## **3RD QUARTER 2011**

# uick Facts

### **Building the Better Bank**

#### **North American**

- Top 10 bank in North America<sup>1</sup>
- One of the few banks in the world rated Aaa by Moody's
- Leverage platform & brand for growth
- Strong employment brand

#### **Retail Earnings Focus**

- Leader in customer service & convenience
- Over 80% of adjusted earnings from retail<sup>2</sup>
- Strong organic growth engine
- Better return for risk undertaken

#### **Franchise Businesses**

- Repeatable & growing earnings stream
- Focus on customer-driven products
- Operating franchise dealer of the future
- Consistently reinvest in our competitive advantage

#### **Risk Discipline**

- Only take risks we understand
- Systematically eliminate tail risk
- Robust capital & liquidity management
- Culture & policies aligned with risk philosophy

<b>Key Metrics</b>		
As of July 31	2010	2011
Total Assets	\$603.5B	\$664.8B
Total Deposits	\$421.2B	\$458.5B
Total Loans	\$258.6B	\$292.6B
Tier 1 Capital Ratio <sup>3,4</sup>	12.5%	12.9%
Total Capital Ratio <sup>3,4</sup>	16.0%	16.3%
Full Time Employees <sup>5</sup>	69,487	77,168
Total Retail Outlets <sup>6</sup>	2,216	2,417
Market Capitalization	\$63.9B	\$68.0B

#### Credit Ratings<sup>7</sup> Moody's S&P Fitch Aaa AA-AA-AA

- Based on Key Metrics listed in table above, except total retail outlets. North American peers include TSX: RY, BNS, BMO and CM, NYSE: C, BAC, JPM, WFC, PNC and USB. Adjusted on a comparable basis to exclude identified non-underlying items. For U.S. Peers, based on their Q2/11 results. U.S. Banks Q2/11 results ended June 30, 2011. Comparison done on a U.S. dollar basis. Balance sheet metrics are converted to U.S. dollars at an exchange rate of 1.04657 tSD/CAD (as a July 31, 2011). Income statement metrics are converted to U.S. dollars at the average quarterly exchange rate of 1.03447 for Q3/11, 1.02675 for Q2/11, 0.99524 for Q1/11 and 0.97010 for Q4/10.

  2 The Bank's financial results prepared in accordance with GAAP are referred to as "reported" results. The Bank also utilizes non-GAAP financial measures referred to as "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" in the 3rd Quarter 2011 Press Release for further explanation. Retail includes Canadian P&C, Wealth and U.S. P&C segments.

  3. Effective November 1, 2007 the Bank implemented Guidelines of the Superintendent of Financial Industries Canada (OFSI) under the Basel II Capital Framework.

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  During Q4 2009, certain comparative amounts retroactive to Q1 2009 have been restated to conform with the Amendments to CICA Handbook Section 3855, Financial Instruments—Recognition and Measurement.

  Average number of full-time equivalent staff for Q3/11.

  Including retail outlets at July 31, 2011 (July 31, 2010) in Canada 1,134 (1,116), U.S. 1,283 (1,100).

  Ratings on long term debt (deposits) of The Toronto-Dominion Bank, as at July 31, 2011.

  Year-over-year comparison based on adjusted figures.

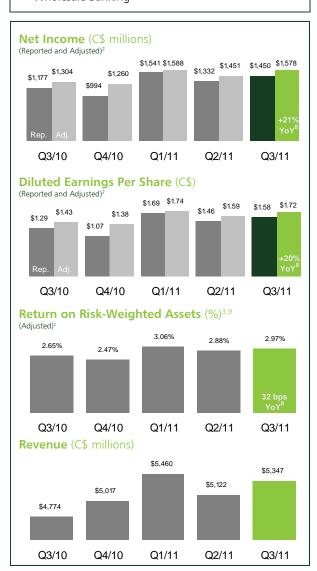
  Return on risk-weighted assets is adjusted net income available to common shareholders divided by average RWA. For further details, please refer to C3/11 (Smalphasett Hearing Information) Q3/11 Supplemental Financial Information.

# **Corporate Profile**

- Headquartered in Toronto, Canada
- Offers a full range of financial products & services
- Approximately 20 million customers worldwide

## **Four Key Businesses**

- Canadian Personal & Commercial Banking
- Wealth Management
- U.S. Personal & Commercial Banking
- Wholesale Banking





\$458

\$108

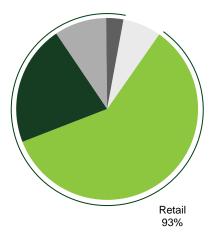
# Q3 2011 Business Segment Performance<sup>10</sup> (C\$ millions)

Revenue decreased 20% from Q3/10 primarily due to lower trading related revenue within

fixed income and currency trading businesses while non-trading revenue increased over the prior year. Fixed income and foreign exchange trading were impacted by weak economic data in the U.S. and concerns in Europe over the possibility of sovereign debt defaults. The combination of these issues resulted in reduced market volumes as participants reduced their

#### Revenue Net Income (adjusted2, where applicable) Canadian Personal & Commercial Banking \$2,768 \$954 Revenue for the quarter was up 5% from Q3/10 (7% excluding segment transfers), due to solid volume growth primarily in business deposits, business lending, real estate secured lending (RESL), indirect lending and stronger insurance revenue. RESL volume increased 8%, indirect lending increased 25%, while business loans and acceptances volume increased 13%. Personal deposit volume increased 3%, while business deposit volume was up 11%. Gross originated insurance premiums increased 4% from Q3/10. PCL for the quarter decreased 14% (7% excluding segment transfers) from Q3/10 due to an improved business environment and segment transfers. Wealth Management \$689 \$195 Global Wealth revenue for the quarter was up 12%, compared to Q3/10 primarily due to higher assets under administration and higher assets under management which drove feebased revenue growth. Net interest income also increased due to higher client margin loans and deposit balances combined with increased net interest margin. TD Ameritrade contributed \$48 million in earnings to the segment, a decrease of 23% from Q3/10. U.S. Personal & Commercial Banking \$1,472 \$345 In U.S. dollar terms, revenue for the quarter was up 30% from Q3/10 primarily due to strong US\$1,523 US\$357 loan and deposit growth partially offset by lower overdraft fees. Excluding acquisitions, organic growth was strong. Compared to Q3/10 average loans increased by 12% and average deposits increased by 10%.

## Net Income by Segment<sup>10</sup>



- Canadian P&C 60%
- U.S. P&C 22%
- Global Wealth<sup>12</sup> 9%
- U.S. Wealth 3%
- Wholesale 7%

Wealth 12%



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09 10

# **Common Shares Outstanding** (As at July 31, 2011)

888.8 million shares

# **Ticker Symbol**

TD

# **Market Listings**

Toronto Stock Exchange New York Stock Exchange

TOTAL SHAREHOLDER
RETURN <sup>13</sup>

<b>1 Yr</b>	<b>3 Yr</b>
8.1%	11.4%
<b>5 Yr</b>	<b>10 Yr</b>
9.7%	10.5%

### **Share price Performance** (\$)<sup>11</sup>

96 97 98

93

94 95

Wholesale

risk and increased cash holdings.



- 10. Effective Q1 2011, Canadian P&C excludes the operating results and associated loans for the U.S. credit cards business which was transferred to U.S. P&C for segment reporting purposes. In addition, the Bank has implemented a change in its allocation methodologies, whereby certain expenses and funding costs previously reported in the Corporate segment are no other segments. These changes are referred to as segment transfers. Prior periods have not been reclassified. For more details please refer to our Q3/11 Report to Shareholders
- Based on historic close prices of the TD common shares trading on the Toronto Stock Exchange. Share prices are provided in Canadian Dollars
- 12. Global Wealth excludes results from TD's investment in TD Ameritrad
- 13. Total shareholder return includes the year-over-year change in share price and assumes that dividends received were invested in additional TD common shares.

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#### **CONTACT INFORMATION**



