Building the better bank every day



**Bank Financial Group** 

Ed Clark President & CEO TD Bank Financial Group Barclays Capital Financial Services Conference May 7, 2009

# Caution regarding forward-looking statements

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From time to time, the Bank makes written and oral forward-looking statements, including in this document, in other filings with Canadian regulators or the U.S. Securities and Exchange Commission (SEC), and in other communications. In addition, the Bank's senior management may make forward-looking statements orally to analysts, investors, representatives of the media and others. All such statements are made pursuant to the "safe harbour" provisions of the U.S. Private Securities Litigation Reform Act of 1995 and applicable Canadian securities legislation. Forward-looking statements include, among others, statements regarding the Bank's objectives and targets for 2009 and beyond, and strategies to achieve them, the outlook for the Bank's business lines, and the Bank's anticipated financial performance. The forward-looking information contained in this document is presented for the purpose of assisting our shareholders and analysts in understanding our financial position as at and for the periods ended on the dates presented and our strategic priorities and objectives, and may not be appropriate for other purposes. The economic assumptions for 2009 for the Bank are set out in the Bank's 2008 Annual Report under the heading "Economic Summary and Outlook" and for each of our business segments, under the heading "Business Outlook and Focus for 2009." 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 us to make assumptions and are subject to inherent risks and uncertainties, general and specific. Especially in light of the current, unprecedented financial and economic environment, such risks and uncertainties may cause actual results to differ materially from the expectations expressed in the forward-looking statements. Some of the factors - many of which are beyond our control and the effects of which can be difficult to predict - that could cause such differences include: credit, market (including equity and commodity), liquidity, interest rate, operational, reputational, insurance, strategic, foreign exchange, regulatory, legal and other risks discussed in the Bank's 2008 Annual Report and in other regulatory filings made in Canada and with the SEC; general business and economic conditions in Canada, the U.S. and other countries in which the Bank conducts business, as well as the effect of changes in existing and the introduction of new monetary and economic policies in those jurisdictions and changes in the foreign exchange rates for the currencies of those jurisdictions; the degree of competition in the markets in which the Bank operates, both from established competitors and new entrants; defaults by other financial institutions in Canada, the U.S. and other countries; the accuracy and completeness of information the Bank receives on customers and counterparties; the development and introduction of new products and services in markets; developing new distribution channels and realizing increased revenue from these channels; the Bank's ability to execute its strategies, including its integration, growth and acquisition strategies and those of its subsidiaries, particularly in the U.S.; changes in accounting policies (including future accounting changes) and methods the Bank uses to report its financial condition, including uncertainties associated with critical accounting assumptions and estimates; changes to our credit ratings; global capital market activity; increased funding costs for credit due to market illiquidity and increased competition for funding; the Bank's ability to attract and retain key executives; reliance on third parties to provide components of the Bank's business infrastructure; the failure of third parties to comply with their obligations to the Bank or its affiliates as such obligations relate to the handling of personal information; technological changes; the use of new technologies in unprecedented ways to defraud the Bank or its customers and the organized efforts of increasingly sophisticated parties who direct their attempts to defraud the Bank or its customers through many channels; legislative and regulatory developments; change in tax laws; unexpected judicial or regulatory proceedings; continued negative impact of the U.S. securities litigation environment; unexpected changes in consumer spending and saving habits; the adequacy of the Bank's risk management framework, including the risk that the Bank's risk management models do not take into account all relevant factors; the possible impact on the Bank's businesses of international conflicts and terrorism; acts of God, such as earthquakes; the effects of disease or illness on local, national or international economies; and the effects of disruptions to public infrastructure, such as transportation, communication, power or water supply. A substantial amount of the Bank's business involves making loans or otherwise committing resources to specific companies, industries or countries. Unforeseen events affecting such borrowers, industries or countries could have a material adverse effect on the Bank's financial results, businesses, financial condition or liquidity. The preceding list is not exhaustive of all possible risk factors and other factors could also adversely affect the Bank's results. For more information, see the discussion starting on page 64 of the Bank's 2008 Annual Report. All such factors should be considered carefully when making decisions with respect to the Bank, and undue reliance should not be placed on the Bank's forward-looking statements. Any forward-looking information or statements contained in this document represent the views of management only as of the date hereof. 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.

# **Global Perspective**



### Economic outlook

- Through liquidity crisis and "Great Financial Panic"
- Now in "Great Recession"

# Re-alignment of the Banking System

- Re-intermediation of banks
- De-globalization
- Narrowed margins

### TD Bank Financial Group: Managing through Current Environment



- Get across the recession valley
  - Carefully manage capital, funding, liquidity and risk
- Keep our business model intact
  - Preserve our performance, convenience and service culture
- Emerge with momentum on our side
  - Continue to invest in our core growth engines

Continue to manage for long-term growth

### TD Bank Financial Group: Overview

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- Largely avoided the financial crisis
- Retail business focus
- Conservative risk management philosophy
- Growth opportunities in the U.S. → highly selective, patient

Well-positioned to be a positive outlier

### **TD Bank Financial Group:** In Perspective

(In U.S.\$B) <sup>1</sup>	Compared to:		
	TD	Canadian Peers⁴	North American Peers <sup>5</sup>
Q1 2009 Total Assets	\$477	2 <sup>nd</sup>	6 <sup>th</sup>
Q1 2009 Total Deposits	\$328	2 <sup>nd</sup>	6 <sup>th</sup>
April 30, 2009 Market Cap	\$33.6	2 <sup>nd</sup>	5 <sup>th</sup>
Adj. Net Income <sup>3</sup> Trailing 4 Quarters	\$3.6	3 <sup>rd</sup>	7 <sup>th</sup>
Q1 2009 Tier 1 Capital %	10.1%	3 <sup>rd</sup>	7 <sup>th</sup>
Q1 2009 Avg. # of FTE	~65,000	3 <sup>rd</sup>	7 <sup>th</sup>
Q1 2009 Retail Earnings	\$0.9	1 <sup>st</sup>	2 <sup>nd</sup>
Moody's Rating <sup>6</sup>	Aaa	n/a	n/a

#### TD is a top 10 North American bank

Balance sheet metrics are converted to U.S. dollars at an exchange rate of 0.8153 USD(CAD (as at January 31, 2009). Income statement metrics are converted to U.S. dollars at the average quarterly exchange rate of 0.8152 for Q109, 0.9007 USD(CAD for Q408; 0.9907 USD(CAD for Q408; 0.9907 USD(CAD for Q408; 0.9907 USD)(CAD for Q408; 6

North American Peers refers to Canadian Peers and U.S. Peers. U.S. Peers – including Money Center Banks (C, BAC, JPM) and Top 3 Super-Regional Banks (WFC, PNC, USB). Adjusted on a comparable basis to exclude identified non-underlying items. Based on Q1 2009 results. U.S. Banks Q1 2009 results ended March 31, 2009. For long term debt, as at April 17, 2009.

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# Main Businesses





80% of earnings from retail operations

### Major Businesses: At a Glance



#### Canadian Personal and Commercial Banking

- Lead in Service and Convenience
- Strong market position
- Continue investing in organic growth

#### Wealth Management

- Leading market positions
- Continue focused investments for the future
- Investment in TD Ameritrade

#### U.S. Personal and Commercial Banking

- Lead in Service and Convenience
- Enviable footprint with continued organic growth
- Disciplined credit culture

#### Wholesale Banking

- Strategic focus on franchise wholesale business
- Build on strong domestic operations
- Align businesses to support and enhance North American franchise

#### Consistent strategy across businesses

# Solid Growth and Return Across Businesses

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#### Strategic move to a premium earnings mix

See slide #6 for definition of Adjusted Earnings. Also see the Canadian P&C, Wealth, U.S. P&C, Wholesale segment discussions in the Business Segment Analysis section in the 2008, 2007, and 2006 Annual Report, and see starting on
page 17 of the 2008 Annual Report for an explanation of how the Bank reports and a reconciliation of the Bank's non-GAAP measures to reported basis (GAAP) results for FY06-FY08 and see pages 140 to 141 of the 2008 Annual Report
for a reconciliation for 10 years ending FY08.

# Earnings Environment

### Headwinds

- Margin compression
- Deposit competition
- Weak and uncertain capital markets
- Increasing PCLs and non-performing loans

### Tailwinds

- Loan and deposit volume growth
- Strong on-line brokerage activity
- Synergies from Commerce acquisition
- Prudent cost management

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# Key Topics in Current Environment



### Credit performance outlook

- Conservative underwriting standards
- Closely monitoring and managing credit risk as economic environment evolves

# Dividend philosophy

- Target payout range 35 to 45%
- Pay dividend in relation to earnings over medium term

# Capital adequacy

- Retail business provide solid earnings base
- Asset growth and credit migration will exert pressure





- The first truly North American bank
- 2 Lower risk retail focus
- Oisciplined execution

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