



# Building The Better Bank

Annual Meeting of Shareholders

Metro Toronto Convention Centre  
March 26, 2015

# 2014 Financial Performance

## 2014 Record Performance



1. Based on adjusted results. Effective November 1, 2011, The Toronto-Dominion Bank (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 to assess each of its businesses and to measure overall Bank performance. To arrive at adjusted results, the Bank removes "items of note", net of income taxes, from reported results. See "How the Bank Reports" in the accompanying 2014 Management's Discussion and Analysis for further explanation, a list of the items of note, and a reconciliation of non-GAAP financial measures.
2. Reported earnings were \$7.9 billion in Fiscal 2014.

## Growth Oriented

### TD Canada Trust

#1 Day to Day Banking



1. See footnote 1 on slide 3. Reported earnings were \$5.2 billion in Fiscal 2014.

## Growth Oriented

### **Business Banking**

**#2** in Deposit and Loan Marketshare



### **TD Canada Trust**

**#1** Day to Day Banking

1. See footnote 1 on slide 3. Reported earnings were \$5.2 billion in Fiscal 2014.

## Growth Oriented

### TD Wealth

**\$100B** in Retail Mutual Funds



### Business Banking

**#2** in Deposit and Loan Marketshare

### TD Canada Trust

**#1** Day to Day Banking

1. See footnote 1 on slide 3. Reported earnings were \$5.2 billion in Fiscal 2014.

## Growth Oriented

### TD Insurance

~\$4B in Premiums

### TD Canada Trust

#1 Day to Day Banking



### TD Wealth

\$100B in Retail Mutual Funds

### Business Banking

#2 in Deposit and Loan Marketshare

1. See footnote 1 on slide 3. Reported earnings were \$5.2 billion in Fiscal 2014.

# Legendary Customer Experiences





## Growth Oriented



**Bank**  
America's Most Convenient Bank®

"Best Big Bank in America"  
*Money Magazine*



US \$1.9B  
Earnings



**Ameritrade**

US \$281MM  
in Net Income

1. Earnings reported for Fiscal 2014.

## Growth Oriented

**\$813MM**  
Earnings

**TD Securities**  
17.5% of Return On Equity

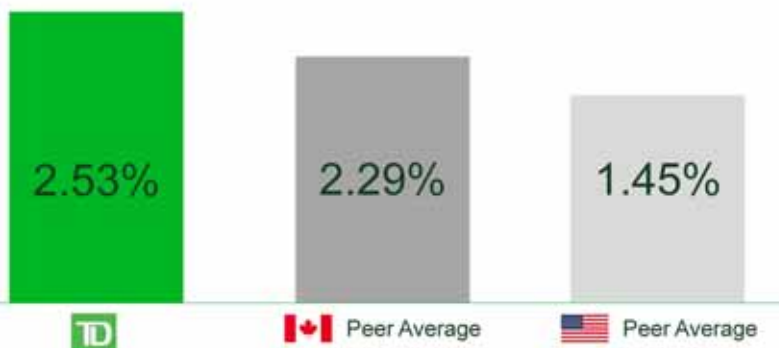
1. Earnings reported for Fiscal 2014.

# Growth Oriented



## Better Risk Management

Return on  
Risk Weighted  
Assets



1. Return on Risk Weighted Assets are calculated in accordance with Basel III regulatory framework and are presented on an "all-in" methodology. Canadian Peers include Royal Bank of Canada, Bank of Montreal, The Bank of Nova Scotia, and Canadian Imperial Bank of Commerce. U.S. Peers include Citigroup Inc., Bank of America Corporation, JP Morgan Chase & Co., Wells Fargo & Company, U.S. Bancorp, and PNC Bank. Canadian peers are adjusted on a comparable basis to exclude identified non-underlying items and are based on fiscal 2014 results ended October 31, 2014. U.S. Peers are adjusted on a comparable basis to exclude identified non-underlying items and are based on fiscal 2014 results ended December 31, 2014.

# One Of World's Strongest Brands



1. MONEY® Magazine, October, 2014. TD Bank, N.A. was named "Best Big Bank in America". MONEY® is a registered trademark of Time Inc. and is used under license. MONEY® and Time Inc. are not affiliated with, and do not endorse products or services of, TD Bank, N.A.

## One Of World's Strongest Brands



## One Of World's Strongest Brands

"Best Brand in Canada"

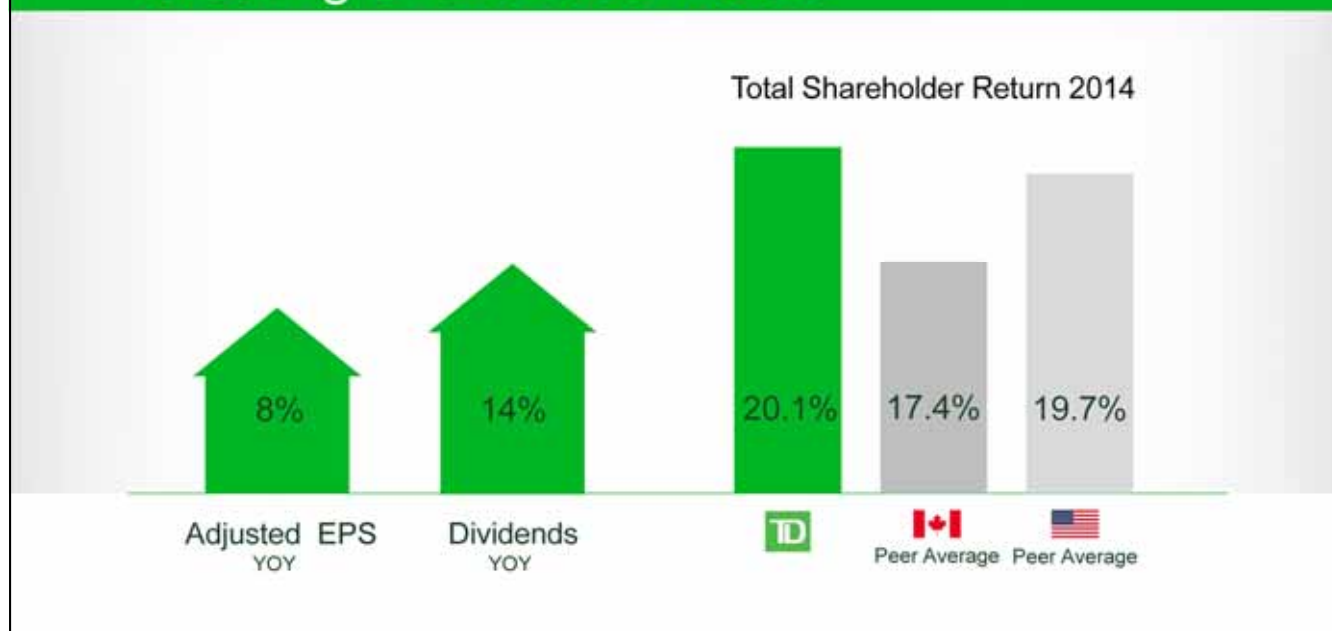
Interbrand

FORTUNE  
WORLD'S MOST  
ADMIRED  
COMPANIES 2014

1. Sources: Bloomberg Markets 2014 – World's strongest and safest lenders. Interbrand Best Canadian Brands Ranking 2014.
2. Interbrand Best Canadian Brands Rankings, May, 2014. TD was named the #1 brand in Canada in 2014 for the second time in a row (study occurs every 2 years).
3. FORTUNE Magazine, March 17, 2014. FORTUNE and The World's Most Admired Companies are registered trademarks of Time Inc. and are used under license. FORTUNE and Time Inc. are not affiliated with, and do not endorse products or services, of TD Bank Group.
4. Ipsos: TD Canada Trust was named the best of the Big Five banks for Customer Service Excellence for the 10th year in a row.
5. Fortune: FORTUNE Magazine, March 17, 2014 ©2014 Time Inc. FORTUNE and The World's Most Admired Companies are registered trademarks of Time Inc. and are used under license.
6. FORTUNE and Time Inc. are not affiliated with, and do not endorse products or services of TD Bank Group."



## Creating Shareholder Value



1. See footnote 1 on slide 3. Reported diluted EPS, excluding certain losses in insurance earnings due to additional losses last year as a result of strengthened reserves for general insurance automobile claims and claims resulting from severe weather-related events, were 13% for Fiscal 2014.
2. Total Shareholder Return (TSR) based on Bloomberg for the prior fiscal year (Canadian Peers: October 31, 2014; U.S. Peers: December 31, 2014). TSR is the change in market price plus dividends paid during the year as a percentage of the prior year's closing market price per common share.

## Momentum Into Q1 2015



1. See footnote 1 on slide 3. Reported diluted earnings per share was 2%. Reported earnings were \$2.06 billion for first quarter 2015.
2. Q2 2015 dividend is payable on April 30, 2015.

# Adaptability









Build On Our Strengths



# Build On Our Strengths



Build On Our Strengths



# Build On Our Strengths



# Enhancing Our Value Proposition



# Enhancing Our Value Proposition

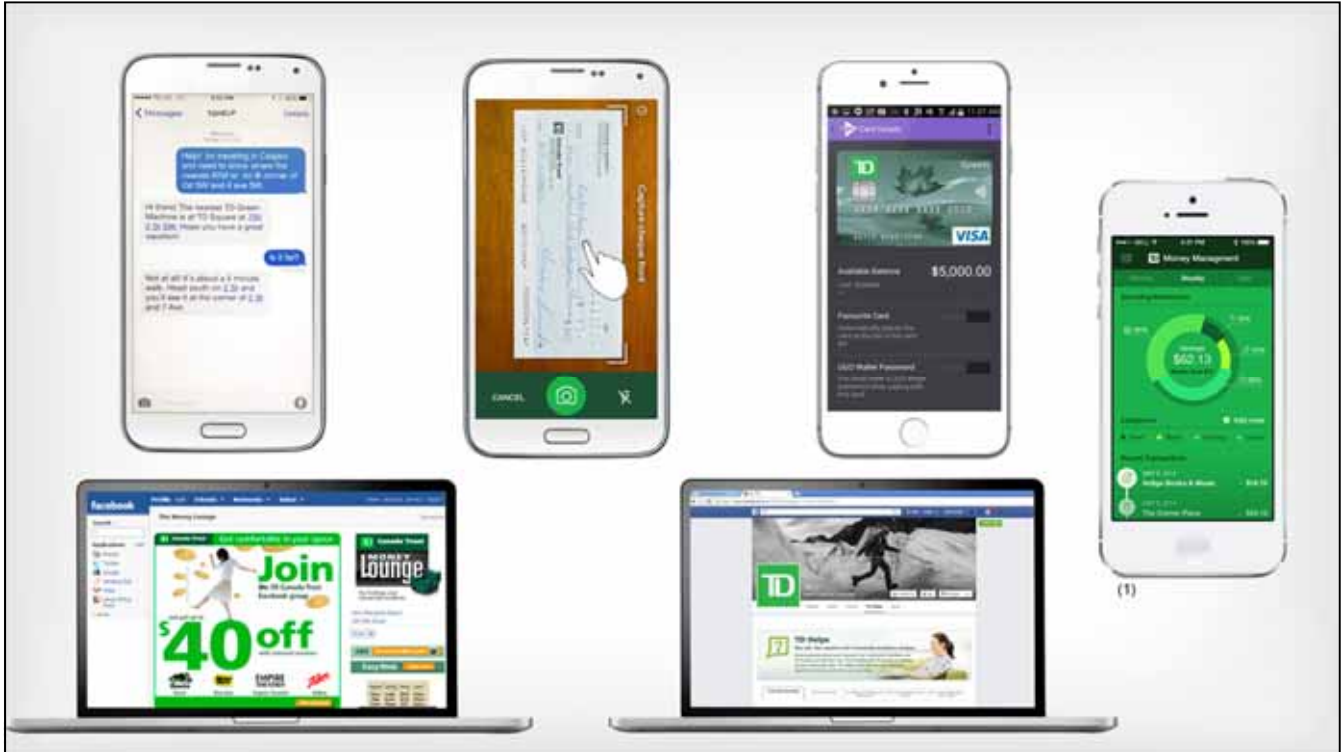


The image displays six TD Bank service cards arranged in a 2x3 grid. Each card features the TD logo in the bottom right corner and an illustration of a green TD bank bag. The top row of cards is titled 'Transfer money easily between Canada and the U.S.' and includes the following text: 'Open a U.S. bank account with TD Bank, American Express, Chase Bank, or Citibank.' The bottom row of cards is titled 'Our U.S. bank has over 1,000 locations in the U.S.' and includes the text: 'Open a U.S. bank account with TD Bank, American Express Bank, Chase Bank, or Citibank.' Each card has an orange button labeled 'Get started'.

More Relevant To Our Customers'  
Evolving Preferences







(1) This image may not accurately represent the final design of the mobile app feature.

# Picking Up Our Pace

Integrate

Optimize

We Are A People Business



#TDThanksYou







Our Colleagues  
Are Our Greatest Asset

**Vision in  
Action  
Winners**



**Gagnants  
Vision  
en action**



TD Continues To Adapt And Grow

Building On Our Strengths

---

Enhancing Our Value Proposition

---

Remaining Relevant To Our Customers'  
Evolving Preferences

---

Picking Up Our Pace



# Building The Better Bank

Annual Meeting of Shareholders

Metro Toronto Convention Centre  
March 26, 2015