



# **TD Bank Group Investor Presentation**

Q4 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 ("2017 MD&A") under the heading "Economic Summary and Outlook", for the Canadian Retail, U.S. Retail and Wholesale Banking segments under headings "Business Outlook and Focus for 2018", and for the Corporate segment, "Focus for 2018", and in other statements regarding the Bank's objectives and priorities for 2018 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", "would", "should", "believe", "expect", "anticipate", "intend", "estimate", "plan", "goal", "target", "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, interest rate, and credit spreads), 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 and the bank recapitalization "bail-in" regime; 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 2017 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 2017 MD&A under the headings "Economic Summary and Outlook", for the Canadian Retail, U.S. Retail, and Wholesale Banking segments, "Business Outlook and Focus for 2018", and for the Corporate segment, "Focus for 2018", 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.

# TD Bank Group – Key Themes



## 1 Top 10 North American Bank

**5<sup>th</sup> largest bank  
by Total Assets<sup>1</sup>**  
**6<sup>th</sup> largest bank  
by Market Cap<sup>1</sup>**

## 2 Proven Performance

**Delivering  
top tier long  
term shareholder  
returns<sup>2</sup>**

## 3 Strong Balance Sheet and Capital Position

**Highly rated  
by major credit  
rating agencies**

## 4 Focus on Growth Opportunities

**Targeting 7-10%  
adjusted EPS  
growth over the  
medium term<sup>3</sup>**

1. See slide 6.  
2. See slide 12.  
3. See slide 6, footnote 1, for definition of adjusted results.

# TD Snapshot



## Our Businesses

### Canadian Retail

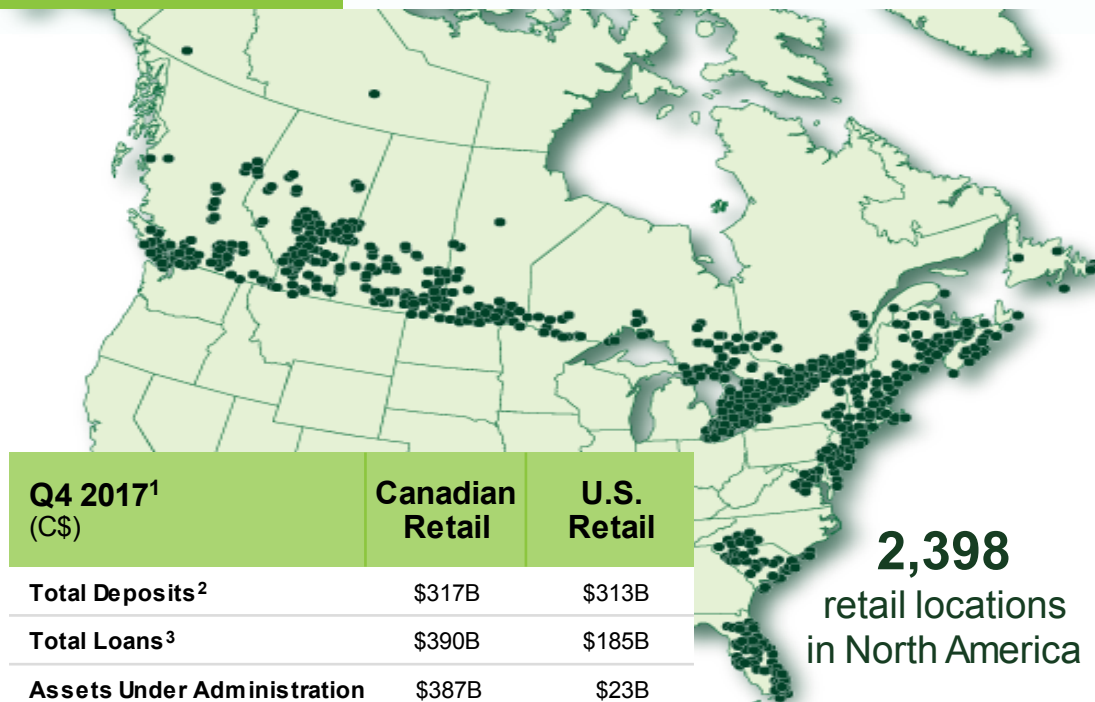
- Personal banking, credit cards and auto finance
- Small business and commercial banking
- Direct investing, advice-based wealth businesses, and asset management
- Property, casualty, life and health insurance

### U.S. Retail

- Personal banking, credit cards and auto finance
- Small business and commercial banking
- Corporate and specialty banking
- Wealth private client services
- Strategic relationship with TD Ameritrade

### Wholesale Banking

- Research, investment banking and capital market services
- Global transaction banking
- Presence in key global financial centres including New York, London and Singapore



Q4 2017 <sup>1</sup> (C\$)	Canadian Retail	U.S. Retail
<b>Total Deposits<sup>2</sup></b>	\$317B	\$313B
<b>Total Loans<sup>3</sup></b>	\$390B	\$185B
<b>Assets Under Administration</b>	\$387B	\$23B
<b>Assets Under Management</b>	\$283B	\$81B
<b>Reported Earnings<sup>4</sup></b>	\$6.5B	\$3.3B
<b>Customers</b>	>15MM	>9MM
<b>Employees<sup>5</sup></b>	38,222	26,094

**TD is a Top 10 North American bank<sup>6</sup>**

1. Q4/17 is the period from August 1, 2017 to October 31, 2017.

2. Total Deposits based on total of average personal and business deposits during Q4/17. U.S. Retail deposits include TD Ameritrade Insured Deposit Accounts (IDAs), Canadian Retail deposits include personal, business and wealth deposits.

3. Total Loans based on total of average personal and business loans during Q4/17.

4. For trailing four quarters ended Q4/17.

5. Average number of full-time equivalent staff in these segments during Q4/17.

6. See slide 6.

## To be the Better Bank

### North America

- Top 10 Bank in North America<sup>1</sup>
- One of only a few banks globally to be rated Aa2 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 earnings from retail<sup>3</sup>
- Strong organic growth engine
- Better return for risk undertaken<sup>4</sup>

### Resilient Businesses

- Repeatable and growing earnings stream
- Focus on customer-driven products
- Operating businesses 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

**Simple strategy, consistent focus**

1. See slide 6.

2. For long term debt (deposits) of The Toronto-Dominion Bank, as at October 31, 2017. 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. Retail includes Canadian Retail and U.S. Retail segments. See slide 7 for more detail.

4. Return on risk-weighted assets (RWA) is calculated as net income available to common shareholders divided by average RWA. As compared to North American Peers (RY, BNS, CM, BMO, C, BAC, JPM, WFC, PNC and USB). For Canadian peers, based on Q4/17 results ended October 31, 2017. For U.S. Peers, based on Q3/17 results ended September 30, 2017.

# Competing in Attractive Markets



## Country Statistics



- 10<sup>th</sup> largest economy
- Nominal GDP of C\$2.2 trillion
- Population of 37 million

## Canadian Banking System

- One of the soundest banking systems in the world<sup>1</sup>
- Market leadership position held by the “Big 5” Canadian Banks
- Canadian chartered banks account for more than 74% of the residential mortgage market<sup>2</sup>
- Mortgage lenders have recourse to both borrower and property in most provinces

## TD's Canadian Businesses

- Network of 1,128 branches and 3,157 ATMs<sup>3</sup>
- Composite market share of 21%
- Ranked #1 or #2 in market share for most retail products<sup>4</sup>
- Comprehensive wealth offering with significant opportunity to deepen customer relationships
- Top three investment dealer status in Canada

## Country Statistics



- World's largest economy
- Nominal GDP of US\$19.5 trillion
- Population of 323 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. Businesses

- Network of 1,270 stores and 2,598 ATMs<sup>3</sup>
- Operations in 4 of the top 10 metropolitan statistical areas and 7 of the 10 wealthiest states<sup>5</sup>
- Operating in a US\$1.9 trillion deposits market<sup>6</sup>
- Access to nearly 82 million people within TD's footprint<sup>7</sup>
- Expanding U.S. Wholesale business with presence in New York and Houston

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

1. World Economic Forum, Global Competitiveness Reports 2008-2016.  
2. Includes securitizations. As per Canada Mortgage and Housing Corporation (CMHC).  
3. Total ATMs includes branch / store, remote, mobile and TD Branded ATMs.  
4. See slide 24, footnote 1.  
5. State wealth based on current Market Median Household Income.  
6. Deposits capped at \$500MM in every county within TD's U.S. banking footprint based on 2017 FDIC Summary of Deposits.  
7. Market Population in each of the metropolitan statistical areas within TD's U.S. banking footprint.

# TD in North America



Q4 2017 C\$ except otherwise noted		Canadian Ranking <sup>3</sup>	North American Ranking <sup>4</sup>
<b>Total assets</b>	\$1,279B	1 <sup>st</sup>	5 <sup>th</sup>
<b>Total deposits</b>	\$833B	1 <sup>st</sup>	5 <sup>th</sup>
<b>Market capitalization</b>	\$134.9B	2 <sup>nd</sup>	6 <sup>th</sup>
<b>Reported net income (<i>trailing four quarters</i>)</b>	\$10.5B	2 <sup>nd</sup>	6 <sup>th</sup>
<b>Adjusted net income<sup>1</sup> (<i>trailing four quarters</i>)</b>	\$10.6B	n/a	n/a
<b>Common Equity Tier 1 capital ratio<sup>2</sup></b>	10.7%	4 <sup>th</sup>	8 <sup>th</sup>
<b>Average number of full-time equivalent staff</b>	82,571	2 <sup>nd</sup>	6 <sup>th</sup>

**TD is a Top 10 North American bank**

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 to arrive at "adjusted" results (i.e. reported results excluding "items of note") to assess each of its businesses and measure overall Bank performance. Please see "How the Bank Reports" in the Fourth Quarter Earnings News Release and 2017 MD&A for further explanation and a reconciliation of the Bank's non-GAAP measures to reported basis results. Trailing four quarter items of note: Charges associated with Scottrade transaction of \$36 million after-tax, the dilution gain on Scottrade transaction of \$204 million after-tax, the loss on the sale of the Direct Investing business in Europe of \$40 million after-tax, amortization of intangibles of \$232 million after tax, and a loss of \$34 million after tax due to the change in fair value of derivatives hedging the reclassified available-for-sale securities portfolio.

2. See slide 20, footnote 1.

3. Canadian Peers – defined as other 4 big banks (RY, BMO, BNS and CM). Based on Q4/17 results ended October 31, 2017.

4. North American Peers – defined as Canadian Peers and U.S. Peers. U.S. Peers – defined as Money Center Banks (C, BAC, JPM) and Top 3 Super-Regional Banks (WFC, PNC, USB), based on Q3/17 results ended September 30, 2017.

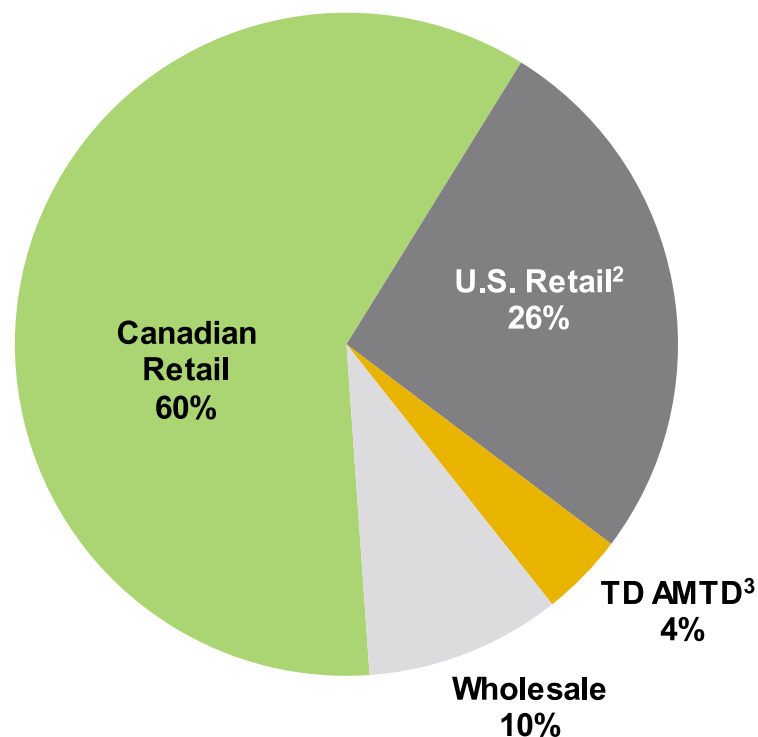
# Composition of Earnings



## Three key business lines

- **Canadian Retail** robust retail banking platform in Canada with proven performance
- **U.S. Retail** top 10 bank<sup>4</sup> in the U.S. with significant organic growth opportunities
- **Wholesale Banking** North American dealer focused on client-driven businesses

## Fiscal 2017 Reported Earnings Mix<sup>1</sup>



**Building great businesses and delivering value**

1. For the purpose of calculating contribution by each business segment, earnings from the Corporate segment are excluded.

2. For financial reporting purposes, TD Ameritrade is part of the U.S. Retail business segment, but it is shown separately here for illustrative purposes.

3. TD had a reported investment in TD Ameritrade of 41.27% as at October 31, 2017 (October 31, 2016 – 42.38%).

4. See slide 26, footnote 1.



# Strategic Evolution of TD



## Increasing Retail Focus

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 and CIBC  
 Became primary issuer of Aeroplan Visa; acquired ~50% of CIBC's Aeroplan portfolio  
 Completed strategic credit card relationship with Nordstrom  
 Completed acquisition of Scotiabank

2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

Exited select businesses  
 (structured products, non-franchise credit,  
 proprietary trading)

Partnering with  
 TD Bank, America's  
 Most Convenient Bank  
 to expand U.S.  
 presence

Achieved Primary Dealer  
 status in the U.S.<sup>1</sup>  
 Participated in largest  
 Canadian IPO in 14  
 years and one of the  
 largest bond placements  
 in Canadian history<sup>2</sup>

Expanded  
 product offering  
 to U.S. clients  
 and grew our  
 energy sector  
 presence in  
 Houston

Acquired Albert  
 Fried &  
 Company, a New  
 York-based  
 broker-dealer

## From Traditional Dealer To Client-Focused Dealer

**Lower-risk retail focused bank with a client-focused dealer**

# Risk Management Framework



## 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

**Proactive and disciplined risk management practices**

# TD Bank Group – Key Themes



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## 2 Proven Performance

**Delivering**  
**top tier** long  
term shareholder  
returns<sup>2</sup>

## 3 Strong Balance Sheet and Capital Position

**Highly rated**  
by major credit  
rating agencies

## 4 Focus on Growth Opportunities

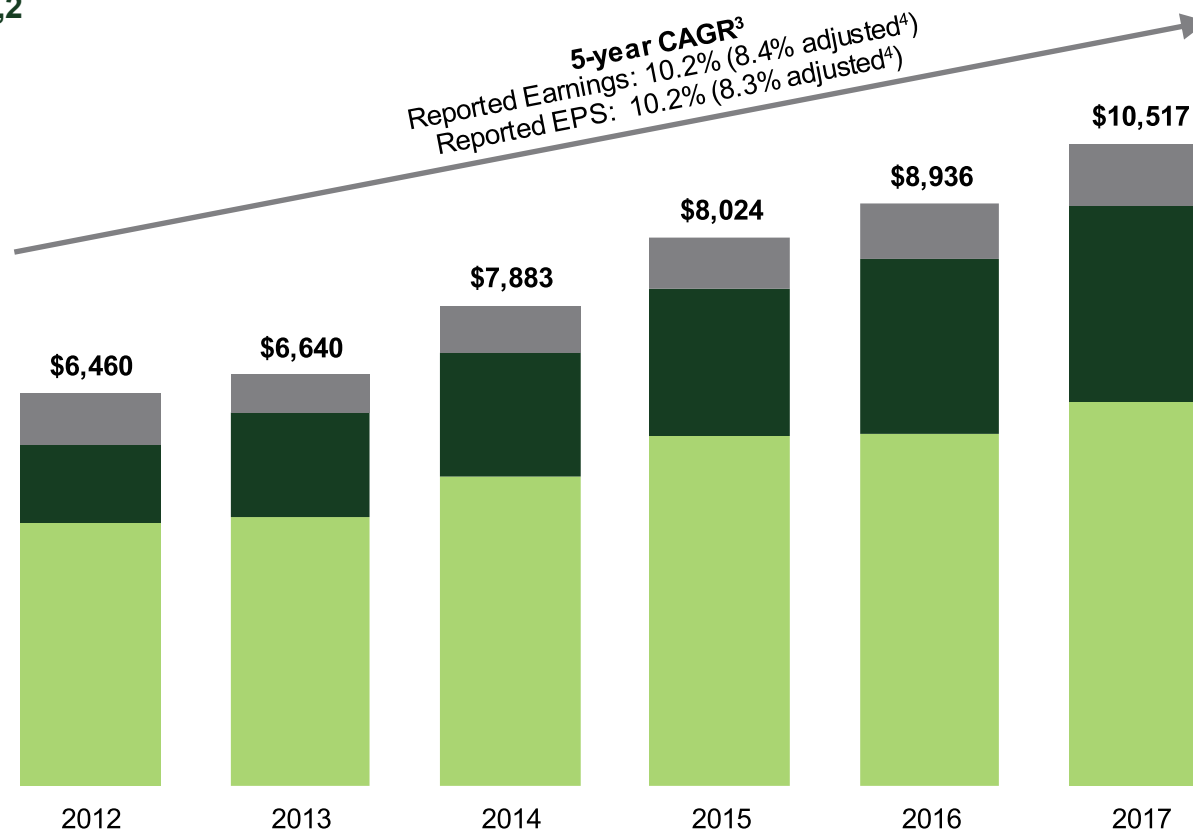
**Targeting 7-10%**  
adjusted EPS  
growth over the  
medium term<sup>3</sup>

1. See slide 6.  
2. See slide 12.  
3. See slide 6, footnote 1, for definition of adjusted results.

# Stable Earnings Growth



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



**Targeting 7-10% adjusted EPS growth<sup>4</sup> over the medium term**

1. For the purpose of calculating contribution by each business segment, earnings from the Corporate segment are excluded.

2. Effective Q1 2014, retail segments were realigned into Canadian Retail and U.S. Retail. For details of the retail segments, see slides 3 and 7. The segment realignment along with implementation of new IFRS standard and amendments, and impact of the stock dividend announced on December 5, 2013 were applied retroactively to 2012 and 2013 results.

3. Compound annual growth rate for the five-year period ended October 31, 2017.

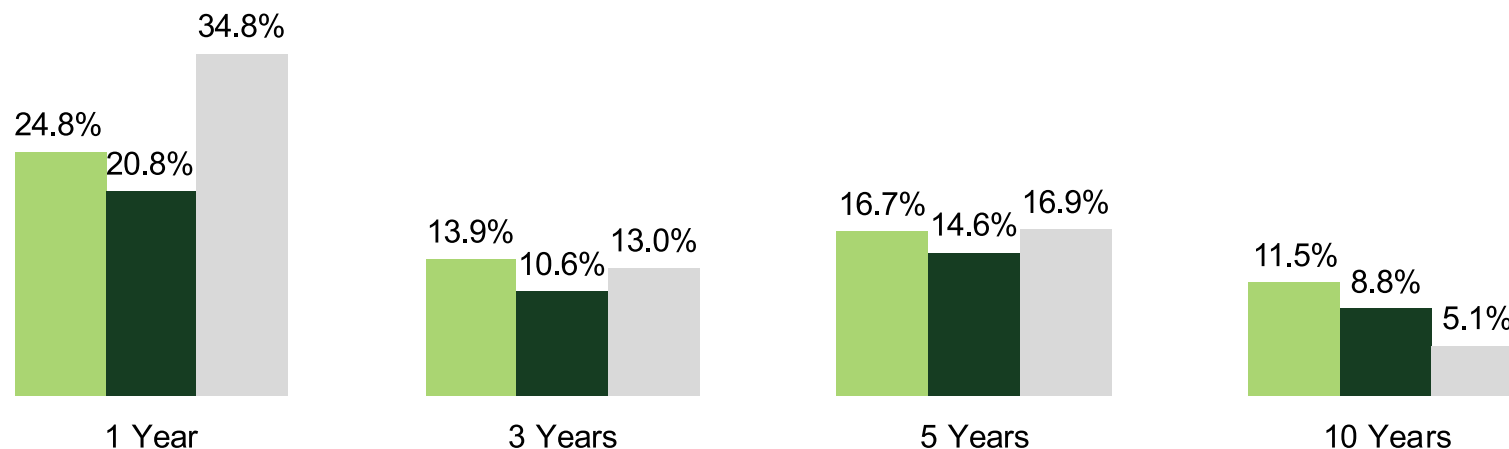
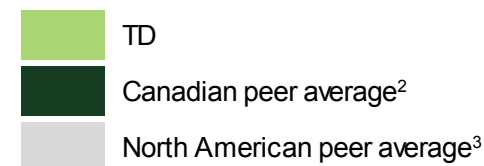
4. See slide 6 footnote 1 for definition of adjusted results.

# Solid Total Shareholder Returns



## Total Shareholder Return<sup>1</sup>

Compounded Annual Growth Rates (CAGR)



**Delivering top tier long-term shareholder returns**

1. TSR is calculated based on share price movement and dividends reinvested over the trailing one-, three-, five- and ten-year periods as of October 31, 2017. Source: Bloomberg.

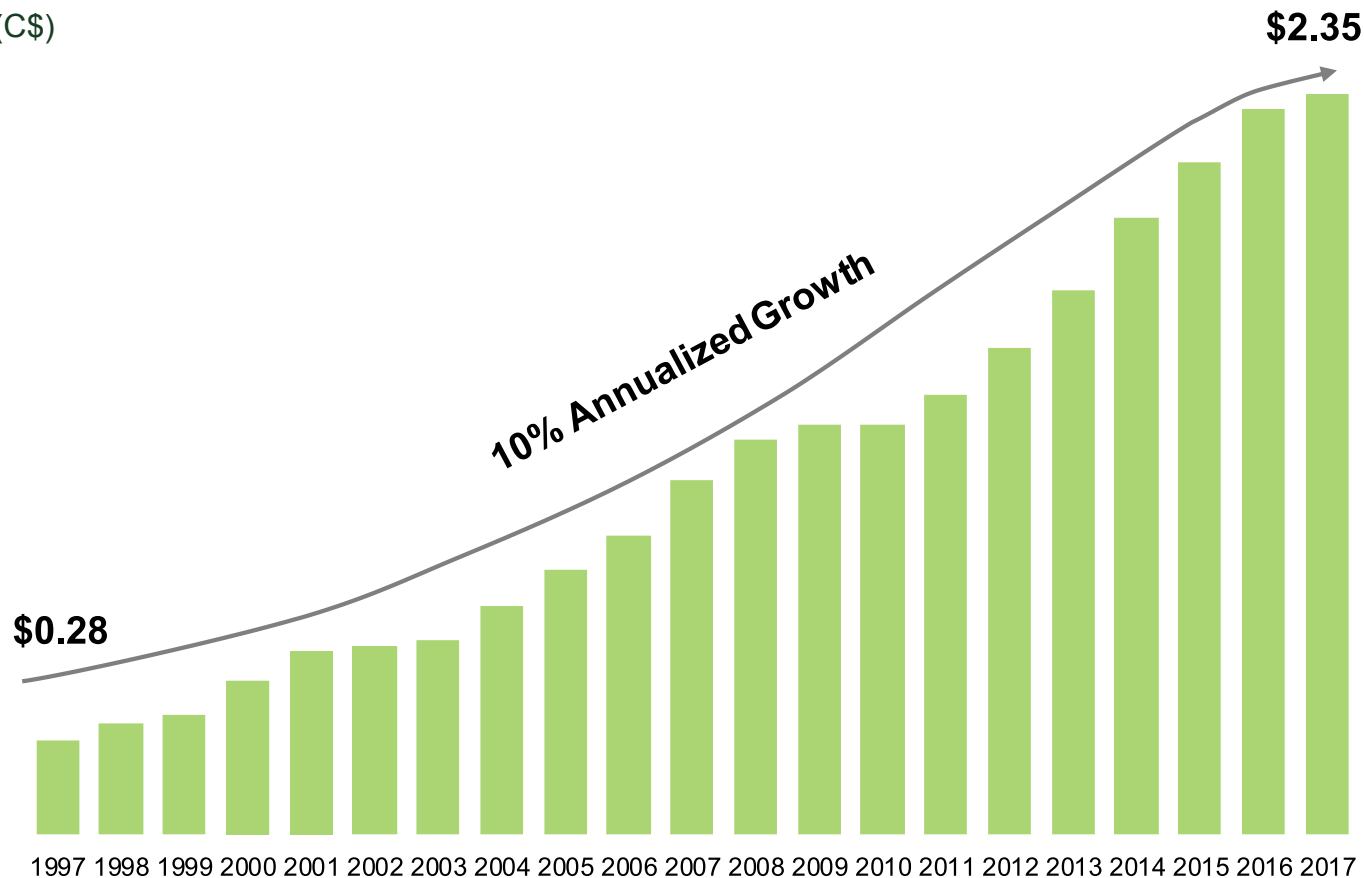
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3. North American Peers – defined as Canadian and U.S. Peers. U.S. Peers – defined as Money Center Banks (C, BAC, JPM) and Top 3 Super-Regional Banks (WFC, PNC, USB).

# Strong, Consistent Dividend History



## Dividends Per Share (C\$)



**Q1/17:**  
Announced \$0.05  
dividend increase<sup>1</sup>

**Dividend  
yield:**  
3.5%<sup>2</sup>

**Q3/12:**  
Increased target  
payout range to  
40%-50%<sup>3</sup>

**Dividend has grown over time**

1. For the quarter ended April 2017.
2. As of Q4/17. Dividend yield is calculated as the dividend per common share divided by the average daily closing stock price in the relevant period. Dividend per common share is derived by annualizing the dividend per common share paid during the quarter.
3. In Q3/12, the Bank's target payout range was changed to 40-50% of adjusted earnings (see slide 6, footnote 1 for the definition of adjusted results).

# Q4 2017 Highlights



## Total Bank Reported Results (YoY)

### EPS up 18%

- Adjusted EPS up 11%<sup>1</sup>

### Revenue up 6%

- Net interest income up 5%
- Non-interest income up 7% (2% adjusted<sup>1</sup>)

### Expenses down

### PCL up 15% QoQ

## Segment Reported Results (YoY)

### Canadian Retail earnings up 11%

### U.S. Retail earnings up 11% (16% adjusted)

### Wholesale earnings down 3%

## Financial Highlights \$MM

Reported	Q4/17	Q3/17	Q4/16
Revenue	9,270	9,286	8,745
PCL	578	505	548
Expenses	4,828	4,855	4,848
Net Income	2,712	2,769	2,303
Diluted EPS (\$)	1.42	1.46	1.20

Adjusted <sup>1</sup>	Q4/17	Q3/17	Q4/16
Net Income	2,603	2,865	2,347
Diluted EPS (\$)	1.36	1.51	1.22

## Segment Earnings \$MM

Q4/17	Reported	Adjusted
Retail <sup>2</sup>	\$2,440	\$2,476
Canadian Retail	\$1,664	\$1,664
U.S. Retail	\$776	\$812
Wholesale	\$231	\$231
Corporate	\$41	(\$104)

1. See slide 6, footnote 1, for definition of adjusted results. Items of note: Q4 2017 – Amortization of intangibles of \$59 million after tax (3 cents per share), charges associated with Scottrade transaction of \$36 million after-tax (2 cents per share) and a dilution gain on Scottrade transaction of \$204 million after tax (11 cents per share); Q3 2017 – Amortization of intangibles of \$56 million after tax (3 cents per share) and the loss on sale of the Direct Investing business in Europe of \$40 million after tax (2 cents per share); Q4 2016 – Amortization of intangibles of \$60 million after tax (3 cents per share) and the fair value of derivatives hedging the reclassified available-for-sale securities portfolio of \$16 million (1 cent per share).

2. See slide 4, footnote 3, for definition of Retail.

# Q4 2017 Segment Results Highlights



## Canadian Retail

- Net income of \$1.7 billion, up 11% YoY, reflecting 5% revenue growth and lower PCL, partially offset by higher insurance claims
- PCL decreased 7% YoY and increased 3% QoQ
- Expenses increased 1% YoY and had positive operating leverage

## U.S. Retail

- In U.S. Dollar terms, U.S. Retail net income up 16% YoY, reflecting 10% revenue growth from a more favourable interest rate environment and continued growth in loan and deposit volumes
- PCL increased 19% QoQ reflects seasonal trends in the credit card and auto
- Expenses increased 7% YoY reflecting higher employee costs and investments in business initiatives. Adjusted expenses rose 5% and operating leverage was strong

## Wholesale Banking

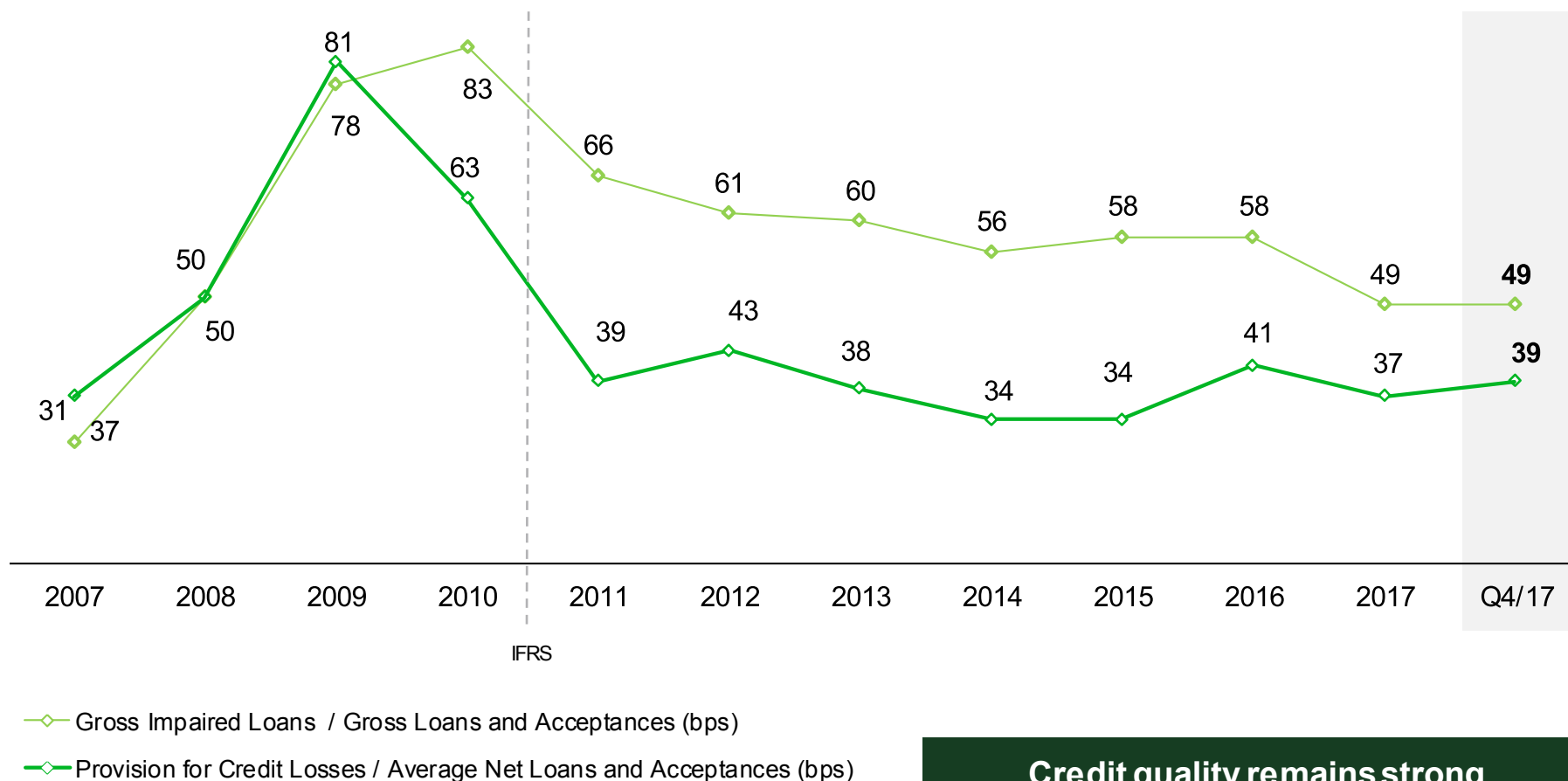
- Net income decreased 3% YoY reflecting lower revenue, partially offset by lower non-interest expenses and lower taxes.
- Revenue decreased 6% reflecting lower trading-related revenue due to weaker capital markets activity
- Expenses decreased 3% reflecting lower variable compensation, partially offset by operating expenses related to the establishment of TD Prime Services in the U.S.



# Strong Credit Quality



## GIL and PCL Ratios (bps)



# TD Bank Group – Key Themes



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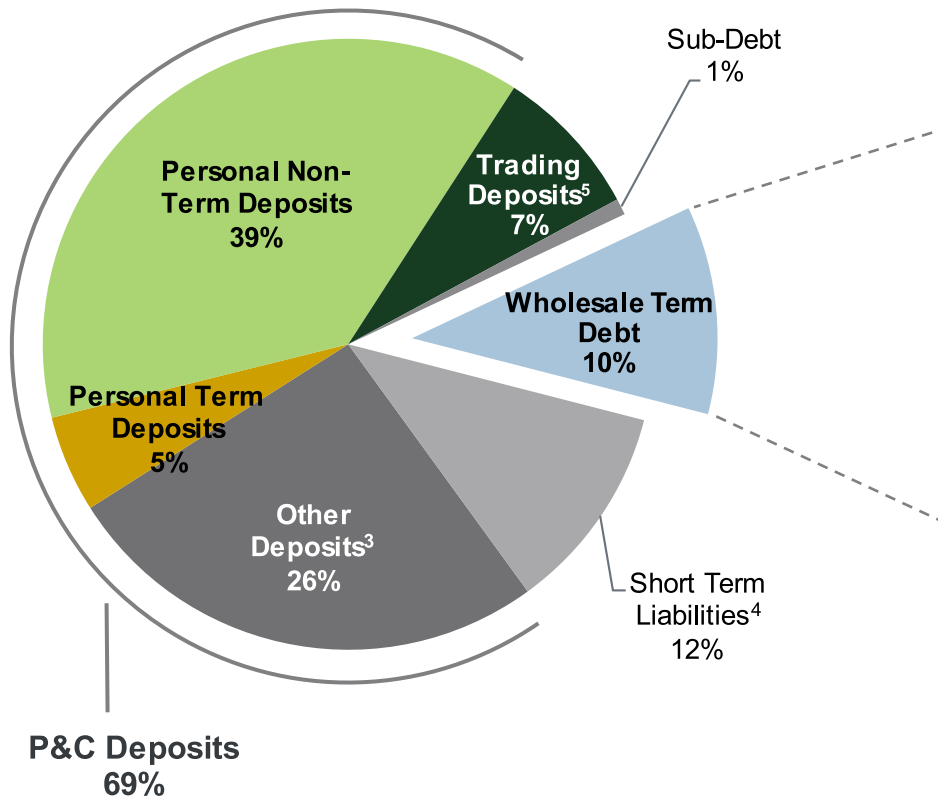
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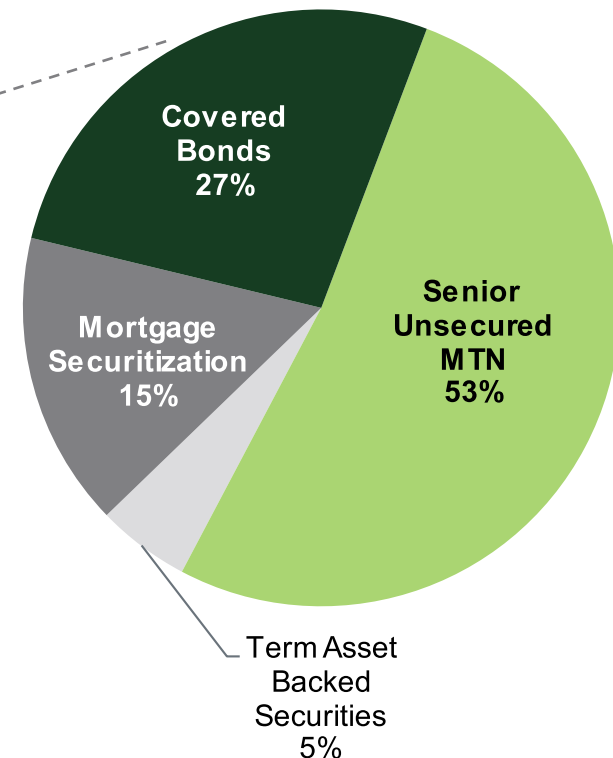
# Attractive Balance Sheet Composition<sup>1</sup>



## Funding Mix<sup>2</sup>



## Wholesale Term Debt<sup>6</sup>



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

1. As of October 31, 2017.

2. Excludes certain liabilities which do not create funding which are: acceptances, trading derivatives, other liabilities, wholesale mortgage aggregation business, non-controlling interest and certain equity capital: common equity and other capital instruments.

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. Consists primarily of bearer deposit notes, certificates of deposit and commercial paper.

6. Includes certain private placement notes.

# Gross Lending Portfolio Includes B/As



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

	Q3/17	Q4/17
<b>Canadian Retail Portfolio</b>	<b>\$ 386.1</b>	<b>\$ 391.2</b>
<b>Personal</b>	<b>\$ 318.7</b>	<b>\$ 323.1</b>
Residential Mortgages	189.4	190.5
Home Equity Lines of Credit (HELOC)	72.3	75.0
Indirect Auto	21.6	22.3
Unsecured Lines of Credit	9.7	9.8
Credit Cards	18.2	18.1
Other Personal	7.5	7.4
<b>Commercial Banking (including Small Business Banking)</b>	<b>\$ 67.4</b>	<b>\$ 68.1</b>
<b>U.S. Retail Portfolio (all amounts in US\$)</b>	<b>US\$ 144.8</b>	<b>US\$ 150.8</b>
<b>Personal</b>	<b>US\$ 64.4</b>	<b>US\$ 68.8</b>
Residential Mortgages	20.9	24.4
Home Equity Lines of Credit (HELOC) <sup>1</sup>	9.6	9.6
Indirect Auto	21.9	22.6
Credit Cards	11.4	11.6
Other Personal	0.6	0.6
<b>Commercial Banking</b>	<b>US\$ 80.4</b>	<b>US\$ 82.0</b>
Non-residential Real Estate	16.6	16.9
Residential Real Estate	5.5	5.6
Commercial & Industrial (C&I)	58.3	59.5
<b>FX on U.S. Personal &amp; Commercial Portfolio</b>	<b>\$ 35.7</b>	<b>\$ 43.8</b>
<b>U.S. Retail Portfolio (C\$)</b>	<b>\$ 180.5</b>	<b>\$ 194.6</b>
<b>Wholesale Portfolio<sup>2</sup></b>	<b>\$ 44.2</b>	<b>\$ 44.7</b>
<b>Other<sup>3</sup></b>	<b>\$ 2.1</b>	<b>\$ 3.2</b>
<b>Total</b>	<b>\$ 612.9</b>	<b>\$ 633.7</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, debt securities classified as loans and loans booked in corporate segment

Note: Some amounts may not total due to rounding

# Capital & Liquidity



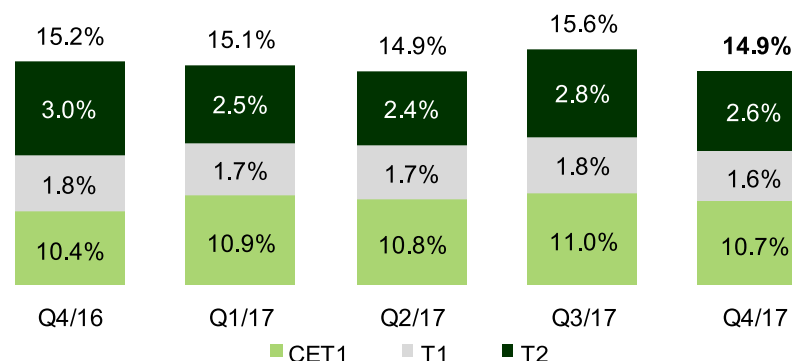
## Highlights

- Common Equity Tier 1 ratio of 10.7%
- Leverage ratio of 3.9%
- Liquidity coverage ratio of 120%
- Tier 1 and Total Capital ratios were 12.3% and 14.9%, respectively

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

<b>Q3 2017 CET1 Ratio</b>	<b>11.0%</b>
Internal capital generation	32
Impact of repurchase of common shares	(13)
Impact of Scottrade transaction	(23)
RWA increase and other <sup>2</sup>	(27)
<b>Q4 2017 CET1 Ratio</b>	<b>10.7%</b>

## Total Capital Ratio<sup>1</sup>



1. Amounts are calculated in accordance with the Basel III regulatory framework, and are presented based on the "all-in" methodology. The CVA capital charge is being phased in until the first quarter of 2019. For fiscal 2016, the scalars for inclusion of CVA for CET1, Tier 1, and Total Capital RWA were 64%, 71%, and 77%, respectively. For fiscal 2017, the corresponding scalars are 72%, 77%, and 81%, respectively.

# TD Credit Ratings



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

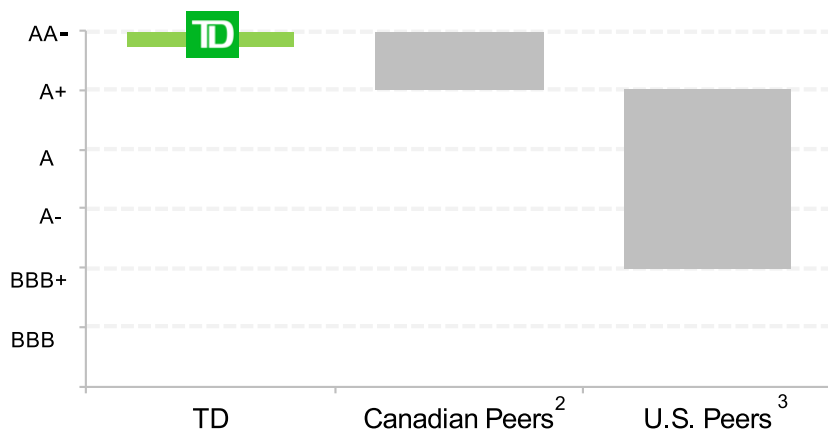
	Moody's	S&P	DBRS
Ratings	Aa2	AA-	AA
Outlook	Negative	Stable	Stable

## Accolades

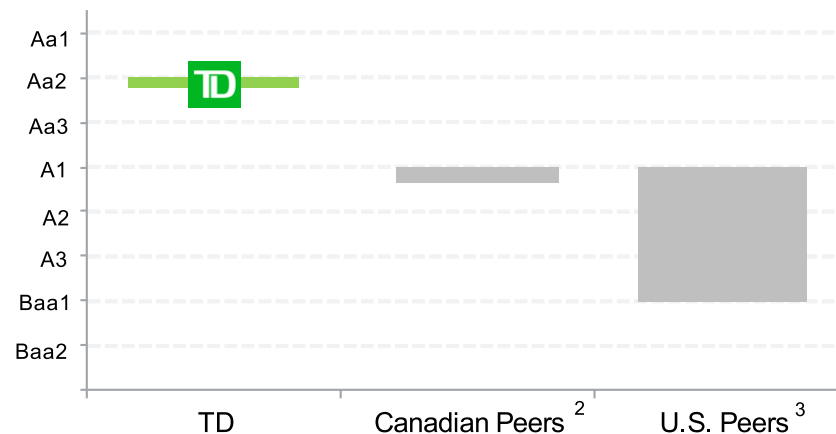
- **“Safest Bank in North America & One of the World’s 50 Safest Banks”**  
– *Global Finance Magazine*
- **“Best Bank in Canada”**  
– *Euromoney Magazine*

## Ratings vs. Peer Group

### S&P Long-Term Debt Rating



### Moody's Long-Term Debt Rating



1. See footnote 2 on slide 4 for more information on credit ratings.

2. In the context of long-term debt ratings, Canadian peers defined as RY, BNS, BMO and CM.

3. In the context of long-term debt ratings, U.S. peers defined as BAC, BBT, C, CITZ, JPM, MTB, PNC, STI, USB and WFC.

# TD Bank Group – Key Themes



## 1 Top 10 North American Bank

**5<sup>th</sup> largest bank  
by Total Assets<sup>1</sup>**  
**6<sup>th</sup> largest bank  
by Market Cap<sup>1</sup>**

## 2 Proven Performance

**Delivering  
top tier long  
term shareholder  
returns<sup>2</sup>**

## 3 Strong Balance Sheet and Capital Position

**Highly rated  
by major credit  
rating agencies**

## 4 Focus on Growth Opportunities

**Targeting 7-10%  
adjusted EPS  
growth over the  
medium term<sup>3</sup>**

1. See slide 6.  
2. See slide 12.  
3. See slide 6, footnote 1, for definition of adjusted results.

# Canadian Retail



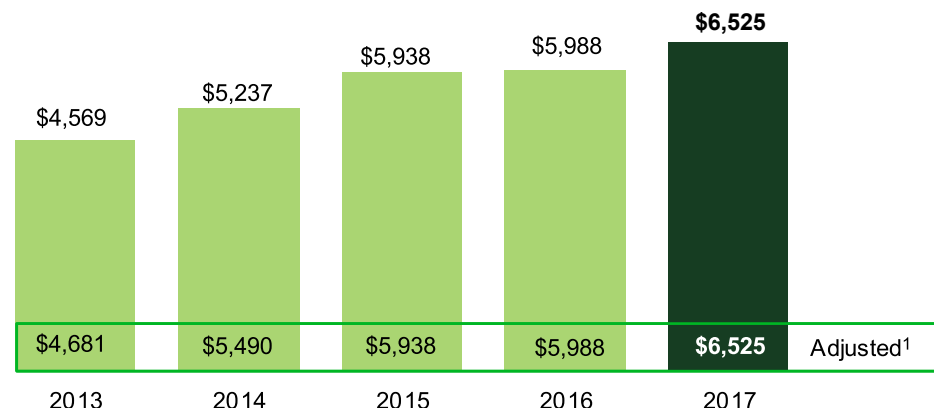
## Consistent Strategy

### How we compete

- Legendary personal connected customer service
- Focus on underrepresented products and markets
- The power of One TD
- Winning culture and team

**Mid-single digit adjusted earnings growth<sup>1</sup> target over the medium term**

## Reported Net Income (C\$MM)



## Q4 2017 Highlights

<b>Total Deposits<sup>2</sup></b>	C\$317B	<b>Employees<sup>4</sup></b>	38,222
<b>Total Loans<sup>2</sup></b>	C\$390B	<b>Customers</b>	>15MM
<b>Assets Under Administration</b>	C\$387B	<b>Mobile Users<sup>5</sup></b>	4.0MM
<b>Assets Under Management</b>	C\$283B	<b>Branches</b>	1,128
<b>Gross Insurance Premiums<sup>3</sup></b>	C\$3.9B	<b>ATMs<sup>5</sup></b>	3,157
<b>Earnings<sup>3</sup></b>	C\$6.5B		

1. See slide 6, footnote 1 for definition of adjusted results. There were no items of note in the trailing four quarters ending Q4/17.

2. Total Deposits based on total of average personal, business and wealth deposits during Q4/17. Total Loans based on total of average personal and business loans during Q4/17.

3. For trailing four quarters ending Q4/17.

4. Average number of full-time equivalent staff during Q4/17.

5. Active mobile users defined as TD customers who have logged in using the Canadian mobile or tablet apps (applications) within the last 90 days. Total ATMs include branch, remote, mobile and TD Branded ATMs.



# Canadian Retail



## Personal Banking

- #1 or #2 market share in most retail products<sup>1</sup>
- On average, 37% longer branch hours than peers<sup>2</sup> with 346 branches offering Sunday banking
- Mobile banking leadership in Canada with the highest number of mobile unique visitors accessing financial services<sup>3</sup>
- Ranked first among the Big 5 Canadian Retail Banks<sup>4</sup> for "Customer Service Excellence"<sup>5</sup>

## Business Banking

- #2 in Business Banking deposit and loan market share<sup>1</sup>
- Customized Commercial Banking and Floor Plan Financing solutions delivered through 50 branches
- Over 500 dedicated Small Business Bankers in Retail branches

## Credit Cards

- #1 card issuer in Canada measured by outstanding card loan balances<sup>1</sup>
- Dual card issuer of high value brands, including TD First Class Visa and TD Aeroplan Visa
- North American operational scale and professional expertise

## Wealth

- Market leadership in Direct Investing by asset, trades, and revenue market share<sup>1</sup>
- #1 Pension Fund Manager for the 6th consecutive year<sup>6</sup>
- Leverage world class retail bank to accelerate growth in our advice businesses

## Insurance

- Personal lines products in Canada, including Home & Auto, Life & Health, Creditor and Travel insurance
- Largest direct distribution insurer<sup>7</sup> and leader in the affinity market<sup>7</sup>

**Robust retail banking foundation in Canada with proven performance**

1. Market share ranking is based on most current data available from CBA, OSFI, Strategic Insight for Direct Investing and IFIC, as at November 2017 Market Share Summary (internally produced report).

2. Canadian Peers are defined as RY, BNS, BMO and CM.

3. Source: comScore, Inc., Mobile Metrix, Canada, Home & Work, Persons:18+, November 2016 – September 2017. TD had the highest number of mobile unique visitors accessing financial services over the full fiscal year to date (November 2016 to September 2017).

4. Big 5 Canadian Retail Banks include Bank of Montreal, Canadian Imperial Bank of Commerce, Royal Bank of Canada, Scotiabank, and Toronto-Dominion Bank.

5. Ipsos 2017 Best Banking Awards are based on ongoing quarterly Customer Service Index (CSI) survey results. Sample size for the total 2017 CSI program year ended with the August 2017 survey wave was 47,813 completed surveys yielding 68,744 financial institution ratings nationally. Leadership is defined as either a statistically significant lead over the other Big 5 Canadian Retail Banks (at a 95% confidence interval) or a statistically equal tie with one or more of the Big 5 Canadian Retail Banks.

6. Based on assets as of May 2017 (Source: 2017 Top 40 Money Managers Report by Benefits Canada).

7. Based on Gross Written Premiums for Property and Casualty business. Ranks based on data available from OSFI, Insurers, Insurance Bureau of Canada, and Provincial Regulators as at December 31, 2016.

# U.S. Retail



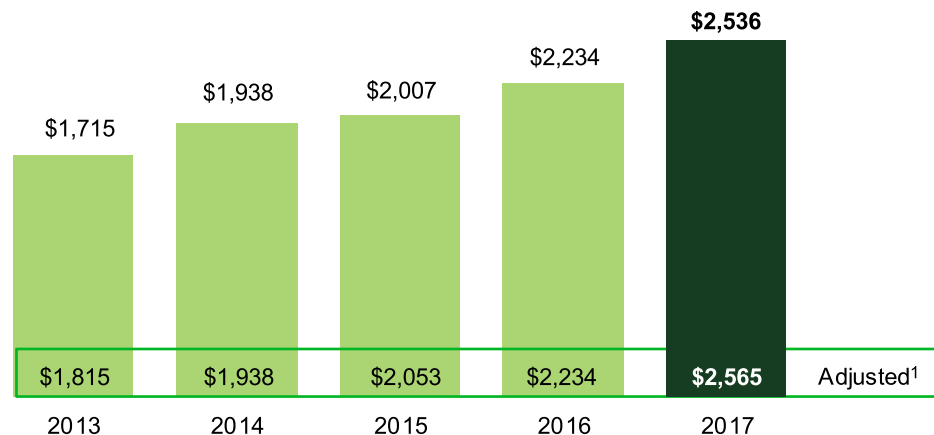
## Consistent Strategy

### How we compete

- Legendary service and convenience
- Grow and deepen customer relationships
- Differentiated brand as the “human” bank
- Productivity initiatives that enhance both the employee and customer experience
- Conservative risk appetite
- Unique employee culture

**Expecting earnings growth in the absence of rate increases**

## Reported Net Income (US\$MM)



## Q4 2017 Highlights

	C\$	US\$		
<b>Total Deposits<sup>2</sup></b>	\$313B	\$250B	<b>Employees<sup>4</sup></b>	26,094
<b>Total Loans<sup>2</sup></b>	\$185B	\$148B	<b>Customers</b>	>9MM
<b>Assets Under Administration</b>	\$23B	\$18B	<b>Mobile Users<sup>5</sup></b>	2.6MM
<b>Assets Under Management</b>	\$81B	\$63B	<b>Stores</b>	1,270
<b>Reported Earnings<sup>3</sup></b>	\$3.3B	\$2.5B	<b>ATMs<sup>5</sup></b>	2,598

1. See slide 6, footnote 1 for definition of adjusted results. In Q4 2017 adjusted net income for U.S. Retail excludes charges associated with Scottrade transaction of \$36 million after-tax.

2. Total Deposits based on total of average personal deposits, business deposits and TD Ameritrade Insured Deposit Accounts (IDAs) during Q4/17. Total Loans based on total of average personal and business loans during Q4/17.

3. For trailing four quarters ending Q4/17.

4. Average number of full-time equivalent staff during Q4/17.

5. Active mobile users defined as TD customers who have logged in using the U.S. mobile application within the last 90 days. Total ATMs includes store, remote, mobile and TD Branded ATMs.

# U.S. Retail



## Personal & Commercial Banking

- Top 10 bank<sup>1</sup> with over 9MM customers, operating retail stores in 15 states and the District of Columbia
- Open longer than the competition, including Sunday banking in most markets
- #3 market share in NYC<sup>2</sup> and targeting top 5 market share in all of our major markets, with significant opportunity to target key customer segments and deepen customer relationships
- Solid commercial growth opportunities

## Credit Cards

- Private label and co-brand credit card offering for U.S. customers of regional and nationwide retail partners, including Target and Nordstrom
- Issuer of TD branded credit cards for retail and small business customers
- North American operational scale and professional expertise

## Auto Lending

- Prime indirect retail lending through dealers across the country
- Comprehensive solutions for our dealers, including floor plan, commercial banking and wealth management across the TD Bank footprint
- Focused on strategic dealer partnerships where our value proposition best aligns with dealers' needs and priorities
- "Ranked Highest in Dealer Satisfaction among Non-Captive Lenders With Retail Credit by J.D. Power"<sup>3</sup>

## Wealth

- Building U.S. wealth capability in the high net worth and private banking space
- Acquired in 2013, Epoch Investment Partners expands overall product capabilities in the U.S. and Canada

## TD Ameritrade

- Leading US brokerage firm with more than 11 million funded client accounts that total more than \$1 trillion in assets<sup>4</sup>
- Strategic relationship drives mutually beneficial customer referrals and growth
- Market leadership in trading in the U.S.<sup>5</sup>
- TD Ameritrade was named the Best Online Broker for Novices for the 6th consecutive year and the Best for Long-term Investing for the 5th consecutive year in Barron's 2017 Best Online Broker Ranking<sup>6</sup>
- TD Ameritrade was awarded #1 Overall Broker in the 2017 Online Broker Review conducted by Stockbrokers.com and was also named the #1 broker for several "Best in Class" awards including: Customer Service, Education, Mobile Trading, New Investors, Offering of Investments and Platforms & Tools<sup>7</sup>
- Closed acquisition of Scottrade in Q4 2017

**Top 10 bank in the U.S. with significant growth opportunities**

1. Based on total deposits as of June 30, 2017. Source: SNL Financial, Largest Banks and Thrifts in the U.S. by total deposits.

2. Ranked 3<sup>rd</sup> based on both deposits capped at \$500MM and active branch count in New York City's five boroughs, as of June 30, 2017 (Source: FDIC SOD).

3. TD Auto Finance received the highest numerical score among 17 non-captive lenders in the J.D. Power 2017 Dealer Financing Satisfaction Study based on 13,537 total responses, measuring the perceptions and experiences of dealerships with their financing providers, surveyed April-May 2017. Your experiences may vary. Visit [www.jdpower.com](http://www.jdpower.com).

4. As of September 30, 2017.

5. Internally estimated daily average revenue client trades (DARTS) based on last twelve months publicly available reports for E\*TRADE Financial and Charles Schwab as of September 30, 2016.

6. TD Ameritrade was evaluated against 16 others in the 2017 Barron's Best Online Broker Ranking March 18, 2017. The firm was ranked 1st in the categories "Best for Long-Term Investing" and "Best for Novices" (Website). TD Ameritrade was also awarded the highest star ratings (4.5) in "Best for Options Traders" (thinkorswim, shared with 2 others) and in "Best for Investor Education" (shared with 2 others). Also, the company received 4 stars in the "Best for Frequent Traders" category (thinkorswim). Star ratings are out of a possible 5. Barron's is a trademark of Dow Jones. L.P. All rights reserved.

7. TD Ameritrade was ranked #1 overall out of 16 online brokers evaluated in the StockBrokers.com 2017 Online Broker Review. TD Ameritrade has been rated #1 or Best in Class (within top 5) for more than two years or more in multiple categories, including: "Offering of Investments" (3rd year in a row), "Platforms & Tools" (6th year in a row), "Customer Service" (7th year in a row), "Education" (5th year in a row), "Research" (6th year in a row), "Mobile Trading" (5th year in a row). TD Ameritrade also received awards spanning consecutive years for #1 Desktop Platform (thinkorswim) (2nd year in a row) and #1 Trader Community (3rd year in a row).

# Wholesale Banking



## Consistent Strategy

### How we compete

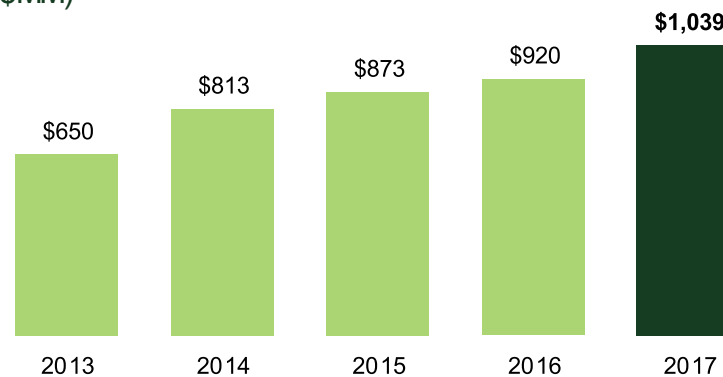
- Be a leading North American dealer with global reach
- Strengthen position as a top dealer in Canada and grow U.S. dollar business
- Provide superior advice and execution
- Leverage TD's businesses
- Maintain a prudent risk profile
- Adapt to industry and regulatory changes
- Be an extraordinary and inclusive place to work

### Top 2 dealer status<sup>4</sup>

TD Securities continued to build on its leadership position in the Canadian market and now occupies the #1 or #2 spot in key domestic rankings

## Net Income

(C\$MM)



### Q4 2017 Highlights

Gross Drawn <sup>1</sup>	C\$20 B
Trading-related revenue (TEB) <sup>2</sup>	C\$1,714 MM
Earnings <sup>2</sup>	C\$1,039 MM
Employees <sup>3</sup>	4,043

A client-focused wholesale business

1. Includes gross loans and bankers' acceptances, excluding letters of credit, cash collateral, credit default swaps, and reserves for the corporate lending business.

2. For trailing four quarters ending Q4/17.

3. Average number of full-time equivalent staff during Q4/17.

4. See slide 28, footnote 1.

# Wholesale Banking



## Positioned for growth

- Continue to be a top ranked investment dealer in Canada by increasing our origination footprint and competitive advantage with Canadian clients
- #1 or #2 ranking in key domestic categories, including equity block trading, government and debt underwriting, syndicated loans, M&A and equity underwriting<sup>1</sup>
- Expand the U.S. dollar business by growing our service offerings to North American clients and partnering with U.S. Retail
- Grow the TD Prime Services platform for the U.S. market, including self-clearing

## Strong Operating Model

- Investment in efficient and agile infrastructure to support growth and adapt to change
- Continued focus on managing risks, capital, and productivity
- Recognized as the winner of the 2017 Innovators Award in Foreign Exchange<sup>2</sup>

## Investing in our people

- Continue to be an extraordinary place to work with a focus on inclusion and diversity by attracting, developing, and retaining top talent

**A client-focused wholesale business**

1. Ranked #1 in Equity block trading: block trades by value on all Canadian exchanges, Source: IRESS; #1 in Equity options block trading: block trades by number of contracts on the Montreal Stock Exchange, Source: Montreal Exchange; #1 in Government and corporate debt underwriting: excludes self-led domestic bank deals and credit card deals, bonus credit to lead, Source: Bloomberg; #1 in Syndicated loans: deal volume awarded equally between the book-runners, on a rolling twelve-month basis, Source: Bloomberg; #1 in M&A completed and announced: Canadian targets, on a rolling twelve-month basis, Source: Thomson Reuters; #2 in Equity underwriting, Source: Bloomberg. All rankings are for calendar year-to-date September 30, 2017 unless otherwise noted. Rankings reflect TD Securities' position among Canadian peers in Canadian product markets.

2. Every year, Global Finance recognizes financial institutions that have devised breakthrough products and services in Corporate Finance, Islamic Finance, Trade Finance, Transaction Services, and Foreign Exchange. The Foreign Exchange category recognizes groundbreaking organizations that are transforming how companies implement complex foreign exchange strategies and limit currency risk.

# Connected Experiences

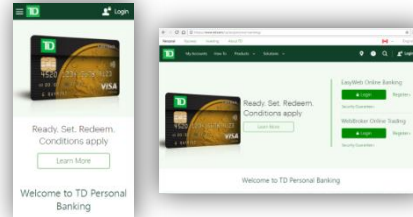


## Consistent Strategy

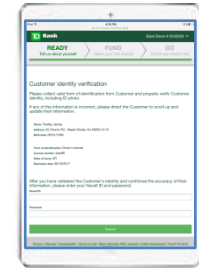
### How we compete

- Connected experiences enable seamless interactions between customers and the entire organization
- Industry leading Experience Design Center of Excellence enables us to enrich the lives of our customers and colleagues
- Empowering colleagues with digital capabilities to create enterprise value and interact confidently with customers
- Modernizing platforms that enable us to be more agile in exceeding our customers' expectations

## Digital Enhancements



**TD.com** received an exciting new look with a simple, responsive and modern design that's consistent across all devices. The redesign includes enhanced product pages, a digital appointment booking tool, branch locator and search tools in natural language. (Canada)



**Tablet** enabled real time online account opening provides a digitized experience by offering customers the convenience of opening accounts at off-site events without having to visit a branch. (U.S.)



**TD MySpend** allows customers to track eligible TD account activity in real-time, monitor their spending, compare it with their monthly average and create financial habits they feel good about (Canada)

**TD for Me** curates content and services to create personalized, contextual experiences for customers based on their location (Canada)



**Bank, trade and make payments from almost anywhere with the TD app** (Canada)

Make small purchases with a tap of your Android™<sup>1</sup> smartphone using TD Mobile Payment, and check your account balance at a glance with QuickAccess on your Apple Watch™<sup>2</sup>

1. Android™ is a trade-mark of Google LLC.  
2. Apple, the Apple logo and the Apple Watch are trademarks of Apple Inc., registered in the U.S. and other countries.  
Note: Selected Android mobile devices are eligible for TD Mobile Payment.

# Corporate Responsibility Performance



## Highlights

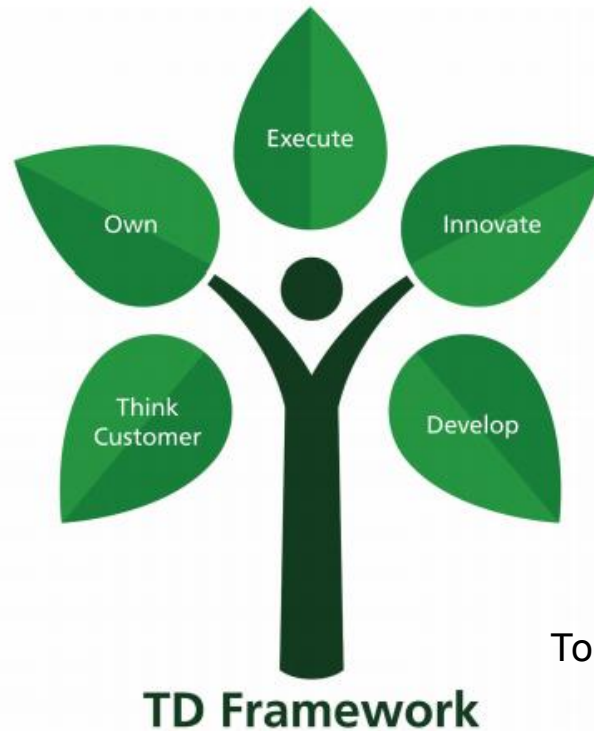
- TD is the only Canadian bank listed on the **Dow Jones Sustainability World Index**
- Scored 100% on the 2016 **Corporate Equality Index (CEI)** for the eighth year in a row (Human Rights Campaign Foundation)
- TD Bank, America's Most Convenient Bank, named among the **Top 50 Companies for Diversity** by DiversityInc for the **fourth** year in a row
- TD issued inaugural US\$1 billion green bond, the largest issuance in developed markets to date
- TD continues to be recognized by external ratings organizations as a Great Place to Work and a Best Employer
- Donated C\$102.8 million in 2016** to support non-profits across North America and the U.K.
- TD Friends of the Environment Foundation celebrates 26 years with over **C\$82 million in funds disbursed** in support of local environmental projects
- More than **285,000 trees planted through TD Tree Days**, TD's flagship volunteer program

- TD joined 14 leading banks in a project led by the UN to pilot a set of recommendations released by the Financial Stability Board's Task Force on Climate Related Financial Disclosures
- Green Bonds to support the transition to a lower-carbon economy:
  - Issuing:** TD was the first commercial bank in Canada to issue a \$500 million green bond in 2014, and issued its first US\$1 billion green bond in 2017
  - Underwriting:** TD participated in underwriting over \$10.8 billion in green bonds since 2010, with a record \$6.4 billion in 2017
  - Investing:** \$384 million invested in green bonds by TD's Treasury Group since 2014
- TD Asset Management is a **signatory to United Nations Principles for Responsible Investment**
- TD Insurance is a **signatory to United Nations Principles for Sustainable Insurance**
- Top scoring bank by the Carbon Disclosure Project (CDP)
- First Canadian company to join RE100; met the 100% renewable electricity commitment
- TD's absolute carbon GHG emissions have decreased by 24% since 2008 (Scope 1 and 2)
- First North American Bank to become carbon neutral in 2010; TD continues to maintain carbon neutrality annually through energy and carbon reduction initiatives and the sourcing of high quality renewable energy credits and carbon offsets



**Making positive impacts on customers, workplace, environment, and community**

# Shared Commitments of TD's Framework



**Our vision**  
Be the better bank

**Our purpose**  
To enrich the lives of our customers,  
communities and colleagues

## Our shared commitments

### **Think like a customer**

Provide legendary experiences and trusted advice

### **Act like an owner**

Lead with integrity to drive business results and contribute to communities

### **Execute with speed and impact**

Only take risks we can understand and manage

### **Innovate with purpose**

Simplify the way we work

### **Develop our colleagues**

Embrace diversity and respect one another



# TD Model Has Proven Its Resilience



## Simple Strategy Consistent Focus

- Lead with service and convenience
- Leverage TD brand across all segments
- Continue to invest while driving efficiencies
- Focus on organic growth

## Headwinds

Slowing growth in Canada

Evolving regulatory environment

Continued market uncertainty

## Vision: To be The Better Bank

- Best Bank in Canada<sup>1</sup>
- Top 10 bank<sup>2</sup> in the U.S.
- One of Canada's most valuable brands<sup>3</sup>

**Targeting 7-10% adjusted EPS growth<sup>4</sup> over the medium term**

1. By Euromoney Magazine in 2017.  
2. See slide 26, footnote 1.  
3. By Brand Finance in 2017.  
4. See slide 6, footnote 1 for definition of adjusted results.

# Investor Relations Contacts

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magazine

Award winner  
Canada 2017

**Best Investor Relations by  
Sector: Financial Services**

**Best Corporate Governance**



# **TD Bank Group Investor Presentation**

Q4 2017