# TD BANK FINANCIAL GROUP SECOND QUARTER 2000 REPORT TO SHAREHOLDERS

Six months ended April 30, 2000





# TD Bank Financial Group reports continued momentum with record growth in second quarter

## SECOND QUARTER HIGHLIGHTS

- On a cash basis, operating earnings per share for the second quarter were \$.84, up 45% from the same period last year, with all our businesses reporting record operating results.
- On a cash basis, return on common equity for the quarter was 19.5%, compared to 18.2% the prior year.
- On a cash basis, operating net income for the quarter was \$537 million, up by 50% from the prior year.
- TD becomes Canada's leading retail bank with the acquisition of Canada Trust, with integration proceeding on schedule.
- Total revenue grew 58% over last year or 28% when excluding the acquisition of Canada Trust.
- TD, in terms of online customers, ranks among the world's top three online financial services firms, with more than 2.5 million, over 500,000 added in the last quarter alone.

TORONTO - TD Bank Financial Group today announced results for the second quarter, reporting record cash basis operating net income of \$537 million or \$.84 per common share, compared to \$358 million or \$.58 per share for the same period last year. This is the first quarter to reflect the acquisition of CT Financial Services Inc., which contributed approximately \$.08 to this quarter's cash basis operating earnings.

"Each of our core businesses maintained exceptional momentum and delivered outstanding results, contributing to a tremendous overall performance," said A. Charles Baillie, Chairman and Chief Executive Officer.

He noted that TD's retail banking business - TD Canada Trust - maintained market share, built revenues in all key business lines, reduced expenses ahead of schedule and delivered strong gains in operating income during the quarter.

"These are significant achievements as we successfully manage the integration of the largest financial services acquisition in Canadian history," said Baillie.

"TD Waterhouse surpassed its own records yet again, maintaining a blistering growth pace and delivering strong gains in profitability," Baillie added. "This was achieved

while managing the service challenges that emerged due to unprecedented growth in volumes and while proceeding with global expansion."

"TD Securities delivered record revenues and income with exceptional increases in trading revenues and merchant banking gains," said Baillie.

"TD Asset Management has also achieved record asset levels with the addition of CT Investment Management Group," Baillie said. "We are now the fifth largest mutual fund company in Canada, with a market share of over 7%. In total, we now manage more than \$97 billion in assets for retail and institutional clients."

# CANADA TRUST INTEGRATION

Baillie noted that the Canada Trust integration is proceeding on plan and on schedule.

"Our main priority has been to maintain high customer satisfaction levels during the transition, and it is a credit to the employees of our combined organization that we have achieved our customer service goals during this period of change," Baillie said. "A clear reflection of our success is the growth in business at both TD and Canada Trust branch networks during the quarter - growth which was higher than

anticipated. As well, due to expense controls established prior to the acquisition, we have achieved some of our targeted profit enhancements sooner than we expected."

#### COMPETITION BUREAU REMEDIES UPDATE

Just after the quarter end, in accordance with the undertaking given to the Competition Bureau on the acquisition of Canada Trust, TD announced the sale of the retail banking business of 13 TD Bank and Canada Trust branches in Southern Ontario for proceeds of approximately \$51 million. As part of the sale, all active employees in the affected branches will be offered employment by the purchasers.

"We are proceeding with the sale process for the Canada Trust MasterCard merchant and issuing business, also required as a condition by the Competition Bureau, and expect to complete this during the third quarter," Baillie said.

#### E-COMMERCE LEADERSHIP

TD built on its leadership in e-commerce and online financial services during the quarter, developing delivery channels and services that benefit customers while opening up new growth opportunities for TD businesses.

"We ended the second quarter with over 2.5 million online customers worldwide, with the significant contribution of TD Waterhouse's strong growth during the quarter," Baillie said. "In terms of online customers, that makes us one of the three largest online financial services firms in the world, and we have the strategies to build profitably on that advantageous position. Our leadership is adding value to customers in all our markets – and in all our businesses."

Baillie pointed to a range of e-commerce developments and achievements during the quarter:

Online roadshow: TD Securities scored a global first with
the successful completion of a US\$1.2 billion Rural
Cellular Corporation debt financing transaction – the first
loan syndication marketed through the internet. This innovative approach to leveraging the internet resulted in a
financing with lower marketing costs for the issuer, greater
convenience to the investor and faster execution.

- B-to-B e-commerce: We launched TD MarketSite,
   Canada's first business-to-business (B2B) electronic
   marketplace and trading portal, and went live with TD's
   internal procurement as planned on March 31. We are
   on track to begin extending B2B e-commerce services
   through TD MarketSite to business customers during
   the third quarter.
- Wireless delivery channels: We moved forward with the development of wireless internet access delivery on several fronts. In the U.S., TD Waterhouse joined Microsoft Corp. in a strategic development relationship to offer wireless online investing with "WebBroker Wireless for Pocket PC". In the U.K., TD Waterhouse joined with BT Cellnet's Genie Internet service to launch a market information service using Wireless Application Protocol (WAP)-enabled mobile phones, via Genie's Internet WAP platform; this service will extend to full trading by the fourth quarter. In Canada, we joined with NBS Transaction Systems and Bell Nexxia to introduce the "TD Green Key Wireless Terminal" for debit and credit cards offering TD business customers the latest innovation in portable point-of-sale payment technology.
- Interactive TV: In the U.K., TD Waterhouse launched "TV Broker" the first interactive television equity information service. By the end of the year, TV Broker will be available to over one million cable TV customers with digital set top boxes in the U.K. By the end of the third quarter, TV Broker will offer full share dealing as well as share and market information.
- Online insurance information: TD Insurance launched Canada's first internet one-stop life insurance shopping service, featuring an online quotation facility, price comparison shopping, and online sales of term insurance up to \$5 million.
- Web-based cash management: We joined with BROKAT, a global market leader in e-finance solutions, to develop an innovative new suite of internet-based cash management services for TD's small, mid-sized and corporate business customers.

#### OTHER ACHIEVEMENTS

TD's core businesses moved forward on other key strategic fronts. Among the highlights:

- TD Waterhouse continued its industry-leading global expansion by negotiating the acquisition of Dealwise Limited, a leading discount brokerage firm in the U.K., with a customer base of 230,000 accounts. When the acquisition is completed later this month, TD Waterhouse will be #1 in retail market share in the U.K., strengthening its platform for expansion to the European continent. As well, in Canada, TD Waterhouse completed the acquisition of CT Securities Inc., adding approximately 130,000 accounts and about \$3 billion in customer assets.
- TD Securities established a \$300 million mezzanine fund and specialized mezzanine finance team to increase the level of financing available to clients to help them fund organic growth, acquisitions and buy-outs.
- TD Securities made the decision to expand its media and telecom financing franchise by establishing high yield and merchant banking teams in London to further service this expanding sector in Europe.

- During the quarter, Bloomberg cited TD Securities as the #1 dealer in Canadian domestic new issue activity.
- TD Securities built on its market position by taking the lead on some of the largest and most innovative deals in recent Canadian capital markets history. For example,
   TD Securities led the largest BBB+ public issue ever offered in Canada for Shaw Communications and the largest structured medium-term note ever done in Canada for Bell Canada.
- TD and Canada Trust jointly announced a 3% cash-back mortgage – the first joint product offering available through both branch networks.

#### OUTLOOK

"Although central banks may raise interest rates during the next several months, the economic environment remains positive in Canada, the United States and our other global markets," Baillie said. "We aim to outpace the market yet again through 2000 and build shareholder value with further progress by our core businesses."

(As reported Thursday, May 18, 2000)

## **Contact Information**

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#### **Shareholder Information**

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#### **General Information**

Financial: Contact Corporate & Public Affairs (416) 982-8578.

Products and services: Contact TD Access Telephone Banking – toll free, in Canada and the United States: 1-800-9TD-BANK (1-800-983-2265), Toronto: (416) 983-2265, French: 1-800-895-4463, Cantonese/ Mandarin: 1-800-387-2828, telecommunication devices

for the deaf, call collect: (416) 982-4258.

Online investor presentation: Full financial statements and a presentation to investors and analysts are available on the TD Bank Financial Group web site at <a href="http://www.tdbank.ca/tdtoday/share.html">http://www.tdbank.ca/tdtoday/share.html</a>.

**Earnings conference call:** Instant replay of the teleconference will be available from May 18 to June 18, 2000. Please call 1-877-289-8525 toll free, in Toronto (416) 647-1917, passcode 8310.

**Webcast of call:** An internet webcast of TD Bank Financial Group's quarterly conference call with analysts is available via the TD Bank Financial Group web site at http://www.tdbank.ca/tdtoday/share.html.

**Software required for webcast:** A Netscape 3.0 browser or better is required to access the broadcast via the internet. To access the webcast, Real Player is required. Those who wish to can download Real Player via the web site at <a href="http://quarterlybroadcasting.com.nexx.com/tdbank/index.cfm">http://quarterlybroadcasting.com.nexx.com/tdbank/index.cfm</a>.

This press release may contain forward-looking statements, including statements regarding the business and anticipated financial performance of TD. These statements are subject to a number of risks and uncertainties that may cause actual results to differ materially from those contemplated by the forward-looking statements. Some of the factors that could cause such differences include legislative or regulatory developments, competition, technological change, global capital market activity, changes in government monetary and economic policies, changes in prevailing interest rates, inflation levels and general economic conditions in geographic areas where TD operates.

# **Review of Operating Performance**

This quarter's results include our acquisition of Canada Trust, which closed February 1, 2000, the first day of the quarter. Net income on a cash basis (excluding amortization of goodwill and intangibles and one-time restructuring costs related to Canada Trust) was \$537 million, 50% or \$179 million higher than the same quarter a year ago. Our very strong growth in net income was broad based, with all business segments contributing to our financial performance. Our results reflect the changing financial needs of our customers and our strategic investment in growth businesses that meet those needs. Other income continues to be the primary factor behind our revenue growth, increasing 77% or \$799 million to \$1,843 million powered by strong performance from TD Waterhouse, TD Asset Management and TD Securities. Net interest income grew 32% or \$242 million to \$994 million reflecting both the addition of Canada Trust and growth in our underlying personal and commercial banking businesses. Total revenue growth of 58% modestly exceeded expense growth of 57%, excluding the one-time restructuring charge of \$475 million related to Canada Trust, resulting in a slight improvement in our efficiency ratio to 62.5% from 62.7% last year.

Earnings per share on a cash basis were \$.84 this quarter compared to \$.58 a year ago, adjusting for the one-time restructuring charge. Canada Trust contributed approximately \$.08 per share to this record result. Excluding the restructuring charge, cash return on total common equity was 19.5% compared to 18.2% last year.

#### NET INTEREST INCOME

Net interest income on a taxable equivalent basis was \$994 million this quarter, \$242 million or 32% higher than the same quarter last year, as average earning assets grew 38% to \$251 billion. While this growth was largely due to the addition of Canada Trust, underlying lending activities in both personal and commercial banking and TD Waterhouse also experienced solid growth during the past year. Compared to the second quarter last year, net interest margin declined 9 basis points to 1.61%. The lower margin is attributable to our securitization of loan assets, which reduced net interest income while increasing other income.

# CREDIT QUALITY AND PROVISION FOR CREDIT LOSSES

The estimate for the 2000 full-year provision for credit losses is \$480 million. This estimate is \$180 million higher than our estimate established in the first quarter. The increase reflects an amount of \$90 million for the addition of Canada Trust and a \$90 million increase in the estimated credit losses in TD Securities. In the second quarter, \$135 million of the full-year estimate was expensed. The allowance for credit losses exceeded gross impaired loans by \$174 million at the end of the quarter, compared to a \$104 million excess at January 31, 2000.

The Bank's total accumulated general allowance for credit losses, which relates to both loans and off-balance sheet instruments, increased to \$849 million at April 30, 2000 from \$744 million at the end of the prior quarter, reflecting the addition of Canada Trust. These general allowances qualify as Tier 2 capital under guidelines issued by the Office of the Superintendent of Financial Institutions.

#### OTHER INCOME

Other income continues to be very strong and, at \$1,843 million this quarter, is \$799 million or 77% higher than the same quarter last year. While the addition of Canada Trust this quarter is a contributing factor, the majority of the increase was from our investment banking and wealth management businesses. TD Securities had a very strong quarter, contributing \$258 million to the growth in other income. Most businesses within TD Securities experienced year-overyear increases. Mergers and acquisition revenue more than doubled and trading revenue increased 58%. Corporate banking activity was also robust with corporate credit fees increasing 51% over the same quarter last year. Benefiting from strong merchant banking gains, net investment securities gains were \$146 million this quarter compared to \$80 million last year. The surplus over book value of our investment securities portfolio was \$432 million at April 30, 2000, compared to \$332 million at the end of the last quarter.

TD Waterhouse contributed \$179 million to the increase in other income. Average trades per day at TD Waterhouse more than doubled this quarter to 255,000 compared to 118,000 a year ago. TD Evergreen, our full service broker, also experienced very strong other income growth of 77% this quarter.

TD Asset Management continued to benefit from strong mutual fund demand in Canada through our Green Line family of mutual funds and in the United States through our TD Waterhouse family of funds. That increased demand, coupled with the addition of CT Investment Management Group Inc., resulted in a 70% increase in other income from TD Asset Management from the second quarter last year.

Retail banking also contributed to the strong growth in other income. After including Canada Trust, trust fees increased over fourfold, insurance revenue more than tripled, and income from securitizations more than doubled compared to a year ago.

#### NON-INTEREST EXPENSES

Total cash expense growth from a year ago – excluding one-time restructuring charges – was 57%, with the addition of Canada Trust this quarter contributing 27% of the growth. The percentage growth in total revenue at 58% is modestly higher than expense growth and as such our efficiency ratio, excluding non-cash goodwill and intangible charges and one-time restructuring charges, improved 20 basis points to 62.5%.

Within wealth management, higher business activity in both TD Waterhouse and TD Asset Management contributed 13% and 3% respectively to our underlying expense growth. Higher revenue generation at TD Securities added 8% while personal and commercial banking contributed 6% to the overall growth in expenses.

#### BALANCE SHEET

Total assets as at April 30, 2000 were \$270 billion, \$62 billion or 30% higher than a year ago. The majority of this increase, \$48 billion, is from Canada Trust, however the growth in retail banking continues to be strong. Underlying personal loans increased 43% or \$7.7 billion year-over-year, of which TD Waterhouse contributed \$5.6 billion. Underlying growth in residential mortgages including securitizations increased by 5.3% or \$1.9 billion.

Personal non-term deposits grew \$14 billion or 56% over last year, with Canada Trust contributing \$10.1 billion of the increase. TD Waterhouse continued to be a major source of growth, contributing an additional \$2.9 billion, while underlying growth in personal non-term deposits accounted for the remaining \$1 billion. Personal term deposits increased \$28 billion; while Canada Trust contributed \$26 billion of the increase, underlying growth in personal term deposits has also been strong, rising 8% or \$2 billion.

#### **CAPITAL**

At the end of January 31, 2000, our Tier 1 and total capital ratios – 10.2% and 13.2% respectively – were very high, reflecting our increased capital position ahead of the closing of the Canada Trust transaction on February 1, 2000. As at April 30, 2000, our Tier 1 and total capital ratios are 7.2% and 10.2% respectively and are comparable to our ratios a year ago of 7.0% and 10.6%.

## Review of TD's Businesses1

#### TD CANADA TRUST

The personal and commercial banking business of the Bank is now reported under the name TD Canada Trust. Collectively, these businesses are developing more integrated retail banking solutions to meet customer needs.

On a cash basis, TD Canada Trust's net income at \$211 million for this quarter was \$110 million or 109% higher than the same quarter last year, and was \$64 million or 44% higher than last quarter. These results reflect the inclusion of Canada Trust's retail banking operations effective February 1, 2000. In addition, these earnings reflect the strong underlying core earnings performance of each of TD Bank and Canada Trust when compared to their respective results a year ago.

We had solid revenue momentum as focus was placed on maintaining "business as usual" for all of our customers during the initial stages of the integration. Strong growth in business volumes resulted in a 15% increase in revenues over the same quarter last year on a comparable basis. Strong volumes from personal loans and deposits, as well as sharp increases in TD Evergreen trading volume, contributed to revenue growth. This revenue momentum, together with expense restraint and the early impact of integration synergies, led to an improvement in the efficiency ratio from 71% a year ago to 67% this quarter.

Return on total common equity declined from 17% a year ago to 14% for this quarter, as the significant increase in earnings was more than offset by the increase in common equity capital for the purchase of Canada Trust.

#### TD WATERHOUSE

TD Waterhouse's growth momentum continued in the second fiscal quarter with cash net income of \$105 million, an increase of \$53 million or 100% over the same quarter last year excluding the prior year securities gains. These results reflect strong growth in both commission revenue and net interest revenue. On a cash basis, return on total common equity improved year-over-year by 13 percentage points to 31%, excluding the prior year securities gains.

New records were once again set in key financial indicators including average trades per day of 255,000; 418,000 new accounts opened, and online penetration of 74%. Average trades per day of 255,000 represents an increase of 116% over a year ago. The number of active customer accounts now exceeds 2.8 million, a one-year increase of 49%, while assets under administration grew to over \$237 billion, a year-over-year increase of 51%.

Total revenue for TD Waterhouse amounted to \$688 million, an increase of \$322 million or 88% from the same quarter last year excluding the prior year securities gains, and is largely a result of the increased market activity, most notably online trading and margin loan growth.

<sup>&</sup>lt;sup>1</sup>See table on page 8 and 9.

## TD ASSET MANAGEMENT

Cash net income for the quarter increased \$9 million or 82% versus last year, and increased \$7 million or 54% versus last quarter. This quarter represents the first period to include the results of Canada Trust's mutual funds group in TD Asset Management's results. The addition of Canada Trust significantly increases the mutual fund operations of TD Asset Management, as well as money management operations for high net worth individuals. Second quarter revenues have also been enhanced by the first full quarter of results from Greydanus, Boeckh & Associates and Harbour Capital Management Inc. Both companies were acquired in the first

quarter and amalgamated with TD Asset Management at the beginning of this quarter. At the end of the second quarter, TD Asset Management had over \$97 billion in assets under management, 53% increase over the prior year, driven primarily by strong growth in institutional, high net worth, and mutual fund assets.

# **Earnings by Business Segment**

			T	D Cana	ıda	Trust				TD Wa	iterl	ouse
For the three months ended	A	pr. 30 2000	J	an. 31 2000	A	pr. 30 1999	A	pr. 30 2000	J	an. 31 2000		or. 30 1999
Net interest income (on a taxable equivalent basis) Provision for credit losses Other income Non-interest expenses excluding non-cash goodwill/intangible charges and restructuring costs	\$	804 75 552 914	\$	557 45 313 567	\$	507 46 272 554	\$	142 - 546 486	\$	118 - 459 388	\$	67 - 367 274
Restructuring costs		_		-		-		_		_		_
Net income before provision for income taxes and non-controlling interest Provision for income taxes (TEB) Non-controlling interest in net income of subsidiaries		367 156 -		258 111 -		179 78 -		202 85 12		189 76 10		160 67 –
Net income – cash basis	\$	211	\$	147	\$	101	\$	105	\$	103	\$	93
Non-cash goodwill/intangible charges, net of tax												
Net income – accrual basis												
Average assets (billions of dollars)	\$	115.9	\$	61.5	\$	61.3	\$	28.3	\$	21.9	\$	14.2
Return on total common equity – cash basis <sup>1</sup>		149	%	21%	6	17%		319	%	289	6	31%
For the six months ended			A	pr. 30 2000	Α	Apr. 30 1999			A	pr. 30 2000	Aı	or. 30 1999
Net interest income (on a taxable equivalent basis) Provision for credit losses Other income Non-interest expenses excluding non-cash goodwill/intangible charges and restructuring costs Restructuring costs			\$	1,361 120 865 1,481	\$	1,032 91 536 1,102			\$	260 - 1,005 874 -	\$	127 
Net income before provision for income taxes and non-controlling interest Provision for income taxes (TEB) Non-controlling interest in net income of subsidiaries				625 267 -		375 164 -				391 161 22		245 103
Net income – cash basis			\$	358	\$	211			\$	208	\$	142
Non-cash goodwill/intangible charges, net of tax		•										
Net income – accrual basis												
Average assets (billions of dollars)			\$	88.3	\$	60.3			\$	25.0	\$	12.3
Return on total common equity - cash basis <sup>1</sup>				18%	6	18%				309	<b>%</b>	23%

Excludes restructuring costs in 2000

#### TD SECURITIES

TD Securities' cash net income was a record \$236 million, excluding special gains in prior quarters, compared with \$195 million in the first quarter this year and \$162 million in the second quarter last year. Return on total common equity was a record 27%.

TD Securities' businesses are developing more integrated solutions to meet client needs. Capital is managed at the consolidated level and TD Securities has been very effective at reducing lower yielding loans and reallocating capital to those businesses generating high returns.

**TD Asset Management** 

Second quarter results reflect exceptional performance in foreign exchange, equity products, loan and domestic debt underwriting and advisory businesses. In addition, in the second quarter, merchant banking reported substantial gains on global media and telecom investments. The record results in these businesses more than offset a \$30 million increase in the provision for credit losses.

TD Securities continued to emphasize strong cost controls. The increase in non-interest expenses in this quarter reflects incentive compensation relating directly to increases in revenue.

Other

(unaudited, in millions of dollars)

**Total** 

				0	шеш						urrites						Other						Total
A	pr. 30 2000	Ja	an. 31 2000	Aı	pr. 30 1999	A	pr. 30 2000		Jan. 31 2000	A	Apr. 30 1999	A	pr. 30 2000		Jan. 31 2000	Α	pr. 30 1999	A	pr. 30 2000		Jan. 31 2000	Α	pr. 30 1999
\$	5 - 63	\$	6 - 49	\$	6 - 37	\$	160 60 628	\$	161 30 471	\$	199 30 370	\$	(117) - 54	\$	(24) - (13)	\$	(27) (1) (2)	\$	994 135 1,843		818 75 1,279	\$	752 75 1,044
	31		31		23		340		263 -		252 _		2 475		(15)		23		1,773 475		1,234		1,126
	37 17		24 11 -		20 9 -		388 152		339 144 –		287 125 -		(540) (245) 11		(22) (22)		(51) (42)		454 165 23		788 320 10		595 237
\$	20	\$	13	\$	11	\$	236	\$	195	\$	162	\$	(306)	\$	-	\$	(9)	\$	266	\$	458	\$	358
																			225		12		10
																		\$	41	\$	446	\$	348
\$	4.7	\$	4.6	\$	4.3	\$	133.0	\$	128.9	\$	119.7	\$	9.8	\$	10.0	\$	9.2	\$	291.7	\$	226.9	\$	208.7
							271	0/	220	/	1.00/								20	%	169	6	18%
	62%	<b>%</b>	80%	6	67%		279	<b>7</b> 0	229	<b>70</b>	16%												1070
	62%	Aj	pr. 30 2000	Aj	pr. 30 1999		21	A	Apr. 30 2000	A	Apr. 30 1999				Apr. 30 2000		Apr. 30 1999			A	Apr. 30 2000	Α	pr. 30 1999
	629		pr. 30	Aj	pr. 30	_			Apr. 30	A	Apr. 30	_		<b>\$</b>	2000			_		A	Apr. 30	Α	pr. 30
	62%	Aj	pr. 30 2000 11	Aj	pr. 30 1999 10	_	218	A	Apr. 30 2000 321 90	A	Apr. 30 1999 479 60	_			2000 (141)		(58) 99	_		A	Apr. 30 2000 1,812 210	Α	apr. 30 1999 1,590 250
	62%	Aj	pr. 30 2000 11 - 112 62	Aj	pr. 30 1999 10 - 81 49	_	21	A	321 90 1,099	A	Apr. 30 1999 479 60 717 492	_			2000 (141) - 41 (13)		1999 (58) 99 15 27	_		A	Apr. 30 2000 1,812 210 3,122 3,007	Α	1,590 250 1,981
	62%	Aj	pr. 30 2000 11 - 112 62 - 61 28	<b>A</b> J	pr. 30 1999 10 - 81 49 - 42 19	_		A	Apr. 30 2000 321 90 1,099 603 - 727 296	\$	Apr. 30 1999 479 60 717 492 - 644 276				2000 (141) - 41 (13) 475 (562) (267) 11	\$	1999 (58) 99 15 27 - (169) (106)			A	Apr. 30 2000 1,812 210 3,122 3,007 475 1,242 485	\$	1,137 456
	62%	<b>A</b> J	pr. 30 2000 11 - 112 62 - 61 28	<b>A</b> J	pr. 30 1999 10 - 81 49 - 42 19			\$	Apr. 30 2000 321 90 1,099 603 - 727 296	\$	Apr. 30 1999 479 60 717 492 - 644 276			\$	2000 (141) - 41 (13) 475 (562) (267) 11	\$	1999 (58) 99 15 27 - (169) (106)	_		\$	Apr. 30 2000 1,812 210 3,122 3,007 475 1,242 485 33	\$	2,184  1,137 456
	62%	<b>A</b> J	pr. 30 2000 11 - 112 62 - 61 28	<b>A</b> J	pr. 30 1999 10 - 81 49 - 42 19	_	21	\$	Apr. 30 2000 321 90 1,099 603 - 727 296	\$	Apr. 30 1999 479 60 717 492 - 644 276			\$	2000 (141) - 41 (13) 475 (562) (267) 11	\$	1999 (58) 99 15 27 - (169) (106)	_		\$	Apr. 30 2000 1,812 210 3,122 3,007 475 1,242 485 33 724	\$ \$	1,137 456 681
	62%	<b>A</b> J	pr. 30 2000 11 - 112 62 - 61 28	<b>A</b> J \$	pr. 30 1999 10 - 81 49 - 42 19			\$ \$	Apr. 30 2000 321 90 1,099 603 - 727 296	\$	Apr. 30 1999 479 60 717 492 - 644 276 - 368			\$	2000 (141) - 41 (13) 475 (562) (267) 11	\$	1999 (58) 99 15 27 - (169) (106)			\$ \$	Apr. 30 2000 1,812 210 3,122 3,007 475 1,242 485 33 724 237	\$ \$ \$	2,184 - 1,137 456 - 681

**TD Securities** 

# **Consolidated Interim Statement of Income**

(unaudited, in millions of dollars)

		For	the	three mo	nths	ended	Fo	r the six	mon	ths ended
	A	Apr. 30 2000	•	Jan. 31 2000	A	Apr. 30 1999	A	Apr. 30 2000	A	Apr. 30 1999
Interest income Interest expense	\$	3,600 2,654	\$	2,760 1,992	\$	2,653 1,949	\$	6,360 4,646	\$	5,346 3,849
Net interest income Provision for credit losses		946 135		768 75		704 75		1,714 210		1,497 250
Net interest income after credit loss provision		811		693		629		1,504		1,247
Other income								,		
Investment and securities services		818		584		448		1,402		857
Credit fees		166		129		118		295		218
Net investment securities gains		146		88		80		234		212
Trading income		290		244		184		534		283
Service charges		124		76		69		200		137
Card services		55		52		43		107		89
Insurance		57		19		16		76		30
Other		187		87		86		274		155
		1,843		1,279		1,044		3,122		1,981
Net interest and other income		2,654		1,972		1,673		4,626		3,228
Non-interest expenses										
Salaries and staff benefits		982		662		606		1,644		1,183
Occupancy		134		91		93		225		183
Equipment		156		105		99		261		192
Intangible amortization		421		1				422		_
Restructuring costs		475		_		_		475		_
Other		501		376		328		877		626
Non-interest expenses excluding goodwill expense		2,669		1,235		1,126		3,904		2,184
Net income (loss) before provision (benefit) for income taxes		(15)		737		547		722		1,044
Provision (benefit) for income taxes		(118)		270		189		152		363
Net income before non-controlling interest in subsidiaries		103 23		467 10		358		570 33		681
Non-controlling interest in net income of subsidiaries										-
Net income before goodwill expense Goodwill expense, net of tax		80 39		457 11		358 10		537 50		681 21
Net income Preferred dividends		41 12		446 12		348 11		487 24		660 22
Net income applicable to common shares										
- including goodwill expense	\$	29	\$	434	\$	337	\$	463	\$	638
<ul> <li>excluding goodwill expense</li> </ul>	\$	68	\$	445	\$	347	\$	513	\$	659
Familia a managan akan l										
Earnings per common share <sup>1</sup>	Φ	05	\$	70	\$	56	Φ	75	ø	1.07
- including goodwill expense	\$	.05	Þ	.70	Э	.56	\$	.75	\$	1.07
<ul> <li>excluding goodwill expense</li> </ul>		.11		.72		.58		.83		1.11
Average number of common shares outstanding (millions)		621.6		620.6		594.4		621.1		594.4
Number of common shares outstanding		621.7		621.5		594.5		621.7		594.5
Number of options outstanding <sup>2</sup>		25.9		25.3		24.2		25.9		24.2

Certain comparative amounts have been reclassified to conform with current year presentation.

'The per share figures have been adjusted to reflect the one-for-one stock dividend paid on July 31, 1999.

'Options are, or will be, exercisable for an equivalent number of common shares.

# **Condensed Consolidated Balance Sheet**

(unaudited, in millions of dollars)

	(unaudited, in millions of doin			
		As at		
_	Apr. 30 2000	Jan. 31 2000	Apr. 30 1999	
Assets				
Cash resources	\$ 5,664	\$ 8,972	\$ 7,596	
Securities purchased under resale agreements	16,406	26,898	20,536	
Securities				
Investment	27,676	16,858	16,188	
Trading	56,738	55,272	47,635	
	84,414	72,130	63,823	
Loans (net of allowance for credit losses)				
Residential mortgages	46,446	31,921	33,343	
Consumer instalment and other personal	34,232	25,259	18,819	
Business and government	40,998	38,107	38,235	
	121,676	95,287	90,397	
Customers' liability under acceptances	8,099	8,247	8,861	
Other assets	33,824	22,381	16,828	
	\$ 270,083	\$ 233,915	\$ 208,041	
Liabilities				
Deposits				
Personal	\$ 92,758	\$ 54,805	\$ 50,783	
Business and government	98,801	102,672	90,482	
	191,559	157,477	141,265	
Acceptances	8,099	8,247	8,861	
Obligations related to securities sold short	16,110	18,817	16,034	
Obligations related to securities sold under repurchase agreements	13,013	16,075	15,207	
Other liabilities	23,251	17,853	14,552	
Subordinated notes and debentures	4,327	3,181	3,411	
Non-controlling interest in subsidiaries	1,623	339	_	
Shareholders' equity	1 00=	001	020	
Preferred	1,225	931	830	
Common	10,876	10,995	7,881	
_	\$ 270,083	\$ 233,915	\$ 208,041	

Certain comparative amounts have been reclassified to conform with current year presentation.

# Condensed Consolidated Statement of Shareholders' Equity

(unaudited, in millions of dollars)

	For the six months ended		
	Apr. 30 2000	Apr. 30 1999	
Balance at beginning of period	\$ 11,533	\$ 8,533	
Issue of common shares	44	4	
Issue of preferred shares	392	_	
Net income	487	660	
Dividends	(285)	(224)	
Unrealized net foreign currency translation			
losses, net of income taxes	(42)	(232)	
Other	(28)	(30)	
Balance at end of period	\$ 12,101	\$ 8,711	

## **Condensed Consolidated Statement of Cash Flows**

(unaudited, in millions of dollars)

	For the six months ended		
	Apr. 30 2000	Apr. 30 1999	
Cash flows from (used in) operating activities			
Net income	\$ 487	\$ 660	
Adjustments to determine net cash flows	(8,011)	(8,657)	
	(7,524)	(7,997)	
Cash flows from (used in) financing activities			
Deposits	9,759	20,588	
Securities sold short or under repurchase agreements	(6,491)	9,786	
Subordinated notes and debentures and share capital	1,132	(61)	
Dividends paid	(285)	(224)	
Proceeds on issuance of subsidiary shares	900	_	
Other items, net	151	(20)	
	5,166	30,069	
Cash flows from (used in) investing activities			
Investment securities	4,582	(3,464)	
Loans	(6,044)	(5,720)	
Securities purchased under resale agreements	10,521	(8,245)	
Interest-bearing deposits	1,191	(4,209)	
Acquisition of CT Financial Services Inc.,			
less cash and cash equivalents acquired (Note 1)	(7,167)	_	
Other items	(96)	(126)	
	2,987	(21,764)	
Net changes in cash and cash equivalents	629	308	
Cash and cash equivalents at beginning of period	1,464	1,379	
Cash and cash equivalents at end of period	\$ 2,093	\$ 1,687	

Certain comparative amounts have been reclassified to conform with current year presentation.

#### NOTE 1:

# ACQUISITION OF CT FINANCIAL SERVICES INC.

On February 1, 2000, the Bank acquired substantially all of the common shares of CT Financial Services Inc. (CT), a holding company for a group of companies which together operate as a Canadian financial services company under the name Canada Trust. The total consideration in respect of this purchase amounted to \$7,998 million, paid in cash. The acquisition was accounted for by the purchase method and the results of CT's operations have been included in the consolidated statement of income from the date of acquisition. In accordance with remedies agreed to with the Competition Bureau relating to the acquisition of CT, the Bank is proceeding with the sale of the CT MasterCard business and 13 branches – 7 CT and 6 TD – in three Southern Ontario markets. The assets to be sold amount to approximately \$2,299 million at April 30.

Details of the consideration given and the fair values of the net assets acquired are as follows:

(millions of dollars)

Fair value of assets acquired Cash and cash equivalents 831 Identifiable intangible assets 6,860 Other tangible assets 48,505 56,196 Less: Liabilities 48,956 Non-controlling interest in subsidiaries 364 49,320 Fair value of identifiable net assets acquired 6,876 Goodwill 1.122 Total purchase consideration 7,998

Goodwill arising from the transaction is being amortized on a straight-line basis over the expected period of benefit of 10 years. Identifiable intangibles are being amortized on a double declining basis over eight years, based upon their estimated useful lives. The final allocation of the purchase price will be determined following the sale of the MasterCard business and the 13 branches.

During the quarter, the Bank recorded a pre-tax restructuring charge of \$475 million in connection with the integration of CT. As part of the restructuring plan, the Bank anticipates staff reductions of 4,900 full-time equivalent positions over a three year period, of which 2,900 positions will represent actual job losses and 2,000 positions will be absorbed through normal staff turnover. Of the \$475 million restructuring charge, an amount of \$251 million has been accrued for severance and employee support costs directly related to this plan. The Bank anticipates that approximately 275 branches will be closed under the restructuring plan, together with rationalization of regional and head office space requirements. Lease termination costs and other premises related expenses of \$171 million have been recognized as part of the restructuring charge. The remainder of the restructuring charge of \$53 million relates to expenses directly related to the restructuring, primarily for professional advisory and consulting fees. As of April 30, 2000, \$60 million of incurred costs had been charged against the restructuring accrual.