

Q3 2019 Highlights – Overview

Except as noted, figures reflect year-over-year change



Reported Financial Results

- Reported **net income** \$3.2B, up 5% (adj.¹ \$3.3B, up 7%).
- Reported **EPS** of \$1.74, up 5% (adj.¹ \$1.79 and up 8%).
- Reported **Retail**² earnings \$3.2B, up 6% (adj.¹ up 6%);
 - Canadian Retail**: \$1,890MM, up 2% (adj.¹ up 3%); **Cdn. P&C** up 2%; **Wealth** up 2% (10% adj.); **Insurance** up 2%
 - U.S. Retail** (incl. AMTD): US\$967MM, up 10% (C\$ up 13%)
- Wholesale Banking** reported net income \$244MM, up 9%.
- Corporate** reported loss \$173MM; adjusted¹: \$109MM.

Revenue, Expenses, Credit, and Capital

- Revenue up 6%**: NII up 7%, non-interest income up 5%.
- Expenses up 5% (4% adj.)**: Reflecting additional employees supporting business growth, the impact of foreign currency translation, Greystone-related charges, and continued investments in Wholesale Banking's U.S. dollar strategy.
- PCL up 3% QoQ**: **PCL – impaired** down 2% QoQ reflecting lower provisions in U.S. Retail and Corporate segments, partially offset by higher provisions in Canadian Retail and Wholesale Banking. **PCL – performing** up 85% QoQ reflecting parameter updates in the consumer lending portfolios.
- CET1 ratio of 12%**: roughly flat QoQ reflecting strong organic capital generation (+41 bps), offset by actuarial losses on employee pension plans (-6 bps), RWA growth (-18 bps) and the repurchase of common shares (-19 bps). Higher RWA reflected volume growth, partially offset by foreign exchange movements and other (SRD, pg. 11, see footnotes).

Items of Interest

- Some updates regarding regulatory developments** are described in the MD&A, including:
 - "OSFI's Capital Requirements under Basel III" (pg. 26, re: June 2019 increase to the DSB,
 - "Future Regulatory Capital Developments" (pg. 27, re: the applicability of the Advanced Measurement Approach when calculating capital requirements for operational risk),
 - "Changes in Interest Rate Risk Measurement in the Banking Book" (pg. 33, re: OSFI's new B-12 Interest Rate Risk Management guideline)
 - "Regulatory Developments Concerning Liquidity and Funding" (pg. 40, re: OSFI changes to Guideline B-6: Liquidity Principles and the covered bond limit calculation).
- MD&A**: Table 35 "Credit Ratings" has been expanded to include the ratings presented on the Bank's website and in credit rating agency publications.
- Note 6, Financial Statements**: Acquired Credit Impaired (ACI) loans have been combined with the Stage 3 loan balances, as indicated in the footnotes to the relevant tables.

Financial Results (\$MM)

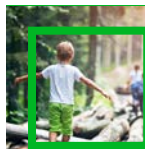
		Q3/19	QoQ	YoY
EPS	<i>Reported</i>	\$ 1.74	2%	5%
	<i>Adjusted¹</i>	\$ 1.79	2%	8%
Revenue		10,499	3%	6%
Non-interest Expenses	<i>Reported</i>	5,374	2%	5%
	<i>Adjusted¹</i>	5,298	3%	4%
Net Income	<i>Reported</i>	3,248	2%	5%
	<i>Adjusted¹</i>	3,338	2%	7%
CET 1 Ratio		12.0%	-2 bps	+28 bps
Net Interest Margin (NIM)		1.93%	-9 bps	-2 bps
PCL Ratio		0.38%	-1 bps	+3 bps
	<i>PCL – Performing</i>	74	34	43
	<i>PCL – Impaired</i>	581	-12	51
	<i>PCL – Total</i>	655	22	94

Loans (\$B)

	Q3/19	QoQ	YoY
Canadian Retail	426.9	2%	5%
<i>Personal</i>	347.0	1%	4%
<i>Commercial</i>	79.9	2%	8%
U.S. Retail (USD)	159.1	2%	6%
<i>Personal</i>	71.2	2%	5%
<i>Commercial</i>	87.9	1%	7%
Wholesale (Gross Drawn)	24.0	0%	0%
Total Bank	675.9	2%	6%

Deposits (\$B)

	Q3/19	QoQ	YoY
Canadian Retail	337.3	2%	3%
<i>Personal</i>	199.8	2%	5%
<i>Commercial</i>	113.1	2%	1%
<i>Wealth</i>	24.4	0%	2%
U.S. Retail (USD)	265.4	0%	1%
<i>Personal</i>	92.4	0%	5%
<i>Commercial</i>	69.8	2%	7%
<i>AMTD</i>	103.2	-1%	-5%
Total Bank (C\$)	870.3	-1%	4%



TD's second annual Ready Challenge – **Better Health** launched on June 20, 2019. Up to ten \$1 million grants will be awarded to organizations with impactful and measurable solutions.

Q3 2019 Highlights – Segments

Except as noted, figures reflect year-over-year change



Canadian Retail (\$MM)	Q3/19	QoQ	YoY
Revenue	6,146	3%	6%
Net Interest Margin (NIM)	2.96%	-3 bps	+3 bps
Insurance Claims	712	7%	14%
PCL	316	+36	+70
PCL Ratio	0.29%	+2 bps	+5 bps
Non-interest Expenses	<i>Reported</i> 2,533	2%	6%
	<i>Adjusted</i> ¹ 2,507	2%	4%
Net Income	<i>Reported</i> 1,890	2%	2%
	<i>Adjusted</i> ¹ 1,916	2%	3%

U.S. Retail (in US\$MM)	Q3/19	QoQ	YoY
Revenue	2,247	3%	4%
Net Interest Margin (NIM)	3.27%	-11 bps	-6 bps
PCL	191	+21	+21
PCL Ratio (Net ³)	0.48%	+3 bps	+2 bps
Non-interest Expenses	1,208	5%	3%
Net Income, U.S. Retail Bank	747	-1%	6%
Equity Income, TD Ameritrade	<i>Reported</i> 220	13%	26%
	<i>Adjusted</i> ¹ 220	13%	17%
Total Net Income	<i>Reported</i> 967	2%	10%
	<i>Adjusted</i> ¹ 967	2%	9%

Wholesale Banking (\$MM)	Q3/19	QoQ	YoY
Revenue	914	3%	13%
<i>Trading-related income</i>	500	22%	82%
PCL	1	+6	+15
Expenses	594	-1%	12%
Net Income	244	10%	9%

Corporate (\$MM)	Q3/19	QoQ	YoY
Net Corporate Expenses	(156)	-11%	-27%
Other	47	-42%	-46%
Non-Controlling Interests	0	nm	nm
Net Income (Loss)	<i>Reported</i> (173)	7%	53%
	<i>Adjusted</i> ¹ (109)	15%	0%

Canadian Retail – Q3 2019 ENR, Table 7, page 8, and SFI page A1

- Canadian Retail: Reported net income up reflecting higher revenue, partially offset by Greystone-related charges, higher insurance claims, and PCL.
 - PCL up QoQ and YoY.
 - NIM down QoQ reflecting a prior period refinement in revenue recognition assumptions in the auto finance portfolio and competitive pricing in term deposits.
 - Expenses up reflecting higher costs supporting business growth and Greystone-related charges, partially offset by lower marketing and promotion costs.
 - Operating leverage⁴ net of claims of 60 bps.
- Canadian P&C: Revenue \$3.9B (up 5%), expenses \$1.6B (up 4%), and NIAT \$1.4B (up 2%).
 - Operating leverage of 89 bps
 - NIM of 2.84% (down 3 bps QoQ)

U.S. Retail – Q3 2019 ENR, Table 8, page 10

- U.S. Retail Bank net income up primarily due to loan and deposit growth.
- Reported contribution from TD Ameritrade up primarily due to higher asset-based revenue, a gain on disposition of assets in the Trust business, and charges associated with the Scottrade transaction in the prior year, partially offset by increased operating expenses.
- NIM down QoQ primarily due to lower deposit margins and balance sheet mix.
- Expenses up reflecting higher employee-related costs, business and volume growth, and higher investments in business initiatives, partially offset by productivity and elimination of the FDIC surcharge.
- Efficiency ratio of 53.8%.
- Operating leverage⁴: 120 bps.

Wholesale Banking – Q3 2019 ENR, Table 9, page 12

- Net income up reflecting higher revenue, partially offset by higher non-interest expenses and higher PCL.
- Revenue up reflecting higher trading-related revenue, partially offset by lower advisory and equity underwriting fees.
- Expenses up reflecting continued investments supporting the global expansion of Wholesale Banking's U.S. dollar strategy and the impact of foreign exchange translation.

Corporate – Q3 2019 ENR, Table 10, page 13

- Reported net loss higher primarily due to the income tax benefit from an update to the impact of U.S. tax reform in the third quarter last year and lower contribution from other items and non-controlling interests, partially offset by lower net corporate expenses.
- Net corporate expenses lower largely reflecting lower net pension expenses and lower enterprise projects in the current quarter.

Footnotes and Important Disclosures

[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 2019 Earnings News Release and 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.

[2] "Retail" comprises Canadian Retail and U.S. Retail segments. See the Bank's Third Quarter 2019 Earnings News Release and Q3 2019 MD&A.

[3] U.S. Retail PCL including only the Bank's contractual portion of credit losses in the U.S. strategic cards portfolio as an annualized percentage of credit volume.

[4] Operating leverage is calculated based on revenue (for Canadian Retail, net of insurance claims) and expenses (for Canadian Retail, adjusted expenses).