#### 4TH OUARTER 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<sup>3</sup>

#### **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 October 31	2010	2011
Total Assets	\$619.5B	\$686.4B
Total Deposits	\$430.0B	\$481.1B
Total Loans	\$269.9B	\$303.5B
Tier 1 Capital Ratio	12.2%	13.0%
Total Capital Ratio	15.5%	16.0%
Full Time Employees <sup>4</sup>	71,049	77,360
Total Retail Outlets⁵	2,396	2,431
Market Capitalization	\$64.5B	\$67.8B

#### Credit Ratings<sup>6</sup> Moody's S&P Fitch AA-AA-Aaa 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, WPC, PNC and USB. Adjusted on a comparable basis to exclude identified non-underlying items. For Canadian peers adjusted on a comparable basis to exclude identified non-underlying items, based on Q3/11 results ended July 31, 2011. For U.S. Peers, based on their Q3/11 results. U.S. Banks Q3/11 results ended September 30, 2011. Comparison done on a U.S. dollar basis. Balance seher metrics are overted to U.S. dollars at an exchange rate of 1.00331 USD/CAD (as at October 31, 2011). Income statement metrics are converted to U.S. dollars at the average quarterly exchange rate of 0.99825 for Q4/11. 103474 for Q3/11, 1,02675 for Q2/21 and 0.99524 for Q4/11. Polary 10,02675 for Q2/21 and 0.99524 for Q4/11. Retail includes Canadian Personal and Commercial Banking, Wealth Management, and U.S. Personal and Commercial Banking segments. 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 assesse each of its businesses and measure overall Bank performance. Please see "How the Bank Reports" in the 4th Quarter 2011 Press Release for further explanation. Retail includes Canadian P&C, Wealth and U.S. P&C sements.
- and U.S. P&C segments.
- Based on Q4/11 return on risk-weighted assets. Adjusted on a comparable basis to exclude identified non-underlying items. Return on risk-weighted assets is adjusted net income available to common shareholders divided by average RWA. For further details, please refer to Q4/11 Supplemental Financial Information.

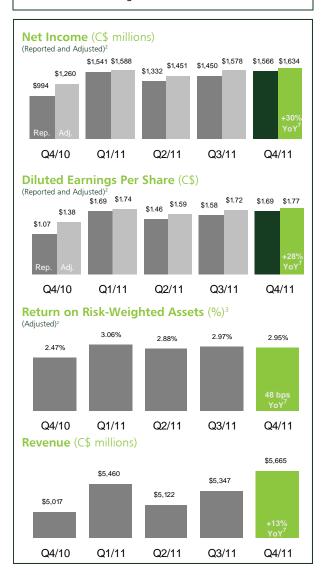
  Average number of full-time equivalent staff for Q4/11.
- Including retail outlets at October 31, 2011 (October 31, 2010) in Canada 1,150 (1,127), U.S. 1,281 (1,269).
- Ratings on long term debt (deposits) of The Toronto-Dominion Bank, as at October 31, 2011. Year-over-year comparison based on adjusted figures.

### **Corporate Profile**

- Headquartered in Toronto, Canada
- Offers a full range of financial products & services
- Approximately 20.5 million customers worldwide

#### **Four Key Businesses**

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





Revenue Net Income

\$697

\$1,455

US\$1,450

\$193

\$328

US\$325

## Q4 2011 Business Segment Performance<sup>8</sup> (C\$ millions)

#### (adjusted<sup>2</sup>, where applicable) Canadian Personal & Commercial Banking \$2,802 \$905

Revenue for the quarter was up 5% from Q4/10 (7% excluding segment transfers), due to strong volume growth in real estate secured lending (RESL), auto lending, business deposits, as well as better claims experience in insurance. RESL volume increased 8%, auto lending volume increased 19% (which includes Chrysler Financial) and business loans and acceptances volume increased 14%. Personal deposit volume increased 2%, while business deposit volume increased 11%. Gross originated insurance premiums increased 5%. PCL for the quarter decreased 11% (8% excluding segment transfers), from Q4/10, mainly due to improved credit portfolio performance and enhanced collection strategies.

#### Wealth Management

Global Wealth revenue for the quarter was up 9%, compared to Q4/10 primarily due to increased fee-based revenue from higher average client assets in the advice-based and asset management businesses and increased transaction volumes in our direct investing brokerage business. Net income also increased 18% resulting from growth across all business lines. TD Ameritrade contributed \$54 million in earnings to the segment, an increase of 64%, compared to Q4/10. The increase was due to higher operating earnings at TD Ameritrade mainly due to higher trading volumes.

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

In U.S. dollar terms, revenue for the quarter was up 23% from Q4/10 primarily due to strong organic growth in loans and deposits and the impact of recent acquisitions. Compared to Q4/10, excluding acquisitions and segment transfer, average loans increased 13%, with average personal loans increasing 22%. Average deposit volume, excluding the impact of the TD Ameritrade IDAs, Government deposits and acquisitions, increased 13% due to maturing stores and solid organic growth.

\$732 \$288 Wholesale

Revenue increased 8%, from Q4/10 primarily due to security gains in the investment portfolio and improved trading revenue from equity derivative and foreign exchange businesses, partially offset by lower fixed income and credit trading. The operating environment for our fixed income and credit trading businesses was challenging due to the volatile trading conditions and lower client volumes as compared to last year.

#### **Net Income by Segment<sup>8</sup>**

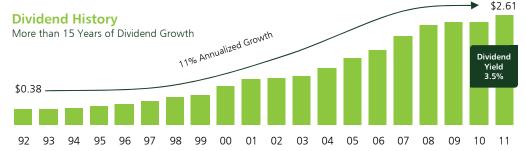


- Canadian P&C 53%
- U.S. P&C 19%
- Global Wealth<sup>10</sup> 8%
- U.S. Wealth 3%

Wholesale 17%

Wealth 11%

# **Shareholder Performance**



#### **Share price Performance** (\$)<sup>9</sup>



- 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 now being allocated other segments. These changes are referred to as segment transfers. Prior periods have not been reclassified. For more details please refer to our Q4/11 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.
- 10. Global Wealth excludes results from TD's investment in TD Ameritrade
- 11. As at October 31, 2011. Total shareholder return includes the year-over-year change in share price and assumes that dividends received were invested in additional TD common shares.

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

897.1 million shares

# **Ticker Symbol**

TD

#### **Market Listings**

Toronto Stock Exchange New York Stock Exchange

#### **TOTAL SHAREHOLDER** RETURN<sup>11</sup>

<b>1 Yr</b> 5.7%	<b>3 Yr</b> 14.0%
<b>5 Yr</b> 6.7%	<b>10 Yr</b> 11.3%

#### **CONTACT INFORMATION**

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