



# **TD Bank Group Q2 2017 Quarterly Results Presentation**

Thursday May 25, 2017

# 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 ("2016 MD&A") in the Bank's 2016 Annual Report under the heading "Economic Summary and Outlook", for each business segment under headings "Business Outlook and Focus for 2017", and in other statements regarding the Bank's objectives and priorities for 2017 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 and dispositions, business retention plans, 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; exposure related to significant litigation and regulatory matters; 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 2016 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](http://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 2016 MD&A under the headings "Economic Summary and Outlook", and for each business segment, "Business Outlook and Focus for 2017", 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.

## Strong overall performance

- Reported earnings and EPS growth of 22% year-over-year
- Adjusted<sup>1</sup> earnings and EPS growth of 12% year-over-year
- Good revenue growth across all three business segments
- Favourable credit performance

## Continued investment to enhance the customer experience

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") 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 Second Quarter 2017 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. For further information and a reconciliation, please see slide 14.

# Q2 2017 Highlights



## Total Bank Reported Results (YoY)

### EPS up 22%

- Adjusted EPS up 12%<sup>1</sup>

### Revenue up 3%

- Revenue (TEB) up 7%<sup>2</sup>

### Expenses up 1%

- Adjusted expenses up 4%<sup>3</sup>

## Segment Reported Results (YoY)

### Canadian Retail earnings up 7%

### U.S. Retail earnings up 18%

### Wholesale earnings up 13%

## Financial Highlights \$MM

Reported	Q2/17	Q1/17	Q2/16
Revenue	8,473	9,120	8,259
PCL	500	633	584
Expenses	4,786	4,897	4,736
Net Income	2,503	2,533	2,052
Diluted EPS (\$)	1.31	1.32	1.07

Adjusted <sup>1</sup>	Q2/17	Q1/17	Q2/16
Net Income	2,561	2,558	2,282
Diluted EPS (\$)	1.34	1.33	1.20

## Segment Earnings \$MM

Q2/17	Reported	Adjusted
Retail <sup>4</sup>	2,415	2,415
<i>Canadian Retail</i>	1,570	1,570
<i>U.S. Retail</i>	845	845
Wholesale	248	248
Corporate	(160)	(102)

1. Adjusted results are defined in footnote 1 on slide 3. For further information and a reconciliation, please see slide 14.

2. Net interest income within Wholesale Banking is calculated on a taxable equivalent basis (TEB), which means that the value of non-taxable or tax-exempt income, including dividends, is adjusted to its equivalent before-tax value. Using TEB allows the Bank to measure income from all securities and loans consistently and makes for a more meaningful comparison of net interest income with similar institutions. The TEB adjustments were \$457MM and \$82MM for Q2 2017 and Q2 2016 respectively.

3. Adjusted expenses were \$4,723MM and \$4,556MM in Q2 2017 and Q2 2016 respectively.

4. "Retail" comprises Canadian Retail and U.S. Retail segments. See the Bank's Second Quarter 2017 Earnings News Release and MD&A.

# Canadian Retail



## Highlights (YoY)

**Net income up 7%**

**Revenue up 5%**

- Loan volumes up 4%
- Deposit volumes up 11%
- Wealth assets<sup>2</sup> up 12%

**NIM of 2.81% down 1 bp QoQ**

**PCL down 13% QoQ**

- Lower provisions in auto lending

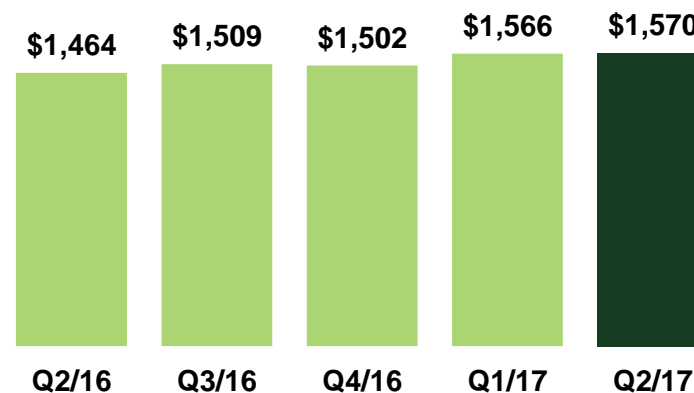
**Expenses up 6%**

- Efficiency ratio of 43.2%

## P&L \$MM

	Q2/17	QoQ	YoY
Revenue	5,132	-1%	5%
Insurance Claims	538	-6%	2%
Revenue Net of Claims <sup>1</sup>	4,594	-1%	5%
PCL	235	-13%	-10%
Expenses	2,218	0%	6%
Net Income	1,570	0%	7%
ROE	45%		

## Earnings \$MM



1. Total revenues (without netting insurance claims) were \$4,887MM and \$5,203MM in Q2 2016 and Q1 2017, respectively. Insurance claims and related expenses were \$530MM and \$574MM in Q2 2016 and Q1 2017, respectively.

2. Wealth assets includes assets under management (AUM) and assets under administration (AUA). Effective the first quarter of 2017, the Bank changed the framework for classifying AUA and AUM. The primary change is to recognize mutual funds sold through the branch network as part of AUA. In addition, AUA has been updated to reflect a change in the measurement of certain business activities within Canadian Retail. Comparative amounts have been recast to conform with the revised presentation.

# U.S. Retail



## Highlights US\$MM (YoY)

**Net income up 18%**

**Revenue up 10%**

- Loan volumes up 6%
- Deposit volumes up 9%

**NIM of 3.05%, up 2 bps QoQ**

**PCL down 41% QoQ**

- Seasonality in credit cards and auto portfolios
- Lower commercial losses

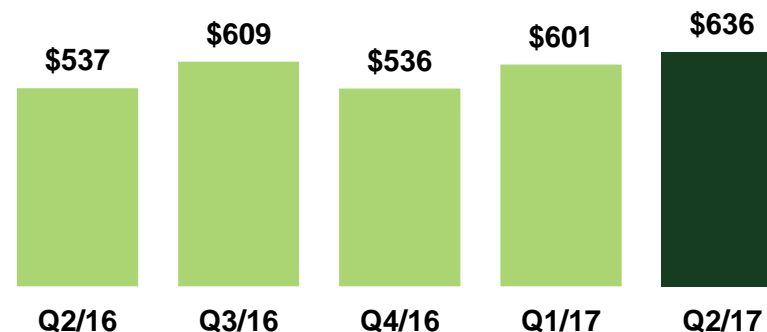
**Expenses up 2%**

- Efficiency ratio of 57.6%

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

	Q2/17	QoQ	YoY
Revenue <sup>1</sup>	1,889	0%	10%
PCL	114	-41%	-7%
Expenses	1,088	1%	2%
<b>U.S. Retail Bank Net Income</b>	<b>554</b>	<b>7%</b>	<b>21%</b>
Equity income – TD AMTD	82	-1%	5%
<b>Net Income</b>	<b>636</b>	<b>6%</b>	<b>18%</b>
Net Income (C\$MM)	845	6%	18%
ROE	10.0%		

## Earnings US\$MM



1. Effective the first quarter of 2017, the impact from certain treasury and balance sheet management activities relating to the U.S. Retail segment is recorded in the Corporate segment.

# Wholesale Banking



## Highlights (YoY)

**Net income up 13%**

**Revenue up 7%**

- Higher corporate lending fees and higher equity trading activity

**PCL net recovery of \$4MM**

- Higher oil and gas recoveries last quarter

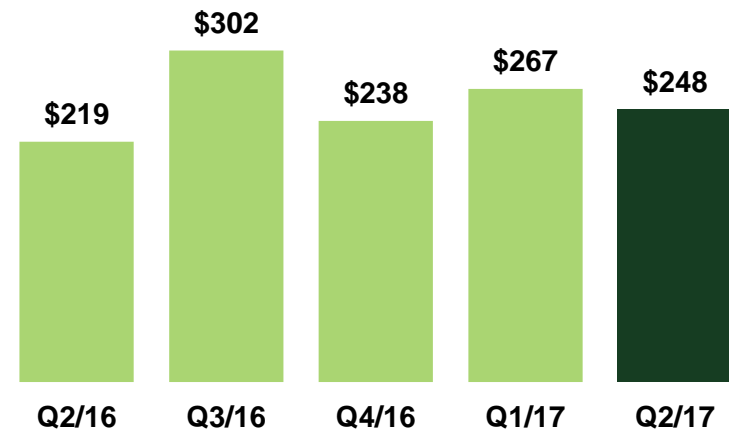
**Expenses up 9%**

- Continued investment to grow our U.S. dollar franchise

## P&L \$MM

	Q2/17	QoQ	YoY
Revenue	818	-5%	7%
PCL	(4)	NM	NM
Expenses	481	-8%	9%
<b>Net Income</b>	<b>248</b>	<b>-7%</b>	<b>13%</b>
ROE	16.4%		

## Earnings \$MM



# Corporate Segment



## Highlights (YoY)

### Reported loss of \$160MM

- Adjusted<sup>1</sup> loss of \$102MM
- Lower corporate expenses this quarter
- Higher contribution from Other

## P&L \$MM

Reported	Q2/17	Q1/17	Q2/16
Net Income <sup>2</sup>	(160)	(100)	(350)

Adjusted <sup>1</sup>	Q2/17	Q1/17	Q2/16
Net Corporate Expenses	(186)	(233)	(196)
Other	56	129	48
Non-Controlling Interests	28	29	28
Net Income <sup>2</sup>	(102)	(75)	(120)

1. Adjusted results are defined in footnote 1 on slide 3. For further information and a reconciliation, please see slide 14.

2. See slide 6, footnote 1.



# Capital & Liquidity



## Highlights

**Common Equity Tier 1 ratio of 10.8%**

**Leverage ratio of 3.9%**

**Liquidity coverage ratio of 124%**

**Completed normal course issuer bid for 15 million common shares**

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

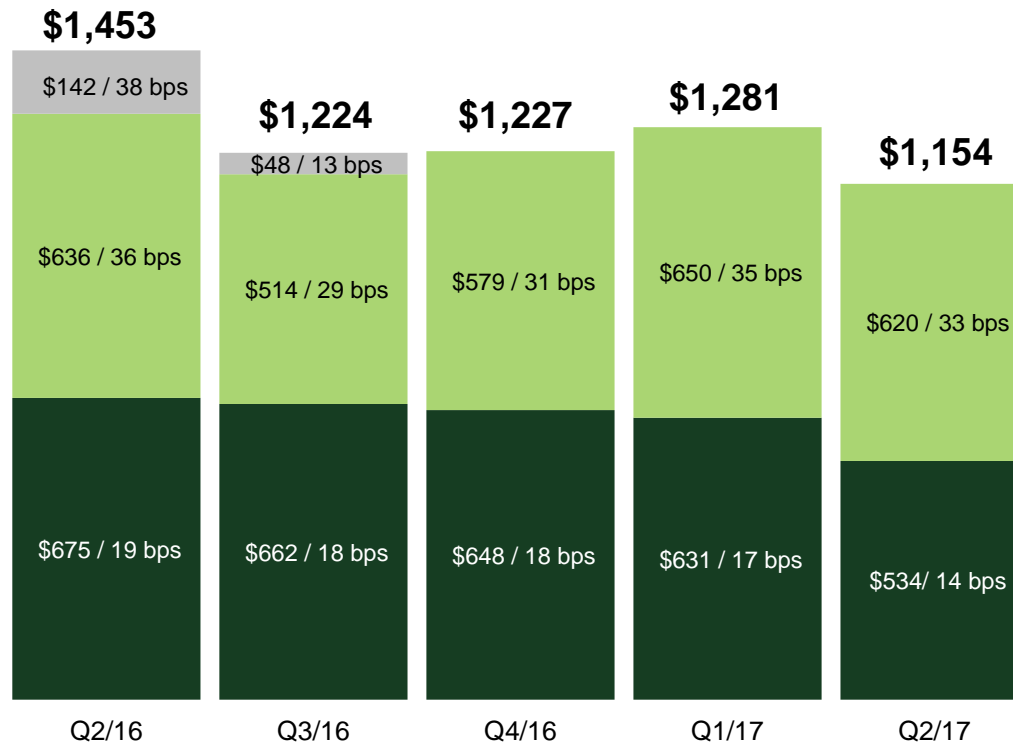
<b>Q1 2017 CET1 Ratio</b>	<b>10.9%</b>
Internal capital generation	33
Impact of repurchase of common shares	(22)
Actuarial loss on employee pension plans	(9)
RWA increase and other	(8)
<b>Q2 2017 CET1 Ratio</b>	<b>10.8%</b>

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 a scalar approach. The scalars are 72% in fiscal 2017, 80% in fiscal 2018 and 100% in fiscal 2019.

# Gross Impaired Loan Formations By Portfolio



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



## Highlights

- Gross Impaired Formations down \$127MM quarter-over-quarter and \$299MM year-over-year
  - Reduction in the quarter largely due to the Canadian Commercial and Indirect Auto portfolios

	Q2/16	Q3/16	Q4/16	Q1/17	Q2/17	
	25	21	21	21	19	<i>bps</i>
Cdn Peers <sup>4</sup>	25	18	16	15	NA	<i>bps</i>
U.S. Peers <sup>5</sup>	21	19	17	14	NA	<i>bps</i>

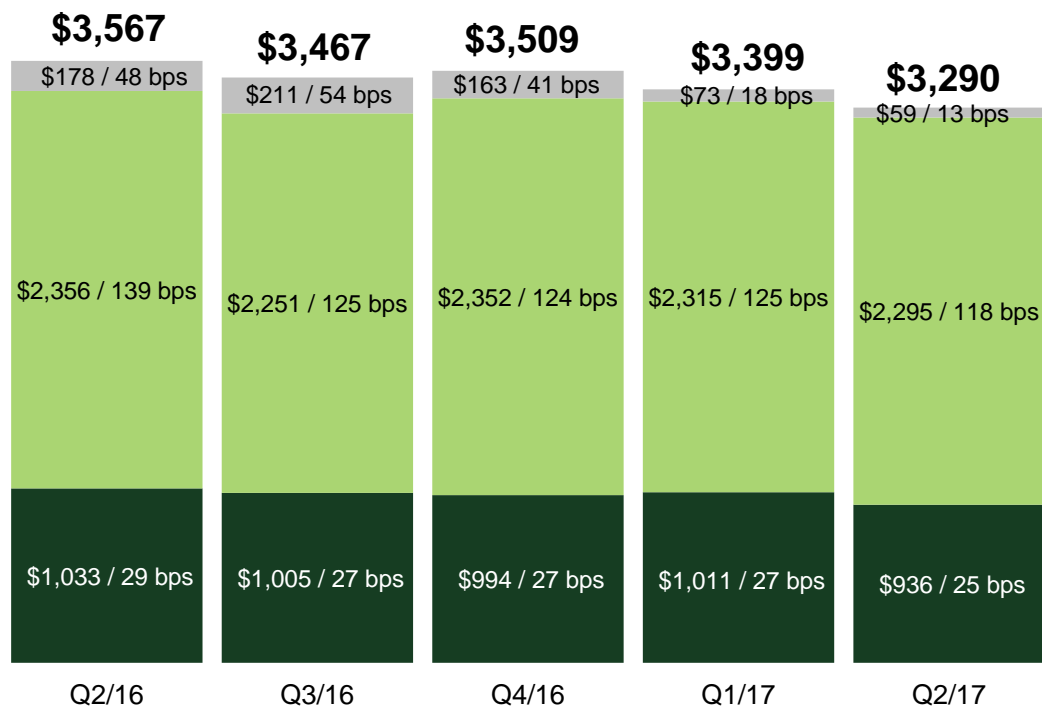
- Other<sup>3</sup>
- Wholesale Portfolio
- U.S. Retail Portfolio
- Canadian Retail Portfolio

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 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



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



## Highlights

- Gross Impaired Loans down \$109MM quarter-over-quarter notwithstanding a \$78MM negative impact of foreign exchange

	Q2/16	Q3/16	Q4/16	Q1/17	Q2/17	
	63	59	58	57	53	<i>bps</i>
Cdn Peers <sup>4</sup>	75	74	74	69	NA	<i>bps</i>
U.S. Peers <sup>5</sup>	110	106	100	95	NA	<i>bps</i>

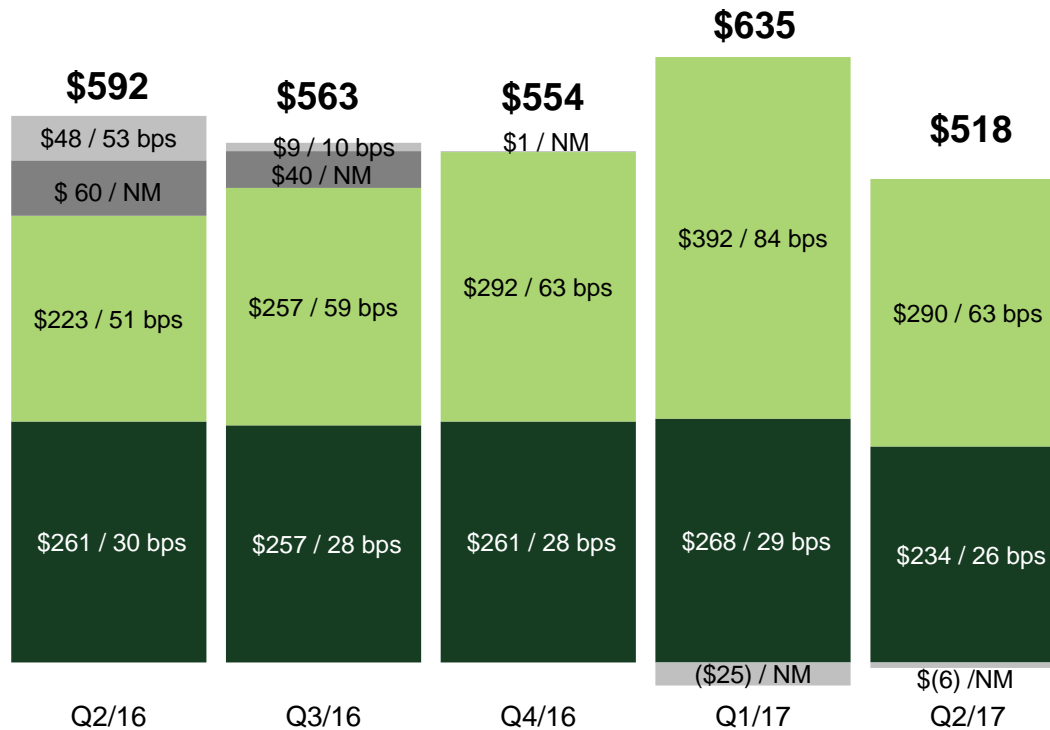
	Other <sup>3</sup>
	U.S. Retail Portfolio
	Canadian Retail Portfolio

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)  
 NA: Not available

# Provision for Credit Losses (PCL) By Portfolio



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



## Highlights

- PCL rate down 7 bps quarter-over-quarter and year-over-year
- U.S. Retail \$102MM quarter-over-quarter decrease driven by:
  - \$59MM largely due to seasonal trends in the U.S. Credit Card and Indirect Auto portfolios
  - \$30MM lower PCL in the U.S. Commercial portfolio

	Q2/16	Q3/16	Q4/16	Q1/17	Q2/17	
<sup>1</sup>	42	39	37	42	35	<i>bps</i>
Cdn Peers <sup>5</sup>	41	33	30	28	NA	<i>bps</i>
U.S. Peers <sup>7</sup>	60	57	54	56	NA	<i>bps</i>

- Other<sup>3</sup>
- Wholesale Portfolio<sup>4</sup>
- U.S. Retail Portfolio<sup>6</sup>
- 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): Q2/17 - \$(2)MM, Q1/17 - \$(2)MM, Q4/16 - \$(3)MM, Q3/16 - \$(3)MM, Q2/16 - \$(2)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: Q2/17 – US \$89MM, Q1/17 – US \$99MM, Q4/16 – US \$72MM, Q3/16 – US \$63MM, Q2/16 – US \$40MM

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

NM: Not meaningful

NA: Not available



# Appendix

# Q2 2017: Items of Note<sup>1</sup>



		MM	EPS		
<b>Reported net income and EPS (diluted)</b>			<b>\$2,503</b>	<b>\$1.31</b>	
Items of note <sup>1</sup>	Pre Tax (MM)	After Tax (MM)	EPS	Segment	Revenue/Expense Line Item <sup>4</sup>
Amortization of intangibles <sup>2</sup>	\$78	\$58	\$0.03	Corporate	page 9, line 10
<b>Excluding Items of Note above</b>					
<b>Adjusted<sup>3</sup> net income and EPS (diluted)</b>			<b>\$2,561</b>	<b>\$1.34</b>	

1. The Bank changed its trading strategy with respect to certain trading debt securities and reclassified these securities from trading to the available-for-sale category effective August 1, 2008. These debt securities are economically hedged, primarily with credit default swap and interest rate swap contracts which are recorded on a fair value basis with changes in fair value recorded in the period's earnings. As a result, the derivatives were accounted for on an accrual basis in Wholesale Banking and the gains and losses related to the derivatives in excess of the accrued amounts were reported in the Corporate segment, and treated as an Item of Note. Adjusted results of the Bank in prior periods exclude the gains and losses of the derivatives in excess of the accrued amount. Effective February 1, 2017, the total gains and losses as a result of changes in fair value of these derivative are recorded in Wholesale Banking.

2. Includes amortization of intangibles expense of \$15MM in Q2 2017, net of tax, for TD Ameritrade Holding Corporation. Amortization of intangibles relates to intangibles acquired as a result of asset acquisitions and business combinations. Although the amortization of software and asset servicing rights is recorded in amortization of intangibles, it is not included for purposes of the items of note.

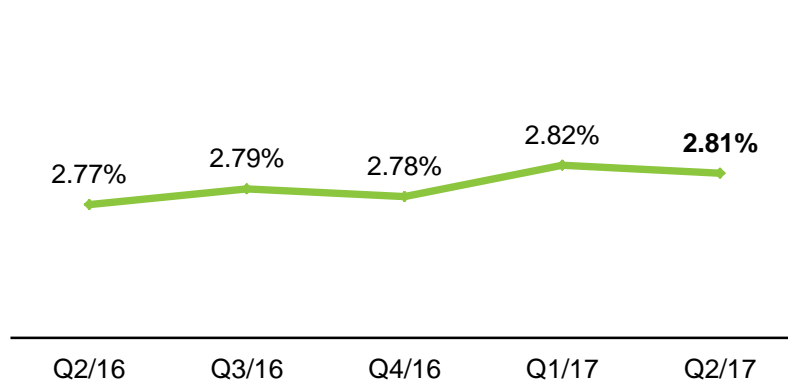
3. Adjusted results are defined in footnote 1 on slide 3.

4. This column refers to specific pages of the Bank's Q2 2017 Supplementary Financial Information package, which is available on our website at [td.com/investor](http://td.com/investor).

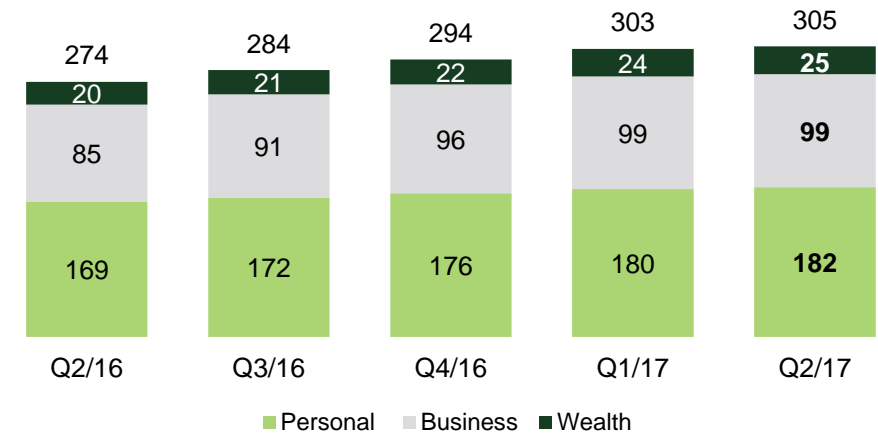
# Canadian Retail



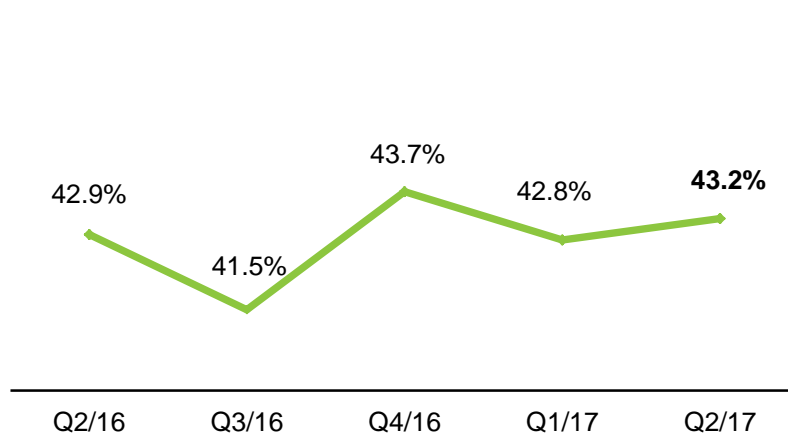
## Net Interest Margin



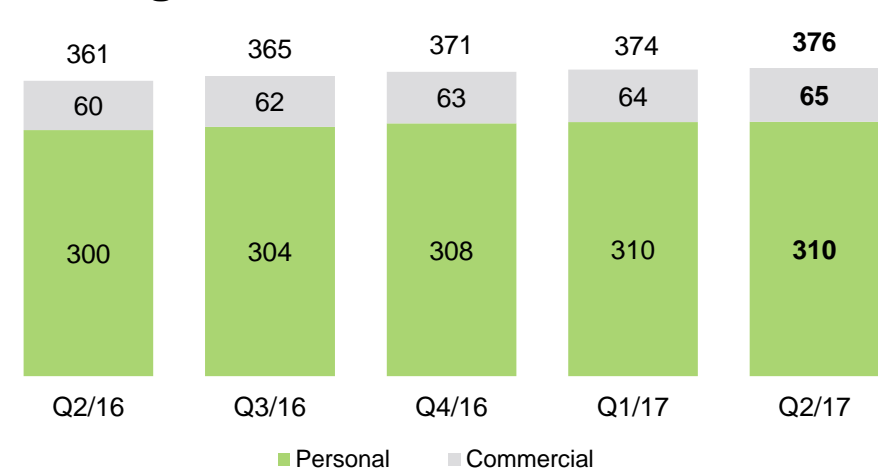
## Average Deposits \$B



## Efficiency Ratio



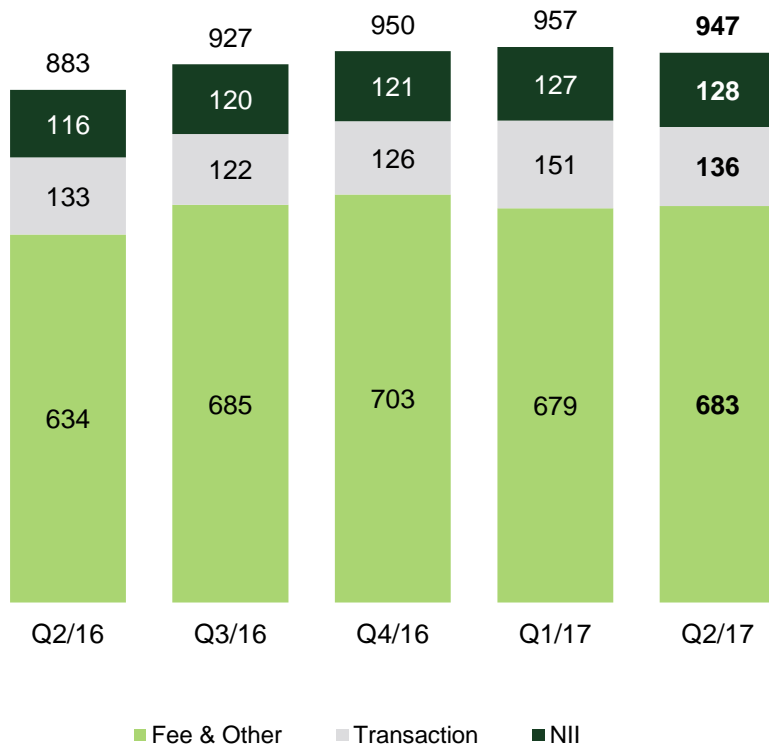
## Average Loans \$B



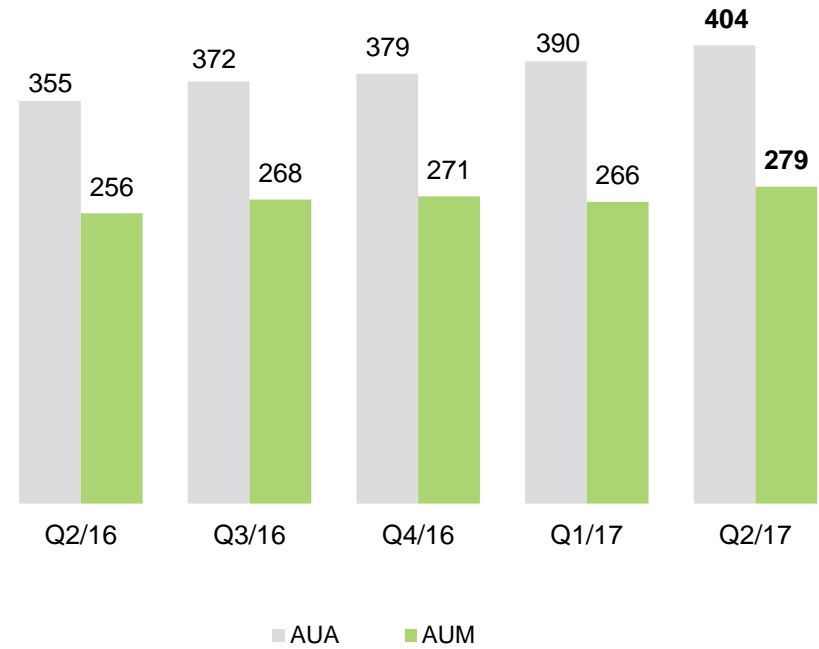
# Canadian Retail: Wealth



## Wealth Revenue \$MM



## Canadian Retail Assets \$B<sup>1</sup>



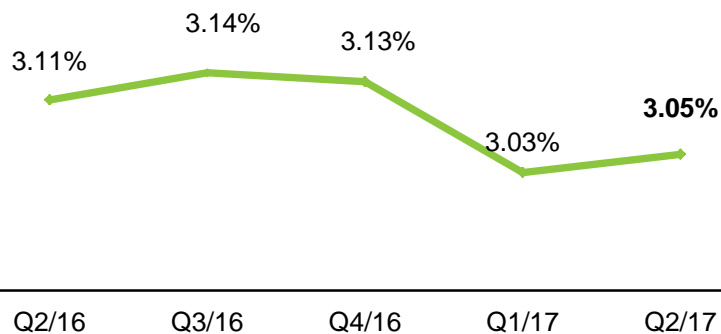
1. See slide 5, footnote 2.



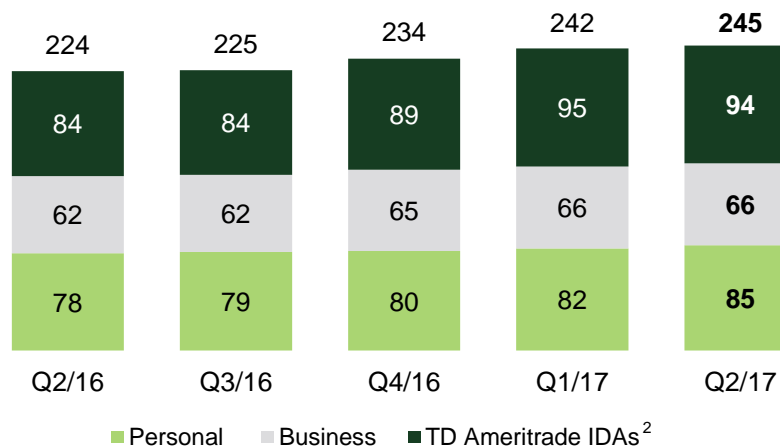
# U.S. Retail



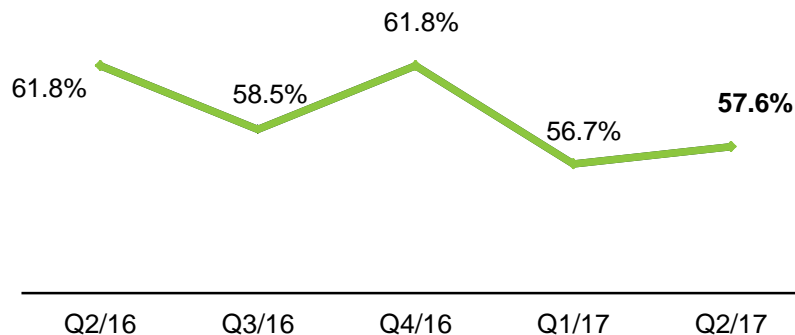
## Net Interest Margin<sup>1</sup>



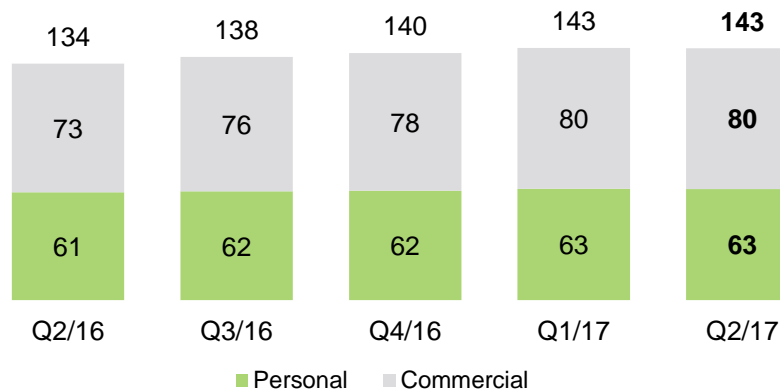
## Average Deposits US\$B



## Efficiency Ratio



## Average Loans US\$B



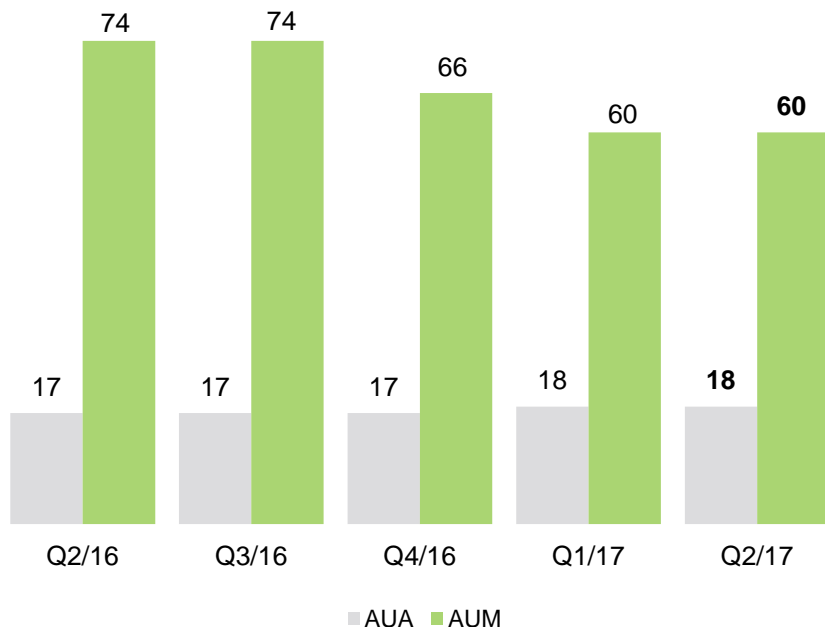
1. The margin on average earning assets excludes the impact related to the TD Ameritrade insured deposit accounts (IDA) and the impact of intercompany deposits and cash collateral. In addition, the value of tax-exempt interest income is adjusted to its equivalent before-tax value. See slide 6, footnote 1.

2. Insured deposit accounts.

# U.S. Retail: Wealth and TD Ameritrade



## TD Wealth Assets US\$B<sup>1</sup>



## TD Ameritrade<sup>2</sup>

**TD's share of TD Ameritrade's net income was C\$108MM in Q2/17, flat YoY mainly due to:**

- Higher asset-based revenues due to higher balances and rates.
- Offset by higher operating expenses and unfavourable impact of the FX rate.

### TD Ameritrade results:

- Net income US\$214 MM in Q2/17, up 4% YoY
- Average trades per day were 517,000, up 2% YoY
- Total clients assets rose to US\$847 billion, up 19% YoY

1. TD Wealth assets includes assets under management (AUM) and assets under administration (AUA). Effective the first quarter of 2017, the Bank changed the framework for classifying AUA and AUM. The primary change is to include a portion of the AUM balance administered by the Bank in AUA. Comparative amounts have been recast to conform with the revised presentation.  
 2. 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](http://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>

# Gross Lending Portfolio Includes B/As



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

	Q1/17	Q2/17
<b>Canadian Retail Portfolio</b>	<b>\$ 373.0</b>	<b>\$ 377.5</b>
<b>Personal</b>	<b>\$ 309.0</b>	<b>\$ 312.0</b>
Residential Mortgages	188.1	188.1
Home Equity Lines of Credit (HELOC)	65.9	68.0
Indirect Auto	20.5	20.9
Unsecured Lines of Credit	9.6	9.7
Credit Cards	17.7	18.0
Other Personal	7.2	7.3
<b>Commercial Banking (including Small Business Banking)</b>	<b>\$ 64.0</b>	<b>\$ 65.5</b>
<b>U.S. Retail Portfolio (all amounts in US\$)</b>	<b>US\$ 142.4</b>	<b>US\$ 142.7</b>
<b>Personal</b>	<b>US\$ 63.0</b>	<b>US\$ 62.8</b>
Residential Mortgages	20.7	20.8
Home Equity Lines of Credit (HELOC) <sup>1</sup>	9.8	9.7
Indirect Auto	21.1	21.1
Credit Cards	10.9	10.6
Other Personal	0.5	0.6
<b>Commercial Banking</b>	<b>US\$ 79.4</b>	<b>US\$ 79.9</b>
Non-residential Real Estate	16.0	16.4
Residential Real Estate	5.1	5.2
Commercial & Industrial (C&I)	58.3	58.3
<b>FX on U.S. Personal &amp; Commercial Portfolio</b>	<b>\$ 42.9</b>	<b>\$ 52.1</b>
<b>U.S. Retail Portfolio (C\$)</b>	<b>\$ 185.3</b>	<b>\$ 194.8</b>
<b>Wholesale Portfolio<sup>2</sup></b>	<b>\$ 40.7</b>	<b>\$ 44.4</b>
<b>Other<sup>3</sup></b>	<b>\$ 0.2</b>	<b>\$ 1.6</b>
<b>Total</b>	<b>\$ 599.2</b>	<b>\$ 618.3</b>

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 acquired credit impaired loans and loans booked in corporate segment

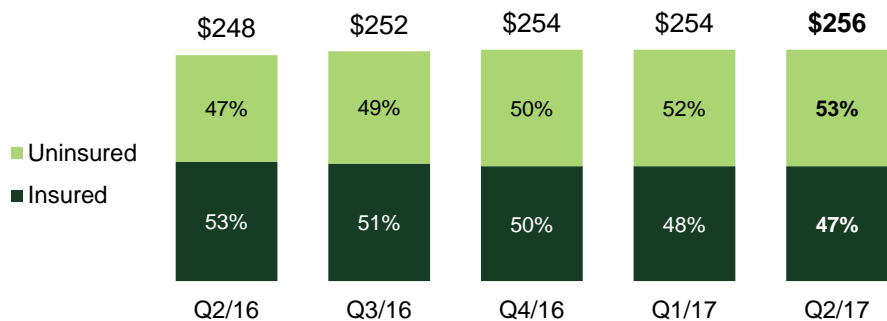
Note: Some amounts may not total due to rounding

Excludes Debt securities classified as loans

# Canadian Real Estate Secured Lending Portfolio



## Quarterly Portfolio Volumes \$B



## Canadian RESL Portfolio – Loan to Value<sup>1</sup>

	Q2/16	Q3/16	Q4/16	Q1/17	Q2/17
<b>Uninsured</b>	52%	51%	52%	51%	49%
<b>Insured</b>	55%	55%	55%	54%	51%

## Highlights

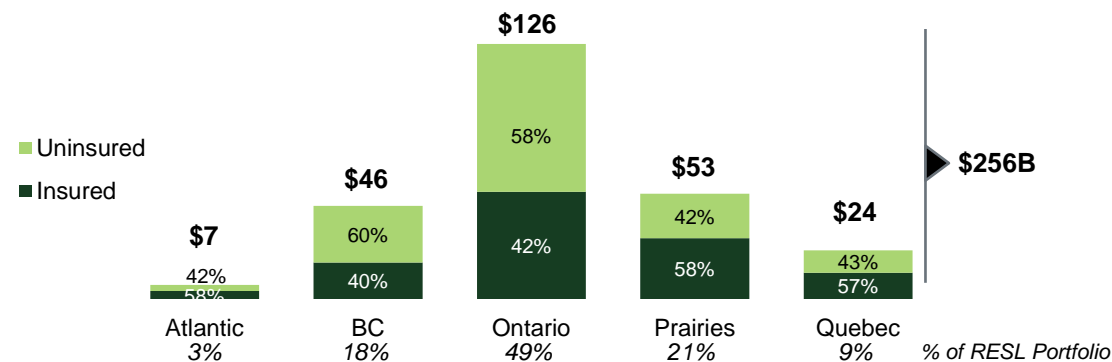
### Canadian RESL credit quality remains strong

- PCL rate remains stable at 1 bp
- Uninsured and insured portfolio loan-to-value rates stable

### Condo credit quality consistent with broader portfolio

- Condo borrower RESL outstanding of \$40B with 50% insured
- Hi-rise condo construction loans stable at ~1.3% of the Canadian Commercial portfolio

## Regional Breakdown<sup>2</sup> \$B



1. 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.  
 2. As of April 30, 2017. 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.

# Canadian Personal Banking



Canadian Personal Banking <sup>1</sup>	Q2/17		
	Gross Loans (\$B)	GIL (\$MM)	GIL / Loans
Residential Mortgages	188	360	0.19%
Home Equity Lines of Credit (HELOC)	68	129	0.19%
Indirect Auto	21	41	0.20%
Credit Cards	18	152	0.85%
Unsecured Lines of Credit	10	33	0.34%
Other Personal	7	17	0.23%
<b>Total Canadian Personal Banking</b>	<b>\$312</b>	<b>\$732</b>	<b>0.23%</b>
Change vs. Q1/17	\$3	\$(67)	(0.03%)

## Highlights

- Credit quality remains strong in the Canadian Personal portfolio
- Gross Impaired Loans reduced across all product lines

## Canadian Mortgage Portfolio Uninsured Loan to Value<sup>2</sup>

Region <sup>3</sup>	Atlantic	BC	Ontario	Prairies	Quebec
<b>Q2/17</b>	68%	57%	49%	64%	63%
<b>Q1/17</b>	70%	57%	54%	64%	63%

1. Excludes acquired credit impaired loans .

2. 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.

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.

# Canadian Commercial and Wholesale Banking



Canadian Commercial and Wholesale Banking	Gross Loans/BAs (\$B)	Q2/17	
		GIL (\$MM)	GIL/Loans
Commercial Banking <sup>1</sup>	66	204	0.31%
Wholesale	44	59	0.13%
<b>Total Canadian Commercial and Wholesale</b>	<b>\$110</b>	<b>\$263</b>	<b>0.25%</b>
Change vs. Q1/17	\$5	\$(21)	(0.02%)

## Highlights

- Canadian Commercial and Wholesale Banking portfolios continue to perform well
  - Wholesale GIL decrease quarter over quarter due to resolutions in the Oil & Gas sector

Industry Breakdown <sup>1</sup>	Gross Loans/BAs (\$B)	Gross Impaired Loans (\$MM)	Specific Allowance <sup>2</sup> (\$MM)
Real Estate – Residential	16.2	19	7
Real Estate – Non-residential	13.6	6	3
Financial	16.3	1	0
Govt-PSE-Health & Social Services	10.5	12	7
Pipelines, Oil and Gas	5.7	100	34
Metals and Mining	1.4	15	1
Forestry	0.5	1	0
Consumer <sup>3</sup>	4.7	23	13
Industrial/Manufacturing <sup>4</sup>	5.8	51	34
Agriculture	6.6	10	1
Automotive	10.3	3	1
Other <sup>5</sup>	18.3	22	11
<b>Total</b>	<b>\$110</b>	<b>\$263</b>	<b>\$112</b>

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 <sup>1</sup>	Gross Loans (\$B)	Q2/17	
		GIL (\$MM)	GIL / Loans
Residential Mortgages	21	355	1.71%
Home Equity Lines of Credit (HELOC) <sup>2</sup>	10	656	6.78%
Indirect Auto	21	168	0.80%
Credit Cards	11	175	1.65%
Other Personal	0.5	6	1.05%
<b>Total U.S. Personal Banking (USD)</b>	<b>\$63</b>	<b>\$1,360</b>	<b>2.17%</b>
Change vs. Q1/17 (USD)	0	(\$59)	(0.08%)
Foreign Exchange	\$23	\$497	-
<b>Total U.S. Personal Banking (CAD)</b>	<b>\$86</b>	<b>\$1,857</b>	<b>2.17%</b>

## Highlights

- Continued good asset quality in U.S. Personal
- \$59MM GIL decrease driven by resolutions outpacing formations in the U.S. HELOC portfolio

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

Indexed Loan to Value (LTV) Distribution and Refreshed FICO Scores<sup>3</sup>

Current Estimated LTV	Residential Mortgages	1 <sup>st</sup> Lien HELOC	2 <sup>nd</sup> Lien HELOC	Total
>80%	6%	10%	22%	9%
61-80%	38%	32%	46%	38%
<=60%	56%	58%	31%	53%
<b>Current FICO Score &gt;700</b>	87%	89%	85%	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. Loan To Value based on authorized credit limit and Loan Performance Home Price Index as of February 2017. FICO Scores updated March 2017.

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



U.S. Commercial Banking <sup>1</sup>	Gross Loans / BAs (\$B)	Q2/17	
		GIL (\$MM)	GIL/ Loans
<b>Commercial Real Estate (CRE)</b>	<b>22</b>	<b>74</b>	<b>0.34%</b>
Non-residential Real Estate	17	45	0.28%
Residential Real Estate	5	29	0.55%
<b>Commercial &amp; Industrial (C&amp;I)</b>	<b>58</b>	<b>247</b>	<b>0.42%</b>
<b>Total U.S. Commercial Banking (USD)</b>	<b>\$80</b>	<b>\$321</b>	<b>0.40%</b>
Change vs. Q1/17 (USD)	\$1	(\$39)	(0.05%)
Foreign Exchange	\$29	\$117	-
<b>Total U.S. Commercial Banking (CAD)</b>	<b>\$109</b>	<b>\$438</b>	<b>0.40%</b>

## Highlights

- Sustained good quality in U.S. Commercial Banking

Commercial Real Estate	Gross Loans/BAs (US \$B)	GIL (US \$MM)
Office	5.6	20
Retail	5.0	14
Apartments	4.5	15
Residential for Sale	0.2	2
Industrial	1.1	3
Hotel	0.9	4
Commercial Land	0.1	9
Other	4.2	7
<b>Total CRE</b>	<b>\$22</b>	<b>\$74</b>

Commercial & Industrial	Gross Loans/BAs (US \$B)	GIL (US \$MM)
Health & Social Services	8.5	18
Professional & Other Services	7.5	46
Consumer <sup>2</sup>	5.8	49
Industrial/Mfg <sup>3</sup>	6.7	54
Government/PSE	9.1	5
Financial	2.3	23
Automotive	2.8	10
Other <sup>4</sup>	15.3	42
<b>Total C&amp;I</b>	<b>\$58</b>	<b>\$247</b>

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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# **TD Bank Group Q2 2017 Quarterly Results Presentation**

Thursday May 25, 2017