

## OUR VISION

# To be the better bank

## OUR GUIDING PRINCIPLES

- Be customer driven
- Respect each other
- Execute with excellence
- Know our business
- Enhance our brand
- Increase shareholder value

## PERFORMANCE INDICATORS

We follow principles that help us achieve our vision. Performance indicators focus effort, communicate our priorities and benchmark performance as TDBFG strives to be the better bank. The following tables highlight performance against these indicators in 2006 and our priorities in 2007.

2006 PERFORMANCE INDICATORS	RESULTS <sup>1</sup>
<b>Financial</b> <ul style="list-style-type: none"> <li>• Deliver above peer average total shareholder return<sup>2</sup></li> <li>• Grow earnings per share by 7% to 10%</li> <li>• Grow economic profit</li> </ul>	<b>TDBFG return 20.3%, peer average 22.7%</b> <b>13% growth</b> <b>23% growth</b>
<b>Business operations</b> <ul style="list-style-type: none"> <li>• Grow revenue faster than expenses</li> <li>• Enhance the risk profile of the Bank (as measured by a return on risk-weighted assets that is above the peer average)</li> <li>• Invest in core businesses to improve efficiency and effectiveness</li> </ul>	<b>5% gap in growth rates</b> <b>TDBFG return 2.46%, peer average 1.93%<sup>3</sup></b> <b>Refer to Business Segment Analysis for details</b>
<b>Customer</b> <ul style="list-style-type: none"> <li>• Invest in core businesses to enhance the customer experience</li> <li>• Grow the percentage of employees in customer-facing roles</li> <li>• Increase customer satisfaction</li> </ul>	<b>Refer to Business Segment Analysis for details</b> <b>69% of net new employees were customer facing, bringing total to 66.9%</b> <b>Customer satisfaction score rose to 87.4 in 2006 from 86.8 in 2005</b>
<b>Employee</b> <ul style="list-style-type: none"> <li>• Improve employee engagement score year-over-year</li> <li>• Enhance the employee experience by:                             <ul style="list-style-type: none"> <li>– Listening to our employees</li> <li>– Building employment diversity</li> <li>– Providing a healthy, safe and flexible work environment</li> <li>– Providing competitive pay, benefits and performance-based compensation</li> <li>– Investing in training and development</li> </ul> </li> </ul>	<b>Employee engagement score rose to 4.12 in Fall 2006 from 4.08 in Fall 2005<sup>4</sup></b> <b>Refer to 2006 TDBFG Corporate Responsibility Report (published in March 2007) for details</b>
<b>Community</b> <ul style="list-style-type: none"> <li>• Support our communities by:                             <ul style="list-style-type: none"> <li>– Promoting children's health and education</li> <li>– Protecting and preserve the environment</li> <li>– Volunteering time for social services organizations and initiatives</li> </ul> </li> <li>• Donate minimum of 1% of domestic pre-tax profits (three-year average) to charitable and not-for-profit organizations</li> </ul>	<b>Refer to 2006 TDBFG Corporate Responsibility Report (published in March 2007) for details</b> <b>1.3%, or \$32.9 million, in donations</b>

<sup>1</sup> Performance indicators that include an earnings component are based on TDBFG's full year adjusted earnings (except as noted) as explained in "How the Bank Reports" in the accompanying MD&A. For peers, earnings have been adjusted on a comparable basis to exclude identified non-underlying items other than Q1/06 impact of reserves for hurricane claims.

<sup>2</sup> Total shareholder return is measured on a one-year basis.

<sup>3</sup> Return on risk-weighted assets measure is as at July 31, 2006 YTD for comparison purposes. TDBFG's return on risk-weighted assets for 2006 was also 2.46%.

<sup>4</sup> Scale for the employee engagement score is from 1 to 5.

## 2007 PERFORMANCE INDICATORS

<b>Financial</b> <ul style="list-style-type: none"> <li>• Deliver above peer average total return to shareholders</li> <li>• Grow earnings per share by 7% to 10%</li> <li>• Deliver above peer average return on risk-weighted assets</li> </ul>	<b>Employee</b> <ul style="list-style-type: none"> <li>• Enhance the employee experience by:                             <ul style="list-style-type: none"> <li>– Listening to our employees</li> <li>– Building employment diversity</li> <li>– Providing a healthy, safe and flexible work environment</li> <li>– Providing competitive pay, benefits and performance-based compensation</li> <li>– Invest in training and development</li> </ul> </li> <li>• Improve the employee engagement score year-over-year</li> </ul>
<b>Business operations</b> <ul style="list-style-type: none"> <li>• Grow revenue faster than expenses</li> <li>• Invest in core businesses to improve efficiency and effectiveness</li> </ul>	<b>Community</b> <ul style="list-style-type: none"> <li>• Promoting children's health and education</li> <li>• Protecting and preserve the environment</li> <li>• Volunteering time for social services organizations and initiatives</li> <li>• Donate minimum of 1% of domestic pre-tax profits (three-year average) to charitable and not-for-profit organizations</li> </ul>
<b>Customer</b> <ul style="list-style-type: none"> <li>• Invest in core businesses to enhance the customer experience</li> <li>• Grow the percentage of employees in customer-facing roles</li> <li>• Increase customer satisfaction</li> </ul>	

There has been one change made to the performance indicators in our scorecard for 2007 compared to the measures that were in place for 2006. Economic profit has been excluded, because there is no direct comparison between TD and its peers. Economic profit continues to be an important internal measure.