

# TD Bank Group Investor Presentation

Q2 2013

# Caution regarding forward-looking statements D



From time to time, the Bank makes written and/or oral forward-looking statements, including in this document, in other filings with Canadian regulators or the U.S. Securities and Exchange Commission, and in other communications. In addition, representatives of the Bank may make forward-looking statements orally to analysts, investors, the media and others. All such statements are made pursuant to the "safe harbour" provisions of, and are intended to be forward-looking statements under, applicable Canadian and U.S. securities legislation, including the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements include, but are not limited to, statements made in this document, the Management's Discussion and Analysis in the Bank's 2012 Annual Report ("2012 MD&A") under the headings "Economic Summary and Outlook", for each business segment "Business Outlook and Focus for 2013" and in other statements regarding the Bank's objectives and priorities for 2013 and beyond and strategies to achieve them, and the Bank's anticipated financial performance. Forward-looking statements are typically identified by words such as "will". "should", "believe", "expect", "anticipate", "intend", "estimate", "plan", "may", and "could".

By their very nature, these statements require the Bank to make assumptions and are subject to inherent risks and uncertainties, general and specific. Especially in light of the uncertainty related to the financial, economic, political, and regulatory environments, such risks and uncertainties – many of which are beyond the Bank's control and the effects of which can be difficult to predict – may cause actual results to differ materially from the expectations expressed in the forward-looking statements. Risk factors that could cause such differences include: credit, market (including equity, commodity, foreign exchange, and interest rate), liquidity, operational (including technology), reputational, insurance, strategic, regulatory, legal, environmental, capital adequacy, and other risks, all of which are discussed in the 2012 MD&A. Examples of such risk factors include the impact of recent U.S. legislative developments, as discussed under "Significant Events in 2012" in the "Financial Results Overview" section of the 2012 MD&A; changes to and new interpretations of capital and liquidity guidelines and reporting instructions; changes to the Bank's credit ratings; increased funding costs for credit due to market illiquidity and competition for funding; the failure of third parties to comply with their obligations to the Bank or its affiliates relating to the care and control of information; disruptions in or attacks (including cyber attacks) on the Bank's information technology, internet, network access or other voice or data communications systems or services; and the overall difficult litigation environment, including in the United States. We caution that the preceding list is not exhaustive of all possible risk factors and other factors could also adversely affect the Bank's results. For more detailed information, please see the "Risk Factors and Management" section of the 2012 MD&A. All such factors should be considered carefully, as well as other uncertainties and potential events, and the inherent uncertainty of forward-looking statements, when making decisions with respect to the Bank and we caution readers not to place undue reliance on the Bank's forward-looking statements.

Material economic assumptions underlying the forward-looking statements contained in this document are set out in the 2012 MD&A under the headings "Economic Summary and Outlook", as updated in this document; and for each business segment, "Business Outlook and Focus for 2013", as updated in this document under the headings "Business Outlook".

Any forward-looking statements contained in this document represent the views of management only as of the date hereof and are presented for the purpose of assisting the Bank's shareholders and analysts in understanding the Bank's financial position, objectives and priorities and anticipated financial performance as at and for the periods ended on the dates presented, and may not be appropriate for other purposes. The Bank does not undertake to update any forward-looking statements, whether written or oral, that may be made from time to time by or on its behalf, except as required under applicable securities legislation.

# TD Bank Group – Key Messages



1 Top 10 Retail Focused North American Bank

6<sup>th</sup> largest bank by Market Cap and Total Assets<sup>1</sup>

**2** Proven Performance

Delivering
top tier long
term shareholder
returns

3 Strong Balance Sheet and Capital Position

Highly rated by all major credit rating agencies

4 Focused on Growth Opportunities

Targeting **7-10%**adjusted EPS
growth over the
medium term<sup>2</sup>

# **TD Bank Group**



## **Our Businesses**

#### **Canadian Personal & Commercial**

- Personal banking
- Small business and commercial banking

#### Wealth & Insurance

- Direct investing
- Advice-based wealth business
- Asset management
- Insurance

#### **U.S. Personal & Commercial**

- Personal banking
- Small business and commercial banking
- Corporate and specialty banking

#### **Wholesale**

- Research
- Investment banking
- Capital markets
- Global transaction banking



**Lower-risk retail focused North American bank** 

<sup>1.</sup> Number of North American retail outlets at the end of Q2/13.

<sup>2.</sup> Q2/13 is the period from February 1, 2013 to April 30, 2013.

<sup>3.</sup> Total Deposits based on total of average personal and business deposits during Q2/13. U.S. deposits include TD Ameritrade Insured Deposit Accounts (IDAs).

<sup>4.</sup> Total Loans based on total of average personal and business loans during Q2/13.

<sup>5.</sup> For trailing four quarters ended Q2/13. See slide 4, footnote 3 for definition of adjusted results.

<sup>6.</sup> Average number of full-time equivalent staff during Q2/13.

# Simple Strategy, Consistent Focus



## **Building the Better Bank**

## **North America**

- Top 10 Bank in North America<sup>1</sup>
- One of only a few banks globally to be rated Aa1 by Moody's<sup>2</sup>
- Leverage platform and brand for growth
- Strong employment brand

## **Retail Earnings Focus**

- Leader in customer service and convenience
- Over 80% of adjusted earnings from retail<sup>3,4</sup>

- Strong organic growth engine
- Better return for risk undertaken<sup>5</sup>

#### **Franchise Businesses**

- Repeatable and growing earnings stream
- Focus on customer-driven products

- Operating a franchise dealer of the future
- Consistently reinvest in our competitive advantages

## **Risk Discipline**

- Only take risks we understand
- Systematically eliminate tail risk

- Robust capital and liquidity management
- Culture and policies aligned with risk philosophy

1 See slide 6

**Superior execution** 

<sup>2.</sup> For long term debt (deposits) of The Toronto-Dominion Bank, as at April 30, 2013. Credit ratings are not recommendations to purchase, sell, or hold a financial obligation inasmuch as they do not comment on market price or suitability for a particular investor. Ratings are subject to revision or withdrawal at any time by the rating organization.

<sup>3.</sup> Based on Q2/13 adjusted earnings. Effective November 1, 2011, the Bank prepares its consolidated financial statements in accordance with International Financial Reporting Standards (IFRS), the current generally accepted accounting principles (GAAP), and refers to results prepared in accordance with IFRS as the "reported" results. The Bank also utilizes non-GAAP financial measures to arrive at "adjusted" results (i.e. reported results excluding "items of note", net of income taxes) to assess each of its businesses and measure overall Bank performance. Please see "How the Bank Reports" starting on page 5 of the 2"d Quarter 2013 Earnings News Release for further explanation and a reconciliation of the Bank's non-GAAP measures to reported basis results.

Retail includes Canadian Personal & Commercial Banking, Wealth & Insurance, and U.S. Personal & Commercial Banking segments. See slide 7 for more detail.
 Based on Q2/13 return on risk-weighted assets (RWA), calculated as adjusted net income available to common shareholders divided by average RWA. See slide 20 for details. See footnote 3 above for definition of adjusted results.

# **Competing in Attractive Markets**



#### **Country Statistics**



- 10<sup>th</sup> largest economy
- Nominal GDP of C\$1.7 trillion
- Population of 35 million

#### **Canadian Banking System**

- Soundest banking system in the world¹
- Market leadership position held by the "Big 5" Canadian Banks
- Canadian chartered banks account for more than 70% of the residential mortgage market<sup>2</sup>
- Mortgage lenders have recourse to both borrower and property in most provinces

#### TD's Canadian P&C3

- Network of 1,165 branches and 2,815 ATMs
- Composite market share of 21%
- Ranked #1 or #2 in market share for most retail products
- Top tier dual credit card issuer

#### **Country Statistics**



- World's largest economy
- Nominal GDP of US\$15.1 trillion
- Population of 314 million

#### **U.S. Banking System**

- Over 9,000+ banks with market leadership position held by a few large banks
- The 5 largest banks have assets > 50% of the U.S. economy
- Mortgage lenders have limited recourse in most jurisdictions

#### TD's U.S. P&C3

- Network of 1,310 stores and 1,898 ATMs
- Operations in 5 of the top 10 metropolitan statistical areas and 7 of the 10 wealthiest states
  - □ > US\$1.6T deposits market<sup>4</sup>
  - US\$200B in mortgage originations<sup>5</sup>
- Access to nearly 55 million customers within five miles of TD stores

Significant growth opportunities within TD's footprint

- 1. World Economic Forum, Global Competitiveness Reports 2008-2012.
- 2. Includes securitizations. As per Canada Mortgage and Housing Corporation (CMHC).
- 3. "P&C" refers to Personal & Commercial Banking.
- 4. Based on SNL Bank and Thrifts as of 06/30/2011.
- 5. New mortgage origination volume in 2011 from Moody's.

# **TD Bank Group in North America**



02.2042		Compared to:		
Q2 2013 (C\$ billions)	TD	Canadian Peers <sup>5</sup>	North American Peers <sup>6</sup>	
Total Assets	\$826B	2 <sup>nd</sup>	6 <sup>th</sup>	
Total Deposits	\$501B	3 <sub>rd</sub>	7 <sup>th</sup>	
Market Cap (as of May 22, 2013)	\$77B	2 <sup>nd</sup>	6 <sup>th</sup>	
Adj. Net Income <sup>1</sup> (Trailing 4 Quarters)	\$7.3B	2 <sup>nd</sup>	6 <sup>th</sup>	
Rpt. Net Income (Trailing 4 Quarters)	\$6.8B	n/a	n/a	
Tier 1 Capital Ratio <sup>2</sup>	10.8%	4 <sup>th</sup>	9 <sup>th</sup>	
Avg. # of Full-Time Equivalent Staff <sup>3</sup>	78,414	2 <sup>nd</sup>	6 <sup>th</sup>	
Moody's Rating <sup>4</sup>	Aa1	n/a	n/a	

TD is a Top 10 Bank in North America 2. Effective Q1/13, amounts are calculated in accordance with the Basel III regulatory framework, and are presented based on the "all-in"

6. North American Peers – includes Canadian Peers and U.S. Peers. U.S. Peers – includes Money Center Banks (C, BAC, JPM) and Top 2 Super-Regional Banks (WFC, USB). Adjusted on a comparable basis to exclude identified non-underlying items. For U.S. Peers, based on Q1/13 results ended March 31, 2013.

<sup>1.</sup> See slide 4, footnote 3, for definition of adjusted results.

methodology. Prior to Q1/13, amounts were calculated in accordance with the Basel II regulatory framework. See slide 19 for more detail.

<sup>3.</sup> Average number of full-time equivalent staff for Q2/13.

<sup>4.</sup> See slide 4, footnote 2.

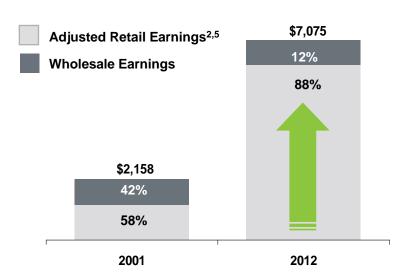
<sup>5.</sup> Canadian Peers - includes other 4 big banks (RY, BMO, BNS and CM) adjusted on a comparable basis to exclude identified non-underlying items. Based on Q2/13 results ended April 30, 2013.

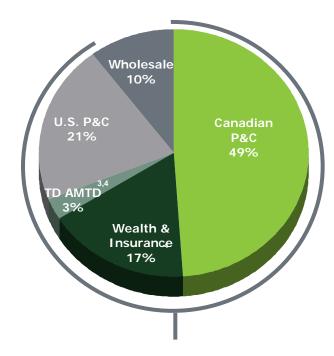
# **Composition of Earnings**



# **Highlights**

- TD is a top 10 bank in North America<sup>1</sup>
- Increasing retail focus
- Strength of retail franchise
- Reliable and steady earnings mix





YTD 2013 Adjusted Retail Earnings<sup>2,5</sup> = 90%

Retail-focused earnings mix

<sup>.</sup> See slide 6.

<sup>2.</sup> See slide 4, footnote 3, for definition of adjusted results.

<sup>3.</sup> TD had a reported investment in TD Ameritrade of 44.97% as at April 30, 2013.

<sup>4.</sup> The "Wealth & Insurance" business segment is comprised of "Wealth & Insurance" and "TD Ameritrade".

# **Evolution of TD**Building Franchise Businesses



# >>> Increasing Retail focus >>>

TD Bank Acquired and Canada Newcres Trust merge Capital

2000

Acquired 51% of Banknorth Waterhouse USA/ Ameritrade transaction

Privatized TD Banknorth

Acquired Commerce Bank Commerce Bank integration Acquired Riverside & TSFG

Chrysler Financial and MBNA credit card portfolio Acquired
Target credit
card portfolio
and Epoch
Investment
Partners

\*

Late '90s

2001

2002-2004 2005

2006

2

2007

2008

2009

2010

2011

2012

2013

Did not acquire large-scale investment dealer

Recorded media/ telecom/energy loan losses Wound down structured products business

Exited non-franchise credit products Exited non-franchise proprietary trading

**Traditional Dealer >>>** 

>>> Franchise Dealer

Strategic evolution to a lower-risk retail focused bank with a franchise dealer

# Risk Management Framework



# **Our Risk Appetite**

#### We take risks required to build our business, but only if those risks:

- Fit our business strategy and can be understood and managed
- Do not expose the enterprise to any significant single loss events; we don't "bet the bank" on any single acquisition, business or product
- Do not risk harming the TD brand
- Integrated risk monitoring and reporting
  - To senior management and Board of Directors
- Regular review, evaluation and approval of risk framework
  - Structured Risk Appetite governance, from the Business to the Board
  - Executive Committees and Risk Committee of the Board

**Proactive and disciplined risk management practices** 

# TD Bank Group – Key Messages



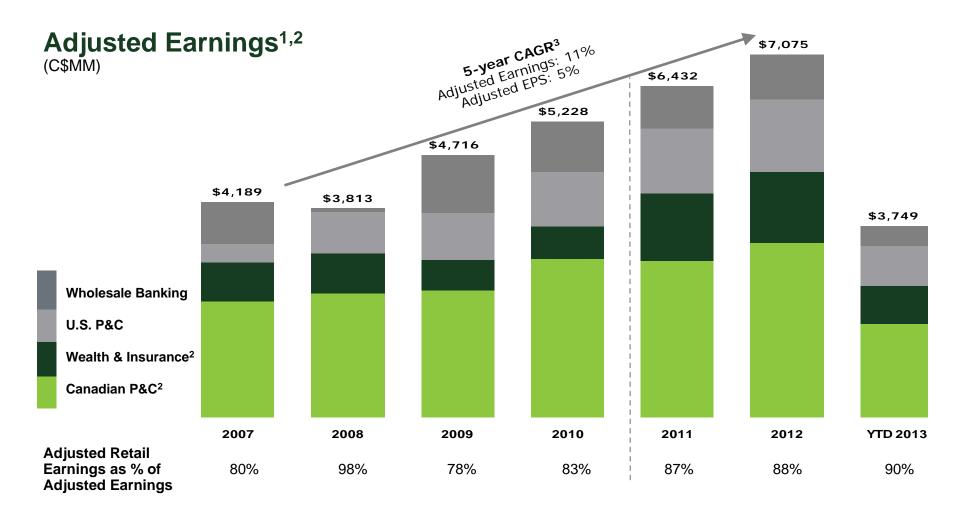
Top 10 Retail Focused North American Bank<sup>1</sup>

2 Proven Performance

- 3 Strong Balance Sheet and Capital Position
- 4 Focused on Growth Opportunities

# Solid Growth and Returns Across Businesses





#### Targeting 7-10% adjusted EPS growth over the medium term

2. Effective July 4, 2011, executive responsibilities for TD Insurance were moved from Group Head Canadian P&C Segment to Group Head Wealth Segment. Results are updated to the future reporting format for segment reporting purposes effective Q1 11

<sup>1.</sup> The Bank transitioned from Canadian Generally Accepted Accounting Principles (GAAP) to International Reporting Standards (IFRS) effective November 1, 2011. As a result of this transition, balances presented in the graph above are based on Canadian GAAP for 2008 to 2010 and based on IFRS for 2011 to 2012. For details on the Bank's transition from Canadian GAAP to IFRS please see Note 40 of the 2012 Financial Statements and Notes. See slide 4. footnote 3 for definition of adjusted results. See also pages 186-191 of the 2012 Annual Report for a reconciliation for 10 years ending FY12. For the purpose of calculating contribution by each business segment, adjusted earnings from the Corporate segment are excluded. For additional information, also see the Canadian P&C, Wealth & Insurance, U.S. P&C and Wholesale segment discussions in the Business Segment Analysis section of the 2007-2012 Annual Reports.

<sup>2012.</sup> These changes were applied retroactively to 2011 for comparative purposes.

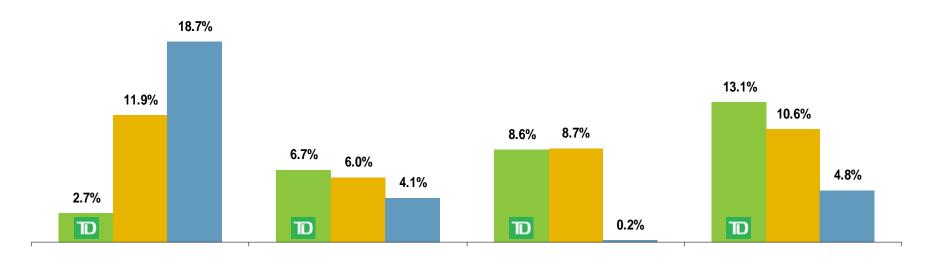
<sup>3.</sup> As a result of the Bank's transition to IFRS as described above, the calculation of the Compounded Annual Growth Rate (CAGR) includes balances based on Canadian GAAP from 2008 to 2010 and balances based on IFRS from 2011 to 2012.

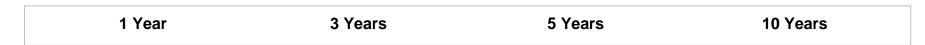
# **Strong Total Shareholder Returns**



#### **Total Shareholder Return** (CAGR<sup>1</sup>)







**Delivering top tier long-term shareholder returns** 

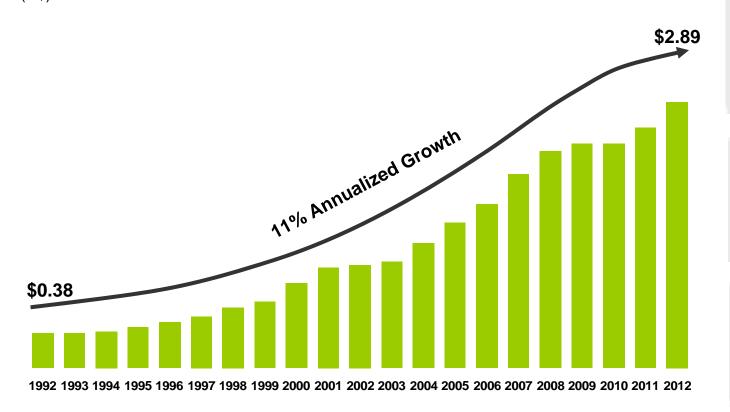
<sup>1.</sup> Compounded Annual Growth Rates (CAGRs) for all periods ended April 30, 2013. Source: Bloomberg.

<sup>2.</sup> Canadian Peers - includes other 4 big banks (RY, BMO, BNS and CM).

# Strong, Consistent Dividend History



# **Dividends Per Share** (C\$)



Q1/13: Announced \$0.04 dividend increase<sup>1</sup>

Dividend Yield: 3.7%<sup>2</sup>

Q3/12 Increased Target Payout Range: 40%-50%

Dividend has grown over time

# Q2 2013 Highlights



## **Key Themes**

- Adjusted<sup>1</sup> EPS growth of 4% YoY and 6% YTD
- Solid earnings growth in retail businesses and a strong performance in Wholesale
- Credit quality continues to improve in Canada and the U.S.
- Strong capital ratio of 8.8% after closing the Target and Epoch acquisitions

Solid result in a challenging environment

## **Net Income \$MM**

(Adjusted, where applicable)1

	Q2/13	QoQ	YoY
Retail <sup>2</sup>	\$ 1,639	-4%	5%
Wholesale	220	38%	12%
Corporate	(26)	-153%	-30%
Adjusted Net Income	\$ 1,833	-4%	6%
Reported Net Income	1,723	-4%	2%
Adjusted EPS (diluted)	\$ 1.90	-5%	4%
Reported EPS (diluted)	1.78	-4%	0%
Basel III CET1 Ratio	8.8%		

# **Dividend per Common Share**



14

# **Q2 2013 Operating Highlights**



# **Key Themes by Segment**

Canadian P&C

- Adjusted earnings<sup>1</sup> up 5% YoY
- Lending volumes solid in personal and strong in business
- Adjusted expenses up 1% YoY
- For the first half of 2013, earnings increased by 8%

Good performance in a challenging operating environment

Wealth & Insurance

- Wealth earnings up 2% YoY due to strong fee growth partially offset by lower trading and Epoch integration costs
- Insurance earnings down 6% YoY due to higher current year claims from a more severe winter; good premium growth
- Contribution from TD Ameritrade was \$53MM (up 13% YoY)

Good underlying growth fundamentals

U.S. P&C

- Adjusted earnings<sup>1</sup> up 9% YoY
- Strong loan growth of 14%<sup>2</sup> and deposit growth of 10% YoY
- Improved credit quality continues
- Completed the acquisition of the Target credit card portfolio

Strong loan and deposit growth and good momentum on fees

Wholesale

- Earnings up 12% YoY
- Strong trading-related revenues of \$353 million
- Return on common equity of 21%
- Maintained top-three dealer status in Canada<sup>3</sup>

Operating within 15-20% ROE target

Delivering solid result in a challenging environment

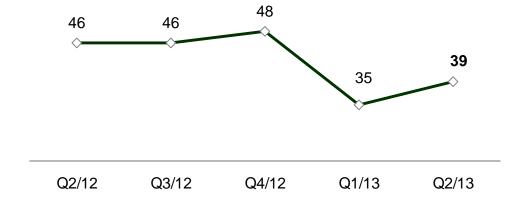
# **Q2 2013 Credit Highlights**



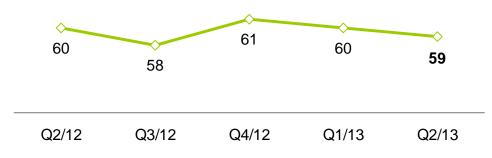
## **Key Credit Themes**

- Positive credit trends continue:
  - Decreased delinquencies in the Canadian and U.S. Personal portfolios
  - Canadian Credit Card loss rates continued to improve
  - PCL rate was comparable to the prior quarter excluding Target
- Target acquisition added \$6B in Credit Card loans in the quarter
- Quality loan growth

## PCL Ratio (bps)<sup>1,2</sup>



# GIL Ratio (bps)<sup>2,3</sup>



**Continued strong credit performance** 

<sup>1.</sup> PCL Ratio – Provision for Credit Losses on a quarterly annualized basis divided by Average Net Loans & Acceptances. Total PCL excludes items of note: Q4/12 \$54MM Superstorm Sandy.

2. Excludes the impact of acquired credit impaired loans.

Sill Ratio – Gross Impaired Loans divided by Gross Loans & Acceptances (both are spot)

# TD Bank Group – Key Messages



Top 10 Retail Focused North American Bank<sup>1</sup>

2 Proven Performance

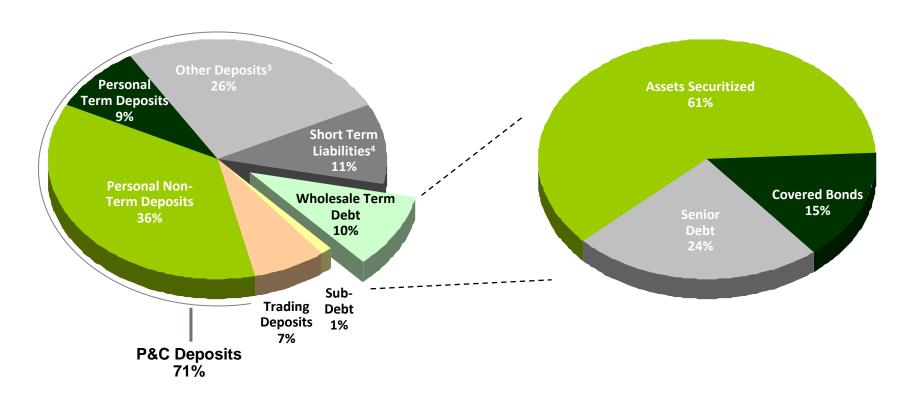
- 3 Strong Balance Sheet and Capital Position
- 4 Focused on Growth Opportunities

# **Attractive Funding Mix**



# Funding Mix<sup>1</sup>

## Wholesale Term Debt<sup>2</sup>



Personal and commercial deposits are primary sources of funds

<sup>1.</sup> As of April 30, 2013. Excludes certain liabilities which do not create funding which are: acceptances, trading derivatives, other liabilities, non-controlling interest and certain equity capital: common equity and other capital instruments.

<sup>3.</sup> Bank, Business & Government Deposits less covered bonds and senior medium term notes.

<sup>4.</sup> Obligations related to securities sold short and sold under repurchase agreements.

# **Strong Capital Position**



## **Highlights**

- Basel III Common Equity Tier 1 ratio of 8.8% as of April 30, 2013
  - Exceeded 7% regulatory requirement on a fully phased-in basis
  - □ Includes 30 bps of relief from OSFI on treatment of CVA
- Target and Epoch acquisitions impact CET1 by 44 bps
- Announced 12 million share buyback program

# Basel III Common Equity Tier 1<sup>1</sup>



Remain well-positioned for evolving regulatory and capital environment

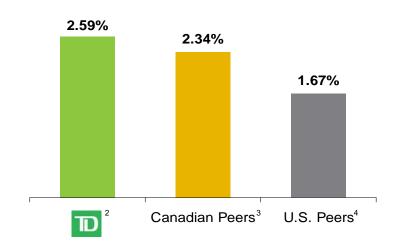
# Strong Focus on Risk – Adjusted Return



#### **Citations**

- Global Finance magazine ranked TD as the Safest Bank in North America and one of the World's 50 Safest Banks (February 2013)
- Bloomberg Markets magazine ranked TD as the world's 8th strongest bank in 2013
- Euromoney magazine named TD Best Bank in Canada in 2012

# Adjusted Return on Risk-Weighted Assets<sup>1</sup>



# Ratings<sup>5</sup>

Moody's	S&P	Fitch	DBRS
Aa1	AA-	AA-	AA

As a result of the transition to IFRS as described on slide 11, footnote 1, the calculation of risk-weighted assets is based on IFRS for 2012.
 Return on Risk-Weighted Assets (RWA) is adjusted net income available to common shareholders divided by average RWA. Adjusted results are defined on slide 4, footnote 3.
 Effective Q1/13, amounts are calculated in accordance with the Basel III regulatory framework, and are presented based on the "all-in" methodology.

Highly rated franchise

<sup>2.</sup> TD based on Q2/13 adjusted results as defined on slide 4, footnote 3.

Canadian Peers - includes other big 4 banks (RY, BMO, BNS, and CM). Based on Q2/13 results ended April 30, 2013.

U.S. Peers – includes Money Center Banks (C, BAC, JPM) and Top 2 Super-Regional Banks (WFC, USB). Based on Q1/13 results ending March 31, 2013.

<sup>5.</sup> Ratings on long term debt (deposits) of The Toronto-Dominion Bank, as at April 30, 2013. Credit ratings are not recommendations to purchase, sell, or hold a financial obligation inasmuch as they do not comment on market price or suitability for a particular investor. Ratings are subject to revision or withdrawal at any time by the rating organization.

# **Gross Lending Portfolio**



#### **Balances**

Balarioco	
C\$B (unless otherwise noted)	Q2/13
Canadian Personal & Commercial Portfolio	\$ 304.5
Personal	\$ 259.6
Residential Mortgages	156.7
Home Equity Lines of Credit (HELOC)	62.7
Indirect Auto	14.0
Unsecured Lines of Credit	8.4
Credit Cards	14.4
Other Personal	3.4
Commercial Banking (including Small Business Banking)	\$ 44.9
U.S. Personal & Commercial Portfolio (all amounts in US\$)	US\$ 98.1
Personal	US\$ 50.9
Residential Mortgages	19.1
Home Equity Lines of Credit (HELOC) <sup>1</sup>	10.2
Indirect Auto	14.8
Credit Cards	6.4
Other Personal	0.4
Commercial Banking	US\$ 47.2
Non-residential Real Estate	11.2
Residential Real Estate	3.1
Commercial & Industrial (C&I)	32.9
FX on U.S. Personal & Commercial Portfolio	(\$ 0.2)
U.S. Personal & Commercial Portfolio (C\$)	\$ 98.8
Acquired Credit-Impaired Loans <sup>2</sup>	\$ 3.2
Wholesale Portfolio <sup>3</sup>	\$ 24.6
Other <sup>4</sup>	\$ 4.0
Total	\$ 435.1

# **Highlights**

#### Canadian portfolio – strong credit quality

- Real estate secured lending volume up 4% YoY
  - □ \$220 billion portfolio (68% insured)
  - Average current LTV of 47%
- Auto lending volume increased 2% YoY
- All other personal lending volumes down 3% YoY
- Business loans and acceptances up 14% YoY

#### U.S. portfolio – continued positive trends

- Average personal loans<sup>5</sup> increased 22% YoY
- Average business loans increased 9% YoY

**Overall credit quality remains strong** 

<sup>.</sup> U.S. HELOC includes Home Equity Lines of Credit and Home Equity Loans.

<sup>2.</sup> Acquired Credit-Impaired Loans include the acquired credit-impaired loans from South Financial, Chrysler Financial, MBNA, and acquired loans from the FDIC-assisted acquisitions.

3. Wholesale portfolio includes corporate lending and other Wholesale gross loans and acceptances

Other includes the Wealth Management and Corporate segments.

<sup>5.</sup> Excluding the impact of the Target U.S. credit card portfolio acquisition.

Note: Some amounts may not total due to rounding. Excludes Debt securities classified as loans.

# TD Bank Group – Key Messages



Top 10 Retail Focused North American Bank<sup>1</sup>

2 Proven Performance

- 3 Strong Balance Sheet and Capital Position
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# Canadian Personal & Commercial Banking



## **Consistent Strategy**

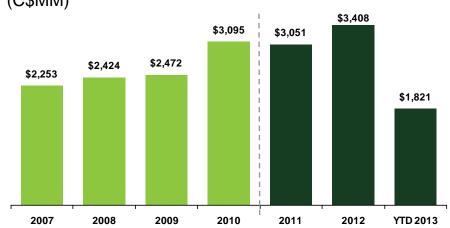
## Where we compete

- Continue to win in retail banking
- Higher growth opportunities
  - Business banking
  - Credit cards
  - Auto lending

#### How we win

- Service and convenience model
- Grow revenue faster than expenses
- Leverage TD partners to cross-sell

# Adjusted Net Income<sup>1</sup> (C\$MM)



Q2 2013 Highlights			
<b>Total Assets</b>	C\$285B	<b>Employees</b> ⁴	28,048
Total Deposits <sup>2</sup>	C\$221B	Customers	13MM
Total Loans <sup>2</sup>	C\$304B	Branches	1,165
Adjusted Earnings <sup>3</sup>	C\$3.5B	ATMs	2,815

Robust retail banking foundation in Canada with proven performance

<sup>.</sup> See slide 4, footnotes 3 for definition of adjusted results. See slide 11, footnotes 1 and 2 for explanation of net income presented under Canadian GAAP and IFRS, and information on segment transfers. Reported earnings for 2012 was C\$3.3B and YTD 2013 was C\$1,767B.

Total Deposits based on total of average personal and business deposits during Q2/13. Total Loans based on total of average personal and business loans during Q2/13.
 For trailing four quarters ending Q2/13. Reported earnings for the same period was C\$3.4B.

<sup>4.</sup> Average number of full-time equivalent staff during Q2/13.

# Canadian Personal & Commercial Banking



#### Leaders in customer service and convenience

- TD has opened approximately 1 out of every 3 new branches¹
- On average 45% longer branch hours than peers<sup>2</sup>
- Sunday banking in more than 415 branches

## **Integrated product offerings**

- #1 or #2 market share in most retail products<sup>3</sup>
- Client referrals and product offerings from across TD family

## Relentless focus on operational excellence

- Best-in-class operational efficiency
- Customer experience embedded in process and technology
- Disciplined approach, grow revenues faster than expenses

## Consistently reinvesting for the long-term

- Expect to continue opening 20+ branches a year
- Continue to build on our momentum of higher growth businesses:
  - □ Business banking Only bank to increase market share from 2008 to 2011
  - Credit cards Leading market share in Canada and untapped U.S. potential
  - □ Indirect auto lending North American scale of 12,000+ dealers
  - Under-represented regions Quebec





8<sup>th</sup> IPSOS Best Banking win in a row<sup>5</sup>

Target 7-10% earnings growth over the medium term

Branches opened by TD vs. Canadian peers from Q2/08 to Q1/13. Canadian Peers – other 4 big banks (RY, BNS, BMO and CM)
 As at January 31, 2013. Canadian Peers – other 4 big banks (RY, BNS, BMO and CM).

Source: Canadian Bankers Association, as at February 2013.

TD Canada Trust received the highest numerical score among the big 5 retail banks in the proprietary J.D. Power and Associates 2006-2012 Canadian Retail Banking Customer Satisfaction Studies<sup>SM</sup>. 2012 study based on 11,764 total responses. Proprietary study results are based on experiences and perceptions of consumers surveyed February-May 2012. Your experiences may vary. Visit jdpower.com

<sup>5.</sup> Rated #1 among Canada's five major banks for "Overall quality of customer service" by independent market research firm [psos (formerly Synovate) from 2005 – 2012.

# Wealth & Insurance



25

## **Consistent Strategy**

#### Where we compete

#### Wealth

- Mass affluent and high net worth TD clients in Canada and U.S.
- Self-directed investors in selected markets
- Institutional asset management in Canada

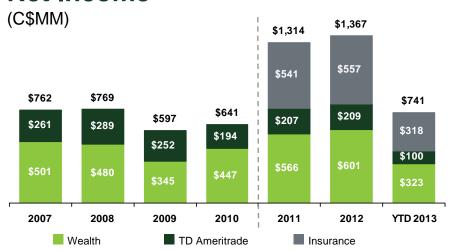
#### Insurance

- Underserved Canadian mass market
- TD customers
- Products that meet our risk appetite (Home & Auto, Life & Health, Creditor and Travel)

#### How we win

- Legendary TD client experience
- Leverage TD brand and client base
- Direct distribution
- Conservative risk appetite

## Net Income<sup>1</sup>



Q2 2013 Highlights	
Wealth Assets (AUA)	C\$275B
Wealth Assets (AUM)	C\$247B
Insurance Gross Originated Premiums <sup>2</sup>	C\$3.7B
Earnings <sup>2</sup>	C\$1.4B
Employees <sup>3</sup>	11,751

Strong franchise – poised for growth

# Wealth & Insurance



## **Leading market positions**

- #1 Online brokerage in Canada for assets and trades1
- #2 Execution-only brokerage in the U.K.<sup>2</sup>
- #1 Institutional Asset Management3
- #1 Private Investment Counsel4
- #1 Direct writer of home & auto insurance in Canada<sup>5</sup>
- #1 Affinity home and auto insurance<sup>5</sup>

## Leverage TD brand and client base

- Strong referral model with leading retail bank
- Competing on client experience, TD brand and direct distribution
- Focusing on unique client segments to service their specific financial needs
- Closed on acquisition of Epoch Investment Partners in March 2013, which will expand product capabilities for Wealth

## Strategic relationship with TD Ameritrade

- #1 in online trades per day in the U.S.6
- Strong momentum with asset gathering strategy
- Opportunities for mutually beneficial customer referrals and growth













Expect to achieve good earnings growth over the medium term

Market share is based on Investor Economics, as of December 2012.

Source: Compeer based on daily average retail trades as at December 2012.

Investor Economics Managed Money Survey, June 2012.

Investor Economics Fee Based Report, June 2012.

Source: TD Insurance Market Watch Report.

# **U.S. Personal & Commercial Banking**



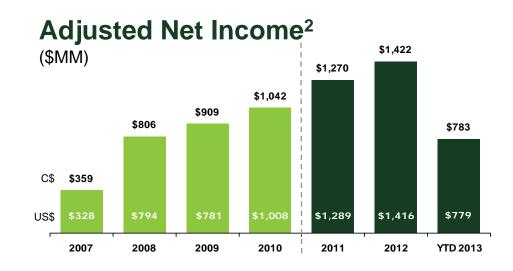
## **Consistent Strategy**

#### Where we compete

- Retail and commercial banking along the Eastern Seaboard
- Operate in 5 of the top 10 MSAs<sup>1</sup> and 7 of the 10 wealthiest states
- Focused on higher growth markets and products

#### How we win

- Unique value proposition
- Regional banking model
- De novo growth
- Accelerate cross-sell
- Drive efficiencies



Q2 2013 Highlights			
<b>Total Assets</b>	C\$221B	Employees⁵	24,668
Total Deposits <sup>3</sup>	C\$185B	Customers	8MM
Total Loans <sup>3</sup>	C\$100B	Stores	1,310
Adjusted Earnings⁴	C\$1.5B	ATMs	1,898

## Significant scale and enviable footprint

<sup>.</sup> Metropolitan Statistical Are

See slide 4, footnote 3 for definition of adjusted results. Also see slide 11, footnotes 1 and 2 for explanation of net income presented under Canadian GAAP and IFRS.. Reported earnings in 2007 was C\$320MM, 2008 was C\$722MM, 2009 was C\$633MM, 2010 was C\$973MM, 2011 was C\$1,188MM, 2012 was C\$1,128MM and YTD 2013 was C\$713MM.

<sup>3.</sup> Total Deposits based on total of average personal deposits, business deposits and TD Ameritrade Insured Deposit Accounts (IDAs) during Q2/13. Total Loans based on total of average personal and business loans during Q2/13.

4. For trailing four quarters ending Q2/13. See slide 4, footnote 3, for definition of adjusted results. Reported earnings for the same period was C\$1,313MM.

<sup>5.</sup> Average number of full-time equivalent staff during Q2/13.

# **U.S. Personal & Commercial Banking**



#### Lead in customer service and convenience

- Committed to providing legendary service and unparalleled convenience
- Open longer than the competition, including Sunday banking in most markets
- 24/7/365 live customer contact center support

## Significant scale and enviable footprint

- Operating retail stores in 15 states and the District of Columbia
- Top 10 U.S. bank with 8MM+ customers
- Closed acquisition of Target U.S. Credit Card portfolio in March 2013

## **Disciplined credit culture**

- In-footprint lending
- Conservative product suite
- Distribution through proprietary channels, not brokers

## Continued organic growth and de novo expansion

- Targeting top 5 market share in our major markets, including #3 deposit share in New York
- Opened 41 stores in fiscal 2012 and will continue to open stores in higher growth markets during fiscal 2013 (e.g., Boston, South Florida and New York City)
- Cross-sell initiatives progressing as franchise matures



Expect modest earnings growth given interest rate challenges

# Wholesale Banking



## **Consistent Strategy**

## Where we compete

#### Canada

Be the top-ranked integrated investment dealer

#### U.S.

- Extend the goals of the Canadian franchise
- Be a Wholesale dealer to U.S. P&C
- Grow U.S. fixed income and foreign exchange

#### **Outside North America**

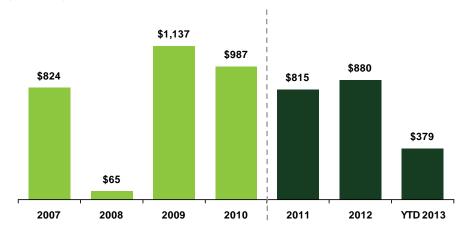
 Be a niche player in franchise/client-driven businesses (energy and mining, supersovereign agencies, fixed income, foreign exchange)

#### How we win

- Franchise businesses
- Alignment to TD
- Disciplined risk approach

# Adjusted Net Income<sup>1</sup>

(C\$MM)



Q2 2013 Highlights	
Risk-Weighted Assets <sup>2</sup>	C\$49B
Earnings <sup>3</sup>	C\$868MM
Employees <sup>4</sup>	3,549

#### A client centric wholesale franchise

See slide 4, footnote 3 for definition of adjusted results. Also see slide 11, footnotes 1 and 2 for definition of adjusted results and explanation of net income presented under Canadian GAAP and IFRS. Reported earnings in 2010 was C\$866MM.
 Effective Q1/13, amounts are calculated in accordance with the Basel III regulatory framework, and are presented based on the "all-in" methodology. Prior to Q1/13, amounts were calculated in accordance with the Basel III regulatory framework.
 For trailing four quarters ending Q2/13.

<sup>4.</sup> Average number of full-time equivalent staff during Q2/13.

# Wholesale Banking



#### Focus on client-driven franchise businesses

- Diversified business mix with a North American focus
- Presence in key global financial centres
- Evolved the business model by strategically repositioning the dealer to concentrate on core-client driven activities (e.g.: exited global structured products before the financial crisis)

## A North American dealer aligned with our TD partners

 Focus on integrating the strength of TD brand and partnering with our retail franchises

## Solid returns without going out the risk curve

- Disciplined and proactive risk management
- Delivered strong business results while repositioning the dealer

## Well positioned for growth

- Build on position as top 3 dealer in Canada<sup>3</sup>
- Grow U.S. fixed income, foreign exchange and commodities & precious metal businesses
- Extend competitive advantages outside North America

Top-Rated Prime Broker

in Canada<sup>1</sup>

Twelve years as Top Equity Block Trader in Canada<sup>2</sup>

Targeting 15-20% ROE with acceptable risk

Named Top-Rated Prime Broker in Canada (Source: Global Custodian Survey 2008-2012).

<sup>2.</sup> Source: IRESS; Canadian equity block trades by value on all Canadian exchanges

Ranked # 1 Completed M&A Advisor (Source Thomson Financial 2012); Ranked # 1 Block Trader on TSX (Source TSX 2012); Ranked # 1 Lead Arranger of Canadian Syndicated Loans (Source Thomson Financial 2012); #2 Corporate Debt Underwriting (Source Bloomberg 2012); Ranked # 3 Equity Underwriter (Source Thomson Financial 2012); Ranked # 3 Government Debt Underwriting (Bloomberg 2011); Ranked # 3 Announced M&A Advisor (Source Thomson Financial 2012);

# **TD Model Has Proven Its Resilience**



## **Headwinds**

- Slowing loan growth in Canada
- Lower for longer interest rates
- Demanding regulatory environment



Simple Strategy
Consistent Focus
Superior Execution

Lead with service and convenience

Leverage TD brand across all segments

**Continue to invest** 

Focus on organic growth

Targeting 7-10% adjusted EPS growth over the medium term

# **Commitment to Corporate and Social Responsibility**



#### **Corporate Leadership**

- One of Canada's "Most Responsible Companies" (Macleans magazine and Sustainalytics, in both 2011 and 2012)
- One of the "Best 50 Corporate Citizens in Canada" (Corporate Knights, 2011 and 2012)
- Best Bank in North America by Euromoney three years running
- Greenwich Excellence Awards: National Award in Middle Market Banking for Financial Stability, Northeast Regional Award in Treasury Management for Overall Satisfaction
- TD Bank ranked #1 by Brand Finance Canada as Canada's most valuable brand (2012)

#### **Corporate Responsibility**

- Recognized by sustainability indices
  - Dow Jones Sustainability Index North America
  - Ethibel Sustainability Index Global
  - Jantzi Social Index
  - Nasdaq OMX CRD Global Sustainability Index
  - 2011 Bloomberg Global Corporate Renewable Energy Index
- Transparency and disclosure in reporting demonstrated by a B+ level GRI rating

#### **Extraordinary Workplace that Embraces Diversity**

- One of the 50 Best Employers in Canada and one of the Top 30 Green Employers<sup>1</sup>
- Named one of The Best Places to Work for LGBT Equality in the U.S. by Human Rights Campaign for the third consecutive year
- Recognized as one of the Top 125 training organizations in the world by *Training Magazine* for the fourth consecutive year
- Corporate Knights' Diversity in the Boardroom Report ranked TD #7 in its Top 10 for Female Representation on Canadian Boards (2012)
- Diversity Leadership Council led by senior executives embeds diversity into business plans



**Supporting customers and employees** 

# **Environmental Leadership & Community Engagement**



#### **Environmental Leader**

- One of the world's top 500 corporate environmental leaders (Newsweek 2012)
- One of Canada's top 20 organizations in terms of our approach to greenhouse gas emissions and disclosure (2012 CDP Canada 200 Carbon Disclosure Leadership Index)
- First North American-based bank to become carbon neutral (as of Feb.18th, 2010)
- One of Canada's Greenest Employers (Mediacorp Canada Inc., 2010, 2011 and 2012)
- Market leader in Canada in financing renewables for retail and commercial through Ontario's Feed in Tariff Program
- Named EPA Green Partner of the Year in 2010 for use of green energy and received the Green Power Leadership Award (2012)
- TD Bank's Net Zero store received:
  - The International Council of Shopping Center's US
     Design and Development Award for Sustainable Design
  - □ The Community Appearance Award for Outstanding Achievement in Urban Design (City of Ft. Lauderdale) in 2012 for its LEED design
  - □ The Chain Store Age Retail Store of the Year Award for Sustainable Design
- TD Friends of the Environment Foundation celebrates 22 years
  - Over 80,000 trees have been planted through TD Tree Days, TD's flagship volunteer program, in Canada, the US, the UK and Luxembourg.
  - Expect to plant another 45,000 trees to the Canadian landscape in 2013.

- Framework of environmental/sustainability policies:
  - TD Asset Management is a signatory to United Nations Principles for Responsible Investment
  - Sustainable Investment Policy applicable to all asset management instruments
  - Launched TD Forests in 2012, which will increase protected forest areas and reduce paper consumption by at least 20% by 2015
  - Responsible lending through Environment and Social Risk Credit Management Policy and Equator Principles

#### **Community Involvement**

- Donated more than C\$65 million in 2012 to not-for-profit groups in Canada, the U.S., and the U.K.
- Awarded Outstanding Community Reinvestment Act rating by Office of the Comptroller (OCC) in June 2012
- TD Bank WOW!Zone (U.S.) has taught more than one million students (kids and their parents) about budgeting, saving and good financial habits
- In 2012, more than 1.2 million kids benefitted from a children's literacy program supported by TD





Taking responsibility to be The Better Bank

# **Investor Relations Contacts**



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**Best Corporate Governance** 

**Best Use of Technology** 



# TD Bank Group Investor Presentation

Q2 2013