



TD Bank Group Q3 2018 Quarterly Results Presentation

Thursday August 30, 2018

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") in the Bank's 2017 Annual Report 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, 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 events or transactions discussed under the headings "Significant Events" and "Significant Events and Pending Acquisitions" 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 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.

Business Overview



Strong financial results

- Reported earnings up 12% (adjusted¹ 9%)
- Reported EPS up 13% (adjusted¹ 10%)
- Strong organic growth on higher customer engagement
- Completed purchase of 20 million common shares under NCIB

Investing in our strategic priorities

- Building the Better Bank for the modern world
- Creating richer multi-channel customer and colleague experiences
- Expanding our sales, service and technology capabilities
- Announced acquisition of Greystone Managed Investments Inc.

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 Third Quarter 2018 MD&A (www.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 16.

The Ready Commitment: Targeting \$1 billion in community giving by 2030

The Ready Commitment targets

\$1 billion by 2030

Opening doors
for a more inclusive tomorrow



Financial Security



Vibrant Planet



Connected Communities



Better Health

Q3 Highlight: Launched The Ready Challenge



Each year, up to **\$10 million**
in grants towards social innovation

Q3 2018 Highlights



Total Bank Reported Results (YoY)

EPS up 13%

- Adjusted¹ EPS up 10%

Revenue up 6%

Expenses up 5%

Segment Reported Earnings (YoY)

Canadian Retail up 7%

U.S. Retail up 27% (up 29% adjusted)¹

Wholesale down 24%

Financial Highlights \$MM

Reported	Q3/18	Q2/18	Q3/17
Revenue	9,885	9,467	9,286
PCL	561	556	505
Expenses	5,117	4,822	4,855
Net Income	3,105	2,916	2,769
Diluted EPS (\$)	1.65	1.54	1.46

Adjusted ¹	Q3/18	Q2/18	Q3/17
Net Income	3,127	3,062	2,865
Diluted EPS (\$)	1.66	1.62	1.51

Segment Earnings \$MM

Q3/18	Reported	Adjusted ¹
Retail ²	2,995	3,013
Canadian Retail	1,852	1,852
U.S. Retail	1,143	1,161
Wholesale	223	223
Corporate	(113)	(109)

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

2. "Retail" comprises the Canadian Retail and U.S. Retail segments. See the Bank's Third Quarter 2018 Earnings News Release and MD&A.

Highlights (YoY)

Net income up 7%

Revenue up 9%

- Loan volumes up 6%
- Deposit volumes up 4%
- Wealth assets² up 9%

NIM of 2.93% up 2 bps QoQ

PCL up 12% QoQ

- Impaired: \$226MM
- Performing: \$20MM

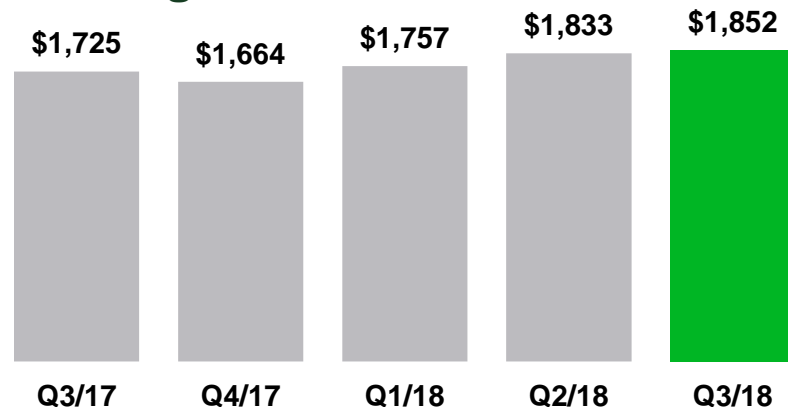
Expenses up 8%

- Efficiency ratio of 41.4%
- Operating leverage net of claims of (60) bps

P&L \$MM

	Q3/18	QoQ	YoY
Revenue	5,799	5%	9%
Insurance Claims	627	12%	21%
Revenue Net of Claims ¹	5,172	4%	8%
PCL	246	12%	3%
Expenses	2,400	8%	8%
Net Income	1,852	1%	7%
PCL Ratio	0.24%	1 bp	(1) bp
ROE	48.6%		

Earnings \$MM



1. Total revenues (without netting insurance claims) were \$5,329MM and \$5,512MM in Q3 2017 and Q2 2018, respectively. Insurance claims and other related expenses were \$519MM and \$558MM in Q3 2017 and Q2 2018, respectively.

2. Wealth assets includes assets under management (AUM) and assets under administration (AUA).

U.S. Retail



Highlights US\$MM (YoY)

Net income up 29% (31% adjusted)¹

Revenue up 8%

- Loan volumes up 4%
- Deposit volumes up 9%

NIM of 3.33% up 10 bps QoQ

PCL up 6% QoQ

- Impaired: \$142MM
- Performing: \$28MM

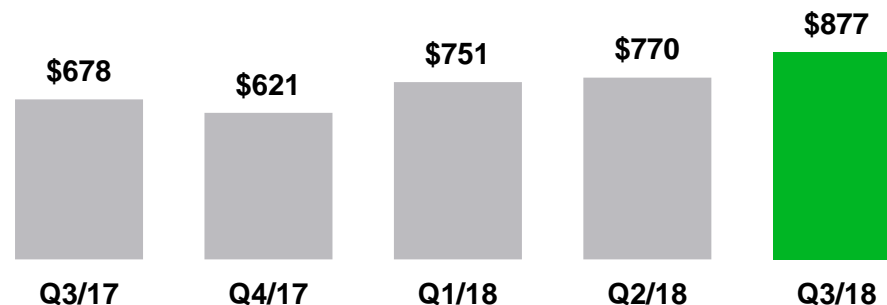
Expenses up 5%

- Efficiency ratio of 54.4%
- Operating leverage of 260 bps

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

	Q3/18	QoQ	YoY	YoY Adj. ¹
Revenue	2,156	4%	8%	8%
PCL	170	6%	24%	24%
Expenses	1,172	0%	5%	5%
U.S. Retail Bank Net Income	703	6%	19%	19%
TD AMTD Equity Contribution	174	63%	98%	114%
Net Income	877	14%	29%	31%
Net Income (C\$MM)	1,143	17%	27%	29%
PCL Ratio ²	0.46%	1 bp	8 bps	
ROE	13.1%			

Earnings US\$MM



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

2. U.S. Retail PCL including only the Bank's contractual portion of credit losses in the U.S. strategic cards portfolio.

Wholesale Banking



Highlights (YoY)

Net income down 24%

Revenue down 12%

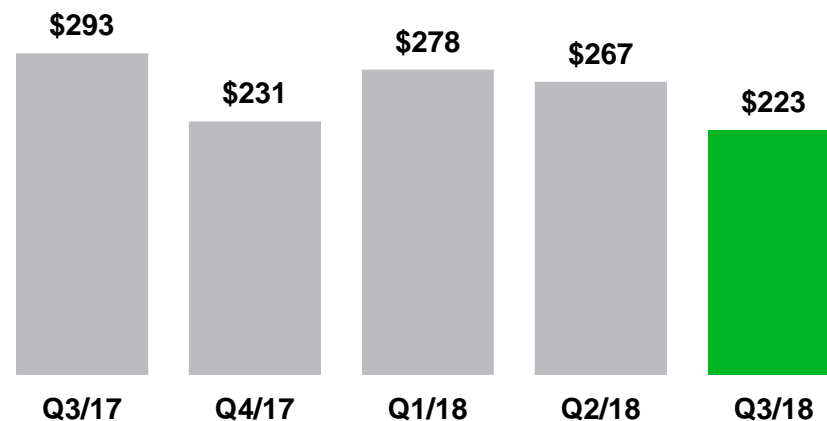
- Lower trading-related revenue

Expenses up 3%

P&L \$MM

	Q3/18	QoQ	YoY
Revenue	795	(9%)	(12%)
PCL	(14)	NM	NM
Expenses	518	3%	3%
Net Income	223	(16%)	(24%)
ROE	14.0%		

Earnings \$MM



Corporate Segment



Highlights (YoY)

Reported loss of \$113MM

- Adjusted¹ loss of \$109MM
- Higher contribution from Other

P&L \$MM

Reported	Q3/18	Q2/18	Q3/17
Net Income	(113)	(163)	(150)

Adjusted ^{1,2}	Q3/18	Q2/18	Q3/17
Net Corporate Expenses	(214)	(189)	(166)
Other	87	81	83
Non-Controlling Interests	18	18	29
Net Income	(109)	(90)	(54)

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

2. The reduction of the U.S. federal corporate tax rate enacted by the U.S. Tax Act resulted in a one-time net charge to earnings during the first quarter of 2018 of \$453 million, comprising a net \$48 million pre-tax charge related to the write-down of certain tax credit-related investments, partially offset by the favourable impact of the Bank's share of TD Ameritrade's remeasurement of its deferred income tax balances, and a \$405 million income tax expense resulting from the remeasurement of the Bank's deferred tax assets and liabilities to the lower base rate of 21% and other related tax adjustments. The amount was estimated during the first quarter of 2018 and was updated during the third quarter of 2018, resulting in a net \$61 million deferred income tax benefit.

Note: The Corporate segment includes corporate expenses, other items not fully allocated to operating segments, and net treasury and capital management-related activities. See page 19 of the Bank's Q3 2018 Report to Shareholders for more information. The Bank's U.S. strategic cards portfolio comprises agreements with certain U.S. retailers pursuant to which TD is the U.S. issuer of private label and co-branded consumer credit cards to their U.S. customers. Under the terms of the individual agreements, the Bank and the retailers share in the profits generated by the relevant portfolios after credit losses. Under IFRS, TD is required to present the gross amount of revenue and provisions for credit losses related to these portfolios in the Bank's Interim Consolidated Statement of Income. At the segment level, the retailer program partners' share of revenues and credit losses is presented in the Corporate segment, with an offsetting amount (representing the partners' net share) recorded in Non-interest expenses, resulting in no impact to Corporate reported Net income (loss). The Net income (loss) included in the U.S. Retail segment includes only the portion of revenue and credit losses attributable to TD under the agreements.

Capital & Liquidity



Highlights (YoY)

Common Equity Tier 1 ratio of 11.7%

Leverage ratio of 4.1%

Liquidity coverage ratio of 127%

Completed purchase of approximately 20 million common shares under NCIB

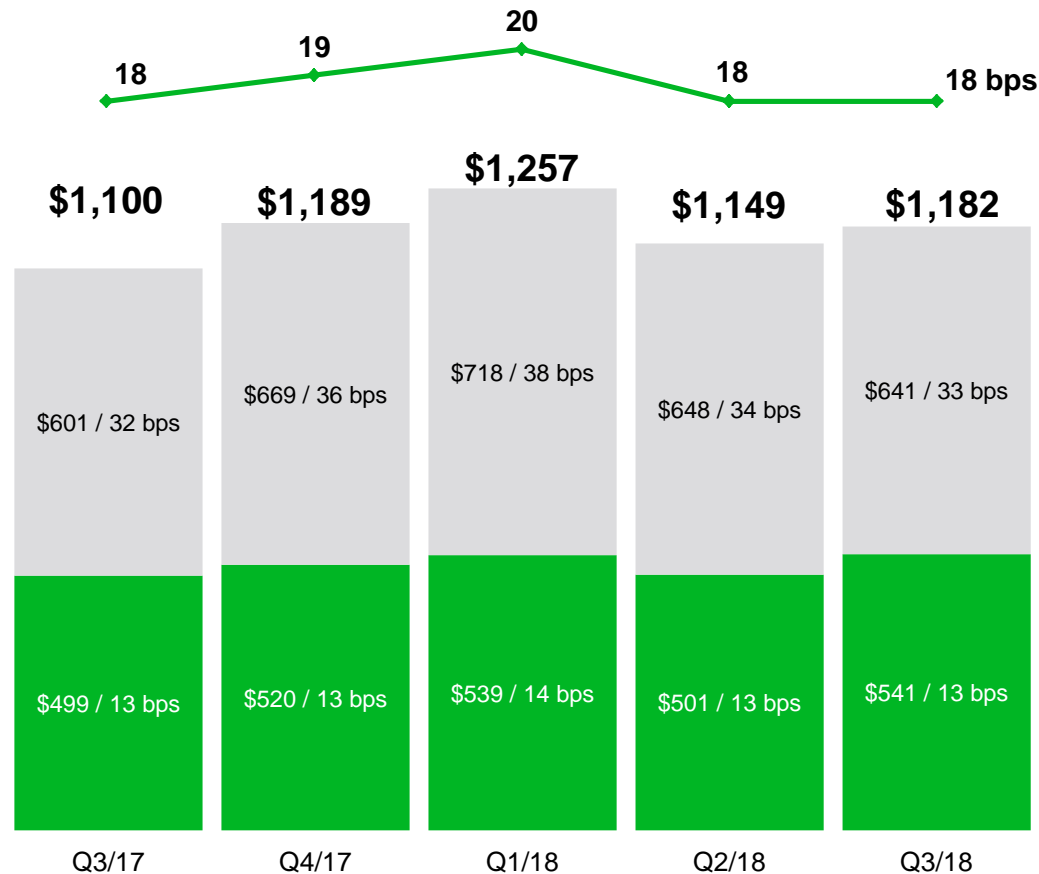
Common Equity Tier 1

Q2 2018 CET1 Ratio	11.8%
Internal capital generation	43
Impact of repurchase of common shares	(35)
Organic RWA increase and other	(24)
Q3 2018 CET1 Ratio	11.7%

Gross Impaired Loan Formations By Portfolio



GIL Formations¹: \$MM and Ratios²



Highlights

- Gross impaired loan formations stable quarter-over-quarter and year-over-year at 18 basis points

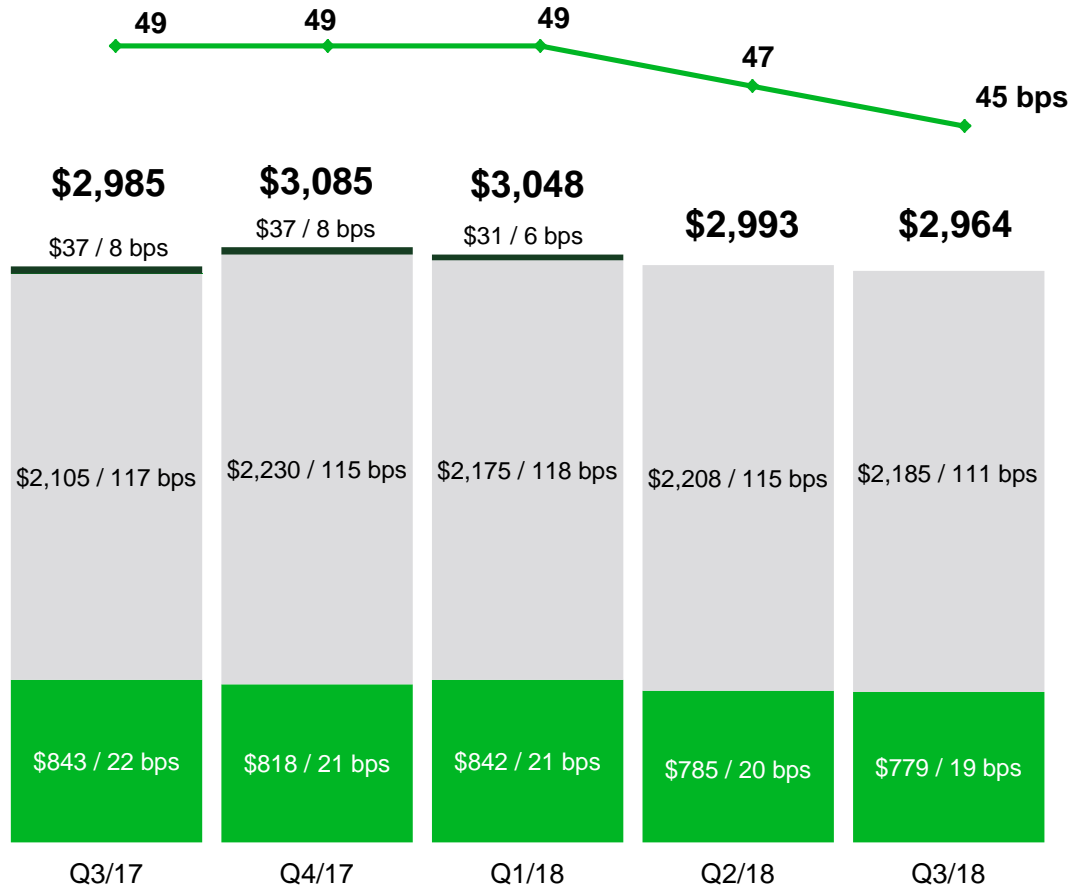
Wholesale (no impaired loans)
 U.S. Retail
 Canadian Retail

¹ Gross Impaired Loan formations represent additions to Impaired Loans & Acceptances during the quarter; excludes the impact of acquired credit-impaired loans, and prior to November 1, 2017 excludes debt securities classified as loans under IAS 39
² GIL Formations Ratio – Gross Impaired Loan Formations/Average Gross Loans & Acceptances

Gross Impaired Loans (GIL) By Portfolio



GIL¹: \$MM and Ratios²



Highlights

- Gross impaired loans decreased 2 basis points quarter-over-quarter and 4 basis points year-over-year with contribution from all segments

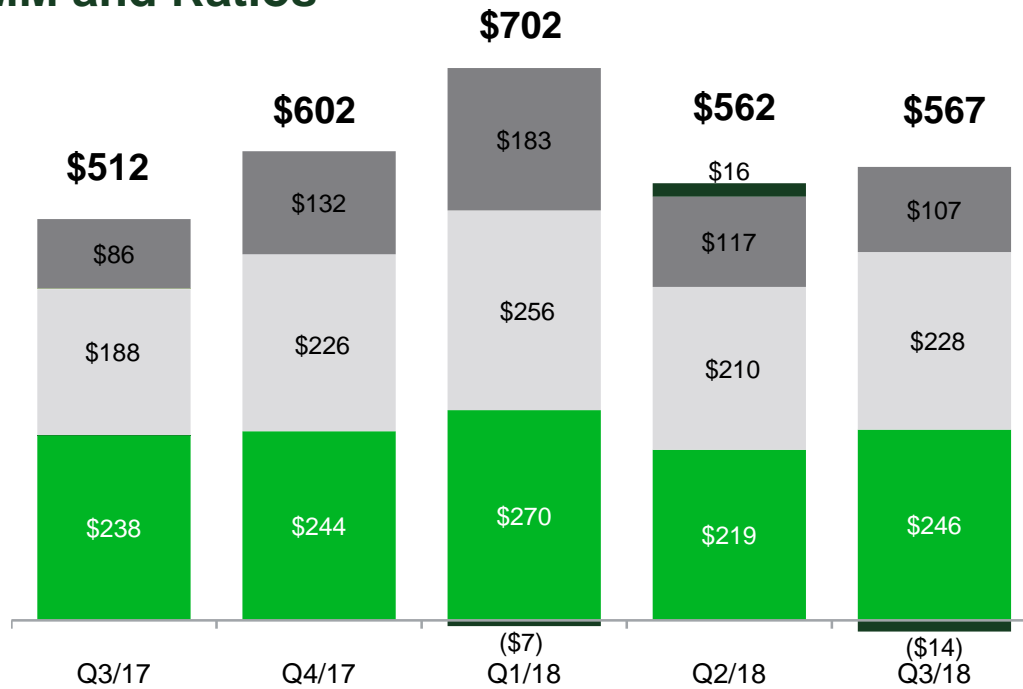


1. Gross Impaired Loans (GIL) excludes the impact of acquired credit-impaired loans and prior to November 1, 2017 excludes debt securities classified as loans under IAS39
 2. GIL Ratio – Gross Impaired Loans/Gross Loans & Acceptances (both are spot) by portfolio

Provision for Credit Losses (PCL) By Portfolio



PCL¹: \$MM and Ratios²



Highlights

- PCL stable quarter-over-quarter at 35 basis points, remaining at cyclically low levels



PCL Ratio	Q3/17	Q4/17	Q1/18	Q2/18	Q3/18
Canadian Retail	25	25	27	23	24
U.S. Retail (net) ³	40	49	54	46	47
U.S. Retail (gross) ⁴	59	76	93	72	69
Wholesale	0	0	(6)	13	(11)
Total Bank	33	39	45	36	35

1. PCL excludes the impact of acquired credit-impaired loans and items of note.
 2. PCL Ratio – Provision for Credit Losses on a quarterly annualized basis/Average Net Loans & Acceptances.
 3. Net U.S. Retail PCL ratio excludes credit losses associated with the retailer program partners' share of the U.S. Strategic Cards Portfolio, which is recorded in the Corporate Segment.
 4. Gross U.S. Retail PCL ratio includes the retailer program partners' share of the U.S. Strategic Cards Portfolio, which is recorded in the Corporate Segment.

Provision for Credit Losses (PCL)^{1,2} By Business Segment



PCL (C\$MM)	IAS 39	IFRS 9	
	Q3/17	Q2/18	Q3/18
Total Bank	\$ 512	\$ 562	\$ 567
Impaired	\$ 517	\$ 526	\$ 536
Performing	(5)	36	31
Canadian Retail	\$ 238	\$ 219	\$ 246
Impaired	238	219	226
Performing	n/a	0	20
U.S. Retail	\$ 188	\$ 210	\$ 228
Impaired	185	205	191
Performing	3	5	37
Wholesale	\$ 0	\$ 16	\$ (14)
Impaired	0	(8)	0
Performing	n/a	24	(14)
Corporate	\$ 86	\$ 117	\$ 107
<small>Includes U.S. strategic cards partners' share</small>			
Impaired	94	110	119
Performing	(8)	7	(12)

Highlights

- Both Impaired and Performing PCL stable quarter-over-quarter

1. PCL excludes the impact of acquired credit-impaired loans and items of note.

2. PCL – impaired represents Stage 3 PCL under IFRS 9, performing represents Stage 1 and Stage 2 on financial assets, loan commitments, and financial guarantees.



Appendix

Q3 2018: Items of Note



	\$MM		EPS (\$)		
Reported net income and EPS (diluted)		3,105		1.65	
Items of note	Pre Tax	After Tax	EPS	Segment	Revenue/ Expense Line Item ⁵
Amortization of intangibles ¹	77	65	0.03	Corporate	page 8, line 14
Charges associated with the Scottrade transaction ²	18	18	0.01	U.S. Retail	page 5, line 14
Impact from U.S. tax reform ³	-	(61)	(0.03)	Corporate	page 8, line 15
Excluding Items of Note above					
Adjusted⁴ net income and EPS (diluted)		3,127		1.66	

1. Includes amortization of intangibles expense of \$24MM in Q3 2018, net of tax, for TD Ameritrade Holding Corporation (TD Ameritrade). 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.

2. On September 18, 2017, the Bank acquired Scottrade Bank and TD Ameritrade acquired Scottrade. Scottrade Bank merged with TD Bank, N.A. The Bank and TD Ameritrade incurred acquisition related charges including employee severance, contract termination fees, direct transaction costs, and other one-time charges. These amounts have been recorded as an adjustment to net income and include the after tax amounts for the Bank's share of charges associated with TD Ameritrade's acquisition of Scottrade. These amounts are reported in the U.S. Retail segment.

3. The reduction of the U.S. federal corporate tax rate enacted by the U.S. Tax Act resulted in a one-time net charge to earnings during the first quarter of 2018 of \$453 million, comprising a net \$48 million pre-tax charge related to the write-down of certain tax credit-related investments, partially offset by the favourable impact of the Bank's share of TD Ameritrade's remeasurement of its deferred income tax balances, and a \$405 million income tax expense resulting from the remeasurement of the Bank's deferred tax assets and liabilities to the lower base rate of 21% and other related tax adjustments. The amount was estimated during the first quarter of 2018, and was updated during the third quarter of 2018, resulting in a net \$61 million deferred income tax benefit.

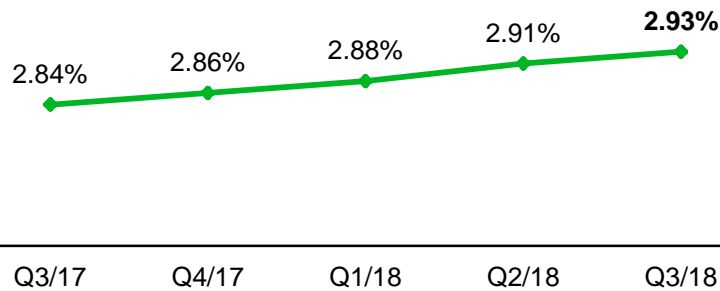
4. Adjusted results are defined in footnote 1 on slide 3.

5. This column refers to specific pages of the Bank's Q3 2018 Supplementary Financial Information package, which is available on our website at www.td.com/investor.

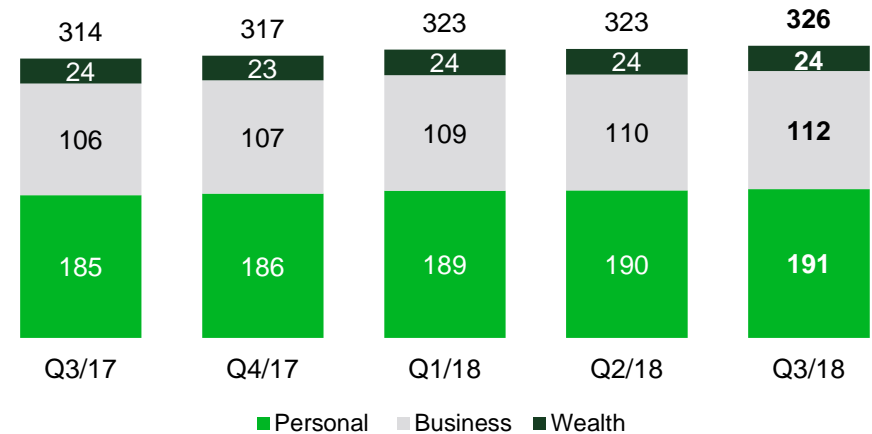
Canadian Retail



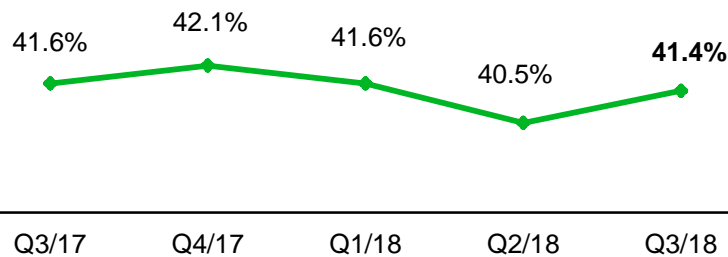
Net Interest Margin



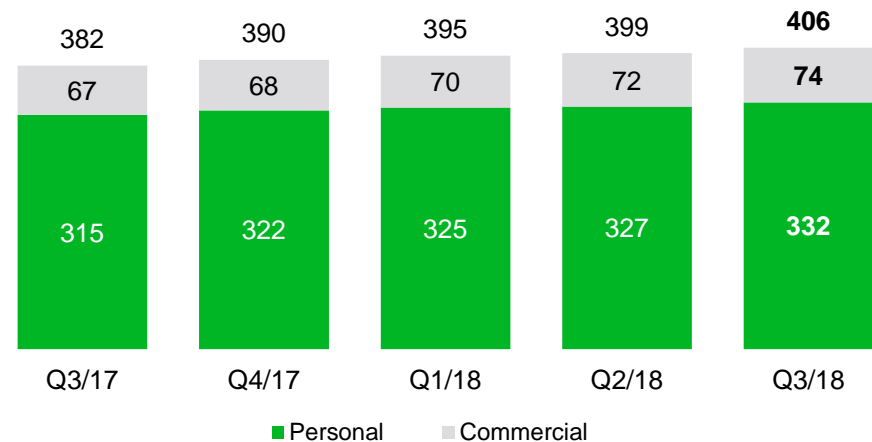
Average Deposits \$B



Efficiency Ratio



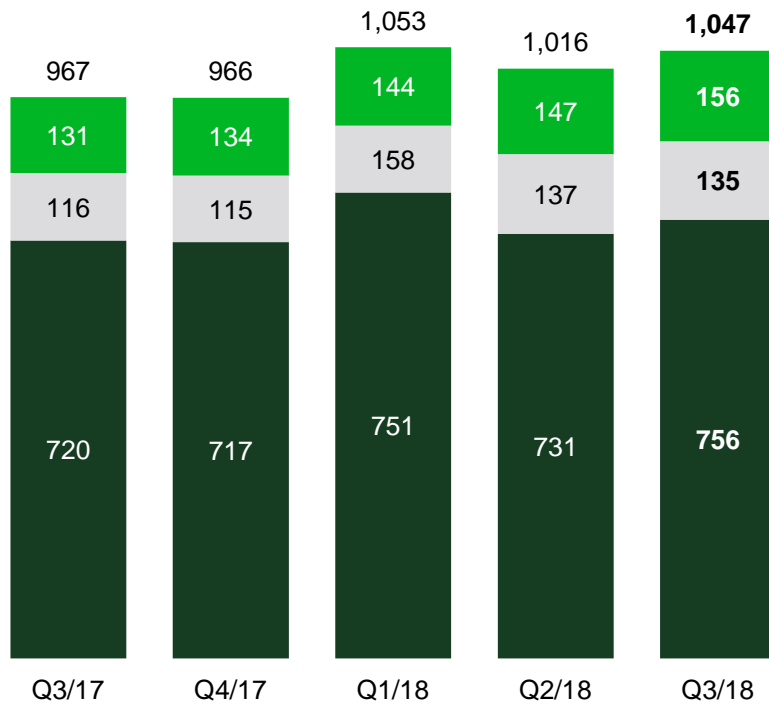
Average Loans \$B



Canadian Retail: Wealth

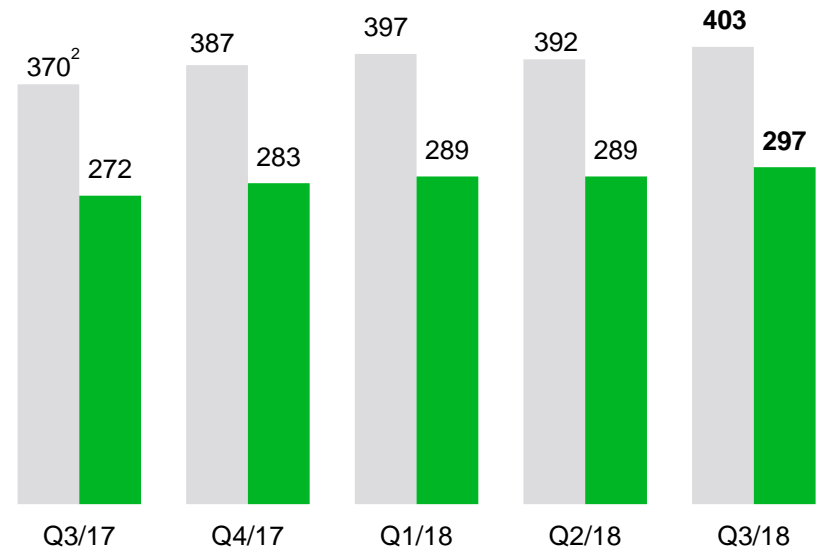


Wealth Revenue \$MM



■ Fee & Other ■ Transaction ■ NII

Canadian Retail Assets \$B¹



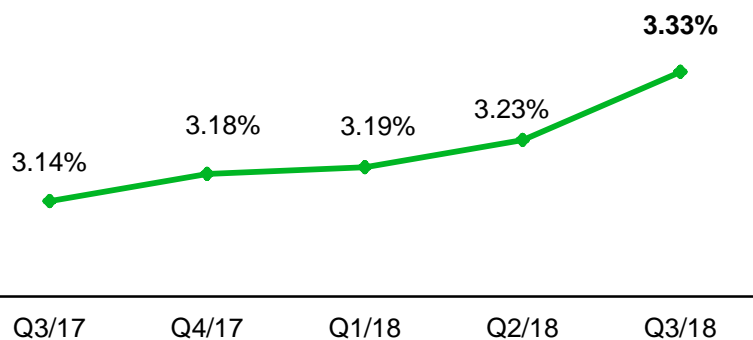
■ AUA ■ AUM

1. Canadian Retail assets include assets under management (AUM) and assets under administration (AUA).
 2. The AUA figure in Q3 2017 reflects the sale of the Directing Investing business in Europe during the quarter.

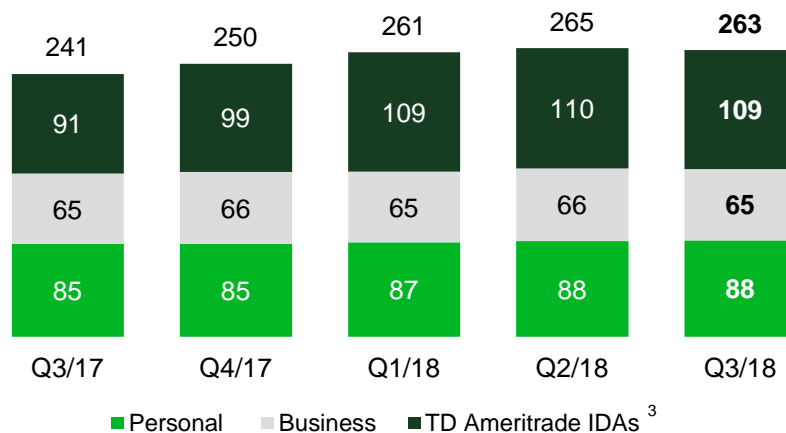
U.S. Retail



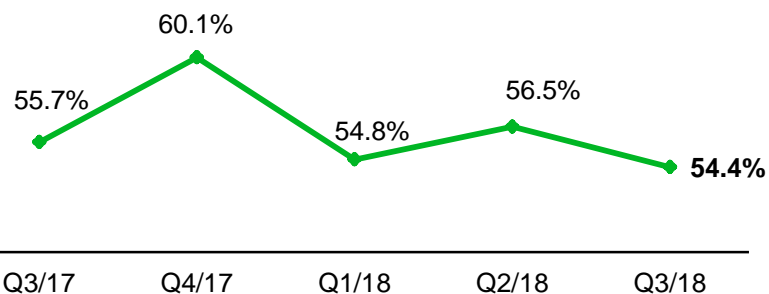
Net Interest Margin¹



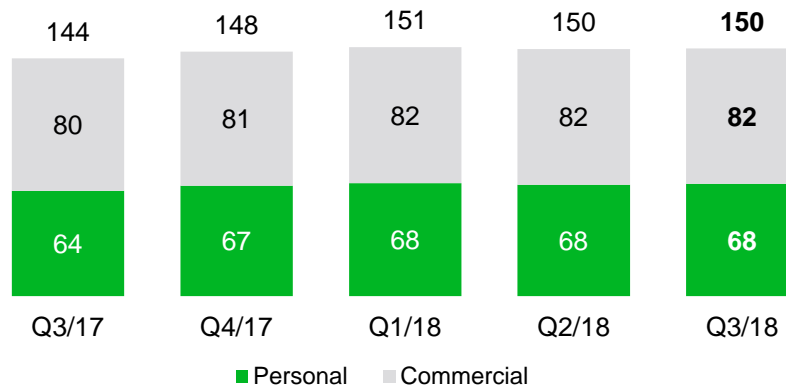
Average Deposits US\$B



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.

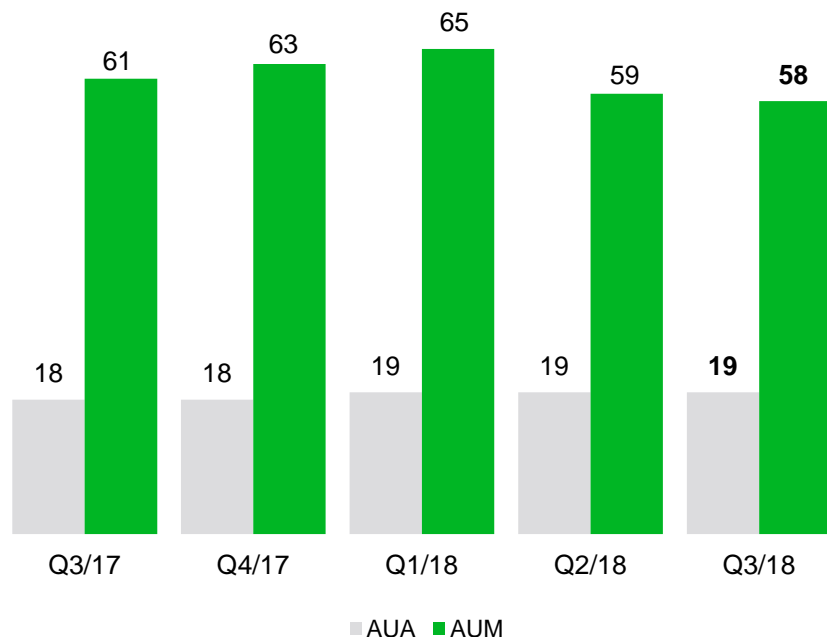
2. U.S. Retail Bank efficiency ratio in USD.

3. Insured deposit accounts.

U.S. Retail: Wealth and TD Ameritrade



TD Wealth Assets US\$B¹



TD Ameritrade² – Q3 2018

TD's share of TD Ameritrade's net income was **US\$174MM** on a reported basis and **US\$188MM** on an adjusted³ basis, up **114% YoY** reflecting:

- Contribution of Scottrade, higher interest rates, increased client trading activity, and benefit of reduced corporate tax rates
- Partially offset by higher operating expenses

TD Ameritrade Q3 2018 results:

- Adjusted⁴ net income was US\$508MM in Q3/18, up 102% YoY
- Average trades per day were 784,000, up 54% YoY
- Total clients assets of US\$1.2 trillion, up 39% YoY

1. TD Wealth assets includes assets under management (AUM) and assets under administration (AUA).

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 Report to Shareholders (www.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 www.amtd.com/newsroom/default.aspx.

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

4. Non-GAAP net income is a non-GAAP financial measure as defined by SEC Regulation G. TD Ameritrade defines non-GAAP net income as net income adjusted to remove the after-tax effect of amortization of acquired intangible assets and acquisition-related expenses. TD Ameritrade considers non-GAAP net income as an important measure of TD Ameritrade's financial performance because it excludes certain items that may not be indicative of TD Ameritrade's core operating results and business outlook and will allow for a better evaluation of the operating performance of the business and facilitate a meaningful comparison of TD Ameritrade's results in the current period to those in prior and future periods. Amortization of acquired intangible assets is excluded because management does not believe it is indicative of TD Ameritrade's underlying business performance. Acquisition-related expenses are excluded as these costs are directly related to TD Ameritrade's acquisition of Scottrade Financial Services, Inc. and are not representative of the costs of running TD Ameritrade's ongoing business. Non-GAAP net income should be considered in addition to, rather than as a substitute for, GAAP net income.

Gross Lending Portfolio Includes B/As



Balances (C\$B unless otherwise noted)

	Q2/18	Q3/18
Canadian Retail Portfolio	\$401.3	\$409.1
Personal	\$328.5	\$335.1
Residential Mortgages	190.4	191.8
Home Equity Lines of Credit (HELOC)	79.5	83.4
Indirect Auto	22.8	23.8
Unsecured Lines of Credit	9.9	9.9
Credit Cards	18.0	17.9
Other Personal	7.9	8.3
Commercial Banking (including Small Business Banking)	\$72.8	\$74.0
U.S. Retail Portfolio (all amounts in US\$)	US\$ 149.2	US\$ 150.8
Personal	US\$ 67.1	US\$ 68.5
Residential Mortgages	22.4	23.0
Home Equity Lines of Credit (HELOC) ¹	9.5	9.5
Indirect Auto	22.4	22.5
Credit Cards	12.2	12.9
Other Personal	0.6	0.6
Commercial Banking	US\$ 82.1	US\$ 82.3
Non-residential Real Estate	17.0	16.8
Residential Real Estate	5.8	5.9
Commercial & Industrial (C&I)	59.3	59.6
FX on U.S. Personal & Commercial Portfolio	42.6	45.2
U.S. Retail Portfolio (C\$)	\$191.8	\$196.0
Wholesale Portfolio²	\$49.2	\$51.1
Other³	\$0.6	\$0.5
Total⁴	\$642.9	\$656.7

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

2. Wholesale portfolio includes corporate lending, other Wholesale gross loans and acceptances and loans booked in the corporate segment.

3. Other includes acquired credit impaired loans.

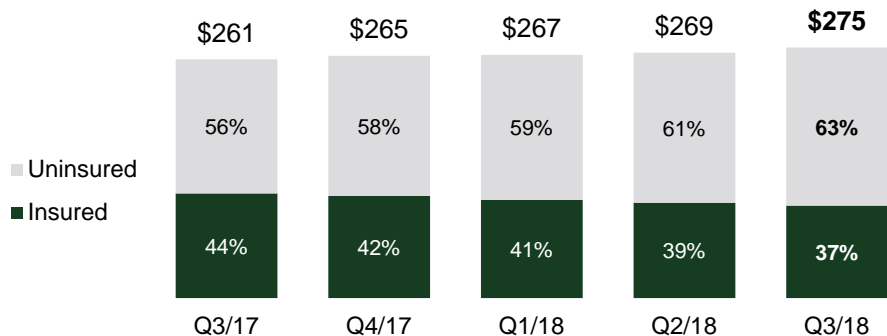
4. Includes loans measured at fair value through other comprehensive income.

Note: Some amounts may not total due to rounding.

Canadian Real Estate Secured Lending Portfolio



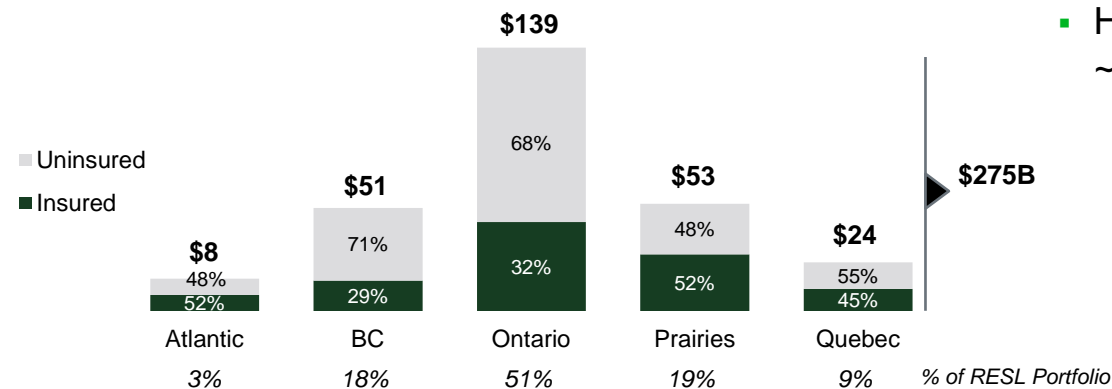
Quarterly Portfolio Volumes \$B



Canadian RESL Portfolio – Loan to Value¹

	Q3/17	Q4/17	Q1/18	Q2/18	Q3/18
Uninsured	49%	50%	51%	52%	52%
Insured	52%	52%	52%	52%	52%

Regional Breakdown² \$B



Highlights

Canadian RESL credit quality remains strong

- Uninsured and insured portfolio loan-to-value rates stable

87% of RESL portfolio is amortizing

- 57% of HELOC portfolio is amortizing

Condo credit quality consistent with broader portfolio

- Condo borrower RESL outstanding of \$44.5B with 39% insured
- Hi-rise condo construction loans stable at ~1.3% of the Canadian commercial portfolio

1. RESL Portfolio Loan to Value is calculated with the Teranet-National Bank House Price Index™ and weighted by the balance. The Teranet-National Bank House Price Index™ is a trademark of Teranet Enterprises Inc. and National Bank of Canada and have been licensed for internal use by The Toronto-Dominion Bank's real estate secured lending team only.

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.

Canadian Personal Banking



Canadian Personal Banking	Q3/18		
	Gross Loans (\$B)	GIL (\$MM)	GIL / Loans
Residential Mortgages	\$192	\$241	0.13%
Home Equity Lines of Credit (HELOC)	83	124	0.15%
Indirect Auto	24	59	0.25%
Credit Cards	18	119	0.67%
Unsecured Lines of Credit	10	31	0.31%
Other Personal	8	14	0.17%
Total Canadian Personal Banking	\$335	\$588	0.18%
Change vs. Q2/18	\$6	(\$22)	(0.01%)

Highlights

- Credit quality remains strong in the Canadian Personal portfolio

Canadian RESL Portfolio – Loan to Value by Region^{1, 2}

	Q2/18			Q3/18		
	Mortgage	HELOC	Total RESL	Mortgage	HELOC	Total RESL
Atlantic	62%	47%	58%	61%	47%	58%
BC	49%	40%	46%	49%	40%	46%
Ontario	53%	43%	50%	53%	43%	49%
Prairies	65%	52%	61%	65%	52%	60%
Quebec	62%	54%	60%	62%	54%	60%
Canada	56%	45%	52%	56%	45%	52%

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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.

Canadian Commercial and Wholesale Banking



Canadian Commercial and Wholesale Banking	Q3/18		
	Gross Loans/BAs (\$B)	GIL (\$MM)	GIL/Loans
Commercial Banking ¹	\$74	\$191	0.26%
Wholesale	52	-	0.00%
Total Canadian Commercial and Wholesale	\$126	\$191	0.15%
Change vs. Q2/18	\$4	\$16	0.01%

Industry Breakdown ¹	Gross Loans/BAs (\$B)	GIL (\$MM)
Real Estate – Residential	\$18	\$11
Real Estate – Non-residential	14	6
Financial	24	-
Govt-PSE-Health & Social Services	10	14
Pipelines, Oil and Gas	6	46
Metals and Mining	2	20
Forestry	1	-
Consumer ²	6	18
Industrial/Manufacturing ³	7	48
Agriculture	7	5
Automotive	9	1
Other ⁴	22	22
Total	\$126	\$191

Highlights

- Canadian Commercial and Wholesale Banking portfolios continue to perform well

1. Includes Small Business Banking and Business Visa.

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: 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)	Q3/18	
		GIL (\$MM)	GIL / Loans
Residential Mortgages	\$23	\$360	1.57%
Home Equity Lines of Credit (HELOC) ²	9	649	7.20%
Indirect Auto	23	171	0.74%
Credit Cards	13	211	1.62%
Other Personal	1	6	1.00%
Total U.S. Personal Banking (USD)	\$69	\$1,397	2.04%
Change vs. Q2/18 (USD)	\$2	(\$28)	(0.08%)
Foreign Exchange	\$20	\$420	-
Total U.S. Personal Banking (CAD)	\$89	\$1,817	2.04%

Highlights

- Continued good asset quality in U.S. Personal Banking

U.S. Real Estate Secured Lending Portfolio¹

Indexed Loan to Value (LTV) Distribution and Refreshed FICO Scores³

Current Estimated LTV	Residential Mortgages	1 st Lien HELOC	2 nd Lien HELOC	Total
>80%	4%	8%	15%	6%
61-80%	36%	31%	52%	38%
<=60%	60%	61%	33%	56%
Current FICO Score >700	90%	90%	87%	89%

1. Excludes acquired credit-impaired 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 May 2018. FICO Scores updated June 2018.

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



Highlights

- Sustained good credit quality in U.S. Commercial Banking

U.S. Commercial Banking ¹	Gross Loans / BAs (\$B)	Q3/18	
		GIL (\$MM)	GIL/ Loans
Commercial Real Estate (CRE)	\$23	\$105	0.46%
Non-residential Real Estate	17	83	0.49%
Residential Real Estate	6	22	0.37%
Commercial & Industrial (C&I)	59	178	0.30%
Total U.S. Commercial Banking (USD)	82	\$283	0.34%
Change vs. Q2/18 (USD)	-	(\$12)	(0.02%)
Foreign Exchange	25	\$85	-
Total U.S. Commercial Banking (CAD)	107	\$368	0.34%

Commercial Real Estate	Gross Loans/BAs (US \$B)	GIL (US \$MM)
Office	5.4	41
Retail	5.3	23
Apartments	5.1	9
Residential for Sale	0.2	2
Industrial	1.1	2
Hotel	0.8	12
Commercial Land	0.1	9
Other	4.7	7
Total CRE	22.7	105

Commercial & Industrial	Gross Loans/BAs (US \$B)	GIL (US \$MM)
Health & Social Services	9.2	10
Professional & Other Services	7.7	35
Consumer ²	6.1	40
Industrial/Mfg ³	6.6	32
Government/PSE	9.6	3
Financial	2.8	23
Automotive	2.8	8
Other ⁴	14.6	27
Total C&I	59.4	\$178

1. Excludes acquired credit-impaired 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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