# **TD Bank Group Quick Facts**



# Q1 2022



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

and a leading Wholesale business

Our Vision: To be the better bank

**Our Shared Commitments** 

and manage

Key Metrics (as at January 31)

Assets Under Administration (AUA)<sup>2</sup>

Common Equity Tier 1 Capital Ratio<sup>3</sup>

Assets Under Management (AUM)<sup>2</sup>

**Total Assets** 

**Total Loans** 

**Total Deposits** 

Full Time Employees<sup>4</sup>

**Total Retail Locations** 

**Market Capitalization** 

Credit Ratings<sup>5</sup>

Rating (Legacy Senior)7

Rating (Bail-in Senior)8

Outlook

Rating (Deposits/Counterparty)6

contribute to communities

**TD Strategy** 



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

Our Purpose: To enrich the lives of our customers, communities, and colleagues

Innovate with purpose: Simplify the way we work

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

Think like a customer: Provide legendary experiences and trusted advice

Act like an owner: Lead with integrity to drive business results and

Execute with speed and impact: Only take risks we can understand

Develop our colleagues: Embrace diversity and respect one another

Forward-focused Shape the future of banking



in the digital age

## **Corporate Profile**

- Headquartered in Toronto, Canada
- Offers a full range of financial products and services
- . More than 26 million customers worldwide
- 15.3 million active online and mobile customers

### **Our Business Segments**

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

### Net Income (C\$MM)

(Reported and Adjusted)1

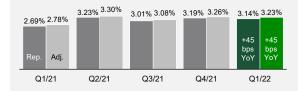


### Diluted Earnings Per Share (C\$)

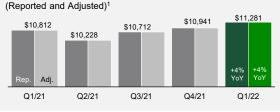
(Reported and Adjusted)1



### Return on Risk-Weighted Assets<sup>2</sup> (Reported and Adjusted)<sup>1</sup>



Revenue (C\$MM)



The Toronto-Dominion Bank ("TD" or the "Bank") prepares its Interim Consolidated Financial Statements in accordance with 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 such as "adjusted" results (i.e., reported results excluding "terms of note") and non-GAAP ratios to assess each of its businesses and measure overall Bank performance. Non-GAAP financial measures and ratios used in this presentation are not defined terms under IFRS and, therefore, may not be comparable to similar terms used by other issuers. See "How We Performed" in the Bank's Q1 2022 MD&A (available at www.dt.com/investor and how wesder.com), which is incorporated by reference, for further explanation, reported as is results, a lat of the items of note, and a reconciliation of adjusted to reported results. For additional information about this metric, refer to the Gossary in the Q1 2022 MD&A, which is incorporated by reference. This measure has been calculated in accordance with the Office of Financial Institutions Canada's (OSFI's) Capital Adequacy Requirements guideline. Average number of full-time equivalent staff. Ratings on senior long-term debt of The Toronto-Dominion Bank as at January 31, 2022. 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 natively revier. 1.

2022

\$1,779 B

\$1,160 B

\$744 B

\$598 B

\$479 B

15.2%

90,823

2.214

\$185 B

S&P

AA-

AA-

А

Stable

Moody's

Aa1

Aa2

A1

Stable

2021

\$1,736 B

\$1,139 B

\$706 B

\$518 B

\$434 B

13.6%

89.445

2.310

\$132 B

DBRS

AA (high)

AA (high)

AA

Stable

5.

6

days and most structured notes

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

Transformation and the standard of the control of the standard of the standard

# TD Bank Group Quick Facts

### Q1 2022 Business Segment Performance

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

### **Canadian Retail**

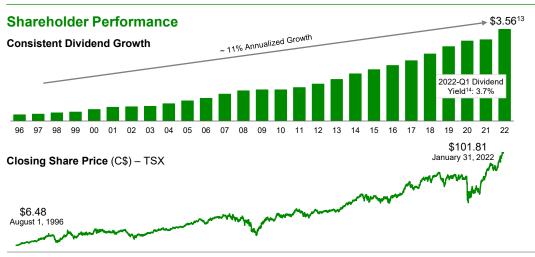
Net income for the quarter was \$2,254 million, an increase of \$217 million, or 11%, compared with the first quarter last year. Revenue increased 6%. Net interest income increased 4% reflecting volume growth, partially offset by lower margins. Net interest margin9.10 was 2.53%, a decrease of 4 bps QoQ, primarily reflecting lower margins on loans. Non-interest income increased 8%, reflecting higher feebased revenue in the banking and wealth businesses, and higher insurance volumes, partially offset by a decrease in the fair value of investments supporting claims liabilities which resulted in a similar decrease in insurance claims, and lower transaction revenue in the wealth business. Average loan volumes increased 9%, reflecting 8% growth in personal loans and 14% growth in business loans. Average deposit volumes increased 9%, reflecting 7% growth in personal deposits, 13% growth in business deposits, and 9% growth in wealth deposits. AUA increased 15% and AUM increased 13%, both reflecting market appreciation and net asset growth. Provisions for credit losses (PCL) was \$33 million, decrease of \$20 million QoQ. PCL - impaired for the quarter was \$150 million, a decrease of \$10 million, or 7%, QoQ. PCL - performing was a recovery of \$117 million, compared with a recovery of \$87 million in the prior quarter, reflecting a more favourable economic outlook. Total PCL as an annualized percentage of credit volume was 0.03%, a decrease of 9 bps. Insurance claims and related expenses for the quarter were \$756 million, a decrease of \$24 million, or 3%, reflecting a decrease in the fair value of investments supporting claims liabilities which resulted in a similar decrease in non-interest income, partially offset by more severe weather-related events. Expenses increased 8% reflecting higher spend supporting business growth, including technology and marketing costs, higher employee-related expenses and variable compensation.

### U.S. Retail

Net income for the quarter was US\$1,006 million, an increase of US\$230 million YoY. U.S. Retail net income includes contributions from the U.S. Retail Bank and the Bank's investment in Schwab. U.S. Retail Bank net income of US\$806 million increased US\$191 million, or 31%, primarily reflecting higher revenue, lower PCL, and lower non-interest expenses. Revenue for the quarter increased 6%. Net interest income increased 6%, largely driven by the benefit of higher business and personal deposit volumes and margins combined with increased earnings on the investment portfolio, partially offset by lower loan margins and decreased sweep deposit balances. Net interest margin<sup>11,12</sup> of 2.21% was relatively flat QoQ as the impact of lower accelerated fee amortization from PPP forgiveness was offset by deposit margin expansion and increased earnings on the investment portfolio. Non-interest income increased 5%, primarily reflecting fee income growth from increased customer activity, partially offset by lower gains on the sale of mortgage loans. Average loan volumes decreased by 6%. Personal loans were flat while business loans decreased 11%, as PPP loan forgiveness accounted for about 56% of the decline in business loans with paydowns of commercial loans driving the remaining decline. Average deposit volumes increased 5%, reflecting a 15% increase in personal deposit volumes, and a 12% increase in business deposits, partially offset by a 6% decrease in sweep deposits. PCL for the quarter was US\$17 million compared with a recovery of US\$62 million in the prior quarter. PCL - impaired was US\$99 million, an increase of 87% QoQ. While still significantly below historical levels, the increase reflects early signs of normalization of credit performance, including seasonal trends in the credit card and auto portfolios. PCL - performing was a recovery of US\$82 million, compared with a recovery of US\$115 million in the prior quarter, reflecting a more favourable economic outlook. U.S. Retail PCL as an annualized percentage of credit volume including only the Bank's share of PCL in the U.S. strategic cards portfolio was 0.04%, a decrease of 21 bps, compared with the first quarter last year. Expenses decreased 4% compared with the first quarter last year, primarily reflecting prior year store optimization costs of US\$76 million and productivity savings in the current year, partially offset by higher employee related expenses and investments in the business. The contribution from Schwab of US\$200 million increased US\$39 million. or 24%, compared with the contribution in the first quarter last year, primarily reflecting higher net interest revenue.

### Wholesale Banking

Net income for the quarter was \$434 million, a decrease of \$3 million, or 1%, compared with the first quarter last year, reflecting higher Net Income revenue and lower PCL, offset by higher non-interest expenses. Revenue for the quarter was \$1,346 million, an increase of \$36 million, or 3%, compared with the first quarter last year, primarily reflecting higher loan fees and prime services revenue. PCL for the quarter was a recovery of \$5 million, compared with a recovery of \$77 million in the prior quarter. PCL - impaired was a recovery of \$4 million. PCL performing was a recovery of \$1 million, compared with a recovery of \$63 million in the prior quarter. Expenses increased 7%, primarily reflecting higher employee-related costs from continued investment in Wholesale Banking's U.S. dollar strategy, including the investments in TD Securities Automated Trading.





Net Income

\$2,254

Revenue

Expenses

Net Income

\$2,869

\$1,272

US\$1,006

Revenue

US\$2,201

\$2,786

PCL

\$21

US\$ 17

\$1,597

\$434

Revenue

Expenses

\$1 346

\$764

Expenses

US\$1,261

\$6.718

PCL

\$33

TD

### Market Listings

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

.8% .0% .0% 4%

9. Refer to footnote 2 on page 1. 10. Net interest margin (NIM) is calculated by dividing net interest income by average interest-earning assets. Average interest-earning assets used in the calculation of NIM is a non-GAAP financial measure. NIM and average interest-earning assets are not defined terms under IFRS and, therefore, may not be comparable to similar terms used by other issuers. Refer to footnote 1 on page 1. U.S. Retail segment net interest income and average interest-earning assets used in the calculation of NIM are non-GAAP financial measures. For additional information about these metrics, refer to Table 12 in the Q1 2022 MD&A, which is

Based on quarterly dividend of \$0.89 declared on December 2, 2021 annualized.
Dividend yield is calculated as the annualized dividend per common share divided by the daily average closing stock price for the quarter.

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17. Weighted-average number of diluted common shares outstanding

#### **Contact Information**