



TD Bank Group

Quarterly Results Presentation

Q2 2023

May 25, 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”, “Significant and Subsequent Events, and Pending Acquisitions” or “Significant and Subsequent Events” in the relevant MD&A, which applicable releases may be found on 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 \$3.4B, down 12% (adjusted¹ \$3.8B, up 1%)
- Reported EPS² of \$1.72, down 17% (adjusted¹ \$1.94, down 4%)
- Strong revenue performance reflecting margin expansion
- Strength in core deposits across North American footprint
- Common Equity Tier 1 ratio³ of 15.3%
- Announced our intention to initiate a new Normal Course Issuer Bid (NCIB) for up to 30MM common shares, subject to regulatory approval

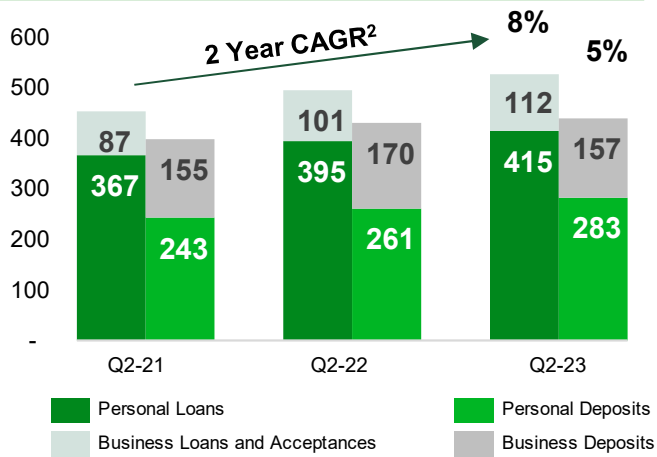


Proven Business Model

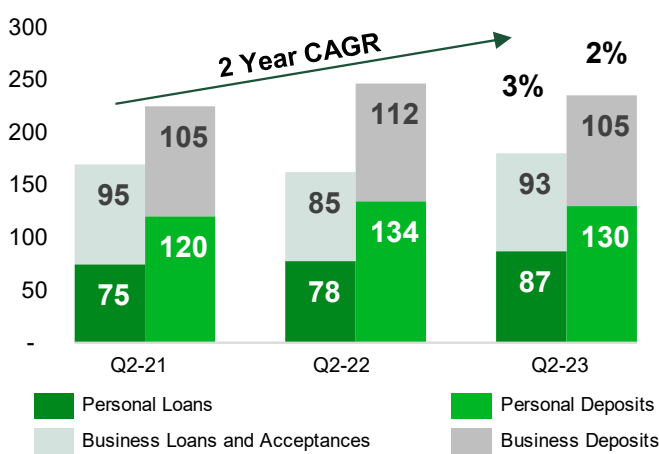
Strong Customer Activity



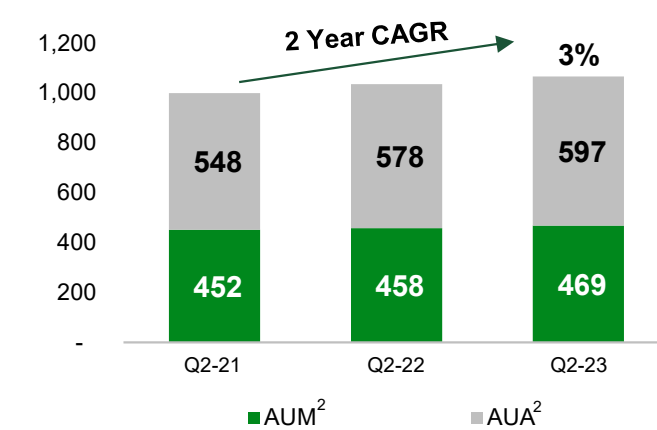
Canadian Personal and Commercial Banking Average Volumes (\$B)



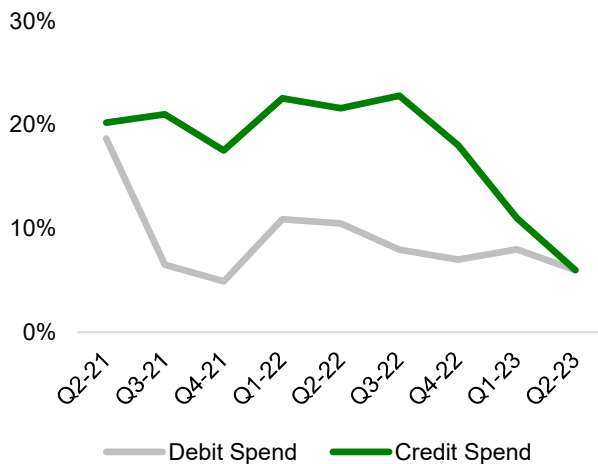
U.S. Retail Average Volumes (US\$B)⁴



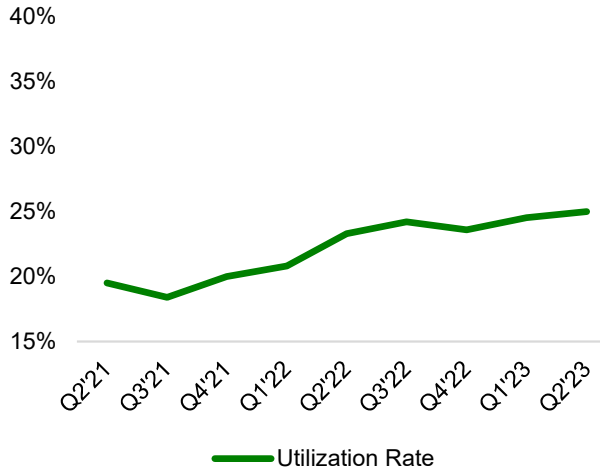
Global Wealth Assets⁵ (\$B)



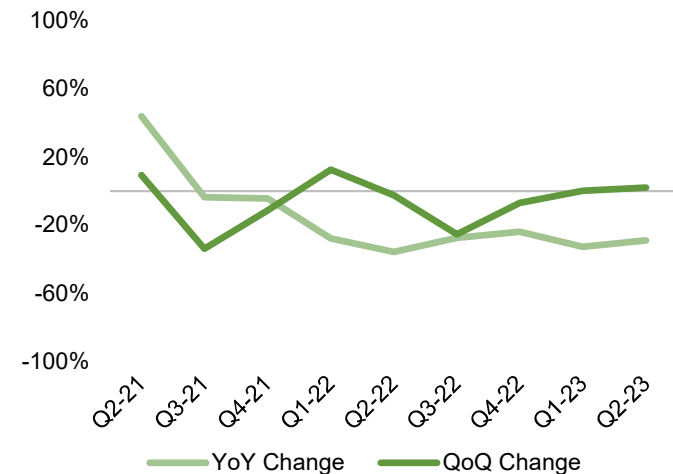
Canadian Cards Spend Trends⁶ (YoY % Change)



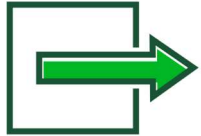
U.S. Business Banking Line of Credit Utilization Rate (%)



TD Direct Investing Average Trades per Day⁷ (% Change)



Forward Focused



Shaping the future of banking

Uber



AIR CANADA

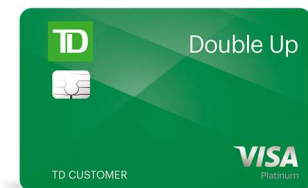


amazon.ca

Partnering with Top Brands



Launched TD Clear and TD Flex Pay



Enhanced Existing Card Offerings



Forward Focused: Digital Metrics

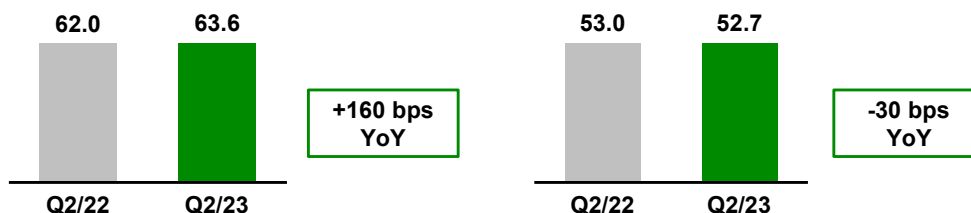


Canadian P&C⁸

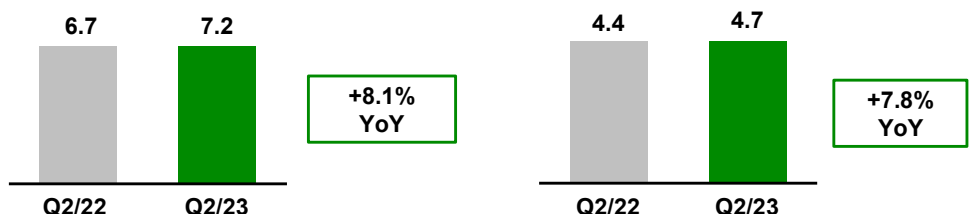
U.S. Retail⁸

Innovating for our Customers

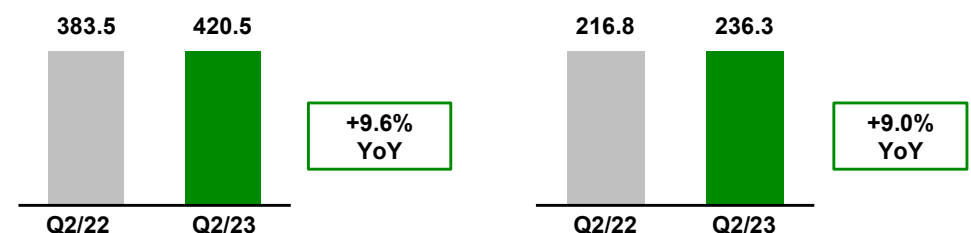
Digital Adoption (% of total customers)⁹



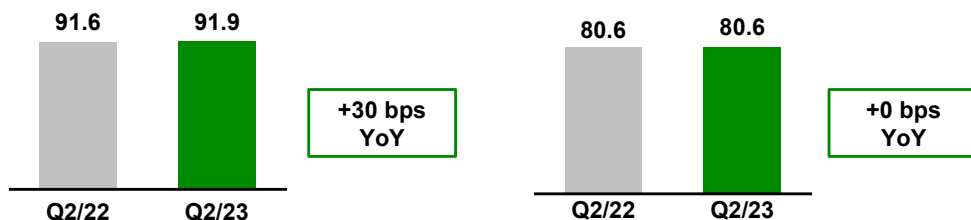
Mobile Users (millions)¹⁰



Mobile Sessions (millions)¹¹



Self-Serve Transactions (as % of all financial transactions)¹²



- Launched **New To Bank Experience** in the Canadian mobile app to welcome new users, invite them to explore TD products, and become customers.
- Launched a new **innovative accessibility tool** to create more inclusive and accessible user experiences.
- TD Insurance** exceeded 1MM registered accounts on MyInsurance. In fiscal 2023, ~25% of customers purchased their home or auto insurance online from end to end.
- In the U.S., further expansion of TD's new **North American dynamic digital personalization program**. TD launched additional behavioral nudges targeting Wealth and Credit Cards solutions to better anticipate and support our customers' needs.
- TD U.S. mobile app** was recognized as the overall mobile winner among U.S. regional banks at Touchpoint Group 2022 Banking Mobile App Awards.



Purpose Driven

ESG Highlights



Environment

- Expanded Scope 3 financed emissions footprint disclosure to include the automotive, shipping, aviation, industrials and agricultural sectors in addition to the energy sector and power and utilities sector.
- Disclosed financed emissions footprint for additional asset classes, including consumer auto loans & residential mortgages.
- Set two new interim 2030 Scope 3 financed emissions targets, covering the Automotive Manufacturing and Aviation sectors.

Social

- Announced *TD Pathways to Economic Inclusion*, our new social framework focusing our efforts in three areas where we believe we have the knowledge and resources to make a meaningful impact: employment access, financial access and housing access.
- Delivered on our commitment to double the representation of Black executives (VP and above) in North America by the end of 2022, compared to a July 2020 baseline.

Governance

- Continued to educate Board of Directors and Senior Executive Team (SET) on ESG-related topics.
- Continued to embed ESG across our organization and integrate ESG considerations into our business strategy, risk management and decision-making.
- Participated in industry working groups and pilots to standardize methodologies and approaches for climate risk identification, assessment, measurement, and disclosure.

Sustainable Finance

- Achieved target of \$100 billion in low-carbon lending, financing, asset management and internal corporate programs.
- Set new \$500 billion Sustainable and Decarbonization Finance Target, focused on supporting progress towards key sustainability objectives of TD such as climate change mitigation and adaptation, and economic inclusion.

Q2 2023

- Published 2022 ESG Reporting Suite, containing updates on our ESG and climate strategies and performance, including highlights above.
- Achieved inclusion on the 2023 Bloomberg Gender-Equality Index for the seventh consecutive year.
- Launched Black Entrepreneur Credit Access Program, a lending program founded to provide more equitable access to credit.
- Announced 2022 TD Ready Challenge recipients, awarding \$10 million to organizations focused on addressing climate change challenges.



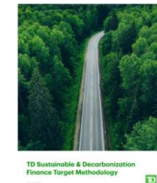
[2022 ESG Report](#)



[2022 Climate Action
Report](#)



[2022 TD Ready
Commitment Report](#)



[Sustainable & Decarbonization
Finance Target Methodology](#)

Q2 2023 Highlights

Strong business fundamentals



EPS of \$1.72, down 17% YoY

- Adjusted¹ EPS of \$1.94, down 4% YoY

Revenue up 10% YoY (Adj¹ up 14% YoY)

- Margin growth in the personal and commercial banking businesses, impact of FX and higher advisory fees, equity commissions, global transaction banking and lending revenue in TD Securities

PCL of \$599MM

Expenses up 16% YoY (incl. US Strategic Card Portfolio ("SCP") partners' share)

- Reflects the inclusion of TD Cowen
- Higher employee-related expenses, impact of FX and higher spend supporting business growth
- Adjusted¹ expenses increased 12.3% excluding the impact of SCP accounting and FX¹³

P&L (\$MM)

Reported	Q2/23	QoQ	YoY
Revenue	12,366	1%	10%
PCL	599	-\$91	+\$572
Expenses	6,987	(16%)	16%
Net Income	3,351	112%	(12%)
Diluted EPS (\$)	1.72	110%	(17%)
ROE ²	12.5%	660 bps	-390 bps
Adjusted ¹	Q2/23	QoQ	YoY
Revenue	12,539	(4%)	14%
Expenses	6,693	2%	12%
Net Income	3,752	(10%)	1%
Diluted EPS (\$)	1.94	(13%)	(4%)
ROE	14.1%	-200 bps	-180 bps

Canadian Personal & Commercial Banking



Double digit revenue growth

Net income up 4% YoY

Revenue up 11% YoY

- Higher margins and volume growth
 - Loan volumes up 6%
 - Deposit volumes up 2%

NIM^{1,14} of 2.74%

- Down 6 bps QoQ on lower deposit margins

PCL of \$247MM

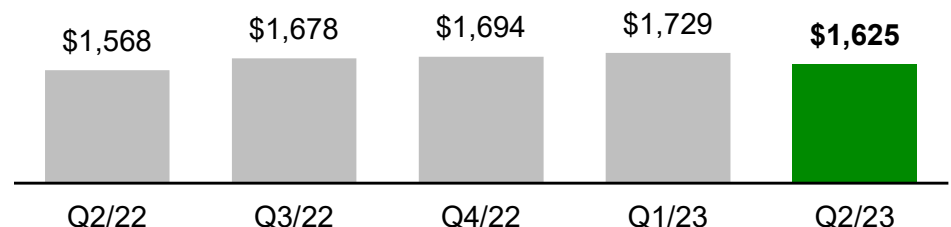
Expenses up 8% YoY

- Higher spend supporting business growth, including technology and higher employee related expenses
- Efficiency ratio² of 43.2%

P&L (\$MM)

Reported	Q2/23	QoQ	YoY
Revenue	4,404	(4%)	11%
PCL	247	(\$80)	+\$187
<i>Impaired</i>	234	+\$14	+\$71
<i>Performing</i>	13	-\$94	+\$116
Expenses	1,903	2%	8%
Net Income	1,625	(6%)	4%
ROE	37.4%	-250 bps	-440 bps

Earnings (\$MM)



U.S. Retail



Strong quarter despite a challenging environment

Net income down 3% YoY (Adj¹ up 19% YoY)

Revenue up 14% YoY (Adj¹ up 24% YoY)

- Prior year reported revenue includes an insurance recovery related to litigation¹⁵
- Higher deposit margins and loan volumes, partially offset by lower deposit volumes and loan margins and lower overdraft fees
 - Personal loans up 12%
 - Business loans up 9%
 - Deposits down 11%, or down 5% excl. sweeps

NIM^{1,16} of 3.25%

- Down 4 bps QoQ: lower deposit margins reflecting higher funding costs

PCL of \$140MM

Expenses up 17% YoY (Adj¹ up 9% YoY)

- Reported expenses include acquisition / integration-related costs for First Horizon¹⁷
- Higher employee-related expenses and higher business investments
- Reported and adjusted efficiency ratios of 57.0% and 52.8% respectively

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

Reported	Q2/23	QoQ	YoY
Revenue	2,654	(5%)	14%
PCL	140	(\$9)	+\$155
<i>Impaired</i>	137	-\$21	+\$62
<i>Performing</i>	3	+\$12	+\$93
Expenses	1,514	(1%)	17%
U.S. Retail Bank Net Income	859	(10%)	(5%)
Schwab Equity Pickup	185	(17%)	5%
Net Income incl. Schwab	1,044	(11%)	(3%)
Net Income incl. Schwab (c\$MM)	1,412	(11%)	3%
ROE	14.1%	-140 bps	-10 bps

Adjusted ¹	Q2/23	QoQ	YoY
Revenue	2,654	(5%)	24%
Expenses	1,401	(4%)	9%
U.S. Retail Bank Net Income	944	(7%)	23%
Net Income incl. Schwab	1,129	(9%)	19%
Net Income incl. Schwab (c\$MM)	1,528	(8%)	28%
ROE	15.3%	-100 bps	+280 bps

Earnings (US\$MM)



Wealth Management & Insurance

Solid performance amid challenging market conditions



Net income down 16% YoY

Revenue up 2% YoY

- Higher investment income in the insurance business, an increase in fair value of investments supporting claims liabilities and higher insurance volumes, partially offset by lower transaction and fee-based revenue in Wealth

Claims up 36% YoY

- Changes in the discount rate, more severe weather-related events, and increased driving activity and inflationary costs

PCL of \$1MM

Expenses down 1% YoY

- Lower variable compensation, partially offset by higher spend supporting business growth
- Efficiency ratio of 42.6%

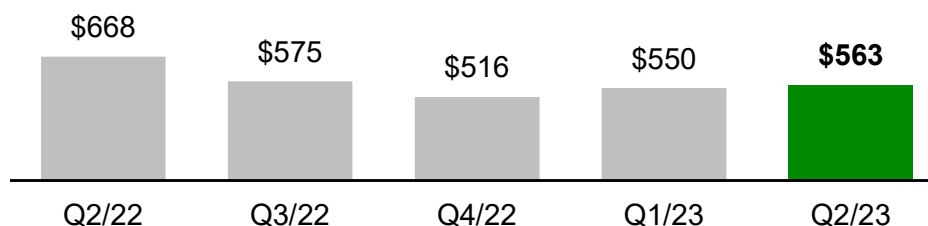
AUM up 3% YoY, AUA¹⁸ up 2% YoY

- Net asset growth

P&L (\$MM)

Reported	Q2/23	QoQ	YoY
Revenue	2,735	(6%)	2%
PCL	1	+\$1	+\$1
Insurance Claims	804	(18%)	36%
Expenses	1,166	(1%)	(1%)
Net Income	563	2%	(16%)
ROE	42.6%	130 bps	-1030 bps
AUM (\$B)	422	2%	3%
AUA (\$B) ¹⁸	549	1%	2%

Earnings (\$MM)



Wholesale Banking

Closed acquisition of Cowen



Net income down 58% YoY (Adj¹ down 41% YoY)

Revenue up 13% YoY

- Reflects the inclusion of TD Cowen
- Higher advisory fees, equity commissions, global transaction banking and lending revenue, partially offset by lower trading-related revenue

PCL of \$12MM

Expenses up 53% YoY (Adj¹ up 44% YoY)

- Reported expenses include acquisition and integration-related charges for Cowen²⁰
- Reflects the inclusion of TD Cowen
- Continued investments in Wholesale Banking's U.S. dollar strategy (incl. hiring of banking, sales and trading, and technology professionals) and impact of FX

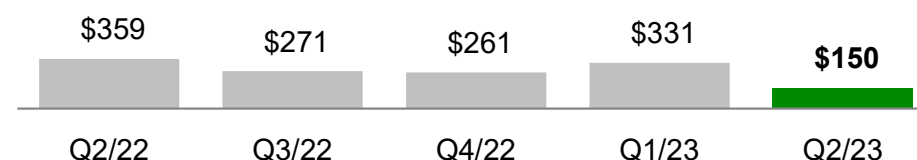
P&L (\$MM)

Reported	Q2/23	QoQ	YoY
Revenue	1,417	5%	13%
Trading-related revenue (TEB) ^{2,19}	482	(27%)	(29%)
PCL	12	(\$20)	+\$21
Expenses	1,189	35%	53%
Net Income	150	(55%)	(58%)
ROE	4.5%	-490 bps	-860 bps
Adjusted ¹	Q2/23	QoQ	YoY
Expenses²⁰	1,116	29%	44%
Net Income	213	(39%)	(41%)
ROE	6.4%	-350 bps	-670 bps

Line of Business Revenues (\$MM)

Reported	Q2/23	QoQ	YoY
Global Markets	666	(10%)	(13%)
Corporate and Investment Banking	728	18%	73%
Other	23	NM	(66%)

Earnings (\$MM)



Corporate Segment



P&L (\$MM)

Reported net loss of \$399MM

- Adjusted¹ loss of \$177MM

Reported	Q2/23	Q1/23	Q2/22
Net Income (Loss)	(399)	(2,617)	(151)
Adjustments for items of note			
<i>Amortization of acquired intangibles before income taxes²¹</i>	79	54	60
<i>Acquisition and integration charges related to Schwab²²</i>	30	34	20
<i>Mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition²³</i>	134	876	0
<i>Stanford litigation settlement²⁴</i>	39	1,603	0
Impact of Taxes			
<i>Canada Recovery Dividend and impact from increase in the Canadian federal tax rate for fiscal 2022²⁵</i>	0	585	0
<i>Other items of note</i>	(60)	(675)	(8)
Net Income (Loss) - Adjusted¹	(177)	(140)	(79)
Net Corporate Expenses²	(191)	(191)	(161)
Other	14	51	82
Net Income (Loss) – Adjusted¹	(177)	(140)	(79)

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 16 of the Bank's Q2 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 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 the Stanford litigation settlement.

Capital²⁶

Strong capital and liquidity management accelerating future growth



Common Equity Tier 1 ratio of 15.3%

- DRIP discount removed beginning with dividend declared today
- Small positive impact from Basel 3 Reforms this quarter
- Impact of Cowen acquisition of (55) bps due to:
 - Increase in RWA of (37) bps
 - Increase in goodwill and intangibles deduction of (18) bps

Risk-Weighted Assets up 3.3% QoQ

Leverage Ratio of 4.6%

Liquidity Coverage Ratio of 144%

Common Equity Tier 1 Ratio	
Q1 2023 CET 1 Ratio	15.5%
Internal capital generation	28
Increase in RWA (net of FX) ²⁷	(2)
Increase in Common Shares from Dividend Reinvestment Plan	14
Impact of Basel 3 Reforms implementation	2
Impact of Cowen acquisition	(55)
Mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition	(2)
FX hedge on First Horizon closing	4
Other	(3)
Q2 2023 CET 1 Ratio	15.3%

Risk-Weighted Assets (\$B)	
Q1 2023 RWA	\$532
Credit Risk	-3.4
Market Risk	+2.2
Operational Risk	+19.0
Q2 2023 RWA	\$549

Gross Impaired Loan Formations

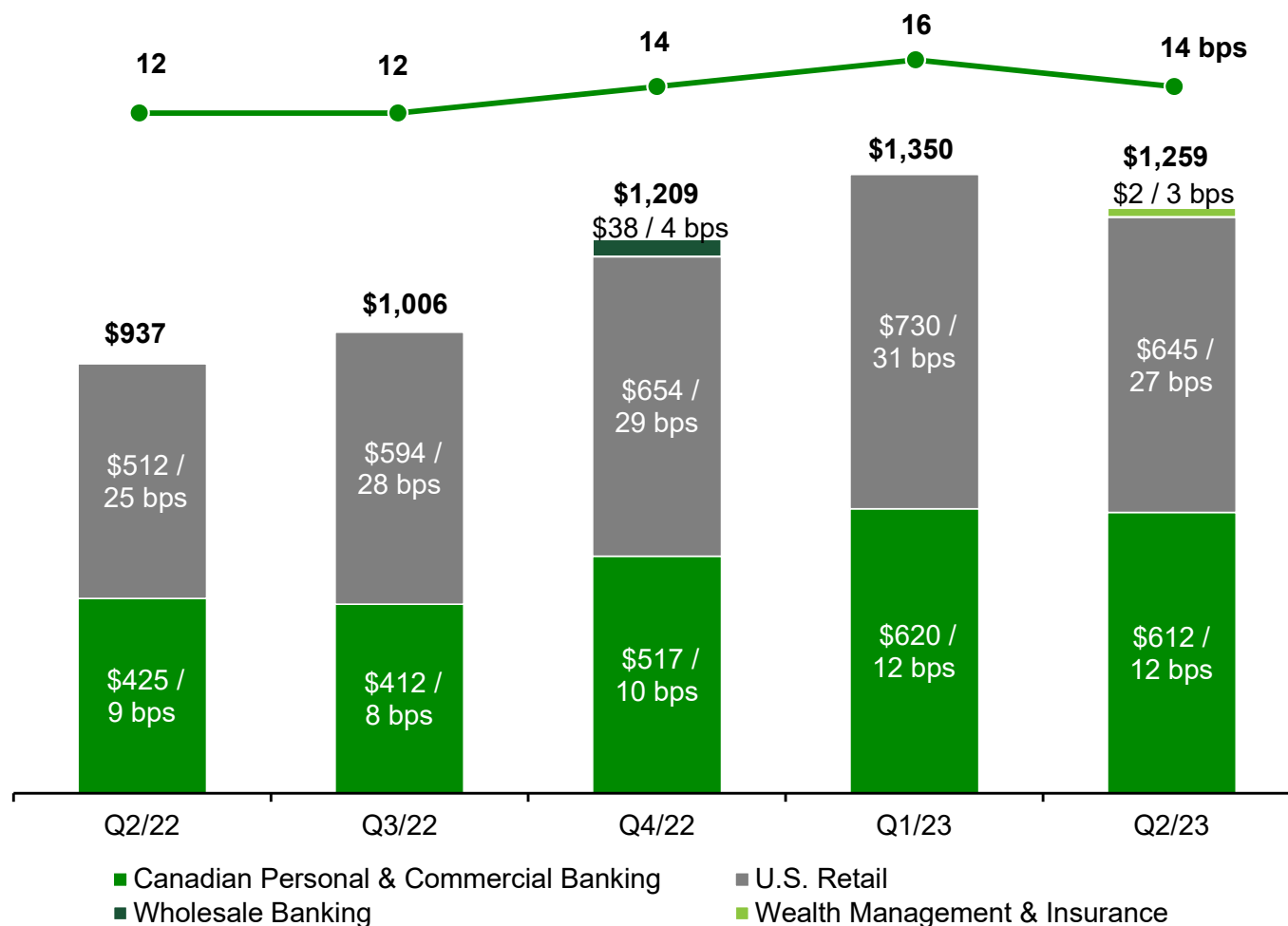
By Business Segment



Highlights

- Gross impaired loan formations decreased 2 basis points quarter-over-quarter
 - Reflected in the Commercial lending portfolios
 - Partially offset by further normalization of credit performance in the consumer lending portfolios

GIL Formations²⁸: \$MM and Ratios²⁹



Gross Impaired Loans (GIL)

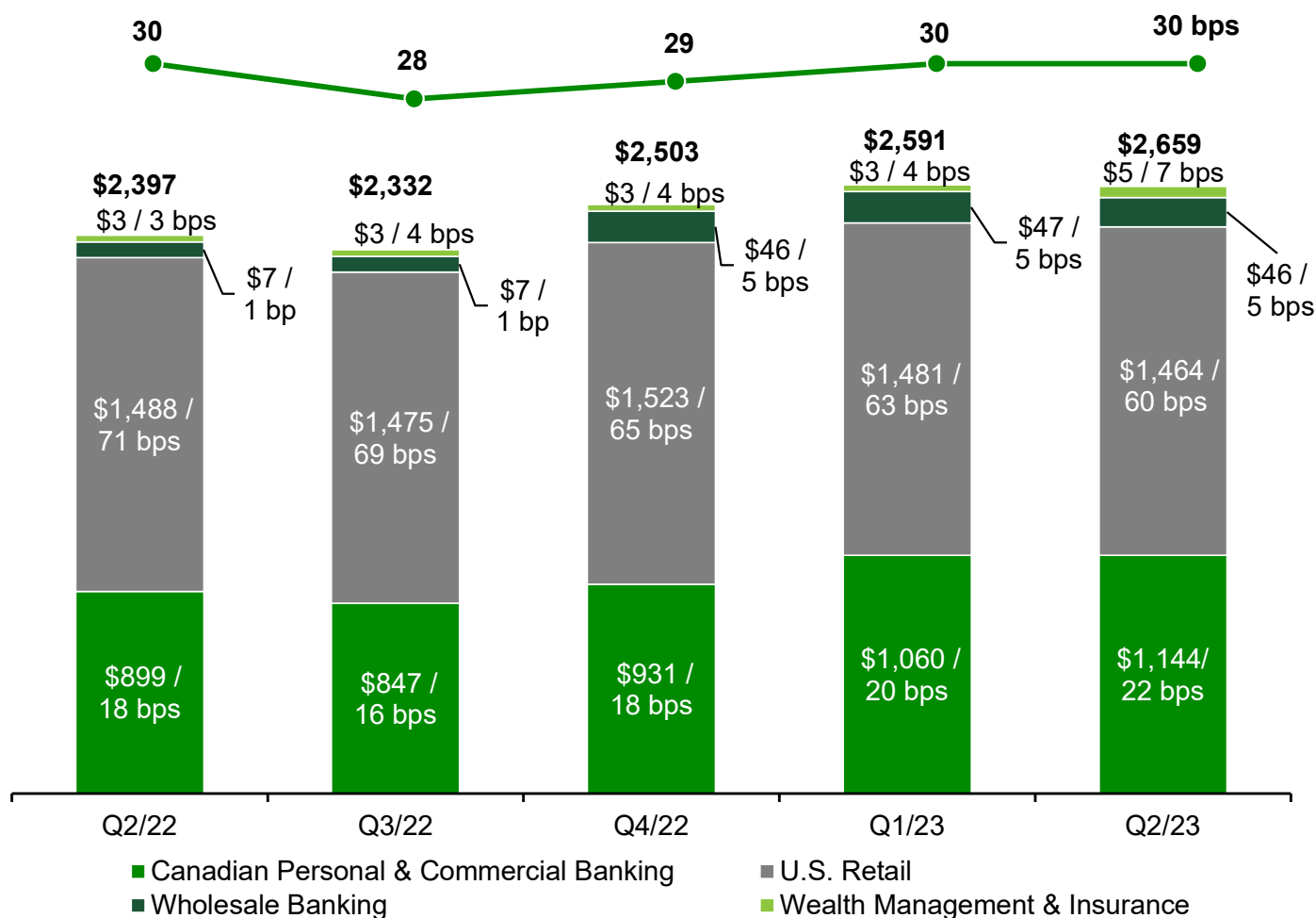
By Business Segment



Highlights

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

GIL³⁰: \$MM and Ratios³¹



Provision for Credit Losses (PCL)

By Business Segment

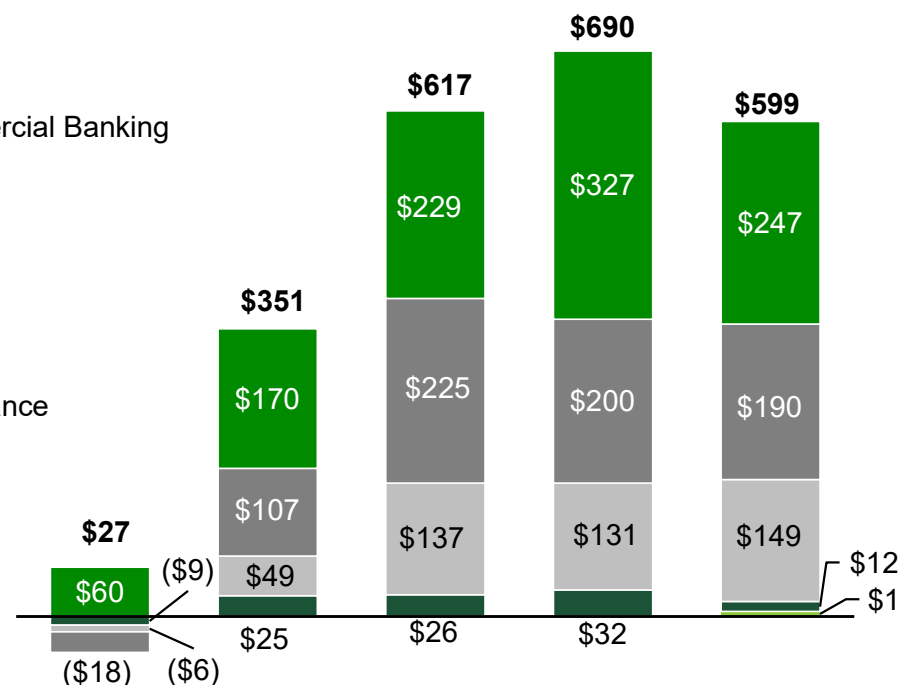


Highlights

- PCL quarter-over-quarter decrease largely reflects a smaller performing allowance build

PCL³²: \$MM and Ratios³³

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



PCL Ratio (bps)	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23
Canadian Personal & Commercial Banking	5	13	17	25	19
U.S. Retail (net) ³⁴	(4)	20	40	34	33
U.S. Retail & Corporate (gross) ³⁵	(5)	30	64	57	58
Wholesale Banking	(6)	13	12	13	5
Total Bank	1	17	29	32	28

Provision for Credit Losses (PCL)^{32,36}

Impaired and Performing



Highlights

- Impaired PCL was stable quarter-over-quarter
- Performing PCL decreased quarter-over-quarter
 - The smaller current quarter provision was recorded across segments

PCL (\$MM)

	Q2/22	Q1/23	Q2/23
Total Bank	27	690	599
Impaired	314	553	551
Performing	(287)	137	48
Canadian Personal & Commercial Banking	60	327	247
Impaired	163	220	234
Performing	(103)	107	13
U.S. Retail	(18)	200	190
Impaired	96	212	186
Performing	(114)	(12)	4
Wholesale Banking	(9)	32	12
Impaired	(1)	1	5
Performing	(8)	31	7
Corporate	(6)	131	149
U.S. strategic cards partners' share			
Impaired	56	120	125
Performing	(62)	11	24
Wealth Management & Insurance	-	-	1
Impaired	-	-	1
Performing	-	-	-

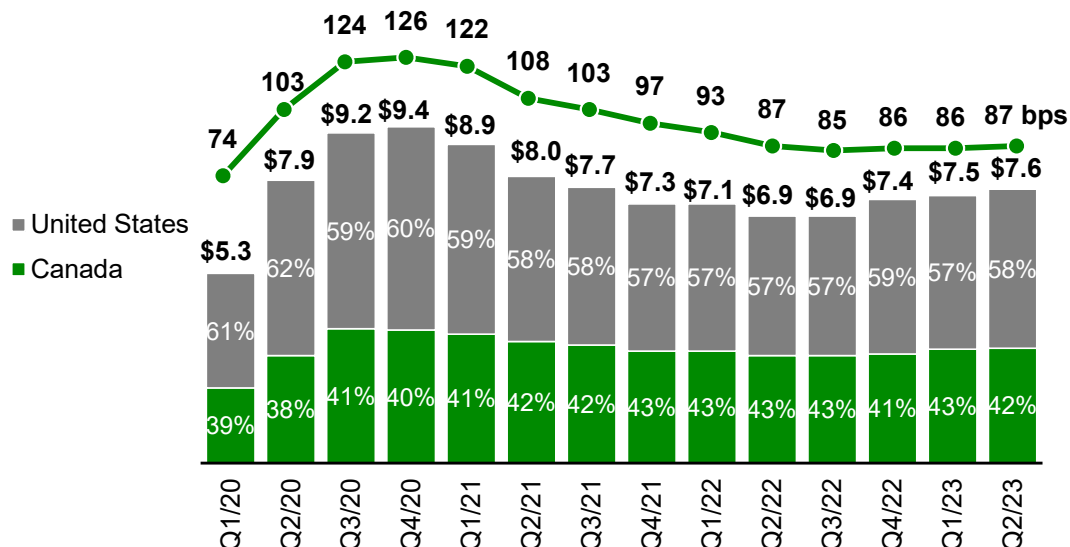
Allowance for Credit Losses (ACL)



Highlights

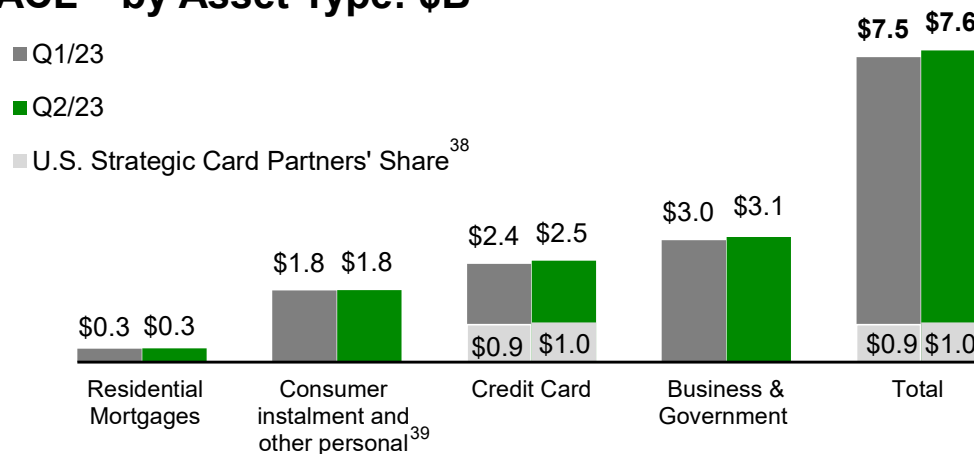
- ACL increased \$168 million quarter-over-quarter, reflecting:
 - An \$83 million impact of foreign exchange,
 - Current credit conditions, including some credit migration; and
 - Volume growth

ACL³²: \$B and Coverage Ratios³⁷



- The Bank's allowance coverage remains elevated to account for ongoing uncertainty that could affect:
 - The economic trajectory, and
 - Credit performance

ACL³² by Asset Type: \$B



Performing (\$B)	0.28	0.29	1.6	1.6	2.2	2.2	2.6	2.7	6.7	6.8
Impaired (\$B)	0.05	0.05	0.2	0.2	0.2	0.3	0.4	0.4	0.8	0.9
Ratio ³⁷ (bps)	11	11	86	85	670	679	91	92	86	87



Appendix



Q2 2023: Items of Note

	(\$MM)		EPS (\$) ⁴⁰	Segment	Revenue/ Expense Line Item ⁴¹
	Pre Tax	After Tax			
Reported net income and EPS (diluted)		3,351	1.72		
Items of note					
Amortization of acquired intangibles ²¹	79	67	0.03	Corporate	Page 4, L13, L21 & L32
Acquisition and integration charges related to the Schwab transaction ²²	30	26	0.01	Corporate	Page 4, L14, L22 & L33
Acquisition and integration-related charges ⁴²	227	179	0.10	U.S. Retail, Wholesale Banking	Page 4, L15, L23 & L34
Mitigation of impact from interest rate volatility to closing capital on First Horizon acquisition ²³	134	101	0.06	Corporate	Page 4, L16, L24 & L35
Stanford litigation settlement ²⁴	39	28	0.02	Corporate	Page 4, L17, L25 & L36
Excluding Items of Note above					
Adjusted¹ net income and EPS (diluted)		3,752	1.94		

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)
Net Income	Net at 20% = 20	Net at 20% = 20	-

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.

Q2 2023: PTPP^{1,43} & Operating Leverage^{1,44}



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

	TOTAL BANK	Q2 2023		Q1 2023		Q2 2022		SFI Reference
		Revenue	Expenses	Revenue	Expenses	Revenue	Expenses	
1	Reported Results (\$MM)	12,366	6,987	12,226	8,316	11,263	6,033	Page 2, L3 & L6
2	PTPP	5,379		3,910		5,230		
3	PTPP (QoQ %)	37.6%		(56.6%)		(1.6%)		
4	PTPP (YoY %)	2.8%		(26.4%)		16.1%		
5	Revenue (YoY %)	9.8%		8.4%		10.1%		
6	Expenses (YoY %)	15.8%		39.4%		5.3%		
7	Operating Leverage	(6.0%)		(31.0%)		4.8%		
8	Adjusted Results (\$MM)¹	12,539	6,693	13,102	6,541	11,039	5,999	Page 2, L16 & L17
9	<u>Minus</u> : U.S. Retail value in C\$ ^{45, 48}	3,592	1,896	3,765	1,965	2,719	1,632	Page 10, L35 & L36
10	<u>Plus</u> : U.S. Retail value in US\$ ^{45, 48}	2,654	1,401	2,791	1,457	2,146	1,289	Page 11, L35 & L36
11	<u>Minus</u> : Insurance fair value change ⁴⁶	7		83		(117)		Page 7, L14
12	<u>Plus</u> : Corporate PCL ⁴⁷		149		131		(6)	Page 14, L6
13	Subtotal (Line 13) ⁴⁹	11,594	6,347	12,045	6,164	10,583	5,650	
14	Line 13 PTPP	5,247		5,881		4,933		
15	Line 13 PTPP (QoQ %)	(10.8%)		10.4%		(4.3%)		
16	Line 13 PTPP (YoY %)	6.4%		14.1%		10.9%		
17	Line 13 Revenue (YoY %)	9.6%		12.2%		8.6%		
18	Line 13 Expenses (YoY %) ⁵⁰	12.3%		10.4%		6.6%		
19	Line 13 Operating Leverage	(2.8%)		1.8%		2.0%		

Net Interest Income Sensitivity (NIIS)

Strong deposit base and disciplined ALM management

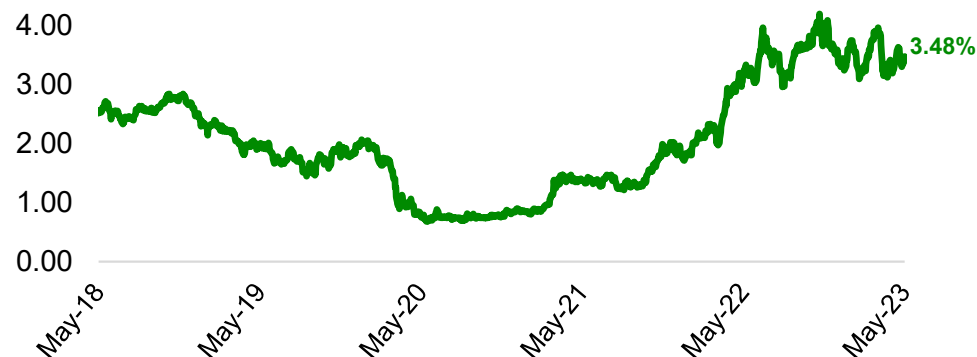


■ 25 bps increase in short-term interest rates

- \$89MM 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 \$216MM

Net Interest Income	Increase	
	C\$MM	%
Canada	\$60	68%
U.S.	\$29	32%
Total	\$89	100%

CAD 5-Year Swap Rate (%)



■ 100 bps change in interest rates across the curve

- **100 bps increase:** \$785MM increase in NII over a 12-month period, assuming a constant balance sheet
- **100 bps decrease:** \$910MM decrease in NII over a 12-month period, assuming a constant balance sheet

Net Interest Income	Increase		Decrease	
	C\$MM	%	C\$MM	%
Canada	\$433	55%	(\$475)	52%
U.S.	\$352	45%	(\$435)	48%
Total	\$785	100%	(\$910)	100%

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.

Mutual Termination of First Horizon Agreement

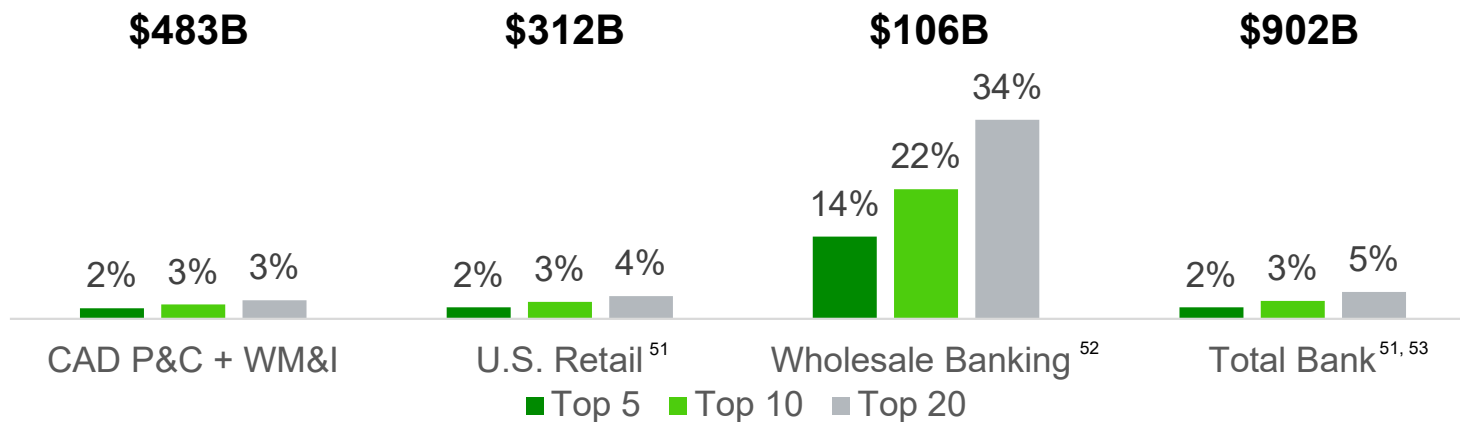


Pre-tax Gain (Loss), \$MM	Q2 2023	Life-to-Date Q2 2023	Related Financial Statement Line	Notes
Series G Preferred Stock	US\$(147)	US\$(147)	OCI	<ul style="list-style-type: none"> At the time of the merger announcement in Feb. '22, TD invested US\$494MM in non-voting FHN preferred stock In Q2'23, TD recorded a valuation adjustment loss based on the First Horizon common share price at the end of the quarter
Acquisition and integration-related charges	US\$(113)	US\$(264)	Non-interest expense	<ul style="list-style-type: none"> Charges are for the acquisition and integration costs related to the First Horizon acquisition
Merger Termination Fee	-	-	Non-interest expense	<ul style="list-style-type: none"> The US\$225MM fee was payable at the time of termination and paid to First Horizon on May 5, 2023
Hedging to mitigate the impact of interest rate volatility to closing capital	Swaps: US\$(181)	US\$189	Non-interest income, NII	<ul style="list-style-type: none"> In June '22, TD implemented a strategy to mitigate the impact of interest rate volatility to closing capital on the First Horizon acquisition
	Basis amort.: US\$96	US\$303	NII	<ul style="list-style-type: none"> In May '23, TD has discontinued this strategy and reinstated hedge accounting on the bond portfolio.
Hedging of USD cash purchase consideration (FX Hedge)	C\$236	C\$864	OCI	<ul style="list-style-type: none"> Soon after the merger announcement in Feb. '22, TD implemented a strategy to mitigate FX risk on the expected USD cash consideration for the First Horizon acquisition In May '23, this strategy has been wound up, and the net benefit has accumulated in capital

Well-Diversified Deposit Base



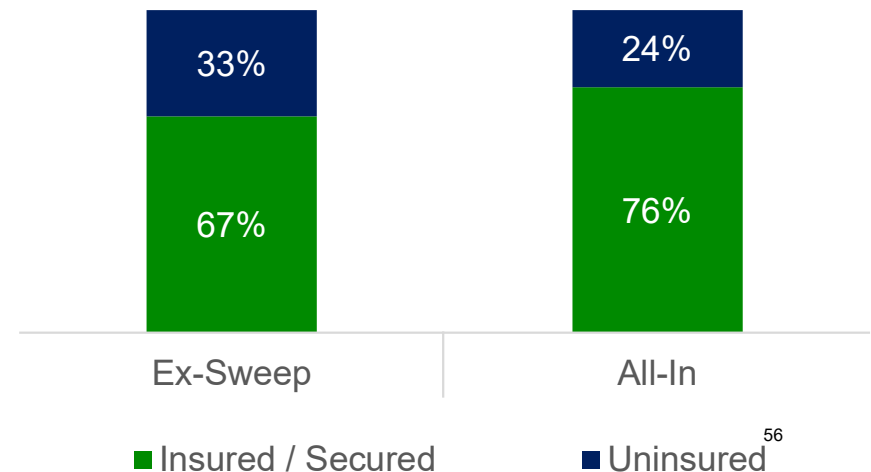
Deposit Concentration by Top Depositors



Total Business Deposit Concentration by Industry⁵⁴, \$B

	By Industry Range	Total
Government, Non-Profits, Non-Bank Financial Institutions	20% - 10%	33%
Real Estate, Professional Services	10% - 5%	16%
Retail, Manufacturing, Industrial, Transportation	5% - 2%	12%
Various Others	2% or less	39%
Total		100%

Insured / Secured Deposits, U.S. Retail⁵⁵ US\$B

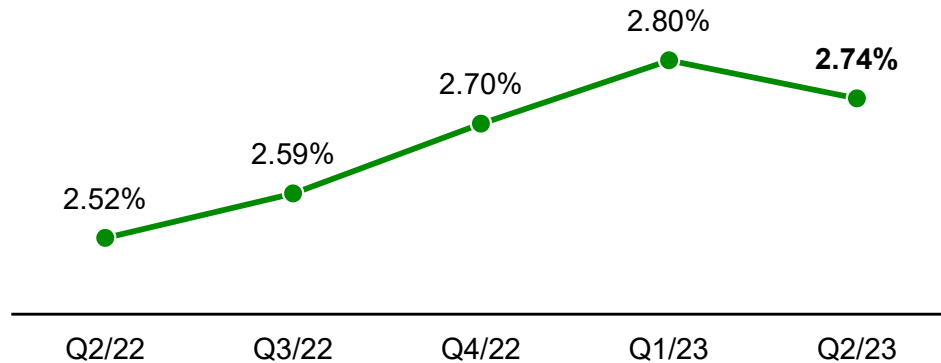


Canadian Personal & Commercial Banking

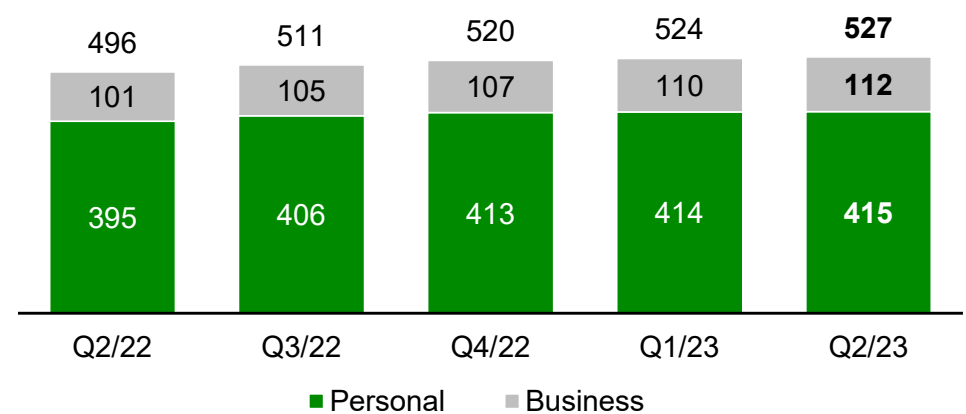
Volumes, Margins and Efficiency



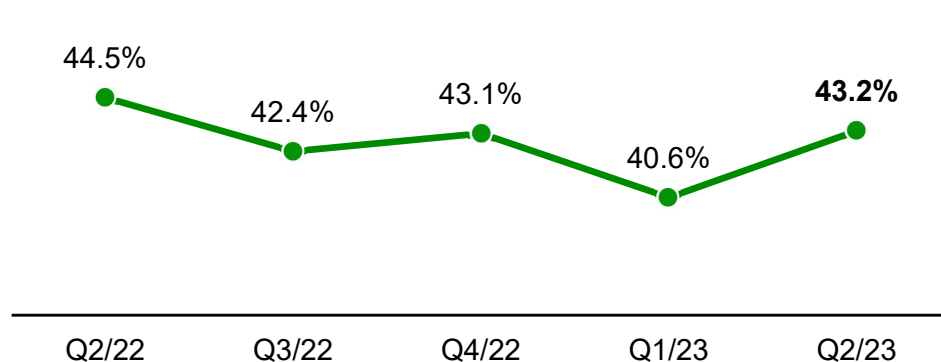
Net Interest Margin (NIM)



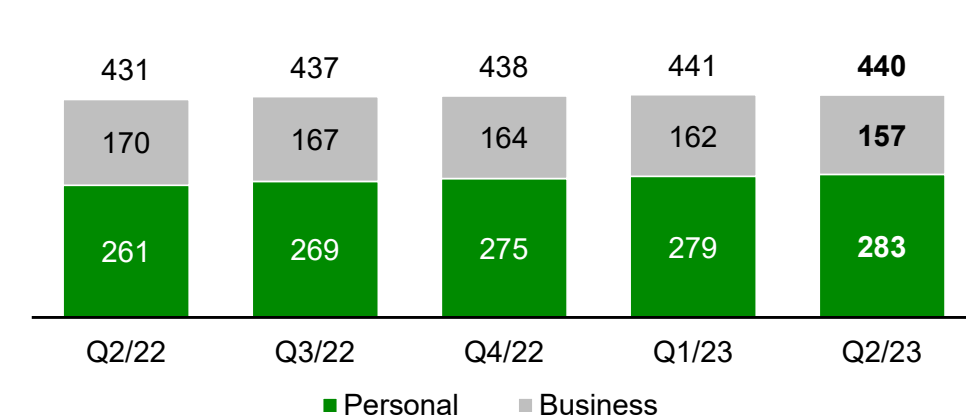
Average Loans \$B⁵⁷



Efficiency Ratio



Average Deposits \$B⁵⁷

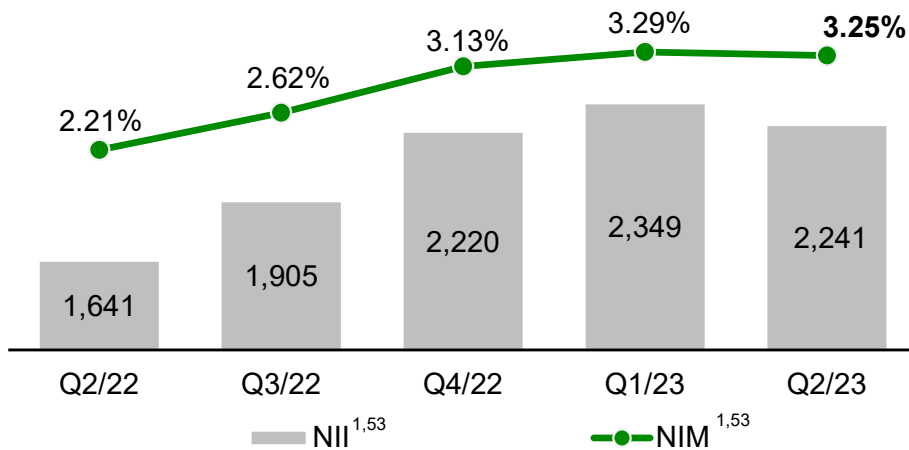


U.S. Retail

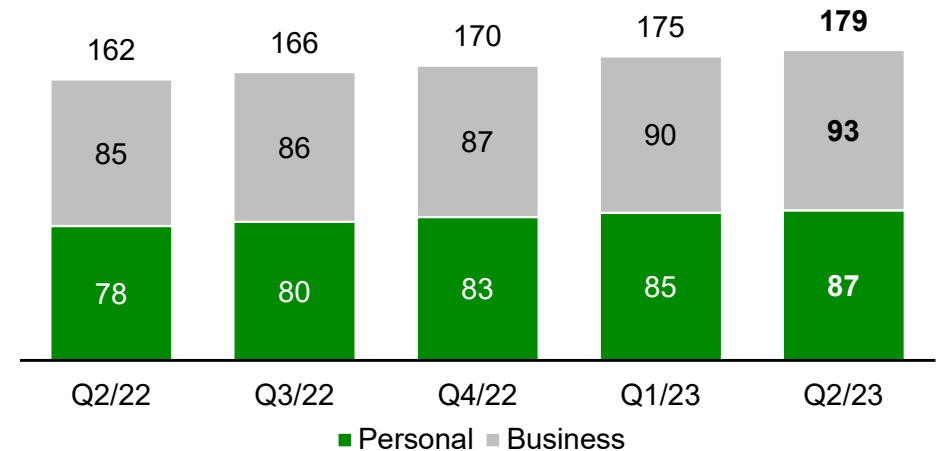
Volumes, Margins and Efficiency



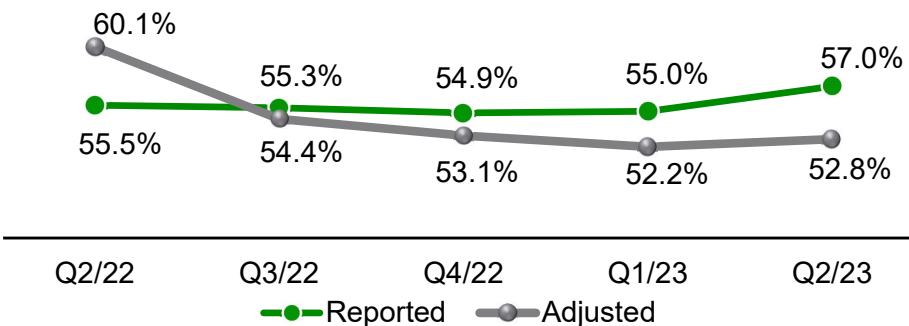
NII and NIM^{19,58} US\$B⁵⁷



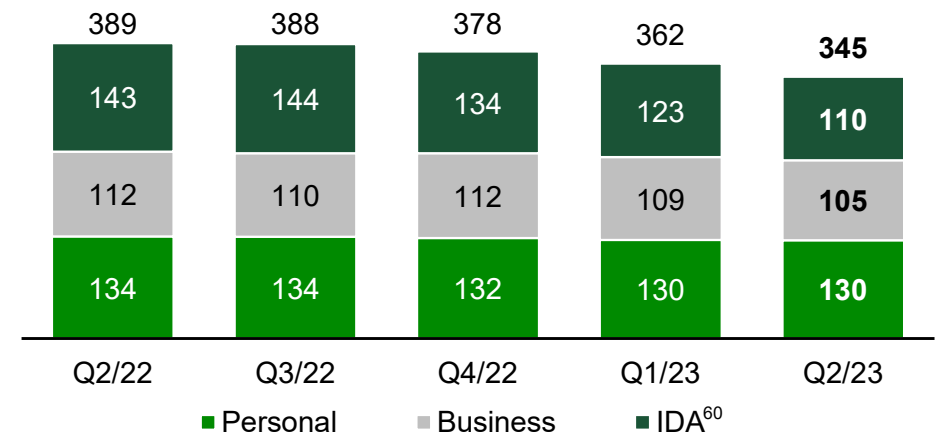
Average Loans US\$B⁵⁷



Efficiency Ratio⁵⁹ US\$B⁵⁷



Average Deposits US\$B⁵⁷

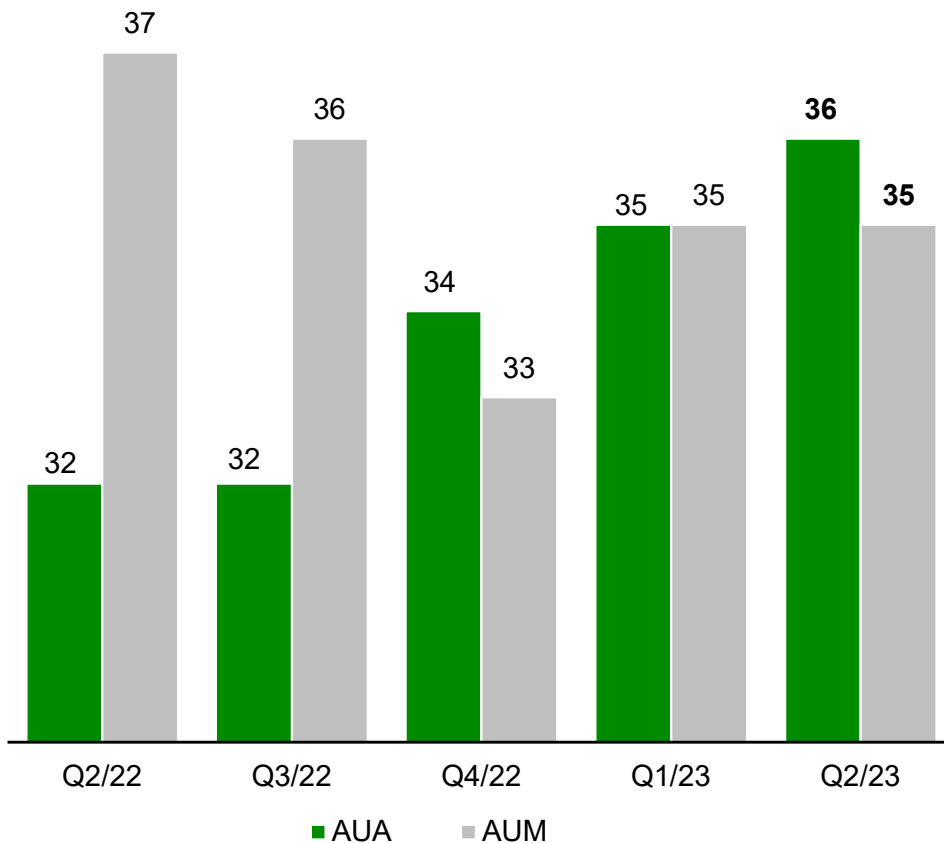


U.S. Retail

Wealth Assets and Schwab EPU



TD Wealth Assets US\$B



Schwab⁶¹ – Q2 2023

TD's share of Schwab's net income was C\$241MM on a reported basis, of which C\$250MM (US\$185MM) was recorded in the U.S. Retail segment

- TD's share of Schwab's net income was C\$283MM on an adjusted basis¹

Schwab Q1 2023 results:

- Reported net income of US\$1,603MM, up 14% YoY
- Adjusted⁶² net income of US\$1,780MM, up 12% YoY
- Total client assets of ~US\$7.6 trillion, down 4% YoY
- Average trades per day of ~5.9MM, down 10% YoY

Schwab Equity Pickup

Q2 2023 Reconciliation



P&L (\$MM) ⁶³	TDBG	U.S. Retail		Corporate Segment
		\$C	\$US	
Reported Schwab Equity Pickup⁶⁴	241	250	185	(9)
Amortization of Intangibles ⁶⁵	30	0	0	30
Acquisition and Integration Charges ^{65,66}	12	0	0	12
Adjusted Schwab Equity Pickup¹	283	250	185	33

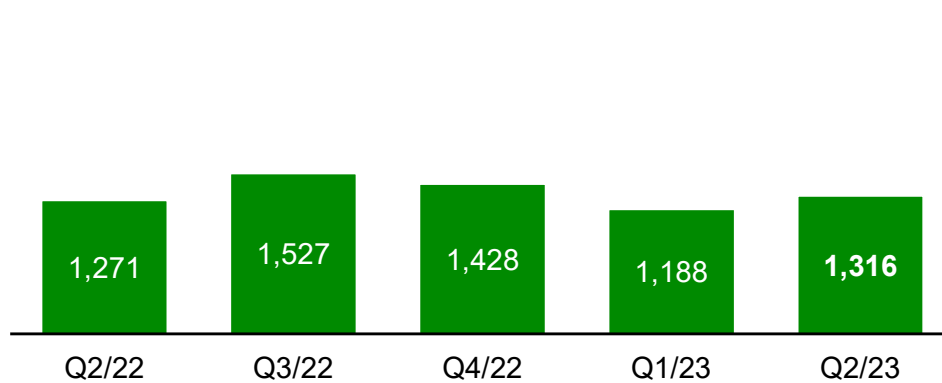
Financial Statement Reference	TDBG	U.S. Retail	Corporate Segment
Reported Schwab Equity Pickup⁶⁴	RTS: Table 2 SFI: Page 2, L10	RTS: Table 12, Note 19 SFI: Page 10, L13; Page 11, L13	RTS: Note 19 SFI: Page 14, L10
Amortization of Acquired Intangibles ⁶⁵	RTS: Table 3 & Table 5 SFI: Page 4, L13	---	RTS: Table 5 & Table 15 SFI: Page 14, L14
Acquisition and Integration Charges related to the Schwab transaction ^{65,66}	RTS: Table 3 SFI: Page 4, L14	---	RTS: Table 15 SFI: Page 14, L15
Adjusted Schwab Equity Pickup¹	RTS: Table 3 SFI: Page 4, L9	---	Not shown

Wealth Management & Insurance

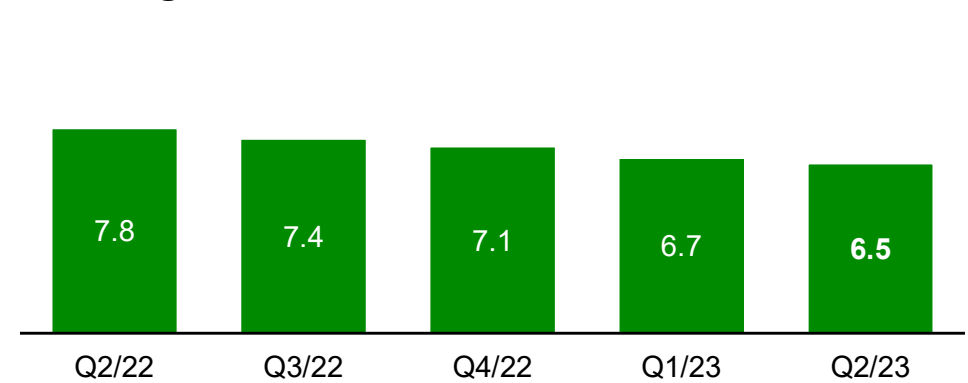
Volumes, Premiums and Efficiency



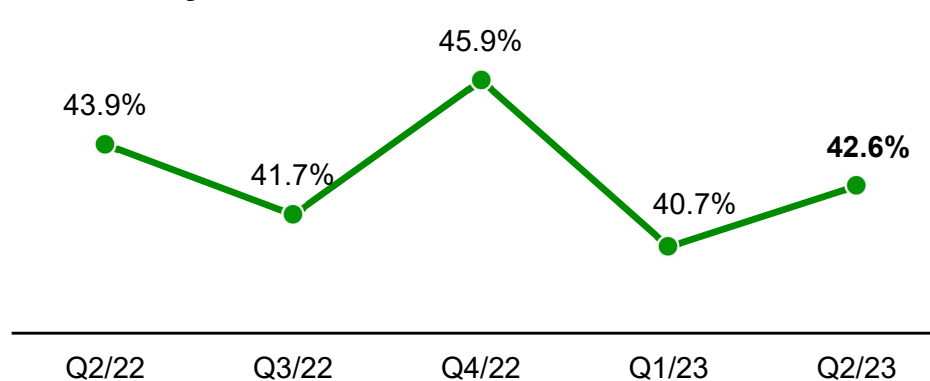
Insurance Premiums \$MM



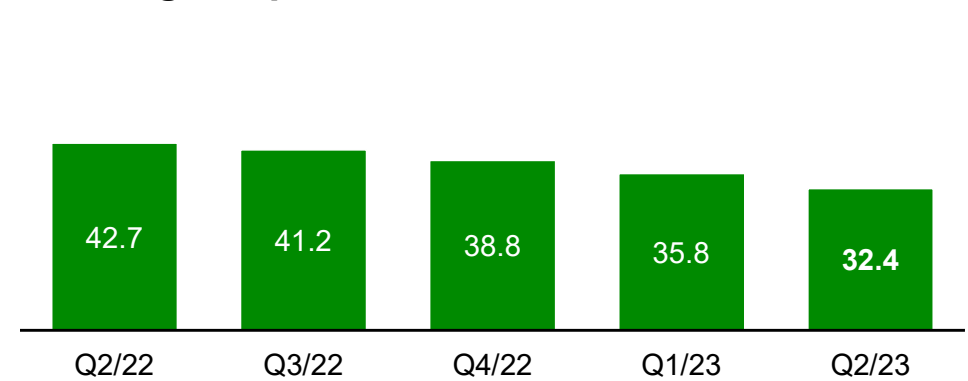
Average Loans \$B



Efficiency Ratio



Average Deposits \$B

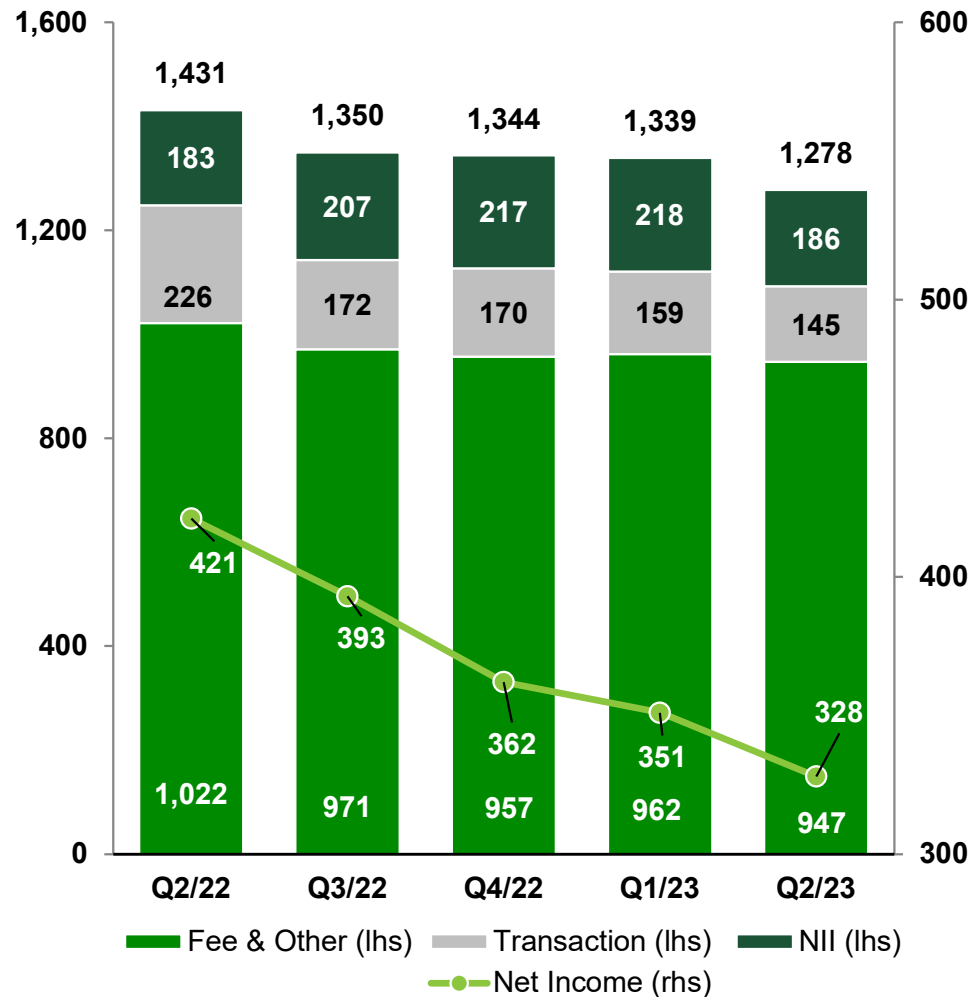


Wealth Management & Insurance

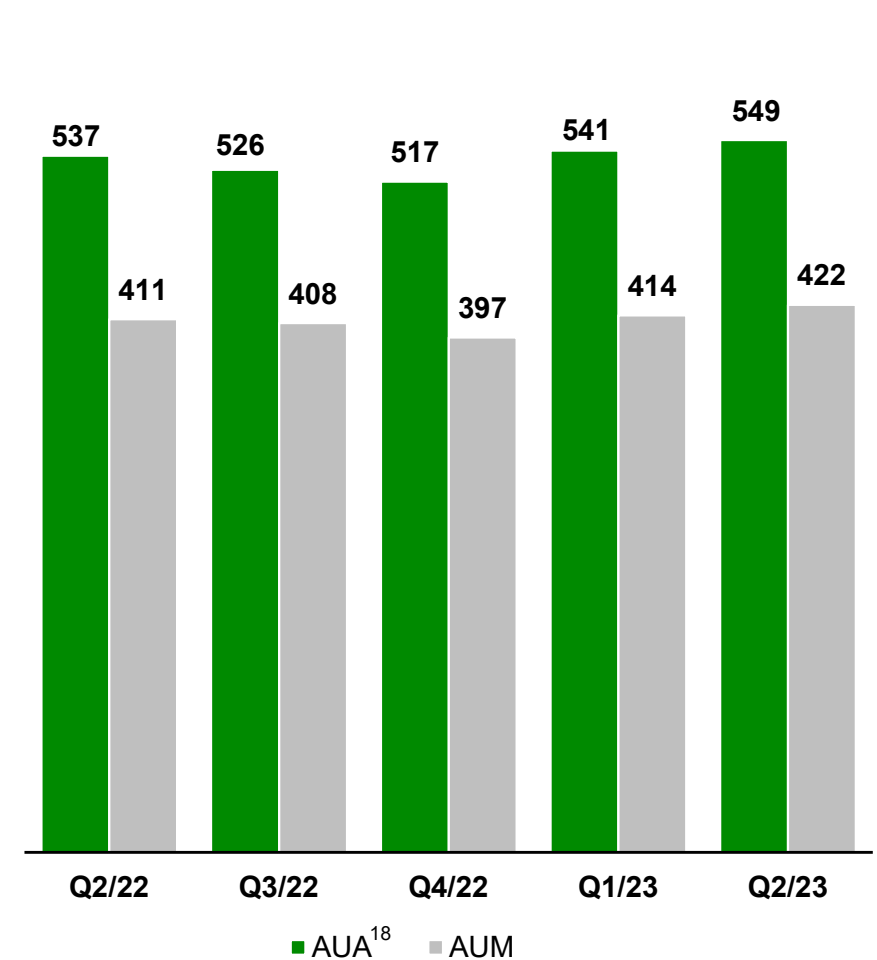


Wealth Revenue and Assets

Wealth Revenue \$MM



Wealth Assets \$B

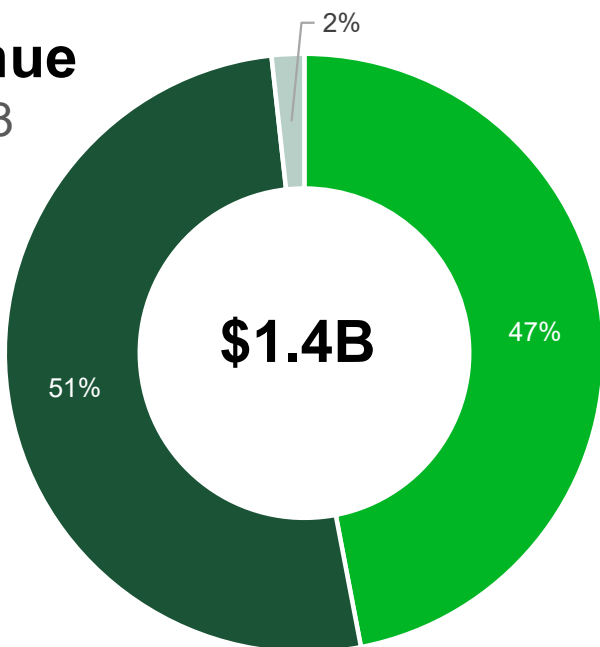


Wholesale Banking



Revenue

Q2 2023



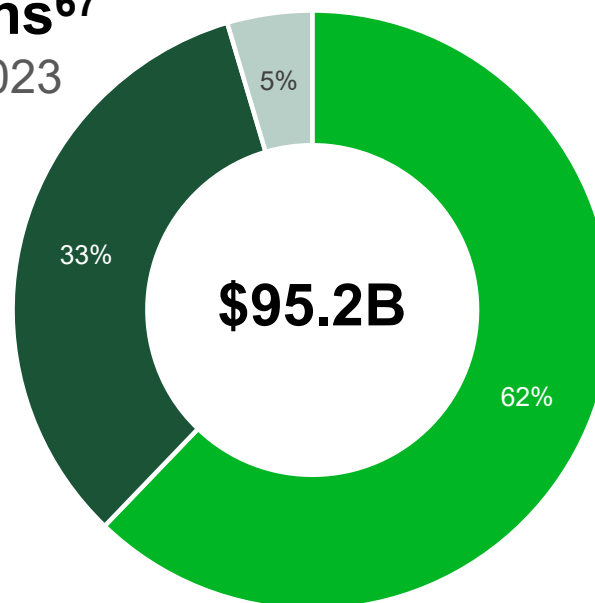
Global Markets

Corporate and Investment Banking

Other⁶⁸

Loans⁶⁷

Q2 2023



Canada

United States

International

Gross Lending Portfolio Includes B/As



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

	Q1/23	Q2/23
Canadian Personal & Commercial Portfolio	521.5	528.8
Personal	413.5	418.9
Residential Mortgages	244.5	247.7
Home Equity Lines of Credit (HELOC)	113.3	114.4
Indirect Auto	27.2	27.6
Credit Cards	17.2	17.8
Other Personal	11.3	11.4
<i>Unsecured Lines of Credit</i>	9.2	9.3
Commercial Banking (including Small Business Banking)	108.0	109.9
U.S. Retail Portfolio (all amounts in US\$)	177.3	181.5
Personal	85.3	86.9
Residential Mortgages	36.4	37.6
Home Equity Lines of Credit (HELOC) ⁶⁹	7.4	7.4
Indirect Auto	26.8	27.4
Credit Cards	14.1	13.9
Other Personal	0.6	0.6
Commercial Banking	92.0	94.6
Non-residential Real Estate	19.5	19.6
Residential Real Estate	7.8	8.2
Commercial & Industrial (C&I)	64.7	66.8
FX on U.S. Personal & Commercial Portfolio	58.6	64.1
U.S. Retail Portfolio (\$)	235.9	245.6
Wealth Management & Insurance Portfolio	7.6	7.2
Wholesale Portfolio	97.4	91.9
Other⁷⁰	2.7	4.3
Total⁷¹	865.1	877.8

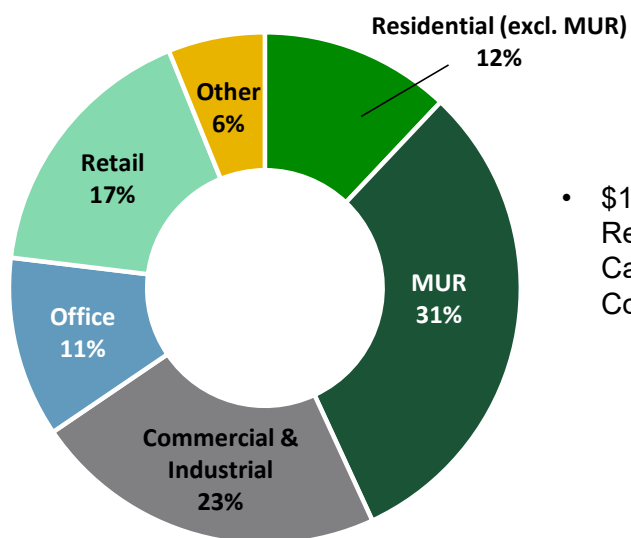
Commercial Real Estate (CRE)



Highlights

- Commercial Real Estate represents \$91B or 10% of Total Bank gross loans and acceptances⁷²
 - Portfolio is well diversified across geographies and sub segments
 - 57% of CRE portfolio in Canada and 43% in the U.S.
 - Office represents ~1% of total bank gross loans & acceptances
- 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: \$91B



- \$14.0B of Canadian Multi-Unit Residential (MUR) insured by Canada Mortgage and Housing Corporation (CMHC)

5-year Trailing Average Impaired PCL Rate (bps)



Canadian Real Estate Secured Lending (RESL) Portfolio



Highlights (Q2 2023)

Canadian RESL credit quality remained strong

- Uninsured average Bureau score⁷³ 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%

43% variable interest rate, of which 26% Mortgage and 17% HELOC

~9% of RESL portfolio renewing⁷⁴ in the next 12 months

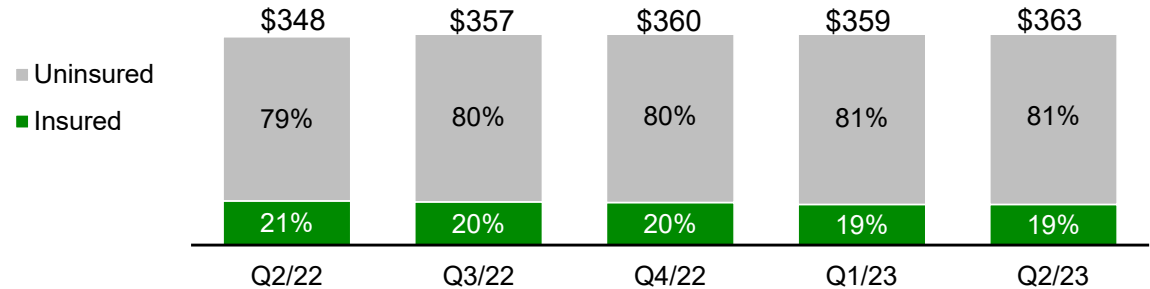
91% of RESL portfolio is amortizing

- 73% of HELOC portfolio is amortizing

Condo and Investor⁷⁵ RESL credit quality consistent with broader portfolio

- Condo RESL represents ~15% of RESL outstanding with 22% insured
- Investor RESL represents ~10% of RESL outstanding

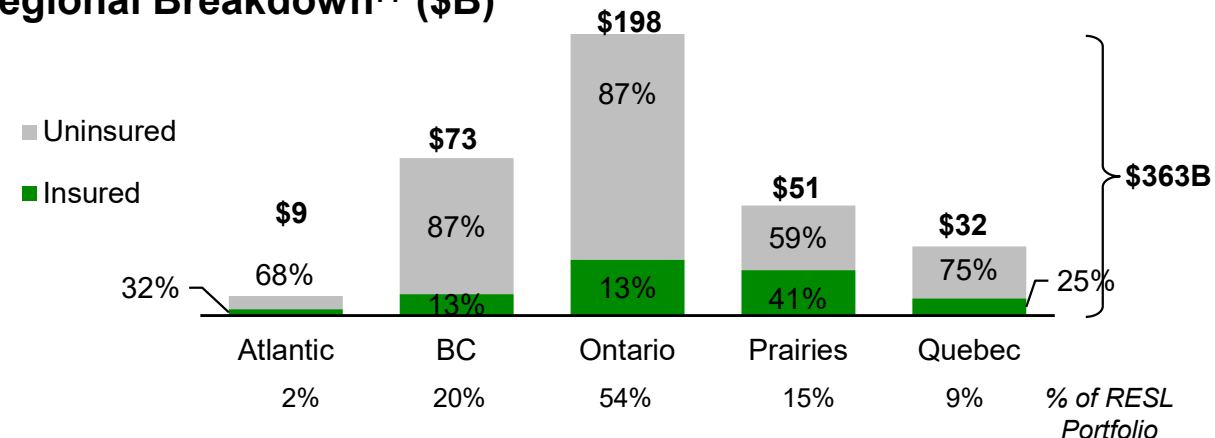
Quarterly Portfolio Volumes (\$B)



Canadian RESL Portfolio – Current Loan to Value (%)⁷⁶

	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23
Uninsured	48	47	49	51	53
Insured	47	45	47	50	51

Regional Breakdown⁷⁷ (\$B)



Canadian Personal Banking



Highlights

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

Canadian Personal Banking (Q2/23)

	Gross Loans (\$B)	GIL (\$MM)	GIL/Loans (%)
Residential Mortgages	247.7	174	0.07
Home Equity Lines of Credit (HELOC)	114.4	127	0.11
Indirect Auto	27.6	75	0.27
Credit Cards	17.8	100	0.56
Other Personal	11.4	50	0.44
<i>Unsecured Lines of Credit</i>	9.3	31	0.33
Total Canadian Personal Banking	418.9	526	0.13
Change vs. Q1/23	5.4	29	0.01

Canadian RESL Portfolio – Loan to Value by Region (%)^{76, 77}

	Q1/23			Q2/23		
	Mortgage	HELOC	Total RESL	Mortgage	HELOC	Total RESL
Atlantic	57	45	53	58	47	54
BC	56	45	51	58	45	52
Ontario	56	43	49	57	45	51
Prairies	60	48	55	62	50	57
Quebec	59	53	56	61	55	58
Canada	57	45	51	58	46	53

Canadian Commercial and Wholesale Banking



Highlights

- Gross impaired loans increased quarter-over-quarter
 - Reflected in the Canadian Commercial Banking portfolio

Canadian Commercial and Wholesale Banking (Q2/23)

	Gross Loans/ BAs (\$B)	GIL (\$MM)	GIL/Loans (%)
Commercial Banking ⁷⁸	109.9	618	0.56
Wholesale Banking	91.9	46	0.05
Total Canadian Commercial and Wholesale Banking	201.8	664	0.33
Change vs. Q1/23	(3.6)	54	0.03

Industry Breakdown⁷⁸

	Gross Loans/ BAs (\$B)	GIL (\$MM)
Real Estate – Residential	28.1	6
Real Estate – Non-residential	25.0	88
Financial	31.8	1
Govt-PSE-Health & Social Services	14.7	134
Oil and Gas	2.7	30
Metals and Mining	2.9	45
Forestry	0.8	1
Consumer ⁷⁹	10.2	131
Industrial/Manufacturing ⁸⁰	12.2	118
Agriculture	10.3	7
Automotive	13.4	23
Other ⁸¹	49.7	80
Total	201.8	664

U.S. Personal Banking (USD)



Highlights

- Continued strong asset quality in U.S. personal

U.S. Personal Banking⁸² (Q2/23)

	Gross Loans (\$B)	GIL (\$MM)	GIL/Loans (%)
Residential Mortgages	37.6	323	0.86
Home Equity Lines of Credit (HELOC) ⁶⁹	7.4	172	2.33
Indirect Auto	27.4	167	0.61
Credit Cards	13.9	229	1.65
Other Personal	0.6	5	0.86
Total U.S. Personal Banking (USD)	86.9	896	1.03
Change vs. Q1/23 (USD)	1.6	(10)	(0.03)
Foreign Exchange	30.7	317	n/a
Total U.S. Personal Banking (CAD)	117.6	1,213	1.03

U.S. Real Estate Secured Lending Portfolio⁸²

Indexed Loan to Value (LTV) Distribution and Refreshed FICO Scores⁸³

Current Estimated LTV	Residential Mortgages (%)	1 st Lien HELOC (%)	2 nd Lien HELOC (%)	Total (%)
>80%	9	2	8	8
61-80%	35	13	35	34
<=60%	56	85	57	58
Current FICO Score >700	93	91	89	92

U.S. Commercial Banking (USD)



Highlights

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

U.S. Commercial Banking⁸² (Q2/23)

	Gross Loans/ BAs (\$B)	GIL (\$MM)	GIL/Loans (%)
Commercial Real Estate (CRE)	27.8	51	0.18
Non-residential Real Estate	19.6	19	0.10
Residential Real Estate	8.2	32	0.39
Commercial & Industrial (C&I)	66.8	134	0.20
Total U.S. Commercial Banking (USD)	94.6	185	0.20
Change vs. Q1/23 (USD)	2.6	(22)	(0.03)
Foreign Exchange	33.4	66	n/a
Total U.S. Commercial Banking (CAD)	128.0	251	0.20

Commercial Real Estate

	Gross Loans/ BAs (US\$B)	GIL (US\$MM)
Office	4.4	9
Retail	5.4	7
Apartments	7.2	27
Residential for Sale	0.1	1
Industrial	1.9	-
Hotel	0.6	2
Commercial Land	0.1	-
Other	8.1	5
Total CRE	27.8	51

Commercial & Industrial

	Gross Loans/ BAs (US\$B)	GIL (US\$MM)
Health & Social Services	11.6	28
Professional & Other Services	8.5	26
Consumer ⁷⁹	6.2	25
Industrial/Mfg ⁸⁰	6.3	30
Government/PSE	11.6	2
Financial	7.9	1
Automotive	3.4	3
Other ⁸⁴	11.3	19
Total C&I	66.8	134

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 Second Quarter 2023 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. For further information on items of note, please see slide 22.
2. For additional information about this metric, refer to the Glossary in the Bank's Second 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. Canadian Personal and Commercial: based on Canadian Personal & Small Business banking. U.S. Retail: based on U.S. Retail and Small Business banking.
9. 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.
10. 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.
11. 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.
12. Self-serve share of transactions represents all financial transactions that are processed through unassisted channels (Online, Mobile, ATM, and Phone IVR).

Endnotes



13. 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 23 and 24. For further information about these non-GAAP financial measures, please see endnote 1.
14. 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.
15. In Q2 2022, the Bank reached a settlement in TD Bank, N.A. v. Lloyd's Underwriter et al., in Canada, pursuant to which the Bank recovered losses resulting from the previous resolution by the Bank of multiple proceedings in the U.S. related to an alleged Ponzi scheme, perpetrated by, among others, Scott Rothstein – Q2 2022: \$224 million pre-tax. The amount was reported in the U.S. Retail segment.
16. 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.
17. Adjusted non-interest expenses exclude the acquisition and integration-related charges for the First Horizon acquisition – Q2 2023: \$154 million or US\$113 million (\$116 million or US\$85 million after-tax), Q1 2023: \$106 million or US\$78 million (\$80 million or US\$59 million after-tax).
18. Includes assets under administration (AUA) administered by TD Investor Services, which is part of the Canadian Personal and Commercial Banking segment.
19. Includes net interest income TEB of \$285 million (Q1 2023: \$261 million, Q2 2022: \$581 million, Q1 2022: \$525 million), and trading income (loss) of \$197 million (Q1 2023: \$401 million, Q2 2022: \$99 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.
20. Adjusted non-interest expenses exclude the acquisition and integration-related charges primarily for the TD Cowen acquisition – Q2 2023: \$73 million (\$63 million after-tax), Q1 2023: \$21 million (\$16 million after-tax).
21. 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 Q2 2023 Supplementary Financial Information package, which is available on our website at www.td.com/investor.

Endnotes



22. 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 Q2 2023 Supplementary Financial Information package.
23. 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" section in the Bank's Second Quarter 2023 MD&A for further details.
24. In the *US Rotstain v. Trustmark, National Bank, et al.* action, 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. The Bank recognized a foreign exchange loss of \$39 million (\$28 million after-tax) in the second quarter of 2023, reflecting the impact of the difference between the foreign exchange rate used for recording the provision (effective from January 31, 2023) and the foreign exchange rate at the time the settlement was reached.
25. Canada Recovery Dividend 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" section in the Bank's second quarter 2023 MD&A for further details.
26. Capital and liquidity measures on slide 15 are calculated in accordance with OSFI's Capital Adequacy Requirements, Leverage Requirements, and Liquidity Adequacy Requirements guidelines.
27. FX impact on RWA has a negligible impact on the CET 1 ratio, because the CET 1 ratio is currency hedged.
28. Gross Impaired Loan formations represent additions to Impaired Loans & Acceptances during the quarter; excludes the impact of acquired credit-impaired loans.
29. GIL Formations Ratio: Gross Impaired Loan Formations/Average Gross Loans & Acceptances.
30. Gross Impaired Loans (GIL) excludes the impact of acquired credit-impaired loans.

Endnotes



- 31. GIL Ratio: Gross Impaired Loans/Gross Loans & Acceptances (both are spot) by portfolio.
- 32. Includes acquired credit impaired (ACI) loans.
- 33. PCL Ratio: Provision for Credit Losses on a quarterly annualized basis/Average Net Loans & Acceptances.
- 34. 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.
- 35. 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.
- 36. PCL-impaired represents Stage 3 PCL under IFRS 9, performing represents Stage 1 and Stage 2 on financial assets, loan commitments, and financial guarantees.
- 37. Coverage Ratio: Total allowance for credit losses as a % of gross loans and acceptances.
- 38. U.S. Strategic Cards Partners' Share represents the retailer program partners' share of the U.S. Strategic Cards Portfolio ACL.
- 39. Consumer instalment and other personal includes the HELOC, Indirect Auto and Other Personal portfolios.
- 40. 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.
- 41. This column refers to specific pages of the Bank's Q2 2023 Supplementary Financial Information package.
- 42. Acquisition and integration-related charges for 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 Q2 2023 Supplementary Financial Information package.
- 43. 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.

Endnotes



- 44. 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.
- 45. 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.
- 46. Adjusts for fair value changes in investments supporting insurance claims liabilities, as reported on page 7, line 14 of the Bank's Q2 2023 Supplementary Financial Information package (Income (loss) from Financial Instruments designated at FVTPL – Related to Insurance Subsidiaries).
- 47. 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 23 for further information.
- 48. For quarters ended April 30, 2023 and January 31, 2023: U.S. Retail reported expenses included acquisition and integration-related charges for the First Horizon – Q2 2023: \$154 million or US\$113 million (\$116 million or US\$85 million after-tax); Q1 2023: \$106 million or US\$78 million (\$80 million or US\$59 million after-tax).
- 49. Line 13 metrics reflect the adjustments described in lines 9 through 12 on slide 24.
- 50. Excluding only the impact of the US Strategic Card Portfolio partners' share, year-over year expense growth would have been 14.3% (\$6,280MM in Q2 2023 and \$5,493MM in Q2 2022), representing a year-over-year increase of \$788MM).
- 51. U.S. Retail deposits exclude deposits from the Schwab Insured Deposit Agreement.
- 52. Wholesale deposit concentration by top depositors includes all global transaction banking (i.e., corporate deposits).
- 53. Total Bank deposit concentration by top deposits does not include CPs or CDs. This view is based on the Top 20 overall depositors and not the sum of all Top 20 depositors.
- 54. Total Business Deposit concentration by industry includes Corporate, Commercial and SBB; includes term deposits but does not include CPs or CDs. All personal balances have no impact to the overall figure.
- 55. Source: Call reports as of 3/31/2023. Secured deposits are deposits where TD is required to either pledge securities or use Letters of Credit in order to safeguard those deposits beyond FDIC Insurance.

Endnotes



- 56. Deposits uninsured by the FDIC.
- 57. Numbers may not add due to rounding.
- 58. The impact from certain treasury and balance sheet management activities relating to the U.S. Retail segment is recorded in the Corporate segment.
- 59. U.S. Retail Bank efficiency ratio is shown on a reported basis in USD.
- 60. Insured deposit accounts.
- 61. 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) 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>.
- 62. 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.
- 63. The Bank's share of Schwab's earnings is reported with a one-month lag.
- 64. Includes the net impact of internal management adjustments which are reclassified to other reporting lines in the Corporate segment.
- 65. 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 14 of the Bank's Q2 2023 Supplementary Financial Information package on a reported basis only.
- 66. The Bank's own integration costs related to the Schwab transaction this quarter (\$18MM pre-tax this quarter) are reported as non-interest expenses in the Corporate segment. In the Q2 2023 Report to Shareholders (Table 15), acquisition and integration costs of \$30MM (pre-tax) include the Bank's share of Schwab's costs and the Bank's own integration costs.
- 67. 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.

Endnotes



- 68. Other includes investment portfolios and other accounting adjustments.
- 69. U.S. HELOC includes Home Equity Lines of Credit and Home Equity Loans.
- 70. Includes acquired credit impaired loans and loans booked in the Corporate segment.
- 71. Includes loans measured at fair value through other comprehensive income.
- 72. Gross Loans and Banker's Acceptances outstanding and percentage of Gross Loans and Banker's Acceptances outstanding.
- 73. Average bureau score is exposure weighted.
- 74. Excludes the revolving portion of HELOC.
- 75. Investor RESL reflects RESL where collateral is a non-owner-occupied investment property.
- 76. 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.
- 77. 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.
- 78. Includes Small Business Banking and Business Credit Cards.
- 79. Consumer includes: Food, Beverage and Tobacco; Retail Sector.
- 80. Industrial/Manufacturing includes: Industrial Construction and Trade Contractors; Sundry Manufacturing and Wholesale Banking.
- 81. Other includes: Power and Utilities; Telecommunications, Cable and Media; Transportation; Professional and Other Services; Other.
- 82. Excludes acquired credit-impaired loans.

Endnotes



- 83. Loan To Value is calculated with the Loan Performance Home Price Index as of February 2023, based on outstanding mortgage balance and/or the HELOC authorized credit limit. FICO Scores updated March 2023.
- 84. Other includes: Agriculture; Power and utilities; Telecommunications, cable and media; Transportation; Resources; Other.



Investor Relations Contacts

Phone:

(416) 308-9030 or 1 (866) 486-4826

Email:

tdir@td.com

Website:

www.td.com/investor