



## **Supplemental Financial Information**

**For the quarter ended January 31, 2019  
(unaudited)**

### **Page**

1	Highlights
2	Net Income
3	Net Interest Income, Non-Interest Income and Total Revenue
4	Non-Interest Expenses
5	Balance Sheet
6	Impaired Loans and Allowance for Credit Losses
7	Basel III Disclosure
8	Leverage Ratio Disclosure

### **Use of this Report**

This financial information is supplementary to the Bank's first quarter unaudited interim consolidated financial statements, management discussion and analysis, and its 2018 audited financial statements and should be read in conjunction with those documents.

This report is unaudited and all amounts are in thousands of Canadian dollars, unless indicated otherwise.

**VERSABANK  
HIGHLIGHTS  
(unaudited)  
(C\$ thousands)**

Page 1

	QUARTER					YEAR ENDED		
	2019	2018				2018	2017	2016
	Q1	Q4	Q3	Q2	Q1			
<b>Results of Operations</b>								
Interest income	\$ 21,959	\$ 22,036	\$ 20,446	\$ 19,363	\$ 19,069	\$ 80,914	\$ 71,765	\$ 69,662
Net interest income	13,440	13,707	12,965	12,432	12,395	51,499	43,983	43,226
Non-interest income	19	120	17	37	12	186	(141)	1,273
Total revenue	13,459	13,827	12,982	12,469	12,407	51,685	43,842	44,499
Provision for credit losses (recovery)	(289)	191	128	(50)	65	334	(125)	871
Non-interest expenses	6,954	6,423	6,408	6,617	6,890	26,338	27,190	25,956
Restructuring charges	-	-	-	-	-	-	2,045	1,092
Net income before income tax	6,794	7,213	6,446	5,902	5,452	25,013	14,732	16,580
Income tax provision (recovery)	1,862	2,049	1,768	1,646	1,476	6,939	(4,740)	3,288
Net income	\$ 4,932	\$ 5,164	\$ 4,678	\$ 4,256	\$ 3,976	\$ 18,074	\$ 19,472	\$ 13,292
<b>Per Common Share (\$'s)</b>								
Basic earnings per share	0.21	0.21	0.20	0.18	0.16	0.75	0.83	0.32
Diluted earnings per share	0.21	0.21	0.20	0.18	0.16	0.75	0.83	0.32
Return on average common equity	8.86%	9.53%	8.72%	8.25%	7.50%	8.50%	10.29%	4.15%
Book value/share	9.39	9.19	8.99	8.80	8.64	9.19	8.48	7.79
Closing market price (common share)	7.43	7.05	6.88	7.05	7.17	7.05	5.80	5.10
Weighted average number of common shares	21,124	21,124	21,124	21,124	21,124	21,124	20,864	19,861
Number of common shares outstanding at period end	21,124	21,124	21,124	21,124	21,124	21,124	20,095	20,095
Total market value of common shares	156,951	148,924	145,333	148,924	151,459	148,924	116,551	102,485
<b>Financial Ratios</b>								
Yield	4.90%	4.82%	4.55%	4.59%	4.41%	4.58%	4.19%	4.20%
Cost of funds	1.90%	1.82%	1.67%	1.64%	1.54%	1.66%	1.62%	1.64%
Net interest income (%)	3.00%	3.00%	2.88%	2.95%	2.87%	2.91%	2.57%	2.55%
Non-interest expenses to average total assets (annualized)	1.55%	1.41%	1.43%	1.57%	1.59%	1.49%	1.59%	1.53%
Efficiency ratio	51.67%	46.45%	49.36%	53.07%	55.53%	50.96%	62.02%	58.33%
Number of full time equivalent staff at period end	86	86	86	82	81	86	80	80
Assets to full time employee	\$ 20,400	\$ 21,135	\$ 21,231	\$ 21,350	\$ 21,069	\$ 21,135	\$ 21,644	\$ 21,136
<b>Credit Quality</b>								
Gross impaired loans	\$ 19,630	\$ 627	\$ 627	\$ 627	\$ 627	\$ 627	\$ 627	\$ 627
Gross impaired loans as a % of total loans	1.22%	0.04%	0.04%	0.04%	0.04%	0.04%	0.04%	0.04%
Net impaired loans	\$ 17,266	\$ (2,132)	\$ (1,941)	\$ (1,813)	\$ (1,863)	\$ (2,132)	\$ (1,798)	\$ (3,031)
Provision for credit losses as a % of average loans	-0.02%	0.01%	0.03%	0.00%	0.02%	0.02%	-0.01%	0.06%
<b>Financial Position</b>								
Cash and securities	\$ 105,193	\$ 139,798	\$ 125,231	\$ 144,220	\$ 84,658	\$ 139,798	\$ 160,171	\$ 103,579
Cash and securities to total assets (%)	6.02%	7.73%	6.90%	8.24%	4.96%	7.73%	9.29%	6.15%
Total loans	1,603,185	1,631,026	1,649,326	1,564,424	1,577,675	1,631,026	1,520,857	1,534,893
Mortgages and loans to total assets (%)	91.81%	90.16%	90.86%	89.36%	92.44%	90.16%	88.16%	91.12%
Total assets	1,746,278	1,809,130	1,815,234	1,750,697	1,706,613	1,809,130	1,725,049	1,684,523
Average assets	1,777,704	1,812,182	1,782,966	1,728,656	1,715,832	1,767,089	1,714,725	1,694,462
Deposits	1,371,123	1,437,431	1,450,615	1,393,916	1,353,142	1,437,431	1,376,006	1,343,612
Subordinated notes payable	9,859	9,844	9,829	9,814	9,799	9,844	9,786	9,772
Shareholders' equity	227,710	223,567	219,164	215,247	211,752	223,567	208,541	206,267

**VERSABANK**  
**NET INCOME**  
(unaudited)  
(C\$ thousands except per share amounts)

Page 2

	QUARTER					YEAR ENDED		
	2019	2018				2018	2017	2016
	Q1	Q4	Q3	Q2	Q1			
<b>Interest Income</b>								
Loans	\$ 21,130	\$ 21,315	\$ 19,894	\$ 18,732	\$ 18,568	\$ 78,509	\$ 70,424	\$ 68,496
Securities	829	721	552	631	501	2,405	1,341	1,166
Total interest income	21,959	22,036	20,446	19,363	19,069	80,914	71,765	69,662
Yield %	4.90%	4.82%	4.55%	4.59%	4.41%	4.58%	4.19%	4.11%
<b>Interest Expense</b>								
Deposits and other	8,302	8,113	7,264	6,721	6,459	28,557	26,473	29,855
Notes	217	216	217	210	215	858	1,309	1,403
Total interest expense	8,519	8,329	7,481	6,931	6,674	29,415	27,782	31,258
Cost of funds %	1.90%	1.82%	1.67%	1.64%	1.54%	1.66%	1.62%	1.83%
Net interest income	13,440	13,707	12,965	12,432	12,395	51,499	43,983	38,404
Spread %	3.00%	3.00%	2.88%	2.95%	2.87%	2.91%	2.57%	2.27%
Non-interest income	19	120	17	37	12	186	(141)	1,273
Total revenue	13,459	13,827	12,982	12,469	12,407	51,685	43,842	39,677
Provision for credit losses (recovery)	(289)	191	128	(50)	65	334	(125)	871
	13,748	13,636	12,854	12,519	12,342	51,351	43,967	38,806
Non-interest expenses	6,954	6,423	6,408	6,617	6,890	26,338	27,190	25,956
Restructuring charges	-	-	-	-	-	-	2,045	1,092
	6,954	6,423	6,408	6,617	6,890	26,338	29,235	27,048
Net income before taxes	6,794	7,213	6,446	5,902	5,452	25,013	14,732	11,758
Income taxes (recovery)	1,862	2,049	1,768	1,646	1,476	6,939	(4,740)	3,288
<b>Net income</b>	\$ 4,932	\$ 5,164	\$ 4,678	\$ 4,256	\$ 3,976	\$ 18,074	\$ 19,472	\$ 8,470
<b>Earnings per common share:</b>								
Basic	\$ 0.21	\$ 0.21	\$ 0.20	\$ 0.18	\$ 0.16	\$ 0.75	\$ 0.83	\$ 0.32
Diluted	\$ 0.21	\$ 0.21	\$ 0.20	\$ 0.18	\$ 0.16	\$ 0.75	\$ 0.83	\$ 0.32
<b>Comprehensive Income</b>								
Net income	\$ 4,932	\$ 5,164	\$ 4,678	\$ 4,256	\$ 3,976	\$ 18,074	\$ 19,472	\$ 8,470
Other comprehensive income (loss), net of tax								
Net unrealized gains (losses) on assets held as available-for-sale	-	-	-	-	(4)	(4)	(2)	(7)
Amount transferred to net income (loss) for available-for-sale assets	-	-	-	-	-	-	-	-
	-	-	-	-	(4)	(4)	(2)	(7)
<b>Total comprehensive income</b>	\$ 4,932	\$ 5,164	\$ 4,678	\$ 4,256	\$ 3,972	\$ 18,070	\$ 19,470	\$ 8,463

**VERSABANK**  
**NET INTEREST INCOME, NON-INTEREST INCOME AND TOTAL REVENUES**  
(unaudited)  
(C\$ thousands)

Page 3

	QUARTER					YEAR ENDED		
	2019	2018				2018	2017	2016
	Q1	Q4	Q3	Q2	Q1			
Net Interest Income	\$ 13,440	\$ 13,707	\$ 12,965	\$ 12,432	\$ 12,395	\$ 51,499	\$ 43,983	\$ 38,404
<b>Net Interest Income (NII)</b>	13,440	13,707	12,965	12,432	12,395	51,499	43,983	38,404
Credit card non-interest revenue	-	-	-	-	-	-	(215)	1,234
Other income	19	120	17	37	12	186	74	39
<b>Total non-interest income</b>	19	120	17	37	12	186	(141)	1,273
<b>Total revenue</b>	\$ 13,459	\$ 13,827	\$ 12,982	\$ 12,469	\$ 12,407	\$ 51,685	\$ 43,842	\$ 39,677
Non-interest income as a % of total revenue	0.14%	0.87%	0.13%	0.30%	0.10%	0.36%	-0.32%	3.21%
Net interest income per average assets	3.00%	3.00%	2.88%	2.90%	2.87%	2.91%	2.57%	2.32%

(unaudited)  
(C\$ thousands)

	QUARTER					YEAR ENDED		
	2019	2018				2018	2017	2016
	Q1	Q4	Q3	Q2	Q1			
<b>Average loans</b>	\$ 1,617,106	\$ 1,640,176	\$ 1,606,875	\$ 1,613,501	\$ 1,549,266	\$ 1,575,942	\$ 1,542,235	\$ 1,491,277
<b>Average total assets</b>	\$ 1,777,704	\$ 1,812,182	\$ 1,782,966	\$ 1,760,925	\$ 1,715,832	\$ 1,767,089	\$ 1,714,725	\$ 1,655,165

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

	QUARTER					YEAR ENDED		
	2019	2018				2018	2017	2016
	Q1	Q4	Q3	Q2	Q1			
<b>Salaries and Employee Benefits</b>								
Salaries	\$ 3,343	\$ 3,061	\$ 3,141	\$ 2,888	\$ 2,882	\$ 11,972	\$ 11,207	\$ 11,508
Employee benefits	562	638	590	551	586	2,365	2,449	2,582
Total	3,905	3,699	3,731	3,439	3,468	14,337	13,656	14,090
<b>Premises</b>								
Rent	151	180	174	184	178	716	731	713
Depreciation	180	222	137	137	127	623	553	776
Other	316	265	219	281	200	965	851	896
Total	647	667	530	602	505	2,304	2,135	2,385
<b>General and administrative</b>								
Capital taxes and other assessments	484	409	853	775	1,064	3,101	3,939	3,186
Insurance	118	124	115	122	123	484	456	415
Listing, sustaining and annual meeting fees	85	47	44	104	71	266	723	284
Marketing and business development	91	70	79	103	99	351	386	373
Professional fees and consulting services	536	406	241	290	822	1,759	1,611	950
Credit card administration	-	-	-	-	-	-	471	1,316
Other	1,088	1,001	815	1,182	738	3,736	3,813	2,957
Total	2,402	2,057	2,147	2,576	2,917	9,697	11,399	9,481
<b>Restructuring charges</b>	-	-	-	-	-	-	2,045	1,092
<b>Total non-interest expenses</b>	\$ 6,954	\$ 6,423	\$ 6,408	\$ 6,617	\$ 6,890	\$ 26,338	\$ 29,235	\$ 27,048

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

	QUARTER					YEAR ENDED		
	2019	2018				2018	2017	2016
	Q1	Q4	Q3	Q2	Q1			
<b>Cash and cash equivalents</b>	\$ 95,203	\$ 129,781	\$ 122,257	\$ 144,220	\$ 84,658	\$ 129,781	\$ 159,909	\$ 93,964
<b>Securities</b>	9,990	10,017	2,974	-	-	\$ 10,017	\$ 262	\$ 9,958
<b>Total</b>	<b>105,193</b>	<b>139,798</b>	<b>125,231</b>	<b>144,220</b>	<b>84,658</b>	<b>139,798</b>	<b>160,171</b>	<b>103,922</b>
<b>Loans</b>								
Commercial real estate	568,331	594,627	624,707	558,061	570,345	594,627	559,501	532,810
Non-commercial real estate	60,328	91,517	78,218	105,420	108,577	91,517	82,080	104,654
Corporate and public sector	48,845	50,922	54,090	57,409	61,829	50,922	69,544	114,047
Structured finance	921,303	889,822	888,077	839,853	833,392	889,822	806,347	783,669
Credit card receivables	-	-	-	-	-	-	-	26,012
Allowance for credit losses	(2,364)	(2,759)	(2,568)	(2,440)	(2,490)	(2,759)	(2,425)	(3,031)
Accrued interest	6,742	6,897	6,802	6,121	6,022	6,897	5,810	5,451
<b>Total</b>	<b>1,603,185</b>	<b>1,631,026</b>	<b>1,649,326</b>	<b>1,564,424</b>	<b>1,577,675</b>	<b>1,631,026</b>	<b>1,520,857</b>	<b>1,563,612</b>
<b>Other assets</b>								
Capital assets	8,368	8,390	6,098	8,096	8,033	8,390	8,020	4,330
Other assets	29,532	29,916	34,579	33,957	36,247	29,916	36,001	32,536
<b>Total</b>	<b>37,900</b>	<b>38,306</b>	<b>40,677</b>	<b>42,053</b>	<b>44,280</b>	<b>38,306</b>	<b>44,021</b>	<b>36,866</b>
<b>Total assets</b>	<b>\$ 1,746,278</b>	<b>\$ 1,809,130</b>	<b>\$ 1,815,234</b>	<b>\$ 1,750,697</b>	<b>\$ 1,706,613</b>	<b>\$ 1,809,130</b>	<b>\$ 1,725,049</b>	<b>\$ 1,704,400</b>
<b>Deposits</b>								
Demand	\$ 13,921	\$ 15,231	\$ 16,375	\$ 17,256	\$ 18,589	\$ 15,231	\$ 18,983	\$ 17,458
Trustee chequing accounts	395,225	395,994	333,362	334,081	287,937	\$ 395,994	275,182	189,074
Term (including accrued interest)	961,977	1,026,206	1,100,878	1,042,579	1,046,616	\$ 1,026,206	1,081,841	1,163,115
<b>Total</b>	<b>1,371,123</b>	<b>1,437,431</b>	<b>1,450,615</b>	<b>1,393,916</b>	<b>1,353,142</b>	<b>1,437,431</b>	<b>1,376,006</b>	<b>1,369,647</b>
<b>Securitization liabilities</b>	33,490	33,310	33,462	33,283	33,435	33,310	33,256	43,585
<b>Other liabilities</b>	104,096	104,978	102,164	98,437	98,485	104,978	97,460	91,217
<b>Subordinated notes payable</b>	9,859	9,844	9,829	9,814	9,799	9,844	9,786	14,067
<b>Shareholders' equity</b>								
Share capital	182,094	182,094	182,094	182,094	182,094	182,094	182,094	176,706
Retained earnings (deficit)	45,616	41,473	37,070	33,153	29,658	41,473	26,443	9,172
Accumulated other comprehensive income	-	-	-	-	-	-	4	6
<b>Total</b>	<b>227,710</b>	<b>223,567</b>	<b>219,164</b>	<b>215,247</b>	<b>211,752</b>	<b>223,567</b>	<b>208,541</b>	<b>185,884</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 1,746,278</b>	<b>\$ 1,809,130</b>	<b>\$ 1,815,234</b>	<b>\$ 1,750,697</b>	<b>\$ 1,706,613</b>	<b>\$ 1,809,130</b>	<b>\$ 1,725,049</b>	<b>\$ 1,704,400</b>

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

Page 6

	QUARTER					YEAR ENDED		
	2019	2018				2018	2017	2016
	Q1	Q4	Q3	Q2	Q1			
<b>Gross impaired loans</b>								
Residential mortgages	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Commercial and government loans	19,003	-	-	-	-	-	-	-
Other loans	627	627	627	627	627	627	627	-
Total gross impaired loans	\$ 19,630	\$ 627	\$ 627	\$ 627	\$ 627	\$ 627	\$ 627	\$ -
<b>Allowance for credit losses</b>								
Individual allowance	\$ 400	\$ 400	\$ 200	\$ 200	\$ 200	\$ 400	\$ 200	\$ -
Collective allowance	1,964	2,359	2,368	2,240	2,290	2,359	2,225	1,976
Collective allowance - credit cards and other	-	-	-	-	-	-	-	1,055
Total allowance for credit losses	\$ 2,364	\$ 2,759	\$ 2,568	\$ 2,440	\$ 2,490	\$ 2,759	\$ 2,425	\$ 3,031
<b>Reconciliation of allowance for credit losses</b>								
Balance, beginning of period	\$ 2,759	\$ 2,568	\$ 2,440	\$ 2,490	\$ 2,425	\$ 2,425	\$ 3,031	\$ 3,212
IFRS 9 transition	(106)	-	-	-	-	-	-	-
Provision for credit losses	(289)	191	128	(50)	65	334	(125)	871
Recoveries (write-offs)	-	-	-	-	-	-	(481)	(1,052)
Balance, end of period	\$ 2,364	\$ 2,759	\$ 2,568	\$ 2,440	\$ 2,490	\$ 2,759	\$ 2,425	\$ 3,031
Total net impaired loans	\$ 17,266	\$ (2,132)	\$ (1,941)	\$ (1,813)	\$ (1,863)	\$ (2,132)	\$ (1,798)	\$ (3,031)
Total loans	\$ 1,603,185	\$ 1,631,026	\$ 1,649,326	\$ 1,564,424	\$ 1,577,675	\$ 1,631,026	\$ 1,520,857	\$ 1,563,612
Gross impaired loans as a % of total loans	1.22%	0.04%	0.04%	0.04%	0.04%	0.04%	0.04%	0.00%
Provision for credit losses as a % of average loans	-0.02%	0.01%	0.03%	0.00%	0.02%	0.02%	-0.01%	0.06%

**VERSABANK**  
**BASEL III DISCLOSURE**  
(unaudited)  
(C\$ thousands)

**Modified Capital Disclosure Template**

**Common Equity Tier 1 capital: instruments and reserves**

1	Directly issued qualifying common share capital
2	Retained earnings
3	Accumulated other comprehensive income
6	Common Equity Tier 1 capital before regulatory adjustments
28	Total regulatory adjustments to Common Equity Tier 1
29	Common Equity Tier 1 capital (CET1)

**Additional Tier 1 capital: instruments**

30	Directly issued qualifying Additional Tier 1 instruments
45	Tier 1 capital (T1 = CET1 + AT1)

**Tier 2 capital: instruments and allowances**

47	Directly issued capital instruments subject to phase out from Tier 2
51	Tier 2 capital before regulatory adjustments
57	Total regulatory adjustments to Tier 2 capital
58	Tier 2 capital (T2)

59 Total regulatory capital (TC = T1 + T2)

60 Total risk-weighted assets

**Capital ratios**

61	Common Equity Tier 1 ( as a % of risk-weighted assets)
62	Tier 1 ( as a % of risk-weighted assets)
63	Total regulatory capital ( as a % of risk-weighted assets)

**OSFI all-in target**

69	Common Equity Tier 1 all-in target ratio
70	Tier 1 capital all-in target ratio
71	Total regulatory capital all-in target ratio

**Capital instruments subject to phase-out arrangements**

84	Current cap on T2 instruments subject to phase-out arrangements
85	Amounts excluded from T2 due to cap

ALL-IN					
2019	2018				
Q1	Q4	Q3	Q2	Q1	
\$ 152,757	\$ 152,757	\$ 152,757	\$ 152,757	\$ 152,757	\$ 152,757
45,616	41,473	37,070	33,153	29,658	29,658
-	-	-	-	-	-
198,373	194,230	189,827	185,910	182,415	182,415
18,562	20,175	22,052	23,637	25,113	25,113
179,811	174,055	167,775	162,273	157,302	157,302
29,337	29,337	29,337	29,337	29,337	29,337
209,148	203,392	197,112	191,610	186,639	186,639
10,000	10,000	10,000	10,000	10,000	10,000
10,000	10,000	10,000	10,000	10,000	10,000
6,000	6,000	6,000	6,000	4,000	4,000
4,000	4,000	4,000	4,000	6,000	6,000
\$ 213,148	\$ 207,392	\$ 201,112	\$ 195,610	\$ 192,639	\$ 192,639
\$ 1,466,154	\$ 1,502,549	\$ 1,532,135	\$ 1,465,303	\$ 1,473,420	\$ 1,473,420
12.26%	11.58%	10.95%	11.07%	10.68%	10.68%
14.27%	13.54%	12.87%	13.08%	12.67%	12.67%
14.54%	13.80%	13.13%	13.35%	13.07%	13.07%
7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
8.50%	8.50%	8.50%	8.50%	8.50%	8.50%
10.50%	10.50%	10.50%	10.50%	10.50%	10.50%
\$ 25,750	\$ 25,750	\$ 25,750	\$ 25,750	\$ 25,750	\$ 25,750
-	-	-	-	-	-

**Modified Capital Disclosure Template**

29	Common Equity Tier 1 capital (CET1)
45	Tier 1 capital (T1 = CET1 + AT1)
59	Total regulatory capital (TC = T1 + T2)

60 Total risk-weighted assets

**Capital ratios**

61	Common Equity Tier 1 ( as a % of risk-weighted assets)
62	Tier 1 ( as a % of risk-weighted assets)
63	Total regulatory capital ( as a % of risk-weighted assets)

TRANSITIONAL					
2019	2018				
Q1	Q4	Q3	Q2	Q1	
\$ 183,523	\$ 178,090	\$ 172,186	\$ 167,000	\$ 162,325	\$ 162,325
\$ 212,860	\$ 207,427	\$ 201,523	\$ 196,337	\$ 191,721	\$ 191,721
\$ 216,860	\$ 211,427	\$ 205,523	\$ 200,337	\$ 197,721	\$ 197,721
\$ 1,469,867	\$ 1,506,584	\$ 1,536,545	\$ 1,470,030	\$ 1,478,443	\$ 1,478,443
12.49%	11.82%	11.21%	11.36%	10.98%	10.98%
14.48%	13.77%	13.12%	13.36%	12.97%	12.97%
14.75%	14.03%	13.38%	13.63%	13.37%	13.37%



**VERSABANK**  
**LEVERAGE RATIO DISCLOSURE**  
(unaudited)  
(C\$ thousands)

	All-in				
	2019	2018			
	Q1	Q4	Q3	Q2	Q1
<b>On-Balance Sheet Exposures</b>					
1 On-balance sheet assets	\$ 1,746,278	\$ 1,809,130	\$ 1,815,234	\$ 1,750,697	\$ 1,706,613
2 Asset amounts deducted in determining Basel III 'all-in' Tier 1 Capital	(18,562)	(20,175)	(22,052)	(23,637)	(25,113)
3 Total on-balance sheet exposures	1,727,716	1,788,955	1,793,182	1,727,060	1,681,500
<b>Other Off-Balance Sheet Exposures</b>					
17 Off-balance sheet exposure at gross notional amount	\$ 223,657	\$ 210,154	\$ 262,455	\$ 265,644	\$ 282,807
18 Adjustments for conversion to credit equivalent amounts	(142,012)	(123,345)	(157,101)	(152,330)	(160,126)
19 Off-balance sheet items	81,645	86,809	105,354	113,314	122,681
<b>Capital and Total Exposures</b>					
20 Tier 1 Capital	209,148	203,392	197,112	191,610	186,639
21 Total Exposures	1,809,361	1,875,764	1,898,536	1,840,374	1,804,181
<b>Leverage Ratios</b>					
22 Basel III leverage ratio	11.56%	10.84%	10.38%	10.41%	10.34%