

TD Bank Group

Quick Facts



Q3 2019



Proven business model
Deliver consistent earnings growth, underpinned by a strong risk culture



Purpose-driven
Centre everything we do on our vision, purpose, and shared commitments



Forward-focused
Shape the future of banking in the digital age

TD Strategy

We will be the premier Canadian Retail bank, a peer-leading U.S. Retail bank, and a leading Wholesale business

Our Vision: To 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

Key Metrics (as at July 31)

	Q3 2019	Q3 2018
Total Assets	\$1,405.4 B	\$1,292.5 B
Total Deposits	\$870.3 B	\$838.6 B
Total Loans	\$675.9 B	\$635.2 B
Assets Under Administration (AUA)	\$445.6 B	\$428.3 B
Assets Under Management (AUM)	\$406.9 B	\$372.9 B
Common Equity Tier 1 Capital Ratio²	12.0%	11.7%
Full Time Employees³	90,044	85,258
Total Retail Locations	2,335	2,354
Market Capitalization	\$140.4 B	\$140.9 B

Credit Ratings⁴

	Moody's	S&P	DBRS
Rating (Deposits/Counterparty)	Aa1	AA-	AA (high)
Rating (Legacy Senior)⁵	Aa1	AA-	AA (high)
Rating (Bail-in Debt)⁶	Aa3	A	AA
Outlook	Stable	Stable	Stable

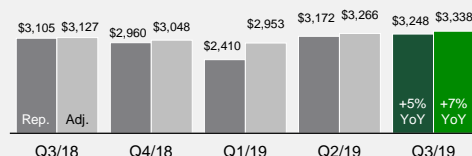
Corporate Profile

- Headquartered in Toronto, Canada
- Offers a full range of financial products and services
- More than 26 million customers worldwide
- 13.1 million digital customers

Our Business Segments

- Canadian Retail
- U.S. Retail
- Wholesale Banking

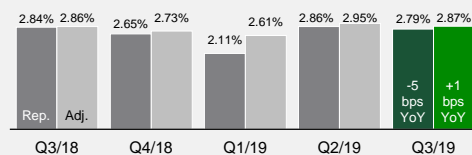
Net Income (C\$MM) (Reported and Adjusted)¹



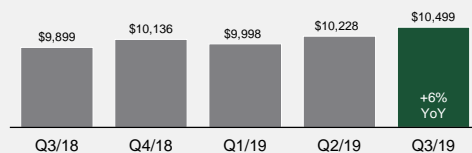
Diluted Earnings Per Share (C\$) (Reported and Adjusted)¹



Return on Risk-Weighted Assets^{2,7} (Reported and Adjusted)¹



Revenue (C\$MM)



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 Third Quarter 2019 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 Each capital ratio has its own RWA measure due to the OSFI-prescribed scalar for inclusion of the CVA. For fiscal 2018, the scalars for inclusion of CVA for CET1, Tier 1, and Total Capital RWA were 80%, 83%, and 86%. For fiscal 2019, the scalars are 100%.

³ Average number of full-time equivalent staff.

⁴ Ratings on senior long term debt of The Toronto-Dominion Bank as at July 31, 2019. Credit ratings are not recommendations to purchase, sell, or hold a financial obligation in as much 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.

⁵ Includes (a) Senior debt issued prior to September 23, 2018; and (b) Senior debt issued on or after September 23, 2018 which is excluded from the bank recapitalization "bail-in" regime, including debt with an original term-to-maturity of less than 400 days and most structured notes.

⁶ Subject to conversion under the bank recapitalization "bail-in" regime.

⁷ Amounts are calculated in accordance with the Basel III regulatory framework, and are presented based on the "all-in" methodology.

TD Bank Group Quick Facts

Q3 2019 Business Segment Performance

(except as noted, figures are in CAD millions and percentages reflect year-over-year change)

Canadian Retail

Revenue increased 6% with net interest income up 6%, reflecting volume growth and higher margins. Non-interest income increased 6%, reflecting higher insurance premiums, higher fee-based revenue in the wealth business, and the acquisition of Greystone. Average loan volumes increased 5%, reflecting 4% and 8% growth in personal and business loan volumes, respectively. Average deposit volumes increased 3%, reflecting 5%, 2% and 1% growth in personal, wealth and business deposit volumes, respectively. Net interest margin was 2.96%, a decrease 3 bps QoQ, reflecting a prior period refinement in revenue recognition assumptions in the auto finance portfolio and competitive pricing in term deposits. Provisions for credit losses (PCL) increased 13% from the prior quarter. PCL – impaired increased by 10% QoQ reflecting new formations in the business banking portfolio and low prior period provisions in the RESL portfolio, and PCL – performing increased by \$10MM QoQ reflecting parameter updates in the consumer lending portfolios. AUA increased 4%, reflecting new asset growth, and AUM increased 18%, reflecting the acquisition of Greystone, increases in market value, and new asset growth. Insurance claims and related expenses for the quarter increased 14%, reflecting increased business volumes, higher current year claims, and changes in the fair value of investments supporting claims liabilities. Non-interest expenses increased 6%, reflecting higher costs supporting business growth, and charges related to the acquisition of Greystone.

Revenue Net Income

\$6,146 \$1,890

U.S. Retail

In U.S. dollar terms, revenue for the quarter increased 4%. Net interest income increased 4% reflecting growth in loan and deposit volumes. Non-interest income increased 5%, largely due to growth in personal banking fees, partially offset by the decline in wealth management fee income largely due to net fund outflows. Average loan volumes increased 6% due to growth in personal and business loans of 5% and 7% respectively. Average deposit volumes were up US\$3B (or 1%), with growth in personal and business deposit volumes of 5% and 7%, respectively. Net interest margin was 3.27%, a decrease of 11 bps QoQ primarily due to lower deposit margins and balance sheet mix. PCL increased 12% QoQ. PCL – impaired was down US\$12MM (8%) QoQ primarily reflecting parameter updates in the consumer lending portfolios, partially offset by higher provisions in the commercial portfolio, and PCL – performing was US\$53MM, an increase of US\$33MM, primarily reflecting parameter updates in the consumer lending portfolios, partially offset by lower provisions in the commercial portfolio. 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, was 0.48% or an increase of 3 bps QoQ. Non-interest expenses increased 3%, reflecting higher employee-related costs, business and volume growth, and higher investments in business initiatives, partially offset by productivity and elimination of the FDIC deposit insurance surcharge. The reported contribution from TD Ameritrade increased US\$46MM (or 26%) primarily due to higher asset-based revenue, a gain on disposition of assets in the Trust business, and prior-year charges associated with Scottrade, partially offset by increased operating expenses.

\$2,986 \$1,287

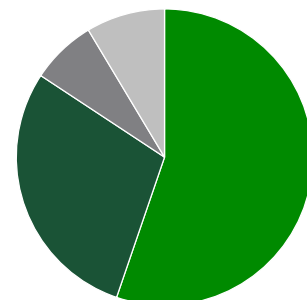
US \$2,247 US \$967

Wholesale Banking

Revenue for the quarter was \$914MM, up 13% year-over-year reflecting higher trading-related revenue, partially offset by lower advisory and equity underwriting fees. Net income for the quarter was \$244MM, up 9%, reflecting higher revenue, partially offset by higher non-interest expenses and higher PCL. Non-interest expenses were up 12%, reflecting continued investments supporting the global expansion of Wholesale Banking's U.S. dollar strategy and the impact of foreign exchange translation. PCL for the quarter was \$1MM, compared to a benefit of \$5 million in the prior quarter.

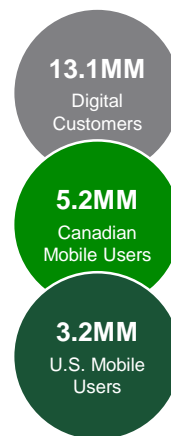
\$914 \$244

Segment Net Income⁷



Canadian Retail	55.2%
U.S. Retail Bank	29.0%
TD Ameritrade	8.6%
U.S. Retail	37.6%
Wholesale Banking	7.1%

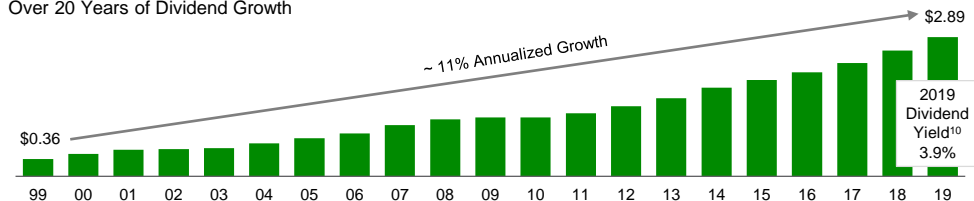
Digital and Mobile Users



Shareholder Performance

Dividend History

Over 20 Years of Dividend Growth



Closing Share Price (C\$) – TSX



Common Shares Outstanding⁸

For the quarter ended July 31, 2019

1,819 million shares

Ticker Symbol

TD

Market Listings

Toronto Stock Exchange (TSX)
New York Stock Exchange (NYSE)

Total Shareholder Return⁹

As at July 31, 2019

1 Year	3.9%
3 Years	14.8%
5 Years	10.2%
10 Years	13.4%

⁷ Numbers may not add to 100% due to rounding.

⁸ Weighted-average number of diluted common shares outstanding.

⁹ Total shareholder return is the compound annual growth rate (CAGR) calculated based on share price movement and dividends reinvested over a trailing one-, three-, five- and ten-year period.

¹⁰ Dividend yield is calculated as the annualized dividend per common share divided by the daily average closing stock price for the quarter.

Contact Information

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