

#### **Bank Financial Group**



#### Keeping Commitments



# **TD Ameritrade**

Creating Value While Strengthening Strategic Position June 22, 2005

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### Forward-Looking Statements And Other Information



Bank Financial Group

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements relating to anticipated financial and operating results, TD Bank Financial Group's plans, objectives, expectations and intentions and other statements including words such as "anticipate," "believe," "plan," "stimate," "expect," "intend," "will," "should," "may," "and other similar expression. Such statements are based upon the current beliefs and expectations of TD Bank Financial Control of the similar expression. Such statements are based upon the current beliefs and expectations of TD Bank Financial Control of the statements. The following factors, among others, could cause or contribute to such material differences: change in general economic conditions: the performance of financial markets and interest rates; the possibility that the transaction does not close when expected or at all, or that the companies may be required to modify aspects of the transaction to achieve required approach and the proposed transaction, the businesses of the companies suffer due to uncertainty; that TD Ameritrade is unable to translition customers, successfully execute its integration strategies, or achieve planned synergies; that the parties are unable to accurately forecast the anticipated financial results of TD Ameritrade following the transaction; that TD Ameritrade is unable to retain employees that are key to the operations of the ombined business: that TD Ameritrade is unable to retain employees that are key to the operations of the combined business: that TD Ameritrade is unable to identify and realize future consolidation and growth opportunities; the risk of new and changing regulation in the U.S. and Canada; acts unable to identify and realize future consolidation and growth opportunities; the risk of new and changing regulation in the U.S. and Canada; acts of the companies of the provise of the provise of the provise of the p

## Creating Value While Bank Financial Group Strengthening Strategic Position Translates ownership in TD Waterhouse USA into ownership in one of the three major players in the sector Allows us to stay in the industry while reaping the benefits of current and any future consolidation Significant value creation for TD · Accretive to earnings in first year before amortization of intangibles · About \$500 million in capital available for reinvestment **TD Ameritrade** · Excellent, experienced U.S. management team · Best in class platform · A strong national brand

#### Corporate Governance<sup>1</sup> and Bank Financial Group Transaction Highlights > TD designates 5 out of 12 directors Board > Joe Ricketts Chairman composition > Ed Clark Vice Chairman > CEO Joe Moglia Management CEO appointment requires 2/3 Board majority > Initial ownership 32% ■ TD ownership Promptly after closing a tender offer for an level additional 7.9% > Ownership capped at 39.9% for 3 years and 45% in years 4 to 10, unless bid for 100% with approval of independent directors and unaffiliated stockholders ■ TD Waterhouse > TD retains 100% of TDW Bank Service agreement in place between TD Ameritrade Bank and the TDW Bank Brand > TD Ameritrade in the U.S. TD Waterhouse Brand continues in Canada and the U.K. 1. Governance rights are contained in a stockholders agreement with a 10 year term, subject to earlier termination in certain events

### Bank Financial Group **TD Financial Parameters** Projected EPS accretion to TD reported basis<sup>(1)</sup> Neutral in 2006 > C\$0.14 per share in 2007 ☐ Projected EPS accretion to ➤ C\$0.08 per share in 2006 TD before amortization of C\$0.24 per share in 2007 intangibles<sup>(2)</sup> Gain on sale (after-tax) > U.S \$725 million or C\$900 million ■ In Canada TD acquires 100% of Ameritrade Canada Purchase price US\$60MM or C\$75MM Non-consolidated investment Accounting One month lag in quarterly reporting Expected closing > Within six months Based on last 12 month earnings and synergies to be realized 40% in Fiscal 2006 and 90% in Fiscal 2007. Based on the assumptions described in (1) and adjusted for amortization of intangibles expense. EPS before the amortization of intangibles is a non-GAAP measure. See page 13 of the 2004 Annual Report for an explanation and reconciliation to GAAP

12 months ending 3/31/05							
US\$ millions	Ameritrade Adjusted (1)	TD Waterhouse	TD Ameritrade Combined	Full Synergies <sup>(2)</sup>	TD Ameritrade As Adjusted		
Revenue	\$890	\$726	\$1,616	\$200	1,816		
Operating Expense	337	566	903	(328)	575		
Advertising	96	77	173	(50)	123		
Total Expense	433	643	1,076	(378)	698		
Pre-tax	\$457	\$83	\$540	\$578	1,118		
Revenue Attrition (3	(27)	(27)					
Intangible Amortiza	(42)	(42)					
Interest on Borrowings (5)					(120)		
Cost to build branch network -					-		
Pre-tax				509	929		
Net Income (GAAP ba	asis) \$274				\$557		
Diluted shares O/S	413MM				607MM		
EPS	\$0.66				\$0.92		
Diluted shares O/S	413MM		Accretion to A	moritrado	607		

TD Wealth Management			Bank Financial Gro				
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Business Segment Net Income							Trailing
CAD \$MM	<u>Q104</u>	<u>Q204</u>	<u>Q304</u>	<u>Q404</u>	<u>Q105</u>	<u>Q205</u>	4Qs
TDW USA Discount Brokerage	\$ 30	\$ 21	\$ 16	\$ 18	\$ 20	\$ 11	\$ 65
Canadian Wealth Management	\$ 81	\$ 81	\$ 60	\$ 45	\$ 78	\$ 88	\$ 271
Total Wealth Management	\$ 111	\$ 102	\$ 76	\$ 63	\$ 98	\$ 99	\$ 336
Note:  Within TD's Wealth Mana Discount brokerage and	0			0			use
☐ In this transaction, Ameritrade is acquiring TDW USA Discount Brokerage and TD is retaining TD Waterhouse Bank							
<ul> <li>After the transaction clo Canadian Wealth Manag net income from non-co</li> </ul>	ement	(includ	ing TD'	W UK a	nd TDV	/ Bank)	•

TD Ameritrade:  Pro forma combined net income GAAP basis (slide 6)  Amortization of intangibles (after-tax)	US \$557MM <u>34</u>
Net income excluding TD Ameritrade amortization of intangibles	US \$591MM
TDBFG net earnings from TD Ameritrade:	
TD share (39.9%) of TD Ameritrade earnings excluding intangible amortiza	tion US \$236MM
FX conversion at 1.25	C \$295
US/CAD GAAP Adjustments	(10)
TD Waterhouse USA earnings foregone	(63)
Ameritrade Canada (expected after synergies)	8
Funding cost from the cash portion of the transaction	(39)
Net earnings accretion before the amortization of intangibles	C \$191MM
Amortization of intangibles expense	<u>(60)</u>
Net earnings accretion reported basis	C \$131MM
EPS Accretion estimation all synergies, opportunities, 39.9% ownershi	ip:
TD Shares outstanding (fully diluted)	713MM
9 . 3	C\$ 0.18
Reported basis	

rojected Capital Ratios at Close			Bank Financial Group			
Capital Ratio		As at Q2/05	Pro Forma at Q2/05			
Net tangible com	mon ratio	6.9%	8.7%			
Tier 1 ratio		10.0%	11.8%			
Note:						
Pro-forma Tang 6.9% at Q2/05	Pro-forma Tangible common equity ratio approximately 8.7% versus 6.9% at Q2/05					
Pro forma Tier 1 capital ratio approximately 11.8% versus 10.0% at Q2/05						
Little change to rating agency capital ratios						
	Estimate of the impact from Basel II is negative but dependent upon re-calculation for the entire bank					
	After close, an appropriate lower end range for tangible common equity ratio is around 7.5%					
				9		



