



**TD Bank Group  
Investor Presentation – Fixed Income**

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Q3 2013

# Caution regarding forward-looking statements



From time to time, the Bank makes written and/or oral forward-looking statements, including in this document, in other filings with Canadian regulators or the U.S. Securities and Exchange Commission, 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, and are intended to be forward-looking statements under, applicable Canadian and U.S. securities legislation, including the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements include, but are not limited to, statements made in this document, the Management’s Discussion and Analysis in the Bank’s 2012 Annual Report (“2012 MD&A”) under the headings “Economic Summary and Outlook”, for each business segment “Business Outlook and Focus for 2013” and in other statements regarding the Bank’s objectives and priorities for 2013 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 forward-looking 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 physical, financial, economic, political, 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 (including technology), reputational, insurance, strategic, regulatory, legal, environmental, capital adequacy, and other risks. Examples of such risk factors include the impact of recent U.S. legislative developments, as discussed under “Significant Events in 2012” in the “Financial Results Overview” section of the 2012 MD&A; changes to and new interpretations of capital and liquidity guidelines and reporting instructions; changes to the Bank’s credit ratings; changes in interest rates; increased funding costs for credit due to market illiquidity and competition for funding; the occurrence of natural and unnatural catastrophic events and claims resulting from such events; the failure of third parties to comply with their obligations to the Bank or its affiliates relating to the care and control of information; disruptions in or attacks (including cyber attacks) on the Bank’s information technology, internet, network access or other voice or data communications systems or services; and the overall difficult litigation environment, including in the United States. 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 2012 MD&A, as may be updated in subsequently filed quarterly reports to shareholders and news releases (as applicable) related to the transactions discussed under the heading “Significant Events” in the relevant MD&A, which applicable releases may be found on [td.com](http://td.com). 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 we caution readers not to place undue reliance on the Bank’s forward-looking statements.

Material economic assumptions underlying the forward-looking statements contained in this document are set out in the 2012 MD&A under the headings “Economic Summary and Outlook”, and for each business segment, “Business Outlook and Focus for 2013”, each as updated in subsequently filed quarterly reports to shareholders.

Any forward-looking statements contained in this document 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 legislation.

1. **TD Bank Group**
2. Canadian Economy
3. Treasury & Balance Sheet Management
4. Appendix

## Our Businesses

### Canadian Personal & Commercial

- Personal banking, credit cards and auto finance
- Small business and commercial banking

### Wealth & Insurance

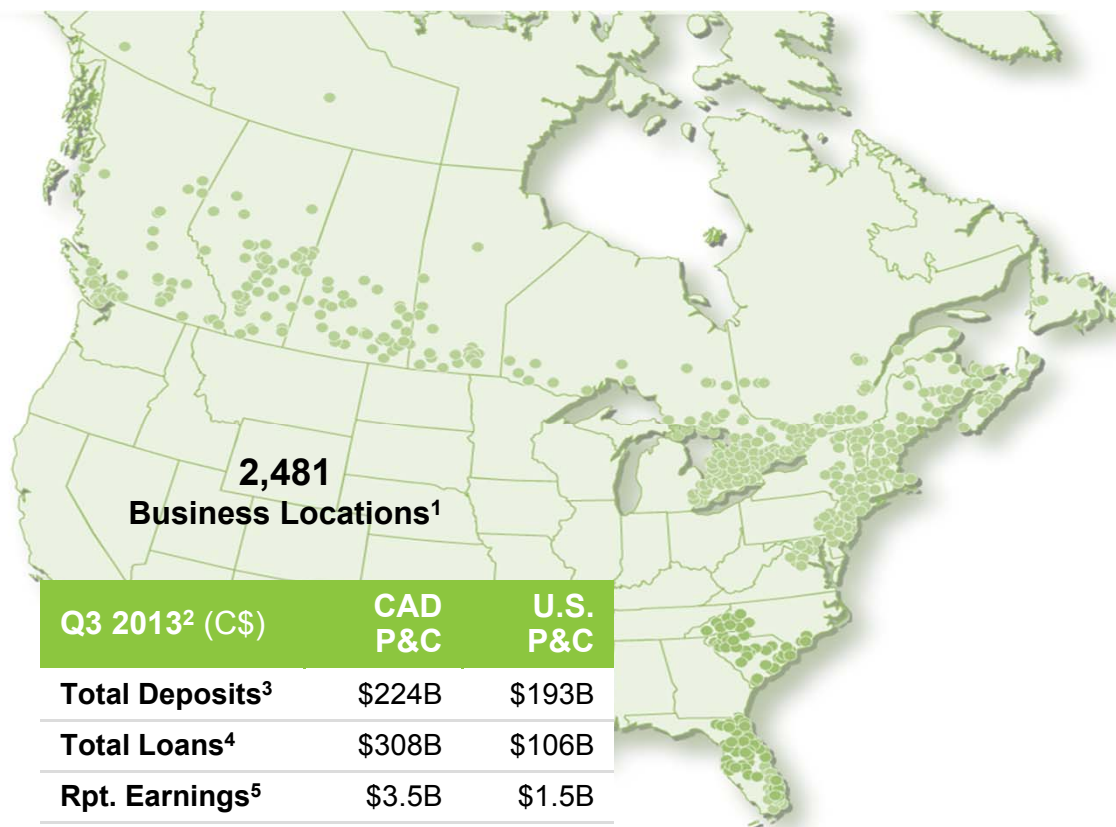
- Direct investing
- Advice-based wealth business
- Asset management
- Insurance

### U.S. Personal & Commercial

- Personal banking, credit cards and auto finance
- Small business and commercial banking
- Corporate and specialty banking

### Wholesale

- Research
- Investment banking
- Capital markets
- Global transaction banking



Q3 2013 <sup>2</sup> (C\$)	CAD P&C	U.S. P&C
<b>Total Deposits<sup>3</sup></b>	\$224B	\$193B
<b>Total Loans<sup>4</sup></b>	\$308B	\$106B
<b>Rpt. Earnings<sup>5</sup></b>	\$3.5B	\$1.5B
<b>Adj. Earnings<sup>5</sup></b>	\$3.6B	\$1.6B
<b>Customers</b>	13MM	8MM
<b>Employees<sup>6</sup></b>	28,345	24,811

**Lower-risk retail focused North American bank**

1. Number of North American retail outlets at the end of Q3/13.

2. Q3/13 is the period from May 1, 2013 to July 31, 2013.

3. Total Deposits based on total of average personal and business deposits during Q3/13. U.S. deposits include TD Ameritrade Insured Deposit Accounts (IDAs).

4. Total Loans based on total of average personal and business loans during Q3/13.

5. For trailing four quarters ended Q3/13. See slide 5, footnote 3 for definition of adjusted results.

6. Average number of full-time equivalent staff during Q3/13.

# Simple Strategy, Consistent Focus



## Building the Better Bank

### North America

- Top 10 Bank in North America<sup>1</sup>
- One of only a few banks globally to be rated Aa1 by Moody's<sup>2</sup>
- Leverage platform and brand for growth
- Strong employment brand

### Retail Earnings Focus

- Leader in customer service and convenience
- Over 80% of adjusted earnings from retail<sup>3,4</sup>
- Strong organic growth engine
- Better return for risk undertaken<sup>5</sup>

### Franchise Businesses

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

### Risk Discipline

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

**Superior execution**

1. See slide 7.

2. For long term debt (deposits) of The Toronto-Dominion Bank, as at July 31, 2013. Credit ratings are not recommendations to purchase, sell, or hold a financial obligation inasmuch as they do not comment on market price or suitability for a particular investor. Ratings are subject to revision or withdrawal at any time by the rating organization.

3. Based on Q3/13 adjusted earnings. Effective November 1, 2011, the Bank prepares its consolidated financial statements in accordance with International Financial Reporting Standards (IFRS), the current generally accepted accounting principles (GAAP), and refers to results prepared in accordance with IFRS as the "reported" results. The Bank also utilizes non-GAAP financial measures to arrive at "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" starting on page 5 of the 3<sup>rd</sup> Quarter 2013 Earnings News Release for further explanation and a reconciliation of the Bank's non-GAAP measures to reported basis results.

4. Retail includes Canadian Personal & Commercial Banking, Wealth & Insurance, and U.S. Personal & Commercial Banking segments. See slide 8 for more detail.

5. Based on Q3/13 return on risk-weighted assets (RWA), calculated as adjusted net income available to common shareholders divided by average RWA. See footnote 3 above for definition of adjusted results.

# Competing in Attractive Markets



## Country Statistics



- 10<sup>th</sup> largest economy
- Nominal GDP of C\$1.7 trillion
- Population of 35 million

## Canadian Banking System

- Soundest banking system in the world<sup>1</sup>
- Market leadership position held by the “Big 5” Canadian Banks
- Canadian chartered banks account for more than 70% of the residential mortgage market<sup>2</sup>
- Mortgage lenders have recourse to both borrower and property in most provinces

## TD’s Canadian P&C<sup>3</sup> Business

- Network of 1,169 branches and 2,827 ATMs
- Composite market share of 21%
- Ranked #1 or #2 in market share for most retail products
- Top tier dual credit card issuer

## Country Statistics



- World’s largest economy
- Nominal GDP of US\$15.1 trillion
- Population of 314 million

## U.S. Banking System

- Over 9,000+ banks with market leadership position held by a few large banks
- The 5 largest banks have assets > 50% of the U.S. economy
- Mortgage lenders have limited recourse in most jurisdictions

## TD’s U.S. P&C<sup>3</sup> Business

- Network of 1,312 stores and 1,884 ATMs
- Operations in 5 of the top 10 metropolitan statistical areas and 7 of the 10 wealthiest states
  - > US\$1.6T deposits market<sup>4</sup>
  - US\$200B in mortgage originations<sup>5</sup>
- Access to nearly 55 million customers within five miles of TD stores

**Significant growth opportunities within TD’s footprint**

1. World Economic Forum, *Global Competitiveness Reports* 2008-2013.  
2. Includes securitizations. As per Canada Mortgage and Housing Corporation (CMHC).  
3. “P&C” refers to Personal & Commercial Banking.  
4. Based on SNL Bank and Thrifts as of 06/30/2011.  
5. New mortgage origination volume in 2011 from Moody’s.

# TD Bank Group in North America



Q3 2013 (C\$ billions)	Compared to:		
		Canadian Peers <sup>5</sup>	North American Peers <sup>6</sup>
<b>Total Assets</b>	\$835B	2 <sup>nd</sup>	6 <sup>th</sup>
<b>Total Deposits</b>	\$508B	2 <sup>nd</sup>	6 <sup>th</sup>
<b>Market Cap (as of August 30, 2013)</b>	\$82B	2 <sup>nd</sup>	6 <sup>th</sup>
<b>Adj. Net Income<sup>1</sup> (Trailing 4 Quarters)</b>	\$7.1B	2 <sup>nd</sup>	6 <sup>th</sup>
<i>Rpt. Net Income (Trailing 4 Quarters)</i>	\$6.6B	n/a	n/a
<b>Tier 1 Capital Ratio<sup>2</sup></b>	11.0%	4 <sup>th</sup>	9 <sup>th</sup>
<b>Avg. # of Full-Time Equivalent Staff<sup>3</sup></b>	78,917	2 <sup>nd</sup>	6 <sup>th</sup>
<b>Moody's Rating<sup>4</sup></b>	Aa1	n/a	n/a

1. See slide 5, footnote 3, for definition of adjusted results.

2. Effective Q1/13, amounts are calculated in accordance with the Basel III regulatory framework, and are presented based on the "all-in" methodology. Prior to Q1/13, amounts were calculated in accordance with the Basel II regulatory framework.

3. Average number of full-time equivalent staff for Q3/13.

4. See slide 5, footnote 2.

5. Canadian Peers – includes other 4 big banks (RY, BMO, BNS and CM) adjusted on a comparable basis to exclude identified non-underlying items. Based on Q3/13 results ended July 31, 2013.

6. North American Peers – includes Canadian Peers and U.S. Peers. U.S. Peers – includes Money Center Banks (C, BAC, JPM) and Top 2 Super-Regional Banks (WFC, USB). Adjusted on a comparable basis to exclude identified non-underlying items. For U.S. Peers, based on Q2/13 results ended June 30, 2013.

**TD is a Top 10 Bank in North America**

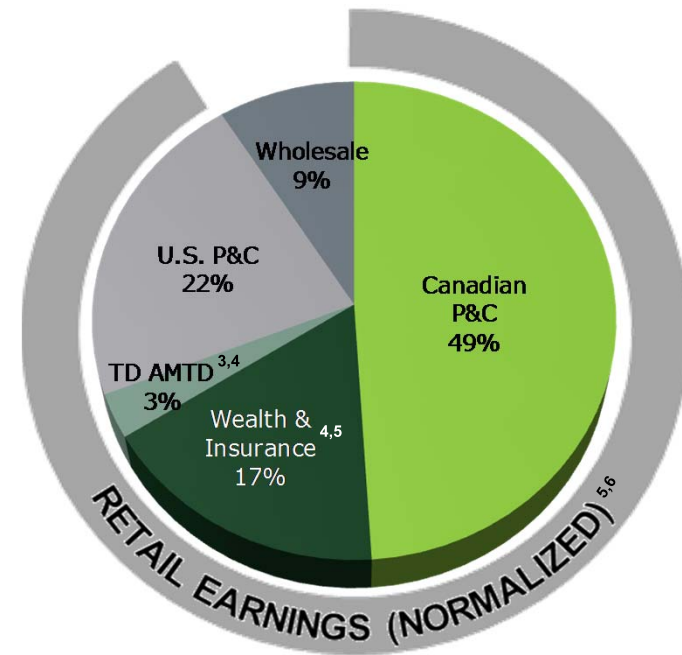
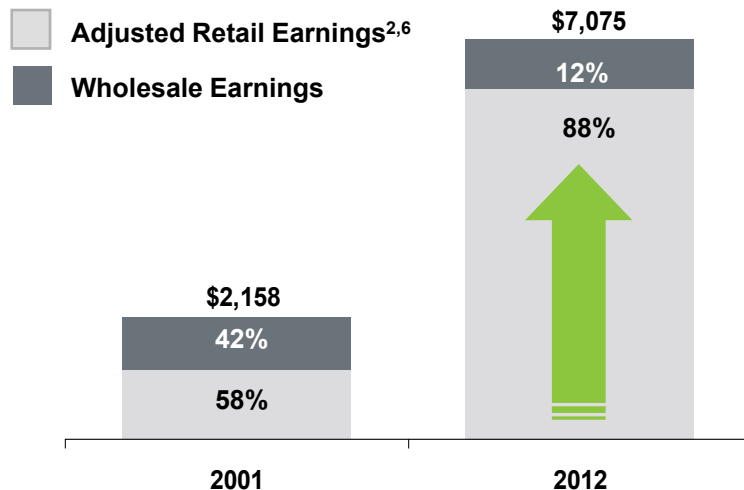


# Composition of Earnings



## Highlights

- TD is a top 10 bank in North America<sup>1</sup>
- Increasing retail focus
- Strength of retail franchise
- Reliable and steady earnings mix



YTD'13 Normalized Adj. Retail Earnings<sup>2,5,6</sup> = 91%

**Retail-focused earnings mix**

1. See slide 7.  
 2. See slide 5, footnote 3, for definition of adjusted results.  
 3. TD had a reported investment in TD Ameritrade of 42.24% as at July 31, 2013.  
 4. The "Wealth & Insurance" business segment is comprised of "Wealth & Insurance" and "TD Ameritrade".  
 5. For the purposes of calculating a YTD normalized earnings mix (i.e. one the Bank considers would be reflective of normal operations), the \$418MM after tax charge taken in the Insurance business in Q3/13 has been excluded from this figure, which results in normalized YTD earnings of \$997MM for Wealth & Insurance (ex-AMTD). The YTD earnings for Wealth & Insurance (ex-AMTD) is \$579MM including the Q3/13 charge of \$418MM.  
 6. For the purpose of calculating contribution by each business segment, adjusted earnings from the Corporate segment are excluded. For a definition of retail earnings, see slide 5, footnote 4.



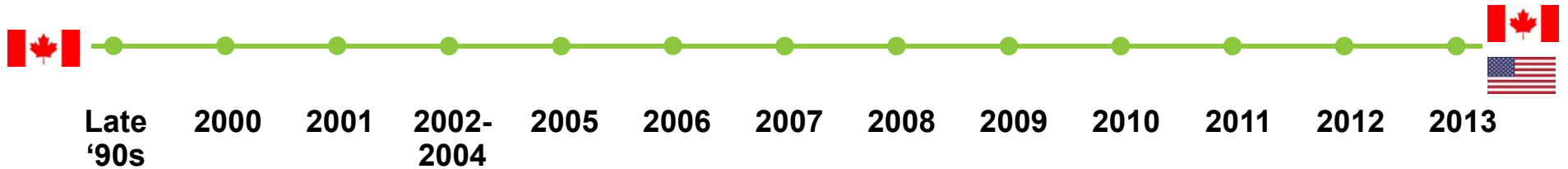
# Evolution of TD

## Building Franchise Businesses



### >>> Increasing Retail focus >>>

TD Bank and Canada Trust merge  
 Acquired Newcrest Capital  
 Acquired 51% of Banknorth  
 TD Waterhouse USA/ Ameritrade transaction  
 Privatized TD Banknorth  
 Acquired Commerce Bank  
 Commerce Bank integration  
 Acquired Riverside & TSFG  
 Acquired Chrysler Financial and MBNA credit card portfolio  
 Acquired Target credit card portfolio & Epoch and announced agreement with Aimia



Did not acquire large-scale investment dealer

Recorded media/telecom/energy loan losses

Wound down structured products business

Exited non-franchise credit products

Exited non-franchise proprietary trading

**Traditional Dealer >>>**

**>>> Franchise Dealer**

**Strategic evolution to a lower-risk retail focused bank with a franchise dealer**

## Our Risk Appetite

We take risks required to build our business, but only if those risks:

- Fit our business strategy and can be understood and managed
  - Do not expose the enterprise to any significant single loss events; we don't "bet the bank" on any single acquisition, business or product
  - Do not risk harming the TD brand
- 
- Integrated risk monitoring and reporting
    - To senior management and Board of Directors
  - Regular review, evaluation and approval of risk framework
    - Structured Risk Appetite governance, from the Business to the Board
    - Executive Committees and Risk Committee of the Board

Proactive and disciplined risk management practices

# Q3 2013 Highlights



## Key Themes

- Adjusted<sup>1</sup> EPS decline of 14% YoY driven by Insurance loss
- Record quarter for Canadian P&C, Wealth Management and U.S. P&C
- Credit quality continues to improve in Canada and the U.S.
- Strong capital ratio of 8.9%

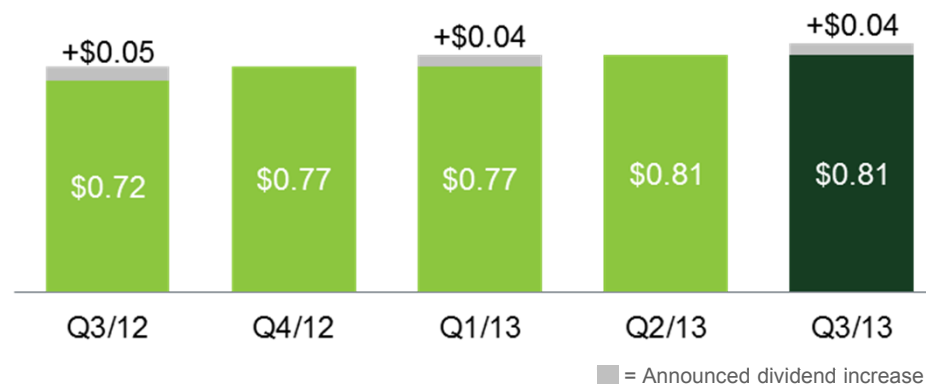
Very strong results impacted by insurance charges

## Net Income \$MM

(Adjusted, where applicable)<sup>1</sup>

	Q3/13	QoQ	YoY
<b>Retail<sup>2</sup></b>	\$ 1,449	-12%	-10%
<b>Wholesale</b>	147	-33%	-18%
<b>Corporate</b>	(8)	-69%	n/a
<b>Adjusted Net Income</b>	<b>\$ 1,588</b>	<b>-13%</b>	<b>-13%</b>
<i>Reported Net Income</i>	1,527	-11%	-10%
<b>Adjusted EPS (diluted)</b>	<b>\$ 1.65</b>	<b>-13%</b>	<b>-14%</b>
<i>Reported EPS (diluted)</i>	1.58	-11%	-11%
<b>Basel III CET1 Ratio</b>	8.9%		

## Dividend per Common Share



1. See slide 5, footnote 3 for definition of adjusted results.

2. See slide 5, footnote 4 for definition of retail earnings. Reported retail results were \$1,425 million, down 11% and 6% versus Q2/13 and Q3/12 respectively.

# Credit Portfolio Highlights

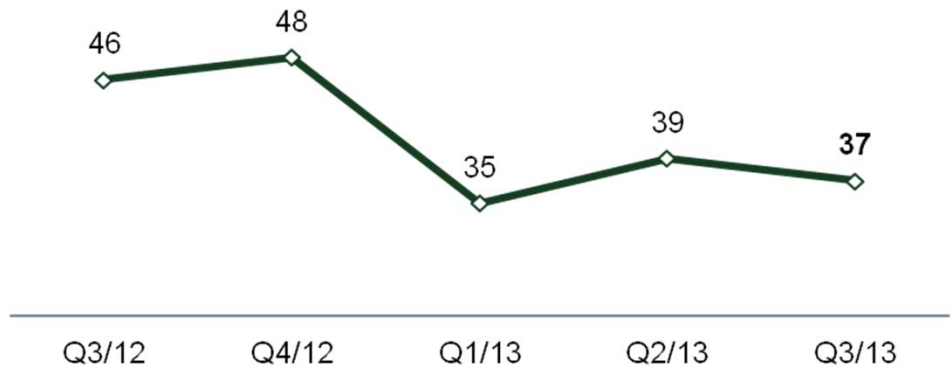


## Key Credit Themes

- Continued solid credit performance:
  - Canadian Credit Cards loss rates continued to improve
  - Lowest charge-off rate for the U.S. Commercial portfolio in over 3 years
- Increased Gross Impaired Loans due to seasoning of the Target portfolio
- Quality loan growth across all portfolios

**Credit quality remains strong**

## PCL Ratio (bps)<sup>1,2</sup>



## GIL Ratio (bps)<sup>2</sup>



1. PCL Ratio – Provision for Credit Losses on a quarterly annualized basis/Average Net Loans & Acceptances; Total PCL excludes the impact of acquired credit-impaired loans, debt securities classified as loans and items of note: Q4/12 \$54MM Superstorm Sandy

2. GIL Ratio – Gross Impaired Loans/Gross Loans & Acceptances (both are spot). Excludes the impact of acquired credit impaired loans and debt securities classified as loans.

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# Canada's Relative Strengths



- One of the world's most competitive economies<sup>1</sup>
- Soundest banking system in the world<sup>1</sup>
- Unemployment rate remains below prior recessionary peaks
- One of the strongest fiscal positions among G-7 industrialized countries
  - Relatively low projected deficits and debt



# Solid Financial System in Canada



- Strong retail and commercial banks
  - Conservative lending standards
  - All major wholesale dealers owned by Canadian banks, with stable retail earnings base to absorb any wholesale write-offs
  
- Responsive government and central bank
  - Proactive policies and programs to ensure adequate liquidity in the system
  - Updated mortgage rules moderate the market and protect consumers
  
- Judicious regulatory system
  - Principles-based regime, rather than rules-based
  - One single regulator for all major banks
  - Conservative capital rules, requirements above world standards
  - Capital requirements based on risk-weighted assets

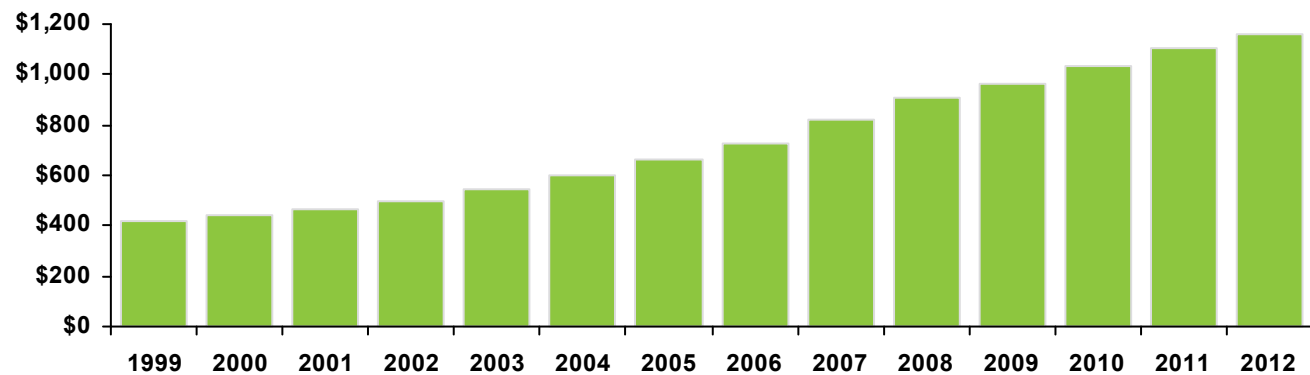
The world's soundest banking system<sup>1</sup>

# Well Developed Residential Mortgage Market in Canada



- Canadian chartered banks account for around 75% of the total mortgage market, including securitizations<sup>1</sup>
- Conservative lending practices
- Strong competition among lenders
- Favorable legal environment supporting foreclosure and other types of legal recourse to recoup losses

Total Residential Mortgages Outstanding<sup>2</sup> (\$B)



1. Canada Mortgage and Housing Corporation (CMHC)  
2. Statistics Canada

# Canadian Mortgage Market is Different from the U.S.



	Canada	U.S.
Product	<ul style="list-style-type: none"> <li>Conservative product offerings: fixed or variable interest rate option</li> </ul>	<ul style="list-style-type: none"> <li>Outstanding mortgages include earlier exotic products (interest only, options ARMs)</li> </ul>
	<ul style="list-style-type: none"> <li>Default insured mortgages use a 5-year fixed qualifying rate for loans with variable rates or terms less than 5 years</li> </ul>	<ul style="list-style-type: none"> <li>Borrowers often qualified using discounted teaser rates → payment shock on expiry (underwriting standards have since been tightened)</li> </ul>
Underwriting	<ul style="list-style-type: none"> <li>Terms usually 5 years or less, renewable at maturity</li> </ul>	<ul style="list-style-type: none"> <li>30 year term most common</li> </ul>
	<ul style="list-style-type: none"> <li>Maximum amortization is 25 years and maximum loan to value (LTV) to 80% for a refinance</li> </ul>	<ul style="list-style-type: none"> <li>Amortization usually 30 years, can be up to 50 years</li> </ul>
	<ul style="list-style-type: none"> <li>Mortgage insurance mandatory if LTV over 80%, covers full loan amount</li> </ul>	<ul style="list-style-type: none"> <li>Mortgage insurance often used to cover portion of LTV over 80%</li> </ul>
Regulation and Taxation	<ul style="list-style-type: none"> <li>Mortgage interest not tax deductible</li> </ul>	<ul style="list-style-type: none"> <li>Mortgage interest is tax deductible, creating an incentive to borrow</li> </ul>
	<ul style="list-style-type: none"> <li>Lenders have recourse to both borrower and property in most provinces</li> </ul>	<ul style="list-style-type: none"> <li>Lenders have limited recourse in most jurisdictions</li> </ul>
Sales Channel	<ul style="list-style-type: none"> <li>External broker channel originated up to 30%</li> </ul>	<ul style="list-style-type: none"> <li>External broker channel originated up to 70% at peak, now less than 30%</li> </ul>

# Canadian Housing Market



## Highlights

- Housing sales continue to be supported by attractive affordability, demographics and employment stability
- Canadian RESL credit quality remains strong
- General Allowance of \$65 million taken for the Alberta flood

Topic	TD Positioning
Canadian RESL Portfolio	<ul style="list-style-type: none"><li>■ \$223 billion portfolio (65% insured)</li><li>■ Average Current LTV of 47%</li></ul>
Condo Borrower Exposure	<ul style="list-style-type: none"><li>■ \$33 billion portfolio (69% insured)</li><li>■ LTV, credit score and delinquency rate consistent with broader portfolio</li></ul>
Hi-Rise Condo Developer Exposure	<ul style="list-style-type: none"><li>■ Stable portfolio volumes of &lt; 1.5% of the Canadian Commercial portfolio</li><li>■ Exposure limited to experienced borrowers with demonstrated liquidity and long-standing relationship with TD</li></ul>

# Mortgage Rule Developments in Canada



## 2012 Measures Announced by Minister Flaherty (Government of Canada)

- Maximum amortization period lowered from 30 years to 25 years
- Maximum amount that Canadians can borrow when refinancing lowered to 80% from 85%
- Maximum GDS and TDS ratios of 39% and 44% respectively
- Insured mortgages only available on homes with a purchase price of less than \$1 million
- Rules only apply to high ratio mortgages (mortgages requiring government insurance)
- Took effect on July 9, 2012 avoiding a rush to beat the new rule (as seen in 2011)

## 2012 Highlights of Guideline B-20 (OSFI)

- Maximum loan-to-value of 65% for a HELOC (from 80%)
- HELOCs will not amortize, but lenders must expect an ability to fully repay over time
- Qualifying rate for conventional mortgages with variable rates or fixed rate terms less than 5 years will be “the greater of the contractual mortgage rate or the five-year benchmark rate published by the Bank of Canada”
- LTV to be re-calculated upon refinancing and whenever the lender deems prudent
- Federally regulated lenders have until “no later than fiscal year-end 2012” to comply

# North American Economy Outlook



- 2013 will be another year of moderate growth for Canada and the U.S.
  - Uncertainty over government policies has somewhat dissipated, but unresolved issues remain in both the U.S. and Europe
  
- U.S. economy remains a mix of good news and bad news
  - Residential real estate will make a positive contribution to growth in 2013
  - Fiscal consolidation is here, and will likely weigh on growth over the next few years
  
- Canadian economy closely linked to U.S. fortunes – firming in U.S. private demand helps Canada's prospects
  - Domestic demand will be restrained by high household debt burdens, and cooling housing market

Expect modest growth

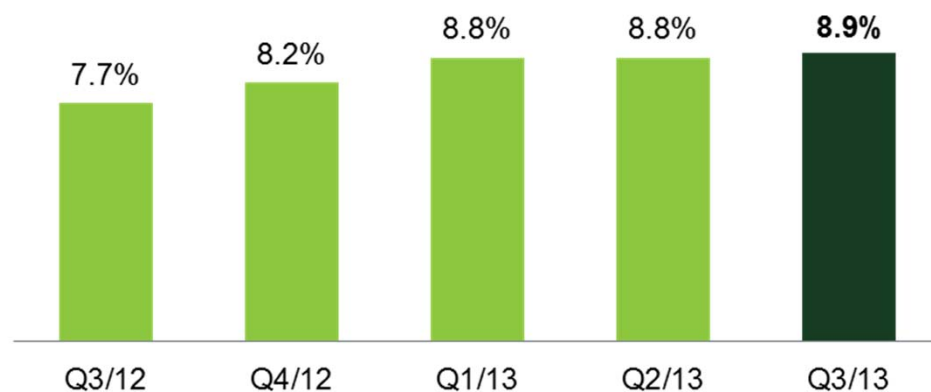


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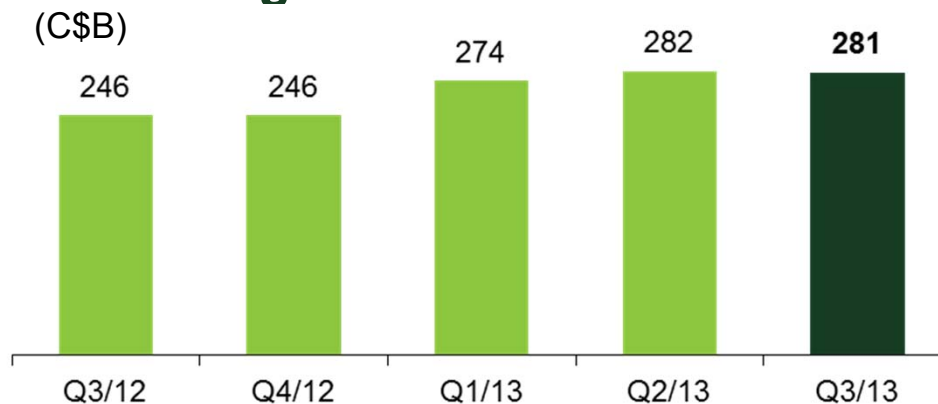
## Highlights

- Basel III Common Equity Tier 1 ratio of 8.9% as of July 31, 2013
  - Includes 30 bps of relief from OSFI on treatment of CVA
- Managing capital volatility – AOCI
- Dividend increase of \$0.04 per share payable in Q4 2013
- Share buyback program on track with over 7 million shares repurchased (as at August 23)

## Basel III Common Equity Tier 1<sup>1</sup>



## Risk-Weighted Assets<sup>1</sup>



**Remain well-positioned for evolving regulatory and capital environment**

1. Effective Q1/13, amounts are calculated in accordance with the Basel III regulatory framework, excluding Credit Valuation Adjustment Capital (CVAc) in accordance with OSFI guidance and are presented based on the "all-in" methodology. Basel III Common Equity Tier 1 ratios reported in 2012 are pro-forma estimates reported in the Q4/12, Q3/12, Q2/12 and Q1/12 MD&A (available at td.com).

# TD Credit Ratings

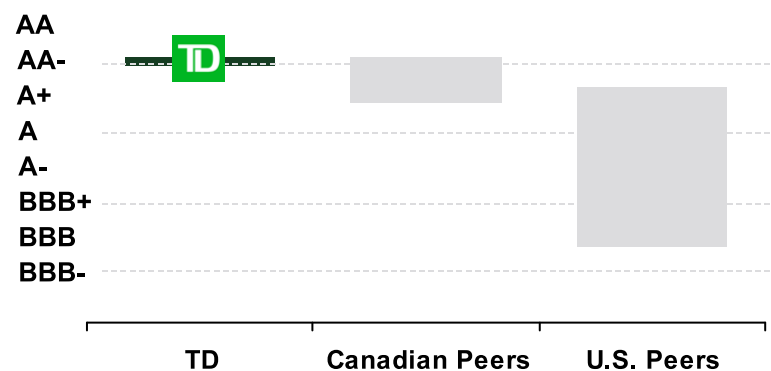


## Issuer Ratings<sup>1</sup>

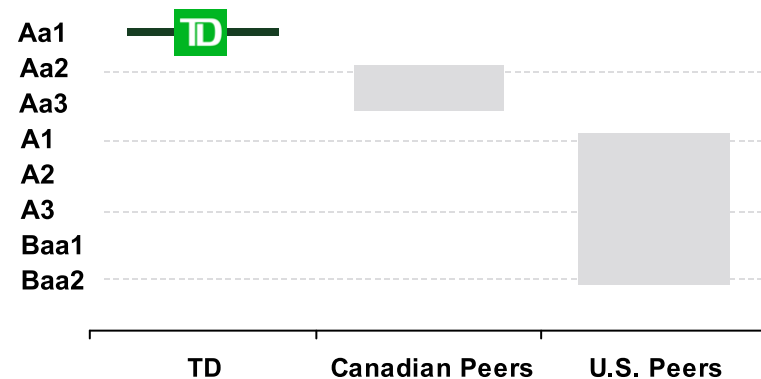
	Moody's	S&P	Fitch	DBRS
Ratings	Aa1	AA-	AA-	AA
Outlook	Stable	Stable	Stable	Stable

## Ratings vs. Peer Group

### S&P Long-Term Debt Rating



### Moody's Long-Term Debt Rating



**Strong credit ratings**

1. See footnote 2 on slide 5.  
 2. Canadian peers include RY, BNS, BMO and CM.  
 3. US peers include BAC, BBT, C, CITZ, JPM, MTB, PNC, SOV, STI, USB and WFC.

# Robust Liquidity Management



- Treasury paradigm
  - Contribute to stable and growing earnings
  - “Treasury does not have the authority not to hedge,” within limits
  - No black boxes
- Match terms of assets and liabilities
  - Do not engage in liquidity carry trade
  - Match underlying funding maturities to term of assets
- Disciplined transfer pricing process
  - Credit deposit products for liquidity provided and charge lending products for liquidity consumed
- Global liquidity risk management framework
  - Hold sufficient liquid assets to meet a “Severe Combined Stress” scenario for a minimum 90-day period
  - Each liquidity management unit has its own policy and contingent funding plan
  - Monitor global funding market conditions and potential impacts to funding access

**Conservative liquidity policies**

# Term Funding Strategy



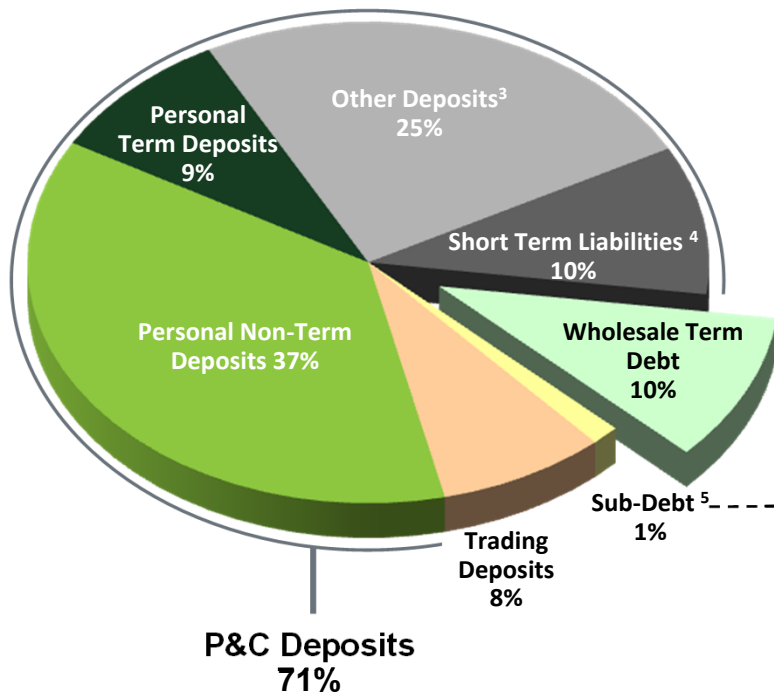
- Large base of stable retail and commercial deposits
  - Customer service business model delivers growing base of “sticky” deposits
  - Reserve assets held for deposit balance that is not considered permanent
- Large user of securitization programs via Canada Mortgage Bond (CMB) and regular MBS issues
  - MBS funding matches underlying asset maturity while offering attractive risk adjusted yield to investor
- Diversification into other secured funding sources
  - Legislative Covered Bonds and asset-backed securitization
- Complemented by wholesale debt capital market issuances
  - Wholesale funding is diversified by geography, currency and maturity
  - US\$2.25 billion dual-tranche Senior Unsecured transaction in April 2013
  - US\$3 billion 2-year floating rate note in May 2013
  - C\$1.5 billion 4-year deposit note in August 2013
  - US\$3.75 billion triple-tranche Senior Unsecured transaction in September 2013

**Look to diversify funding sources**

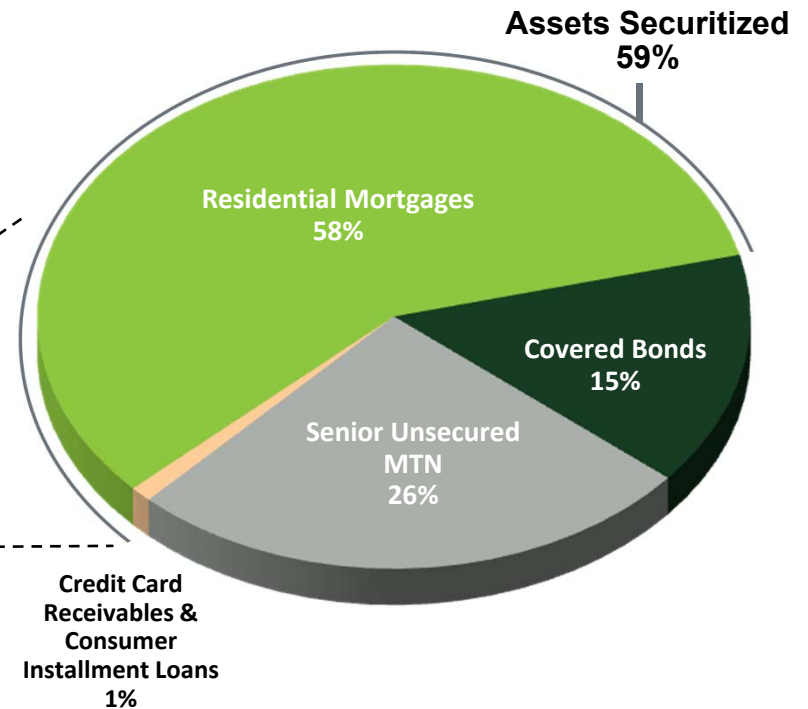
# Attractive Balance Sheet Composition



## Funding Mix<sup>1</sup>



## Wholesale Term Debt<sup>2</sup>



**Personal and commercial deposits are primary sources of funds**

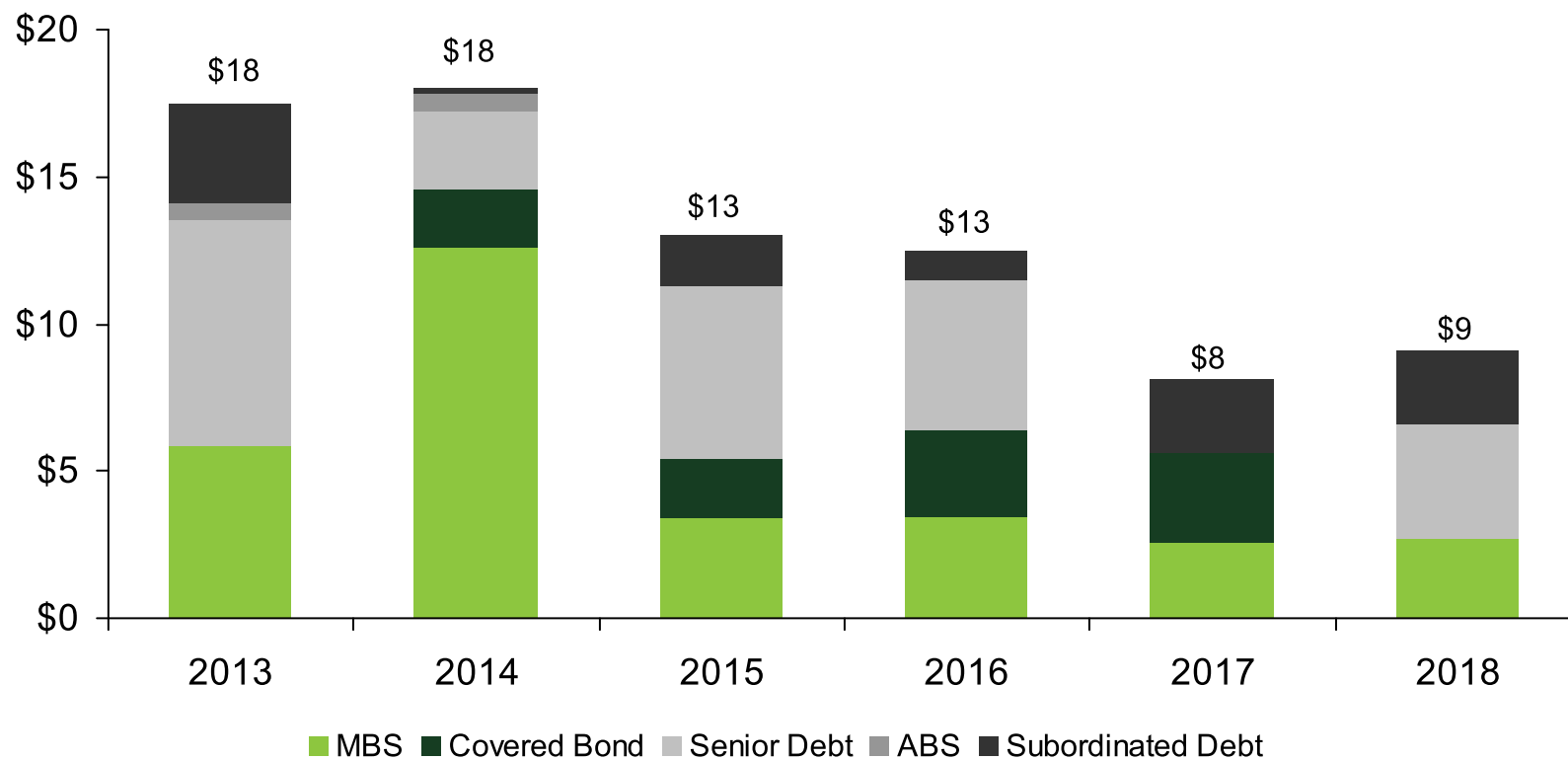
1. As of July 31, 2013. Excludes certain liabilities which do not create funding which are: acceptances, trading derivatives, other liabilities, non-controlling interest and certain equity capital: common equity and other capital instruments  
 2. As of July 31, 2013  
 3. Bank, Business & Government Deposits less covered bonds and senior MTN notes  
 4. Obligations related to securities sold short and sold under repurchase agreements  
 5. Based on first par redemption date. Any assumption on the timing of a redemption is subject to management's view at the time of redemption as well as applicable regulatory and corporate governance approvals



# Debt Maturity Profile<sup>1</sup> F2013 – F2018



## Bullet Debt Maturities (C\$ billions)<sup>2</sup>



Manageable debt maturities

1. For wholesale term debt that has bullet maturities  
2. As of July 31, 2013

# Canada Covered Bond Legislation



- The Covered Bond legal framework was announced in the 2012 Budget and passed into law in June 2012
- Canada Mortgage and Housing Corporation (“CMHC”) was given responsibility to administer the covered bond legal framework
- In December 2012, the CMHC issued the “Canadian Registered Covered Bond Programs Guide”, which was subsequently revised in June 2013
  - Eligible asset requirements and restrictions
  - Shared Security, Cross Defaults and Set-offs conditions provided
  - Indexation required in July 2014
  - ACT, Amortization and Valuation tests

# Key Takeaways



- Strong capital base – well positioned for Basel III
- Industry leading credit ratings
- Proactive & disciplined risk management
- Attractive balance sheet composition
- Diverse funding strategy to support growth plans

# Contents



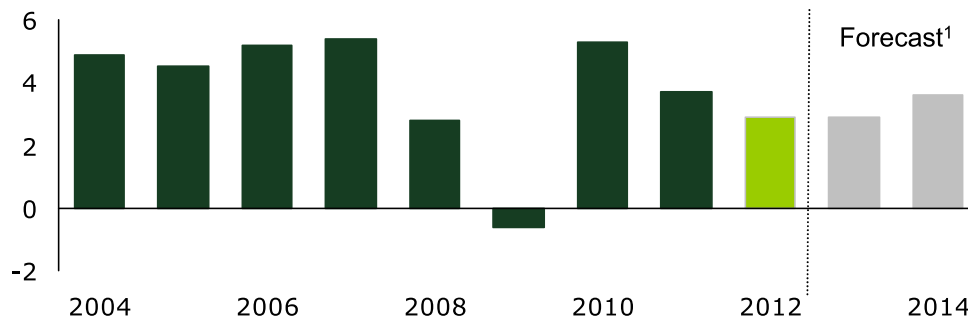
1. TD Bank Group
2. Canadian Economy
3. Treasury & Balance Sheet Management
4. **Appendix**

# Global Economic Outlook



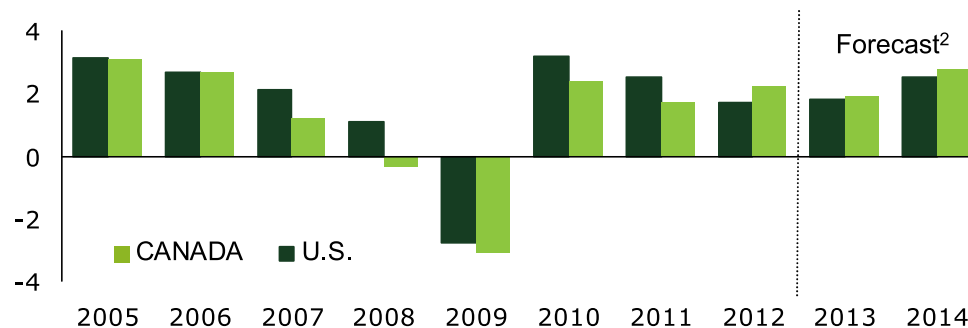
## World Real GDP Growth<sup>1</sup>

Y/Y % Change



## North American Real GDP Growth<sup>2</sup>

(%)



- Global economic growth will moderately increase next year
- Fiscal consolidation in the U.S. and weak global growth means North American economy to expand at a modest pace
- U.S. growth to outpace Canada on average over the next few years

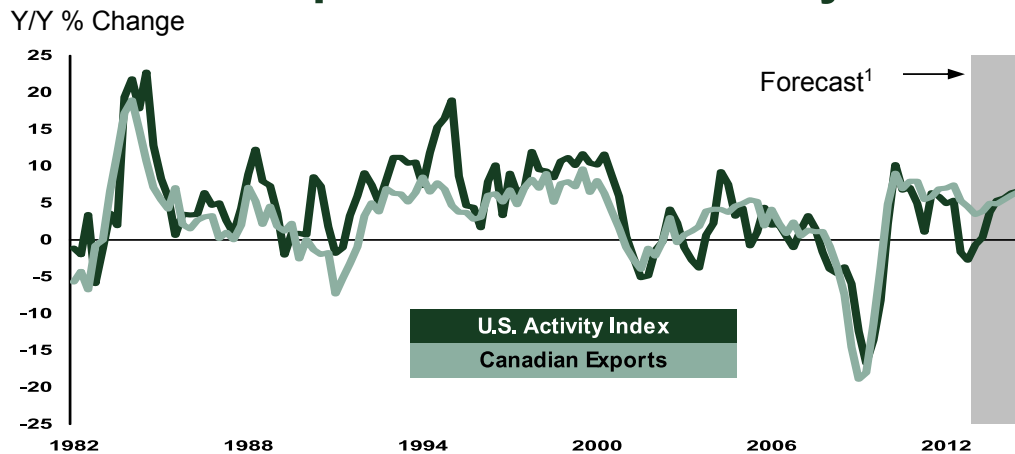
**Modest growth in store for North American economy**

1. Forecast by TD Economics as of June 2013. Source: IMF, TD Economics.  
2. Forecast by TD Economics as of June 2013. Source: Bureau of Economic Analysis, Statistics Canada.

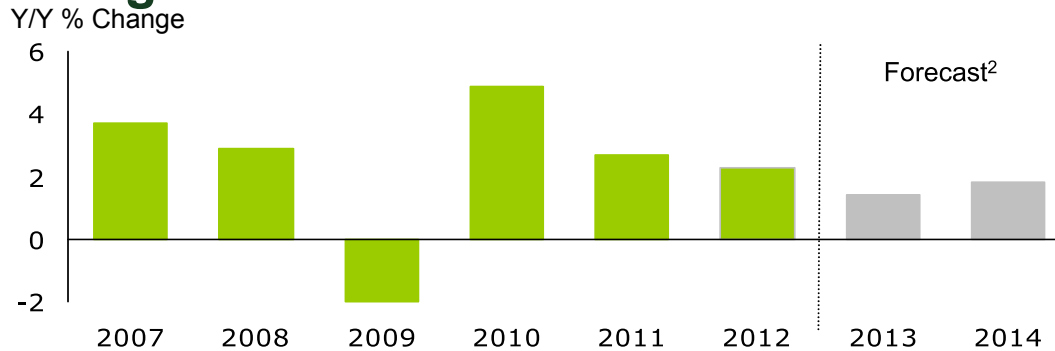
# Canadian Economic Outlook



## Canadian Export and U.S. Activity Index<sup>1</sup>



## Change in Domestic Demand<sup>2</sup>



- Canadian economy still tightly linked to U.S. fortunes, and better U.S. growth in medium term to help Canada's prospects
- Only modest support from domestic demand, as the housing market slows and high household debt restrains spending

**Canadian Economy to be supported by U.S. growth and domestic demand**

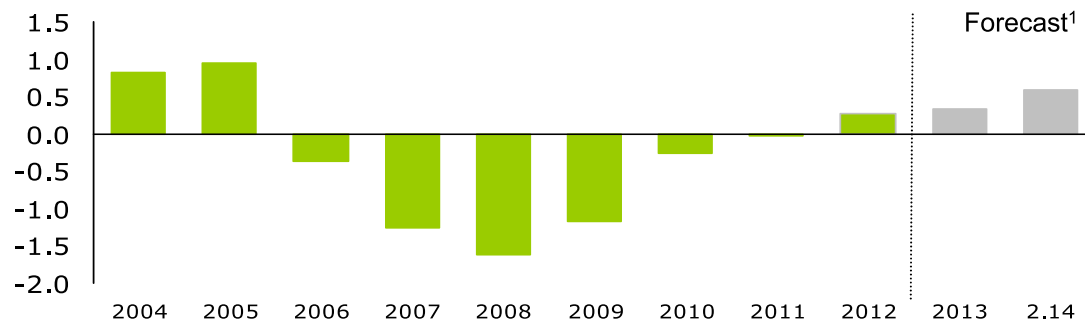
1. Forecast by TD Economics as of June 2013. Source: Bureau of Economic Analysis, Statistics Canada, Federal Reserve, Bank of Canada.  
2. Source: Haver, TD Economics. Forecast by TD Economics as of June 2013.

# U.S. Economic Outlook



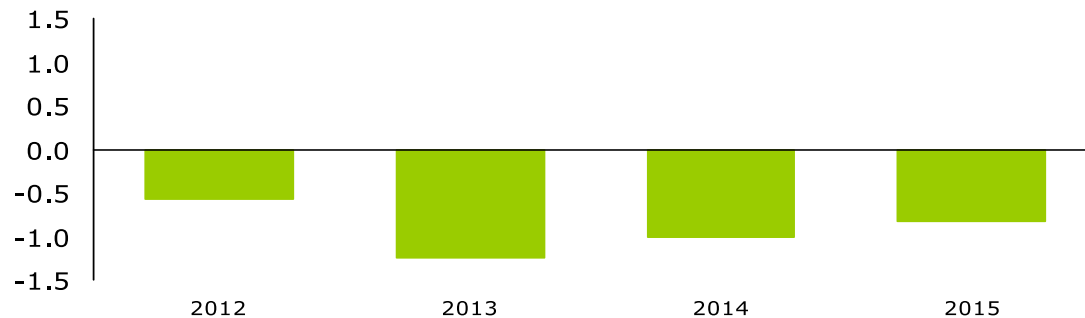
## Residential Real Estate

Contribution to real GDP growth<sup>1</sup> (Y/Y % Change)



## Expected Federal Fiscal Stimulus/Drag<sup>2</sup>

Impact on Real GDP Growth



- Housing, the culprit of the Great Recession, has begun to recover in earnest. Residential investment contributed positively to growth last year for the first time since 2005.
- Fiscal restraint will weigh heavily on growth this year, but the impact should taper off in the coming years.

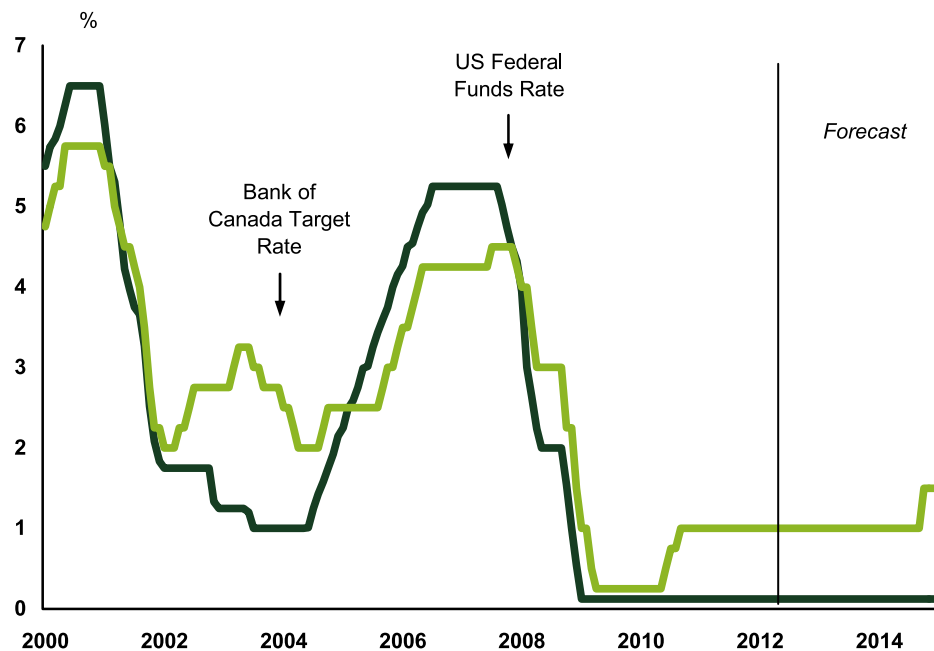
## U.S. Economy – Good News & Bad News

1. Estimates by TD Economics as of June 2013. Residential construction & housing wealth. Source: BEA.  
2. Forecast by TD Economics as of June 2013.

# Interest Rate Outlook



## Interest Rates, Canada and U.S.<sup>1</sup>



- Modest outlook and risks to the global economy mean North American central banks are set to leave monetary policy at exceptionally accommodative levels for a while

**Interest rates to remain lower for longer**

1. Forecast by TD Economics as at June 2013. Source: Bank of Canada, Federal Reserve, TD Economics.

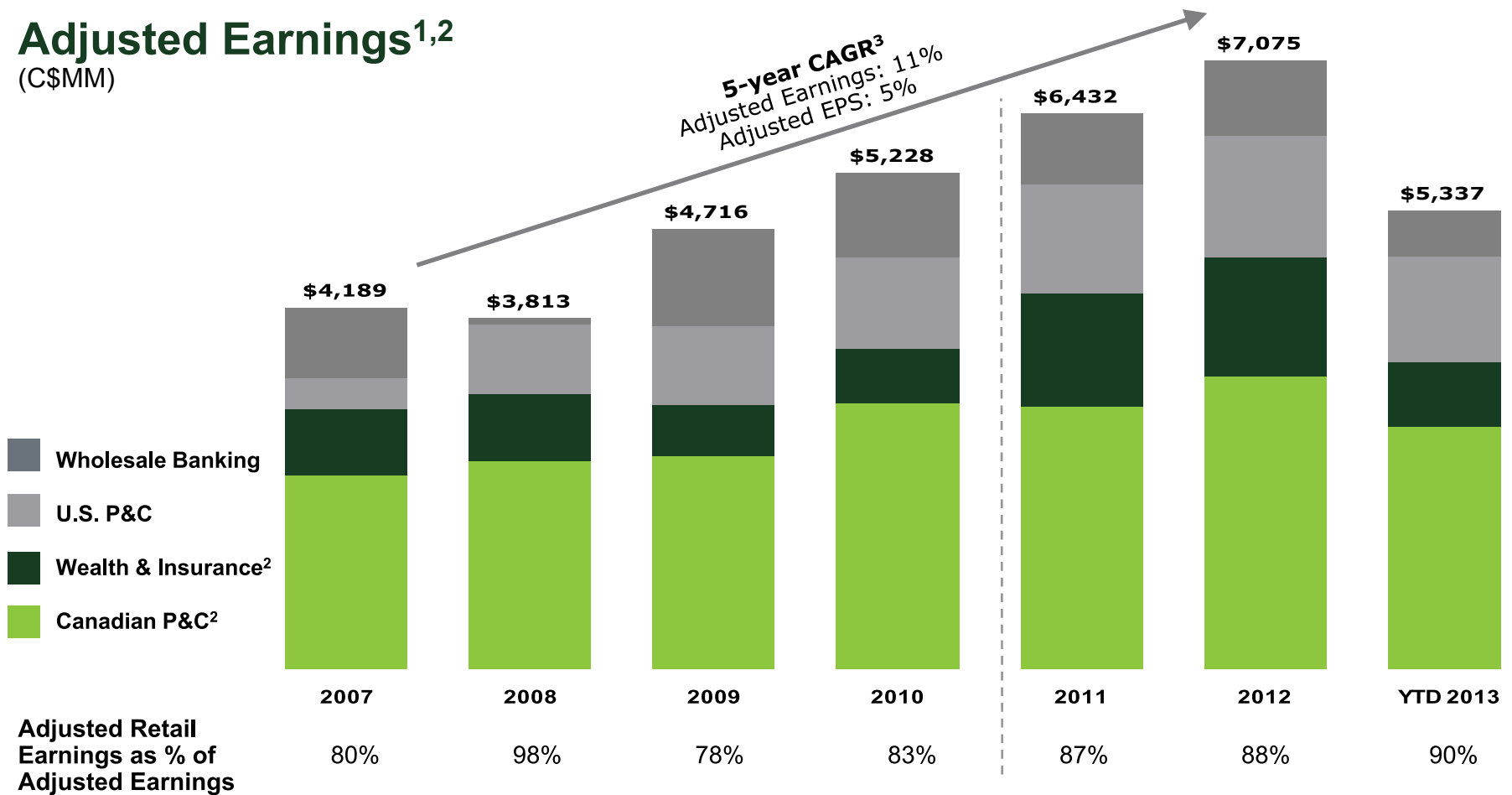
For an economic update please refer to [www.td.com/economics](http://www.td.com/economics)



# Solid Growth and Returns Across Businesses



## Adjusted Earnings<sup>1,2</sup> (C\$MM)



**Targeting 7-10% adjusted EPS growth over the medium term**

1. The Bank transitioned from Canadian Generally Accepted Accounting Principles (GAAP) to International Reporting Standards (IFRS) effective November 1, 2011. As a result of this transition, balances presented in the graph above are based on Canadian GAAP for 2008 to 2010 and based on IFRS for 2011 to 2012. For details on the Bank's transition from Canadian GAAP to IFRS please see Note 40 of the 2012 Financial Statements and Notes. See slide 5, footnote 3 for definition of adjusted results. See also pages 186-191 of the 2012 Annual Report for a reconciliation for 10 years ending FY12. For the purpose of calculating contribution by each business segment, adjusted earnings from the Corporate segment are excluded. For additional information, also see the Canadian P&C, Wealth & Insurance, U.S. P&C and Wholesale segment discussions in the Business Segment Analysis section of the 2007-2012 Annual Reports.

2. Effective July 4, 2011, executive responsibilities for TD Insurance were moved from Group Head Canadian P&C Segment to Group Head Wealth Segment. Results are updated to the future reporting format for segment reporting purposes effective Q1 2012. These changes were applied retroactively to 2011 for comparative purposes.

3. As a result of the Bank's transition to IFRS as described above, the calculation of the Compounded Annual Growth Rate (CAGR) includes balances based on Canadian GAAP from 2008 to 2010 and balances based on IFRS from 2011 to 2012.

# Gross Lending Portfolio Includes B/As



## Balances (C\$B unless otherwise noted)

	Q2/13	Q3/13
<b>Canadian Personal &amp; Commercial Portfolio</b>	<b>\$ 304.5</b>	<b>\$ 310.3</b>
<b>Personal</b>	<b>\$ 259.6</b>	<b>\$ 264.1</b>
Residential Mortgages	156.7	161.0
Home Equity Lines of Credit (HELOC)	62.7	62.1
Indirect Auto	14.0	14.5
Unsecured Lines of Credit	8.4	8.3
Credit Cards	14.4	14.8
Other Personal	3.4	3.4
<b>Commercial Banking (including Small Business Banking)</b>	<b>\$ 44.9</b>	<b>\$ 46.2</b>
<b>U.S. Personal &amp; Commercial Portfolio (all amounts in US\$)</b>	<b>US\$ 98.1</b>	<b>US\$ 101.2</b>
<b>Personal</b>	<b>US\$ 50.9</b>	<b>US\$ 52.6</b>
Residential Mortgages	19.1	19.8
Home Equity Lines of Credit (HELOC) <sup>1</sup>	10.2	10.2
Indirect Auto	14.8	15.6
Credit Cards	6.4	6.5
Other Personal	0.4	0.5
<b>Commercial Banking</b>	<b>US\$ 47.2</b>	<b>US\$ 48.6</b>
Non-residential Real Estate	11.2	11.4
Residential Real Estate	3.1	3.2
Commercial & Industrial (C&I)	32.9	34.0
<b>FX on U.S. Personal &amp; Commercial Portfolio</b>	<b>\$ 0.7</b>	<b>\$ 2.7</b>
<b>U.S. Personal &amp; Commercial Portfolio (C\$)</b>	<b>\$ 98.8</b>	<b>\$ 103.9</b>
<b>Acquired Credit-Impaired Loans<sup>2</sup></b>	<b>\$ 3.2</b>	<b>\$ 2.8</b>
<b>Wholesale Portfolio<sup>3</sup></b>	<b>\$ 24.6</b>	<b>\$ 20.3</b>
<b>Other<sup>4</sup></b>	<b>\$ 4.0</b>	<b>\$ 3.2</b>
<b>Total</b>	<b>\$ 435.1</b>	<b>\$ 440.5</b>

1. U.S. HELOC includes Home Equity Lines of Credit and Home Equity Loans

2. Acquired Credit-Impaired Loans include the acquired credit-impaired loans from South Financial, Chrysler Financial, MBNA, and acquired loans from the FDIC-assisted acquisition

3. Wholesale portfolio includes corporate lending and other Wholesale gross loans and acceptances

4. Other includes Wealth Management and Corporate Segment

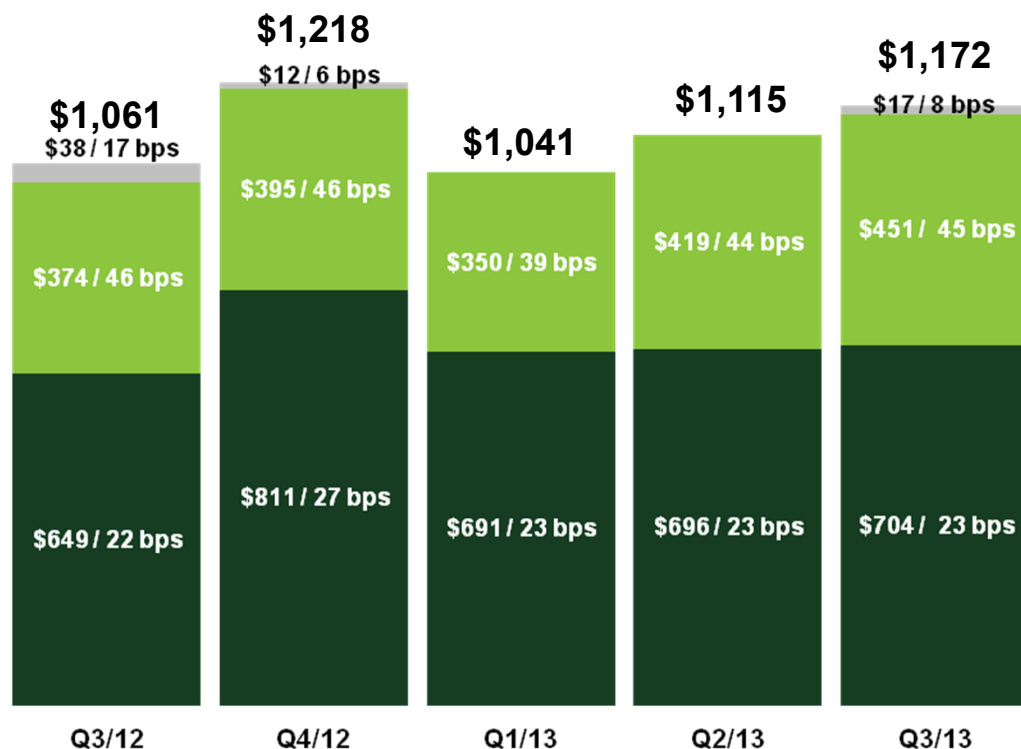
Note: Some amounts may not total due to rounding

Excludes Debt securities classified as loans

# Gross Impaired Loan Formations By Portfolio



## GIL Formations<sup>1</sup>: \$MM and Ratios<sup>2</sup>



## Highlights

- Canadian P&C formations remained stable
- Excluding Target, U.S. P&C formation ratio improved to the lowest level in over 5 years

	Q3/12	Q4/12	Q1/13	Q2/13	Q3/13	
	26	30	25	26	27	bps
Cdn Peers <sup>4</sup>	20	21	18	18	NA	bps
U.S. Peers <sup>5</sup>	70	46	38	36	NA	bps

- Other<sup>3</sup>
- Wholesale Portfolio
- U.S. P&C Portfolio
- Canadian P&C Portfolio

1. Gross Impaired Loan formations represent additions to Impaired Loans & Acceptances during the quarter; excludes the impact of acquired credit-impaired loans and debt securities classified as loans

2. GIL Formations Ratio – Gross Impaired Loan Formations/Average Gross Loans & Acceptances

3. Other includes Wealth Management and Corporate Segment

4. Average of Canadian Peers – BMO, BNS, CIBC, RBC; peer data includes debt securities classified as loans

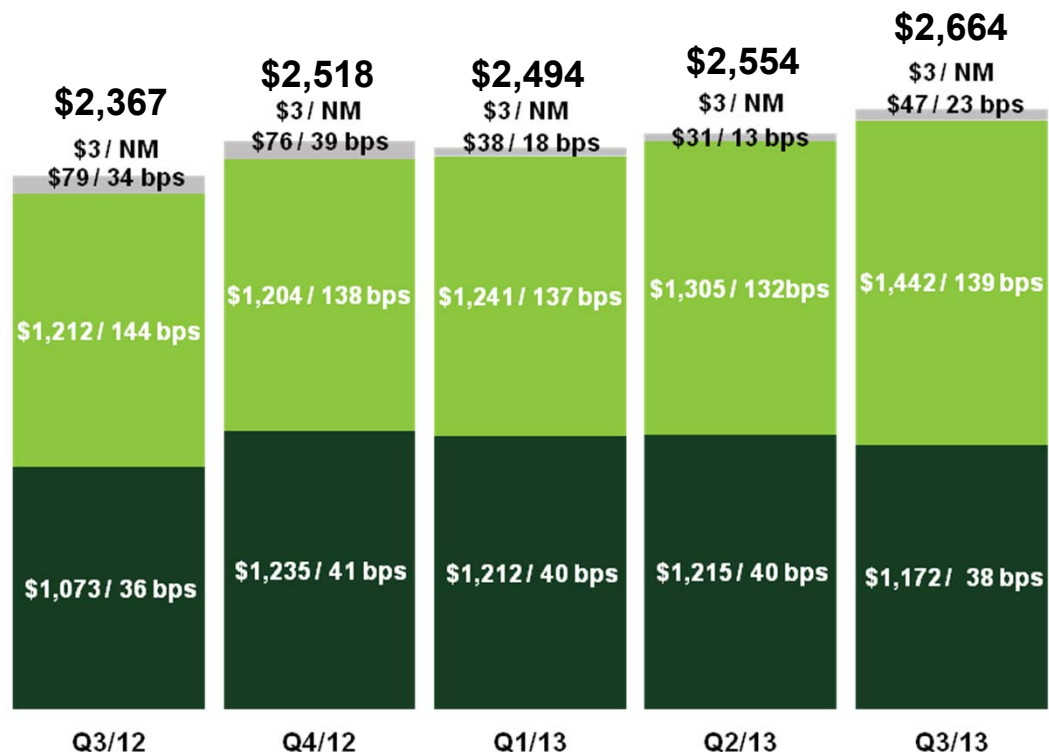
5. Average of US Peers – BAC, C, JPM, USB, WFC (Non-Accrual Asset addition/Average Gross Loans)

NA: Not available

# Gross Impaired Loans (GIL) By Portfolio



## GIL<sup>1</sup>: \$MM and Ratios<sup>2</sup>



## Highlights

- Gross Impaired Loans increased \$110MM (2 bps) over Q2/13 largely due to seasoning in the Target portfolio
- Canadian P&C Gross Impaired Loans decreased \$43MM (2 bps) due to resolutions in the Residential Mortgage portfolio

	Q3/12	Q4/12	Q1/13	Q2/13	Q3/13	
	58	61	60	59	61	bps
Cdn Peers <sup>4</sup>	86	86	81	79	NA	bps
U.S. Peers <sup>5</sup>	224	212	204	191	NA	bps

- Other<sup>3</sup>
- Wholesale Portfolio
- U.S. P&C Portfolio
- Canadian P&C Portfolio

1. Gross Impaired Loans (GIL) excludes the impact of acquired credit-impaired loans and debt securities classified as loans

2. GIL Ratio – Gross Impaired Loans/Gross Loans & Acceptances (both are spot) by portfolio

3. Other includes Wealth Management and Corporate Segment

4. Average of Canadian Peers – BMO, BNS, CIBC, RBC; peer data includes debt securities classified as loans

5. Average of U.S. Peers – BAC, C, JPM, USB, WFC (Non-performing loans/Total gross loans)

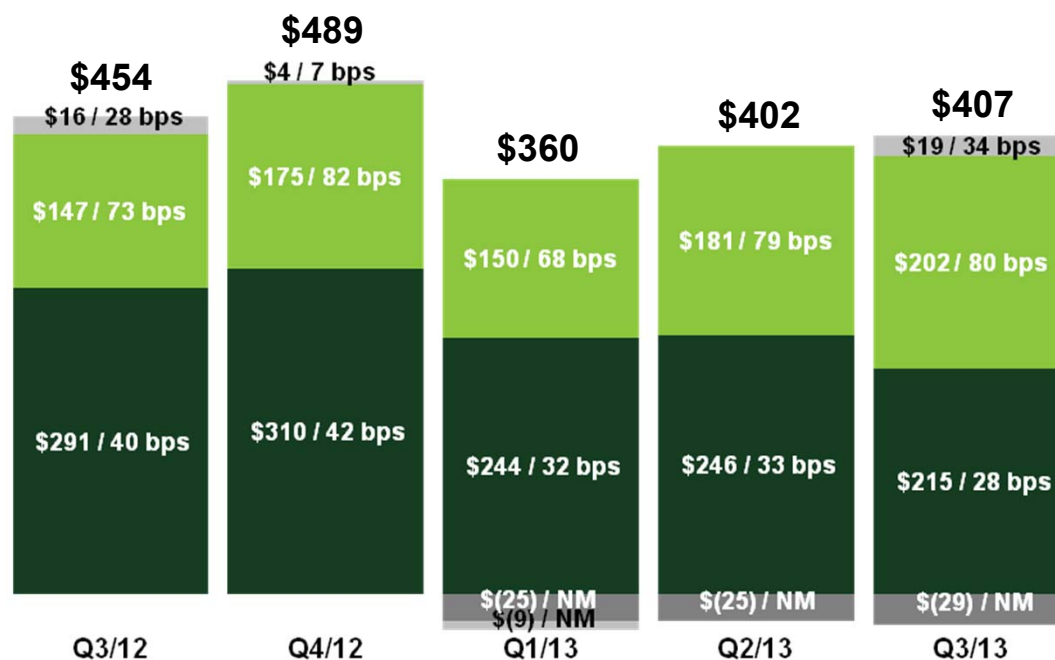
NM: Not meaningful

NA: Not available

# Provision for Credit Losses (PCL) By Portfolio



## PCL<sup>1</sup>: \$MM and Ratios<sup>2</sup>



## Highlights

- PCL ratio decreased 2 bps over Q2/13
- Canadian P&C loss rates at the lowest levels in over 5 years
- U.S. P&C PCL continued favourable trend when adjusted for Target and the normal build up in general allowances for the Indirect Auto portfolio

	Q3/12	Q4/12	Q1/13	Q2/13	Q3/13	
<sup>1</sup>	46	48	35	39	37	bps
Cdn Peers <sup>5</sup>	34	33	31	30	NA	bps
U.S. Peers <sup>6</sup>	114	99	78	53	NA	bps

- Other<sup>3</sup>
- Wholesale Portfolio<sup>4</sup>
- U.S. P&C Portfolio
- Canadian P&C Portfolio

1. PCL excludes the impact of acquired credit-impaired loans, debt securities classified as loans.  
 2. PCL Ratio – Provision for Credit Losses on a quarterly annualized basis/Average Net Loans & Acceptances  
 3. Other includes Wealth Management and Corporate Segment  
 4. Wholesale PCL excludes premiums on credit default swaps (CDS); Q3/13 \$4MM / Q2/13 \$4MM.  
 5. Average of Canadian Peers – BMO, BNS, CIBC, RBC; peer PCLs exclude increases in incurred but not identified allowance; peer data includes debt securities classified as loans  
 6. Average of U.S. Peers – BAC, C, JPM, USB, WFC  
 NM: Not meaningful; NA: Not available

# Canadian Personal Banking



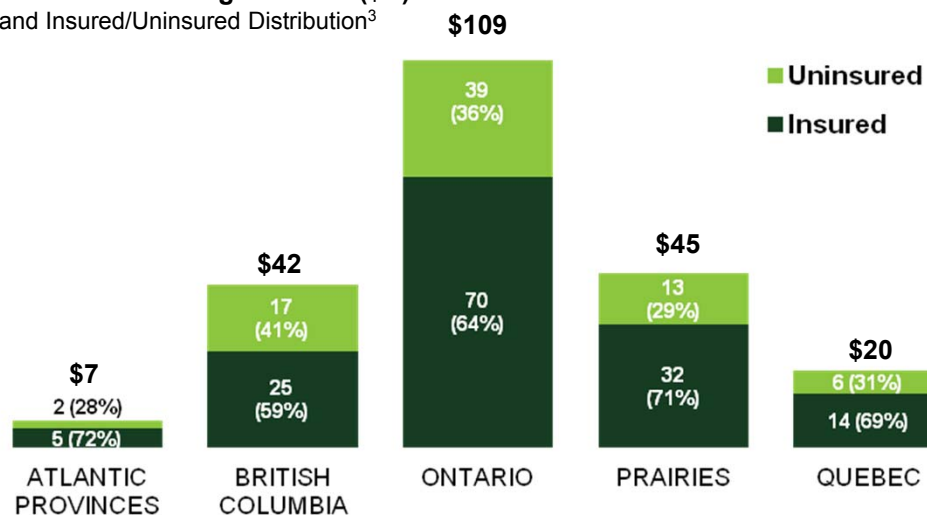
Canadian Personal Banking <sup>1</sup>	Q3/13			
	Gross Loans (\$B)	GIL/Loans	GIL (\$MM)	PCL <sup>2</sup> (\$MM)
Residential Mortgages	161	0.27%	437	5
Home Equity Lines of Credit (HELOC)	62	0.51%	317	4
Indirect Auto	15	0.28%	40	30
Unsecured Lines of Credit	8	0.59%	49	33
Credit Cards	15	1.03%	152	117
Other Personal	3	0.56%	19	18
<b>Total Canadian Personal Banking</b>	<b>\$264</b>	<b>0.38%</b>	<b>\$1,014</b>	<b>\$207</b>
Change vs. Q2/13	\$4	(0.02%)	(\$36)	(\$1)

## Highlights

- Continued strong credit performance
- General allowance of \$65MM taken for the Alberta floods

### Real Estate Secured Lending Portfolio (\$B)

Geographic and Insured/Uninsured Distribution<sup>3</sup>



LTV <sup>4</sup> Q3/13	52	45	46	52	55
LTV <sup>4</sup> Q2/13	52	46	46	51	53

1. Excludes acquired credit impaired loans

2. Individually insignificant PCL excludes any change in Incurred But Not Identified Allowance

3. The territories are included as follows: Yukon is included in British Columbia; Nunavut is included in Ontario; and Northwest Territories is included in the Prairies region.

4. Loan To Value based on Seasonally Adjusted Average Price by Major City (Canadian Real Estate Association); Q3/13 – June 2013 Index; Q2/13 – March 2013 Index

# Canadian Commercial and Wholesale Banking



Canadian Commercial and Wholesale Banking	Q3/13		
	Gross Loans/BAs (\$B)	GIL (\$MM)	PCL <sup>1</sup> (\$MM)
Commercial Banking <sup>2</sup>	46	158	7
Wholesale	20	47	19
<b>Total Canadian Commercial and Wholesale</b>	<b>\$66</b>	<b>\$205</b>	<b>\$26</b>
Change vs. Q2/13	\$(4)	\$9	\$(12)

Industry Breakdown	Gross Loans/BAs (\$B)	Gross Impaired Loans (\$MM)	Allowance <sup>1</sup> (\$MM)
Real Estate – Residential	13.6	22	12
Real Estate – Non-residential	8.4	6	2
Financial	10.5	2	1
Govt-PSE-Health & Social Services	7.8	10	4
Resources <sup>3</sup>	4.1	33	23
Consumer <sup>4</sup>	3.5	58	31
Industrial/Manufacturing <sup>5</sup>	3.5	26	13
Agriculture	3.7	6	2
Automotive	2.4	1	1
Other <sup>6</sup>	8.9	41	23
<b>Total</b>	<b>\$66</b>	<b>\$205</b>	<b>\$112</b>

## Highlights

- Credit quality remains strong
  - Commercial (including Small Business Banking) loss rate for the trailing 4-quarter period was 18 bps
  - Wholesale loss rate for the trailing 4-quarter period was 7 bps
- Wholesale GIL and PCL increased over Q2/13 as a result of a single borrower

1. Individually Insignificant and Counterparty Specific PCL and Allowance excludes any change in Incurred But Not Identified Allowance

2. Includes Small Business Banking

3. Resources includes: Forestry, Metals and Mining; Pipelines, Oil and Gas

4. Consumer includes: Food, Beverage and Tobacco; Retail Sector

5. Industrial/Manufacturing includes: Industrial Construction and Trade Contractors; Sundry Manufacturing and Wholesale

6. Other includes: Power and Utilities; Telecommunications, Cable and Media; Transportation; Professional and Other Services; Other



# U.S. Personal Banking



U.S. Personal Banking <sup>1</sup>	Q3/13			
	Gross Loans (\$B)	GIL/Loans	GIL (\$MM)	PCL <sup>2</sup> (\$MM)
Residential Mortgages	20	1.22%	247	(2)
Home Equity Lines of Credit (HELOC) <sup>3</sup>	10	2.07%	216	6
Indirect Auto	16	0.37%	59	35
Credit Cards	7	1.82%	122	10
Other Personal	0.5	0.41%	2	11
<b>Total U.S. Personal Banking</b>	<b>\$54</b>	<b>1.20%</b>	<b>\$646</b>	<b>\$60</b>
Change vs. Q2/13	\$3	0.12%	\$95	(\$27)

## U.S. Real Estate Secured Lending Portfolio<sup>1</sup>

Indexed Loan to Value (LTV) Distribution and Refreshed FICO Scores<sup>4</sup>

Current Estimated LTV	Residential Mortgages	1 <sup>st</sup> Lien HELOC	2 <sup>nd</sup> Lien HELOC	Total
>80%	8%	18%	41%	16%
61-80%	51%	30%	35%	45%
<=60%	40%	52%	24%	39%
<b>Current FICO Score &gt;700</b>	<b>88%</b>	<b>87%</b>	<b>82%</b>	<b>86%</b>

## Highlights

- Loan to Values have improved due to housing price appreciation over last year
  - The proportion of the portfolio with an LTV over 80% has decreased to 16% from 23% since Q3/12
- Gross Impaired Loans increased \$95MM over Q2/13 due primarily to seasoning of the Target portfolio

1. Excludes acquired credit-impaired loans

2. Individually insignificant PCL excludes any change in Incurred But Not Identified Allowance

3. HELOC includes Home Equity Lines of Credit and Home Equity Loans

4. Loan To Value based on authorized credit limit and Loan Performance Home Price Index as of May 2013. FICO Scores updated June 2013



# U.S. Commercial Banking



U.S. Commercial Banking <sup>1</sup>	Q3/13		
	Gross Loans/BAs (\$B)	GIL (\$MM)	PCL <sup>2</sup> (\$MM)
<b>Commercial Real Estate (CRE)</b>	<b>15</b>	<b>362</b>	<b>10</b>
Non-residential Real Estate	12	239	16
Residential Real Estate	3	123	(6)
<b>Commercial &amp; Industrial (C&amp;I)</b>	<b>35</b>	<b>434</b>	<b>23</b>
<b>Total U.S. Commercial Banking</b>	<b>\$50</b>	<b>\$796</b>	<b>\$33</b>
Change vs. Q2/13	\$2	\$42	(\$6)

Commercial Real Estate	Gross Loans/BAs (\$B)	GIL (\$MM)	Commercial & Industrial	Gross Loans/BAs (\$B)	GIL (\$MM)
Office	4.2	71	Health & Social Services	5.5	15
Retail	3.3	69	Professional & Other Services	5.1	73
Apartments	2.3	34	Consumer <sup>3</sup>	3.9	134
Residential for Sale	0.3	70	Industrial/Mfg <sup>4</sup>	4.5	88
Industrial	1.3	36	Government/PSE	3.9	18
Hotel	0.8	21	Financial	1.5	6
Commercial Land	0.1	26	Automotive	1.6	14
Other	2.7	35	Other <sup>5</sup>	8.9	86
<b>Total CRE</b>	<b>\$15</b>	<b>\$362</b>	<b>Total C&amp;I</b>	<b>\$35</b>	<b>\$434</b>

## Highlights

- Positive momentum continues in U.S. Commercial portfolio
  - Lowest charge-off rate in over 3 years
  - Number of loans moving into “Work Out” continues to decline
  - Classified loan levels continue to reduce

1. Excludes acquired credit-impaired loans and debt securities classified as loans

2. Individually Insignificant and Counterparty Specific PCL excludes any change in Incurred But Not Identified Allowance

3. Consumer includes: Food, beverage and tobacco; Retail sector

4. Industrial/Manufacturing includes: Industrial construction and trade contractors; Sundry manufacturing and wholesale

5. Other includes: Agriculture; Power and utilities; Telecommunications, cable and media; Transportation; Resources; Other

# Investor Relations Contacts



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**Best Financial Reporting**

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**Best Use of Technology**



**TD Bank Group  
Investor Presentation – Fixed Income**

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Q3 2013