# TD Bank Group
# Quick Facts

**Q3 2022**

**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)

| | 2022 | 2021 |
|---|---|---|
| **Total Assets** | $1841 B | $1703 B |
| **Total Deposits** | $1202 B | $1119 B |
| **Total Loans** | $791 B | $719 B |
| **Assets Under Administration** (AUA)[2] | $568 B | $574 B |
| **Assets Under Management** (AUM)[2] | $454 B | $471 B |
| **Common Equity Tier 1 Capital Ratio**[3] | 14.9% | 14.5% |
| **Full Time Employees**[4] | 97,117 | 89,306 |
| **Total Retail Locations** | 2,218 | 2,215 |
| **Market Capitalization** | $151 B | $151 B |

## Credit Ratings[5]

| | Moody's | S&P | Fitch | DBRS |
|---|---|---|---|---|
| **Rating** (Deposits/Counterparty)[6] | Aa1 | AA- | AA | AA (high) |
| **Rating** (Legacy Senior)[7] | Aa2 | AA- | AA | AA (high) |
| **Rating** (Bail-in Senior)[8] | A1 | A | AA- | AA |
| **Outlook** | Stable | Stable | Stable | Stable |

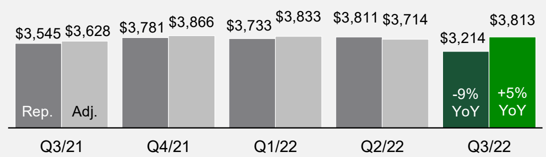
## Corporate Profile

- Headquartered in Toronto, Canada
- Offers a full range of financial products and services
- More than 27 million customers worldwide
- 15.5 million active online and mobile customers

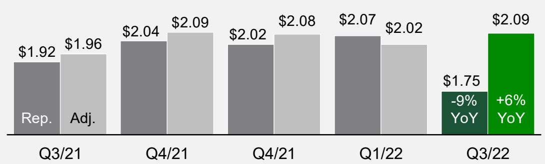
## Our Business Segments

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

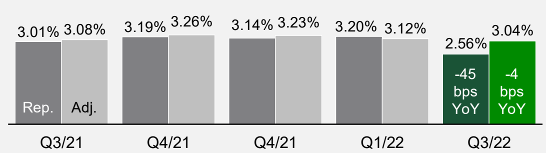
**Net Income** (C$MM)
(Reported and Adjusted)[1]



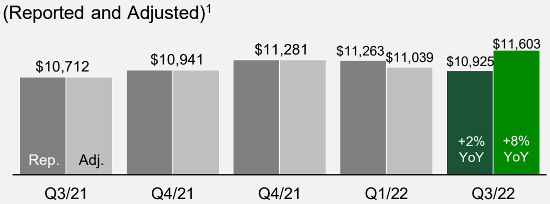

**Diluted Earnings Per Share** (C$)
(Reported and Adjusted)[1]




**Return on Risk-Weighted Assets**[2]
(Reported and Adjusted)[1]




**Revenue** (C$MM)
(Reported and Adjusted)[1]




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") 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 Q3 2022 MD&A (available at www.td.com/investor and www.sedar.com), which is incorporated by reference, for further explanation, reported basis results, a list of the items of note, and a reconciliation of adjusted to reported results.
2. For additional information about this metric, refer to the Glossary in the Q3 2022 MD&A, which is incorporated by reference.
3. This measure has been calculated in accordance with the Office of Financial Institutions Canada's (OSFI's) Capital Adequacy Requirements guideline.
4. Average number of full-time equivalent staff.
5. Ratings on senior long-term debt of The Toronto-Dominion Bank as at July 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 particular investor. Ratings are subject to revision or withdrawal at any time by the rating organization.
6. Represents Moody's Long-Term Deposits Ratings and Counterparty Risk Rating, S&P's Issuer Credit Rating, Fitch's Long-Term Deposit Rating and DBRS' Long-Term Issuer Rating.
7. 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.
8. Subject to conversion under the bank recapitalization "bail-in" regime.

# TD Bank Group **Quick Facts**

## Q3 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 $2,253 million, an increase of $128 million, or 6%, compared with the third quarter last year. **Revenue** increased 7%. **Net interest income** increased 13% reflecting volume growth and higher margins. **Net interest margin**[9,10] was 2.70%, an increase of 8 bps QoQ, primarily due to higher margins on deposits reflecting the rising interest rate environment, partially offset by lower margin on loans. **Non-interest income** increased 1%, reflecting higher fee-based revenue in the banking business and higher insurance volumes, partially offset by lower transaction and fee-based revenue in the wealth business and a decrease in the fair value of investments supporting claim liabilities which resulted in a similar decrease in insurance claims. **Average loan volumes** increased 9%, reflecting 8% growth in personal loans and 15% growth in business loans. **Average deposit volumes** increased 7%, reflecting 8% growth in personal deposits, 4% growth in business deposits, and 8% growth in wealth deposits. **AUA** decreased 2% and **AUM** decreased 3%, both reflecting market depreciation, partially offset by net asset growth. **Provisions for credit losses (PCL)** was $170 million, an increase of $110 million QoQ. PCL – impaired for the quarter was $142 million, a decrease of $21 million, or 13%, QoQ. PCL – performing was $28 million, compared with a recovery of $103 million in the prior quarter. The current quarter provision was largely reflected in the consumer lending portfolios. Total PCL as an annualized percentage of credit volume was 0.13%, an increase of 8 bps QoQ. **Insurance claims and related expenses** for the quarter were $829 million, a decrease of $7 million, or 1%, reflecting favourable prior years' claims development and the impact of a higher discount rate which resulted in a similar decrease in fair value of investments supporting claims liabilities reported in non-interest income, partially offset by higher current year claims. **Expenses** increased 8% reflecting higher spend supporting business growth, including technology and employee-related expenses.

| | |
|---|---|
| **Net Income** | $2,253 |
| **Revenue** | $7,020 |
| **PCL** | $170 |
| **Expenses** | $2,957 |

### U.S. Retail

**Net income** for the quarter was US$1,122 million, an increase of US$70 million, or 7% YoY. Adjusted[11] net income was US$1,139 million, up US$87 million or 8% 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$896 million increased US$5 million, or 1%, primarily reflecting higher revenue, partially offset by higher PCL and non-interest expenses including acquisition and integration-related charges for the First Horizon acquisition. Adjusted[11] net income was US$913 million, an increase of US$22 million, or 2%, primarily reflecting higher revenue, partially offset by higher PCL and non-interest expenses. **Revenue** for the quarter increased 11%. **Net interest income** increased 18%, largely driven by the benefit of higher deposit margins from the rising rate environment and higher business and personal deposit volumes, partially offset by lower income from PPP loan forgiveness and lower margin on loans. **Net interest margin**[11,12] of 2.62% increased 41bps QoQ as higher margin on deposits reflecting the rising interest rate environment and positive balance sheet mix was partially offset by lower PPP loan forgiveness and lower margin on loans. **Non-interest income** decreased 10%, primarily reflecting higher valuation of certain investments in the prior year. **Average loan volumes** were relatively flat. Personal loans increased 8%, primarily reflecting higher residential mortgage and auto originations, and higher credit card volumes, partially offset by a decline in home equity. Business loans decreased 7%, or increased 2% excluding PPP loans, primarily reflecting strong originations and new customer growth, higher commercial line utilization and increased customer activity, offset by PPP loan forgiveness. **Average deposit volumes** increased 3%, reflecting an 8% increase in personal deposits and a 2% increase in business deposits, partially offset by a 2% decrease in sweep deposits. **PCL** for the quarter was US$83 million compared with a recovery of US$15 million in the prior quarter PCL – impaired increased US$30 million, or 40%, reflecting some normalization of credit performance. PCL – performing was a recovery of US$22 million, compared with a recovery of US$90 million in the prior quarter. The performing release this quarter was largely reflected in the commercial lending portfolios. **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 0.20%, higher by 24 bps QoQ. **Expenses** increased 8%, primarily reflecting higher employee-related expenses, higher investments in the business, and acquisition and integration-related charges for the First Horizon acquisition, partially offset by productivity savings. **The contribution from Schwab** of US$226 million increased US$65 million, or 40%, primarily reflecting higher net interest income, partially offset by lower trading revenue.

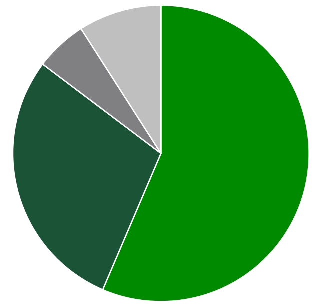
| | | |
|---|---|---|
| **Net Income** | $1,442 | *US$1,122* |
| **Revenue** | $3,101 | *US$2,409* |
| **PCL** | $107 | *US$83* |
| **Expenses** | $1,715 | *US$1,332* |

### Wholesale Banking

**Net income** for the quarter was $271 million, a decrease of $59 million, or 18%, reflecting higher non-interest expenses and PCL. **Revenue** for the quarter was $1,076 million, a decrease of $7 million, or 1%, reflecting lower underwriting fees and markdowns in certain loan underwriting commitments from widening credit spreads, partially offset by higher trading-related and global transaction banking revenue. **PCL** for the quarter was $25 million, compared with a recovery of $9 million in the prior quarter. PCL – impaired was nil compared with a recovery of $1 million in the prior quarter. PCL – performing was $25 million compared with a recovery of $8 million in the prior quarter. **Expenses** increased 9%, primarily reflecting the continued investments in Wholesale Banking's U.S. dollar strategy, including the hiring of banking, sales and trading, and technology professionals, partially offset by lower variable compensation.

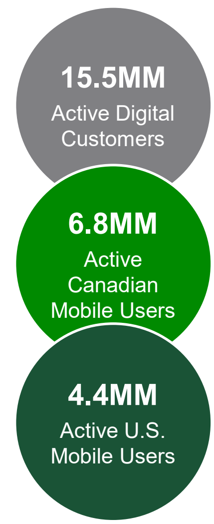
| | |
|---|---|
| **Net Income** | $271 |
| **Revenue** | $1,076 |
| **PCL** | $25 |
| **Expenses** | $691 |

### Segment Net Income[15]



| | |
|---|---|
| **Canadian Retail** | **56.8%** |
| **U.S. Retail** | **36.4%** |
| U.S. Retail Bank | 29.1% |
| Charles Schwab | 7.3% |
| **Wholesale Banking** | **6.8%** |

### Active Digital and Mobile Users[16]




### Common Shares Outstanding[17]

For the quarter ended July 31, 2022

1,807.1 million shares

### Ticker Symbol

TD

### Market Listings

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

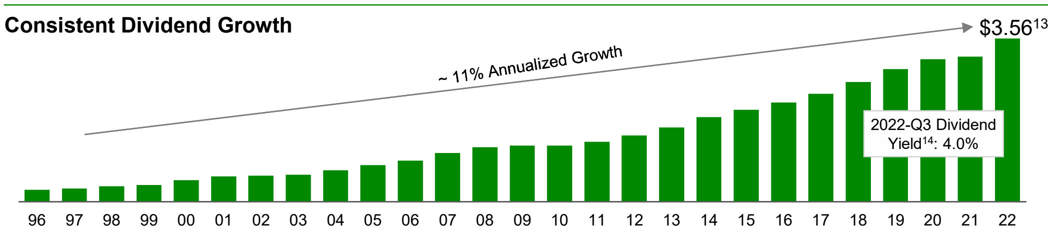
### Total Shareholder Return[9]

As at July 31, 2022

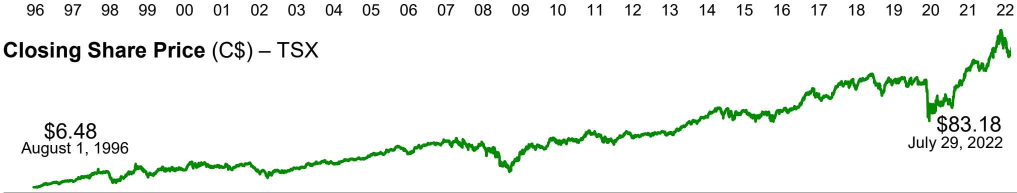
| | |
|---|---|
| 1 Year | 4.2% |
| 3 Years | 7.0% |
| 5 Years | 9.6% |
| 10 Years | 12.0% |

## Shareholder Performance

### Consistent Dividend Growth




### Closing Share Price (C$) – TSX




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.
11. Refer to footnote 1 on page 1.
12. 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 Q3 2022 MD&A, which is incorporated by reference.
13. Based on quarterly dividends of $0.89 declared on May 26, 2022, annualized.
14. Dividend yield is calculated as the annualized dividend per common share divided by the daily average closing stock price for the quarter.
15. For the purpose of calculating contribution by each business segment, earnings from the Corporate segment are excluded. Numbers may not add to 100% due to rounding.
16. Enterprise active digital users include Canadian Personal and Commercial Banking, TD WebBroker, MBNA active users, TD Insurance registered users, and U.S. Retail. Canadian active mobile users based on Canadian Personal and Commercial Banking. U.S. active mobile users based on U.S. Retail and Small Business Banking.
17. Weighted-average number of diluted common shares outstanding.



**Contact Information**
Investor Relations for investment analysts & institutional shareholders: www.td.com/investor or td.investorrelations@td.com