# Building the better bank every day



**Bank Financial Group** 

Credit Portfolio Q2 2009

June 18, 2009

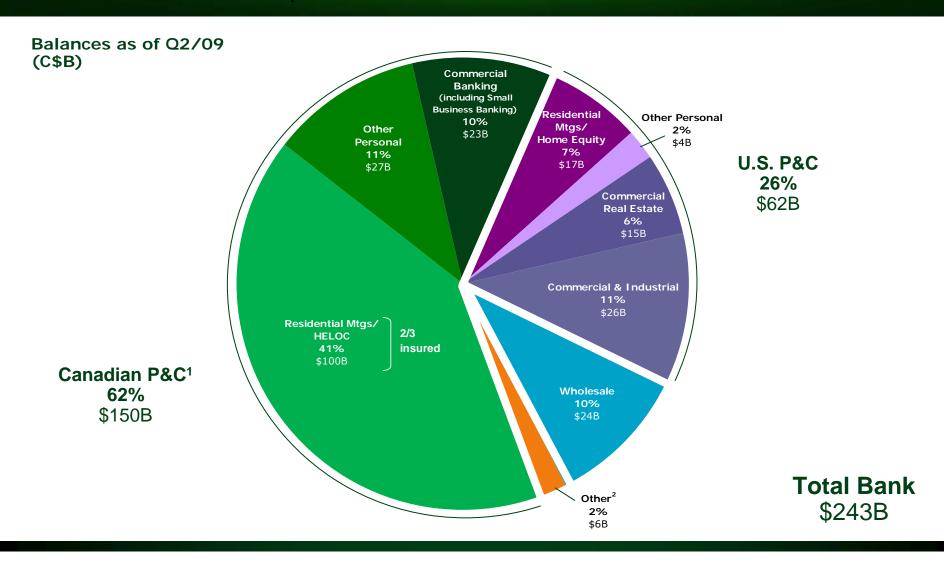
# Caution regarding forward-looking statements



From time to time, the Bank makes written and oral forward-looking statements, including in this document, in other filings with Canadian regulators or the U.S. Securities and Exchange Commission (SEC), and in other communications. In addition, the Bank's senior management may make forward-looking statements orally to analysts, investors, representatives of the media and others. All such statements are made pursuant to the "safe harbour" provisions of the U.S. Private Securities Litigation Reform Act of 1995 and applicable Canadian securities legislation. Forward-looking statements include, among others, statements regarding the Bank's objectives and targets for 2009 and beyond, and strategies to achieve them, the outlook for the Bank's business lines, and the Bank's anticipated financial performance. The forward-looking information contained in this document is presented for the purpose of assisting our shareholders and analysts in understanding our financial position as at and for the periods ended on the dates presented and our strategic priorities and objectives, and may not be appropriate for other purposes. The economic assumptions for 2009 for the Bank are set out in the Bank's 2008 Annual Report under the heading "Economic Summary and Outlook" and for each of our business segments, under the heading "Business Outlook and Focus for 2009." Forward-looking statements are typically identified by words such as "will", "should", "believe", "expect", "anticipate", "intend", "estimate", "plan", "may" and "could". By their very nature, these statements require us to make assumptions and are subject to inherent risks and uncertainties, general and specific. Especially in light of the current, unprecedented financial and economic environment, such risks and uncertainties may cause actual results to differ materially from the expectations expressed in the forward-looking statements. Some of the factors - many of which are beyond our control and the effects of which can be difficult to predict - that could cause such differences include: credit, market (including equity and commodity), liquidity, interest rate, operational, reputational, insurance, strategic, foreign exchange, regulatory, legal and other risks discussed in the Bank's 2008 Annual Report and in other regulatory filings made in Canada and with the SEC; general business and economic conditions in Canada, the U.S. and other countries in which the Bank conducts business, as well as the effect of changes in existing and newly introduced monetary and economic policies in those jurisdictions and changes in the foreign exchange rates for the currencies of those jurisdictions; the degree of competition in the markets in which the Bank operates, both from established competitors and new entrants; defaults by other financial institutions in Canada, the U.S. and other countries; the accuracy and completeness of information the Bank receives on customers and counterparties; the development and introduction of new products and services in markets; developing new distribution channels and realizing increased revenue from these channels; the Bank's ability to execute its strategies, including its integration, growth and acquisition strategies and those of its subsidiaries, particularly in the U.S.; changes in accounting policies (including future accounting changes) and methods the Bank uses to report its financial condition, including uncertainties associated with critical accounting assumptions and estimates; changes to our credit ratings; global capital market activity; increased funding costs for credit due to market illiquidity and increased competition for funding; the Bank's ability to attract and retain key executives; reliance on third parties to provide components of the Bank's business infrastructure; the failure of third parties to comply with their obligations to the Bank or its affiliates as such obligations relate to the handling of personal information; technological changes; the use of new technologies in unprecedented ways to defraud the Bank or its customers and the organized efforts of increasingly sophisticated parties who direct their attempts to defraud the Bank or its customers through many channels; legislative and regulatory developments; change in tax laws; unexpected judicial or regulatory proceedings; continued negative impact of the U.S. securities litigation environment; unexpected changes in consumer spending and saving habits; the adequacy of the Bank's risk management framework, including the risk that the Bank's risk management models do not take into account all relevant factors; the possible impact on the Bank's businesses of international conflicts and terrorism; acts of God, such as earthquakes; the effects of disease or illness on local, national or international economies; and the effects of disruptions to public infrastructure, such as transportation, communication, power or water supply. A substantial amount of the Bank's business involves making loans or otherwise committing resources to specific companies, industries or countries. Unforeseen events affecting such borrowers, industries or countries could have a material adverse effect on the Bank's businesses, financial results, financial condition or liquidity. The preceding list is not exhaustive of all possible risk factors and other factors could also adversely affect the Bank's results. For more information, see the discussion starting on page 64 of the Bank's 2008 Annual Report. All such factors should be considered carefully when making decisions with respect to the Bank, and undue reliance should not be placed on the Bank's forward-looking statements. Any forward-looking information or statements contained in this document represent the views of management only as of the date hereof. 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.

## Gross Lending Portfolio: Loans and Acceptances





<sup>1.</sup> Excluding Securitized Residential Mortgage/Home Equity of \$52B Off-Balance Sheet

<sup>2.</sup> Other includes Wealth Management and Corporate Segment. Corporate Segment includes approximately \$2B of residential mortgages booked by TD Capital Trust.

# Gross Lending Portfolio Includes B/As

### Balances (\$B)

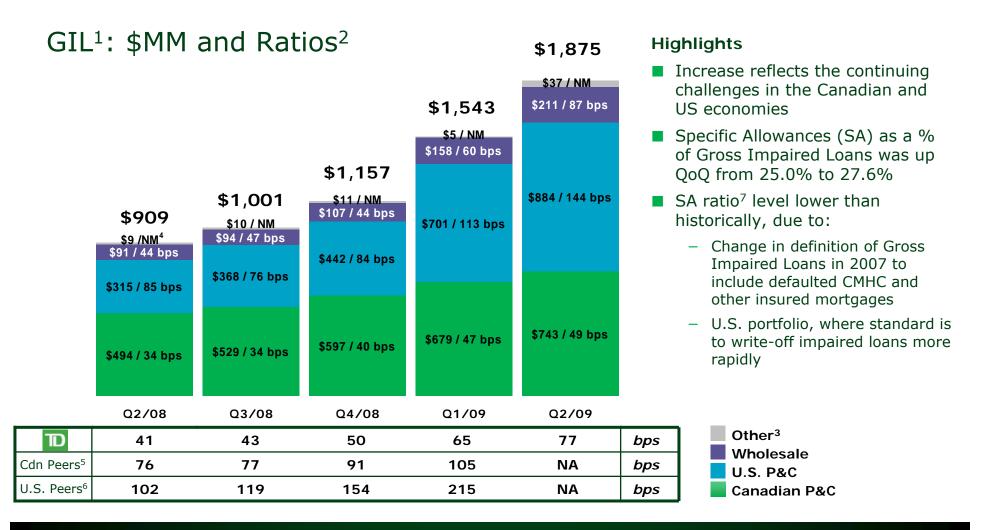
	Q2/09
Canadian Personal & Commercial	\$150
Personal <sup>1</sup>	\$127
Residential Mortgages	51 2/2 incomed
Home Equity Lines of Credit (HELOC)	49 <b>2/3 insured</b>
Unsecured Lines of Credit	8
Credit Cards	7
Other Personal	12
Commercial Banking (including Small Business Banking)	\$23
U.S. Personal & Commercial	\$62
Personal	\$21
Residential Mortgages	7
Home Equity	10
Indirect Auto	3
Credit Cards	0.7
Other Personal	0.7
Commercial Banking	\$41
Non-residential Real Estate	10
Residential Real Estate	5
Commercial and Industrial (C&I)	26
Wholesale	\$24
Other <sup>2</sup>	\$6
Total	\$243

<sup>1.</sup> Excluding Securitized Residential Mortgage/Home Equity of \$52B Off-Balance Sheet

<sup>2.</sup> Other includes Wealth Management and Corporate Segment. Corporate Segment includes approximately \$2B of residential mortgages booked by TD Capital Trust.

## Gross Impaired Loans ("GIL") by Portfolio





<sup>1.</sup> Gross Impaired Loans (GIL) are presented on a portfolio basis

Other includes Wealth Management and Corporate Segment

NM: not meaningful

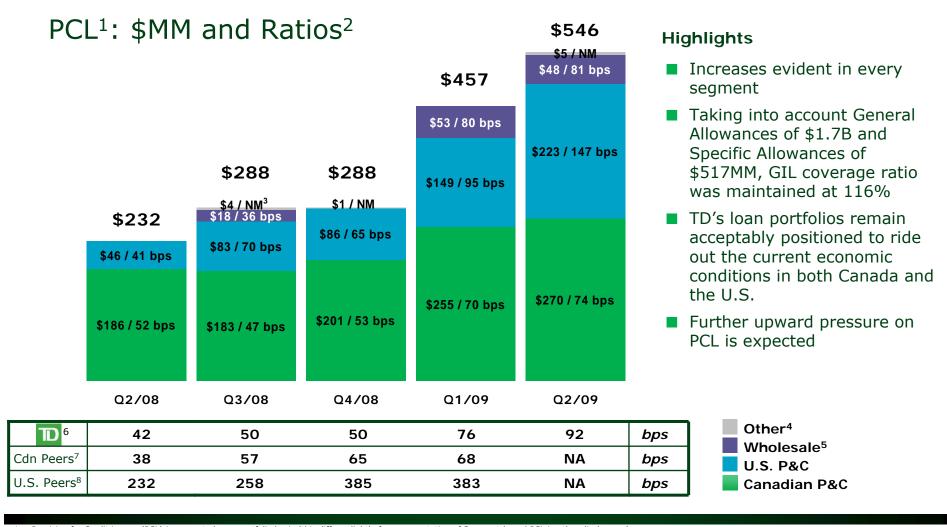
7. Specific Allowance ratio = Specific Allowance / GIL

<sup>2.</sup> GIL Ratio - Gross Impaired Loans/Spot Gross Loans & Acceptances by segment

Canadian Peers – BMO, BNS, CIBC, RBC U.S. Peers – BAC, C, JPM, PNC, USB, WFC (Non-performing loans/Total gross loans, source SNL Financial)

# Provision for Credit Losses ("PCL") by Portfolio





<sup>1.</sup> Provision for Credit Losses (PCL) is presented on a portfolio basis (this differs slightly from presentation of Segment-based PCL in other disclosures)

<sup>2.</sup> PCL Ratio - Provisions for Credit Loss/Spot Gross Loans & Acceptances on a quarterly annualized basis

<sup>3.</sup> NM: not meaningful

<sup>.</sup> Other includes Wealth Management and Corporate Segment

<sup>5.</sup> Wholesale PCL excludes premiums on credit default swaps (CDS) of \$11MM

<sup>6.</sup> Q1/09 and Q2/09 totals exclude Canadian P&C general allowance of \$80MM and \$110MM respectively

<sup>&#</sup>x27;. Canadian Peers - BMO, BNS, CIBC, RBC; peer PCLs exclude increases in GAs

B. U.S. Peers – BAC, C, JPM, PNC, USB, WFC

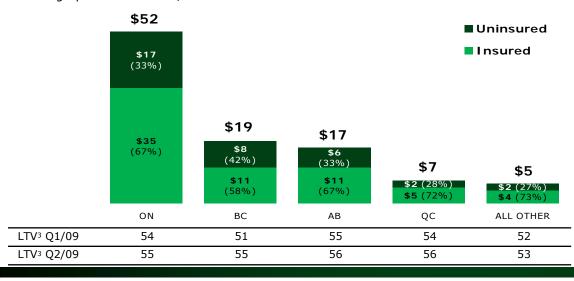
### Canadian Personal Banking



Q2/09					
Canadian Personal Banking	Gross Loans (\$B)	GIL/Loans	GIL (\$MM)	PCL <sup>1</sup> (\$MM)	
Residential Mortgages	51	0.54%	272	1	
Home Equity Lines of Credit (HELOC)	49	0.17%	85	1	
Unsecured Lines of Credit	8	0.69%	59	69	
Credit Cards	7	1.14%	79	97	
Other Personal	12	0.51%	61	53	
Total Canadian Personal Banking	\$127	0.44%	\$556	221 <sup>2</sup>	
Change vs. Q1/09	\$5	0.03%	\$52	\$13	

#### Real Estate Secured Lending Portfolio<sup>2</sup> (\$B)

Geographic and Insured/Uninsured Distribution



- Declining house prices and rising delinquencies are impacting Real Estate Secured Lending (RESL) portfolio
  - Nominal risk of loss as 68% of the RESL book is insured
  - Average Loan to Value (LTV) of on-balance sheet assets (both insured and uninsured)
    55%
  - 71% of HELOCs are in first lien position
- Visa Cards and Unsecured Lines of Credit most vulnerable during downturn
  - Strong correlation with unemployment rate
  - Represent less than 12.5% of total Canadian Personal portfolio
  - Portfolio is being actively managed

- 1. PCL excludes General Allowance increase for VFC (\$22MM)
- 2. Excluding Securitized Residential Mortgage/Home Equity of \$52B Off-Balance Sheet
- 3. Loan To Value based on Seasonally Adjusted Average Price by Major City (Canadian Real Estate Association): Q1/09 December 2008 Index; Q2/09 March 2009 Index

# Cdn Commercial and Wholesale Banking



	Q2/09		
Cdn Commercial and Wholesale Banking	Gross Loans/BAs (\$B)	GIL (\$MM)	PCL (\$MM)
Commercial Banking <sup>1</sup>	23	187	27
Wholesale	24	211	48
Total Cdn Commercial and Wholesale	\$47	\$398	\$75
Change vs. Q1/09	(\$2)	\$65	\$7

Industry Breakdown	Q2/09			
	Gross Loans/BAs (\$B)	Gross Impaired Loans (\$MM)	Specific Allowances (\$MM)	
Resources	7.4	116	57	
Real Estate - Non-residential	3.7	4	1	
Real Estate - Residential	3.3	12	5	
Consumer	6.6	40	7	
Financial	8.0	66	50	
Govt-PSE-Health & Social Svcs	4.0	9	4	
Industrial/Manufacturing	3.2	75	33	
Automotive	1.6	29	5	
Agriculture	2.3	12	4	
Other	7.3	35	19	
Total	\$47	\$398	\$185	

- Canadian Commercial and Wholesale portfolios performing well
- Loan commitments are well diversified across industries
- Over 70% of Wholesale portfolio commitments are to Investment Grade counterparties
- Sound monitoring and control processes in place
- Performance within expectation for current environment

## U.S. Personal Banking



	Q2/09			
U.S. Personal Banking	Gross Loans (\$B)	GIL/Loans	GIL (\$MM)	PCL <sup>1</sup> (\$MM)
Residential Mortgages	7	1.55%	102	16
Home Equity	10	0.56%	56	17
Indirect Auto	3	0.25%	9	6
Credit Cards	0.7	3.12%	23	19
Other Personal	0.7	0.86%	6	8
Total U.S. Personal Banking	\$21	0.91%	\$196	\$66
Change vs. Q1/09 (Dec. 31/08)	\$0.6	0.04%	\$16	\$44

#### **Real Estate Secured Lending Portfolio**

Loan to Value (LTV) Distribution and FICO Scores<sup>2</sup>

Current Estimated LTV	Residential Mortgages	1 <sup>st</sup> Lien HELOCs	2 <sup>nd</sup> Lien HELOCs	Total
>80%	21%	13%	33%	24%
61-80%	63%	25%	36%	42%
<=60%	16%	62%	31%	34%
Current FICO Score >700	71%	81%	76%	75%

- Acceptable borrower credit quality
  - 75% of RESL borrowers have FICO above 700, 91% above 620
- No exposure to subprime, Alt-A, Low Doc and Option ARM lending
- In footprint lending strategy no exposure to hardest hit markets (California, Nevada, Arizona)
- Minimal exposure in Florida (1% of outstandings)
- Delinquency rates, while elevated over historical norms, remain stable and compare favourably to peers
- Potential remains for further weakening

<sup>1.</sup> PCL excludes General Allowance increase in U.S. P&C of \$103MM.

Loan To Value as of March 2009, based on Loan Performance Home Price Index FICO Scores updated February 2009

### U.S. Commercial Banking



	Q2/09			
U.S. Commercial Banking	Gross Loans/BAs (\$B)	GIL (\$MM)	PCL <sup>1</sup> (\$MM)	
Commercial Real Estate (CRE)	15	402	24	
Non-residential Real Estate	10	135	12	
Residential Real Estate	5	267	12	
Commercial and Industrial (C&I)	26	286	30	
Total U.S. Commercial Banking	\$41	\$688	\$54	
Change vs. Q1/09 (Dec. 31/08)	No change	\$172	\$13	

	Q2/09			
Commercial Real Estate	Gross Loans/BAs (\$B)	Gross Impaired Loans (\$MM)		
Non-residential Real Estate	10.3	135		
Office	3.3	10		
Retail	2.8	45		
Industrial	1.9	10		
Hotel	0.6	17		
REITs	0.5	0		
Commercial Land	0.4	35		
Other	0.7	19		
Residential Real Estate	4.8	267		
Residential for Sale	2.4	206		
Apartments	2.1	53		
Other	0.3	8		
Total U.S. Commercial Real Estate	15.1	402		

- Commercial Real Estate, and specifically Residential for Sale, remains area of greatest concern
- Office and Retail real estate are performing better than expected, but further softening is anticipated
- Commercial and Industrial credit quality remains stable
- Pro-active approach to risk mitigation across all portfolios

### **Automotive Position**

	Q2/09					
		Gross	Gross Loans/BAs (\$MM)			
Autom	otive Sector	Canadian Commercial & Wholesale	Commercial U.S. Total & Commercial			
Auto Ma	anufacturers	80	5	85	3%	
Auto Pa	rts Manufacturers	350	55	405	14%	
After-m	arket Parts & Service	255	525	780	27%	
New/Us	sed Dealers	245	560	805	28%	
Vehicle	Financing & Leasing	670	135	805	28%	
Total		\$1,600	\$1,280	\$2,880	100%	
Percen	t of Portfolio	3.4%	3.2%	3.3%		

- Overall exposure is nominal relative to total portfolio
- Exposure to Detroit 3 manufacturers is negligible
- Auto Parts Manufacturing exposure is limited to Tier 1 suppliers
- Minimal exposure to single nameplate dealerships
- Gross impaired loans represent less than 3% of sector outstandings
- Overall, sector exposure is manageable

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