



**TD Bank Group**

# **Quarterly Results Presentation**

**Q1 2023**

March 2, 2023

# 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 (“2022 MD&A”) in the Bank’s 2022 Annual Report under the heading “Economic Summary and Outlook”, under the headings “Key Priorities for 2023” and “Operating Environment and Outlook” for the Canadian Personal and Commercial Banking, U.S. Retail, Wealth Management and Insurance, and Wholesale Banking segments, and under the heading “2022 Accomplishments and Focus for 2023” for the Corporate segment, and in other statements regarding the Bank’s objectives and priorities for 2023 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: strategic, credit, market (including equity, commodity, foreign exchange, interest rate, and credit spreads), operational (including technology, cyber security, and infrastructure), model, insurance, liquidity, capital adequacy, legal, regulatory compliance and conduct, reputational, environmental and social, and other risks. Examples of such risk factors include general business and economic conditions in the regions in which the Bank operates; geopolitical risk; inflation, rising rates and recession; the economic, financial, and other impacts of pandemics, including the COVID-19 pandemic; the ability of the Bank to execute on long-term strategies and shorter-term key strategic priorities, including the successful completion and integration of acquisitions and dispositions, business retention plans, and strategic plans; technology and cyber security risk (including cyber-attacks, data security breaches or technology failures) on the Bank’s information technology, internet, network access or other voice or data communications systems or services; model risk; fraud activity; 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, and other risks arising from the Bank’s use of third-party service providers; 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; regulatory oversight and compliance risk; increased competition from incumbents and new entrants (including Fintechs and big technology competitors); shifts in consumer attitudes and disruptive technology; exposure related to significant litigation and regulatory matters; ability of the Bank to attract, develop, and retain key talent; changes to the Bank’s credit ratings; changes in foreign exchange rates, interest rates, credit spreads and equity prices; increased funding costs and market volatility due to market illiquidity and competition for funding; Interbank Offered Rate (IBOR) transition risk; critical accounting estimates and changes to accounting standards, policies, and methods used by the Bank; existing and potential international debt crises; environmental and social risk (including climate change); 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 2022 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 heading “Significant Acquisitions” or “Significant and Subsequent Events, and Pending Acquisitions” in the relevant MD&A, which applicable releases may be found on [www.td.com](http://www.td.com). All such factors, as well as other uncertainties and potential events, and the inherent uncertainty of forward-looking statements, should be considered carefully when making decisions with respect to the Bank. 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 2022 MD&A under the heading “Economic Summary and Outlook”, under the headings “Key Priorities for 2023” and “Operating Environment and Outlook” for the Canadian Personal and Commercial Banking, U.S. Retail, Wealth Management and Insurance, and Wholesale Banking segments, and under the heading “2022 Accomplishments and Focus for 2023” for the Corporate segment, 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.

# Our Strategy



**We're in this together** – Anchored by our proven business model and propelled by our forward-focused strategy, we are helping our customers, colleagues and communities thrive in a changing world



## Proven Business Model

Deliver consistent earnings growth, underpinned by a strong risk culture

**Diversification and scale**

**Balance sheet strength**

**Safety, security and trust**



## Forward Focused

Shape the future of banking in the digital age

**Omni-channel**

**Improving our operations**

**Innovation**



## Purpose-Driven

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

**Customers**

**Communities**

**Colleagues**

# Proven Business Model



## Diversification and scale, underpinned by a strong risk culture

- Reported earnings of \$1.6B, down 58% (adjusted<sup>1</sup> \$4.2B, up 8%)
- Reported EPS<sup>2</sup> of \$0.82, down 59% (adjusted<sup>1</sup> \$2.23, up 7%)
- Strong revenue performance reflecting margin expansion, volume growth and our diversified business mix
- Robust operating leverage and continued investment in our business to drive future growth
- Common Equity Tier 1 ratio<sup>3</sup> of 15.5%

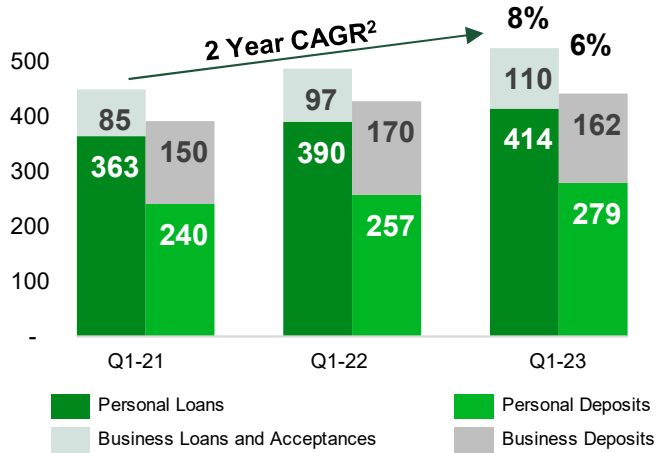


# Proven Business Model

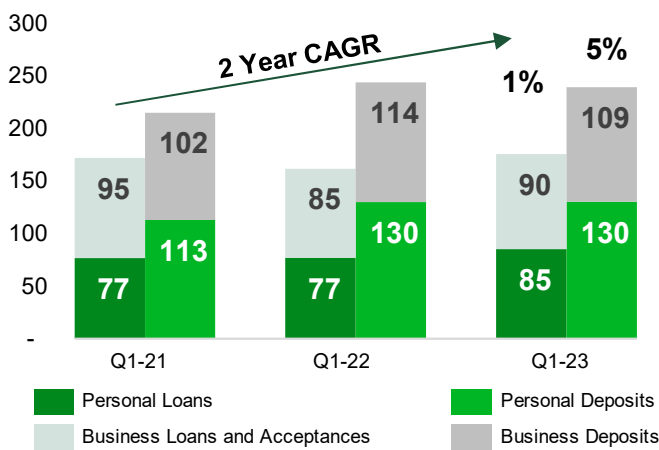
## Strong Customer Activity



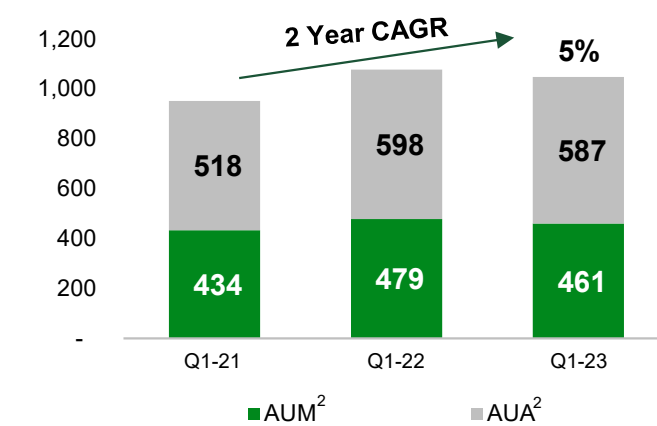
**Canadian Personal and Commercial Banking Average Volumes (\$B)**



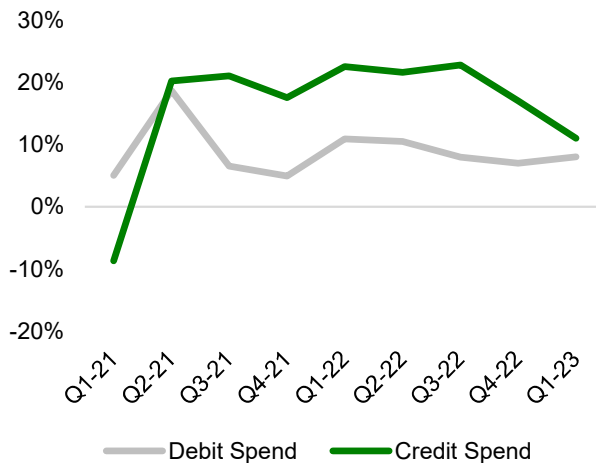
**U.S. Retail Average Volumes (US\$B)<sup>4</sup>**



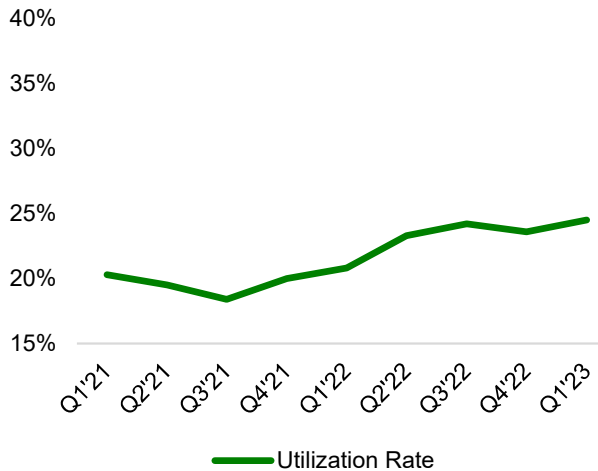
**Global Wealth Assets<sup>5</sup> (\$B)**



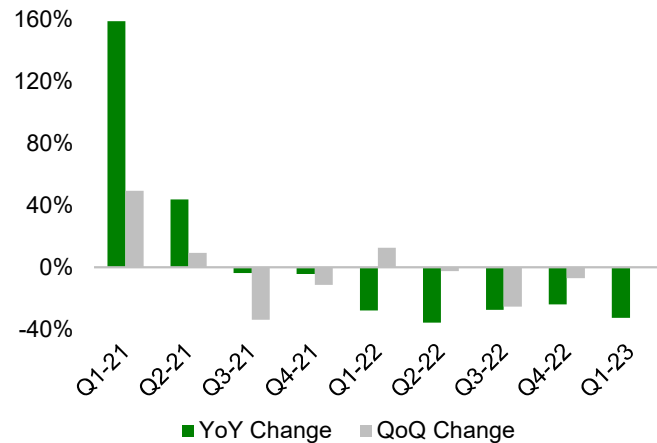
**Canadian Cards Spend Trends<sup>6</sup> (YoY % Change)**



**U.S. Business Banking Line of Credit Utilization Rate (%)**



**TD Direct Investing Average Trades per Day<sup>7</sup> (% Change)**





# Forward Focused



Shaping the future of banking



Exclusive strategic relationship with  
CanadaVisa



Ranked 1st in the 2023 Globe and  
Mail digital brokerage ranking



Financial Advisor to GIC and Dream  
Industrial REIT on acquisition of Summit  
Industrial Income REIT



20-year extension of agreement  
with Delaware North



Several TDAM ETFs and mutual funds  
recognized with FundGrade A+ Awards<sup>8</sup>



Joint bookrunner on GOC's \$500MM  
Ukraine Sovereignty Bond

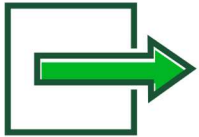
**TD Cowen**  
a division of TD Securities

Closed TD's acquisition of Cowen



# Forward Focused

## First Horizon Acquisition Update



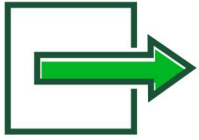
### First Horizon Accelerates TD's U.S. Retail Bank Growth Strategy

#### Progress to Date

- Extended merger agreement to May 27, 2023
- Announced Community Benefits Plans to provide US\$50 billion of investment, lending, philanthropic and other activities to targeted communities within the Bank's new and existing footprint effective upon the closing of the transaction
- Integration Management Office has defined integration and conversion roadmap, as well as Target-State design
- Confirmed approach to primarily migrate to TD systems
- Reaffirmed confidence in ability to execute on cost synergies

#### Next Steps

- Continuing to engage with regulators on applications
- Continuing conversion planning and developing end-state strategies for integration across all lines of business and corporate functions
- Continuing to engage with and communicate with First Horizon employees and internally on deal closing, integration and conversion progression
- Discussions with First Horizon about a potential further extension



# Forward Focused: Digital Adoption

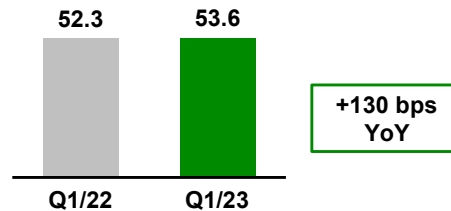
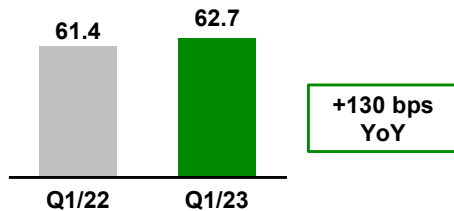


## Canadian P&C<sup>9</sup>

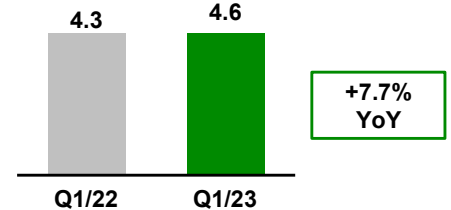
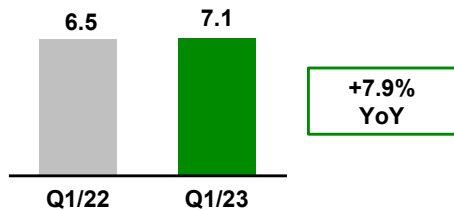
## U.S. Retail<sup>9</sup>

## Innovating for our Customers

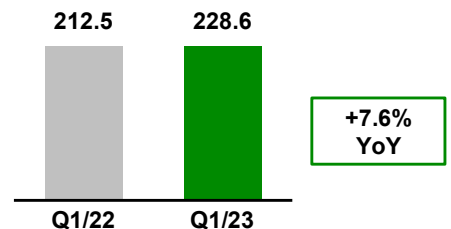
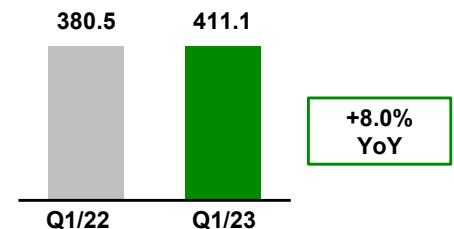
### Digital Adoption (% of total customers)<sup>10</sup>



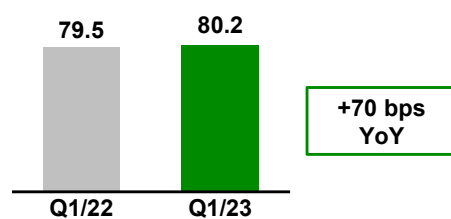
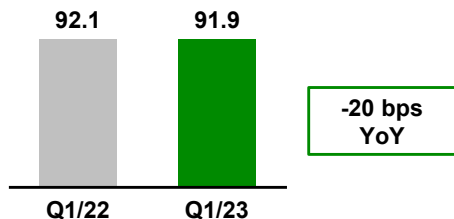
### Mobile Users (millions)<sup>11</sup>



### Mobile Sessions (millions)<sup>12</sup>



### Self-Serve Transactions (as % of all financial transactions)<sup>13</sup>



- Launched **TD Goal Builder**, a goal planning platform that enables personalized advice and recommendations based on customer needs and goals.
- Innovating with a new **North American dynamic digital personalization strategy** with personalized actionable insights intended to help customers with their everyday financial situations.
- Highest number of monthly active mobile users among Canadian banks on the **TD Mobile App** for the ninth consecutive year according to data.ai.
- Recently joined the **Low Carbon Patent Pledge** in support of the World Economic Forum to demonstrate the role of technology and innovation in the pursuit of sustainability and net-zero goals, contributing 12 Internet of Things patents.
- TD Equity Resource Hub** recognized by The Business Intelligence Group for inclusive innovation at their 2023 Innovation Awards.



# Purpose Driven



Centered on our vision, purpose and shared commitments

Member of  
**Dow Jones  
Sustainability Indices**

Powered by the S&P Global CSA



## TD **READY** COMMITMENT



# Purpose Driven ESG Highlights



## Environment

- Developed a customized methodology for setting Scope 3 financed emissions targets and set 2030 Scope 3 targets for the Energy and Power Generation sectors
- Aim to hold \$15 - \$20 billion in green, social, sustainability and pandemic bonds in our Treasury investment portfolio by the end of 2025
- Was Co-Structuring Adviser and a Joint Lead Manager on the Government of Canada's inaugural \$5 billion green bond issuance
- As at the end of 2021, achieved over \$86 million of our \$100 billion low-carbon economy target in the last four years

## Social

- Agreed to conduct a racial-equity assessment of its Canadian and U.S. employment policies
- Made a broader and longer-term commitment to increase women in roles VP and above to 45% by end of 2025
- In 2020, set a target to double the representation of Black executives by the end of 2022 and increase Black, Indigenous Peoples and minority community representation at VP+ levels by 2025
- Launched TD Home Access Mortgage, a new product designed to increase homeownership opportunities in Black and Hispanic communities across several markets in within the Bank's footprint in the US

## Governance

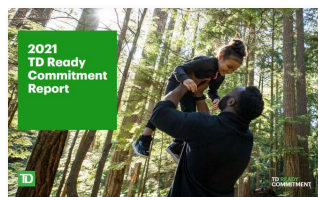
- Established the ESG Centre of Expertise to coordinate and streamline efforts
- Introduced regular ESG education sessions with our Board of Directors and Senior Executive Team (SET)
- Incorporated ESG metrics into the SET compensation plan
- Developed a climate risk inventory to help identify the impacts of climate change
- Developed a heatmapping framework to support climate risk identification and assessment
- Established an ESG Credit Risk team to overlay ESG and climate change-related risks on TD's credit portfolio

## Q1 2023

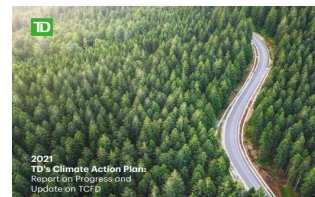
- Recognized on the Dow Jones Sustainability Index World Index for the 9<sup>th</sup> consecutive year, and was the only North American-based bank included in the World Index
- Invested \$5 million in Citizens Trust Bank, a Minority Depository Institution, to help expand opportunities for minority-owned businesses
- Recognized with a "Top 10% S&P Global ESG Score" in the 2023 S&P Global Sustainability Yearbook; the only North American bank to be listed in the top 10%
- Together with AFOA Canada, a not-for-profit led by Indigenous Peoples, launched the TD Scholarship for Indigenous Peoples



[2021 ESG Report](#)



[2021 TD Ready Commitment Report](#)



[2021 Climate Action Report](#)



[Financed Emissions Methodology](#)

# Q1 2023 Highlights

## Strong performance



### EPS of \$0.82, down 59% YoY

- Reported EPS includes the Stanford litigation settlement<sup>14</sup>, a net loss from mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition<sup>15</sup>, and provision for income taxes in connection with Canada Recovery Dividend ("CRD") and increase in the Canadian federal tax rate for fiscal 2022<sup>16</sup>
- Adjusted<sup>1</sup> EPS of \$2.23, up 7% YoY

### Revenue up 8% YoY (Adj<sup>1</sup> up 16% YoY)

- Margin and volume growth in personal and commercial banking businesses and impact of FX

### PCL of \$690MM

### Expenses up 39% YoY (incl. US Strategic Card Portfolio ("SCP") partners' share)

- Reported expenses include the Stanford litigation settlement<sup>14</sup> and higher acquisition and integration-related charges
- Adjusted<sup>1</sup> expenses increased 10.4% excluding the impact of SCP accounting and FX<sup>17</sup>
- Higher employee-related expenses, impact of FX and higher spend supporting business growth.

### P&L (\$MM)

Reported	Q1/23	QoQ	YoY
Revenue	12,226	(21%)	8%
PCL	690	+\$73	+\$618
Expenses	8,316	27%	39%
Net Income	1,582	(76%)	(58%)
Diluted EPS (\$)	0.82	(77%)	(59%)
Adjusted <sup>1</sup>	Q1/23	QoQ	YoY
Revenue	13,102	7%	16%
Expenses	6,541	2%	11%
Net Income	4,155	2%	8%
Diluted EPS (\$)	2.23	2%	7%

# Canadian Personal & Commercial Banking



Strong quarter with record earnings from continued growth momentum

**Net income up 7% YoY**

**Revenue up 17% YoY**

- Higher margins and volume growth
  - Loan volumes up 8%
  - Deposit volumes up 3%

**NIM<sup>1,18</sup> of 2.80%**

- Up 10 bps QoQ: higher deposit margins reflecting rising interest rates, partially offset by lower loan margins

**PCL of \$327MM**

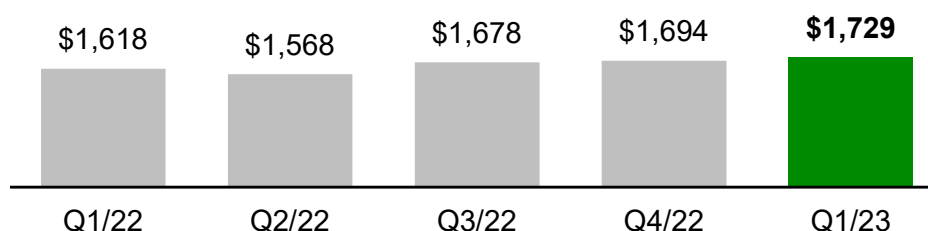
**Expenses up 10% YoY**

- Higher spend supporting business growth, including technology and employee-related expenses
- Efficiency ratio<sup>2</sup> of 40.6%

## P&L (\$MM)

Reported	Q1/23	QoQ	YoY
<b>Revenue</b>	4,589	3%	17%
<b>PCL</b>	327	+\$98	+\$295
<i>Impaired</i>	220	+\$36	+\$70
<i>Performing</i>	107	+\$62	+\$225
<b>Expenses</b>	1,863	(3%)	10%
<b>Net Income</b>	<b>1,729</b>	<b>2%</b>	<b>7%</b>
<b>ROE<sup>2</sup></b>	<b>39.9%</b>	-200 bps	-310 bps

## Earnings (\$MM)



# U.S. Retail



Strong quarter with record earnings from continued growth momentum

**Net income up 17% YoY (Adj<sup>1</sup> up 23% YoY)**

**Revenue up 27% YoY**

- Higher deposit margins and loan volumes, partially offset by lower loan margins and deposit volumes, lower overdraft fees, and lower income from PPP
  - Personal loans up 11%
  - Business loans up 6%, or up 9% ex-PPP loans
  - Deposits down 7%, or down 2% excl. sweeps

**NIM<sup>1,19</sup> of 3.29%**

- Up 16 bps QoQ: higher deposit margins reflecting rising interest rates, partially offset by lower loan margins and negative balance sheet mix

**PCL of \$149MM**

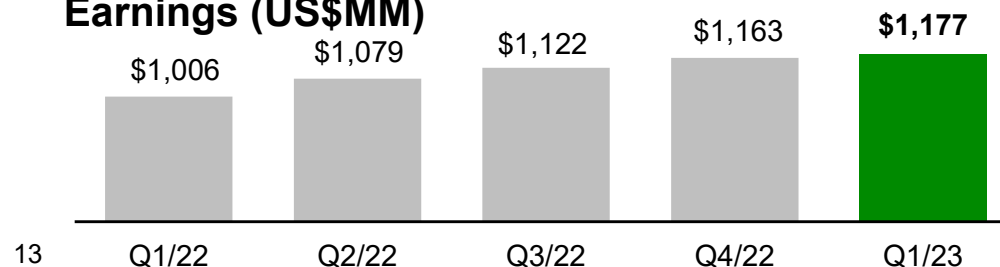
**Expenses up 22% YoY (Adj<sup>1</sup> up 16% YoY)**

- Reported expenses include acquisition / integration-related costs for First Horizon<sup>20</sup>
- Higher employee-related expenses, credit card growth-related expenses and other business investments
- Reported and adjusted efficiency ratios of 55.0% and 52.2% respectively

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

Reported	Q1/23	QoQ	YoY
<b>Revenue</b>	2,791	3%	27%
<b>PCL</b>	149	(\$20)	+\$132
<i>Impaired</i>	158	+\$33	+\$59
<i>Performing</i>	(9)	(\$53)	+\$73
<b>Expenses</b>	1,535	4%	22%
<b>U.S. Retail Bank Net Income</b>	<b>955</b>	<b>3%</b>	<b>18%</b>
<b>Schwab Equity Pickup</b>	222	(6%)	11%
<b>Net Income incl. Schwab</b>	<b>1,177</b>	<b>1%</b>	<b>17%</b>
<b>Net Income incl. Schwab (c\$MM)</b>	1,589	3%	25%
<b>ROE</b>	15.5%	+10 bps	+290 bps
Adjusted <sup>1</sup>	Q1/23	QoQ	YoY
<b>Expenses</b>	1,457	2%	16%
<b>U.S. Retail Bank Net Income</b>	<b>1,014</b>	<b>5%</b>	<b>26%</b>
<b>Net Income incl. Schwab</b>	<b>1,236</b>	<b>3%</b>	<b>23%</b>
<b>Net Income incl. Schwab (c\$MM)</b>	1,669	5%	31%
<b>ROE</b>	16.3%	+50 bps	+370 bps

**Earnings (US\$MM)**



# Wealth Management & Insurance

Solid performance amid challenging market conditions



## Net income down 14% YoY

## Revenue up 4% YoY

- Higher margins, an increase in fair value of investments supporting claims liabilities and higher insurance volumes, partially offset by lower volumes and transaction and fee-based revenue in wealth

## Claims up 29% YoY

- Changes in the discount rate, increased driving activity and inflationary costs, partially offset by fewer severe weather-related events

## Expenses flat YoY

- Higher spend supporting business growth, partially offset by lower variable compensation
- Efficiency ratio of 40.7%

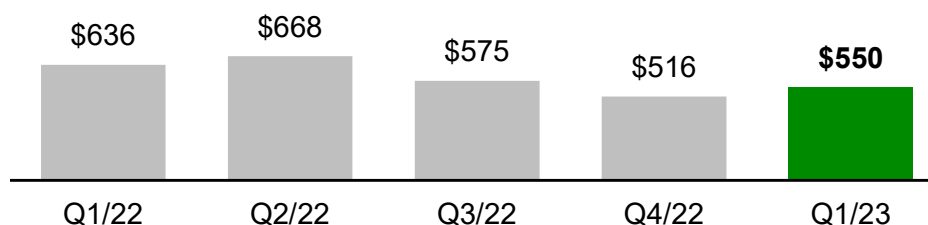
## AUM down 3% YoY, AUA<sup>21</sup> down 3% YoY

- AUM: Market depreciation
- AUA: Market depreciation, partially offset by net asset growth

## P&L (\$MM)

Reported	Q1/23	QoQ	YoY
Revenue	2,902	10%	4%
Insurance Claims	976	35%	29%
Expenses	1,182	(2%)	0%
Net Income	550	7%	(14%)
ROE	41.3%	180 bps	-890 bps
AUM (\$B)	414	4%	(3%)
AUA (\$B) <sup>21</sup>	541	5%	(3%)

## Earnings (\$MM)





# Wholesale Banking

Performance reflects strength of diversified business model



**Net income down 24% YoY (Adj<sup>1</sup> down 20% YoY)**

**Revenue largely unchanged YoY**

- Lower trading-related revenue and underwriting fees, offset by higher global transaction banking and lending revenue

**PCL of \$32MM**

**Expenses up 16% YoY (Adj<sup>1</sup> up 13% YoY)**

- Reported expenses include acquisition and integration-related charges primarily for Cowen acquisition<sup>23</sup>
- Continued investments in Wholesale Banking's U.S. dollar strategy (incl. hiring of banking, sales and trading, and technology professionals), higher severance and impact of FX

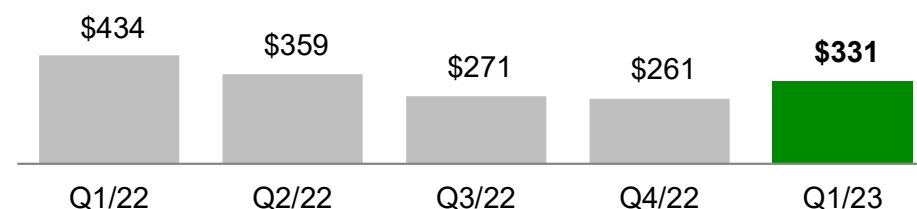
## P&L (\$MM)

Reported	Q1/23	QoQ	YoY
<b>Revenue</b>	1,345	16%	0%
Trading-related revenue (TEB) <sup>2,22</sup>	662	18%	(9%)
<b>PCL</b>	32	+\$6	+\$37
<b>Expenses</b>	883	10%	16%
<b>Net Income</b>	<b>331</b>	<b>27%</b>	<b>(24%)</b>
<b>ROE</b>	9.4%	+120 bps	-680 bps
Adjusted <sup>1</sup>	Q1/23	QoQ	YoY
<b>Expenses<sup>23</sup></b>	862	10%	13%
<b>Net Income</b>	<b>347</b>	<b>26%</b>	<b>(20%)</b>
<b>ROE</b>	9.9%	+130 bps	-630 bps

## Line of Business Revenues (\$MM)

Reported	Q1/23	QoQ	YoY
<b>Global Markets</b>	743	12%	(18%)
<b>Corporate and Investment Banking</b>	615	30%	37%
<b>Other</b>	(13)	(157%)	117%

## Earnings (\$MM)



# Corporate Segment



## Reported net loss of \$2.6B

- Adjusted<sup>1</sup> loss of \$140MM
- Reported net loss includes the Stanford litigation settlement, a net loss from mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition, the recognition of a provision for income taxes in connection with the CRD and increase in the Canadian federal tax rate for fiscal 2022, and higher net corporate expenses

## P&L (\$MM)

Reported	Q1/23	Q4/22	Q1/22
<b>Net Income (Loss)</b>	<b>(2,617)</b>	<b>2,661</b>	<b>(227)</b>
<b>Adjustments for items of note</b>			
<i>Amortization of acquired intangibles before income taxes<sup>24</sup></i>	54	57	67
<i>Acquisition and integration charges related to Schwab<sup>25</sup></i>	34	18	50
<i>Mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition<sup>15</sup></i>	876	(2,319)	0
<i>Stanford litigation settlement<sup>14</sup></i>	1,603	0	0
<i>Gain on sale of Schwab shares<sup>26</sup></i>	0	(997)	0
<b>Impact of Taxes</b>			
<i>Canada Recovery Dividend and impact from increase in the Canadian federal tax rate for fiscal 2022</i>	585	0	0
<i>Other items of note</i>	(675)	570	(17)
<b>Net Income (Loss) - Adjusted<sup>1</sup></b>	<b>(140)</b>	<b>(10)</b>	<b>(127)</b>
<b>Net Corporate Expenses<sup>2</sup></b>	(191)	(187)	(168)
<b>Other</b>	51	177	41
<b>Net Income (Loss) – Adjusted<sup>1</sup></b>	<b>(140)</b>	<b>(10)</b>	<b>(127)</b>

### Additional notes:

- The Corporate segment includes corporate expenses, other items not fully allocated to operating segments, and net treasury and capital management-related activities. See page 14 of the Bank's 2023 Earnings News Release (ENR) 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 the retailers' 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 the provision for credit losses (PCL). Under IFRS, TD is required to present the gross amount of revenue and PCL related to these portfolios in the Bank's Consolidated Statement of Income. The Corporate segment reflects the retailer program partners' share of revenues and PCL, with an offsetting amount reflecting the partners' net share recorded in Non-interest expenses. This results in no impact to the Corporate segment reported net income (loss). The U.S. Retail segment reflects only the portion of revenue and PCL attributable to TD under the agreements in its reported net income.
- The Bank accounts for its investment in Schwab using the equity method and reports its after-tax share of Schwab's earnings with a one-month lag. The U.S. Retail segment reflects the Bank's share of net income from its investment in Schwab. The Corporate segment net income (loss) includes amounts for the Stanford litigation settlement, amortization of acquired intangibles, acquisition and integration charges related to the Schwab transaction, (gains)/losses from mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition and (gains)/losses on sale of Schwab shares.

# Capital<sup>27</sup>

Strong capital and liquidity management supporting future growth



## Common Equity Tier 1 ratio of 15.5%

- Increase in RWA (net of FX)<sup>28</sup> of (62) bps due to:
  - Higher volumes (26) bps
  - Asset quality reflecting further credit normalization and parameter updates (21) bps and
  - Methodology changes in preparation for Basel 3 reforms (15) bps

## Risk-Weighted Assets up 2.8% QoQ

## Leverage Ratio of 4.8%

## Liquidity Coverage Ratio of 141%

Common Equity Tier 1 Ratio	
<b>Q4 2022 CET 1 Ratio</b>	<b>16.2%</b>
Internal capital generation	42
Increase in RWA (net of FX) <sup>28</sup>	(62)
Increase in Common Shares from Dividend Reinvestment Plan	14
Mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition	(13)
FX hedge on First Horizon closing	(6)
Canada Recovery Dividend impact	(16)
Elimination of transitional arrangement for expected credit losses	(8)
Stanford litigation settlement	(23)
Other	3
<b>Q1 2023 CET 1 Ratio</b>	<b>15.5%</b>
Risk-Weighted Assets (\$B)	
<b>Q4 2022 RWA</b>	<b>\$517</b>
Credit Risk	+16.8
Market Risk	-3.4
Operational Risk	+1.2
<b>Q1 2023 RWA</b>	<b>\$532</b>

# Gross Impaired Loan Formations

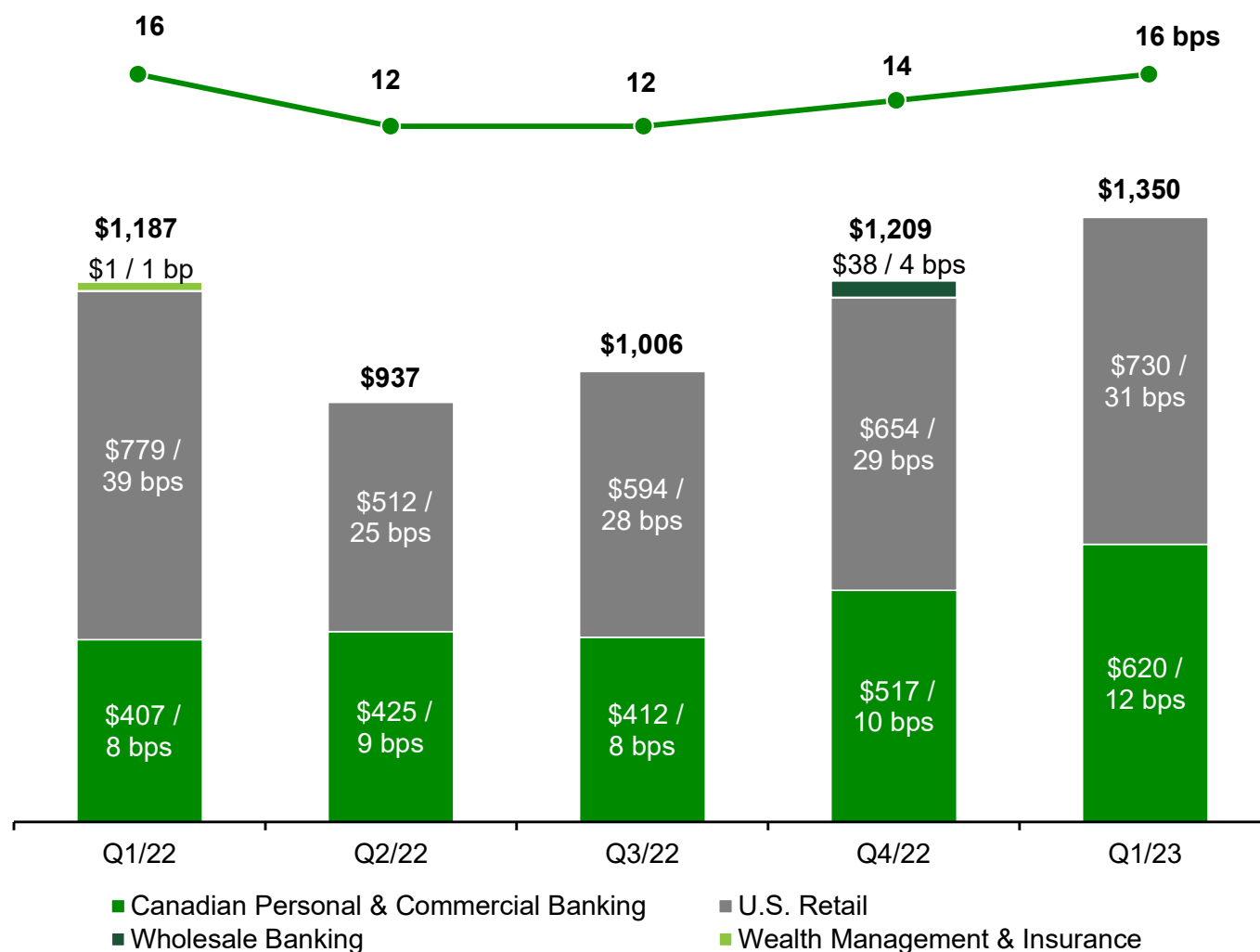
## By Business Segment



### Highlights

- Gross impaired loan formations increased 2 basis points quarter-over-quarter, driven by:
  - Canadian Commercial Banking, primarily related to a new formation in the health and social services sector
  - Some further normalization of credit performance, largely reflected in the consumer lending portfolios

### GIL Formations<sup>29</sup>: \$MM and Ratios<sup>30</sup>



# Gross Impaired Loans (GIL)

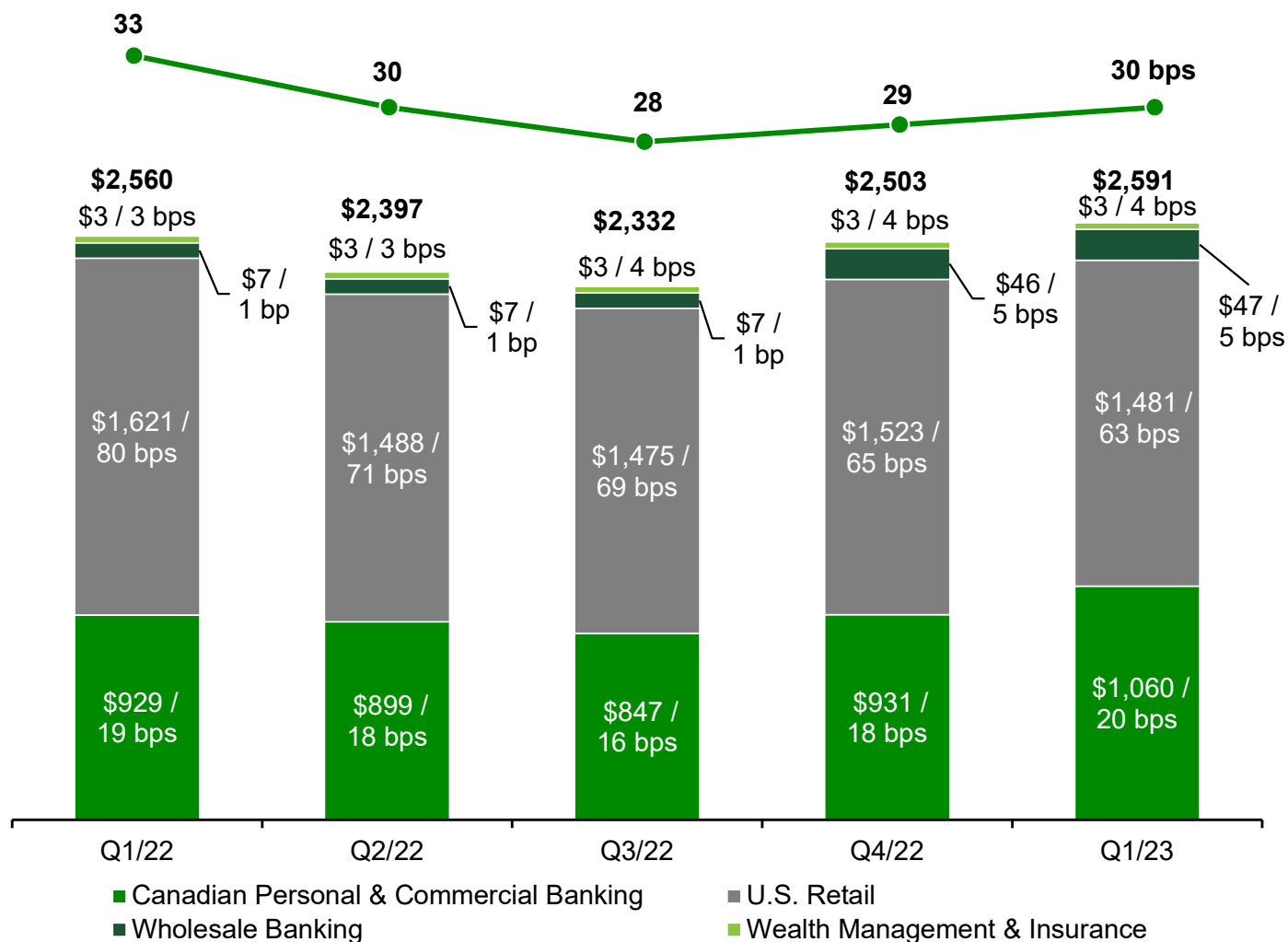
## By Business Segment



### Highlights

- Gross impaired loans were stable quarter-over-quarter, remaining at cyclically low levels

### GIL<sup>31</sup>: \$MM and Ratios<sup>32</sup>



# Provision for Credit Losses (PCL)

## By Business Segment

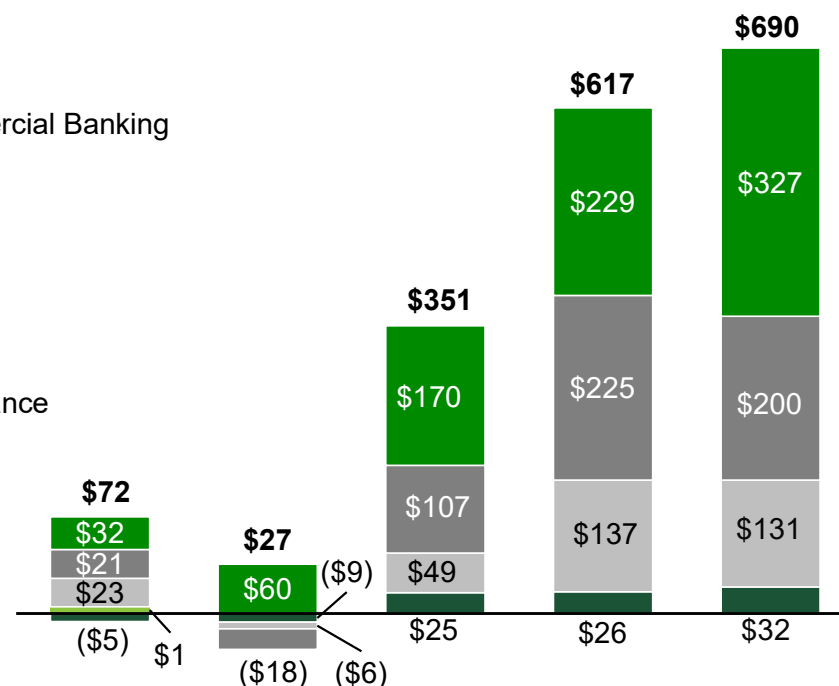


### Highlights

- PCL quarter-over-quarter increase largely recorded in Canadian Personal & Commercial Banking

### PCL<sup>33</sup>: \$MM and Ratios<sup>34</sup>

- Canadian Personal & Commercial Banking
- U.S. Retail
- Corporate
- Wholesale Banking
- Wealth Management & Insurance



PCL Ratio (bps)	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23
Canadian Personal & Commercial Banking	3	5	13	17	25
U.S. Retail (net) <sup>35</sup>	4	(4)	20	40	34
U.S. Retail & Corporate (gross) <sup>36</sup>	9	(5)	30	64	57
Wholesale Banking	(3)	(6)	13	12	13
<b>Total Bank</b>	<b>4</b>	<b>1</b>	<b>17</b>	<b>29</b>	<b>32</b>



# Provision for Credit Losses (PCL)<sup>33,37</sup>

## Impaired and Performing



### Highlights

- Impaired PCL increased quarter-over-quarter, reflecting:
  - Some further normalization of credit performance, largely reflected in the consumer lending portfolios
- Performing PCL decreased quarter-over-quarter
  - Current quarter performing provisions largely recorded in:
    - Canadian Personal & Commercial Banking
    - Wholesale Banking

### PCL (\$MM)

	Q1/22	Q4/22	Q1/23
<b>Total Bank</b>	<b>72</b>	<b>617</b>	<b>690</b>
Impaired	329	454	553
Performing	(257)	163	137
<b>Canadian Personal &amp; Commercial Banking</b>	<b>32</b>	<b>229</b>	<b>327</b>
Impaired	150	184	220
Performing	(118)	45	107
<b>U.S. Retail</b>	<b>21</b>	<b>225</b>	<b>200</b>
Impaired	125	166	212
Performing	(104)	59	(12)
<b>Wholesale Banking</b>	<b>(5)</b>	<b>26</b>	<b>32</b>
Impaired	(4)	24	1
Performing	(1)	2	31
<b>Corporate</b>	<b>23</b>	<b>137</b>	<b>131</b>
U.S. strategic cards partners' share			
Impaired	58	80	120
Performing	(35)	57	11
<b>Wealth Management &amp; Insurance</b>	<b>1</b>	<b>-</b>	<b>-</b>
Impaired	-	-	-
Performing	1	-	-

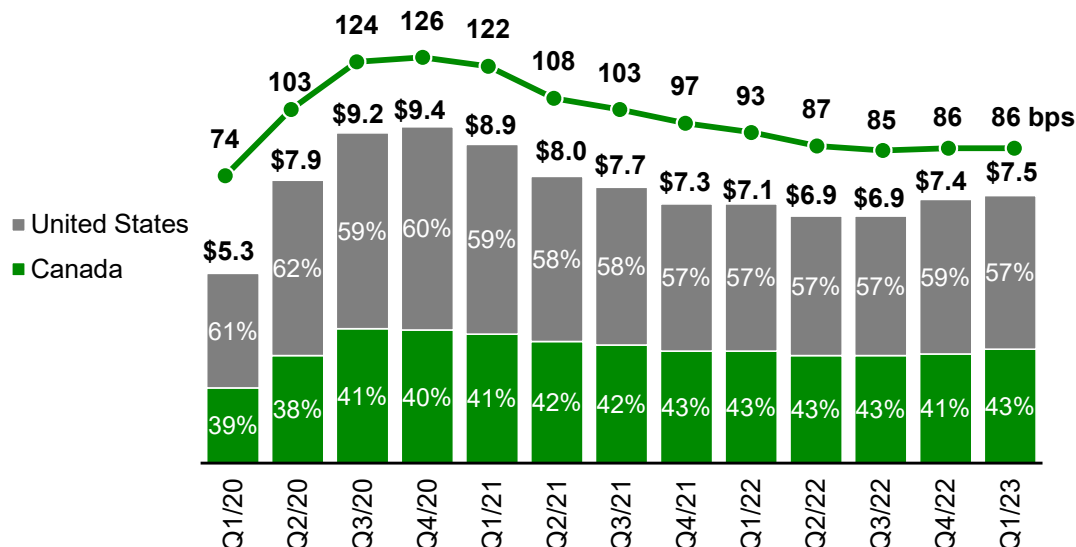
# Allowance for Credit Losses (ACL)



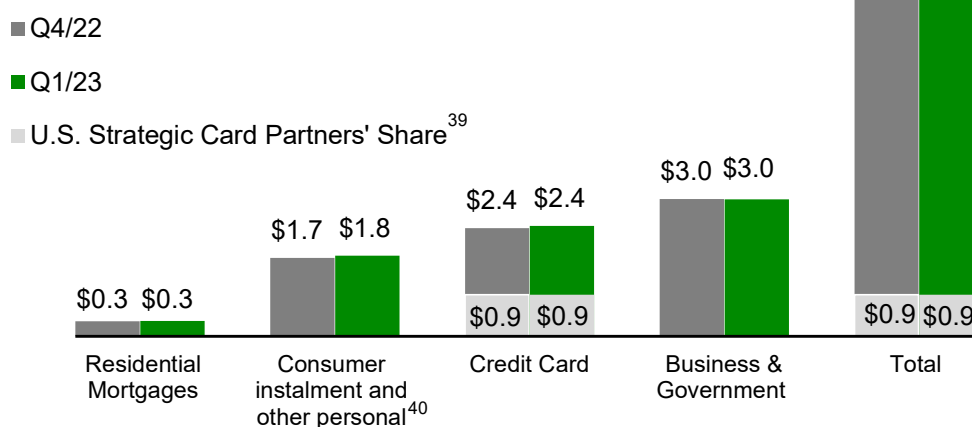
## Highlights

- ACL remained stable quarter-over-quarter, related to:
  - Volume growth
  - Credit conditions, including some deterioration in the economic outlook
  - Partially offset by
    - The impact of foreign exchange
- The Bank's allowance coverage remains elevated to account for ongoing uncertainty that could affect:
  - The economic trajectory, and
  - Credit performance

ACL<sup>33</sup>: \$B and Coverage Ratios<sup>38</sup>



ACL<sup>33</sup> by Asset Type: \$B



Performing (\$B)	0.27	0.28	1.6	1.6	2.1	2.2	2.6	2.6	6.6	6.7
Impaired (\$B)	0.06	0.05	0.2	0.2	0.2	0.2	0.3	0.4	0.8	0.8
Ratio <sup>38</sup> (bps)	11	11	83	86	653	670	92	91	86	86



# Appendix



# Q1 2023: Items of Note

	(\$MM)		EPS (\$) <sup>41</sup>	Segment	Revenue/ Expense Line Item <sup>42</sup>
	Pre Tax	After Tax			
<b>Reported net income and EPS (diluted)</b>		<b>1,582</b>	<b>0.82</b>		
<b>Items of note</b>					
Amortization of acquired intangibles <sup>24</sup>	54	46	0.03	Corporate	Page 4, L13, L21 & L32
Acquisition and integration-related charges related to the Schwab transaction <sup>25</sup>	34	28	0.02	Corporate	Page 4, L14, L22 & L33
Acquisition and integration-related charges for pending acquisitions <sup>43</sup>	127	96	0.05	U.S. Retail, Wholesale Banking	Page 4, L15, L23 & L34
Mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition <sup>15</sup>	876	660	0.36	Corporate	Page 4, L16, L24 & L35
Stanford litigation settlement <sup>14</sup>	1,603	1,158	0.63	Corporate	Page 4, L17, L25 & L36
Canada Recovery Dividend and impact from increase in the Canadian federal tax rate for fiscal 2022 <sup>16</sup>	0	585	0.32	Corporate	Page 4, L28 & L39
<b>Excluding Items of Note above</b>					
<b>Adjusted<sup>1</sup> net income and EPS (diluted)</b>		<b>4,155</b>	<b>2.23</b>		

# U.S. Strategic Card Portfolio: Accounting



## Illustrative Example

Values below are shown for illustrative purposes only. The percent share is representative of the agreements with the retailer card partners, but the exact split differs by partner.

Illustrative Example	\$MM
Credit Card Portfolio	1,000
Revenue	150
PCL	(50)
Risk-Adjusted Profit	100

### Mechanics:

TD collects revenue and establishes PCL, then pays partners their share of risk-adjusted profit as determined by the agreement ('payment' in table below).

### Illustrative Example: Assuming 80% retailer share / 20% TD share

P&L Presentation (\$MM)	Total Bank	U.S. Retail	Corporate
Revenue	Gross at 100% = 150	Net at 20% = 30	Net at 80% = 120
PCL	Gross at 100% = (50)	Net at 20% = (10)	Net at 80% = (40)
Non-Interest Expense	Payment at 80% = (80)	-	Payment at 80% = (80)
<b>Net Income</b>	<b>Net at 20% = 20</b>	<b>Net at 20% = 20</b>	<b>-</b>

Note: 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 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.

# Q1 2023: PTPP<sup>1,44</sup> & Operating Leverage<sup>1,45</sup>



Modified for partners' share of SCP PCL, FX and Insurance Fair Value Change

	TOTAL BANK	Q1 2023 Revenue Expenses	Q4 2022 Revenue Expenses	Q1 2022 Revenue Expenses	SFI Reference
1	<b>Reported Results (\$MM)</b>	12,226 8,316	15,563 6,545	11,281 5,967	Page 2, L3 & L6
2	<b>PTPP</b>	<b>3,910</b>	<b>9,018</b>	<b>5,314</b>	
3	PTPP (QoQ %)	(56.6%)	86.7%	6.4%	
4	PTPP (YoY %)	(26.4%)	80.6%	5.7%	
5	Revenue (YoY %)	8.4%	42.2%	4.3%	
6	Expenses (YoY %)	39.4%	10.1%	3.2%	
7	<b>Operating Leverage</b>	<b>(31.0%)</b>	<b>32.2%</b>	<b>1.2%</b>	
8	<b>Adjusted Results (\$MM)<sup>1</sup></b>	13,102 6,541	12,247 6,430	11,281 5,897	Page 2, L16 & L17
9	<u>Minus:</u> U.S. Retail value in C\$ <sup>46, 49</sup>	3,765 1,965	3,595 1,909	2,786 1,597	Page 9, L35 & L36
10	<u>Plus:</u> U.S. Retail value in US\$ <sup>46, 49</sup>	2,791 1,457	2,699 1,432	2,201 1,261	Page 10, L35 & L36
11	<u>Minus:</u> Insurance fair value change <sup>47</sup>	83	(64)	(43)	Page 6, L14
12	<u>Plus:</u> Corporate PCL <sup>48</sup>	131	137	23	Page 13, L6
13	Subtotal (Line 13) <sup>50</sup>	<b>12,045 6,164</b>	<b>11,415 6,090</b>	<b>10,739 5,584</b>	
14	<b>Line 13 PTPP</b>	5,881	5,325	5,155	
15	Line 13 PTPP (QoQ %)	10.4%	1.8%	6.0%	
16	Line 13 PTPP (YoY %)	14.1%	9.5%	6.9%	
17	Line 13 Revenue (YoY %)	12.2%	9.6%	5.2%	
18	Line 13 Expenses (YoY %) <sup>51</sup>	10.4%	9.8%	3.7%	
19	<b>Line 13 Operating Leverage</b>	<b>1.8%</b>	<b>(0.2%)</b>	<b>1.5%</b>	



# Net Interest Income Sensitivity (NIIS)

Strong deposit base and disciplined ALM management

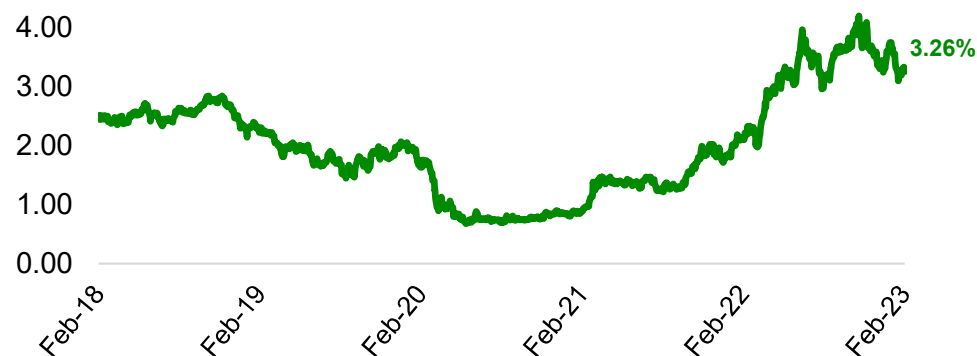


## ■ 25 bps increase in short-term interest rates

- \$173MM increase in NII over a 12-month period from a 25 bps rise in short rates (25 bps hike from each of Bank of Canada and Federal Reserve Bank), assuming a constant balance sheet
- The 25 bps across the curve impact is \$288MM

Net Interest Income	Increase	
	C\$MM	%
Canada	\$132	76%
U.S.	\$41	24%
<b>Total</b>	<b>\$173</b>	<b>100%</b>

## CAD 5-Year Swap Rate (%)



## ■ 100 bps change in interest rates across the curve

- **100 bps increase:** \$1,135MM increase in NII over a 12-month period, assuming a constant balance sheet
- **100 bps decrease:** \$1,216MM decrease in NII over a 12-month period, assuming a constant balance sheet

Net Interest Income	Increase		Decrease	
	C\$MM	%	C\$MM	%
Canada	\$668	59%	(\$724)	60%
U.S.	\$467	41%	(\$492)	40%
<b>Total</b>	<b>\$1,135</b>	<b>100%</b>	<b>(\$1,216)</b>	<b>100%</b>

## US 7-Year Swap Rate (%)



Note: The NII impact of the +100bps increase will not move proportionally to the impact of the next +25bps rate hike due to the positive added benefit of longer-term rates increasing, partially offset by other factors, including loan prepayment risk and deposit pricing sensitivity.

# First Horizon Acquisition



## Mitigation of Impact from Interest Rate Volatility to Closing Capital

- Purchase accounting requires TD to fair value First Horizon's assets and liabilities at closing
- Since fair values are sensitive to interest rates, changes in rates will impact the fair values and therefore the amount of goodwill and capital, relative to the Bank's assumptions at announcement (illustration below)
- During Q3 2022, TD implemented a strategy to mitigate the impact from interest rate volatility to capital upon closing of the acquisition
- To achieve this, the Bank de-designated certain interest rate swaps hedging fixed income investments in fair value hedge accounting relationships
- This strategy did not involve any new market transactions and is therefore economically neutral and costless
- The mark-to-market gains or losses on the de-designated swaps are expected to mitigate the capital impact of fluctuations in goodwill that will arise as interest rates change
- Values shown below are illustrative and reflect the estimated impact of changes in interest rates, First Horizon's Balance sheet, and other assumptions. Actual results may vary.

### Illustrative Example

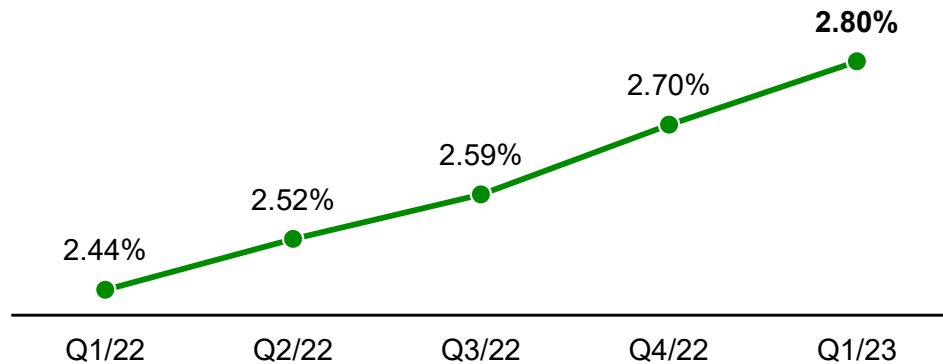
US\$B	Announcement Assumptions	At time of Hedge	Change in Term Interest Rates	
			+50 bps increase	-50 bps decrease
Purchase Price	13.4	13.4	13.4	13.4
Fair Value	5.7	4.2	3.8	4.6
<b>Goodwill &amp; Intangibles</b>	<b>7.7</b>	<b>9.2</b>	<b>9.6</b>	<b>8.8</b>
<b><u>Impact to Capital</u></b>				
Goodwill & Intangibles	(7.7)	(9.2)	(9.6)	(8.8)
Hedge MTM, gain/(loss)	0.0	0.0	0.4	(0.4)
<b>Total</b>	<b>(7.7)</b>	<b>(9.2)</b>	<b>(9.2)</b>	<b>(9.2)</b>

# Canadian Personal & Commercial Banking

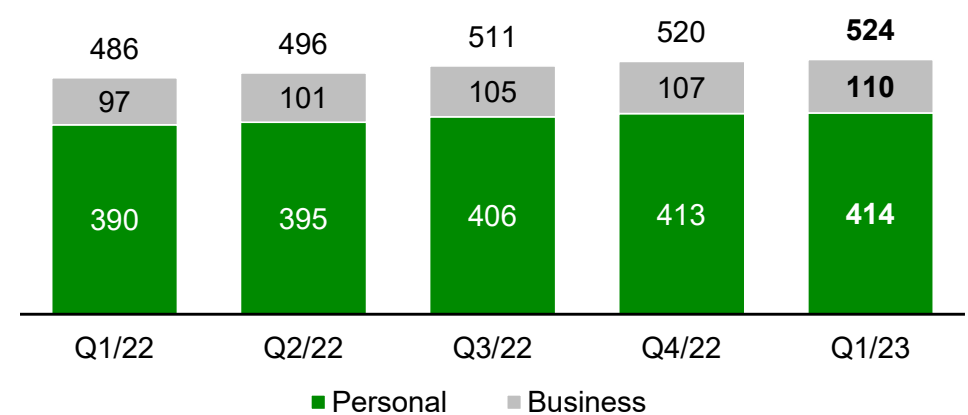
## Volumes, Margins and Efficiency



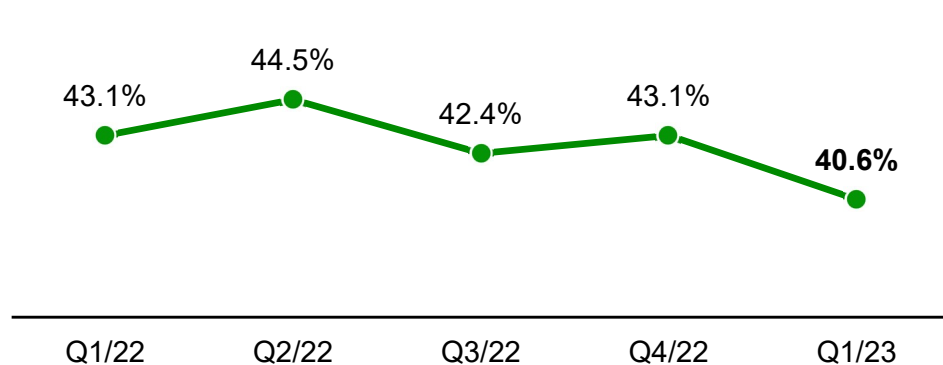
**Net Interest Margin (NIM)**



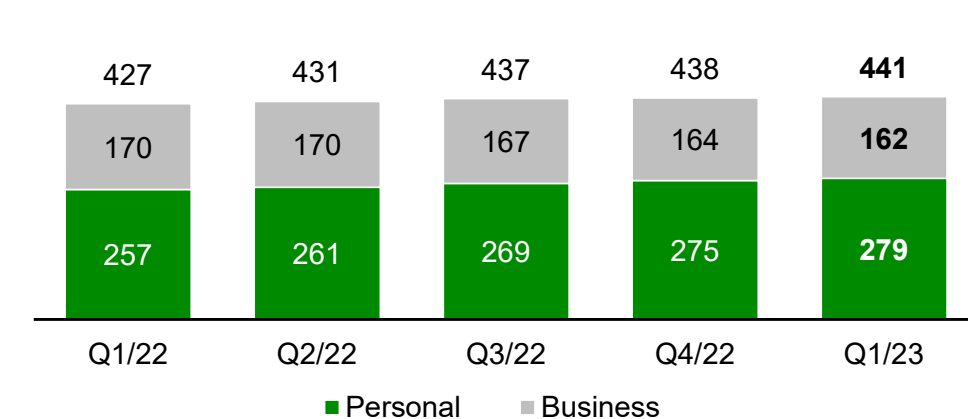
**Average Loans \$B<sup>52</sup>**



**Efficiency Ratio**



**Average Deposits \$B<sup>52</sup>**

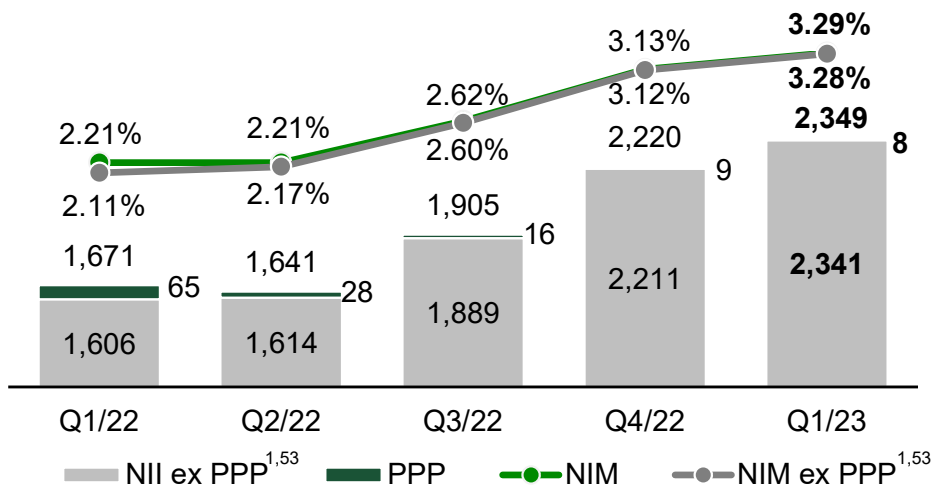


# U.S. Retail

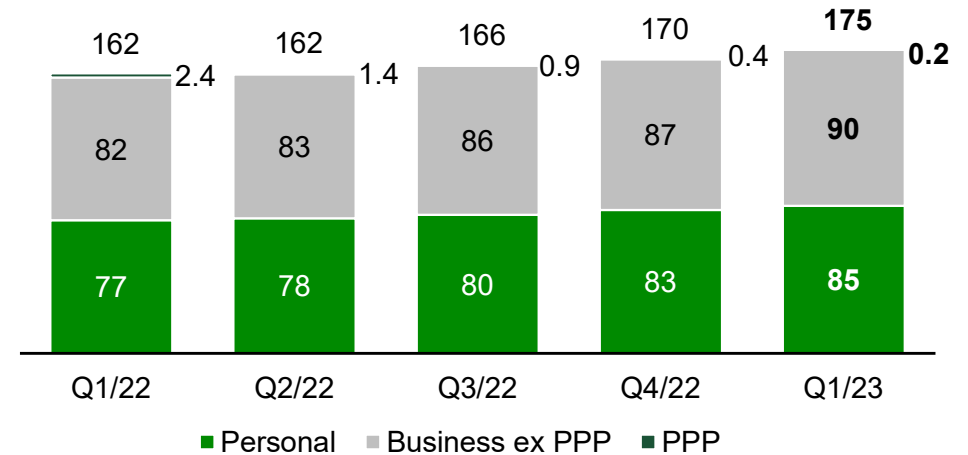
## Volumes, Margins and Efficiency



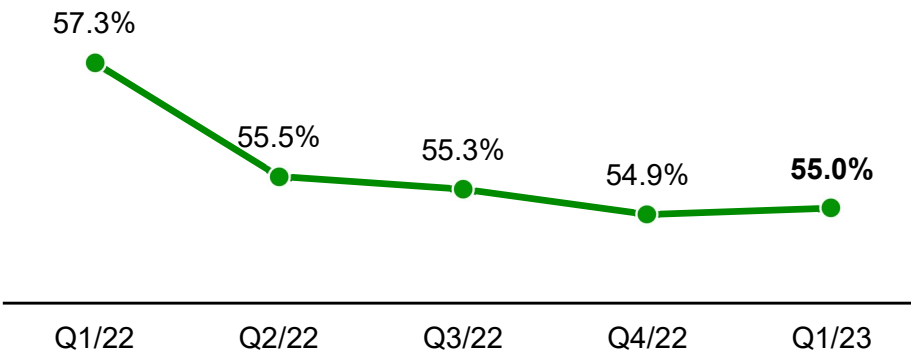
NII and NIM<sup>19,53</sup> US\$B<sup>52</sup>



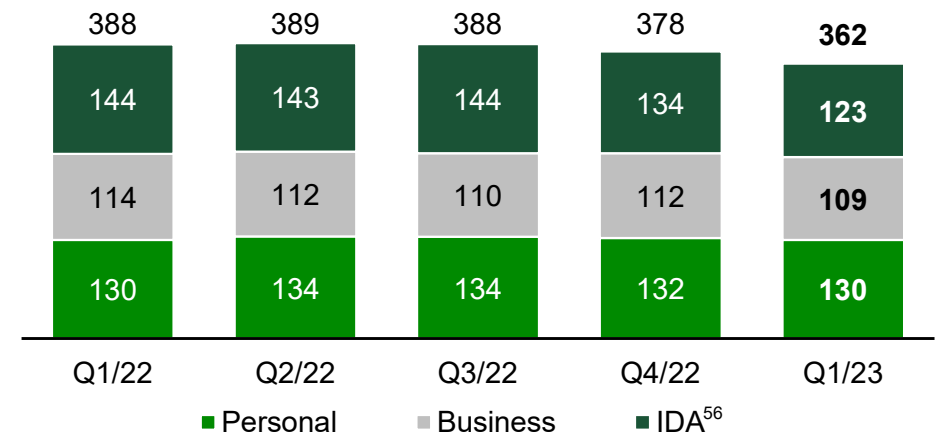
Average Loans US\$B<sup>51</sup>



Efficiency Ratio<sup>55</sup> US\$B<sup>52</sup>



Average Deposits US\$B<sup>52</sup>

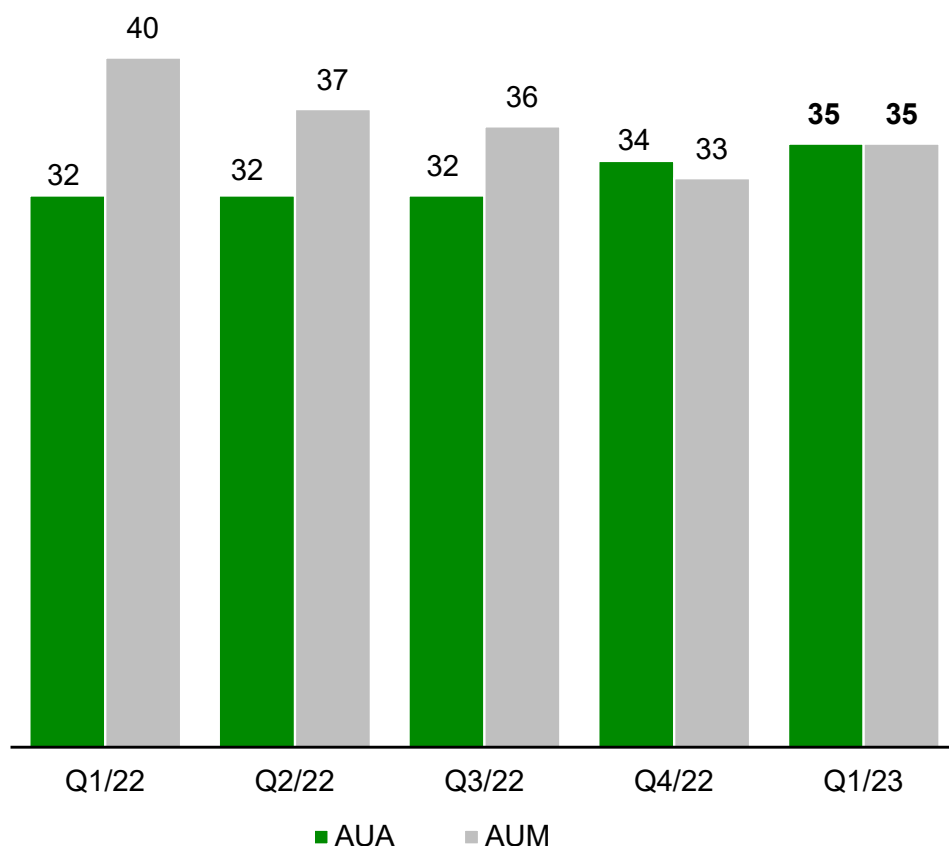


# U.S. Retail

## Wealth Assets and Schwab EPU



### TD Wealth Assets US\$B



### Schwab<sup>57</sup> – Q1 2023

TD's share of Schwab's net income was C\$285MM on a reported basis, of which C\$301MM (US\$222MM) was recorded in the U.S. Retail segment

- TD's share of Schwab's net income was C\$328MM on an adjusted basis<sup>1</sup>

### Schwab Q4 2022 results:

- Reported net income of US\$1,968MM, up 25% YoY
- Adjusted<sup>58</sup> net income of US\$2,151MM, up 21% YoY
- Total client assets of ~US\$7.0 trillion, down 13% YoY
- Average trades per day of ~5.4MM, down 12% YoY

# Schwab Equity Pickup

## Q1 2023 Reconciliation



P&L (\$MM) <sup>59</sup>	TDBG	U.S. Retail		Corporate Segment
		\$C	\$US	
<b>Reported Schwab Equity Pickup<sup>60</sup></b>	<b>285</b>	<b>301</b>	<b>222</b>	<b>(16)</b>
Amortization of Intangibles <sup>61</sup>	30	0	0	30
Acquisition and Integration Charges <sup>61,62</sup>	13	0	0	13
<b>Adjusted Schwab Equity Pickup<sup>1</sup></b>	<b>328</b>	<b>301</b>	<b>222</b>	<b>27</b>

Financial Statement Reference	TDBG	U.S. Retail	Corporate Segment
<b>Reported Schwab Equity Pickup<sup>60</sup></b>	RTS: Table 2 SFI: Page 2, L10	RTS: Table 12, Note 19 SFI: Page 9, L13	RTS: Note 19 SFI: Page 13, L10
Amortization of Acquired Intangibles <sup>61</sup>	RTS: Table 3 & Table 5 SFI: Page 4, L13	---	RTS: Table 5 & Table 15 SFI: Page 13, L14
Acquisition and Integration Charges related to the Schwab transaction <sup>61,62</sup>	RTS: Table 3 SFI: Page 4, L14	---	RTS: Table 15 SFI: Page 13, L15
<b>Adjusted Schwab Equity Pickup<sup>1</sup></b>	RTS: Table 3 SFI: Page 4, L9	---	Not shown

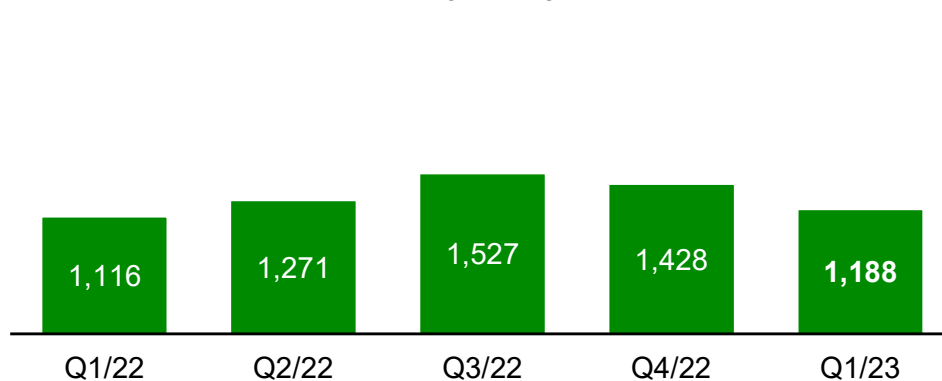


# Wealth Management & Insurance

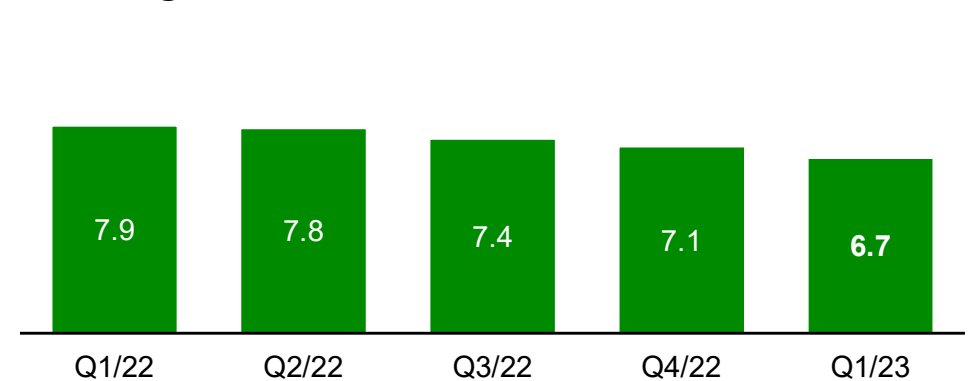
## Volumes, Premiums and Efficiency



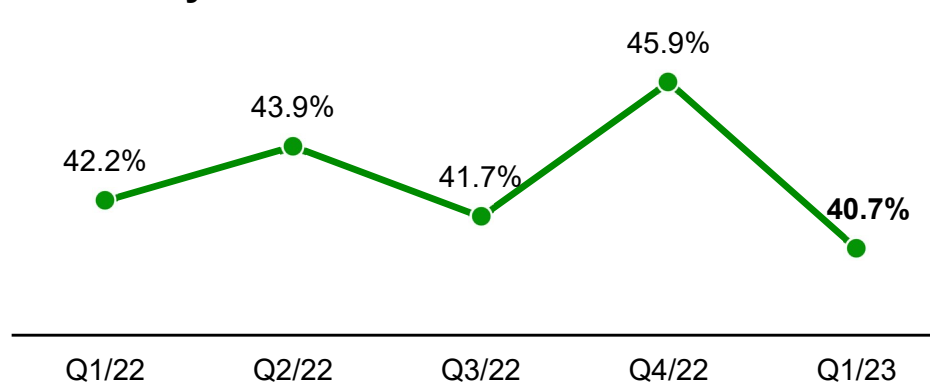
Insurance Premiums (\$MM)



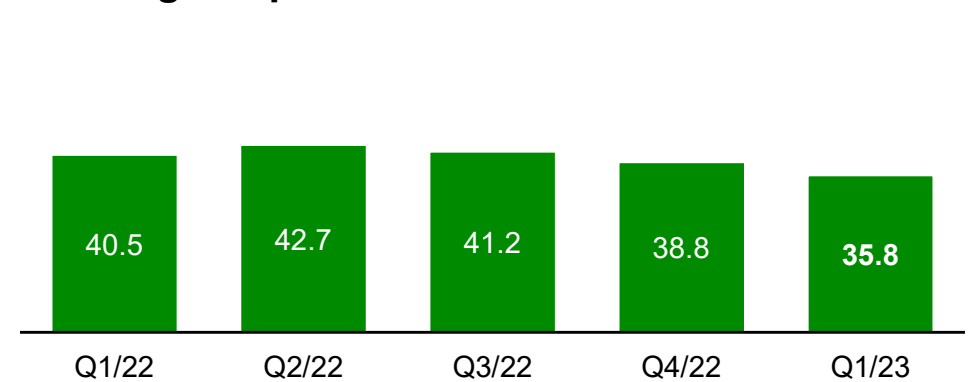
Average Loans \$B



Efficiency Ratio



Average Deposits \$B

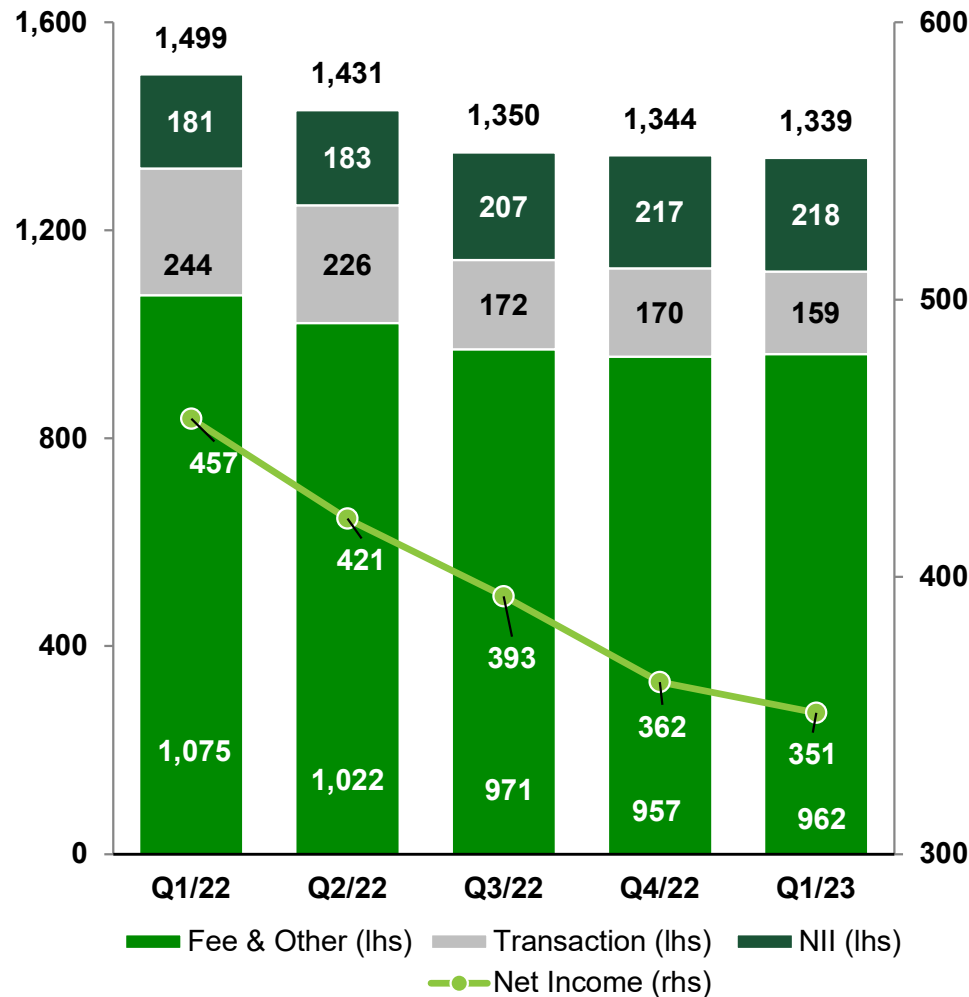


# Wealth Management & Insurance

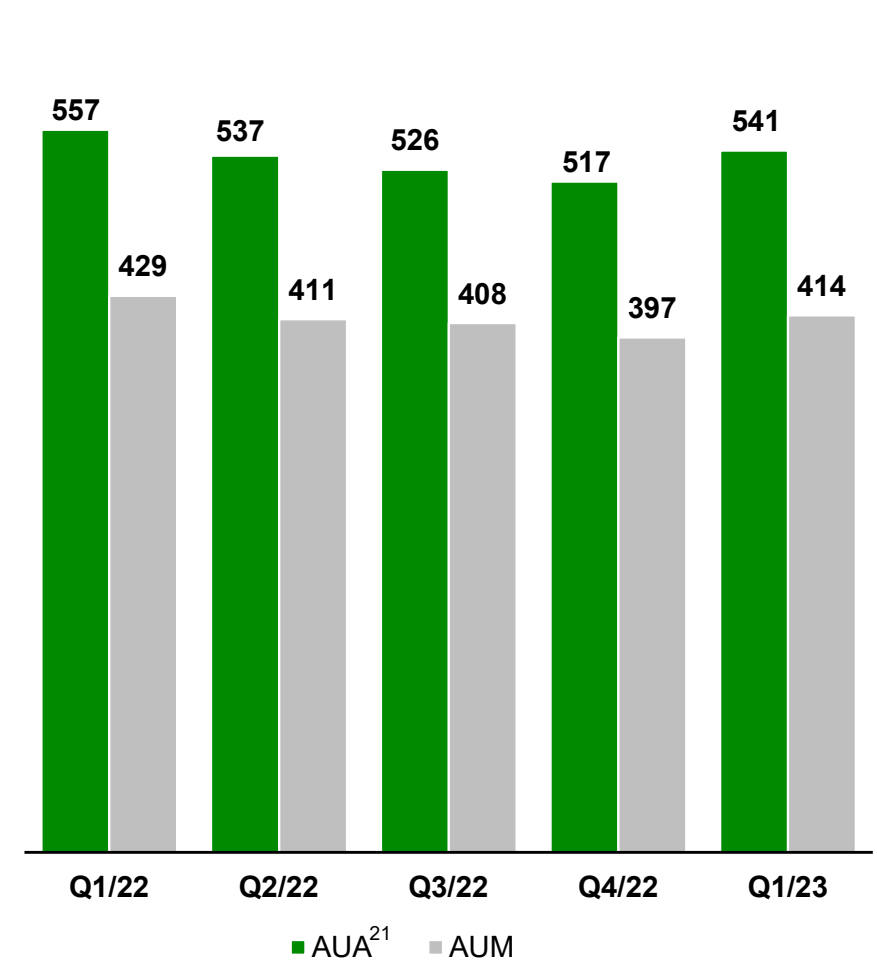


## Wealth Revenue and Assets

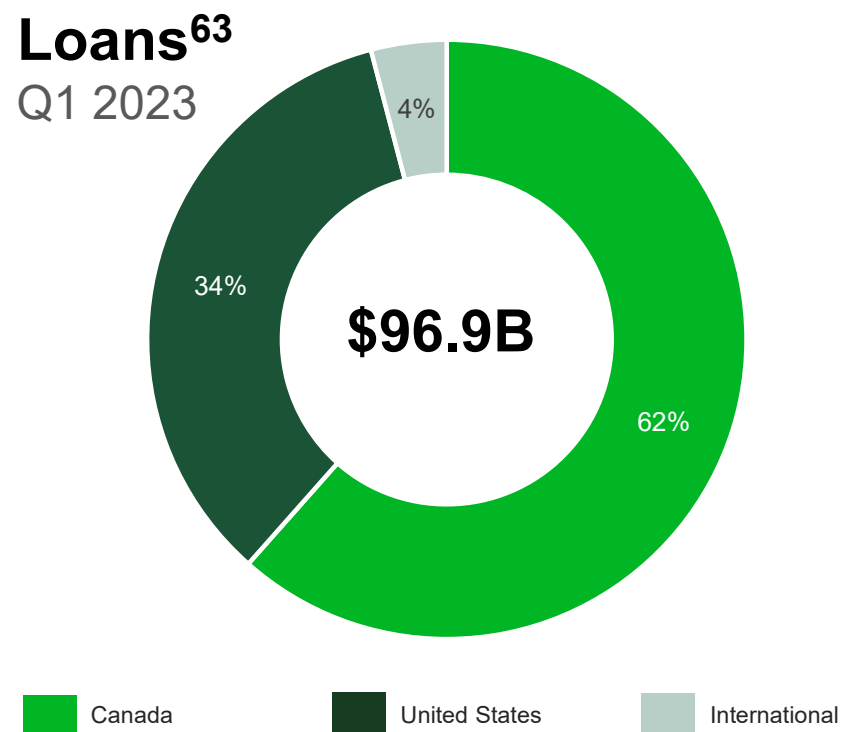
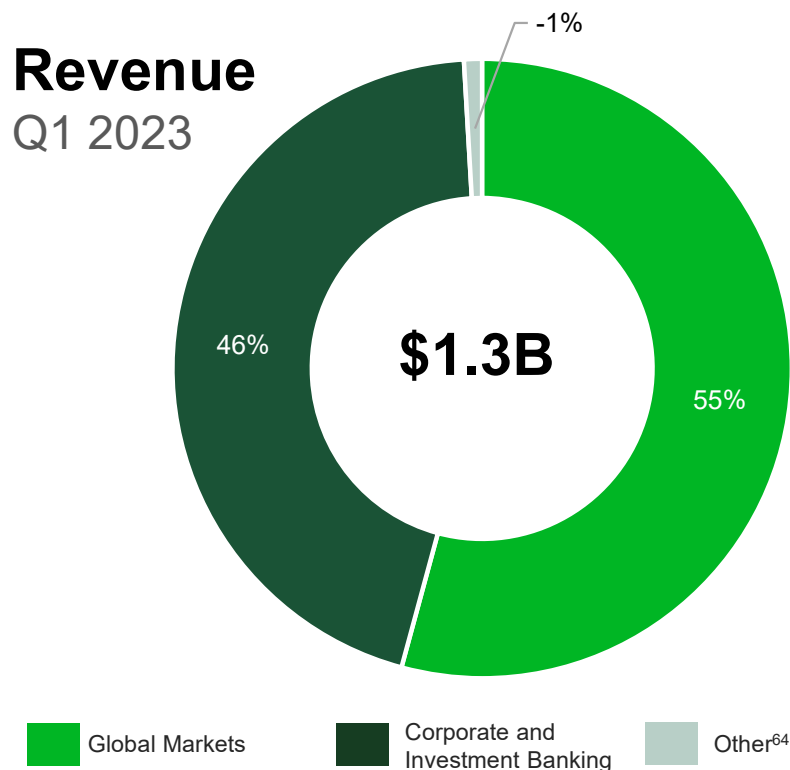
Wealth Revenue \$MM



Wealth Assets \$B



# Wholesale Banking



# Gross Lending Portfolio Includes B/As



## Period-End Balances (\$B unless otherwise noted)

	Q4/22	Q1/23
<b>Canadian Personal &amp; Commercial Portfolio</b>	<b>520.0</b>	<b>521.5</b>
<b>Personal</b>	<b>414.6</b>	<b>413.5</b>
Residential Mortgages	244.9	244.5
Home Equity Lines of Credit (HELOC)	113.7	113.3
Indirect Auto	27.2	27.2
Credit Cards	17.4	17.2
Other Personal	11.4	11.3
<i>Unsecured Lines of Credit</i>	9.2	9.2
<b>Commercial Banking (including Small Business Banking)</b>	<b>105.4</b>	<b>108.0</b>
<b>U.S. Retail Portfolio</b> (all amounts in US\$)	<b>US\$ 172.0</b>	<b>177.3</b>
<b>Personal</b>	<b>US\$ 83.3</b>	<b>85.3</b>
Residential Mortgages	35.0	36.4
Home Equity Lines of Credit (HELOC) <sup>65</sup>	7.3	7.4
Indirect Auto	26.7	26.8
Credit Cards	13.7	14.1
Other Personal	0.6	0.6
<b>Commercial Banking</b>	<b>US\$ 88.7</b>	<b>92.0</b>
Non-residential Real Estate	18.2	19.5
Residential Real Estate	7.6	7.8
Commercial & Industrial (C&I)	62.9	64.7
<b>FX on U.S. Personal &amp; Commercial Portfolio</b>	<b>62.2</b>	<b>58.6</b>
<b>U.S. Retail Portfolio (\$)</b>	<b>234.2</b>	<b>235.9</b>
<b>Wealth Management &amp; Insurance Portfolio</b>	<b>7.9</b>	<b>7.6</b>
<b>Wholesale Portfolio</b>	<b>95.4</b>	<b>97.4</b>
<b>Other<sup>66</sup></b>	<b>2.1</b>	<b>2.7</b>
<b>Total<sup>67</sup></b>	<b>859.6</b>	<b>865.1</b>

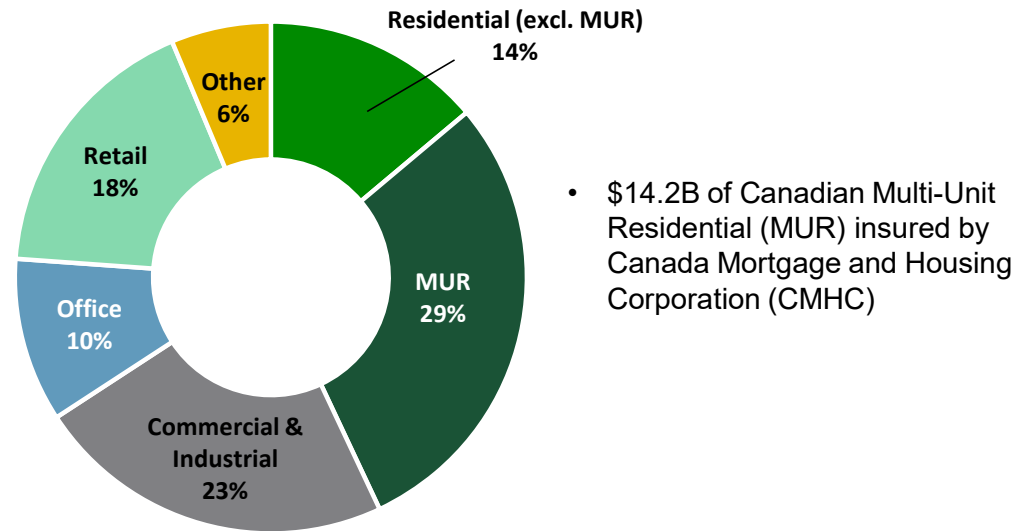
# Commercial Real Estate (CRE)



## Highlights

- Commercial Real Estate represents \$89B or 10% of Total Bank gross loans and acceptances<sup>68</sup>
  - Portfolio is well diversified across geographies and sub segments
  - 58% of CRE portfolio in Canada and 42% in the U.S.
- Credit performance has been strong
  - CRE five-year average loan losses of ~1bp, relative to a broader Business & Government average loss rate of 10 bps

## Commercial Real Estate Portfolio Overview: \$89B



## 5-year Trailing Average Impaired PCL Rate (bps)



# Canadian Real Estate Secured Lending Portfolio



## Highlights (Q1 2023)

### Canadian RESL credit quality remained strong

- Uninsured average Bureau score<sup>69</sup> of 793, stable quarter-over-quarter
- Less than 1% of the RESL portfolio is uninsured, has a bureau score of 650 or lower and LTV greater than 75%

### 45% variable interest rate, of which 27% Mortgage and 18% HELOC

### ~9% of RESL portfolio renewing<sup>70</sup> in the next 12 months

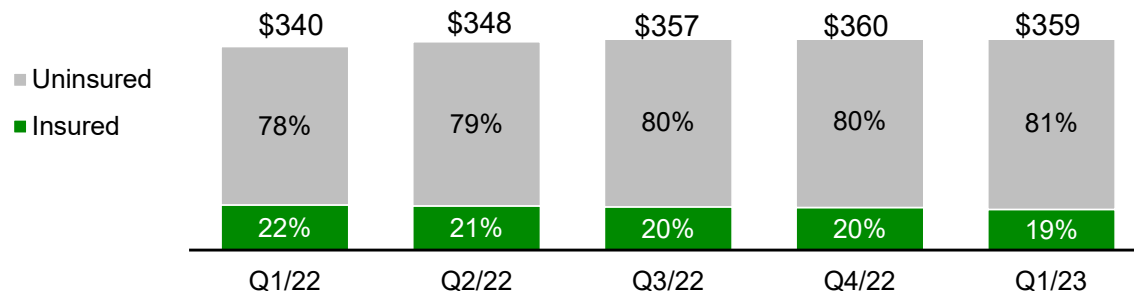
### 91% of RESL portfolio is amortizing

- 73% of HELOC portfolio is amortizing

### Condo and Investor<sup>71</sup> RESL credit quality consistent with broader portfolio

- Condo RESL represents ~15% of RESL outstanding with 23% insured
- Hi-rise condo construction loans are ~1% of the Canadian Commercial portfolio
- Investor RESL represents ~10% of RESL outstanding

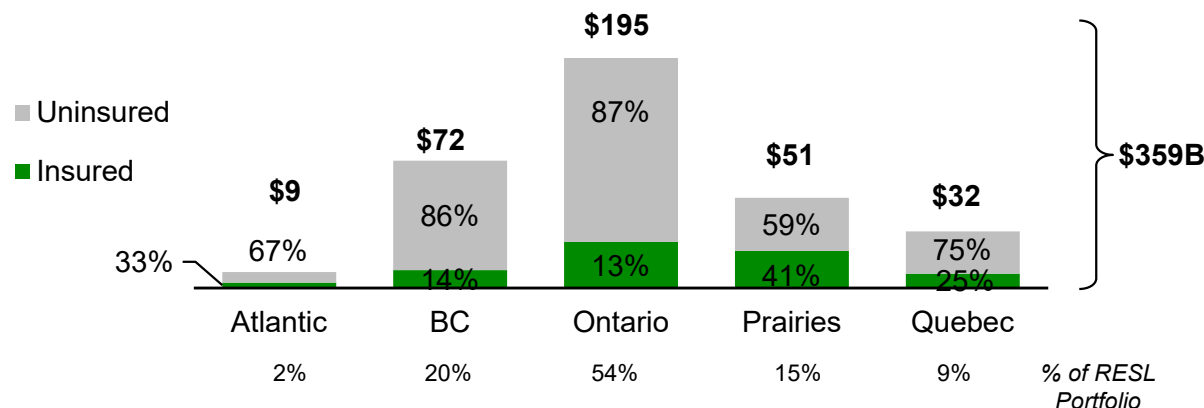
## Quarterly Portfolio Volumes (\$B)



## Canadian RESL Portfolio – Current Loan to Value (%)<sup>72</sup>

	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23
Uninsured	49	48	47	49	51
Insured	48	47	45	47	50

## Regional Breakdown<sup>73</sup> (\$B)



# Canadian Personal Banking



## Highlights

- Gross impaired loans increased quarter-over-quarter, but remained at low levels

### Canadian Personal Banking (Q1/23)

	Gross Loans (\$B)	GIL (\$MM)	GIL/Loans (%)
Residential Mortgages	244.5	169	0.07
Home Equity Lines of Credit (HELOC)	113.3	109	0.10
Indirect Auto	27.2	76	0.28
Credit Cards	17.2	94	0.55
Other Personal	11.3	49	0.43
<i>Unsecured Lines of Credit</i>	9.2	29	0.32
<b>Total Canadian Personal Banking</b>	<b>413.5</b>	<b>497</b>	<b>0.12</b>
Change vs. Q4/22	(-1.1)	27	0.01

### Canadian RESL Portfolio – Loan to Value by Region (%)<sup>72, 73</sup>

	Q4/22			Q1/23		
	Mortgage	HELOC	Total RESL	Mortgage	HELOC	Total RESL
Atlantic	54	42	50	57	45	53
BC	54	42	49	56	45	51
Ontario	52	40	46	56	43	49
Prairies	59	48	54	60	48	55
Quebec	56	50	53	59	53	56
<b>Canada</b>	<b>54</b>	<b>42</b>	<b>49</b>	<b>57</b>	<b>45</b>	<b>51</b>

# Canadian Commercial and Wholesale Banking



## Highlights

- Gross impaired loans increased quarter-over-quarter, primarily related to a new formation in the health and social services sector

## Canadian Commercial and Wholesale Banking (Q1/23)

	Gross Loans/ BAs (\$B)	GIL (\$MM)	GIL/Loans (%)
Commercial Banking <sup>73</sup>	108.0	563	0.52
Wholesale Banking	97.4	47	0.05
<b>Total Canadian Commercial and Wholesale Banking</b>	<b>205.4</b>	<b>610</b>	<b>0.30</b>
Change vs. Q4/22	4.6	103	0.05

## Industry Breakdown<sup>74</sup>

	Gross Loans/ BAs (\$B)	GIL (\$MM)
Real Estate – Residential	28.0	3
Real Estate – Non-residential	24.6	66
Financial	40.7	1
Govt-PSE-Health & Social Services	14.1	161
Oil and Gas	2.6	30
Metals and Mining	3.0	28
Forestry	0.7	1
Consumer <sup>75</sup>	9.7	124
Industrial/Manufacturing <sup>76</sup>	12.3	102
Agriculture	10.2	6
Automotive	11.7	3
Other <sup>77</sup>	47.8	85
<b>Total</b>	<b>205.4</b>	<b>610</b>



# U.S. Personal Banking (USD)



## Highlights

- Gross impaired loans stable quarter-over-quarter

## U.S. Personal Banking<sup>78</sup> (Q1/23)

	Gross Loans (\$B)	GIL (\$MM)	GIL/Loans (%)
Residential Mortgages	36.4	329	0.90
Home Equity Lines of Credit (HELOC) <sup>65</sup>	7.4	176	2.40
Indirect Auto	26.8	166	0.62
Credit Cards	14.1	231	1.64
Other Personal	0.6	4	0.74
<b>Total U.S. Personal Banking (USD)</b>	<b>85.3</b>	<b>906</b>	<b>1.06</b>
Change vs. Q4/22 (USD)	2.0	4	(0.02)
Foreign Exchange	28.2	300	n/a
<b>Total U.S. Personal Banking (CAD)</b>	<b>113.5</b>	<b>1,206</b>	<b>1.06</b>

## U.S. Real Estate Secured Lending Portfolio<sup>78</sup>

Indexed Loan to Value (LTV) Distribution and Refreshed FICO Scores<sup>79</sup>

Current Estimated LTV	Residential Mortgages (%)	1 <sup>st</sup> Lien HELOC (%)	2 <sup>nd</sup> Lien HELOC (%)	Total (%)
>80%	8	1	7	7
61-80%	34	13	34	33
<=60%	58	86	59	60
<b>Current FICO Score &gt;700</b>	<b>93</b>	<b>91</b>	<b>90</b>	<b>92</b>

# U.S. Commercial Banking (USD)



## Highlights

- Gross impaired loans decreased quarter-over-quarter as resolutions outpaced formations

## U.S. Commercial Banking<sup>78</sup> (Q1/23)

	Gross Loans/ BAs (\$B)	GIL (\$MM)	GIL/Loans (%)
<b>Commercial Real Estate (CRE)</b>	<b>27.3</b>	<b>63</b>	<b>0.23</b>
Non-residential Real Estate	19.5	30	0.15
Residential Real Estate	7.8	32	0.41
<b>Commercial &amp; Industrial (C&amp;I)</b>	<b>64.7</b>	<b>144</b>	<b>0.22</b>
<b>Total U.S. Commercial Banking (USD)</b>	<b>92.0</b>	<b>207</b>	<b>0.23</b>
Change vs. Q4/22 (USD)	3.3	(9)	(0.01)
Foreign Exchange	30.4	68	n/a
<b>Total U.S. Commercial Banking (CAD)</b>	<b>122.4</b>	<b>275</b>	<b>0.22</b>

## Commercial Real Estate

	Gross Loans/ BAs (US\$B)	GIL (US\$MM)
Office	4.5	10
Retail	5.3	10
Apartments	6.9	28
Residential for Sale	0.1	1
Industrial	2.0	6
Hotel	0.6	2
Commercial Land	0.1	-
Other	7.8	6
<b>Total CRE</b>	<b>27.3</b>	<b>63</b>

## Commercial & Industrial

	Gross Loans/ BAs (US\$B)	GIL (US\$MM)
Health & Social Services	11.9	22
Professional & Other Services	8.2	32
Consumer <sup>75</sup>	6.1	26
Industrial/Mfg <sup>76</sup>	5.9	35
Government/PSE	11.2	2
Financial	6.9	2
Automotive	3.4	4
Other <sup>80</sup>	11.1	21
<b>Total C&amp;I</b>	<b>64.7</b>	<b>144</b>

# Endnotes



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 such 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. The Bank believes that non-GAAP financial measures and non-GAAP ratios provide the reader with a better understanding of how management views the Bank’s 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 “Financial Results Overview” in the Bank’s First Quarter 2023 MD&A (available at [www.td.com/investor](http://www.td.com/investor) and [www.sedar.com](http://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. For further information on items of note, please see slide 24.
2. For additional information about this metric, refer to the Glossary in the Bank's First Quarter 2023 MD&A, which is incorporated by reference.
3. This measure has been calculated in accordance with the Office of the Superintendent of Financial Institutions Canada's (OSFI's) Capital Adequacy Requirements guideline.
4. U.S. Retail Deposits exclude Schwab and TD Ameritrade insured deposit accounts.
5. Includes assets under administration (AUA) and assets under management (AUM) administered or managed by Wealth Management & Insurance, U.S. Retail, and TD Investor Services, which is part of the Canadian Personal and Commercial Banking segment.
6. Credit Card spend is reported as total retail sales, net of any returns. Debit Card spend is also net of returns.
7. The average number of trades (equities, options, GICs, mutual funds, money market instruments & bonds) during the period, per trading day.
8. The FundGrade A+® rating is used with permission from Fundata Canada Inc., all rights reserved. Fundata is a leading provider of market and investment funds data to the Canadian financial services industry and business media. The Fund-Grade A+® rating identifies funds that have consistently demonstrated the best risk-adjusted returns throughout an entire calendar year. For more information on the rating system, please visit [www.Fundata.com/ProductsServices/FundGrade.aspx](http://www.Fundata.com/ProductsServices/FundGrade.aspx).
9. Canadian Personal and Commercial: based on Canadian Personal & Small Business banking. U.S. Retail: based on U.S. Retail and Small Business banking.
10. Active digital users as a percentage of total customer base. Canadian Personal & Small Business Banking excludes TDAF loan only customers. Active digital users are users who have logged in online or via their mobile device at least once in the last 90 days.

# Endnotes



11. Number of active mobile users, in millions. Active mobile users are users who have logged in via their mobile device at least once in the last 90 days.
12. Canadian mobile sessions represent the total number of Canadian Personal banking and Small Business banking customer logins using a mobile device for the period. U.S. mobile sessions represent the total number of U.S. Retail banking and Small Business banking customer logins using a mobile device for the period.
13. Self-serve share of transactions represents all financial transactions that are processed through unassisted channels (Online, Mobile, ATM, and Phone IVR).
14. On February 24, 2023, the Bank reached a settlement in principle (the “settlement” or “agreement”) relating to litigation involving the Stanford Financial Group (the “Stanford litigation”). Once the settlement is approved by the Court, the Bank will pay US\$1.205 billion to the court-appointed receiver for the Stanford Receivership Estate. Under the terms of the agreement, TD has settled with the receiver, the Official Stanford Investors Committee, and other plaintiffs in the litigation and these parties have agreed to release and dismiss all current or future claims arising from or related to the Stanford matter. As a result of this agreement, the Bank recorded a provision of approximately \$1.6 billion pre-tax (\$1.2 billion after-tax) in the first quarter of 2023.
15. Mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition includes the following components, reported in the Corporate Segment: i) mark-to-market gains (losses) on interest rate swaps, recorded in non-interest income, ii) basis adjustment amortization related to de-designated fair value hedge accounting relationships, recorded in net interest income, and iii) interest income (expense) recognized on the interest rate swaps, reclassified from non-interest income to net interest income with no impact to total adjusted net income. Refer to the “Significant and Subsequent Events, and Pending Acquisitions” section in the First Quarter 2023 MD&A for further details.
16. CRD and impact from increase in the Canadian federal tax rate for fiscal 2022 recognized in the first quarter of 2023, reported in the Corporate segment. Refer to the “Significant and Subsequent Events, and Pending Acquisitions” section in the Bank's first quarter 2023 MD&A for further details.
17. FX impact solely related to the U.S. Retail Bank. Adjusted expenses excluding the partners' share of net profits for the U.S. SCP and adjusted expenses excluding the partners' share of net profits and FX are non-GAAP financial measures. For further information on accounting for the partners' program, please see slides 25 to 26. For further information about these non-GAAP financial measures, please see endnote 1.
18. 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.

# Endnotes



19. U.S. Retail NIM is calculated by dividing segment's net interest income by average interest-earning assets excluding the impact related to deposit sweep arrangements and the impact of intercompany deposits and cash collateral, which management believes better reflects segment performance. In addition, the value of tax-exempt interest income is adjusted to its equivalent before-tax value. Net interest income and average interest-earning assets used in the calculation of this metric are non-GAAP financial measures.
20. Adjusted non-interest expenses exclude the acquisition and integration-related charges for the First Horizon acquisition – Q1 2023: \$106 million US\$78 million (\$80 million or US\$59 million after-tax), Q4 2022: \$67 million US\$50 million (\$51 million or US\$37 million after-tax)
21. Includes assets under administration (AUA) administered by TD Investor Services, which is part of the Canadian Personal and Commercial Banking segment.
22. Includes net interest income TEB of \$261 million (Q4 2022: \$407 million, Q1 2022: \$525 million), and trading income (loss) of \$401 million (Q4 2022: \$153 million, Q1 2022: \$201 million). Trading-related revenue (TEB) is a non-GAAP financial measure, which is not a defined term under IFRS and, therefore, may not be comparable to similar terms used by other issuers.
23. Adjusted non-interest expenses exclude the acquisition and integration-related charges primarily for the Cowen acquisition – Q1 2023: \$21 million (\$16 million after-tax), Q4 2022: \$18 million (\$14 million after-tax).
24. Amortization of acquired intangibles relates to intangibles acquired as a result of asset acquisitions and business combinations, including the after-tax amounts for amortization of acquired intangibles relating to the share of net income from investment in Schwab, reported in the Corporate segment. For additional information on the impact of adjustments in comparative periods, please refer to page 4 of the Bank's Q1 2023 Supplementary Financial Information package, which is available on our website at [www.td.com/investor](http://www.td.com/investor).
25. Acquisition and integration charges related to the Schwab transaction include the Bank's own integration and acquisition costs, as well as the Bank's share of acquisition and integration charges associated with Schwab's acquisition of TD Ameritrade on an after-tax basis, both reported in the Corporate segment. For additional information on the impact of adjustments in comparative periods, please refer to page 4 of the Bank's Q1 2023 Supplementary Financial Information package.
26. Gain on sale of 28.4 million non-voting common shares of Schwab is reported in the Corporate segment – Q4 2022: \$997 million after-tax. Refer to Note 12 of the 2022 Annual Consolidated Financial Statements for further details.
27. Capital and liquidity measures on slide 17 are calculated in accordance with OSFI's Capital Adequacy Requirements, Leverage Requirements, and Liquidity Adequacy Requirements guidelines.
28. FX impact on RWA has a negligible impact on the CET 1 ratio, because the CET 1 ratio is currency hedged.

# Endnotes



- 29. Gross Impaired Loan formations represent additions to Impaired Loans & Acceptances during the quarter; excludes the impact of acquired credit-impaired loans.
- 30. GIL Formations Ratio: Gross Impaired Loan Formations/Average Gross Loans & Acceptances.
- 31. Gross Impaired Loans (GIL) excludes the impact of acquired credit-impaired loans.
- 32. GIL Ratio: Gross Impaired Loans/Gross Loans & Acceptances (both are spot) by portfolio.
- 33. Includes acquired credit impaired (ACI) loans.
- 34. PCL Ratio: Provision for Credit Losses on a quarterly annualized basis/Average Net Loans & Acceptances.
- 35. 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.
- 36. Gross U.S. Retail & Corporate PCL ratio includes the retailer program partners' share of the U.S. Strategic Cards Portfolio, which is recorded in the Corporate Segment.
- 37. PCL-impaired represents Stage 3 PCL under IFRS 9, performing represents Stage 1 and Stage 2 on financial assets, loan commitments, and financial guarantees.
- 38. Coverage Ratio: Total allowance for credit losses as a % of gross loans and acceptances.
- 39. U.S. Strategic Cards Partners' Share represents the retailer program partners' share of the U.S. Strategic Cards Portfolio ACL.
- 40. Consumer instalment and other personal includes the HELOC, Indirect Auto and Other Personal portfolios.
- 41. EPS is computed by dividing net income available to common shareholders by the weighted-average number of shares outstanding during the period. Numbers may not add due to rounding.
- 42. This column refers to specific pages of the Bank's Q1 2023 Supplementary Financial Information package.
- 43. Acquisition and integration-related charges for pending acquisitions primarily related to professional services and other incremental operating expenses, and are reported in the U.S. Retail and Wholesale Banking segments. For additional information on the impact of adjustments in comparative periods, please refer to page 4 of the Bank's Q1 2023 Supplementary Financial Information package.

# Endnotes



- 44. Pre-tax, pre-provision earnings (PTPP) is a non-GAAP financial measure that is typically calculated by subtracting expenses from revenues. At the total Bank level, TD calculates PTPP as the difference between adjusted revenue (U.S. Retail in \$US) net of fair value changes in investments supporting insurance claims liabilities, and adjusted expenses (U.S. Retail in \$US), grossed up by the retailer program partners' share of PCL for the Bank's U.S. strategic card portfolio. Collectively, these adjustments provide a measure of PTPP that management believes is more reflective of underlying business performance.
- 45. Operating leverage is a non-GAAP ratio that is typically calculated by dividing revenue growth by expense growth. At the total bank level, TD calculates operating leverage as the difference between the % change in adjusted revenue (U.S. Retail in source currency) net of fair value changes in investments supporting insurance claims liabilities, and the % change in adjusted expenses (U.S. Retail in source currency) grossed up by the retailer program partners' share of PCL for the Bank's U.S. strategic card portfolio. Collectively, these adjustments provide a measure of operating leverage that management believes is more reflective of underlying business performance.
- 46. Adjusts for the impact of foreign exchange on the U.S. Retail Bank by using source currency figures. These adjustments are done to reflect measures that the Bank believes are more reflective of underlying business performance.
- 47. Adjusts for fair value changes in investments supporting insurance claims liabilities, as reported on page 6, line 14 of the Bank's Q1 2023 Supplementary Financial Information package (Income (loss) from Financial Instruments designated at FVTPL – Related to Insurance Subsidiaries).
- 48. Adjusts for the impact of the accounting requirements for the U.S. strategic card portfolio. Eliminating the partners' share of the PCL removes a source of volatility that is not reflective of the Bank's underlying economic exposure. This can be done by adding Corporate PCL (which consists solely of the partners' share of the PCL) back to non-interest expenses. See slide 24 for further information.
- 49. For quarters ended January 31, 2023 and October 31, 2022: U.S. Retail reported expenses included acquisition and integration-related charges for the First Horizon acquisition (pre-tax) of C\$127-million and C\$85 million, respectively, which were reported as items of note.
- 50. Line 13 metrics reflect the adjustments described in lines 9 through 12 on slide 26.
- 51. Excluding only the impact of the US Strategic Card Portfolio partners' share, year-over year expense growth would have been 12.7% (\$5,920MM in Q4 2022 and \$6,672MM in Q4 2023, representing a year-over-year increase of \$752MM).
- 52. Numbers may not add due to rounding.
- 53. The impact from certain treasury and balance sheet management activities relating to the U.S. Retail segment is recorded in the Corporate segment.

# Endnotes



- 54. Adjusts for the impact of Paycheck Protection Program (PPP) loan forgiveness on NII and NIM. NII excluding PPP used in the calculation of NIM excluding PPP is a non-GAAP financial measure. Collectively, these adjustments provide a measure of NII and NIM that management believes is more reflective of underlying business performance.
- 55. U.S. Retail Bank efficiency ratio is shown on a reported basis in USD.
- 56. Insured deposit accounts.
- 57. TD's share of net income in US\$ is the corresponding C\$ net income contribution of Schwab to the U.S. Retail segment included in the Bank's Report to Shareholders ([www.td.com/investor](http://www.td.com/investor)) for the relevant quarters, divided by the average FX rate. For additional information, please see the respective earnings release of Schwab available at <https://www.aboutschwab.com/investor-relations>.
- 58. Non-GAAP net income is a non-GAAP financial measure as defined by SEC Regulation G. Schwab defines non-GAAP net income as net income adjusted to remove the after-tax effect of amortization of acquired intangible assets and acquisition and integration-related expenses. Schwab considers non-GAAP net income as an important measure of its financial performance because it excludes certain items that may not be indicative of Schwab's core operating results and business outlook and may be useful in evaluating the operating performance of the business and facilitating a meaningful comparison of Schwab'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 Schwab's underlying business performance. Non-GAAP net income should be considered in addition to, rather than as a substitute for, GAAP net income.
- 59. The Bank's share of Schwab's earnings is reported with a one-month lag.
- 60. Includes the net impact of internal management adjustments which are reclassified to other reporting lines in the Corporate segment.
- 61. The after-tax amounts for amortization of acquired intangibles and the Bank's share of acquisition and integration-related charges associated with Schwab's acquisition of TD Ameritrade are recorded in the Corporate segment equity pickup, which is shown on page 13 of the Bank's Q1 2023 Supplementary Financial Information package on a reported basis only.
- 62. The Bank's own integration costs related to the Schwab transaction (\$21MM pre-tax this quarter) are reported as non-interest expenses in the Corporate segment. In the Q1 2023 Report to Shareholders (Table 15), acquisition and integration costs of \$34MM (pre-tax) include the Bank's share of Schwab's costs and the Bank's own integration costs.
- 63. Average gross lending portfolio includes gross loans and bankers' acceptances relating to Wholesale Banking, excluding letters of credit, cash collateral, credit default swaps, and allowance for credit losses.
- 64. Other includes investment portfolios and other accounting adjustments.
- 65. U.S. HELOC includes Home Equity Lines of Credit and Home Equity Loans.



# Endnotes



- 66. Includes acquired credit impaired loans and loans booked in the Corporate segment.
- 67. Includes loans measured at fair value through other comprehensive income.
- 68. Gross Loans and Banker's Acceptances outstanding and percentage of Gross Loans and Banker's Acceptances outstanding.
- 69. Average bureau score is exposure weighted.
- 70. Excludes the revolving portion of HELOC.
- 71. Investor RESL reflects RESL where collateral is a non-owner-occupied investment property
- 72. RESL Portfolio Current Loan to Value is calculated with the Teranet-National Bank House Price Index™ and weighted by the total exposure, based on outstanding mortgage balance and/or the HELOC authorized credit limit for both insured and uninsured exposures. The Teranet-National Bank House Price Index™ is a trademark of Teranet Enterprises Inc. and National Bank of Canada and has been licensed for internal use by The Toronto-Dominion Bank's Real Estate Secured Lending team only. Teranet-National Bank House Price Index™ data and marks are used with the permission of Teranet Inc. and National Bank of Canada. The contents of this work and any product to which it relates are not endorsed, sold or promoted by Teranet, NBC nor any of their suppliers or affiliates. None of Teranet, NBC, nor their third party data licensors nor any of their affiliates make any express or implied warranties, and expressly disclaim all warranties of merchantability, fitness for a particular purpose or use, adequacy, accuracy, timeliness or completeness with respect to the work product and any product it relates to. Without limiting the foregoing, in no event shall Teranet, NBC, their third party licensors or their affiliates shall be subject to any damages or liabilities for any errors, omissions or delays of the dissemination of the Index nor be liable for any direct, special, incidental, punitive or consequential damages, even if they have been advised of the possibility of such damages, whether in contract, tort, strict liability or otherwise.
- 73. 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.
- 74. Includes Small Business Banking and Business Credit Cards.
- 75. Consumer includes: Food, Beverage and Tobacco; Retail Sector.
- 76. Industrial/Manufacturing includes: Industrial Construction and Trade Contractors; Sundry Manufacturing and Wholesale Banking.
- 77. Other includes: Power and Utilities; Telecommunications, Cable and Media; Transportation; Professional and Other Services; Other.

# Endnotes



- 78. Excludes acquired credit-impaired loans.
- 79. Loan To Value is calculated with the Loan Performance Home Price Index as of November 2022, based on outstanding mortgage balance and/or the HELOC authorized credit limit. FICO Scores updated December 2022.
- 80. Other includes: Agriculture; Power and utilities; Telecommunications, cable and media; Transportation; Resources; Other.



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