



TD Bank Group Q3 2016 Quarterly Results Presentation

Thursday August 25th, 2016

Caution Regarding Forward-Looking Statements



From time to time, the Bank (as defined in this document) makes written and/or oral forward-looking statements, including in this document, in other filings with Canadian regulators or the United States (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, 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 (“2015 MD&A”) in the Bank’s 2015 Annual Report under the heading “Economic Summary and Outlook”, for each business segment under headings “Business Outlook and Focus for 2016”, and in other statements regarding the Bank’s objectives and priorities for 2016 and beyond and strategies to achieve them, the regulatory environment in which the Bank operates, 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, individually or in the aggregate, such differences include: credit, market (including equity, commodity, foreign exchange, and interest rate), liquidity, operational (including technology and infrastructure), reputational, insurance, strategic, regulatory, legal, environmental, capital adequacy, and other risks. Examples of such risk factors include the general business and economic conditions in the regions in which the Bank operates; the ability of the Bank to execute on key priorities, including the successful completion of acquisitions, business retention, and strategic plans and to attract, develop and retain key executives; 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; the evolution of various types of fraud or other criminal behaviour to which the Bank is exposed; the failure of third parties to comply with their obligations to the Bank or its affiliates, including relating to the care and control of information; the impact of new and changes to, or application of, current laws and regulations, including without limitation tax laws, risk-based capital guidelines and liquidity regulatory guidance; the overall difficult litigation environment, including in the U.S.; increased competition, including through internet and mobile banking and non-traditional competitors; changes to the Bank’s credit ratings; changes in currency and interest rates (including the possibility of negative interest rates); increased funding costs and market volatility due to market illiquidity and competition for funding; critical accounting estimates and changes to accounting standards, policies, and methods used by the Bank; existing and potential international debt crises; and the occurrence of natural and unnatural catastrophic events and claims resulting from such events. The Bank cautions 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 refer to the “Risk Factors and Management” section of the 2015 MD&A, as may be updated in subsequently filed quarterly reports to shareholders and news releases (as applicable) related to any transactions or events discussed under the heading “Significant Events” in the relevant MD&A, which applicable releases may be found on www.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 the Bank cautions 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 2015 MD&A under the headings “Economic Summary and Outlook”, and for each business segment, “Business Outlook and Focus for 2016”, each as may be 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.

Reported earnings of \$2.4 billion up 4% YoY

- Adjusted¹ earnings of \$2.4 billion up 6% YoY
- Reported retail² earnings up 3% YoY (up 4% YoY on an adjusted basis)
- Wholesale earnings up 26% YoY
- Credit quality strong overall

Reported EPS of \$1.24 up 4% YoY

- Adjusted EPS of \$1.27 up 6% YoY

Common Equity Tier 1 ratio of 10.4%

1. 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 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. Adjusted net income, adjusted earnings per share (EPS) and related terms used in this presentation are not defined terms under GAAP and may not be comparable to similar terms used by other issuers. See "How the Bank Reports" in the Bank's Third Quarter 2016 Earnings News Release and MD&A (td.com/investor) for further explanation, reported basis results, a list of the items of note, and a reconciliation of non-GAAP measures.

2. "Retail" comprises Canadian Retail and U.S. Retail segments. See the Bank's Third Quarter 2016 Earnings News Release and MD&A.

Accomplishments



Supporting our Customers

- Strong fundamentals in Canadian Retail – support for the rebuilding effort in Fort McMurray
- Record quarter in U.S. Retail – continued gains in household acquisition and customer penetration
- Strong performance in Wholesale – several marquee transactions and accolades for Equity Research

Expanding our Digital Capabilities

- TD MySpend
- New digital platform in the U.S.

Q3 2016 Highlights



Total Bank Reported Results (YoY)

Earnings up 4% (6% adjusted¹)

EPS up 4% (6% adjusted)

Revenue up 9%

- Up 5% ex FX and acquisitions²

Expenses up 8% (7% adjusted)

- Up 2% ex FX and acquisitions²

PCL down 5% QoQ

Segment Reported Results (YoY)

Canadian Retail earnings down 3%

U.S. Retail earnings up 17% (21% adjusted)

Wholesale earnings up 26%

Financial Highlights \$MM

Reported	Q3/16	Q2/16	Q3/15
Revenue	8,701	8,259	8,006
PCL	556	584	437
Expenses	4,640	4,736	4,292
Net Income	2,358	2,052	2,266
Diluted EPS (\$)	1.24	1.07	1.19

Adjusted ¹	Q3/16	Q2/16	Q3/15
Net Income	2,416	2,282	2,285
Diluted EPS (\$)	1.27	1.20	1.20

Segment Earnings \$MM

Q3/16	Reported	Adjusted
Retail³	2,297	2,297
<i>Canadian Retail</i>	1,509	1,509
<i>U.S. Retail</i>	788	788
Wholesale	302	302
Corporate	(241)	(183)

1. Adjusted results are defined in footnote 1 on slide 3. For further information and a reconciliation, please see slide 16.

2. For the purpose of this presentation, revenue and expense growth excluding FX and acquisitions is calculated using adjusted figures. Adjusted revenues were \$7,985MM and \$8,701MM in Q3 2015 and Q3 2016, respectively. Adjusted expenses were \$4,261MM and \$4,577MM in Q3 2015 and Q3 2016, respectively. Adjusted revenue growth YoY is equal to reported revenue growth YoY.

3. See footnote 2 on slide 3.

Canadian Retail



Highlights (YoY)

Earnings down 3%

Revenue up 3%

- Loan volumes up 5%
- Deposit volumes up 8%
- Wealth assets² up 7%

Higher insurance claims

- Largely reflecting Fort McMurray

NIM of 2.79% up 2 bps QoQ

PCL down 2% QoQ

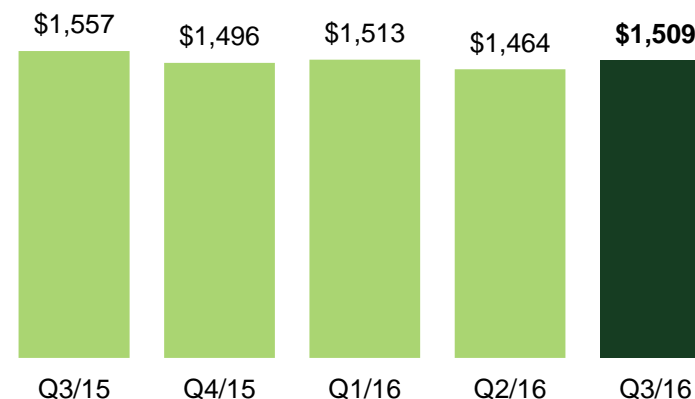
Expenses up 1%

- Efficiency ratio of 41.5%

P&L \$MM

	Q3/16	QoQ	YoY
Revenue	5,141	5%	3%
Insurance Claims	692	31%	15%
Revenue Net of Claims ¹	4,449	2%	1%
PCL	258	(2%)	9%
Expenses	2,133	2%	1%
Net Income	1,509	3%	(3%)
ROE	41.9%		

Earnings \$MM



1. Total revenues (without netting insurance claims) were \$5,011MM and \$4,887MM in Q3 2015 and Q2 2016, respectively. Insurance claims and related expenses were \$600MM and \$530MM in Q3 2015 and Q2 2016, respectively.

2. Wealth assets includes assets under management and assets under administration.

U.S. Retail



Highlights US\$MM (YoY)

Reported earnings up 12% (16% adjusted¹)

Revenue up 7%

- Loan volumes up 13%
- Deposit volumes up 9%

NIM of 3.14% up 3 bps QoQ

PCL up 6% QoQ

- Commercial portfolio growth

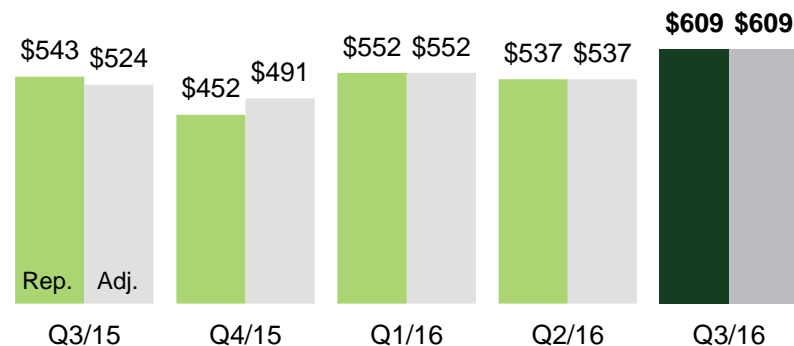
Reported expenses up 6% (3% adjusted)

- Efficiency ratio of 58.5%

P&L US\$MM (except where noted)

	Reported			Adjusted
	Q3/16	QoQ	YoY	YoY
Revenue	1,810	5%	7%	7%
PCL	130	6%	7%	7%
Expenses	1,058	(1%)	6%	3%
U.S. Retail Bank Net Income	512	12%	9%	14%
Equity income – TD AMTD	97	24%	31%	31%
Net Income	609	13%	12%	16%
Net Income (C\$)	788	10%	17%	21%
ROE	9.5%			

Earnings US\$MM



1. Adjusted results are defined in footnote 1 on slide 3.

Wholesale Banking



Highlights (YoY)

Earnings up 26%

Revenue up 12%

- Increased capital markets origination activity and corporate lending fees
- Higher trading-related revenue of \$447MM

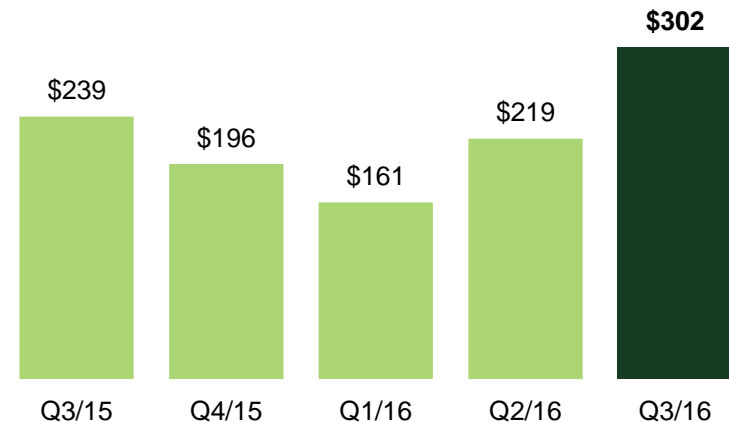
PCL down QoQ

Expenses up 1%

P&L \$MM

	Q3/16	QoQ	YoY
Revenue	859	12%	12%
PCL	11	(78%)	>100%
Expenses	437	(1%)	1%
Net Income	302	38%	26%
ROE	20.4%		

Earnings \$MM



Corporate Segment



Highlights (YoY)

Reported loss up \$37MM (adjusted¹ \$22MM)

- Ongoing investment in enterprise and regulatory projects
- Higher provisions for incurred but not identified credit losses
- Partially offset by higher revenue from treasury and balance sheet management activities

P&L \$MM

Reported	Q3/16	Q2/16	Q3/15
Net Income	(241)	(350)	(204)
Adjusted ¹	Q3/16	Q2/16	Q3/15
Net Corporate Expenses	(222)	(196)	(193)
Other	10	48	4
Non-Controlling Interests	29	28	28
Net Income	(183)	(120)	(161)

1. Adjusted results are defined in footnote 1 on slide 3.

Note: Corporate Segment includes corporate expenses, other items not fully allocated to operating segments, and net treasury and capital management-related activities. See page 16 of the Bank's Third Quarter 2016 MD&A for more information.

Capital & Liquidity



Highlights

Common Equity Tier 1 ratio of 10.4%

Leverage ratio of 3.8%

Liquidity coverage ratio of 132%

Common Equity Tier 1¹

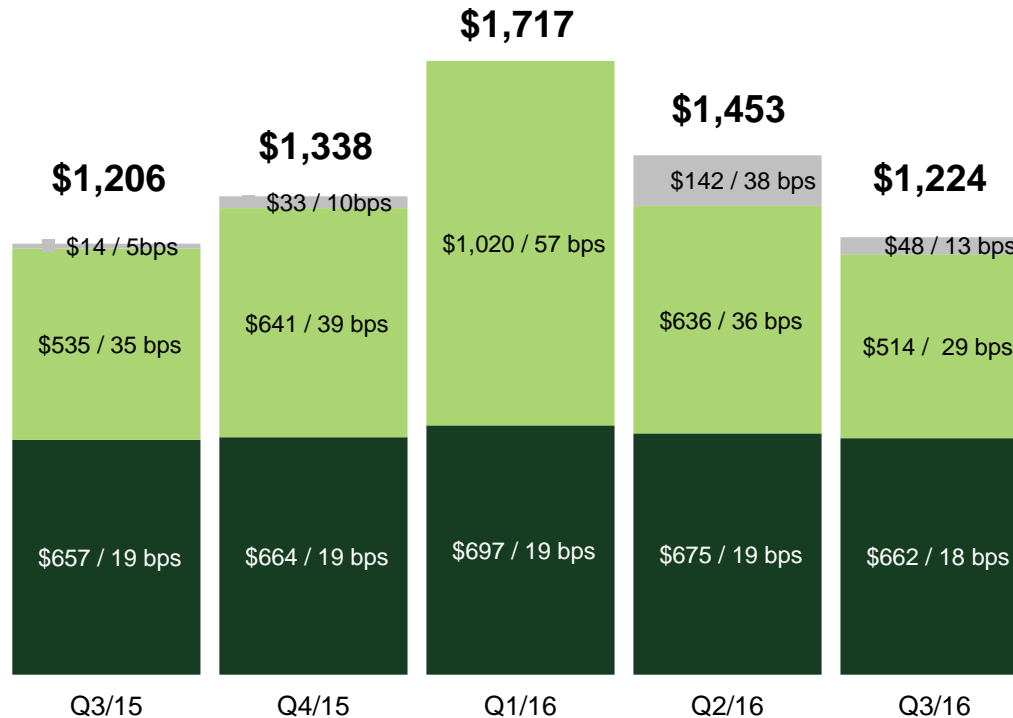
Q2 2016 CET1 Ratio	10.1%
Internal capital generation	33 bps
Actuarial loss on employee pension plans	(9) bps
RWA increase and other	1 bps
Q3 2016 CET1 Ratio	10.4%

1. Amounts are calculated in accordance with the Basel III regulatory framework, excluding Credit Valuation Adjustment (CVA) capital in accordance with OSFI guidance and are presented based on the "all-in" methodology. The CVA capital charge is phased in over a five year period based on an approach whereby a CVA capital charge of 64% applies in 2015 and 2016, 72% in 2017, 80% in 2018 and 100% in 2019.

Gross Impaired Loan Formations By Portfolio



GIL Formations¹: \$MM and Ratios²



Highlights

- Total formations reduced \$229MM or 4 bps for the quarter
- U.S. Retail formations quarterly decrease of \$122MM primarily driven by:
 - US\$57MM reduction in legacy interest only HELOC formations
 - US\$34MM reduction in Commercial formations
- \$94MM decrease in the Wholesale portfolio due to lower GIL formations in the Oil & Gas sector



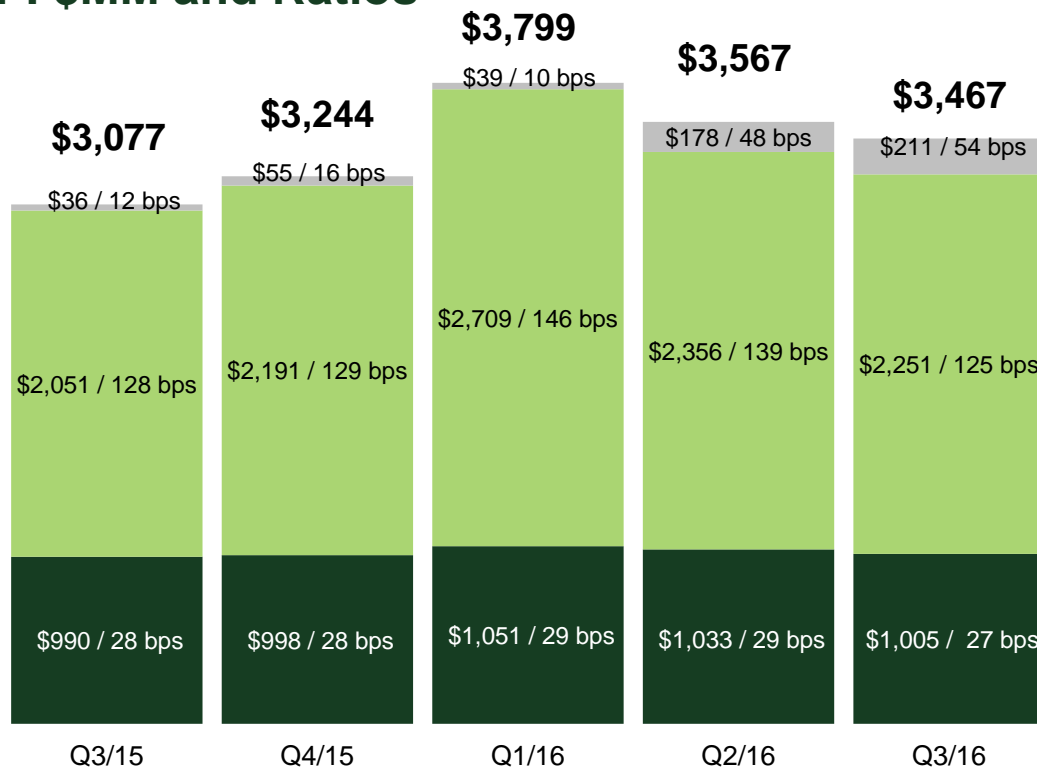
	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16	
TD	23	24	30	25	21	<i>bps</i>
Cdn Peers ⁴	15	13	15	13	NA	<i>bps</i>
U.S. Peers ⁵	18	17	29	21	NA	<i>bps</i>

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 Corporate Segment Loans.
 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



GIL¹: \$MM and Ratios²



Highlights

- Canadian Retail GIL rate remains at cyclically low levels
- U.S. Retail GIL quarterly decrease of \$105MM primarily due to:
 - US\$135MM reduction in legacy interest only HELOC GIL due to an improving trend in formations and resolutions
 - US\$35MM decrease in Commercial as resolutions outpaced formations
 - Offset by a \$49MM negative impact of foreign exchange
- \$33MM Wholesale GIL increase due to two new formations in the Oil & Gas sector

	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16	
	57	58	65	63	59	bps
Cdn Peers ⁴	67	63	68	75	NA	bps
U.S. Peers ⁵	116	109	114	110	NA	bps

	Other ³
	Wholesale Portfolio
	U.S. Retail Portfolio
	Canadian Retail 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 Corporate Segment Loans.

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)

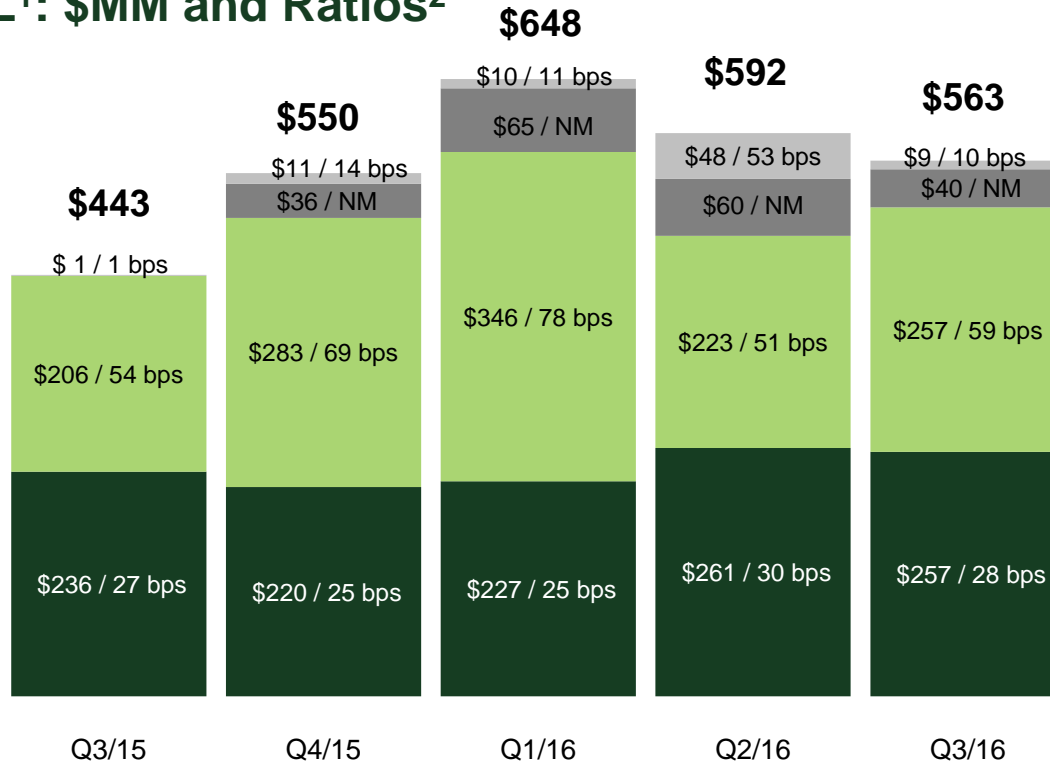
NM: Not meaningful

NA: Not available

Provision for Credit Losses (PCL) By Portfolio



PCL¹: \$MM and Ratios²



Highlights

- Canadian and U.S. credit quality remains strong
- \$34MM increase for U.S. Retail⁶ driven by volume growth
- \$40MM reserve build in the quarter due largely to further credit deterioration in exposures within the Oil & Gas sector

	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16	
¹	33	40	45	42	39	<i>bps</i>
Cdn Peers ⁵	28	28	33	41	NA	<i>bps</i>
U.S. Peers ⁷	48	65	69	60	NA	<i>bps</i>

- Other³
- Wholesale Portfolio⁴
- U.S. Retail Portfolio⁶
- Canadian Retail Portfolio

1. PCL excludes the impact of acquired credit-impaired loans, debt securities classified as loans and items of note.

2. PCL Ratio – Provision for Credit Losses on a quarterly annualized basis/Average Net Loans & Acceptances

3. Other includes provisions for incurred but not identified credit losses for Canadian Retail and Wholesale that are booked in the Corporate segment.

4. Wholesale PCL excludes premiums on credit default swaps (CDS): Q3/16 - \$(3)MM, Q2/16 - \$(2)MM, Q1/16 - \$(4)MM.

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.

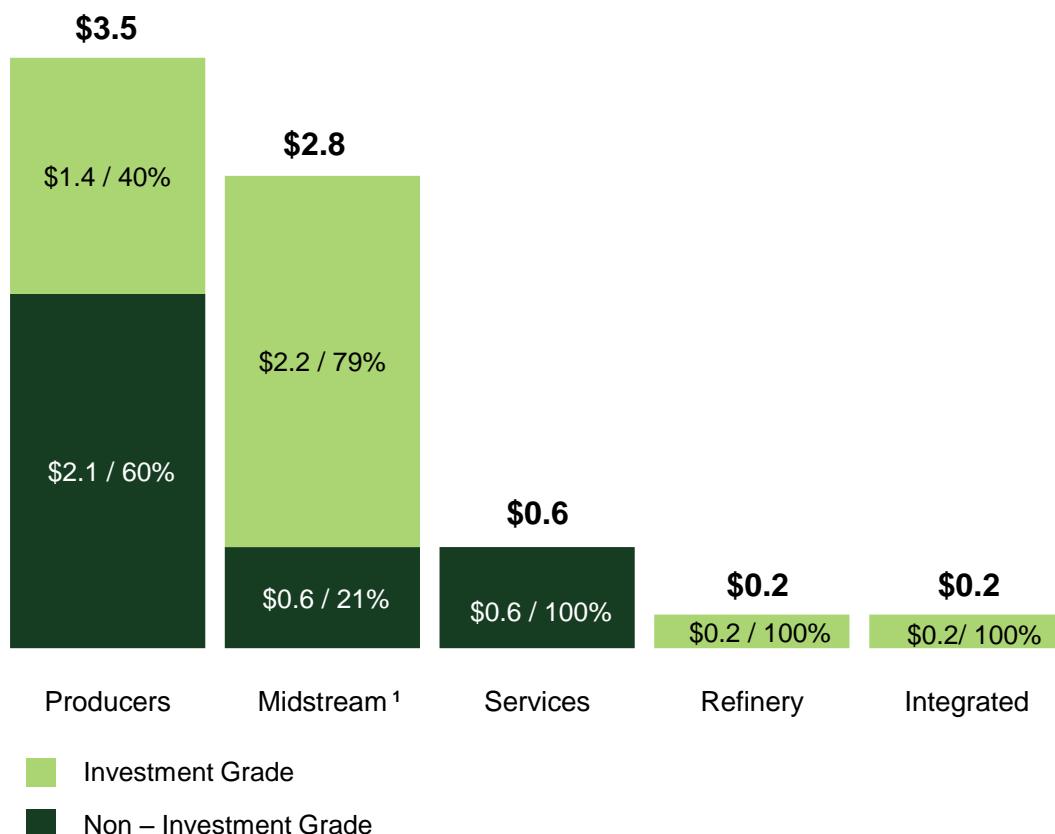
6. U.S. Credit Card Provision for Credit Losses includes the retailer program partners' share of the U.S. Strategic cards portfolio (Q3/16 – US \$63MM, Q2/16 – US \$40MM, Q1/16 – US \$87MM, Q4/15 – US \$51MM, Q3/15 – US \$39MM).

7. Average of U.S. Peers – BAC, C, JPM, USB, WFC.

Oil and Gas Exposure



Corporate and Commercial Outstandings by Sector (\$B):



Highlights

- Oil and Gas Producers and Services outstandings reduced \$300MM and remain less than 1% of total gross loans and acceptances
- 65% of undrawn Oil & Gas exposure is investment grade
- Excluding real estate secured lending, consumer lending and small business banking exposure in the impacted provinces² represents 2% of total gross loans and acceptances

¹ Midstream includes pipelines, transportation and storage.
² Oil and Gas impacted Provinces include Alberta, Saskatchewan and Newfoundland and Labrador.



Appendix

Q3 2016 Earnings: Items of Note



		MM	EPS		
Reported net income and EPS (diluted)		\$2,358	\$1.24		
Items of note	Pre Tax (MM)	After Tax (MM)	EPS	Segment	Revenue/Expense Line Item ³
Amortization of intangibles ¹	\$63	\$58	\$0.03	Corporate	page 9, line 10
Excluding Items of Note above					
Adjusted² net income and EPS (diluted)		\$2,416	\$1.27		

1. Includes amortization of intangibles expense of \$16MM, net of tax, for TD Ameritrade Holding Corporation. Amortization of intangibles relate to intangibles acquired as a result of asset acquisitions and business combinations. Although the amortization of software and asset servicing rights are recorded in amortization of intangibles, they are not included for purposes of the items of note.

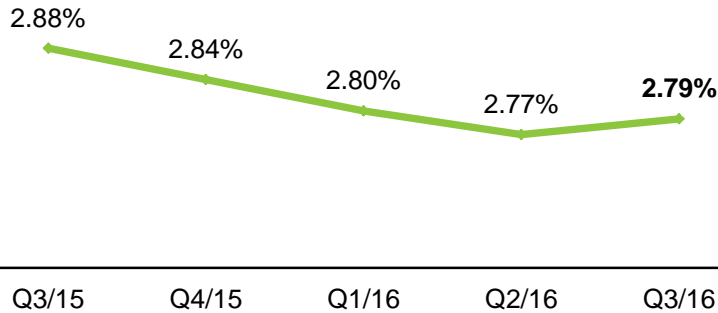
2. Adjusted results are defined in footnote 1 on slide 3.

3. This column refers to specific pages of the Bank's Q3 2016 Supplementary Financial Information package, which is available on our website at td.com/investor.

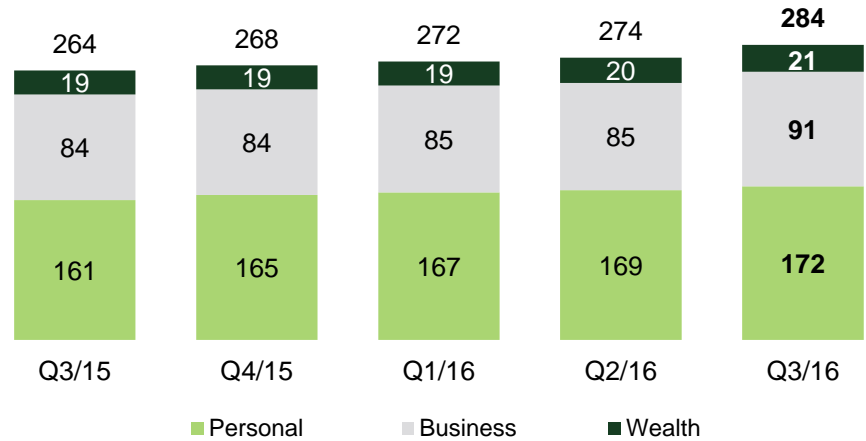
Canadian Retail



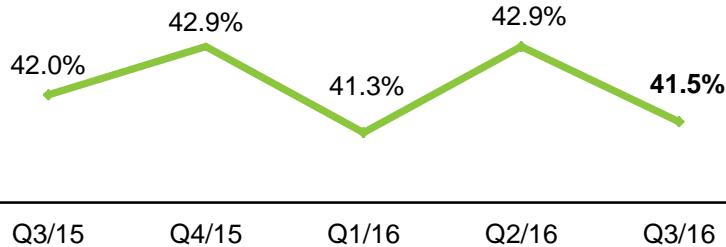
Net Interest Margin



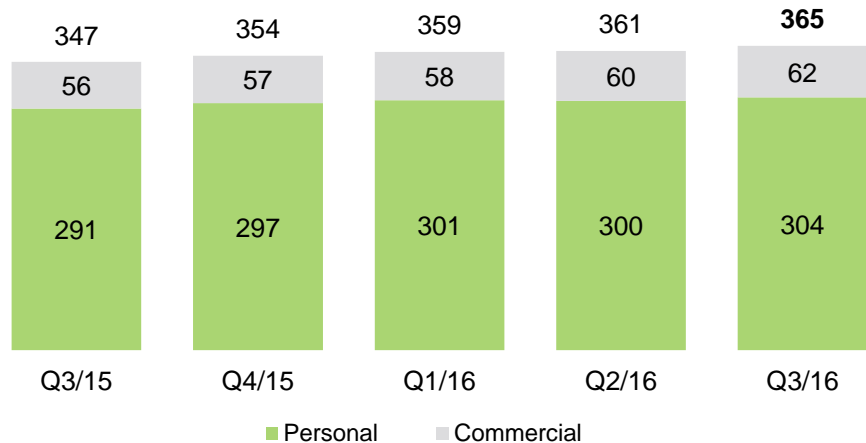
Average Deposits \$B



Efficiency Ratio



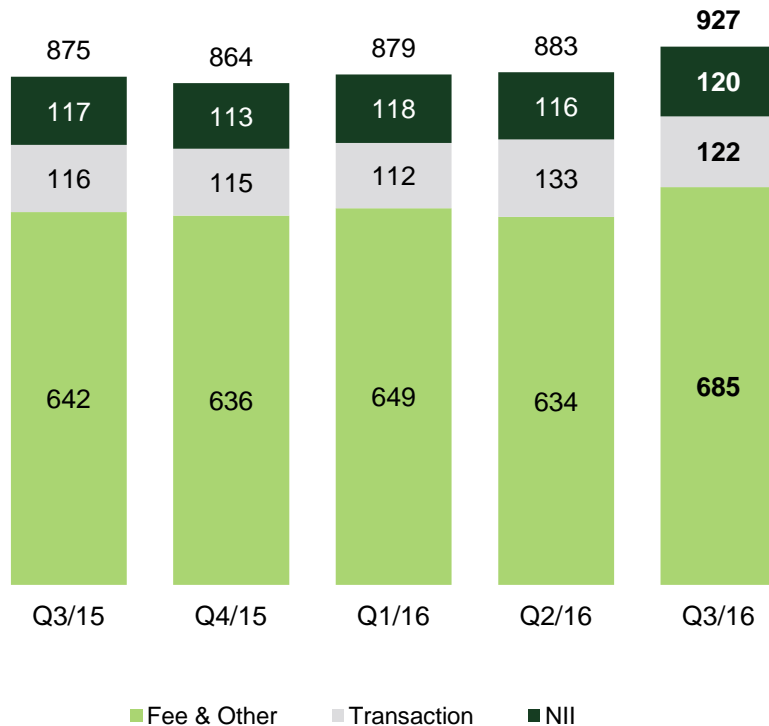
Average Loans \$B



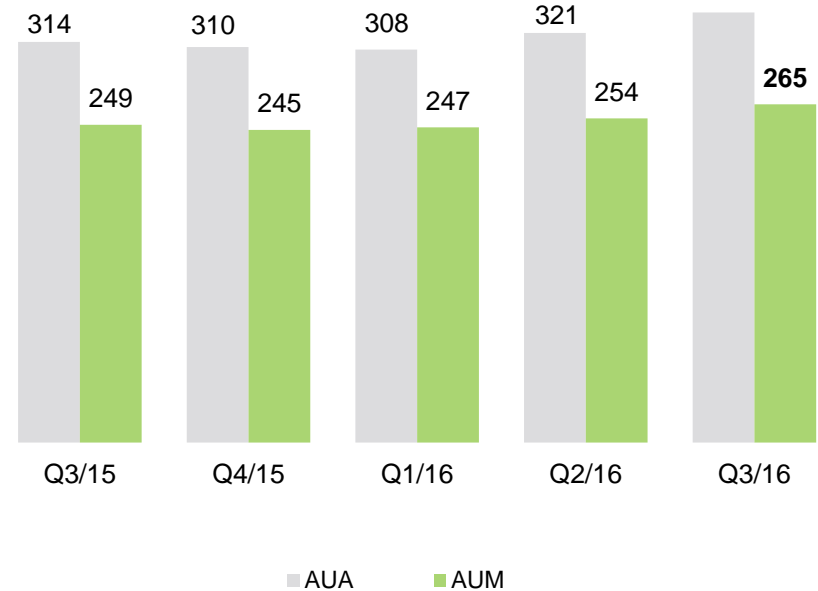
Canadian Wealth



Wealth Revenue \$MM



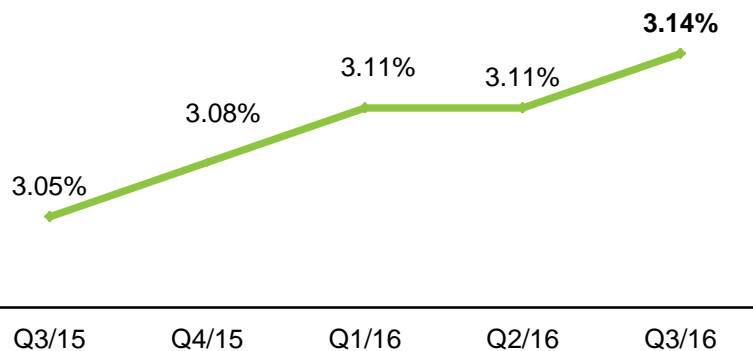
Wealth Assets \$B



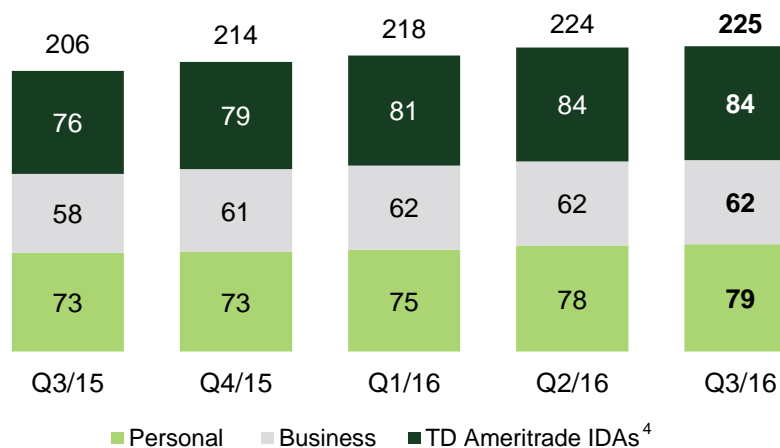
U.S. Retail



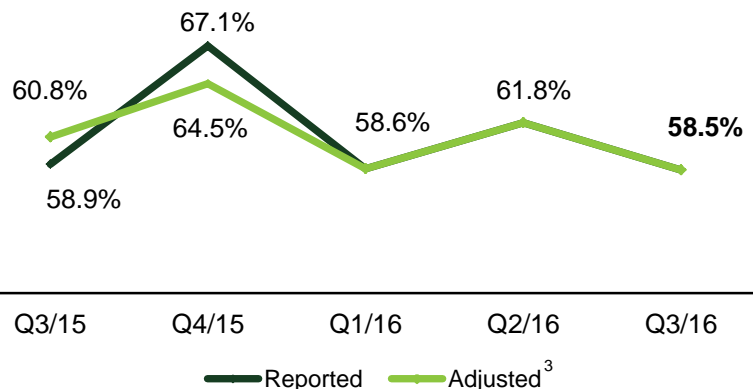
Net Interest Margin¹



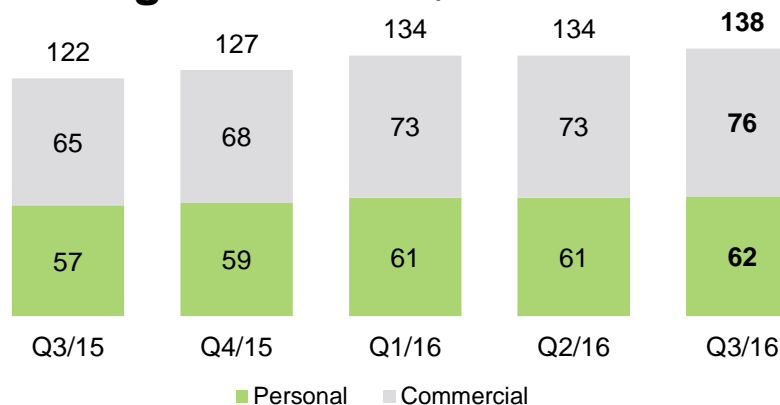
Average Deposits US\$B



Efficiency Ratio²



Average Loans US\$B



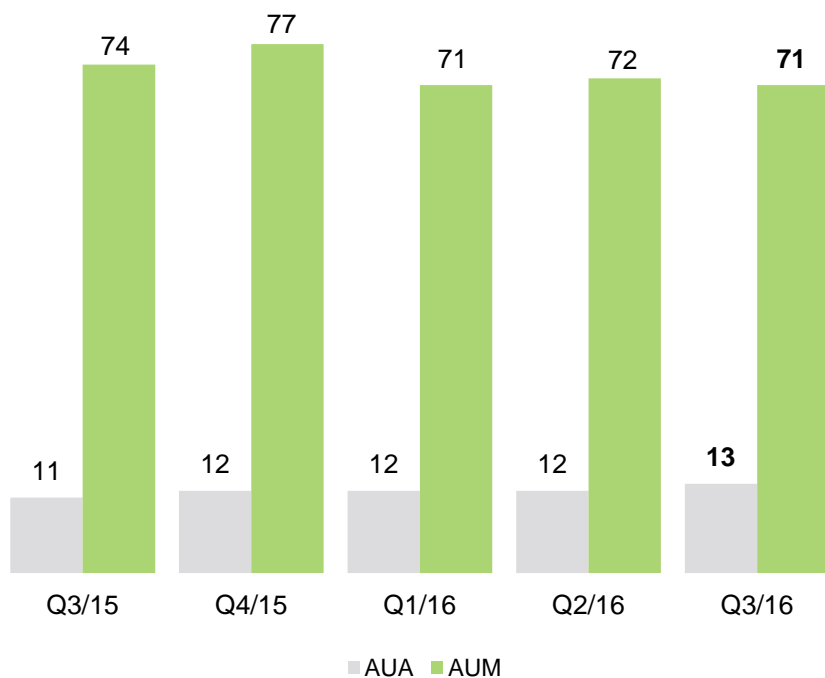
1. The margin on average earning assets excludes the impact related to the TD Ameritrade insured deposit accounts (IDA) and the impact of intercompany deposits and cash collateral. In addition, the value of tax-exempt interest income is adjusted to its equivalent before-tax value.

2. Reported and adjusted efficiency ratios were equal in the periods Q1 2016, Q2 2016 and Q3, 2016.

3. Adjusted results are defined in footnote 1 on slide 3.

4. Insured deposit accounts.

TD Wealth Assets US\$B



TD Ameritrade¹

TD's share of TD Ameritrade's net income was C\$125MM in Q3/16, up 37% YoY mainly due to:

- FX translation, asset growth, higher trading volumes and favourable tax liability adjustment

TD Ameritrade results:

- Net income US\$240 MM in Q3/16, up 22% YoY
- Average trades per day were 462,000, up 6% YoY
- Total clients assets rose to US\$736 billion, up 5% YoY

1. TD's share of net income in US\$ is the corresponding C\$ net income contribution of TD Ameritrade to the U.S. Retail segment included in the Bank's reports to shareholders (td.com/investor) for the relevant quarters, divided by the average FX rate. For additional information, please see TD Ameritrade's press release available at <http://www.amtd.com/newsroom/default.aspx>

Canadian Housing Market



Portfolio		Q3/16
Canadian RESL	Gross Loans Outstanding	\$252 B
	Percentage Insured	51%
	Uninsured Residential Mortgages Current LTV ¹	58%
Condo Mortgage	Gross Loans Outstanding	\$32 B
	Percentage Insured	62%
Condo HELOC	Gross Loans Outstanding	\$6 B
	Percentage Insured	27%
Condo Borrower Credit Quality	<ul style="list-style-type: none"> LTV, credit score and delinquency rate consistent with broader portfolio 	
Hi-Rise Condo Developer Exposure	<ul style="list-style-type: none"> Stable portfolio volumes of ~ 1.6% of the Canadian Commercial portfolio Exposure limited to experienced borrowers with demonstrated liquidity and long-standing relationship with TD 	

1. Current LTV is the combination of each individual mortgage LTV weighted by the mortgage balance.

Gross Lending Portfolio Includes B/As



Balances (C\$B unless otherwise noted)

	Q2/16	Q3/16
Canadian Retail Portfolio	\$ 361.9	\$ 368.4
Personal	\$ 300.9	\$ 306.0
Residential Mortgages	185.7	187.7
Home Equity Lines of Credit (HELOC)	62.0	63.9
Indirect Auto	19.7	20.4
Unsecured Lines of Credit	9.6	9.8
Credit Cards	17.8	17.9
Other Personal	6.1	6.3
Commercial Banking (including Small Business Banking)	\$ 61.0	\$ 62.4
U.S. Retail Portfolio (all amounts in US\$)	US\$ 135.5	US\$ 138.5
Personal	US\$ 60.7	US\$ 61.7
Residential Mortgages	20.3	20.4
Home Equity Lines of Credit (HELOC) ¹	10.0	9.9
Indirect Auto	20.2	20.8
Credit Cards	9.6	10.1
Other Personal	0.6	0.5
Commercial Banking	US\$ 74.8	US\$ 76.8
Non-residential Real Estate	15.1	15.7
Residential Real Estate	4.9	5.1
Commercial & Industrial (C&I)	54.8	56.0
FX on U.S. Personal & Commercial Portfolio	\$ 34.3	\$ 42.2
U.S. Retail Portfolio (C\$)	\$ 169.8	\$ 180.7
Wholesale Portfolio²	\$ 37.0	\$ 38.9
Other³	\$ 1.9	\$ 1.5
Total	\$ 570.6	\$ 589.4

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

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

3. Other includes Corporate Segment Loans.

Note: Some amounts may not total due to rounding

Excludes Debt securities classified as loans

Canadian Personal Banking



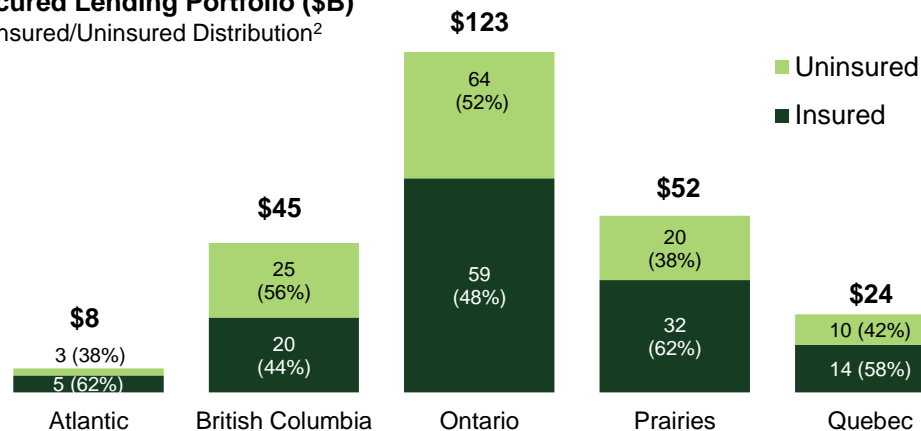
Canadian Personal Banking ¹	Gross Loans (\$B)	Q3/16	
		GIL (\$MM)	GIL / Loans
Residential Mortgages	188	406	0.22%
Home Equity Lines of Credit (HELOC)	64	155	0.24%
Indirect Auto	20	67	0.33%
Unsecured Lines of Credit	10	34	0.35%
Credit Cards	18	145	0.81%
Other Personal	6	19	0.30%
Total Canadian Personal Banking	\$306	\$826	0.27%
Change vs. Q2/16	\$5	\$(38)	(0.02%)

Highlights

- Credit quality remains strong in the Canadian Personal portfolio
- Loan growth across the broad portfolio

Real Estate Secured Lending Portfolio (\$B)

Geographic and Insured/Uninsured Distribution²



Uninsured Mortgage Loan to Value (%)³

Q3/16 ³	68	53	55	66	64
Q2/16 ³	70	51	57	67	65

1. Excludes acquired credit impaired loans

2. 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.

3. Loan To Value based on Seasonally Adjusted Average Price by Major City (Canadian Real Estate Association) and is the combination of each individual mortgage LTV weighted by the mortgage balance consistent with peer reporting

Canadian Commercial and Wholesale Banking



Canadian Commercial and Wholesale Banking	Q3/16		
	Gross Loans/BAs (\$B)	GIL (\$MM)	GIL/Loans
Commercial Banking ¹	62	179	0.29%
Wholesale	39	211	0.54%
Total Canadian Commercial and Wholesale	\$101	\$390	0.39%
Change vs. Q2/16	\$3	\$43	0.04%

Industry Breakdown ¹	Gross Loans/BAs (\$B)	Gross Impaired Loans (\$MM)	Specific Allowance ² (\$MM)
Real Estate – Residential	15.8	6	7
Real Estate – Non-residential	13.0	7	2
Financial	10.9	2	0
Govt-PSE-Health & Social Services	11.9	12	5
Pipelines, Oil and Gas	6.8	240	87
Metals and Mining	2.4	20	1
Forestry	0.6	0	0
Consumer ³	4.7	24	11
Industrial/Manufacturing ⁴	5.3	47	29
Agriculture	6.0	11	1
Automotive	7.1	1	1
Other ⁵	17.0	20	13
Total	\$101	\$390	\$157

Highlights

- Solid loan growth across the Canadian Commercial and Wholesale Banking portfolios
- Oil and Gas Producers and Services outstandings reduced \$300MM and remain less than 1% of total gross loans and acceptances
 - Increase in GIL attributable to new formations in Oil and Gas

1. Includes Small Business Banking and Business Visa

2. Includes Counterparty Specific and Individually Insignificant 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: Power and Utilities; Telecommunications, Cable and Media; Transportation; Professional and Other Services; Other

U.S. Personal Banking – U.S. Dollars



U.S. Personal Banking ¹	Gross Loans (\$B)	Q3/16	
		GIL (\$MM)	GIL / Loans
Residential Mortgages	20	333	1.64%
Home Equity Lines of Credit (HELOC) ²	10	691	6.97%
Indirect Auto	21	139	0.67%
Credit Cards ³	10	143	1.41%
Other Personal	0.5	5	1.01%
Total U.S. Personal Banking (USD)	\$62	\$1,311	2.13%
Change vs. Q2/16 (USD)	\$1	\$(120)	(0.23%)
Foreign Exchange	\$18	\$401	-
Total U.S. Personal Banking (CAD)	\$80	\$1,712	2.13%

Highlights

- Continued good asset quality in U.S. Personal
- Improving trend in formations and resolutions within the legacy interest only HELOC portfolio

U.S. Real Estate Secured Lending Portfolio¹

Indexed Loan to Value (LTV) Distribution and Refreshed FICO Scores⁴

Current Estimated LTV	Residential Mortgages	1 st Lien HELOC	2 nd Lien HELOC	Total
>80%	7%	11%	26%	11%
61-80%	39%	32%	43%	38%
<=60%	54%	57%	31%	51%
Current FICO Score >700	88%	89%	84%	87%

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

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

3. Credit Cards PCL includes the retailer program partners' share of the U.S. Strategic cards portfolio (Q3/16 – US \$63MM, Q2/16 – US \$40MM, Q1/16 – US \$87MM, Q4/15 – US \$51MM, Q3/15 – US \$39MM).

4. Loan To Value based on authorized credit limit and Loan Performance Home Price Index as of May 2016. FICO Scores updated June 2016.

U.S. Commercial Banking – U.S. Dollars



U.S. Commercial Banking ¹	Q3/16		
	Gross Loans / BAs (\$B)	GIL (\$MM)	GIL/Loans
Commercial Real Estate (CRE)	21	129	0.61%
Non-residential Real Estate	16	88	0.55%
Residential Real Estate	5	41	0.82%
Commercial & Industrial (C&I)	56	284	0.51%
Total U.S. Commercial Banking (USD)	\$77	\$413	0.54%
Change vs. Q2/16 (USD)	\$2	\$(35)	(0.06)%
Foreign Exchange	\$23	\$126	-
Total U.S. Commercial Banking (CAD)	\$100	\$539	0.54%

Highlights

- Continuing portfolio growth and good quality in U.S. Commercial Banking

Commercial Real Estate	Gross Loans/BAs (US \$B)	GIL (US \$MM)
Office	5.4	37
Retail	4.5	23
Apartments	4.3	25
Residential for Sale	0.3	8
Industrial	1.2	12
Hotel	0.9	5
Commercial Land	0.1	5
Other	4.0	14
Total CRE	\$21	\$129

Commercial & Industrial	Gross Loans/BAs (US \$B)	GIL (US \$MM)
Health & Social Services	7.8	30
Professional & Other Services	6.9	62
Consumer ²	5.3	46
Industrial/Mfg ³	6.9	50
Government/PSE	8.2	7
Financial	2.5	21
Automotive	2.9	9
Other ⁴	15.0	59
Total C&I	\$56	\$284

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

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

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

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

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Thursday August 25th, 2016