# Building the better bank every day



**Bank Financial Group** 

TD Bank Agrees to Acquire The South Financial Group

May 17, 2010

# Caution regarding forward-looking statements



From time to time, the Bank makes written and oral forward-looking statements, including in this presentation, in other filings with Canadian regulators or the U.S. Securities and Exchange Commission (SEC), 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 applicable Canadian and U.S. securities laws, including the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements include, among others, statements regarding the Bank's objectives and priorities for 2010 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 current financial, economic 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, reputational, insurance, strategic, regulatory, legal and other risks, all of which are discussed in the Management's Discussion and Analysis (MD&A) in the Bank's 2009 Annual Report. Additional risk factors include changes to and new interpretations of risk-based capital guidelines and reporting instructions; 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; 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; the ability to obtain the approval of the proposed transaction with The South Financial Group, Inc. by its shareholders; the ability to realize the expected synergies resulting from the transaction in the amounts or in the timeframe anticipated; the ability to obtain governmental approvals of the transaction or to satisfy other conditions to the transaction on the proposed terms and timeframe.

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 MD&A, starting on page 65 of the Bank's 2009 Annual Report. 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 undue reliance should not be placed on the Bank's forward-looking statements. Finally, there can be no assurance that the Bank will realize the anticipated benefits related to the acquisition of the South Financial Group, Inc.

Material economic assumptions underlying the forward-looking statements contained in this presentation are set out in the Bank's 2009 Annual Report under the heading "Economic Summary and Outlook", as updated in the First Quarter 2010 Report to Shareholders; and for each of the business segments, under the headings "Business Outlook and Focus for 2010", as updated in the First Quarter 2010 Report to Shareholders under the headings "Business Outlook".

Any forward-looking statements contained in this presentation 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 laws.

#### Additional Information



The proposed merger transaction involving The Toronto-Dominion Bank and The South Financial Group, Inc. will be submitted to The South Financial Group, Inc.'s shareholders for their consideration. Shareholders are encouraged to read the proxy statement/prospectus regarding the proposed transaction when it becomes available because it will contain important information. Shareholders will be able to obtain a free copy of the proxy statement/prospectus, as well as other filings containing information about The Toronto-Dominion Bank and The South Financial Group, Inc., without charge, at the SEC's internet site (http://www.sec.gov). Copies of the proxy statement/prospectus and the filings with the SEC that will be incorporated by reference in the proxy statement/prospectus can also be obtained, when available, without charge, by directing a request to The Toronto-Dominion Bank, 15th floor, 66 Wellington Street West, Toronto, ON M5K 1A2, Attention: Investor Relations, 1-866-486-4826, or to The South Financial Group, Inc., Investor Relations, 104 South Main Street Poinsett Plaza, 6th Floor, Greenville, South Carolina 29601, 1-888-592-3001.

The Toronto-Dominion Bank, The South Financial Group, Inc., their respective directors and executive officers and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Information regarding The Toronto-Dominion Bank's directors and executive officers is available in its Annual Report on Form 40-F for the year ended October 31, 2009, which was filed with the Securities and Exchange Commission on December 03, 2009, and in its notice of annual meeting and proxy circular for its most recent annual meeting, which was filed with the Securities and Exchange Commission on February 25, 2010. Information regarding The South Financial Group, Inc.'s directors and executive officers is available in The South Financial Group, Inc.'s proxy statement for its most recent annual meeting, which was filed with the Securities and Exchange Commission on April 07, 2010. Other information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.

## Highlights

- Extends presence in attractive Florida market, establishes franchise in the Carolinas
- ☑ Strong South Financial management team in place since 2008
- Loans appropriately marked given credit environment, credit risk well-understood and manageable
- **☑** Solid financial returns
- Opportunity to leverage TD's retail and commercial banking model

Top 10 in deposits in U.S. with stores in 14 states

## The South Financial Group: Overview



#### **About South Financial**

- Bank holding company headquartered in Greenville, SC with 176 stores
- Operates as Carolina First Bank in North and South Carolina, and as Mercantile Bank in Florida
- Nasdaq(GS): TSFG

Ba	lar	ice	Sh	eet	US\$
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Assets <sup>1</sup>	\$ 12.4B
Loans <sup>1</sup>	\$ 8.0B
Deposits <sup>1,2</sup>	\$ 9.8B

#### **Stores**

South Carolina	83
Florida	66
North Carolina	27

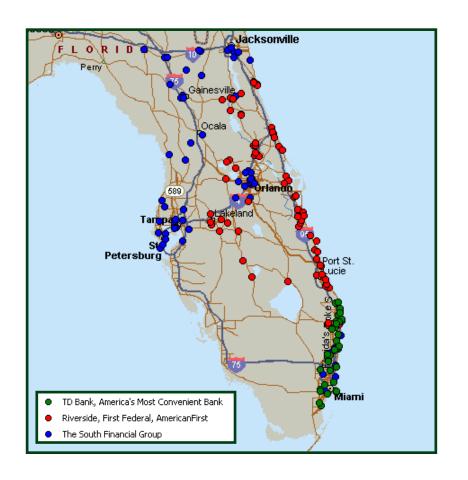
#### Other

Employees	2,144
ATMs	197
Households	~245,000

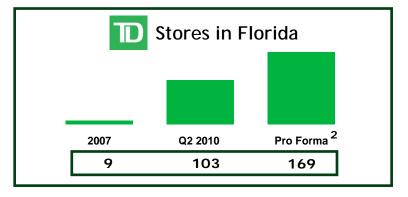
#### Top 40 commercial bank in the U.S. by assets

## Further Enhances Presence in Attractive Florida Market





Pro Forma Rank in Florida <sup>1,2</sup>				
Institution	# of Stores	Rank by Stores	Deposits (US\$MM)	•
Wells Fargo & Co.	703	1	64,257	2
Bank of America Corp.	665	2	72,758	1
SunTrust Banks Inc.	565	3	39,903	3
Regions Financial Corp.	403	4	17,450	4
BB&T Corp.	301	5	16,447	5
JPMorgan Chase & Co.	242	6	10,766	6
TD Pro Forma	169	7	7,442	10
Fifth Third Bancorp	167	8	7,610	9
PNC Financial Services Group	113	9	6,034	11
BankAtlantic Bancorp Inc.	100	10	4,077	15

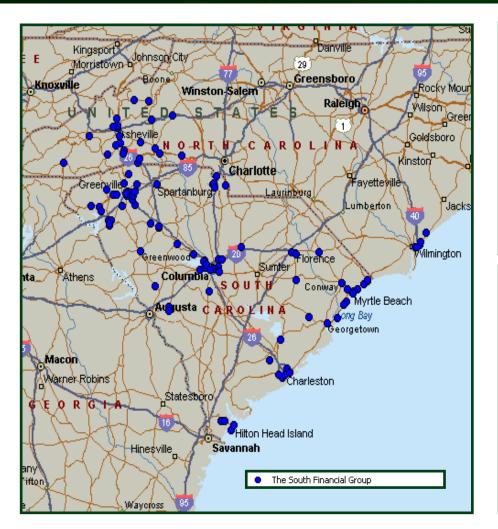


#### Top 10 in stores and deposits

- 1. Source: SNL Financial as at June 30, 2009.
- 2. Aggregate of current 103 TD and 66 The South Financial Group.

## Establishes Strong Franchise Position in the Carolinas





Pro Forma F	Rank	in Sou	th Car	olina <sup>1</sup>
Institution	# of Stores	Rank by Stores	Deposits (US\$MM)	Rank by Deposits
First Citizens Bancorp.	172	1	5,499	5
Wells Fargo & Co.	151	2	11,463	1
Bank of America Corp.	116	3	8,076	2
BB&T Corp.	116	4	6,324	3
TD Pro Forma	83	5	5,505	4
SunTrust Banks Inc.	69	6	1,958	9
First Financial Holdings Inc.	57	7	2,088	7
SCBT Financial Corp.	48	8	2,025	8
Synovus Financial Corp.	45	9	4,049	6
Regions Financial Corp.	37	10	1,060	11

Pro Forma R	≀ank i	in Nor	th Car	olina <sup>1</sup>
	# of	Rank by	Deposits	Rank by
Institution	Stores	Stores	(US\$MM)	Deposits
BB&T Corp.	361	1	33,736	3
Wells Fargo & Co.	321	2	112,794	1
First Citizens BancShares Inc.	281	3	10,819	4
Bank of America Corp.	203	4	83,779	2
SunTrust Banks Inc.	197	5	7,968	6
Royal Bank of Canada	182	6	8,497	5
Woodforest Financial Group	85	7	52	95
First Bancorp	78	8	2,549	8
Fidelity Bancshares Inc.	63	9	1,160	15
Fifth Third Bancorp	59	10	2,748	7
TD Pro Forma	27	18	900	21

Solid base for continued growth in new markets

# Leverage TD's Retail & Commercial Banking Model



#### Leverage leading service and convenience model

- Best-in-market hours
- wo₩ ™ culture

#### Introduce TD's extensive banking product suite

- Greater product selection for retail and commercial customers
- Increase cross-sell of Wealth & Insurance products to deepen client relationships

#### Expanded commercial offerings

 Expand Commercial offerings to include FX, Interest Rate Swaps, Corporate Banking, Asset Based Lending and Leasing

Opportunity to grow in South Financial's markets

## Implementation Roadmap

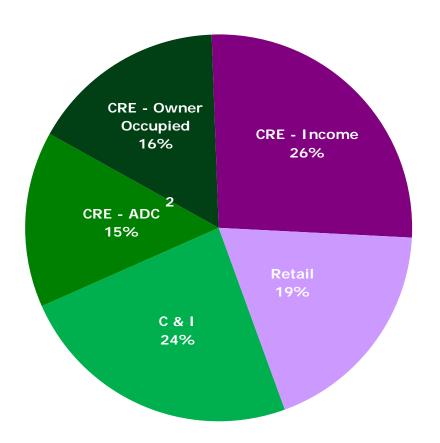


- TD has a scalable platform and our management team has significant integration experience
- South Financial closing expected in fiscal Q3 2010 and systems conversion in 2011 - leaves adequate lead time to plan/complete conversion
- Business as usual for staff and customers of South Financial until conversion
- TD branding and product suite will be introduced at conversion

Strong integration experience

## South Financial Loan Portfolio<sup>1</sup>: Mix





- Effective, proactive portfolio management over last 2 years
- Extensive due diligence review
- In-footprint lending focus
- Loans appropriately marked given credit uncertainty

Well understood and manageable credit risk

### Loan Portfolio: Credit Losses



US\$ billion	Balance Mar 31/10 <sup>1</sup>	Expected F Lifetime Cre	•
C & I CRE – Income CRE - Acq'n, Development, Construction CRE - Owner-occupied	\$1.9 2.1 1.2 1.3	\$0.2 0.2 0.4 0.1	8% 9% 34% 6%
Total Commercial Loans Total Retail Loans	\$6.5 \$1.5	\$0.8 \$0.2	13% 15%
Total Loans	\$8.0	\$1.0	13%
Loan Losses previously taken <sup>3</sup>		\$0.9	11%
Total Loan Losses Previously Taken &	\$1.9	24%	

#### Credit marks reflect expected lifetime losses

<sup>1.</sup> Financial data based on SEC filings for March 31, 2010

<sup>2.</sup> Based on TD's internal management estimates. Totals may not add due to rounding.

<sup>3.</sup> Total loan losses from January 1, 2008 to March 31, 2010

## Key terms and metrics



Value to South Financial common shareholders:	Approximately US\$61 million, payable in cash (US\$0.28 per share) or TD common shares (0.004 TD common shares per South Financial share) at election of South Financial shareholders
Value to U.S Treasury :US\$347 million of South Financial preferred shares issued to the U.S. Treasury,unpaid dividends, and warrants for a total of US\$130.6 million in cash	
Other stakeholders :	US\$207 million trust preferred and US\$32 million REIT preferred remain outstanding
Additional terms:	TD has agreed to purchase voting preferred stock of South Financial representing 39.9% pro forma voting power for 1000 TD common shares
TD common share issuance <sup>1</sup> :	Intend to issue approximately C\$250 million worth of TD common shares in Canada prior to closing
Earnings impact <sup>2</sup> :	Expected to be accretive in fiscal 2011
Return on Invested Capital <sup>2,3</sup> :	Expected to be greater than 9% by 2012
Internal Rate of Return <sup>2</sup> :	Expected to be greater than 18%
Impact on TD's Tier 1 capital <sup>2</sup> :	Decrease of approximately 40 to 50 bps
Expected closing:	Fiscal Q3 2010 subject to regulatory and South Financial shareholder approval

<sup>1.</sup> Issuance not expected to be registered under the U.S. Securities Act and may not be offered or sold in the U.S. absent registration or an applicable exemption from registration requirements.

<sup>2.</sup> In these projections, TD's and South Financial's earnings estimates are based on TD's internal management estimates, and the Tier 1 capital impact assumes the issuance by TD of C\$250 MM of common shares coincident with closing of the acquisition. Projections are subject to risks and uncertainties that may cause actual results to differ. See slide 2 for details.

<sup>3.</sup> ROIC and IRR are non-GAAP measures that may not be comparable to similar measures used by other issuers. ROIC is explained and reconciled to GAAP in TD's First Quarter 2010 Report to Shareholders on p. 7. IRR is based on our 5 year projection of adjusted earnings and a terminal multiple of 12X.

#### Conclusion



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- **☑** Solid financial returns
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**Appendix** 

# Appendix: Summary Transaction Terms



Consideration to South Financial Common Shareholders	Approximately \$61 million in total value Election to receive either: • US\$0.28 per South Financial common share in cash, OR • .004 shares of TD Common Stock for each South Financial common share
Consideration to U.S. Treasury	<ul> <li>US \$130.6 million in cash for the following securities purchased by U.S. Treasury at an original price of US\$347 million</li> <li>347,000 shares of South Financial's Fixed Rate Cumulative Perpetual Preferred Stock, Series 2008-T, plus accrued and unpaid dividends</li> <li>South Financial Warrant to purchase 10,106,796 shares of the Company's common stock at an initial per share exercise price of US\$5.15</li> </ul>
Trust preferred and REIT preferred securities	Remain outstanding All deferred dividends will be brought current after closing
Other outstanding South Financial preferred stock	Converted into a total of approximately 715,000 shares of South Financial Common Stock in connection with the execution of the Merger Agreement
Issuance of South Financial Series M Preferred Stock to TD	Shares issued in exchange for 1,000 shares of TD Common Stock Votes with South Financial Common Stock as a single class Entitled to 39.9% of total South Financial voting power after issuance Issuance of Series M Preferred Stock will rely on "financial viability exception" in Nasdaq listing rule 5365(f)
Projected Closing Date	Promptly following receipt of required regulatory approvals and South Financial shareholder vote (expected in TD's Fiscal 2010 Third Quarter)
Proposed TD Common Stock offering	In connection with the transaction, TD intends to issue and sell approximately Cdn \$250 million worth of TD common shares in Canada prior to the closing date
Other	TD may purchase additional common shares of South Financial from time to time through market purchases or otherwise in its discretion and dependent on market conditions and applicable securities laws