

# TD Bank Group Quick Facts

1ST QUARTER 2013

## Building the Better Bank

### North American

- Top 10 bank in North America<sup>1</sup>
- One of only a few banks globally to be rated Aa1 by Moody's<sup>2</sup>
- Leverage platform & brand for growth
- Strong employment brand

### Retail Earnings Focus

- Leader in customer service & convenience
- Strong organic growth engine
- Over 80% of adjusted earnings from retail<sup>3,4</sup>
- Better return for risk undertaken

### Franchise Businesses

- Repeatable & growing earnings stream
- Focus on customer-driven products
- Operating franchise dealer of the future
- Consistently reinvest in our competitive advantage

### Risk Discipline

- Only take risks we understand
- Systematically eliminate tail risk
- Robust capital & liquidity management
- Culture & policies aligned with risk philosophy

## Key Metrics

| As of January 31                  | 2012      | 2013      |
|-----------------------------------|-----------|-----------|
| Total Assets                      | C\$779.1B | C\$818.5B |
| Total Deposits                    | C\$469.7B | C\$493.5B |
| Total Loans                       | C\$391.8B | C\$414.5B |
| Tier 1 Capital Ratio <sup>5</sup> | 11.6%     | 10.9%     |
| Total Capital Ratio <sup>5</sup>  | 14.7%     | 14.2%     |
| Full Time Employees <sup>6</sup>  | 77,786    | 78,756    |
| Total Retail Outlets <sup>7</sup> | 2,434     | 2,491     |
| Market Capitalization             | C\$70.1B  | C\$76.7B  |

## Credit Ratings<sup>2</sup>

| Moody's | S&P | Fitch | DBRS |
|---------|-----|-------|------|
| Aa1     | AA- | AA-   | AA   |

## Corporate Profile

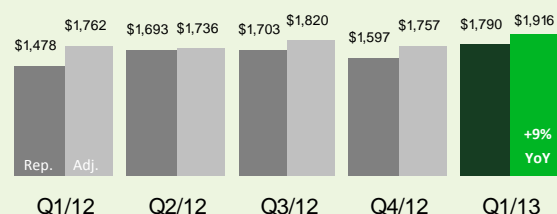
- Headquartered in Toronto, Canada
- Offers a full range of financial products & services
- Approximately 22 million customers worldwide

## Four Key Businesses

- Canadian Personal & Commercial Banking
- Wealth and Insurance
- U.S. Personal & Commercial Banking
- Wholesale Banking

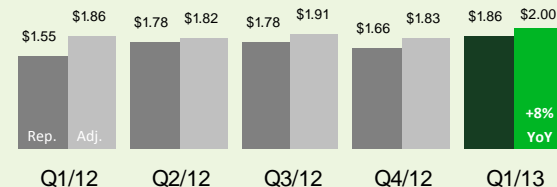
## Net Income (C\$ millions)

(Reported and Adjusted)<sup>4</sup>



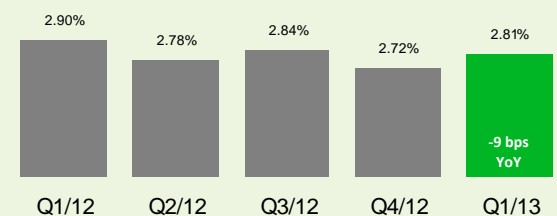
## Diluted Earnings Per Share (C\$)

(Reported and Adjusted)<sup>4</sup>

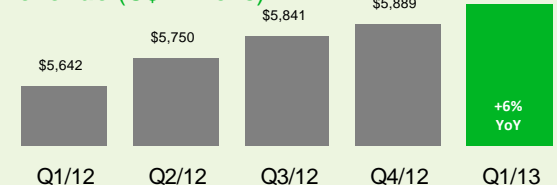


## Return on Risk-Weighted Assets (%)<sup>5,8</sup>

(Adjusted)<sup>4</sup>



## Revenue (C\$ millions)



1. Based on Key Metrics listed in table above, except total retail outlets. North American peers include TSX: RY, BNS, BMO and CM, NYSE: C, BAC, JPM, WFC, PNC and USB. Adjusted on a comparable basis to exclude identified non-underlying items. For Canadian peers adjusted on a comparable basis to exclude identified non-underlying items, based on Q4/12 results ended October 31, 2012. For U.S. Peers, based on their Q4/12 results. U.S. Banks Q4/12 results ended December 31, 2012. Comparison done on a U.S. dollar basis. Balance sheet metrics are converted to U.S. dollars at an exchange rate of 1.00271 USD/CAD (as at January 31, 2013). Income statement metrics are converted to U.S. dollars at the average quarterly exchange rate of 0.99292 for Q1/13, 1.01432 for Q4/12, 0.98301 for Q3/12 and 1.00569 for Q2/12.

2. Ratings on long term debt (deposits) of The Toronto-Dominion Bank, as at January 31, 2013. Credit ratings are not recommendations to purchase, sell, or hold a financial obligation inasmuch as they do not comment on market price or suitability for a particular investor. Ratings are subject to revision or withdrawal at any time by the rating organization.

3. Retail includes Canadian Personal and Commercial Banking, Wealth and Insurance, and U.S. Personal and Commercial Banking segments.

4. Effective November 1, 2011, 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 to arrive at "adjusted" results (i.e. reported results excluding "items of note", net of income taxes) to assess each of its businesses and measure overall Bank performance. Please see "How the Bank Reports" in the 1st Quarter 2013 Press Release for further explanation.

5. Effective Q1/13, amounts are calculated in accordance with the Basel III regulatory framework, and are presented based on the "all-in" methodology. Prior to Q1/13, amounts were calculated in accordance with the Basel II regulatory framework.

6. Average number of full-time equivalent staff for Q1/13.

7. Retail outlets as at January 31, 2013 (January 31, 2012) in Canada 1,166 (1,150), U.S. 1,325 (1,284).

8. Based on Q1/13 return on risk-weighted assets. Adjusted on a comparable basis to exclude identified non-underlying items. Return on risk-weighted assets is adjusted net income available to common shareholders divided by average RWA. For further details, please refer to Q1/13 Supplemental Financial Information.



## Q1 2013 Business Segment Performance

(C\$ millions)

Revenue Net Income

### Canadian Personal & Commercial Banking

\$2,723 \$944 (Adj.)

Adjusted revenue was up 5% from Q1/12. Net interest income growth was driven by the inclusion of an additional month of MBNA and portfolio volume growth from average real estate secured lending (+5%), auto lending (+3%) and business loans and acceptances (+13%). All other personal lending average volumes increased 3%. Average personal deposits increased 7% while average business deposits increased 8%. Non-interest income growth was up primarily due to volume-related fee growth and the inclusion of an additional month of MBNA. PCL for the quarter decreased 14% from Q1/12 primarily due to better credit performance, enhanced collection strategies, and record low bankruptcies.

\$920 (Rep)

### Wealth and Insurance

\$1,077 \$377

Revenue increased 8% from Q1/12. In the Wealth business, revenue increased mainly from higher fee-based revenue from asset growth in the advice-based and asset management businesses, and higher net interest income driven by improved net interest margins. In the Insurance business, revenue increased due to lower claims from weather-related events and premium volume growth (+6%), partially offset by decreased revenue due to the sale of the U.S. Insurance business. TD Ameritrade contributed \$47 million in earnings to the segment, a decrease of 15% compared to Q1/12, due to taxes on higher dividend distribution, lower TD Ameritrade earnings, and a stronger Canadian dollar.

### U.S. Personal & Commercial Banking

C\$1,528 C\$385 (Adj.)

In U.S. dollar terms, revenue increased 5% from Q1/12, due to strong organic loan and deposit growth and gains on sales of securities, partially offset by lower net interest margins. Average loans increased 16% due to growth in average personal loans (23%) and average business loans (10%). Average deposits (excluding TD Ameritrade IDAs and Government deposits) increased 9% driven by growth in personal deposits (10%) and business deposits (6%). PCL on loans excluding acquired credit-impaired loans and debt securities classified as loans increased by 35%, due primarily to organic loan growth, partially offset by improved asset quality.

C\$315 (Rep.)

US\$1,539 US\$387 (Adj.)

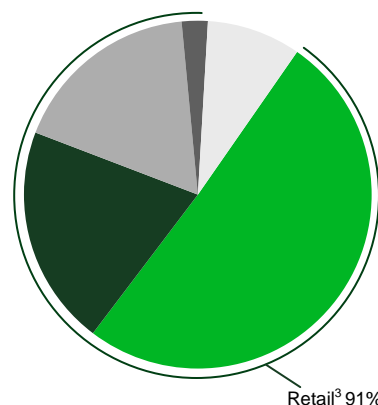
US\$316 (Rep.)

### Wholesale

\$599 \$159

Revenue decreased 12% from Q1/12, primarily due to lower fixed income trading in a moderated market environment and was impacted by negative valuation adjustments on derivatives. Investment banking fees decreased from strong levels in the first quarter last year due to lower financial advisory volumes. Partially offsetting these decreases were higher equity trading revenue and credit origination fees. Risk-weighted assets decreased \$1 billion (2%) from Q1/12, due to the reduction in exposures and tightening credit spreads, partially offset by the implementation of the Basel III regulatory framework.

### Adjusted Net Income by Segment<sup>4</sup>

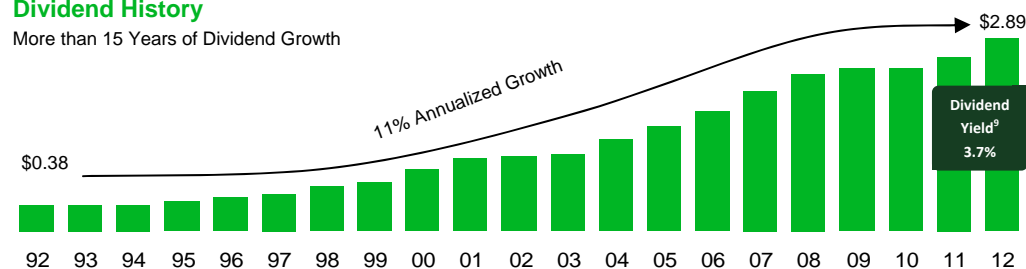


- Canadian P&C 50%
  - U.S. P&C 21%
  - Wholesale 9%
  - Wealth and Insurance 18%
  - TD Ameritrade 2%
- 】 Wealth and Insurance 20%

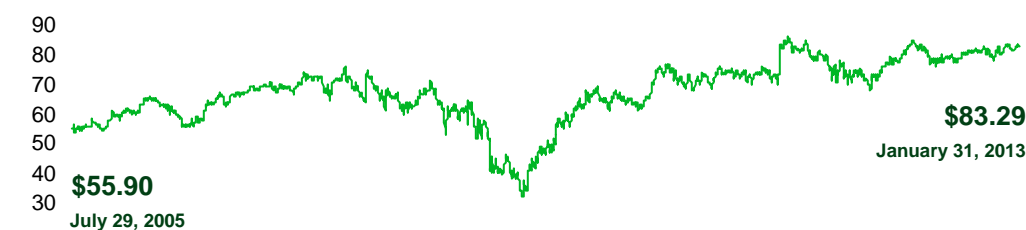
## Shareholder Performance

### Dividend History

More than 15 Years of Dividend Growth



### Share price Performance (\$) <sup>10</sup>



### Common Shares Outstanding<sup>11</sup> (As at January 31, 2013)

923 million shares

### Ticker Symbol

TD

### Market Listings

Toronto Stock Exchange  
New York Stock Exchange

### Total Shareholder Return<sup>12</sup>

|       |        |
|-------|--------|
| 1 Yr  | 3 Yrs  |
| 11.3% | 13.6%  |
| 5 Yrs | 10 Yrs |
| 8.1%  | 13.8%  |

9. As at January 31, 2013.

10. Based on historic close prices of the TD common shares trading on the Toronto Stock Exchange. Share prices are provided in Canadian Dollars.

11. Average number of diluted common shares outstanding.

12. As at January 31, 2013. Total shareholder return includes the year-over-year change in share price and assumes that dividends received were invested in additional TD common shares.

## CONTACT INFORMATION

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