offs, net of recoveries, during the quarter totaled \$1.6 million or 0.04% of gross loans on an annualized basis. The Company continually monitors arrears and the write-offs and deals effectively with non-performing loans.

The Company maintains credit allowances that, in management's judgement, are sufficient to cover incurred losses and identified credit events in the loans portfolio. Expected and unexpected future losses are mitigated with a combination of risk-sensitive pricing, solid earnings and a strong capital position.



Table 15: Allowance for Credit Losses by Product

(000s)			As at
	September 30	June 30	December 31
	2015	2015	2014
Individual allowance			
Single-family residential mortgages	\$ 2,920	\$ 2,243	\$ 2,368
Residential commercial mortgages	-	-	-
Non-residential commercial mortgages	564	630	112
Credit card loans	68	68	80
Other consumer retail loans	159	144	163
Total individual allowance	3,711	3,085	2,723
Collective allowance			_
Single-family residential mortgages	22,232	21,632	20,632
Residential commercial mortgages	327	327	327
Non-residential commercial mortgages	9,500	9,500	9,300
Credit card loans	3,541	3,541	3,541
Other consumer retail loans	300	300	300
Total collective allowance	35,900	35,300	34,100
Total allowances	\$ 39,611	\$ 38,385	\$ 36,823

At the end of the third quarter, the Company held a collective allowance of \$35.9 million, increasing from \$35.3 million at the end of Q2 2015 and \$33.5 million at the end of Q3 2014. The Company has security in the form of real property or cash deposits for virtually the entire loans portfolio. The principal factors impacting the assessment of the adequacy of the collective allowance are the stable credit performance in the Company's principal markets, the increased weighting of uninsured mortgages and the low loan to value of the uninsured mortgage portfolio. For the most part, these factors tend to offset each other and, accordingly, the collective allowance has been increased marginally and currently exceeds the net write-offs experienced over the past 36 months.

# Additional Information: Residential Loans and Equityine Visa (HELOC)

The following tables provide additional information on the composition of the Company's single-family residential mortgage portfolio by province and insured status, as well as effective remaining amortization periods and loan to value by province.

Table 16: Single-family Residential Loans by Province

(000s, except %)						As at Septen	nber 30, 2015
	Insured	Percentage	Uninsured	Percentage		Percentage	
	Residential	of Total	Residential	of Total	Equityline	of Total	
	Mortgages <sup>1</sup>	for Province	Mortgages	for Province	Visa <sup>2</sup>	for Province	Total
British Columbia	\$ 264,900	31.8% \$	565,737	67.8% \$	3,577	0.4% \$	834,214
Alberta	210,501	34.7%	383,232	63.2%	12,535	2.1%	606,268
Ontario	2,470,600	19.0%	10,257,902	78.7%	303,893	2.3%	13,032,395
Quebec	155,662	30.6%	351,064	69.1%	1,532	0.3%	508,258
Other	147,875	46.5%	167,761	52.8%	2,362	0.7%	317,998
	\$ 3,249,538	21.2% \$	11,725,696	76.7% \$	323,899	2.1% \$	15,299,133

(000s, except %)						As at	June 30, 2015
	Insured	Percentage	Uninsured	Percentage		Percentage	_
	Residential	of Total	Residential	of Total	Equityline	of Total	
	Mortgages <sup>1</sup>	for Province	Mortgages	for Province	Visa <sup>2</sup>	for Province	Total
British Columbia	\$ 257,138	31.1% \$	566,740	68.4% \$	3,790	0.5% \$	827,668
Alberta	204,650	33.5%	392,603	64.4%	13,005	2.1%	610,258
Ontario	2,571,987	19.7%	10,184,872	78.0%	304,315	2.3%	13,061,174
Quebec	148,106	29.0%	361,401	70.7%	1,516	0.3%	511,023
Other	123,598	41.9%	169,327	57.3%	2,267	0.8%	295,192
	\$ 3,305,479	21.6% \$	11,674,943	76.3% \$	324,893	2.1% \$	15,305,315

					As at Dece	mber 31, 2014
Insured	Percentage	Uninsured	Percentage		Percentage	
Residential	of Total	Residential	of Total	Equityline	of Total	
Mortgages <sup>1</sup>	for Province	Mortgages	for Province	Visa <sup>2</sup>	for Province	Total
\$ 301,557	34.1% \$	579,031	65.4% \$	4,323	0.5% \$	884,911
248,418	38.7%	379,769	59.0%	14,512	2.3%	642,699
2,993,336	22.3%	10,121,442	75.5%	292,098	2.2%	13,406,876
166,704	31.9%	354,293	67.8%	1,477	0.3%	522,474
127,333	42.7%	168,764	56.5%	2,308	0.8%	298,405
\$ 3,837,348	24.4% \$	11,603,299	73.6% \$	314,718	2.0% \$	15,755,365
\$	Residential Mortgages¹ \$ 301,557 248,418 2,993,336 166,704 127,333	Residential of Total for Province  \$ 301,557 34.1% \$ 248,418 38.7% 2,993,336 22.3% 166,704 31.9% 127,333 42.7%	Residential Mortgages¹         of Total for Province         Residential Mortgages           \$ 301,557         34.1% \$ 579,031           248,418         38.7%         379,769           2,993,336         22.3%         10,121,442           166,704         31.9%         354,293           127,333         42.7%         168,764	Residential Mortgages¹         of Total for Province         Residential Mortgages         of Total for Province           \$ 301,557         34.1% \$ 579,031         65.4% \$ 248,418         38.7%         379,769         59.0%           2,993,336         22.3%         10,121,442         75.5%           166,704         31.9%         354,293         67.8%           127,333         42.7%         168,764         56.5%	Residential Mortgages¹         of Total for Province         Residential Mortgages         of Total for Province         Equityline Visa²           \$ 301,557         34.1% \$ 579,031         65.4% \$ 4,323           248,418         38.7%         379,769         59.0%         14,512           2,993,336         22.3%         10,121,442         75.5%         292,098           166,704         31.9%         354,293         67.8%         1,477           127,333         42.7%         168,764         56.5%         2,308	Insured Residential Residential Mortgages¹         Percentage Percentage Residential of Total Residential of Total Residential of Total Mortgages¹         Percentage For Province Mortgages for Province Province Province         Visa² For Province Province           \$ 301,557         34.1% \$ 579,031         65.4% \$ 4,323         0.5% \$ 248,418         38.7%         379,769         59.0%         14,512         2.3%           2,993,336         22.3%         10,121,442         75.5%         292,098         2.2%           166,704         31.9%         354,293         67.8%         1,477         0.3%           127,333         42.7%         168,764         56.5%         2,308         0.8%

<sup>&</sup>lt;sup>1</sup>See definition of insured loans under the Glossary of this report.

 $<sup>^{2}</sup>$ Equityline  $\it Visa$  is an uninsured product.

Table 17: Insured and Uninsured Single-Family Residential Mortgages by Effective Remaining Amortization Period

(000s, except %)					As at Septer	nber 30, 2015
	≤ 20	>20 and ≤ 25	>25 and ≤ 30	>30 and ≤ 35	> 35	
	Years	Years	Years	Years	Years	Total
Balance outstanding	\$ 688,600 \$	2,193,649 \$	11,368,527 \$	718,631 \$	5,827 \$	14,975,234
Percentage of total	4.6%	14.6%	76.0%	4.8%	0.0%	100.0%
(000s, except %)					As at	t June 30, 2015
· · · · · · · · · · · · · · · · · · ·	≤ 20	>20 and ≤ 25	>25 and ≤ 30	>30 and ≤ 35	> 35	
	Years	Years	Years	Years	Years	Total
Balance outstanding	\$ 685,364 \$	2,130,428 \$	11,163,650 \$	991,965 \$	9,015 \$	14,980,422
Percentage of total	4.6%	14.2%	74.5%	6.6%	0.1%	100.0%
(000s, except %)					As at Dece	ember 31, 2014
	≤ 20	>20 and ≤ 25	>25 and ≤ 30	>30 and ≤ 35	> 35	
	Years	Years	Years	Years	Years	Total
Balance outstanding	\$ 677,965 \$	2,220,655 \$	10,905,290 \$	1,621,133 \$	15,604 \$	15,440,647
Percentage of total	 4.4%	14.4%	70.6%	10.5%	0.1%	100.0%

Table 18: Weighted-Average Loan to Value Ratios for Uninsured Single-Family Residential Mortgages Originated During the Quarter

					For the three	months ended
	Se	ptember 30		June 30		September 30
		2015		2015		2014
	Uninsured		Uninsured		Uninsured	_
	Residential	Equityline	Residential	Equityline	Residential	Equityline
	Mortgages <sup>1</sup>	Visa <sup>1</sup>	Mortgages <sup>1</sup>	Visa <sup>1</sup>	Mortgages <sup>1</sup>	Visa <sup>1</sup>
British Columbia	66.9%	54.9%	67.3%	64.3%	68.7%	58.5%
Alberta	73.3%	55.9%	69.6%	53.5%	72.4%	57.7%
Ontario	74.4%	65.4%	74.3%	64.3%	75.0%	55.8%
Quebec	69.3%	62.5%	70.0%	55.4%	68.8%	52.4%
Other	71.0%	60.8%	69.5%	55.5%	70.8%	51.2%
Total	73.7%	65.3%	73.4%	64.3%	74.4%	55.8%

<sup>&</sup>lt;sup>1</sup>Weighted-average LTV is calculated by dividing the sum of the products of LTVs and loan balances by the sum of the loan balances.

The Company actively manages the entire mortgage portfolio and performs both standardized and ad-hoc stress testing. Stress testing includes scenarios that are based on a combination of increasing unemployment, rising interest rates, and a downturn in real estate markets, as well as specific operational, market and single factor stress tests. The probability of delinquency in the residential mortgage portfolio is most closely correlated with changes in employment. Consequently, during an economic downturn either regionally or nationally, the Company would expect an increased rate of delinquency and also an increase in credit losses. The Company's stress tests related to either regional or national economic downturns, which include declining housing prices and increased unemployment, indicate that the Company has sufficient capital to absorb such event, albeit with increases to credit losses. The total single-family residential mortgage portfolio including HELOC was \$15.30 billion as of September 30, 2015, of which \$3.25 billion was insured against credit losses. The Company would expect to recover any lost principal, interest and direct collection costs associated with this insured portion of the portfolio. Management monitors these risks carefully on an ongoing basis, including stress testing of the portfolio.

The Company's key mitigant against credit losses in the event of default in the uninsured portfolio is the excess of the value of the collateral over the outstanding loan amount (expressed as LTV ratio). As at September 30, 2015, the weighted-average LTV of the uninsured portfolio against the estimated current market value was 66.6% compared to 67.2% at the end of Q2 2015 and 67.8% at the end of Q4 2014. These LTVs were estimated using the Teranet-National Bank National Composite House Price Index and the most recent appraisals. If an economic downturn involved reduced real estate values, the margin of value over loan amounts would be eroded and the extent of loan losses could increase. The distribution of LTV around the mean for each significant market is indicated below.

Table 19: Weighted-Average Loan to Value Ratios for Uninsured Residential Mortgages

		As at Septer	nber 30, 2015		As at	June 30, 2015
		Percentag		Percentage	of Total Value	
	Weighted-Average	of Outstanding	Mortgages with	Weighted-Average	of Outstanding N	Nortgages with
	Current LTV <sup>1</sup>	Current LTV Less t	han or Equal to	Current LTV <sup>1</sup>	Current LTV Less th	nan or Equal to
		75%	65%		75%	65%
British Columbia	63.9%	87.6%	53.1%	64.3%	88.6%	52.1%
Alberta	65.4%	80.2%	44.4%	65.3%	80.3%	45.0%
Ontario	66.8%	74.1%	37.9%	67.5%	72.9%	36.3%
Quebec	65.6%	89.3%	43.4%	65.7%	89.8%	43.1%
Other	65.0%	84.2%	48.5%	64.8%	85.8%	49.0%
Total	66.6%	75.5%	39.2%	67.2%	74.6%	37.8%

Weighted-average LTV is calculated by dividing the sum of the products of LTVs and loan balances by the sum of the loan balances.

### Market Risk

For the Company, Market Risk consists primarily of Investment Risk and Structural Interest Rate Risk. A summary of these risks is as follows:

### **Investment Risk**

Investment risk is the risk of loss due to impairment in the fair value of investments. The Company's investment portfolio consists primarily of preferred shares at 42.4% of the portfolio, and corporate and governments bonds at 55.1% of the portfolio. The total balance was \$413.4 million at the end of Q3 2015 compared to \$449.2 million at the end of Q2 2015 and \$582.8 million at the end 2014. The Company has not identified credit events in relation to its preferred share holdings (Refer to Note 4(B) of the unaudited interim consolidated financial statements).

There have been no changes to the Company's investment risk management framework since the end of 2014. Please see page 63 of the 2014 Annual Report for more details.

### Structural Interest Rate Risk

Structural interest rate risk is the risk of lost earnings or capital due to changes in interest rates. The objective of interest rate risk management is to ensure that the Company is able to realize stable and predictable earnings over specific time periods despite interest rate fluctuations. There have been no significant changes to the Company's market risk management framework, interest rate risk policies, guidelines and procedures since the end of 2014. Please see page 63 of the 2014 Annual Report for more details.

From time to time, the Company enters into derivative transactions in order to hedge interest rate exposure resulting from outstanding loan commitments and requirements to replace assets in the CMB program, as well as interest rate risk on fixed-rate mortgages, debt and deposits, such as CMB liabilities and senior debt. Where appropriate, the Company will apply hedge accounting to minimize volatility in reported earnings from interest rate changes. All derivative contracts are over-the-counter contracts with highly rated Canadian financial institutions. Please see the Non-Interest Income section of this MD&A and Note 12 to the unaudited interim consolidated financial statements included in this report for further information.

The Company is exposed to interest rate risk as a result of a difference, or gap, between the maturity or re-pricing date of interest-sensitive assets and liabilities. The following table shows the gap positions at September 30, 2015, June 30, 2015 and December 31, 2014 for selected period intervals. Figures in parentheses represent an excess of liabilities over assets or a negative gap position.

This schedule reflects the contractual maturities of both assets and liabilities, adjusted for assumptions regarding the effective change in the maturity date as a result of a mortgage becoming impaired and for credit commitments and derivatives. Over the lifetime of certain assets, some contractual obligations such as residential mortgages will be terminated prior to their stated maturity at the election of the borrower, by way of prepayments. Similarly, some contractual off-balance sheet mortgage commitments may be made but may not materialize. In measuring its interest rate risk exposure, the Company makes assumptions about these factors and monitors these against actual experience. Variable rate assets and liabilities are allocated to a maturity category based on their interest re-pricing date.



**Table 20: Interest Rate Sensitivity** 

(000s), except % (Unaudite	ed)						As at Septer	mber 30, 2015
		Floating	0 to 3	3 Months		Over	Non-interest	
		Rate	Months <sup>1</sup>	to 1 Year	1 to 5 Years	5 Years	Sensitive	Total
Total assets	\$	151,747 \$	6,227,481 \$	8,018,762 \$	5,146,274 \$	364,709 \$	405,247 \$	20,314,220
Total liabilities and equity		(1,663,838)	(3,921,779)	(5,044,946)	(7,641,677)	(80,176)	(1,961,804)	(20,314,220)
Off-balance sheet items		-	(1,096,567)	33,201	860,183	203,183	-	-
Interest rate sensitive gap	\$	(1,512,091)\$	1,209,135 \$	3,007,017 \$	(1,635,220)\$	487,716 \$	(1,556,557)\$	-
Cumulative gap	\$	(1,512,091)\$	(302,956)\$	2,704,061 \$	1,068,841 \$	1,556,557 \$	- \$	-
Cumulative gap as a								
percentage of total assets		(7.4)%	(1.5)%	13.3%	5.3%	7.7%		-
(000s), except % (Unaudite	ed)						Δs a	t June 30, 2015
(0003), except 70 (onaddite	<i>.u)</i>	Floating	0 to 3	3 Months		Over	Non-interest	t Julie 30, 2013
		Rate	Months <sup>1</sup>	to 1 Year	1 to 5 Years	5 Years	Sensitive	Tota
Total assets	\$	136,687 \$	6,708,123 \$	7,971,073 \$	5,069,904 \$	230,928 \$	399,532 \$	20,516,247
Total liabilities and equity	Ψ	(1,515,564)	(4,472,913)	(4,866,542)	(7,601,287)	(80,997)	(1,978,944)	(20,516,247)
Off-balance sheet items		(1,313,301)	(1,106,112)	35,396	802,438	268,278	(1/5/0/511)	(20/310/21/)
Interest rate sensitive gap	\$	(1,378,877)\$	1,129,098 \$	3,139,927 \$	(1,728,945)\$	418,209 \$	(1,579,412)\$	
Cumulative gap	\$	(1,378,877) \$	(249,779)\$	2,890,148 \$	1,161,203 \$	1,579,412 \$	- \$	-
Cumulative gap as a		(-///+	(= := /: : = / +		-//		тт	
percentage of total assets		(6.7)%	(1.2)%	14.1%	5.7%	7.7%	-	-
(222)								
(000s), except % (Unaudite	ed)	EL .:	0.1.2	2.14				ember 31, 2014
		Floating	0 to 3	3 Months		Over	Non-interest	
		Rate	Months 1	to 1 Year	1 to 5 Years	5 Years	Sensitive	Total
Total assets	\$	224,638 \$	5,271,275 \$	8,394,675 \$	5,270,474 \$	580,070 \$		20,082,744
Total liabilities and equity		(898,909)	(3,934,508)	(5,853,264)	(7,051,045)	(494,757)	(1,850,261)	(20,082,744)
Off-balance sheet items		-	(842,992)	43,888	621,638	177,466	-	-
Interest rate sensitive gap	\$	(674,271)\$	493,775 \$	2,585,299 \$	(1,158,933)\$	262,779 \$	(1,508,649)\$	-
Cumulative gap	\$	(674,271)\$	(180,496)\$	2,404,803 \$	1,245,870 \$	1,508,649 \$	- \$	-
Cumulative gap as a								
percentage of total assets		(3.4)%	(0.9)%	12.0%	6.2%	7.5%	-	-

<sup>&</sup>lt;sup>1</sup>Total assets in the 0-3 month category above include \$1.78 billion in variable rate mortgages (\$1.91 billion in Q2 2015 and \$2.2 billion in Q4 2014)

To assist in matching assets and liabilities, the Company utilizes a variety of metrics, including two interest rate risk sensitivity metrics that measure the relationship between changes in interest rates and the resulting estimated impact on both the Company's future net interest income and economic value of shareholders' equity. The Company measures these metrics over a number of different yield curve scenarios.

The following table provides measurements of interest rate sensitivity and the potential after-tax impact of an immediate and sustained 100 basis-point increase and decrease in interest rates on net interest income, the economic value of shareholders' equity and OCI.

**Table 21: Impact of Interest Rate Shifts** 

(000s)		September 30		June 30	D	ecember 31 <b>Sep</b>	otember 30	June 30	December 31	
		2015		2015		2014	2015	2015	2014	
				Increase	in in	nterest rates		Decrease ir	n interest rates	
100 basis point shift										
Impact on net interest income, after tax										
(for the next 12 months)	\$	9,353	\$	11,426	\$	8,642 \$	(7,728) \$	(10,300) \$	(8,642)	
Impact on net present value of shareholders' equity		29,120		19,723		13,953	(31,845)	(21,436)	(14,694)	
Impact on other comprehensive income		2,284		2,156		2,114	(1,636)	(1,983)	(2,114)	



# **Funding and Liquidity Risk**

This is the risk that the Company is unable to generate or obtain cash or equivalents in a timely manner and at a reasonable cost to meet its commitments (both on- and off-balance sheet) as they become due. This risk will arise from fluctuations in the Company's cash flows associated with lending, securitization, deposit-taking, investing and other business activities. There have been no significant changes to the Company's funding and liquidity risks, policies, guidelines or the measurement and management of the risks since the end of 2014. Please refer to pages 66 through 67 of the 2014 Annual Report for more information.

The Company's liquid assets are presented in the table below.

**Table 22: Liquidity Resources** 

(000s, except %)	September 30	June 30	December 31
	2015	2015	2014
Cash and cash equivalents per balance sheet	\$ 612,218	\$ 915,674	\$ 360,746
Available for sale securities per balance sheet	413,381	449,216	582,819
Add: MBS included in residential mortgages	627,108	659,784	362,801
	1,652,707	2,024,674	1,306,366
Less: securities held for investment	(175,214)	(208,857)	(248,069)
Liquid assets at carrying value	\$ 1,477,493	\$ 1,815,817	\$ 1,058,297
Liquid assets at fair value	\$ 1,491,188	\$ 1,825,869	\$ 1,059,821
Liquid assets at carrying value as a % of total assets	7.3%	8.9%	5.3%

Certain Company-originated MBS are held as liquid assets, but are classified in residential mortgages on the balance sheet, as required by IFRS. The underlying mortgages are insured and the securities are stamped by the Canada Mortgage and Housing Corporation (CMHC). On an overall basis, liquidity resources fluctuate as the Company's future cash requirements change.

As required by OSFI's "Liquidity Adequacy Requirements" (LAR), effective January 1, 2015, the Company reports its Liquidity Coverage Ratio (LCR) to OSFI, which is a minimum regulatory liquidity standard adopted by OSFI. The LCR requires regulated financial institutions to maintain a sufficient stock of high-quality liquid assets to cover a minimum of 30 days of net cumulative cash flow requirements in a stressed environment. As well, the Company reports the OSFI-designed Net Cumulative Cash Flow (NCCF), which measures detailed cash flows to capture the risk posed by funding mismatches over and up to a 12 month time horizon. The Company complies with these requirements.

# **Operational Risk**

Operational risk, which is inherent in all business activities, is the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events. Operational risk includes legal risk, but excludes strategic and reputational risk. The key elements of the Company's operational risk framework including governance, risk identification and assessment, risk measurement, risk monitoring and reporting, business continuity and crisis management and corporate insurance have not changed significantly from the description provided on pages 68 to 69 of the 2014 Annual Report.

The financial services sector, including the Company, remains exposed to cyber-crime risk. Threats are increasing in scale, scope and complexity. The Company continues to enhance and strengthen its information security program. In addition to cyber-crime, the Company is continuously exposed to other various types of fraud stemming from the nature of the Company's business. For example, the Company must often rely on information provided by customers and other third parties in its decisions to enter into transactions such as extending credit. The recent increasing pace of advancement in available technology has increased the sophistication and complexity of potential fraud crimes to which the Company is exposed. The Company continues to introduce and enhance processes to defend against more sophisticated and complex fraud. Despite the Company's commitment to information and cyber security and fraud prevention, the Company and its third-party service providers may not be able to fully mitigate all risks associated with the increased complexity and high rate of change in the threat landscape. Furthermore, to the extent that the Company encounters events that impact its relationships with its third-party service providers, the Company may be exposed to service disruptions, regulatory action, financial loss, litigation or reputational damage. These complex relationships continue to receive increased oversight from regulators and attention from the media. As part of the Company's ongoing reviews of its operating procedures, the Company evaluates the alignment of all of its business partners' processes and controls with the Company's own processes and controls, and change relationships as appropriate. As part of its process, the Company actively maintains a list of third party service providers, whose use is prohibited.



# **ACCOUNTING STANDARDS AND POLICIES**

The significant accounting policies and critical accounting estimates are outlined in Note 2 to the audited consolidated financial statements included in the Company's 2014 Annual Report. These policies are critical as they refer to material amounts and require management to make estimates.

# **Future Changes in Accounting Standards**

The new IFRS pronouncements that have been issued but are not effective and may have a future impact on the Company are discussed in Note 3 of the unaudited interim consolidated financial statements.

# **Controls over Financial Reporting**

# Disclosure Controls and Internal Control over Financial Reporting

Management is responsible for establishing the integrity and fairness of financial information presented in the consolidated financial statements prepared in accordance with Canadian generally accepted accounting principles. As such, management has established disclosure controls and procedures and internal controls over financial reporting to ensure that the Company's consolidated financial statements and the Management's Discussion and Analysis present fairly, in all material respects, the financial position of the Company and the results of its operations.

Disclosure controls and procedures are designed to provide reasonable assurance that all relevant information is gathered and reported to senior management, including the Chief Executive Officer and Chief Financial Officer, on a timely basis so that appropriate decisions can be made regarding public disclosure.

There were no changes in the quarter that have or could reasonably be expected to materially affect internal control over financial reporting.

# **Comparative Consolidated Financial Statements**

The comparative unaudited interim consolidated financial statements have been reclassified from statements previously presented to conform to the presentation of the 2015 unaudited interim consolidated financial statements.



# QUARTERLY FINANCIAL HIGHLIGHTS

**Table 23: Summary of Quarterly Results** 

(000s, except per share amounts and %)			2015				2014	2013
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Net interest income (TEB <sup>1</sup> )	\$ 122,635 \$	118,175\$	116,511	117,440\$	118,648\$	116,187\$	111,371\$	111,888
Less: TEB adjustment	937	965	987	1,024	1,065	1,044	984	921
Net interest income per financial statements	121,698	117,210	115,524	116,416	117,583	115,143	110,387	110,967
Non-interest income	23,385	29,061	27,092	56,437	24,972	26,765	25,185	21,827
Non-interest expense	44,955	47,374	43,663	39,889	42,901	40,522	38,940	37,862
Total revenue	247,194	250,879	249,232	284,592	255,046	255,448	247,900	246,365
Total adjusted revenue <sup>2</sup>	247,194	250,879	249,232	251,917	255,046	255,448	247,900	246,365
Net income	72,443	72,317	72,286	95,936	73,755	73,745	69,736	68,827
Adjusted net income <sup>2</sup>	72,443	72,317	72,286	71,917	73,755	73,745	69,736	68,827
Return on shareholders' equity	18.7%	19.1%	19.7%	27.2%	22.0%	23.1%	23.1%	23.9%
Adjusted return on shareholders' equity <sup>2</sup>	18.7%	19.1%	19.7%	20.4%	22.0%	23.1%	23.1%	23.9%
Return on average total assets	1.4%	1.4%	1.4%	1.9%	1.4%	1.4%	1.4%	1.4%
Total assets under administration	25,404,219	25,456,212	25,066,234	24,281,366	24,226,114	23,716,585	22,871,407	21,997,781
Total loans under administration	23,426,735	22,922,440	22,742,462	22,563,532	22,153,408	21,235,234	20,475,143	19,941,832
Earnings per common share <sup>3</sup>								
Basic	\$ 1.03\$	1.03\$	1.03 \$	1.37\$	1.05\$	1.06\$	1.00\$	0.99
Diluted	\$ 1.03\$	1.03\$	1.03	1.36\$	1.05\$	1.05\$	1.00\$	0.98
Adjusted earnings per common share <sup>2,3</sup>								
Basic	\$ 1.03 \$	1.03\$	1.03	1.03\$	1.05\$	1.06\$	1.00\$	0.99
Diluted	\$ 1.03 \$	1.03\$	1.03	1.02\$	1.05\$	1.05\$	1.00\$	0.98
Book value per common share <sup>3</sup>	\$ 22.37\$	21.87\$	21.18	20.67\$	19.57\$	18.74\$	17.82\$	16.95
Efficiency ratio (TEB <sup>1</sup> )	30.8%	32.2%	30.4%	22.9%	29.9%	28.3%	28.5%	28.3%
Adjusted efficiency ratio (TEB <sup>1,2</sup> )	30.8%	32.2%	30.4%	28.2%	29.9%	28.3%	28.5%	28.3%
Common equity tier 1 ratio <sup>4</sup>	18.06%	18.03%	17.95%	18.30%	17.58%	17.45%	17.22%	16.80%
Tier 1 capital ratio <sup>4</sup>	18.06%	18.03%	17.94%	18.30%	17.58%	17.45%	17.22%	16.80%
Total capital ratio <sup>4</sup>	20.51%	20.53%	20.50%	20.94%	20.24%	20.20%	20.06%	19.69%
Net non-performing loans as a % of gross loans	0.30%	0.33%	0.25%	0.30%	0.27%	0.32%	0.33%	0.35%
Annualized provision as a % of gross uninsured loans	0.08%	0.07%	0.07%	0.09%	0.11%	0.10%	0.11%	0.14%
Annualized provision as a % of gross loans	0.06%	0.05%	0.05%	0.07%	0.08%	0.07%	0.07%	0.09%

<sup>1</sup> TEB - Taxable Equivalent Basis: see definition under Non-GAAP Measures in this report.

The Company's key financial measures for each of the last eight quarters are summarized in the table above. These highlights illustrate the Company's profitability, return on equity, as well as efficiency measures and capital ratios. The quarterly results are modestly affected by seasonal factors, with first quarter mortgage advances typically impacted by winter weather conditions while the second and third quarters have traditionally experienced higher levels of advances. First quarter credit statistics may experience decline reflecting post-holiday arrears increases. Non-interest expenses and the efficiency ratio generally tend to increase in the third quarter, reflecting increased lending activity through the summer period (Please see the non-interest expense section of this MD&A for discussion on the decrease in non-interest expenses in the current quarter).

The Company continues to achieve positive financial results driven by strong net interest margins, continued low operating expenses and favourable non-interest income. Capital ratios over the last eight quarters reflect the Company's prudent capital management strategies and the proactive approach to maintaining a strong capital base.



<sup>2</sup> See definition of Total Adjusted Revenue, Adjusted Net Income, Adjusted Return on Shareholders' Equity, Adjusted Earnings per Common Share, and Adjusted Efficiency Ratio under Non-GAAP Measures in this report.

<sup>3</sup> During Q1 2014, the Company paid a stock dividend of one common share per each issued and outstanding common share.

Accordingly, both basic and diluted earnings per common share and book value per common share are reduced to half for all periods prior to 2014 presented.

<sup>4</sup> These figures relate to the Company's operating subsidiary, Home Trust Company.

# NON-GAAP MEASURES AND GLOSSARY

# Non-GAAP Measures

The Company uses a number of financial measures to assess its performance. Some of these measures are not calculated in accordance with GAAP, are not defined by GAAP, and do not have standardized meanings that would ensure consistency and comparability between companies using these measures. The non-GAAP measures used in this MD&A are defined as follows:

### Adjusted Revenue, Adjusted Net Income, and Adjusted Earnings per Share

The Company presents adjusted revenue, adjusted net income and adjusted earnings per share. The adjusted results remove "items of note", net of income taxes, from reported results for items which management does not believe are indicative of future results. The items of note are for the after-tax prepayment income associated with the sale of the water heater loans portfolio in Q4 2014. There were no items of note for the three and nine months ended September 30, 2015 or September 30, 2014 or for the previous quarter ended June 30, 2015. Return on shareholders' equity and efficiency ratios are also presented on an adjusted basis.

### Allowance as a Percentage of Gross Loans

Allowance as a percentage of gross loans is calculated as the total allowance divided by the gross on-balance sheet loans outstanding, which includes all on-balance sheet loans, except for loans held for sale.

### Assets to Capital Multiple (ACM)

The ACM discussed in this MD&A is that of the Company's wholly owned subsidiary Home Trust Company. The calculations are in accordance with guidelines issued by OSFI. The multiple reflects total regulatory assets, including specified off-balance sheet items net of other specified deductions, divided by Total regulatory capital. For periods beginning on or after January 1, 2015, the ACM has been replaced by the leverage ratio (see definition below).

### Common Equity Tier 1, Tier 1 and Total Capital Ratios

The capital ratios provided in this MD&A are those of the Company's wholly owned subsidiary Home Trust Company. The calculations are in accordance with guidelines issued by OSFI. Refer to Note 8(C) to the unaudited interim consolidated financial statements included in this report.

# Efficiency or Productivity Ratio and Adjusted Efficiency or Productivity Ratio

Management uses the efficiency ratio as a measure of the Company's efficiency in generating revenue. This ratio represents non-interest expenses as a percentage of total revenue, net of interest expense. The Company also looks at the same ratio on a taxable equivalent basis and will include this adjustment in arriving at the efficiency ratio, on a taxable equivalent basis. In addition, the Company uses the adjusted efficiency ratio, which is calculated using adjusted revenue. A lower ratio indicates better efficiency.

# Leverage Ratio

The leverage ratio provided in this MD&A is that of the Company's wholly owned subsidiary Home Trust Company. The calculations are in accordance with guidelines issued by OSFI. The leverage ratio is defined as the Capital Measure divided by the Exposure Measure, with the ratio expressed as a percentage. The Capital Measure is the all-in Tier 1 capital of Home Trust. The Exposure Measure consists of on-balance sheet, derivative, securities financing transaction and off-balance sheet exposures. The leverage ratio has replaced the ACM (defined above) and is effective for Home Trust as of January 1, 2015.

# **Liquid Assets**

Liquid assets are unencumbered high quality assets for which there is a broad and active secondary market available to the Company to sell these assets without incurring a substantial discount. Liquid assets are a dependable source of cash used by the Company when it experiences short-term funding shortfalls.

# **Market Capitalization**

Market capitalization is calculated as the closing price of the Company's common shares multiplied by the number of common shares of the Company outstanding.

# Net Interest Margin (Non-TEB)

Net interest margin is a measure of profitability of assets. Net interest margin is calculated by taking net interest income divided by the average total assets generating the interest income.

### Net Interest Margin (TEB)

Net interest margin is a measure of profitability of assets. Net interest margin (TEB) is calculated by taking net interest income, on a taxable equivalent basis, divided by the average total assets generating the interest income.

# Net Non-Performing Loans as a Percentage of Gross Loans (NPL Ratio)

The NPL ratio is calculated as the total net non-performing loans divided by the gross on-balance sheet loans, which includes all on-balance sheet loans, except for loans held for sale.

# Provision as a Percentage of Gross Loans (PCL Ratio)

The PCL ratio is calculated as the total individual and collective provision expense divided by the gross on-balance sheet loans outstanding, which includes all on-balance sheet loans, except for loans held for sale.



### Provision as a Percentage of Gross Uninsured Loans

The provision as a percentage of gross uninsured loans ratio is calculated as the total individual and collective provision expense divided by the gross on-balance sheet uninsured loans outstanding.

### Return on Assets (ROA)

Return on assets is a profitability measure that presents the annualized net income as a percentage of the average total assets for the period deployed to earn the income.

# Return on Shareholders' Equity (ROE) and Adjusted Return on Shareholders' Equity

Return on equity is a profitability measure that presents the net income available to common shareholders as a percentage of the capital deployed to earn the income. The Company calculates its return on shareholders' equity using average common shareholders' equity, including all components of shareholders' equity. To calculate adjusted return on shareholders' equity, the Company uses adjusted net income.

### Risk-Weighted Assets (RWA)

The risk-weighted assets reported in this MD&A are those of the Company's wholly owned subsidiary Home Trust Company. The calculations are in accordance with guidelines issued by OSFI. Refer to Note 8(C) to the unaudited interim consolidated financial statements included in this report.

# Taxable Equivalent Basis (TEB)

Most banks and trust companies analyze and discuss their financial results on a taxable equivalent basis (TEB) to provide uniform measurement and comparison of net interest income. Net interest income (as presented in the consolidated statements of income) includes tax-exempt income principally from preferred and common equity securities. The adjustment to TEB used in this MD&A increases income and the provision for income taxes to what they would have been had the income from tax-exempt securities been taxed at the statutory tax rate. TEB adjustments of \$0.9 million for Q3 2015 (\$1.0 million – Q2 2015; \$1.1 million – Q3 2014) increased interest income as used in the calculation of net interest margin. Net interest margin is discussed on a TEB throughout this MD&A. See Table 3 for the calculation of net interest income on a tax equivalent basis.

### **Total Assets under Administration (AUA)**

Total assets under administration refers to all on-balance sheet assets plus all off-balance sheet loans that qualify for derecognition under IFRS.

### **Total Loans under Administration (LUA)**

Total loans under administration refers to all on-balance sheet loans plus all off-balance sheet loans that qualify for derecognition under IFRS.

### Glossary of Terms

Assets or Loans under Administration refer to assets or loans administered by a financial institution that are beneficially owned by clients and therefore not reported on the balance sheet of the administering financial institution, plus all assets or loans beneficially owned by the Company and carried on the balance sheets.

**Average Earning Assets** represents the monthly average balance of deposits with other banks and loans and securities over a relevant period.

Basis Point is one-hundredth of a percentage point.

Canada Deposit Insurance Corporation (CDIC) is a Canadian federal Crown corporation created to protect qualifying deposits made with member financial institutions in case of their failure.

**Collective Allowance** (previously referred to as the General Allowance) is established for incurred losses inherent in the portfolio that are not presently identifiable on a loan-by-loan basis and reflects the relative risk of the various loan portfolios that the Company manages.

**Derivatives** used by the Company are contracts whose value is "derived" from movements in interest rates. Derivatives allow for the transfer, modification or reduction of current or expected risks from changes in rates.

**Forwards** used by the Company are contractual agreements to either buy or sell a specified amount of an interest-rate-sensitive financial instrument or security at a specific price and date in the future. Forwards are customized contracts transacted in the over-the-counter market.

**Hedging** is a risk management technique used by the Company to neutralize, manage or offset interest rate, equity, of credit exposures arising from normal banking activities.

Impaired or Non-performing Loans are loans for which there is no longer reasonable assurance of the timely collection of principal or interest.

**Individual Allowances** (previously referred to as Specific Allowances) reduce the carrying value of individual credit assets to the amount expected to be recovered if there is evidence of deterioration in credit quality.

**Insured Loans** are loans insured against default by CMHC or another approved insurer either individually at origination or by portfolio. The Company's insured lending includes single-family homes and multi-unit residential properties.

**Net Interest Income** is comprised of earnings on assets, such as loans and securities, including interest and dividend income, less interest expense paid on liabilities, such as deposits.

**Notional Amount** refers to the principal used to calculate interest and other payments under derivative contracts. The principal does not change hands under the terms of a derivative contract.



Office of the Superintendent of Financial Institutions Canada (OSFI) is the government agency responsible for regulation and supervision of banks, insurance companies, trust companies, loan companies and pension plans in Canada.

**Provision for Credit Losses** is a charge to income that represents an amount deemed adequate by management to fully provide for impairment in a portfolio of loans and other credit instruments, given the composition of the portfolio, the probability that default has occurred, the economic environment and the allowance for credit losses already established.

Securitization is the practice of selling pools of contractual debts, such as residential or commercial mortgages, to third parties.

**Swaps** are contractual agreements between two parties to exchange a series of cash flows. The only type of swap agreements used by the Company are interest rate swaps where counterparties generally exchange fixed-rate and floating-rate interest payments based on a notional value in a single currency.

# **Acronyms**

- ALCO Asset/Liability Committee
- AOCI Accumulated Other Comprehensive Income
- **CDIC** Canada Deposit Insurance Corporation
- CMB Canada Mortgage Bond
- CMHC Canada Mortgage and Housing Corporation
- COSO Committee of Sponsoring Organizations of the Treadway Commission
- CVA Credit Valuation Adjustment
- ERM Enterprise Risk Management
- **GAAP** Generally Accepted Accounting Principles
- GIC Guaranteed Investment Certificate
- **HELOC** Home Equity Line of Credit
- IASB International Accounting Standards Board
- IFRS International Financial Reporting Standards
- LTV Loan to Value (ratio expressed as a percentage)
- MBS Mortgage-Backed Security
- MD&A Management's Discussion and Analysis
- NCCF Net Cumulative Cash Flow
- NHA National Housing Authority
- OCI Other Comprehensive Income
- OSFI Office of the Superintendent of Financial Institutions Canada
- **TEB** Taxable Equivalent Basis



# **Consolidated Statements of Income**

				For the three i		For the nin	e months ended		
thousands of Canadian dollars, except per share amounts	Sep	otember 30	,	June 30	September 30	Sep	tember 30	Se	ptember 30
(Unaudited)		2015		2015	2014		2015		2014
Net Interest Income Non-Securitized Assets									
Interest from loans (note 5(F))	\$	195,051	\$	190,559 \$	183,101	\$	572,510	\$	530,526
Dividends from securities		2,597		2,677	2,955		8,012		8,584
Other interest		1,846		2,303	3,855		6,257		11,430
		199,494		195,539	189,911		586,779		550,540
Interest on deposits and other		80,771		80,669	80,428		240,835		230,168
Interest on senior debt		1,512		1,516	1,610		4,572		4,732
Net interest income non-securitized assets		117,211		113,354	107,873		341,372		315,640
Net Interest Income Securitized Loans and Assets									
Interest income from securitized loans and assets (note 5(F))		24,315		26,279	40,163		80,988		130,932
Interest expense on securitization liabilities		19,828		22,423	30,453		67,928		103,459
Net interest income securitized loans and assets	_	4,487		3,856	9,710		13,060		27,473
Net interest income securitized loans and assets		4,407		3,030	9,710		13,000		27,473
Total Net Interest Income		121,698		117,210	117,583		354,432		343,113
Provision for credit losses (note 5(E))		2,849		2,266	3,511		7,518		9,948
		118,849		114,944	114,072		346,914		333,165
Non-Interest Income				<u> </u>					
Fees and other income		20,096		21,390	17,736		62,705		52,969
Securitization income (note 6(C))		5,788		9,251	5,665		20,448		21,889
Net realized and unrealized (losses) gains on securities		(542)		-	521		902		2,460
Net realized and unrealized (losses) gains on derivatives (note 12)		(1,957)		(1,580)	1,050		(4,517)		(396)
		23,385		29,061	24,972		79,538		76,922
		142,234		144,005	139,044		426,452		410,087
Non-Interest Expenses									
Salaries and benefits		19,382		21,603	20,533		62,999		60,613
Premises		3,149		3,260	2,884		9,543		8,653
Other operating expenses		22,424		22,511	19,484		63,450		53,097
		44,955		47,374	42,901		135,992		122,363
Income Before Income Taxes		97,279		96,631	96,143		290,460		287,724
Income taxes (note 10)									
Current		23,189		25,193	20,144		72,933		69,662
Deferred		1,647		(879)	2,244		481		826
		24,836		24,314	22,388		73,414		70,488
NET INCOME	\$	72,443	\$	72,317 \$	73,755	\$	217,046	\$	217,236
NET INCOME DED COMMON SUADE									
NET INCOME PER COMMON SHARE	æ	1.02	đ	1.03 \$	1.05	¢	2.00	¢	3.11
Basic	\$	1.03		•			3.09		
Diluted  AVEDACE NUMBER OF COMMON SHARES OUTSTANDING	\$	1.03	Þ	1.03 \$	1.05	Ф	3.09	Þ	3.09
AVERAGE NUMBER OF COMMON SHARES OUTSTANDING Basic		70.210		70 220	70,089		70,195		69,776
		70,218		70,230	•				•
Diluted		70,380	_	70,488	70,480		70,337		70,355
Total number of outstanding common shares (note 8(A))		70,160		70,247	70,105		70,160		70,105

The accompanying notes are an integral part of these unaudited interim consolidated financial statements.



# **Consolidated Statements of Comprehensive Income**

			For the thre	ee months ended	for the nine months end			
	S	September 30	June 30	September 30	September 30		September 30	
thousands of Canadian dollars (Unaudited)		2015	2015	2014	2015		2014	
NET INCOME	\$	72,443	\$ 72,317 \$	73,755	\$ 217,046	\$	217,236	
OTHER COMPREHENSIVE (LOSS) INCOME								
Available for Sale Securities and Retained Interest								
Net unrealized (losses) gains		(29,730)	(12,860)	(2,552)	(68,162)		6,716	
Net losses (gains) reclassified to net income		460	-	(521)	(983)		(2,460)	
		(29,270)	(12,860)	(3,073)	(69,145)		4,256	
Income tax (recovery) expense		(7,760)	(3,422)	(813)	(18,338)		1,127	
		(21,510)	(9,438)	(2,260)	(50,807)		3,129	
Cash Flow Hedges (note 12)								
Net unrealized gains (losses)		130	345	217	(339)		(453)	
Net losses reclassified to net income		369	370	370	1,105		1,096	
		499	715	587	766		643	
Income tax expense		133	188	156	202		171	
		366	527	431	564		472	
Total other comprehensive (loss) income	\$	(21,144)	\$ (8,911) \$	(1,829)	\$ (50,243)	\$	3,601	
COMPREHENSIVE INCOME	\$	51,299	\$ 63,406 \$	71,926	\$ 166,803	\$	220,837	



# **Consolidated Balance Sheets**

			As at
	September 30	June 30	December 31
thousands of Canadian dollars (Unaudited)	2015	2015	2014
ASSETS			
Cash and Cash Equivalents (note 4(A))	\$ 612,218	\$ 915,674	\$ 360,746
Available for Sale Securities (note 4(B))	413,381	449,216	582,819
Loans Held for Sale	162,432	21,304	102,094
Loans (note 5)			
Securitized mortgages (note 6(A))	2,900,586	2,814,301	3,945,654
Non-securitized mortgages and loans	15,273,718	15,146,870	14,317,162
	18,174,304	17,961,171	18,262,816
Collective allowance for credit losses (note 5(E))	(35,900)	(35,300)	(34,100)
	18,138,404	17,925,871	18,228,716
Other			
Restricted assets (note 7)	494,133	733,185	421,083
Derivative assets (note 12)	77,875	63,123	38,534
Other assets	292,331	287,598	235,616
Goodwill and intangible assets	123,446	120,276	113,136
	987,785	1,204,182	808,369
	\$ 20,314,220	\$ 20,516,247	\$ 20,082,744
LIABILITIES AND SHAREHOLDERS' EQUITY			
Liabilities			
Deposits			
Deposits payable on demand	\$ 1,562,081	\$ 1,435,924	\$ 1,064,152
Deposits payable on a fixed date	13,387,761	13,530,620	12,875,819
	14,949,842	14,966,544	13,939,971
Senior Debt (note 11)	153,652	151,930	152,026
Securitization Liabilities (note 6(B))			
Mortgage-backed security liabilities	327,837	365,884	471,551
Canada Mortgage Bond liabilities	2,990,281	3,144,960	3,831,912
	3,318,118	3,510,844	4,303,463
Other			
Derivative liabilities (note 12)	2,922	3,059	2,266
Other liabilities	283,421	312,383	199,831
Deferred tax liabilities (note 10)	37,035	35,388	36,554
<u> </u>	323,378	350,830	238,651
	18,744,990	18,980,148	18,634,111
Shareholders' Equity			
Capital stock (note 8)	89,683	89,603	84,687
Contributed surplus	3,775	3,474	3,989
Retained earnings	1,544,620	1,490,726	1,378,562
Accumulated other comprehensive loss (note 9)	(68,848)	(47,704)	(18,605)
	1,569,230	1,536,099	1,448,633
	\$ 20,314,220	\$ 	\$ 20,082,744



# Consolidated Statements of Changes in Shareholders' Equity

				Net Unrealized		<b>-</b>	
				Losses	Net Unrealized	Total	
				on Securities and	Losses on	Accumulated	
				Retained Interest	Cash Flow	Other	Total
thousands of Canadian dollars,	Capital	Contributed	Retained	Available	Hedges,	Comprehensive	Shareholders'
except per share amounts (Unaudited)	Stock	Surplus	Earnings	for Sale, after Tax	after Tax	Loss	Equity
Balance at December 31, 2014	\$ 84,687 \$	3,989 \$	1,378,562	\$ (16,242)	\$ (2,363)	\$ (18,605) \$	1,448,633
Comprehensive income	-	-	217,046	(50,807)	564	(50,243)	166,803
Stock options settled (note 8(A))	5,136	(1,377)	-	-	-	-	3,759
Amortization of fair value of							
employee stock options (note 8(B))	-	1,163	-	-	-	-	1,163
Repurchase of shares (note 8(A))	(140)	-	(3,238)	-	-	-	(3,378)
Dividends							
(\$0.66 per share)	-	-	(47,750)	-	-	-	(47,750)
Balance at September 30, 2015	\$ 89,683 \$	3,775 \$	1,544,620	\$ (67,049)	\$ (1,799)	\$ (68,848) \$	1,569,230
Balance at December 31, 2013	\$ 70,233 \$	5,984 \$	1,119,959	\$ (15,823)	\$ (2,656)	\$ (18,479) \$	1,177,697
Comprehensive income	-	-	217,236	3,129	472	3,601	220,837
Stock options settled (note 8(A))	14,350	(3,858)	-	-	-	-	10,492
Amortization of fair value of							
employee stock options (note 8(B))	-	1,524	-	-	-	-	1,524
Repurchase of shares (note 8(A))	(18)	-	(754)	-	-	-	(772)
Dividends							
(\$0.50 per share)	-	-	(37,793)	-	-	-	(37,793)
Balance at September 30, 2014	\$ 84,565 \$	3,650 \$	1,298,648	\$ (12,694)	\$ (2,184)	\$ (14,878) \$	1,371,985



# **Consolidated Statements of Cash Flows**

		For the	thre	ee months ended	For the	e nin	ine months ended	
	Se	ptember 30	)	September 30		September 30		September 30
thousands of Canadian dollars (Unaudited)		2015	,	2014		2015		2014
CASH FLOWS FROM OPERATING ACTIVITIES								
Net income for the period	\$	72,443	\$	73,755	\$	217,046	\$	217,236
Adjustments to determine cash flows relating to operating activities:								
Amortization of net premium on securities		29		321		52		1,515
Provision for credit losses		2,849		3,511		7,518		9,948
Gain on sale of mortgages or residual interest		(4,453)		(4,448)		(16,684)		(19,349)
Net realized and unrealized losses (gains) on securities		542		(521)		(902)		(2,460)
Amortization of capital and intangible assets		3,657		3,323		10,004		9,519
Amortization of fair value of employee stock options		355		436		1,163		1,524
Deferred income taxes		1,647		2,244		481		826
Changes in operating assets and liabilities								
Loans, net of securitization and sales		(351,858)	,	(465,168)		39,651		(457,645)
Restricted assets		239,052		(56,830)		(73,050)		(18,357)
Derivative assets and liabilities		(14,390)	,	(1,961)		(37,919)		(4,516)
Accrued interest receivable		(496)	,	(2,071)		824		(1,446)
Accrued interest payable		(6,235)	,	(1,634)		14,545		23,595
Deposits		(16,702)	,	274,507		1,009,871		1,256,178
Securitization liabilities		(192,726)	,	(264,443)		(985,345)		(1,046,903)
Taxes receivable or payable and other		(15,737)	,	(31,348)		31,430		1,202
Cash flows (used in) provided by operating activities		(282,023)		(470,327)		218,685		(29,133)
CASH FLOWS FROM FINANCING ACTIVITIES								
Repurchase of shares		(3,250)	,	(772)		(3,378)		(772)
Exercise of employee stock options		162		1,265		3,759		10,492
Dividends paid to shareholders		(15,454)	,	(12,619)		(46,334)		(34,902)
Cash flows used in financing activities		(18,542)		(12,126)		(45,953)		(25,182)
CASH FLOWS FROM INVESTING ACTIVITIES								
Activity in securities								
Purchases		-		(76,166)		-		(500,076)
Proceeds from sales		-		18,555		76,924		173,403
Proceeds from maturities		4,139		73,075		23,732		158,637
Purchases of capital assets		(981)	,	(1,164)		(3,674)		(2,017)
Capitalized intangible development costs		(6,048)	,	(8,134)		(18,241)		(20,703)
Cash flows (used in) provided by investing activities		(2,890)	,	6,166		78,741		(190,756)
Net (decrease) increase in cash and cash equivalents during the period		(303,455)	,	(476,287)		251,473		(245,071)
Cash and cash equivalents at beginning of the period		915,674		964,388		360,746		733,172
Cash and Cash Equivalents at End of the Period (note 4(A))	\$	612,219	\$	488,101	\$	612,219	\$	488,101
Supplementary Disclosure of Cash Flow Information								
Dividends received on investments	\$	2,366	\$	2,630	\$	7,314	\$	7,143
Interest received		220,343		225,074		660,962		671,323
Interest paid		106,381		112,159		296,857		312,830
Income taxes paid		26,883		21,770		102,389		60,499



### Notes to the Interim Consolidated Financial Statements

(unless otherwise stated, all amounts are in Canadian dollars, Unaudited)

#### 1. CORPORATE INFORMATION

Home Capital Group Inc. (the Company) is a public corporation traded on the Toronto Stock Exchange. The Company is incorporated and domiciled in Canada with its registered and principal business offices located at 145 King Street West, Suite 2300, Toronto, Ontario. The Company operates primarily through its federally regulated subsidiary, Home Trust Company (Home Trust), which offers residential and non-residential mortgage lending, securitization of insured residential first mortgage products, consumer lending and credit card products. In addition, Home Trust offers deposits via brokers and financial planners, and through its direct to consumer deposit brand, Oaken Financial. The Company's subsidiary, Payment Services Interactive Gateway Inc. (PSiGate), provides payment card services. Licensed to conduct business across Canada, Home Trust has branch offices in Ontario, Alberta, British Columbia, Nova Scotia, Quebec and Manitoba. The Company is the ultimate parent of the group.

These unaudited interim consolidated financial statements for the period ended September 30, 2015 were authorized for issuance by the Board of Directors (the Board) of the Company on November 4, 2015. The Board has the power to amend the consolidated financial statements after their issuance only in the case of discovery of an error.

Subsequent to the end of the third quarter and before the date these financial statements were authorized for issuance, the Board declared a quarterly cash dividend of \$15.4 million or \$0.22 per common share payable on December 1, 2015 to shareholders of record at the close of business on November 13, 2015.

# 2. ACCOUNTING POLICIES USED TO PREPARE THE UNAUDITED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

These unaudited interim consolidated financial statements of the Company have been prepared in accordance with International Accounting Standard 34 *Interim Financial Reporting* (IAS 34) as issued by the International Accounting Standards Board (IASB).

These unaudited interim consolidated financial statements should be read in conjunction with the Company's audited consolidated financial statements as at and for the year ended December 31, 2014 as set out in the 2014 Annual Report, on pages 75 through 111. Those audited consolidated financial statements were prepared in accordance with Canadian generally accepted accounting principles (GAAP) for publicly accountable enterprises which are International Financial Reporting Standards (IFRS) as issued by the IASB.

The significant accounting policies used in the preparation of these unaudited interim consolidated financial statements are summarized on pages 82 through 88 of the 2014 Annual Report or provided below.

# **Comparative Consolidated Financial Statements**

The comparative unaudited interim consolidated financial statements have been reclassified from statements previously presented to conform to the presentation of the 2015 unaudited interim consolidated financial statements.

# Use of Judgement and Estimates

Management has exercised judgement in the process of applying the Company's accounting policies. In particular, the Company's management has applied judgement in the application of its accounting policy with respect to derecognition of the loans and other assets used in current securitization programs. Certain securitized loans are recognized only to the extent of the Company's continuing involvement, based on management's judgement that it cannot be determined whether substantially all the risks and rewards of ownership have been transferred while control has been retained as defined by IAS 39 Financial Instruments: Recognition and Measurement (IAS 39). In other cases, when residual interests in securitized transactions are sold, the underlying securitized loans are derecognized based on management's judgement that substantially all the risks and rewards of ownership have been transferred through the two transactions. The remaining loans and other assets that have been securitized are not derecognized, based on management's judgement that the Company has not transferred substantially all of the risks and rewards of ownership of the loans and other assets.

The preparation of these unaudited interim consolidated financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the consolidated balance sheet dates and the reported amounts of revenue and expenses during the reporting periods. Key areas where management has made estimates include allowance for credit losses, fair values and impairment of financial instruments, goodwill and intangible assets, income taxes, fair value of stock options and useful lives of capital assets and intangible assets. Actual results could differ from those estimates.



#### 3. FUTURE CHANGES IN ACCOUNTING POLICIES

The following accounting pronouncements issued by the IASB were not effective as at September 30, 2015 and therefore have not been applied in preparing these unaudited interim consolidated financial statements.

# IFRS 9 Financial Instruments

The Company will be required to adopt IFRS 9, *Financial Instruments* (IFRS 9), including classification and measurement, impairment and hedge accounting for annual periods beginning on or after January 1, 2018. Management is currently evaluating the potential impact that the adoption of IFRS 9 will have on the Company's consolidated financial statements.

# IFRS 15 Revenue from Contracts with Customers

The Company will be required to adopt IFRS 15, *Revenue from Contracts with Customers* (IFRS 15), which provides a single-principle based framework that applies to contracts with customers, for annual periods beginning on or after January 1, 2018. Management is currently evaluating the potential impact that the adoption of IFRS 15 will have on the Company's consolidated financial statements.

### Amendments to IAS 1 Presentation of Financial Statements

The Company will be required to adopt amendments to IAS 1, *Presentation of Financial Statements*, which includes amendments to further encourage companies to apply professional judgement in determining what information to disclose in their financial statements, for annual periods beginning on or after January 1, 2016. Management is currently evaluating the potential impact that the amendments to IAS 1 will have on the Company's consolidated financial statements.

# Amendments to IFRS 7 Financial Instruments: Disclosures

The Company will be required to adopt amendments to IFRS 7, *Financial Instruments: Disclosures*, requiring increased disclosure regarding derecognition of financial assets and continuing involvement accounting, for annual periods beginning on or after January 1, 2016. Management is currently evaluating the potential impact that the adoption of IFRS 7 will have on the Company's consolidated financial statements.



#### 4. CASH RESOURCES AND SECURITIES

# (A) Cash Resources

thousands of Canadian dollars (Unaudited)	September 30		)	June 30	December 31
		2015	•	2015	2014
Cash and cash equivalents					
Deposits with regulated financial institutions	\$	612,218	\$	915,674	\$ 360,746
Cash resources unrestricted to Company use	\$	612,218	\$	915,674	\$ 360,746

The Company has a term credit facility with a Canadian chartered bank in the amount of \$50 million, which is available to the Company subject to meeting certain financial ratio requirements. As at September 30, 2015, all ratio requirements have been met and no amounts have been drawn against the borrowing facility. In addition, the Company has an uncommitted credit facility with a Canadian chartered bank in the amount of \$20 million, which is undrawn.

The Company also has a committed and uncommitted insured mortgage purchase facility with a Canadian chartered bank in the amount of \$300 million and \$200 million, respectively at September 30, 2015 (June 30, 2015 - \$300 million and \$200 million, December 31, 2014 - \$300 million and \$nil). Both facilities are used by the Company to fund insured mortgage loans until such time as they can be securitized. Proceeds from securitized loans are used to pay down the facility. As at September 30, 2015, these facilities are undrawn.

# (B) Available for Sale Securities - Net Unrealized Gains and Losses

thousands of Canadian dollars (Unaudited)	September 30	June 30	December 31
	2015	2015	2014
Debt securities	\$ (953) \$	132	1,265
Equity securities	(91,734)	(61,403)	(24,311)
Net unrealized loss	\$ (92,687) \$	(61,271)	\$ (23,046)

Net unrealized gains and losses (excluding impairment losses which are transferred to net income) are included in accumulated other comprehensive income and presented in the table above. These unrealized gains and losses are not included in net income. Please see Note 9 for more information.

The unrealized gains or losses included above represent the differences between the cost of a security and its current fair value. The Company regularly monitors its investments and market conditions for indications of impairment.

For the three months ended September 30, 2015, the Company recognized \$460 thousand with a year-to-date total of \$854 thousand (\$nil thousand - Q2 2015; \$nil - Q3 2014; \$48 thousand - nine months of 2014) of impairment losses on available for sale securities.



# 5. LOANS

thousands of Canadian dollars, except % (Unaudited)

# (A) Loans by Geographic Region and Type (net of individual allowances for credit losses)

British

		DHUSH					
		Columbia	Alberta	Ontario	Quebec	Other	Total
Securitized single-family residential mortgages	\$	136,396 \$	108,656 \$	1,676,375 \$	90,839 \$	60,867 \$	2,073,133
Securitized multi-unit residential mortgages		103,608	61,846	396,139	71,204	194,656	827,453
Total securitized mortgages		240,004	170,502	2,072,514	162,043	255,523	2,900,586
Single-family residential mortgages		694,241	485,077	11,052,127	415,887	254,769	12,902,101
Residential commercial mortgages <sup>1</sup>		24,530	24,242	198,956	23,989	24,174	295,891
Non-residential commercial mortgages		26,060	62,397	1,327,687	12,860	36,194	1,465,198
Credit card loans		5,280	15,020	316,965	1,532	3,988	342,785
Other consumer retail loans		754	6,716	259,570	-	703	267,743
Total non-securitized mortgages and loans <sup>2</sup>		750,865	593,452	13,155,305	454,268	319,828	15,273,718
	\$	990,869 \$	763,954 \$	15,227,819 \$	616,311 \$	575,351 \$	18,174,304
As a % of portfolio	•	5.4%	4.2%	83.8%	3.4%	3.2%	100.0%
thousands of Canadian dollars, except % (Unau	ditad	)				Δs at	June 30, 2015
thousands of canadian donars, except 70 (onda-	arcca	British				7.5 4.0	. June 30, 2013
		Columbia	Alberta	Ontario	Quebec	Other	Total
Securitized single-family residential mortgages	\$	137,132 \$	100,974 \$	1,611,556 \$	81,688 \$	52,810 \$	1,984,160
Securitized multi-unit residential mortgages	Ψ	100,281	65,380	406,834	69,206	188,440	830,141
Total securitized mortgages		237,413	166,354	2,018,390	150,894	241,250	2,814,301
Single-family residential mortgages		686,746	496,279	11,145,303	427,819	240,115	12,996,262
Residential commercial mortgages <sup>1</sup>		12,085	18,347	181,241	13,831	24,275	249,779
Non-residential commercial mortgages		9,567	54,644	1,214,844	11,586	36,298	1,326,939
Credit card loans		5,401	15,289	316,857	1,516	3,884	342,947
Other consumer retail loans		809	3,118	226,497	1,510	519	230,943
Total non-securitized mortgages and loans <sup>2</sup>		714,608	587,677	13,084,742	454,752	305,091	15,146,870
Total Horr-securitized Hortgages and loans	\$	952,021 \$	754,031 \$	15,103,132 \$	605,646 \$	546,341 \$	17,961,171
As a % of portfolio	Ψ	5.3%	4.2%	84.1%	3.4%	3.0%	100.0%
As a 70 or portiono		3.370	4.270	04.170	3.470	3.070	100.070
thousands of Canadian dollars, except % (Unau-	dited	)				As at Dece	ember 31, 2014
		British					_
		Columbia	Alberta	Ontario	Quebec	Other	Total
Securitized single-family residential mortgages	\$	218,927 \$	182,797 \$	2,376,966 \$	127,999 \$	83,430 \$	2,990,119
Securitized multi-unit residential mortgages		133,838	72,615	480,693	79,128	189,261	955,535
Total securitized mortgages		352,765	255,412	2,857,659	207,127	272,691	3,945,654
Single-family residential mortgages		661,661	445,390	10,737,812	392,998	212,667	12,450,528
Residential commercial mortgages <sup>1</sup>		7,972	36,869	147,697	22,645	28,135	243,318
Non-residential commercial mortgages		9,956	45,263	1,001,141	10,422	40,096	1,106,878
Credit card loans		5,829	16,505	302,699	1,477	3,817	330,327
Other consumer retail loans		826	2,204	182,576	-	505	186,111
Total non-securitized mortgages and loans <sup>2</sup>		686,244	546,231	12,371,925	427,542	285,220	14,317,162
	\$	1,039,009 \$	801,643 \$	15,229,584 \$	634,669 \$	557,911 \$	18,262,816
As a % of portfolio		5.7%	4.4%	83.4%	3.5%	3.0%	100.0%
In-cidential communication and control and	11.1	9 11 11 1					

 $^{1}$ Residential commercial mortgages include non-securitized multi-unit residential mortgages and commercial mortgages secured by residential property types.  $^{2}$ Loans exclude mortgages held for sale.



As at September 30, 2015

# (B) Past Due Loans that are not Impaired

A loan is recognized as being impaired (non-performing) when the Company is no longer reasonably assured of the timely collection of the full amount of principal and interest. As a matter of practice, an uninsured residential or commercial mortgage, or retail loan, or Equityline *Visa* loan (included in credit card loans) is deemed to be impaired at the earlier of the date it has been individually provided for or when it has been in arrears for 90 days. Single-family and multi-unit residential mortgages (including securitized mortgages) guaranteed by the Government of Canada are not considered impaired until payment is contractually 365 days past due. Cash secured and unsecured credit card balances that have a payment that is contractually 120 days in arrears are individually provided for, and those that have a payment that is contractually 180 days in arrears are written off.

thousands of Canadian dollars (Unaudited)  As at September 30, 201										
		1 to 30 Days	31 to 60 Days	61 to 90 Days	Over 90 Days	Total				
Securitized single-family residential mortgages	\$	7,407 \$	750 \$	192 \$	2,275 <sup>1</sup> \$	10,624				
Securitized multi-unit residential mortgages		-	-	-	-	-				
Single-family residential mortgages		185,016	39,437	6,870	6,230 <sup>1</sup>	237,553				
Residential commercial mortgages		1,177	-	-	-	1,177				
Non-residential commercial mortgages		8,617	714	361	-	9,692				
Credit card loans		2,827	1,101	350	34	4,312				
Other consumer retail loans		251	103	74	-	428				
	\$	205,295 \$	42,105 \$	7,847 \$	8,539 \$	263,786				

thousands of Canadian dollars (Unaudited)				As at	June 30, 2015
	1 to 30 Days	31 to 60 Days	61 to 90 Days	Over 90 Days	Total
Securitized single-family residential mortgages	\$ 10,796 \$	2,601 \$	257 \$	256 <sup>1</sup> \$	13,910
Securitized multi-unit residential mortgages	-	-	-	-	-
Single-family residential mortgages	220,660	47,548	4,508	5,723 <sup>1</sup>	278,439
Residential commercial mortgages	-	-	-	-	-
Non-residential commercial mortgages	5,193	1,745	-	-	6,938
Credit card loans	2,755	895	982	29	4,661
Other consumer retail loans	25	77	9	-	111
	\$ 239,429 \$	52,866 \$	5,756 \$	6,008 \$	304,059

thousands of Canadian dollars (Unaudited)				As at Decer	nber 31, 2014
	1 to 30 Days	31 to 60 Days	61 to 90 Days	Over 90 Days	Total
Securitized single-family residential mortgages	\$ 19,082 \$	1,645 \$	375 \$	2,087 <sup>1</sup> \$	23,189
Securitized multi-unit residential mortgages	-	-	-	-	-
Single-family residential mortgages	220,062	44,959	3,842	9,222 <sup>1</sup>	278,085
Residential commercial mortgages	910	-	-	-	910
Non-residential commercial mortgages	9,040	3,304	-	-	12,344
Credit card loans	3,487	1,067	502	24	5,080
Other consumer retail loans	119	41	46	-	206
	\$ 252,700 \$	51,016 \$	4,765 \$	11,333 \$	319,814

<sup>&</sup>lt;sup>1</sup>Insured residential mortgages are considered impaired when they are 365 days past due.



### (C) Impaired Loans and Individual Allowances for Credit Losses

Residential mortgages guaranteed by the Government of Canada are not considered impaired until payment is contractually 365 days past due. As securitized residential mortgages are all insured, credit losses are generally not anticipated.

				A	As at Septembe	r 30, 2015
9	Single-Family	Residential	Non-Residential		Other	
	Residential	Commercial	Commercial	Credit Card	Consumer	
	Mortgages	Mortgages	Mortgages	Loans	Retail Loans	Total
\$	50,873 \$	- \$	4,594 \$	1,450 \$	155 \$	57,072
	(1,952)	-	(405)	(68)	(155)	(2,580)
\$	48,921 \$	- 9	4,189 \$	1,382 \$	- \$	54,492
					As at Jui	ne 30, 2015
	\$	Mortgages  \$ 50,873 \$ (1,952)	Residential Commercial Mortgages Mortgages  \$ 50,873 \$ - \$ (1,952) -	Residential Commercial Commercial Mortgages Mortgages Mortgages  \$ 50,873 \$ - \$ 4,594 \$ (1,952) - (405)	Single-Family Residential Non-Residential Residential Commercial Commercial Credit Card Mortgages Mortgages Loans  \$ 50,873 \$ - \$ 4,594 \$ 1,450 \$ (1,952) - (405) (68)	Residential Mortgages         Commercial Mortgages         Commercial Mortgages         Credit Card Loans         Consumer Retail Loans           \$ 50,873 \$ - \$ 4,594 \$ 1,450 \$ 155 \$ (1,952) - (405) (68) (155)           \$ 48,921 \$ - \$ 4,189 \$ 1,382 \$ - \$

thousands of Canadian dollars (Unaudited)						As at Jur	ne 30, 2015
	S	ingle-Family	Residential	Non-Residential		Other	
		Residential	Commercial	Commercial	Credit Card	Consumer	
		Mortgages	Mortgages	Mortgages	Loans	Retail Loans	Total
Gross amount of impaired loans	\$	54,597 \$	- :	\$ 4,297 \$	1,989 \$	142 \$	61,025
Individual allowances on principal		(1,463)	-	(480)	(68)	(142)	(2,153)
Net amount of impaired loans	\$	53,134 \$	- :	\$ 3,817 \$	1,921 \$	- \$	58,872

thousands of Canadian dollars (Unaudited)						As at Decemb	er 31, 2014
	Single-Family		Residential	Non-Residential		Other	
		Residential	Commercial	Commercial	Credit Card	Consumer	
		Mortgages	Mortgages	Mortgages	Loans	Retail Loans	Total
Gross amount of impaired loans	\$	52,551 \$	54 9	2,516 \$	1,938 \$	160 \$	57,219
Individual allowances on principal		(1,808)	-	(55)	(80)	(160)	(2,103)
Net amount of impaired loans	\$	50,743 \$	54 9	\$ 2,461 \$	1,858 \$	- \$	55,116

# (D) Collateral

The fair value of collateral held against mortgages is based on appraisals at the time a loan is originated. Appraisals are only updated should circumstances warrant. At September 30, 2015, the total appraised value of the collateral held for mortgages past due that are not impaired, as determined when the mortgages were originated, was \$408.6 million (\$461.0 million - June 30, 2015; \$490.1 million - December 31, 2014). For impaired mortgages, the total appraised value of collateral at September 30, 2015 was \$77.9 million (\$82.0 million - June 30, 2015; \$81.2 million - December 31, 2014).



# (E) Allowance for Credit Losses

thousands of Canadian dollars (Unaudited	)		For	the three mon	ths ended Septe	ember 30, 2015
	Single-Famil	y Residentia	Non-Residential		Other	
	Residentia	al Commercia	Commercial	Credit Card	d Consumer	
	Mortgage	s Mortgages	Mortgages	Loans	s Retail Loans	Total
Individual allowances						
Allowance on loan principal						
Balance at the beginning of the period	\$ 1,463	\$ -	\$ 480	\$ 68	\$ 142	\$ 2,153
Provision for credit losses	1,617	-	228	163	42	2,050
Write-offs	(1,417	) -	(309)	(166)	(78)	(1,970)
Recoveries	289	-	6	3	49	347
	1,952	-	405	68	155	2,580
Allowance on accrued interest receivable						
Balance at the beginning of the period	780	-	150	-	2	932
Provision for credit losses	188	-	9	-	2	199
	968	-	159	-	4	1,131
Total individual allowance	2,920	-	564	68	159	3,711
Collective allowance						
Balance at the beginning of the period	21,632	327	9,500	3,541	300	35,300
Provision for credit losses	600	-	-	-	-	600
	22,232	327	9,500	3,541	300	35,900
Total allowance	\$ 25,152	\$ 327	\$ 10,064	\$ 3,609	\$ 459	\$ 39,611
Total provision	\$ 2,405	\$ -	\$ 237	\$ 163	\$ 44	\$ 2,849

thousands of Canadian dollars (Unaudited	d)				For the three	e months ended Ju	ine 30, 2015
	S	Single-Family	Residential N	on-Residential		Other	_
		Residential	Commercial	Commercial	Credit Card	Consumer	
		Mortgages	Mortgages	Mortgages	Loans	Retail Loans	Total
Individual allowances							
Allowance on loan principal							
Balance at the beginning of the period	\$	1,400 \$	- \$	200 \$	22 \$	170 \$	1,792
Provision for credit losses		945	(4)	276	198	22	1,437
Write-offs		(1,253)	(1)	(1)	(164)	(119)	(1,538)
Recoveries		371	5	5	12	69	462
		1,463	-	480	68	142	2,153
Allowance on accrued interest receivable							
Balance at the beginning of the period		594	-	105	-	4	703
Provision for credit losses		186	-	45	-	(2)	229
		780	-	150	-	2	932
Total individual allowance		2,243	-	630	68	144	3,085
Collective allowance							
Balance at the beginning of the period		21,232	327	9,300	3,541	300	34,700
Provision for credit losses		400	-	200	-	-	600
		21,632	327	9,500	3,541	300	35,300
Total allowance	\$	23,875 \$	327 \$	10,130 \$	3,609 \$	444 \$	38,385
Total provision	\$	1,531 \$	(4) \$	521 \$	198 \$	20 \$	2,266



# (E) Allowance for Credit Losses (Continued)

thousands of Canadian dollars (Unaudite	d)			Fo	r the three mont	ths ended Septemb	er 30, 2014
	:	Single-Family	Residential N	on-Residential		Other	
		Residential	Commercial	Commercial	Credit Card	Consumer	
		Mortgages	Mortgages	Mortgages	Loans	Retail Loans	Total
Individual allowances							
Allowance on loan principal							
Balance at the beginning of the period	\$	1,418 \$	- \$	68 \$	81 \$	177 \$	1,744
Provision for credit losses		2,619	-	94	164	12	2,889
Write-offs		(1,843)	-	(108)	(185)	(118)	(2,254)
Recoveries		205	-	1	6	47	259
		2,399	-	55	66	118	2,638
Allowance on accrued interest receivable	:						
Balance at the beginning of the period		733	-	34	-	6	773
Provision for credit losses		27	-	(2)	-	(3)	22
		760	-	32	-	3	795
Total individual allowance		3,159	-	87	66	121	3,433
Collective allowance							
Balance at the beginning of the period		19,432	327	9,300	3,541	300	32,900
Provision for credit losses		600	-	-	-	-	600
		20,032	327	9,300	3,541	300	33,500
Total allowance	\$	23,191 \$	327 \$	9,387 \$	3,607 \$	421 \$	36,933
Total provision	\$	3,246 \$	- \$	92 \$	164 \$	9 \$	3,511

# (E) Allowance for Credit Losses (Continued)

thousands of Canadian dollars (Unaudited	1)		Fo	r the nine mon	ths ended Sept	ember 30, 2015
	Single-Family	Residentia	l Non-Residentia	l	Other	r
	Residentia	Commercia	l Commercia	l Credit Card	d Consumei	r
	Mortgages	Mortgage	s Mortgages	Loan:	s Retail Loans	s Total
Individual allowances						
Allowance on loan principal						
Balance at the beginning of the period	\$ 1,808	\$ -	\$ 55	\$ 80	\$ 160	\$ 2,103
Provision for credit losses	4,021	4	658	455	69	5,207
Write-offs	(4,826)	(9)	(319)	(486)	) (319)	(5,959)
Recoveries	949	5	11	19	245	1,229
	1,952	-	405	68	155	2,580
Allowance on accrued interest receivable						
Balance at the beginning of the period	560	-	57	-	3	620
Provision for credit losses	408	-	102	-	1	511
	968	-	159	-	4	1,131
Total individual allowance	2,920	-	564	68	159	3,711
Collective allowance						
Balance at the beginning of the period	20,632	327	9,300	3,541	300	34,100
Provision for credit losses	1,600	-	200	-	-	1,800
	22,232	327	9,500	3,541	300	35,900
Total allowance	\$ 25,152	\$ 327	\$ 10,064	\$ 3,609	\$ 459	\$ 39,611
Total provision	\$ 6,029	\$ 4	\$ 960	\$ 455	\$ 70	\$ 7,518

thousands of Canadian dollars (Unaudited	d)				For the nine mon	ths ended Septe	mber 30, 2014
		Single-Family	Residential N	on-Residential		Other	
		Residential	Commercial	Commercial	Credit Card	Consumer	
		Mortgages	Mortgages	Mortgages	Loans	Retail Loans	Total
Individual allowances							
Allowance on loan principal							
Balance at the beginning of the period	\$	1,201 \$	- \$	- \$	201 \$	236 \$	1,638
Provision for credit losses		7,243	-	201	443	106	7,993
Write-offs		(6,520)	-	(238)	(618)	(365)	(7,741)
Recoveries		475	-	92	40	141	748
		2,399	-	55	66	118	2,638
Allowance on accrued interest receivable							
Balance at the beginning of the period		759	25	44	-	12	840
Provision for credit losses		1	(25)	(12)	-	(9)	(45)
		760	-	32	-	3	795
Total individual allowance		3,159	-	87	66	121	3,433
Collective allowance							
Balance at the beginning of the period		18,032	327	9,300	3,541	300	31,500
Provision for credit losses		2,000	-	-	-	-	2,000
		20,032	327	9,300	3,541	300	33,500
Total allowance	\$	23,191 \$	327 \$	9,387 \$	3,607 \$	421 \$	36,933
Total provision	\$	9,244 \$	(25) \$	189 \$	443 \$	97 \$	9,948

There were no specific provisions, allowances or net write-offs on securitized residential mortgages.



# (F) Interest Income by Product

				For the th	ree	months ended	For the nine months ended			
thousands of Canadian dollars (Unaudited)	Sep	tember 30		June 30		September 30	Sep	tember 30		September 30
		2015		2015		2014		2015		2014
Traditional single-family residential mortgages	\$	148,945	\$	147,805	\$	140,670	\$	442,987	\$	407,616
Accelerator single-family residential mortgages		6,879		7,280		7,107		20,126		19,228
Residential commercial mortgages		4,121		3,972		3,287		12,017		10,396
Non-residential commercial mortgages		21,067		18,507		16,280		57,827		48,286
Credit card loans		7,823		7,692		7,273		23,039		20,977
Other consumer retail loans		6,216		5,303		8,484		16,514		24,023
Total interest income on non-securitized loans		195,051		190,559		183,101		572,510		530,526
Securitized single-family residential mortgages		14,524		15,610		25,650		49,342		82,518
Securitized multi-unit residential mortgages		8,879		9,333		13,054		28,045		43,665
Assets pledged as collateral for securitization		912		1,336		1,459		3,601		4,749
Total interest income on securitized loans		24,315	•	26,279		40,163	•	80,988		130,932
	\$	219,366	\$	216,838	\$	223,264	\$	653,498	\$	661,458

#### 6. SECURITIZATION ACTIVITY

# (A) Assets Pledged as Collateral

As a requirement of the National Housing Authority Mortgage-Backed Security (NHA MBS) and Canada Mortgage Bond (CMB) programs, the Company assigns to Canada Mortgage Housing Corporation (CMHC) all of its interest in securitized mortgage pools. If the Company fails to make timely payment under an NHA MBS or CMB security, CMHC may enforce the assignment of the mortgages included in all the mortgage pools as well as other assets backing the MBS issued.

The following table presents the activity associated with the principal value of the Company's on-balance sheet mortgage loans and other assets assigned as collateral. The mortgages are recorded as securitized single-family or multi-unit residential mortgages and assets assigned as CMB replacement assets are recorded as restricted assets.

			For the three	months ended	For the nine	e months ended
thousands of Canadian dollars (Unaudited)	Septemb	er 30	June 30	September 30	September 30	September 30
		2015	2015	2014	2015	2014
Beginning balance on-balance sheet assets assigned as collateral for securitization <sup>1</sup>	\$ 3,416	,511	\$ 3,734,590	\$ 4,896,379	\$ 4,247,644	\$ 5,740,171
Mortgages assigned in new securitizations	556	,659	570,380	546,748	1,559,915	1,939,943
Change in assets assigned as replacements of repaid amounts to Canada Housing Trust	284	,357	55,062	223,604	508,023	411,082
Net (reduction) addition of non-Home Trust MBS and treasury bills	(229	,002)	181,187	80,655	71,218	27,284
Less: Mortgages derecognized <sup>2</sup>	(365	,867)	(569,071)	(531,886)	(1,364,658)	(1,916,621)
Maturity and amortization of securitization assets	(388	,864)	(555,637)	(564,514)	(1,748,348)	(1,550,873)
Ending balance on-balance sheet assets assigned as collateral for securitization <sup>1</sup>	\$ 3,273	,794	\$ 3,416,511	\$ 4,650,986	\$ 3,273,794	\$ 4,650,986

<sup>&</sup>lt;sup>1</sup>Included in the on-balance sheet assets assigned as collateral at September 30, 2015 is \$373.2 million (\$602.2 million – June 30, 2015, \$302.0 million – December 31, 2014) in non-Home Trust MBS and treasury bills and \$2.90 billion (\$2.81 billion – June 30, 2015, \$3.95 billion – December 31, 2014) of securitized mortgages.

Non-Home Trust MBS and treasury bills assigned as collateral are accounted for as available for sale assets and included in restricted assets on the consolidated balance sheets. Additionally, all off-balance sheet mortgage loans (\$5.09 billion - September 30, 2015, \$4.94 billion - June 30, 2015 and \$4.20 billion - December 31, 2014) are assigned as collateral related to CMHC for sponsored securitization programs. Please see Note 7 for more information.



<sup>&</sup>lt;sup>2</sup>Mortgages are derecognized upon the sale of residual interest in insured single-family residential mortgages and the securitization and sale of multi-unit residential mortgages.

### (B) Securitization Liabilities

The following table presents the securitization liabilities, including liabilities added during the period, which are secured by insured mortgages and other restricted assets. This table includes only on-balance sheet originations and discharges.

		For the three months ende					
thousands of Canadian dollars (Unaudited)	September 30	)	June 30		September 30		
	2015	5	2015		2014		
Balance at the beginning of the period	\$ 3,510,844	\$	3,824,190	\$	4,990,604		
Addition to securitization liabilities as a result of on-balance sheet activity	163,514		-		16,846		
Net reduction in securitization liabilities due to maturities, amortization and sales	(350,140)	)	(313,264)		(280,671)		
Other <sup>1</sup>	(6,100)	)	(82)		(618)		
Securitization liability	\$ 3,318,118	\$	3,510,844	\$	4,726,161		
Proceeds received for mortgages assigned in new securitizations	\$ 411,214	\$	562,398	\$	544,460		

	For the nine months ended							
thousands of Canadian dollars (Unaudited)		September 30	)	September 30				
		2015		2014				
Balance at the beginning of the period	\$	4,303,463	\$	5,773,064				
Addition to securitization liabilities as a result of on-balance sheet activity		165,835		144,353				
Net reduction in securitization liabilities due to maturities, amortization and sales		(1,152,653)		(1,193,886)				
Other <sup>1</sup>		1,473		2,630				
Securitization liability	\$	3,318,118	\$	4,726,161				
Proceeds received for mortgages assigned in new securitizations	\$	1,408,432	\$	1,940,037				
1-4 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1								

 $<sup>^1</sup>$ Other includes premiums, discounts, transaction costs and changes in the mark to market of hedged items.

### (C) Securitization Income

The following table presents the total securitization income for the period.

			For the three	months ended	For the nine months ended		
thousands of Canadian dollars (Unaudited)	S	eptember 30	June 30	September 30	September 30	September 30	
		2015	2015	2014	2015	2014	
Net gain on sale of mortgages and residual interest	\$	4,453	\$ 7,804 \$	4,448	\$ 16,684	\$ 19,349	
Net change in unrealized gain or loss on hedging activities		(39)	200	311	(81)	415	
Servicing income		1,374	1,247	906	3,845	2,125	
Total securitization income	\$	5,788	\$ 9,251 \$	5,665	\$ 20,448	\$ 21,889	

<sup>&</sup>lt;sup>1</sup>Gain on sale mortgages and residual interest are net of hedging impact.

The hedging activities included in the previous table hedge interest rate risk on loans held for sale. The derivatives, which are typically bond forwards, are not designated in hedge accounting relationships. The gains or losses on these derivatives are mostly offset by the fair value changes related to the loans held for sale, which are classified as held for trading for accounting purposes.

During the quarter, the Company securitized and sold through the NHA MBS program certain insured multi-unit residential mortgages with no prepayment privileges. These mortgages are recognized on the Company's consolidated balance sheets only to the extent of the Company's continuing involvement in the mortgages (continuing involvement accounting). The Company's continuing involvement is limited to its retained interest and its obligations for mortgage servicing. There is no prepayment or credit risk associated with the retained interest or the cost of servicing. The mortgages are effectively derecognized as a result of this transaction. The retained interest and servicing liability are recorded on the consolidated balance sheets in other assets and other liabilities, respectively.

The Company also sold residual interests in certain pools of insured single-family mortgages securitized through the NHA MBS program. The sales resulted in the Company transferring substantially all of the risks and rewards of ownership associated with the underlying mortgages and the mortgages are derecognized. As a result, the mortgages are derecognized and a gain on sale is recognized.

The gains on both of the above transaction types are included in non-interest income under securitization income in the consolidated statements of income.



The following table provides additional quantitative information about these securitization and sales activities during the quarter.

thousands of Canadian dollars (Unaudited)					For the three	months ended
		Se	ptember 30			June 30
			2015			2015
	Single-Family	Multi-Unit		Single-Family	Multi-Unit	
	Residential MBS	Residential MBS	Total MBS	Residential MBS	Residential MBS	Total MBS
Carrying value of underlying mortgages derecognized \$	210,881 \$	154,986 \$	365,867	\$ 306,500	\$ 262,571 \$	569,071
Gains on sale of mortgages or residual interest <sup>1</sup>	3,183	1,270	4,453	5,239	2,565	7,804
Retained interest recorded	-	16,398	16,398	-	10,005	10,005
Servicing liability recorded	-	2,427	2,427	-	2,091	2,091

For the three months ended	thousands of Canadian dollars (Unaudited)
September 30	
2014	

	Single-Family		Multi-Unit	
	Res	idential MBS	Residential MBS	Total MBS
Carrying value of underlying mortgages derecognized	\$	419,679	\$ 112,207 \$	531,886
Gains on sale of mortgages or residual interest <sup>1</sup>		3,799	649	4,448
Retained interest recorded		-	5,043	5,043
Servicing liability recorded		-	1,034	1,034

thousands of Canadian dollars (Unaudited)					For the nine	months ended
	September 30					September 30
					2014	
	Single-Family	Multi-Unit		Single-Family	Multi-Unit	
	Residential MBS	Residential MBS	Total MBS	Residential MBS	Residential MBS	Total MBS
Carrying value of underlying mortgages derecognized	\$ 812,780 \$	551,878 \$	1,364,658	\$ 1,373,672	\$ 542,949	1,916,621
Gains on sale of mortgages or residual interest <sup>1</sup>	12,137	4,547	16,684	16,136	3,213	19,349
Retained interest recorded	-	34,783	34,783	-	22,801	22,801
Servicing liability recorded	-	5,692	5,692	-	4,524	4,524

<sup>&</sup>lt;sup>1</sup>Gains on sale of mortgages are net of hedging impact.

# (D) Purchased Residual Interests

In 2014 the Company purchased, from certain counterparties, residual interests of underlying insured fixed-rate residential mortgages that have been securitized. The purchase results in the Company acquiring only the residual interests without acquiring either underlying mortgages or the corresponding liabilities. At September 30, 2015, the notional amount of these instruments was \$542.2 million, with \$10.3 million recorded in available for sale securities. No residual interests were purchased prior or subsequent to 2014. Interest earned on these investments is recorded in other interest income on the consolidated statements of income.

# 7. RESTRICTED ASSETS

thousands of Canadian dollars (Unaudited)	September 30		June 30	December 31
		2015	2015	2014
Restricted cash				
Restricted cash – Canada Mortgage Bond program	\$	98,978	\$ 112,750	\$ 106,624
Restricted cash – interest rate swaps		13,932	12,489	12,265
Restricted cash – other programs		8,015	5,736	204
Total restricted cash		120,925	130,975	119,093
Non-Home Trust MBS and treasury bills assigned as replacement assets		373,208	602,210	301,990
Total restricted assets	\$	494,133	\$ 733,185	\$ 421,083

Restricted cash – Canada Mortgage Bond program represents deposits held as collateral by CMHC in connection with the Company's securitization activities.

Restricted cash – interest rate swaps are deposits held by swap counterparties as collateral for the Company's interest rate swap transactions. The terms and conditions for the collateral are governed by International Swaps and Derivatives Association (ISDA) agreements.

Restricted cash – other programs are reserve accounts held in trust for the water heater financing program. These amounts are held as cash collateral against potential credit losses.



# 8. CAPITAL

# (A) Common Shares Issued and Outstanding

The following table summarizes the shares issued and outstanding held at September 30, 2015, June 30, 2015 and September 30, 2014.

thousands (Unaudited)  For the three months ended							
	Septen	nber 30, 2015		June 30, 2015	Sep	otember 30, 2014	
	Number of		Number of		Number of		
	Shares	Amount	Shares	Amount	Shares	Amount	
Outstanding at beginning of period	70,247 \$	89,603	70,226	\$ 88,862	70,059	\$ 82,848	
Options exercised	20	216	22	743	61	1,735	
Repurchase of shares	(107)	(136)	(1)	(2)	(15)	(18)	
Outstanding at end of period	70,160 \$	89,683	70,247	\$ 89,603	70,105	\$ 84,565	

thousands (Unaudited)  For the nine months ended					
	Septemb	er 30, 2015	Sep	otember 30, 2014	
	Number of		Number of	_	
	Shares	Amount	Shares	Amount	
Outstanding at beginning of period	70,096 \$	84,687	69,488	\$ 70,233	
Options exercised	174	5,136	632	14,350	
Repurchase of shares	(110)	(140)	(15)	(18)	
Outstanding at end of period	70,160 \$	89,683	70,105	\$ 84,565	

The purchase cost of shares acquired through the repurchase of shares is allocated between capital stock and retained earnings. The Company has no preferred shares outstanding.

# (B) Share Purchase Options

thousands, except per share amounts (Ur	naudited)				For the thre	ee months ended
	Septem	ber 30, 2015		June 30, 2015	Sep	tember 30, 2014
		Weighted-		Weighted-		Weighted-
		Average		Average		Average
	Number of	Exercise	Number of	Exercise	Number of	Exercise
	Shares	Price	Shares	Price	Shares	Price
Outstanding at beginning of period	1,101 \$	32.28	1,133	\$ 32.21	1,088	\$ 26.98
Granted	48	29.41	-	-	-	-
Exercised	(20)	8.14	(22)	24.69	(61)	20.91
Forfeited	(44)	45.76	(10)	41.49	(4)	42.05
Outstanding at end of period	1,085 \$	32.06	1,101	\$ 32.28	1,023	\$ 27.28
Exercisable at end of period	519 \$	24.75	531	\$ 24.02	429	\$ 21.51

thousands, except per share amounts (Unaudited)			For the nine	months ended
	Septem	nber 30, 2015	Septer	mber 30, 2014
		Weighted-		Weighted-
		Average		Average
	Number of	Exercise	Number of	Exercise
	Shares	Price	Shares	Price
Outstanding at beginning of period	1,235 \$	31.00	1,649 \$	23.02
Granted	78	34.67	20	45.35
Exercised	(174)	21.69	(632)	16.60
Forfeited	(54)	44.95	(14)	32.44
Outstanding at end of period	1,085 \$	32.06	1,023 \$	27.28
Exercisable at end of period	519 \$	24.75	429 \$	21.51

During the third quarter of 2015, \$355 thousand was recorded as an expense for a year-to-date total of \$1,163 thousand (\$389 thousand – Q2 2015; \$436 thousand – Q3 2014; \$1,524 thousand – nine months of 2014) for stock option awards in the consolidated statements of income, with an offsetting credit to contributed surplus.

# (C) Capital Management

The Company has a Capital Management Policy that governs the quantity and quality of capital held. The objectives of the policy are to ensure that capital levels are adequate and that Home Trust meets all regulatory capital requirements, while also providing a sufficient return to investors. The Risk and Capital Committee and the Board review the policy annually and monitor compliance with the policy on a quarterly basis.

The Company's subsidiary, Home Trust, is subject to the regulatory capital requirements stipulated by the Office of the Superintendent of Financial Institutions Canada (OSFI). These requirements are consistent with international standards (Basel II and Basel III) set by the Bank for International Settlements. Home Trust follows the Basel II Standardized Approach for calculating credit risk and Basic Indicator Approach for operational risk. In addition, dividends paid by Home Trust to Home Capital may be subject to restrictions by OSFI.

The regulatory capital position of Home Trust was as follows:

(Unaudited)	September 30	June 30	December 31	National Regulatory
	2015	2015	2014	Minimum
	All-In Basis	All-In Basis	All-In Basis	All-In Basis
Regulated capital to risk-weighted assets				
Common equity tier 1 ratio	18.06%	18.03%	18.30%	7.00%
Tier 1 capital ratio	18.06%	18.03%	18.30%	8.50%
Total regulatory capital ratio	20.51%	20.53%	20.94%	10.50%



Home Trust adopted certain Basel III capital requirements, as required by OSFI, beginning January 1, 2013. A transitional basis allows for the transition of certain capital deductions over a period ending January 1, 2018, whereas the all-in basis includes all applicable deductions immediately. For purposes of meeting minimum regulatory capital ratios prescribed by OSFI, the all-in basis is required. Commencing in 2015, Home Trust is required to meet a minimum Leverage Ratio determined by OSFI which has replaced the Assets to Regulatory Capital Ratio required in previous years. As at September 30, 2015 the Leverage Ratio was 7.17 (June 30, 2015 - 6.94), which exceeds OSFI's minimum requirements.

Subordinated debt advanced by Home Capital to Home Trust is included in Total Capital, as Tier 2 Capital. Under Basel III this subordinated debt will be subject to straight-line amortization out of capital in the final five years prior to maturity. The principal amounts of the subordinated debt currently mature in 2021 and 2022 in the amounts of \$100 million and \$56 million, respectively.

Currently, Home Trust's Common Equity Tier 1, Total Tier 1 and Total capital ratios significantly exceed OSFI's regulatory targets, as well as Home Trust's internal capital targets. No new capital was raised in Q3 2015.

# 9. ACCUMULATED OTHER COMPREHENSIVE INCOME

thousands of Canadian dollars (Unaudited)		September 30		June 30	December 31
		2015		2015	2014
Unrealized losses on					
Available for sale securities and retained interest	9	(91,246)	\$	(61,976) \$	(22,101)
Income tax recovery		(24,197)		(16,437)	(5,859)
		(67,049)		(45,539)	(16,242)
Unrealized losses on					
Cash flow hedges		(2,446)		(2,945)	(3,212)
Income tax recovery		(647)		(780)	(849)
		(1,799)		(2,165)	(2,363)
Accumulated other comprehensive loss	9	(68,848)	\$	(47,704) \$	(18,605)

### 10. INCOME TAXES

The table below indicates the difference in the effective rate of income tax in the unaudited interim consolidated statements of income from the combined statutory federal and provincial income tax rate of 26.51% (Q2 2015 – 26.54%; Q3 2014 – 26.49%).

(Unaudited)			months ended	For the nine	months ended
	September 30	June 30	September 30	September 30	September 30
	2015	2015	2014	2015	2014
Statutory income tax rate	26.51%	26.54%	26.49%	26.51%	26.49%
Increase (reduction) in income tax rate resulting from					
Tax-exempt income	(0.71)%	(0.74)%	(0.81)%	(0.73)%	(0.79)%
Non-deductible expenses	0.10%	0.12%	0.14%	0.12%	0.15%
Other	0.00%	0.00%	-	0.01%	-
Scientific research and experimental development investment tax credits	(0.37)%	(0.76)%	(2.53)%	(0.63)%	(1.35)%
Effective income tax rate	25.53%	25.16%	23.29%	25.28%	24.50%

The net deferred tax liability of \$37.0 million (June 30, 2015 - \$35.4 million, December 31, 2014 - \$36.6 million) includes deferred tax liabilities of \$47.1 million (June 30, 2015 - \$45.5 million, December 31, 2014 - \$46.0 million) and deferred tax assets of \$10.1 million (June 30, 2015 - \$10.1 million, December 31, 2014 - \$9.5 million). The deferred tax liability comprises deferred tax on commissions, finders' fees, transaction costs, and development costs and tax credits. The deferred tax asset balance is primarily attributed to allowances for credit losses.

# 11. SENIOR DEBT

The Company issued \$150.0 million principal amount of 5.20% debentures on May 4, 2011. The debentures pay interest semi-annually on May 4 and November 4 of each year. The debentures mature on May 4, 2016 and are redeemable at the option of the Company upon 30 days written notice to the registered holder at a redemption price, equal to the greater of par and the price that would provide a yield to maturity equal to the Government of Canada bond rate plus 0.66%, plus accrued and unpaid interest to the date of redemption. The carrying amount includes unamortized issue costs and fair value adjustments related to interest rate hedging.



#### 12. DERIVATIVE FINANCIAL INSTRUMENTS

The Company utilizes interest rate swaps and bond forwards contracts to hedge exposures to interest rate risk. The Company generally uses its derivative instruments in hedge accounting relationships to minimize volatility in earnings caused by changes in interest rates. When a hedging derivative functions effectively, gains, losses, revenues or expenses of the hedging derivative will offset the gains, losses, revenues or expenses of the hedged item.

# Cash Flow Hedging Relationships

The Company uses bond forward contracts to hedge the economic value exposure to movements in interest rates between the time that the Company determines that it will likely incur liabilities pursuant to asset securitization, and the time the securitization transaction is complete and the liabilities are incurred.

The following table presents gains or losses related to cash flow hedges included in the Company's financial results:

thousands of Canadian dollars (Unaudited)  For the three month				
	Sept	ember 30	June 30	September 30
		2015	2015	2014
Fair value gains recorded in OCI	\$	130	\$ 345	\$ 217
Reclassification from OCI to net interest income and securitization gains		(369)	(370)	(370)

thousands of Canadian dollars (Unaudited)	For the nine months ende		
	September 30	September 30	
	2015	2014	
Fair value losses recorded in OCI	\$ (339)	\$ (453)	
Reclassification from OCI to net interest income and securitization gains	(1,105)	(1,096)	

# Fair Value Hedging Relationships

The Company uses interest rate swaps to hedge changes in the fair value of fixed-rate assets and liabilities, which are associated with changes in market interest rates. Fair value hedges include hedges of fixed-rate mortgages and fixed-rate liabilities, which include deposits, deposit notes, senior debt and securitization liabilities.

The following table presents gains or losses related to fair value hedges included in the Company's financial results:

thousands of Canadian dollars (Unaudited)	For the thre	e months ended		
	Se	eptember 30	June 30	September 30
		2015	2015	2014
Fair value changes recorded on interest rate swaps <sup>1</sup>	\$	9,887	\$ (16,513) \$	(2,061)
Fair value changes of hedged fixed-rate liabilities for interest rate risk <sup>2</sup>		(11,943)	14,795	3,424
Hedge ineffectiveness (loss) gain recognized in non-interest income	\$	(2,056)	\$ (1,718) \$	1,363

thousands of Canadian dollars (Unaudited)		For the r	nine	months ended
	Se	eptember 30		September 30
		2015		2014
Fair value changes recorded on interest rate swaps <sup>1</sup>	\$	33,359	\$	2,407
Fair value changes of hedged fixed-rate liabilities for interest rate risk <sup>2</sup>		(37,806)		(826)
Hedge ineffectiveness (loss) gain recognized in non-interest income	\$	(4,447)	\$	1,581

<sup>&</sup>lt;sup>1</sup> Unrealized gains and losses on hedging instruments (interest rate swaps) are recorded as derivative assets or liabilities, as appropriate, on the consolidated balance sheets. <sup>2</sup> Unrealized gains and losses on fixed-rate hedged items for the risk being hedged are recorded as part of the associated fixed-rate asset or liability on the consolidated balance sheets.



### Other Derivative Gains and Losses

From time to time, the Company enters into derivative positions to hedge interest rate risk, and such derivatives are not designated as hedges for accounting purposes. The changes in fair value of such derivatives flow directly to the consolidated statements of income. Net realized and unrealized gains of \$0.1 million for Q3 2015 and net realized and unrealized losses of \$0.1 million YTD 2015 (\$0.1 million net realized and unrealized gains - Q2 2015, \$0.3 million net realized and unrealized losses - Q3 2014; \$2.0 million net realized and unrealized losses - YTD 2014) were recorded in income through net realized and unrealized gain or losses on derivatives.

The Company may also enter into bond forwards or interest rate swaps to hedge interest rate risk on loans held for securitization. Realized and unrealized gains or losses on these derivatives are included in securitization income on the consolidated statements of income. Please see Note 6 for more information.

As at September 30, 2015, June 30, 2015 and December 31, 2014, the outstanding interest rate swap and bond forward contracts positions were as follows:

thousands of Canadian dollars (Unaudited)			As at S	epten	nber 30, 2015
Term (years)	Notional Amount	Derivative Asset	Derivative Liability		Net Fair Value
Swaps designated as accounting hedges					
< 1 year	\$ 1,040,164	\$ 9,566	\$ (85)	\$	9,481
1 to 5 years	1,907,000	66,025	-		66,025
> 5 years	12,600	1,242	-		1,242
	2,959,764	76,833	(85)		76,748
Swaps not designated as accounting hedges					
< 1 year	50,000	-	(612)		(612)
	50,000	-	(612)		(612)
Bond forwards designated as accounting hedges <sup>1</sup>					
1 to 5 years	350,000	734	(1,828)		(1,094)
> 5 years	25,000	41	-		41
	375,000	775	(1,828)		(1,053)
Bond forwards not designated as accounting hedges <sup>1</sup>					
1 to 5 years	41,550	32	(47)		(15)
> 5 years	150,750	235	(350)		(115)
	192,300	267	(397)		(130)
Total	\$ 3,577,064	\$ 77,875	\$ (2,922)	\$	74,953

thousands of Canadian dollars (Unaudited)							As	at June 30, 2015
Term (years)		Notional Amount		Derivative Asset	D	erivative Liability		Net Fair Value
Swaps designated as accounting hedges								
< 1 year	\$	1,425,664	\$	7,386	\$	(860)	\$	6,526
1 to 5 years	Ψ	2,032,000	Ψ	54,660	Ψ	(274)	Ψ	54,386
> 5 years		12,600		1,065		(2,7)		1,065
> 5 years		3,470,264		63,111		(1,134)		61,977
Swaps not designated as accounting hedges								
< 1 year		25,000		_		(368)		(368)
1 to 5 years		25,000		_		(290)		(290)
1 to 3 years		50,000		-		(658)		(658)
Bond forwards designated as accounting hedges <sup>1</sup>								
1 to 5 years		75,000		_		(593)		(593)
> 5 years		100,000		_		(563)		(563)
> 5 years		175,000		-		(1,156)		(1,156)
Bond forwards not designated as accounting hedges <sup>1</sup>								
1 to 5 years		4,500		_		(31)		(31)
•		17,650		12		(31) (80)		(31)
> 5 years		22,150		12		(111)		(68) (99)
Total	\$	3,717,414	\$	63,123	\$	(3,059)	¢	60,064
Total	Ψ	3,717,414	Ą	03,123	Ą	(3,039)	Ψ	00,004
thousands of Canadian dollars (Unaudited)							t De	cember 31, 2014
Term (years)		Notional Amount		Derivative Asset	Ľ	erivative Liability		Net Fair Value
Swaps designated as accounting hedges								
< 1 year	\$	1,457,414	\$	7,623	\$	(34)	\$	7,589
1 to 5 years		1,945,800		25,754		(36)		25,718
> 5 years		59,000		5,151		-		5,151
		3,462,214		38,528		(70)		38,458
Swaps not designated as accounting hedges								
1 to 5 years		50,000		-		(509)		(509)
		50,000		-		(509)		(509)
Bond forwards designated as accounting hedges <sup>1</sup>								
1 to 5 years		100,000		6		(391)		(385)
•		•		0				
> 5 years		75,000 175,000		6		(301) (692)		(301) (686)
		-,		<del>-</del>		(/		()
Bond forwards not designated as accounting hedges <sup>1</sup>								
1 to 5 years		6,600		-		(20)		(20)
> 5 years		83,500	_			(975)		(975)
		90,100		-		(995)		(995)
Total	\$	3,777,314	\$	38,534	\$	(2,266)	\$	36,268
<sup>1</sup> The term of the bond forward contracts is based on the term of the			Ψ	30,334	4	(2,200)	Ψ	30,200

 $<sup>{}^{1}\!\</sup>text{The term of the bond forward contracts}$  is based on the term of the underlying bonds.

The notional amount is not recorded as an asset or liability as it represents the face amount of the contract to which the rate or price is applied in order to calculate the amount of cash exchanged. Notional amounts do not represent the potential gain or loss associated with market risk and is not indicative of the credit risk associated with the derivatives.

#### 13. FAIR VALUE OF FINANCIAL INSTRUMENTS

The amounts set out in the following table represent the fair values of the Company's financial instruments. The valuation methods and assumptions are described below.

The estimated fair value amounts approximate the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants that are under no compulsion to act at the balance sheet date in the principal or most advantageous market which is accessible to the Company. For financial instruments carried at fair value that lack an active market, the Company applies present value and valuation techniques that use, to the greatest extent possible, observable market inputs. Because of the estimation process and the need to use judgement, the aggregate fair value amounts should not be interpreted as being necessarily realizable in an immediate settlement of the instruments.

The Company uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

Level 1: Significant inputs are quoted (unadjusted) prices in active markets for identical assets or liabilities. This level includes cash and cash equivalents, equity securities traded on the Toronto Stock Exchange and quoted corporate and government-backed debt instruments.

Level 2: Significant inputs are observable for the asset or liability, either directly or indirectly and are not quoted prices included within Level 1. This level includes loans held for sale, interest rate swaps, bond forwards, mutual funds, certain corporate debt instruments and senior debt.

Level 3: Significant inputs are unobservable for the asset or liability. This level includes retained interest, certain corporate debt instruments, securitized and non-securitized mortgages and loans, securitization receivables and liabilities, other assets and liabilities, and deposits.



The following table presents the fair value of financial instruments across the levels of the fair value hierarchy.

thousands of Canadian dollars (Unaudited)					As at Sept	tember 30, 2015
thousands of canadian donars (onduction)		Level 1	Level 2	Level 3	Fair Value	Carrying Value
Financial assets held for trading						
Cash and cash equivalents	\$	612,218 \$	- \$	- \$	612,218 \$	612,218
Loans held for sale		-	162,432	-	162,432	162,432
Derivative assets		-	77,875	-	77,875	77,875
Restricted assets		120,925	· <u>-</u>	-	120,925	120,925
Total financial assets held for trading		733,143	240,307	-	973,450	973,450
Financial instruments available for sale			· · · · · · · · · · · · · · · · · · ·		· ·	
Debt securities		227,940	-	10,286	238,226	238,226
Equity securities		175,155	-	· <u>-</u>	175,155	175,155
Restricted assets		373,208	_	_	373,208	373,208
Retained interest owned			_	78,457	78,457	78,457
Total financial instruments available for sale		776,303	-	88,743	865,046	865,046
Loans and receivables		,		337.13	000/01.0	000/010
Securitized mortgages		_	_	2,970,191	2,970,191	2,900,586
Non-securitized mortgages and loans		_	_	15,271,652	15,271,652	15,237,818
Securitization receivables		_	_	72,333	72,333	72,333
Other				107,114	107,114	107,114
Total loans and receivables		<del>-</del>		18,421,290	18,421,290	18,317,851
Total	\$	1,509,446 \$	240,307 \$	18,510,033 \$	20,259,786 \$	
	Ф.	1,509,446 \$	240,307 \$	10,510,033 \$	20,259,766 \$	20,156,347
Financial liabilities at amortized cost Deposits	\$	- \$	- \$	15,093,891 \$	15,093,891 \$	14,949,842
Senior debt	Φ	- •	155,416	15,075,071 \$	155,416	
Securitization liabilities		-	155,416	2 445 205		153,652
Other		-	-	3,415,205	3,415,205 283,421	3,318,118
		<u> </u>	-	283,421	,	283,421
Total financial liabilities carried at amortized cost		-	155,416	18,792,517	18,947,933	18,705,033
Financial liabilities at fair value  Derivative liabilities			0.000		0.000	2 222
	•	-	2,922	40.700.547	2,922	2,922
<u>Total</u>	\$	- \$	158,338 \$	18,792,517 \$	18,950,855 \$	18,707,955
the consideration dellaws (Harvidited)						
thousands of Canadian dollars (Unaudited)						s at June 30, 2015
		Level 1	Level 2	Level 3	As Fair Value	s at June 30, 2015 Carrying Value
Financial assets held for trading					Fair Value	Carrying Value
Financial assets held for trading Cash and cash equivalents	\$	Level 1 915,674 \$	- \$	Level 3 - \$	Fair Value 915,674 \$	Carrying Value 915,674
Financial assets held for trading Cash and cash equivalents Loans held for sale	\$		- \$ 21,304		Fair Value 915,674 \$ 21,304	Carrying Value 915,674 21,304
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets	\$	915,674 \$ - -	- \$		Fair Value 915,674 \$ 21,304 63,123	Carrying Value 915,674 21,304 63,123
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets	\$	915,674 \$ - - 130,975	- \$ 21,304 63,123 -		Fair Value  915,674 \$ 21,304 63,123 130,975	Carrying Value 915,674 21,304 63,123 130,975
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading	\$	915,674 \$ - -	- \$ 21,304		Fair Value 915,674 \$ 21,304 63,123	Carrying Value 915,674 21,304 63,123
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale	\$	915,674 \$ 130,975 1,046,649	- \$ 21,304 63,123 -	- \$ - - - -	915,674 \$ 21,304 63,123 130,975 1,131,076	Carrying Value 915,674 21,304 63,123 130,975 1,131,076
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading	\$	915,674 \$ - 130,975 1,046,649 229,217	- \$ 21,304 63,123 -		Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281	Carrying Value 915,674 21,304 63,123 130,975 1,131,076
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale	\$	915,674 \$ 130,975 1,046,649  229,217 208,935	- \$ 21,304 63,123 -	- \$ - - - -	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935	Carrying Value 915,674 21,304 63,123 130,975 1,131,076
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities	\$	915,674 \$ - 130,975 1,046,649 229,217	- \$ 21,304 63,123 -	- \$ - - - -	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281	Carrying Value 915,674 21,304 63,123 130,975 1,131,076
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities	\$	915,674 \$ 130,975 1,046,649  229,217 208,935	- \$ 21,304 63,123 -	- \$ - - - -	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935	Carrying Value 915,674 21,304 63,123 130,975 1,131,076 240,281 208,935
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets	\$	915,674 \$ 130,975 1,046,649  229,217 208,935	- \$ 21,304 63,123 - 84,427	- \$ - - - - 11,064 -	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210	Carrying Value 915,674 21,304 63,123 130,975 1,131,076 240,281 208,935 602,210
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned	\$	915,674 \$ 130,975 1,046,649  229,217 208,935 602,210 -	- \$ 21,304 63,123 - 84,427	- \$ - - - - 11,064 - - - 70,691	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691	Carrying Value 915,674 21,304 63,123 130,975 1,131,076 240,281 208,935 602,210 70,691
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale	\$	915,674 \$ 130,975 1,046,649  229,217 208,935 602,210 -	- \$ 21,304 63,123 - 84,427	- \$ - - - - 11,064 - - - 70,691	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691	Carrying Value 915,674 21,304 63,123 130,975 1,131,076 240,281 208,935 602,210 70,691
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale	\$	915,674 \$ 130,975 1,046,649  229,217 208,935 602,210 -	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117	Carrying Value 915,674 21,304 63,123 130,975 1,131,076 240,281 208,935 602,210 70,691 1,122,117
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages	\$	915,674 \$ 130,975 1,046,649  229,217 208,935 602,210 -	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117 2,885,773	Carrying Value 915,674 21,304 63,123 130,975 1,131,076 240,281 208,935 602,210 70,691 1,122,117 2,814,301
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans	\$	915,674 \$ 130,975 1,046,649  229,217 208,935 602,210 -	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278	Carrying Value 915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other	\$	915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812 91,862	Carrying Value 915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables	\$	915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812	Carrying Value  915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables		915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812 91,862 18,246,725	Carrying Value  915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables Total		915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812 91,862 18,246,725	Carrying Value 915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545 20,361,738
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables Total Financial liabilities at amortized cost	\$	915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812 91,862 18,246,725 20,499,918 \$	Carrying Value 915,674 21,304 63,123 130,975 1,131,076 240,281 208,935 602,210 70,691 1,122,117 2,814,301 15,111,570 90,812 91,862 18,108,545 20,361,738
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables Total Financial liabilities at amortized cost Deposits	\$	915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812 91,862 18,246,725 20,499,918 \$  15,124,109 \$ 153,155	Carrying Value 915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545 20,361,738
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables Total Financial liabilities at amortized cost Deposits Senior debt	\$	915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812 91,862 18,246,725 20,499,918 \$  15,124,109 \$ 153,155 3,619,417	Carrying Value  915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545 20,361,738 14,966,544 151,930 3,510,844
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables Total Financial liabilities at amortized cost Deposits Senior debt Securitization liabilities Other	\$	915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076   240,281 208,935 602,210 70,691 1,122,117   2,885,773 15,178,278 90,812 91,862 18,246,725 20,499,918 \$  15,124,109 \$ 153,155 3,619,417 312,383	Carrying Value  915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545 20,361,738  14,966,544 151,930 3,510,844 312,383
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables Total Financial liabilities at amortized cost Deposits Senior debt Securitization liabilities Other Total financial liabilities carried at amortized cost	\$	915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812 91,862 18,246,725 20,499,918 \$  15,124,109 \$ 153,155 3,619,417	Carrying Value  915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545 20,361,738 14,966,544 151,930 3,510,844
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables Total Financial liabilities at amortized cost Deposits Senior debt Securitization liabilities Other Total financial liabilities carried at amortized cost Financial liabilities at fair value	\$	915,674 \$	- \$ 21,304 63,123 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,885,773 15,178,278 90,812 91,862 18,246,725 20,499,918 \$ 153,155 3,619,417 312,383 19,209,064	Carrying Value  915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545 20,361,738  14,966,544 151,930 3,510,844 312,383 18,941,701
Financial assets held for trading Cash and cash equivalents Loans held for sale Derivative assets Restricted assets Total financial assets held for trading Financial instruments available for sale Debt securities Equity securities Restricted assets Retained interest owned Total financial instruments available for sale Loans and receivables Securitized mortgages Non-securitized mortgages and loans Securitization receivables Other Total loans and receivables Total Financial liabilities at amortized cost Deposits Senior debt Securitization liabilities Other Total financial liabilities carried at amortized cost	\$	915,674 \$	- \$ 21,304 63,123 - 84,427	- \$	Fair Value  915,674 \$ 21,304 63,123 130,975 1,131,076   240,281 208,935 602,210 70,691 1,122,117   2,885,773 15,178,278 90,812 91,862 18,246,725 20,499,918 \$  15,124,109 \$ 153,155 3,619,417 312,383	Carrying Value 915,674 21,304 63,123 130,975 1,131,076  240,281 208,935 602,210 70,691 1,122,117  2,814,301 15,111,570 90,812 91,862 18,108,545 20,361,738 14,966,544 151,930 3,510,844 312,383 18,941,701 3,059



thousands of Canadian dollars (Unaudited)				As at Dec	cember 31, 2014
	Level 1	Level 2	Level 3	Fair Value	Carrying Value
Financial assets held for trading					
Cash and cash equivalents	\$ 360,746 \$	- \$	- \$	360,746 \$	360,746
Loans held for sale	-	102,094	-	102,094	102,094
Derivative assets	-	38,534	-	38,534	38,534
Restricted assets	119,093	-	-	119,093	119,093
Total financial assets held for trading	479,839	140,628	-	620,467	620,467
Financial assets available for sale					
Debt securities	320,671	-	14,079	334,750	334,750
Equity securities	248,069	-	-	248,069	248,069
Restricted assets	297,443	4,547	-	301,990	301,990
Retained interest owned	-	-	58,685	58,685	58,685
Total financial instruments available for sale	866,183	4,547	72,764	943,494	943,494
Loans and Receivables					
Securitized mortgages	-	-	4,012,822	4,012,822	3,945,654
Non-securitized mortgages and loans	-	-	14,344,740	14,344,740	14,283,062
Securitization receivables	-	-	69,837	69,837	69,837
Other	-	-	69,638	69,638	69,638
Total loans and receivables	-	-	18,497,037	18,497,037	18,368,191
<u>Total</u>	\$ 1,346,022 \$	145,175 \$	18,569,801 \$	20,060,998 \$	19,932,152
Financial liabilities at amortized cost					
Deposits	\$ - \$	- \$	14,062,381 \$	14,062,381 \$	13,939,971
Senior debt	-	154,347	-	154,347	152,026
Securitization liabilities	-	-	4,410,496	4,410,496	4,303,463
Other	-	-	199,831	199,831	199,831
Total financial liabilities at amortized cost	-	154,347	18,672,708	18,827,055	18,595,291
Financial liabilities at fair value					
Derivative liabilities	-	2,266	-	2,266	2,266
Total	\$ - \$	156,613 \$	18,672,708 \$	18,829,321 \$	18,597,557

The Company did not transfer any financial instrument from Level 1 or Level 2 to Level 3 of the fair value hierarchy during the nine months ended September 30, 2015 or the nine months ended September 30, 2014.

The following methods and assumptions were used to estimate the fair values of financial instruments:

- Cash and cash equivalents, restricted cash (included in restricted assets), other assets and other liabilities approximate
  their carrying values due to their short-term nature.
- Available for sale securities are valued based on the quoted bid price. Third-party MBS are fair valued using average dealer quoted prices.
- Fair value of loans held for sale, all of which are insured, is determined by discounting the expected future cash flows of the loans at current market rates imputed by the realized sale of loans with similar terms.
- The fair value of the retained interest is determined by discounting the expected future cash flows using the current MBS spread over Government of Canada Bonds imputed from recent sale transactions.
- The fair value of securitization receivables is determined by discounting the expected future cash flows using current interest rate swap rates.
- Restricted assets include both securities valued based on quoted bid price and securities where fair value is determined using average dealer quoted prices.
- Securitized and non-securitized mortgages and loans are carried at amortized cost in the financial statements. For fair value disclosures, the fair value is estimated by discounting the expected future cash flows of the loans, adjusting for credit risk and prepayment assumptions at current market rates for offered loans with similar terms.
- Fair value of derivative financial instruments is calculated as described in Note 12.
- Retail deposits are not transferable by deposit holders. In the absence of such transfer transactions, fair value of deposits is determined by discounting the expected future cash flows of the deposits at offered rates for deposits with similar terms. The fair value of the institutional deposit notes is determined using current rates of Government of Canada Bonds, plus a spread. The rates reflect the credit risks of similar instruments.
- Fair value of securitization liabilities is determined using current market rates for MBS and CMB.
- Fair value of senior debt is determined using current market rates of Government of Canada Bonds, plus a spread. The rates reflect the credit risks of similar instruments.



#### 14. RISK MANAGEMENT

The Company is exposed to various types of risk owing to the nature of the business activities it carries on. Types of risk to which the Company is subject include credit, funding and liquidity, interest rate, investment, operational, reputational, and legislative and regulatory risk. The Company has adopted enterprise risk management (ERM) as a discipline for managing risk. The Company's ERM structure is supported by a governance framework that includes policies, management standards, guidelines, procedures and limits appropriate to each business activity. The policies are reviewed and approved annually by the Board of Directors.

A description of the Company's risk management policies and procedures is included in the shaded text of the Risk Management section of the Management's Discussion and Analysis included in this report. Significant exposures to credit and liquidity risks are described in Notes 4, 5, and 12 of this report.

#### 15. SUBSEQUENT EVENT

Acquisition of CFF Bank

On August 10, 2015, the Company, through its principal subsidiary Home Trust Company, entered into a definitive share purchase agreement with Canadian First Financial Group Inc. and MonCana Capital Corporation, a wholly owned subsidiary of Canadian First Financial Group Inc., to acquire all outstanding common shares of CFF Bank ("CFF"), a Schedule 1 bank under the Bank Act (Canada). CFF Bank is a Canadian retail bank offering deposit, mortgage and personal banking products.

On October 1, 2015, the Company, completed the acquisition of all outstanding common shares of CFF Bank, in an all-cash purchase transaction. The purchase price was \$17.8 million. The assets of \$237.3 million acquired included primarily cash and equivalents of \$137.5 million and total loans of \$93.9 million. The liabilities of \$220.0 million included \$217.8 million of deposits and secured borrowing. The Company is in the process of finalizing the purchase price allocation.

The acquisition will be recorded in the fourth quarter of 2015 and is not expected to have a material impact on 2015 annual earnings.



# CORPORATE DIRECTORY & SHAREHOLDER INFORMATION

HOME CAPITAL GROUP INC.

145 King Street West, Suite 2300 Toronto, Ontario M5H 1J8

#### Directors

Kevin P.D. Smith Chairman of the Board

Jacqueline E. Beaurivage Robert J. Blowes William Falk Diana L. Graham John M. E. Marsh Robert A. Mitchell, CPA, CA Gerald M. Soloway Bonita Then William J. Walker

William A. Dimma Chairman Emeritus Officers

Gerald M. Soloway Chief Executive Officer

Martin Reid President

Brian R. Mosko

Chief Operating Officer and Executive Vice President

Robert Morton, CPA, CMA Chief Financial Officer and Executive Vice President

Pino Decina

Executive Vice President, Residential Mortgage Lendina

John R. K. Harry

Executive Vice President, Commercial Mortgage Lending

Chris Ahlvik, LL.B. Executive Vice President, Corporate Counsel

Greg Parker Chief Risk Officer and Executive Vice President Fariba Rawhani Executive Vice President, Chief Information Officer

Dinah Henderson Executive Vice President. Operations

Marie Holland, CPA, CA Senior Vice President, Internal Audit

John Hong

Senior Vice President, Chief Compliance Officer and Chief Anti-Money Laundering Officer

Stephen Copperthwaite, CMA, ORMP

Senior Vice President, Business Risk Management & Analytics

Carol Ferguson Senior Vice President, Human Resources

Benjy Katchen Senior Vice President. Deposits & Credit Cards **Auditors** 

Ernst & Young LLP Chartered Accountants Toronto, Ontario

**Principal Bankers** 

Bank of Montreal Bank of Nova Scotia

**Transfer Agent** 

Computershare Investor Services Inc. 100 University Avenue Toronto, Ontario M5J 2Y1 Tel: 1-800-564-6253

**Capital Stock** 

As at September 30, 2015 there were 70,159,680 Common Shares outstanding.

Stock Listing

Toronto Stock Exchange, Ticker Symbol: HCG

**Options Listing** 

Montreal Stock Exchange, Ticker Symbol: HCG

HOME TRUST COMPANY

145 King Street West Suite 2300 Toronto, Ontario M5H 1J8 Directors

Kevin P.D. Smith Chairman of the Board Jacqueline E. Beaurivage Robert J. Blowes William Falk

Diana L. Graham John M. E. Marsh

Robert A. Mitchell, CPA, CA

Martin Reid Gerald M. Soloway Bonita Then

Hon. William G. Davis PC, CC, QC Chairman Emeritus

**BRANCHES** 

**Toronto** 

145 King Street West Suite 2300 Toronto, Ontario M5H IJ8 Tel: (416) 360-4663 1-800-990-7881 Fax: (416) 363-7611

1-888-470-2092

**Calgary** 507 – 10<sup>th</sup> Avenue SW Calgary, Alberta T2R 0A8 Tel: (403) 244-2432 1-866-235-3081 Fax: (403) 244-6542 1-866-544-3081

Vancouver

200 Granville Street Suite 1288 Vancouver, B.C. V6C 1S4 Tel: (604) 484-4663 1-866-235-3080 Fax: (604) 484-4664 1-866-564-3524

Halifax

1949 Upper Water Street Suite 101 Halifax, Nova Scotia B3J 3N3 Tel: (902) 422-4387 1-888-306-2421 Fax: (902) 422-8891 1-888-306-2435

Montreal

2020 Boulevard Robert-Bourassa Suite 2420 Montreal, Quebec H3A 2A5 Tel: (514) 843-0129 1-866-542-0129 Fax: (514) 843-7620

Winnipeg

1-866-620-7620

201 Portage Avenue 18<sup>th</sup> Floor Winnipeg, Manitoba R3B 3K6 Tel: (204) 942-1619 Fax: (204) 942-1638

For Shareholder Information. Please Contact:

Chris Ahlvik Executive Vice President, Corporate Counsel Home Capital Group Inc. 145 King Street West, Suite 2300 Toronto, Ontario M5H 1J8 Tel: (416) 360-4663

Websites

Home Capital Group Inc. www.homecapital.com Home Trust Company www.hometrust.ca

Fax: (416) 363-7611

Quarterly Conference Call and Webcast

Our quarterly conference call and live audio webcast with management took place on Thursday, November 5, 2015 at 10:30 AM ET. The webcast will be archived at www.homecapital.com for 90 davs.

William J. Walker

**Investor Information Service** Home Capital Group Inc. has established an e-mail investor information service. Sign up at www.homecapital.com to receive quarterly reports, press releases, the annual report, the management information circular, and other

information pertaining to the Company.