



**TD Bank Group  
Quarterly Results Presentation  
Q4 2015**

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Thursday December 3<sup>rd</sup>, 2015

# 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, including in the Management’s Discussion and Analysis (“2015 MD&A”) under the heading “Economic Summary and Outlook”, for each business segment under headings “Business Outlook and Focus for 2016”, and in other statements regarding the Bank’s objectives and priorities for 2016 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”, “should”, “believe”, “expect”, “anticipate”, “intend”, “estimate”, “plan”, “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: credit, market (including equity, commodity, foreign exchange, and interest rate), liquidity, operational (including technology and infrastructure), reputational, insurance, strategic, regulatory, legal, environmental, capital adequacy, and other risks. Examples of such risk factors include the general business and economic conditions in the regions in which the Bank operates; the ability of the Bank to execute on key priorities, including to successfully complete acquisitions, business retention and strategic plans and to attract, develop and retain key executives; disruptions in or attacks (including cyber attacks) on the Bank’s information technology, internet, network access or other voice or data communications systems or services; the evolution of various types of fraud or other criminal behaviour to which the Bank is exposed; 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; the impact of new and changes to, or application of, current laws and regulations, including without limitation tax laws, risk-based capital guidelines and liquidity regulatory guidance; the overall difficult litigation environment, including in the U.S.; increased competition, including through internet and mobile banking and non-traditional competitors; changes to the Bank’s credit ratings; changes in currency and interest rates; increased funding costs and market volatility due to market illiquidity and competition for funding; critical accounting estimates and changes to accounting standards, policies, and methods used by the Bank; existing and potential international debt crises; 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 2015 MD&A, as may be updated in subsequently filed quarterly reports to shareholders and news releases (as applicable) related to any transactions or events discussed under the heading “Significant Events” in the relevant MD&A, which applicable releases may be found on [www.td.com](http://www.td.com). All such factors should be considered carefully, as well as other uncertainties and potential events, and the inherent uncertainty of forward-looking statements, when making decisions with respect to the Bank and 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 2015 MD&A under the headings “Economic Summary and Outlook”, and for each business segment, “Business Outlook and Focus for 2016”, each as 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.

- Strong performance in 2015
  - Achieved 8% growth in adjusted<sup>1</sup> EPS and net income
  - Dividend paid per share up 9% from 2014
- Good financial results in Q4 2015
  - Adjusted earnings of \$2.2B, up 17% YoY
  - Adjusted EPS up 16% YoY
- Strong results in Canadian and U.S. Retail; solid quarter for Wholesale
- Q4 restructuring charge

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 referred to as "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. Adjusted net income, adjusted earnings per share (EPS) and related terms used in this presentation are not defined terms under GAAP and may not be comparable to similar terms used by other issuers. See "How the Bank Reports" in the Bank's Fourth Quarter 2015 Earnings News Release and MD&A ([td.com/investor](http://td.com/investor)) for further explanation, reported basis results, a list of the items of note, and a reconciliation of non-GAAP measures. Q4 2015 reported net income and EPS were \$1,839MM and \$0.96, respectively. Q4 2015 reported net income increased 5% YoY and Q4 2015 reported EPS increased 5% YoY.

# Fiscal 2015 Highlights



## Key Themes

- **Adjusted<sup>1</sup> Canadian Retail earnings up 8%**
  - Good loan, deposit and wealth asset growth, lower credit losses, higher insurance earnings and positive operating leverage
- **Adjusted U.S. Retail earnings up 21%**
  - Strong organic growth, steady credit performance, good expense management and lower tax rate
  - Partially offset by margin compression and lower security gains
  - Positive impact of the stronger US Dollar
- **Wholesale earnings up 7%**
  - Strong top line growth
- **Higher Corporate loss**
  - Non-recurring positive items in 2014
- **Positive operating leverage**

## Financial Highlights \$MM

### P&L Summary Adjusted<sup>1</sup>

Adjusted <sup>1</sup>	2015	2014	YoY
<b>Revenue<sup>2</sup></b>	\$ 28,937	26,848	8%
<b>Expenses</b>	17,076	15,863	8%
<b>Net Income</b>	\$ 8,754	8,127	8%
<b>Diluted EPS</b>	\$ 4.61	4.27	8%

Reported	2015	2014	YoY
Revenue	31,426	29,961	5%
Expenses	18,073	16,496	10%
<b>Net Income</b>	<b>8,024</b>	<b>7,883</b>	<b>2%</b>
<b>Diluted EPS</b>	<b>4.21</b>	<b>4.14</b>	<b>2%</b>

### Segment Earnings

	2015	2014	YoY
<b>Retail<sup>3</sup> (adjusted)</b>	\$ 8,485	7,600	12%
<i>Retail (reported)</i>	8,426	7,344	15%
<b>Wholesale</b>	873	813	7%
<b>Corporate (adjusted)</b>	(604)	(286)	N/A
<i>Corporate (reported)</i>	(1,275)	(274)	N/A

1. Adjusted results are defined in footnote 1 on slide 3.

2. For the purpose of this slide, the amounts of insurance claims have been netted from adjusted revenue. Adjusted revenues (without netting insurance claims) were \$29,681MM and \$31,437MM in 2014 and 2015, respectively. Insurance claims and related expenses were \$2,833MM and \$2,500MM in 2014 and 2015, respectively. Reported revenue, net of claims, was up 7% YoY.

3. "Retail" comprises Canadian Retail and U.S. Retail segments as reported in the Bank's Fourth Quarter 2015 Earnings News Release and 2015 MD&A.

# Q4 2015 Highlights



## Key Themes

- **Adjusted<sup>1</sup> EPS of \$1.14, up 16% YoY**
- **Adjusted Net Income up 17% YoY**
  - Strong results for Canadian and U.S. Retail; solid quarter for Wholesale
  - Stronger US Dollar
- **Adjusted Revenue<sup>2</sup> up 11% YoY (3.5% ex FX and acquisitions)**
  - Good volume growth, higher insurance premium growth, higher fee-based and trading revenue
  - Partially offset by margin compression
- **Adjusted Expenses up 7% YoY (down 1.1% ex FX and acquisitions)**
  - Lower expenses due to elevated prior year number and productivity initiatives, partly offset by investments in future growth
  - Expenses increased \$62 million QoQ ex FX and acquisitions

## Financial Highlights \$MM

### P&L Summary Adjusted<sup>1</sup>

Adjusted <sup>1</sup>	Q4/15	Q3/15	Q4/14
Revenue <sup>2</sup>	\$ 7,459	7,385	6,732
Expenses	4,480	4,261	4,188
Net Income	\$ 2,177	2,285	1,862
Diluted EPS	\$ 1.14	1.20	0.98

Reported	Q4/15	Q3/15	Q4/14
Revenue	8,047	8,006	7,452
Expenses	4,911	4,292	4,331
Net Income	1,839	2,266	1,746
Diluted EPS	0.96	1.19	0.91

### Segment Earnings

	Q4/15	Q3/15	Q4/14
<b>Retail<sup>3</sup> (adjusted)</b>	\$ 2,142	2,207	1,867
<i>Retail (reported)</i>	2,091	2,231	1,813
<b>Wholesale</b>	196	239	160
<b>Corporate (adjusted)</b>	(161)	(161)	(165)
<i>Corporate (reported)</i>	(448)	(204)	(227)

1. Adjusted results are defined in footnote 1 on slide 3.

2. For the purpose of this slide, the amounts of insurance claims have been netted from adjusted revenue. Adjusted revenues (without netting insurance claims) were \$7,452MM, \$7,985MM and \$8,096MM in Q4 2014, Q3 2015 and Q4 2015, respectively. Insurance claims and related expenses were \$720MM, \$600MM and \$637MM in Q4 2014, Q3 2015 and Q4 2015, respectively. Reported revenue, net of claims, was up 10% YoY.

3. "Retail" comprises Canadian Retail and U.S. Retail segments as reported in the Bank's Fourth Quarter 2015 Earnings News Release and 2015 MD&A.

# Q4 2015 Earnings: Items of Note



		MM	EPS
<b>Reported net income and EPS (diluted)</b>		\$1,839	\$0.96
Items of Note	Pre Tax (MM)	After Tax (MM)	EPS
Restructuring charges <sup>1</sup>	\$349	\$243	\$0.13
Amortization of intangibles <sup>2</sup>	\$73	\$65	\$0.03
Charge related to the acquisition of Nordstrom's credit card portfolio and related integration costs <sup>3</sup>	\$82	\$51	\$0.03
Fair value of derivatives hedging the reclassified available-for-sale securities portfolio	(\$24)	(\$21)	(\$0.01)
<b>Excluding Items of Note above</b>			
<b>Adjusted<sup>4</sup> net income and EPS (diluted)</b>		<b>\$2,177</b>	<b>\$1.14</b>

1. The Bank undertook certain measures in the fourth quarter of 2015 to reduce costs and manage expenses in a sustainable manner and to achieve greater operational efficiencies. These measures included process redesign and business restructuring, retail branch and real estate optimization, and organizational review.

2. Includes amortization of intangibles expense of \$16MM, net of tax, for TD Ameritrade Holding Corporation. Amortization of intangibles relate to intangibles acquired as a result of asset acquisitions and business combinations. Although the amortization of software and asset servicing rights are recorded in amortization of intangibles, they are not included for purposes of the items of note.

3. On October 1, 2015, the Bank acquired substantially all of Nordstrom's existing U.S. Visa and private label consumer credit card portfolio and became the primary issuer of Nordstrom credit cards in the U.S. The transaction was treated as an asset acquisition and the difference on the date of acquisition of the transaction price over the fair value of assets acquired has been recorded in non-interest income. In addition, the Bank incurred set-up, conversion and other one-time costs related to integration of the acquired cards and related program agreement.

4. Adjusted results are defined in footnote 1 on slide 3.

## Key Themes

- **Adjusted<sup>1</sup> net income up 10% YoY**
  - Continued good loan, deposit and wealth asset growth and higher insurance earnings
  - Good credit and expense performance
- **Revenue<sup>2</sup> up 4% YoY**
  - Good volume growth and fee income, partially offset by margin compression
- **NIM down 4 bps QoQ and 8 bps YoY**
- **PCL down 12% YoY**
  - Higher Commercial recoveries
- **Adjusted expenses flat YoY**
  - Reflects productivity savings, partly offset by higher wealth variable compensation
- **For 2016, insurance tax benefits will decline \$30 – 35 million per quarter**

Strong broad-based  
earnings growth

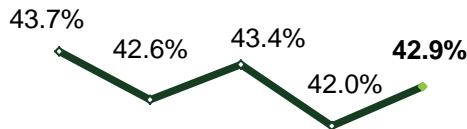
## P&L \$MM

Adjusted, where applicable<sup>1</sup>

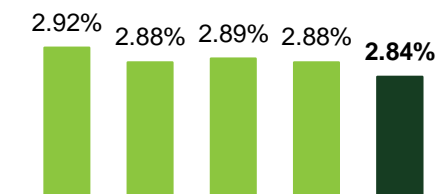
	Q4/15	QoQ	YoY
<b>Revenue</b>	\$ 4,997	0%	2%
<b>Insurance Claims</b>	637	6%	-12%
<b>Revenue Net of Claims<sup>2</sup></b>	4,360	-1%	4%
<b>PCL</b>	221	-7%	-12%
<b>Expenses (adjusted)</b>	2,143	2%	0%
<i>Expenses (reported)</i>	2,143	2%	-4%
<b>Net Income (adjusted)</b>	\$ 1,496	-4%	10%
<i>Net Income (reported)</i>	\$ 1,496	-4%	15%
<b>ROE</b>	42.3%		

## Efficiency Ratio

Adjusted<sup>1</sup>



## Net Interest Margin



Q4/14 Q1/15 Q2/15 Q3/15 Q4/15

Q4/14 Q1/15 Q2/15 Q3/15 Q4/15

1. Adjusted results are defined in footnote 1 on slide 3.

2. For the purpose of this slide, the amounts of insurance claims have been netted from adjusted revenue. Total revenues (without netting insurance claims) were \$4,920MM, \$5,011MM and \$4,997MM in Q4 2014, Q3 2015 and Q4 2015, respectively. Insurance claims and related expenses were \$720MM, \$600MM and \$637MM in Q4 2014, Q3 2015 and Q4 2015, respectively.

## Key Themes

- **Adjusted<sup>1</sup> net income up 6% YoY**
- **Adjusted revenue up 6% YoY**
  - Strong organic volume and fee growth, Nordstrom acquisition
- **NIM up 9 bps QoQ**
  - Roughly half due to the addition of the Nordstrom portfolio
- **PCL increased 47% YoY**
  - Increase due largely to the flooding in South Carolina and Nordstrom acquisition
- **Adjusted expenses up 5% YoY**
  - Driven mainly by Nordstrom, higher legal costs and business growth investments, partially offset by productivity savings

Strong fundamentals  
delivering growth

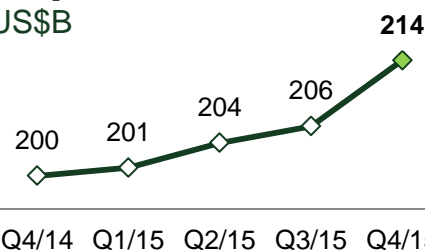
## P&L US\$MM

Adjusted, where applicable<sup>1</sup>

	Q4/15	QoQ	YoY
<b>Revenue (adjusted)</b>	\$ 1,959	3%	6%
<i>Revenue (reported)</i>	1,903	0%	3%
<b>PCL</b>	184	14%	47%
<b>Expenses (adjusted)</b>	1,308	8%	5%
<i>Expenses (reported)</i>	1,315	12%	5%
<b>Net Income, U.S. Retail Bank (adjusted)</b>	\$ 407	-10%	6%
<i>Net Income, U.S. Retail Bank (reported)</i>	368	-22%	-4%
<b>Net Income, TD AMTD</b>	\$ 84	14%	9%
<b>Total Net Income (adjusted)</b>	\$ 491	-6%	6%
<i>Total Net Income (reported)</i>	452	-17%	-2%
<b>Total Net Income (adjusted)</b>	C\$ 646	-1%	27%
<i>Total Net Income (reported)</i>	C\$ 595	-12%	17%
<b>Efficiency Ratio (adjusted)</b>	66.8%	340 bps	-70 bps
<b>ROE (adjusted)</b>	7.8%		

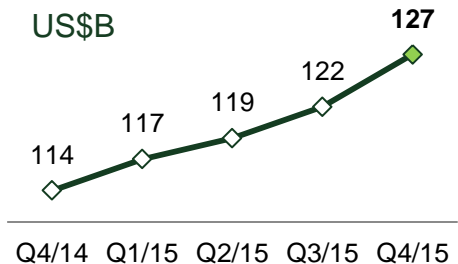
## Deposits<sup>2</sup>

US\$B



## Loans<sup>2</sup>

US\$B



1. Adjusted results are defined in footnote 1 on slide 3. Q4 2015 reported efficiency ratio and return on equity were 69.1% and 7.1%, respectively.

2. Deposits includes average personal deposits, average business deposits, and average TD Ameritrade insured deposit account (IDA) balances. Loans includes average personal loans and average business loans and acceptances.



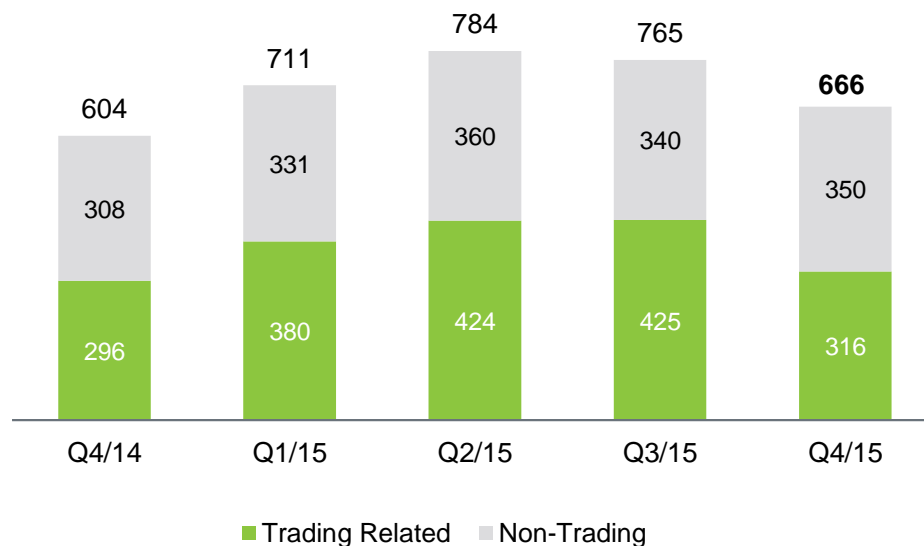
## Key Themes

- **Net income up 23% YoY**
- **Revenue up 10% YoY**
  - Higher trading and corporate lending growth, partially offset by lower underwriting fees
- **Expenses up 2% YoY**
  - Driven by the impact of foreign exchange translation and higher operating expenses, partly offset by lower variable compensation

## P&L \$MM

	Q4/15	QoQ	YoY
Revenue	\$ 666	-13%	10%
PCL	14	N/A	N/A
Expenses	390	-10%	2%
Net Income	\$ 196	-18%	23%
ROE	13.0%		

## Revenue \$MM



Client-driven franchise model  
delivering good results

## Key Themes

- **Adjusted<sup>1</sup> net income up \$4MM YoY**
  - Lower net corporate expenses, partially offset by higher provisions for incurred but not yet identified credit losses

## P&L \$MM

Adjusted, where applicable<sup>1</sup>

	Q4/15	Q3/15	Q4/14
<b>Net Corporate Expenses</b>	\$ (192)	\$ (193)	\$ (233)
<b>Other</b>	2	4	41
<b>Non-Controlling Interests</b>	29	28	27
<b>Net Income (adjusted)</b>	<b>\$ (161)</b>	<b>\$ (161)</b>	<b>\$ (165)</b>
<i>Net Income (reported)</i>	<i>(448)</i>	<i>(204)</i>	<i>(227)</i>

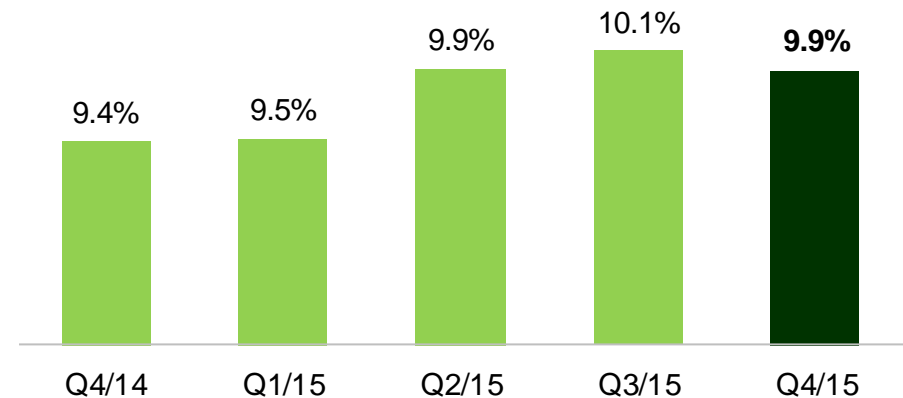
## Background

- Corporate segment includes:
  - Net treasury and capital management related activities
  - Corporate expenses and other items not fully allocated to operating segments

## Highlights

- Basel III Common Equity Tier 1 ratio 9.9%
- Decrease QoQ driven mainly by Q4 restructuring charge and RWA growth
- Leverage ratio of 3.7%
- Liquidity coverage ratio of 126%
- Announced an NCIB for up to 9.5 million shares or approximately \$500 million of common shares, subject to regulatory approval

## Basel III Common Equity Tier 1<sup>1</sup>



Remain well-positioned  
for evolving regulatory  
and capital environment

1. Amounts are calculated in accordance with the Basel III regulatory framework, excluding Credit Valuation Adjustment (CVA) capital in accordance with OSFI guidance and are presented based on the "all-in" methodology. Effective January 1, 2014, the CVA capital charge is phased in over a five year period based on a scalar approach whereby a CVA capital charge of 57% applies in 2014, 64% in 2015 and 2016, 72% in 2017, 80% in 2018 and 100% in 2019.

- Earlier this year we announced a comprehensive review of parts of TD's operating business and corporate functions and in Q2 2015 we recorded restructuring charges of \$337MM pre-tax / \$228MM after-tax
- During Q4 2015 we completed this review and recorded a further charge
- The focus of the Q4 2015 review was similar to that described in Q2 2015 (process redesign and business restructuring, retail branch and real estate optimization and organizational review)

## How much is the charge?

- \$349MM pre-tax / \$243MM after-tax in Q4
- YTD \$686MM pre-tax / \$471MM after-tax

## Expected impact on expenses?

- Ongoing annual cost savings of ~\$600MM once fully realized in 2017
- Will help moderate the rate of expense growth over time, given increases in necessary investments to grow and higher base costs

## Areas Impacted?

- Broad-based review across all businesses and corporate functions

# Credit Portfolio Highlights

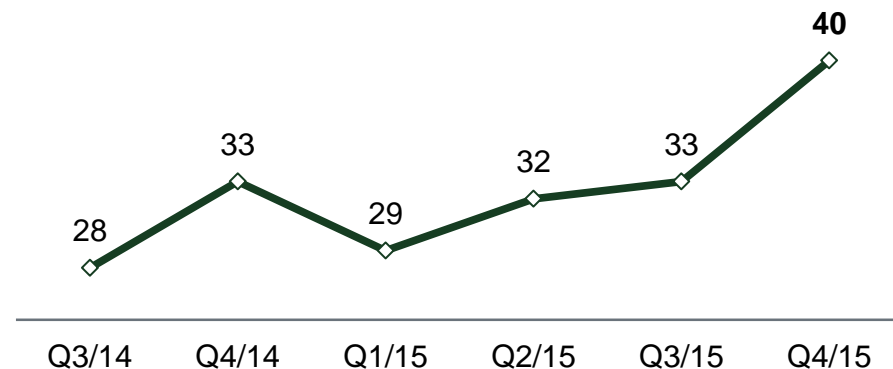


## Highlights

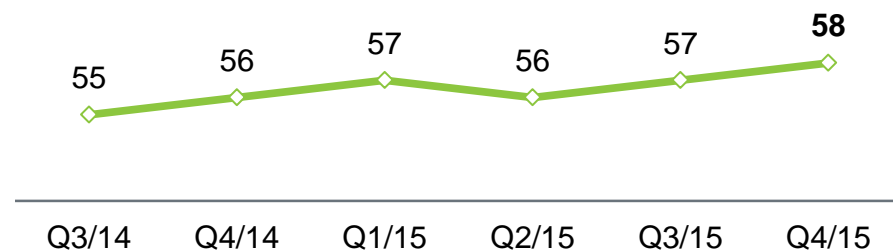
- Ongoing good performance and volume growth across the broad portfolio
  - PCL ratio increase of 7 bps largely attributed to:
    - 3 bps due to one-time provisions for South Carolina floods
    - An increase in incurred but not yet identified provision for losses due to volume growth
  - Well within the expected range of PCL in the current credit environment

Solid credit quality

## PCL Ratio (bps)<sup>1</sup>



## GIL Ratio (bps)<sup>2</sup>





# Appendix

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# Q4 2015 Earnings: Items of Note



		MM	EPS		
Reported net income and EPS (diluted)		\$1,839	\$0.96		
Items of note	Pre Tax (MM)	After Tax (MM)	EPS	Segment	Revenue/Expense Line Item <sup>5</sup>
Restructuring charges <sup>1</sup>	\$349	\$243	\$0.13	Corporate	pg 9, line 10
Amortization of intangibles <sup>2</sup>	\$73	\$65	\$0.03	Corporate	pg 9, line 10
Charge related to acquisition of Nordstrom's credit card portfolio and related integration costs <sup>3</sup>	\$82	\$51	\$0.03	U.S. Retail	pg 6, line 12
Fair value of derivatives hedging the reclassified available-for-sale securities portfolio	(\$24)	(\$21)	(\$0.01)	Corporate	pg 9, line 10
<b>Excluding Items of Note above</b>					
<b>Adjusted<sup>4</sup> net income and EPS (diluted)</b>		<b>\$2,177</b>	<b>\$1.14</b>		

1. See footnote 1 on slide 6.

2. Includes amortization of intangibles expense of \$16MM, net of tax, for TD Ameritrade Holding Corporation. For more information see footnote 2 on slide 6.

3. See footnote 3 on slide 6.

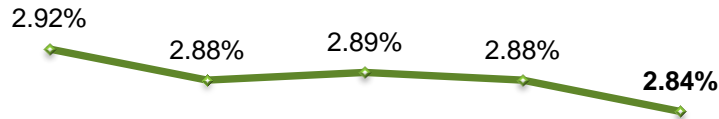
4. Adjusted results are defined in footnote 1 on slide 3.

5. This column refers to specific pages of the Bank's Q4 2015 Supplementary Financial Information package, which is available on our website at [td.com/investor](http://td.com/investor).

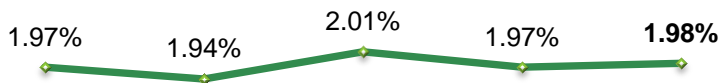


## Net Interest Margin

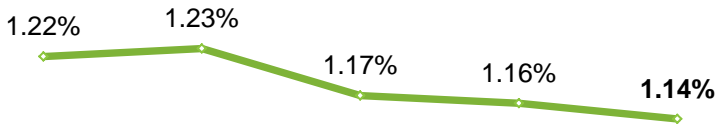
### On Average Earning Assets



### On Loans



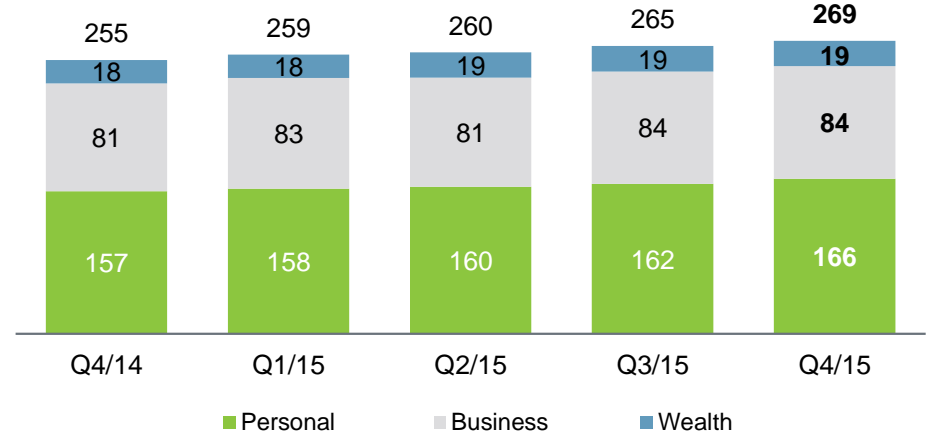
### On Deposits



Q4/14    Q1/15    Q2/15    Q3/15    Q4/15

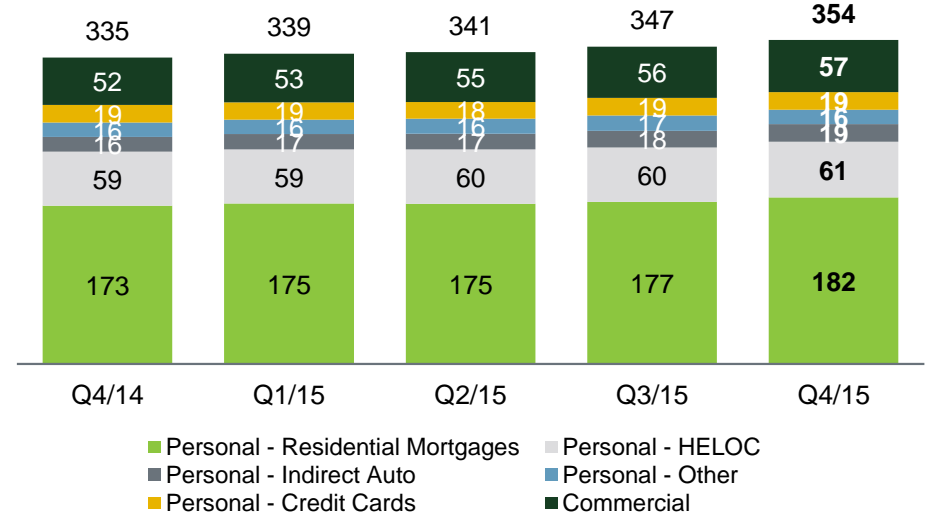
## Average Deposits

\$B



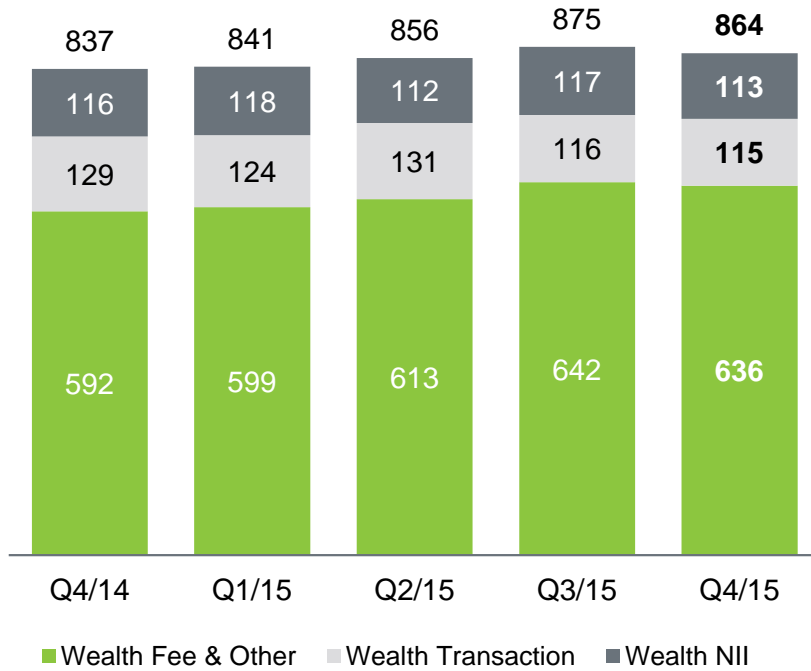
## Average Loans

\$B

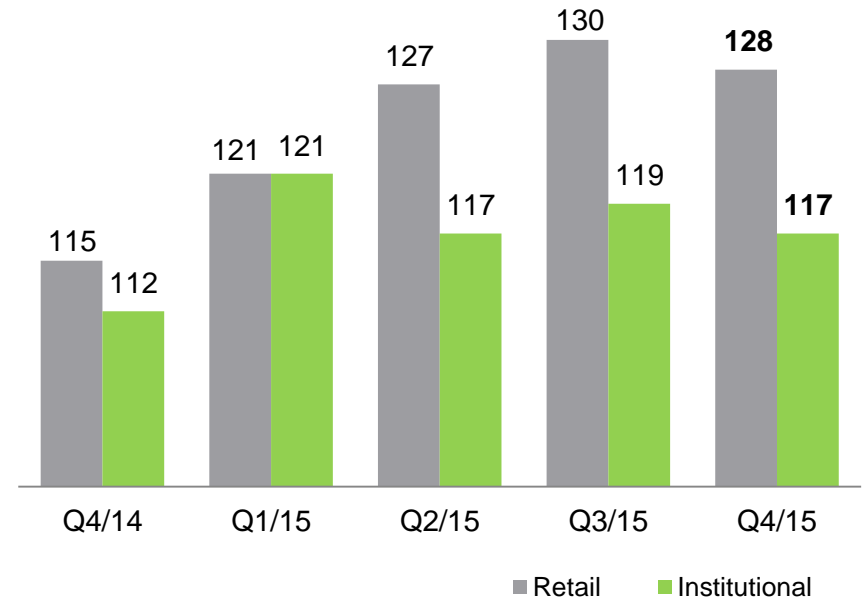




## Wealth Revenue \$MM



## Wealth Retail vs. Institutional AUM<sup>1</sup> \$B

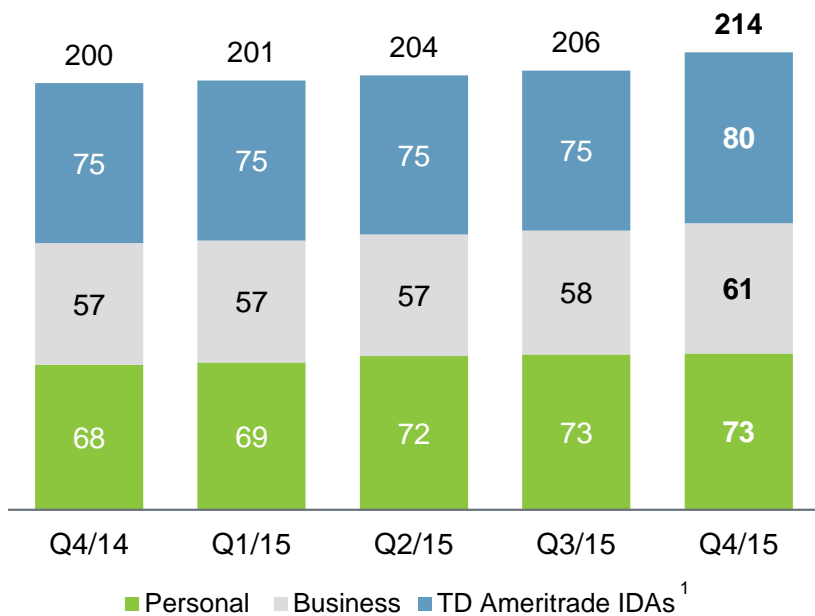


# US Retail

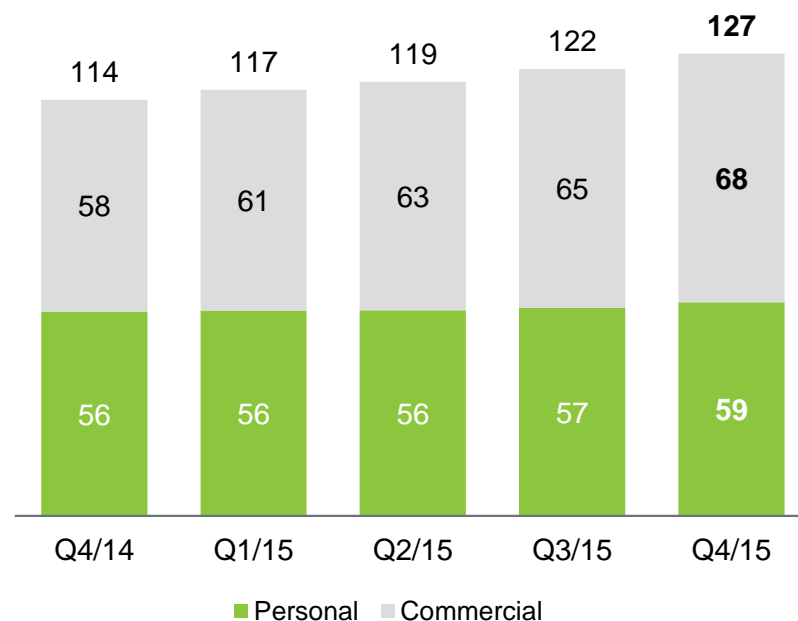
## Loans and Deposit Growth



### Average Deposits US\$B



### Average Loans US\$B



1. Insured deposit accounts.

## Highlights

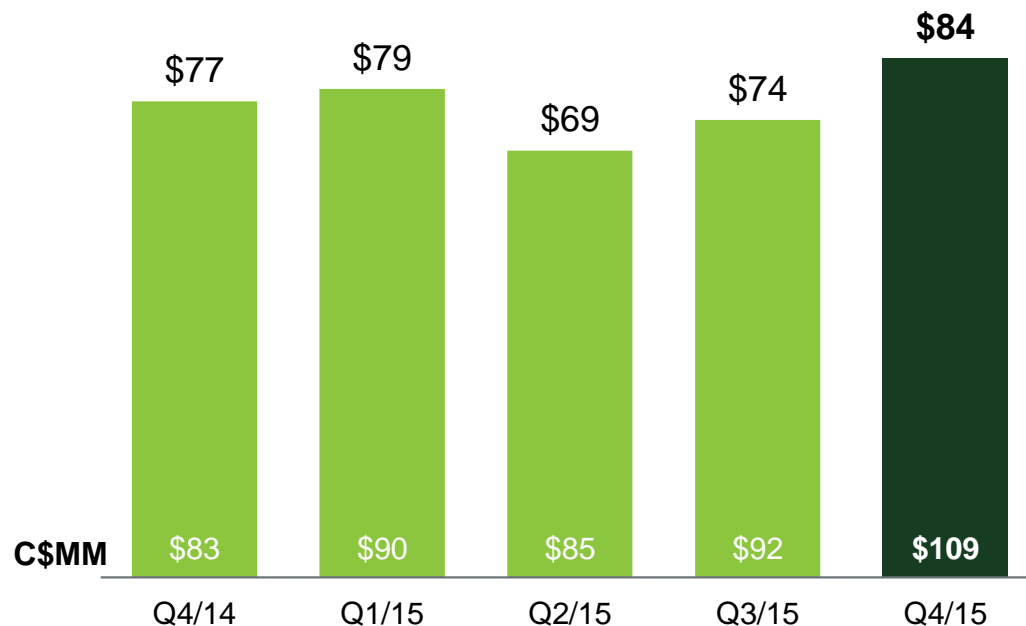
- TD's share of TD Ameritrade's net income was C\$109 MM in Q4/15, up 31% YoY mainly due to:
  - FX translation and increased transaction revenue and asset-based revenue, partially offset by higher operating expenses

## TD Ameritrade Results

- Net income US\$216 MM in Q4/15 up 2% from last year
- Average trades per day were 479,000, up 19% YoY
- Total clients assets rose to US\$667 billion, up 2% YoY

## TD Bank Group's Share of TD Ameritrade's Net Income<sup>1</sup>

US\$MM



C\$MM

\$83

\$90

\$85

\$92

\$109

Q4/14

Q1/15

Q2/15

Q3/15

Q4/15

1. TD's share of net income in US\$ is the corresponding C\$ net income contribution of TD Ameritrade to the U.S. Retail segment included in the Bank's reports to shareholders ([td.com/investor](http://td.com/investor)) for the relevant quarters, divided by the average FX rate. For additional information, please see TD Ameritrade's press release available at <http://www.amtd.com/newsroom/default.aspx>

Portfolio		Q4/15
Canadian RESL	Gross Loans Outstanding	\$246 B
	Percentage Insured	56%
	Uninsured Residential Mortgages Current LTV <sup>1</sup>	61%
Condo Borrower (Residential Mortgages)	Gross Loans Outstanding	\$31 B
	Percentage Insured	67%
Condo Borrower (HELOC)	Gross Loans Outstanding	\$6 B
	Percentage Insured	33%

Topic	TD Positioning
Condo Borrower Credit Quality	<ul style="list-style-type: none"> <li>LTV, credit score and delinquency rate consistent with broader portfolio</li> </ul>
Hi-Rise Condo Developer Exposure	<ul style="list-style-type: none"> <li>Stable portfolio volumes of &lt; 1.5% of the Canadian Commercial portfolio</li> <li>Exposure limited to experienced borrowers with demonstrated liquidity and long-standing relationship with TD</li> </ul>

1. Current LTV is the combination of each individual mortgage LTV weighted by the mortgage balance.

# Gross Lending Portfolio Includes B/As



## Balances (C\$B unless otherwise noted)

	Q3/15	Q4/15
<b>Canadian Retail Portfolio</b>	<b>\$ 350.6</b>	<b>\$ 355.9</b>
<b>Personal</b>	<b>\$ 293.6</b>	<b>\$ 298.6</b>
Residential Mortgages	180.2	184.5
Home Equity Lines of Credit (HELOC)	60.9	61.2
Indirect Auto	18.3	19.0
Unsecured Lines of Credit	9.5	9.6
Credit Cards	17.7	18.0
Other Personal	7.0	6.3
<b>Commercial Banking (including Small Business Banking)</b>	<b>\$ 57.0</b>	<b>\$ 57.3</b>
<b>U.S. Retail Portfolio (all amounts in US\$)</b>	<b>US\$ 122.5</b>	<b>US\$ 130.4</b>
<b>Personal</b>	<b>US\$ 56.9</b>	<b>US\$ 59.7</b>
Residential Mortgages	20.7	20.6
Home Equity Lines of Credit (HELOC) <sup>1</sup>	10.2	10.2
Indirect Auto	18.3	19.0
Credit Cards	7.1	9.3
Other Personal	0.6	0.6
<b>Commercial Banking</b>	<b>US\$ 65.6</b>	<b>US\$ 70.7</b>
Non-residential Real Estate	13.3	13.9
Residential Real Estate	4.1	4.3
Commercial & Industrial (C&I)	48.2	52.5
<b>FX on U.S. Personal &amp; Commercial Portfolio</b>	<b>\$ 37.6</b>	<b>\$ 40.0</b>
<b>U.S. Retail Portfolio (C\$)</b>	<b>\$ 160.1</b>	<b>\$ 170.4</b>
<b>Wholesale Portfolio<sup>2</sup></b>	<b>\$ 31.2</b>	<b>\$ 33.7</b>
<b>Other<sup>3</sup></b>	<b>\$ 2.1</b>	<b>\$ 2.2</b>
<b>Total</b>	<b>\$ 544.0</b>	<b>\$ 562.2</b>

1. U.S. HELOC includes Home Equity Lines of Credit and Home Equity Loans

2. Wholesale portfolio includes corporate lending and other Wholesale gross loans and acceptances

3. Other includes Acquired Credit-Impaired Loans and Corporate Segment Loans.

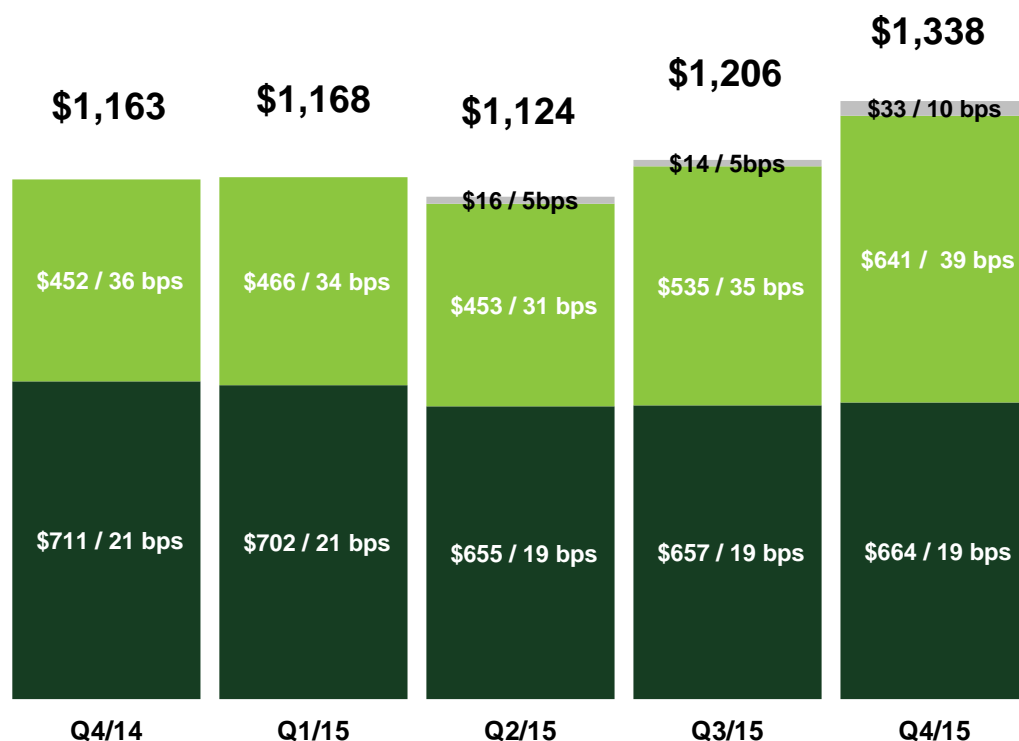
Note: Some amounts may not total due to rounding

Excludes Debt securities classified as loans

# Gross Impaired Loan Formations By Portfolio



## GIL Formations<sup>1</sup>: \$MM and Ratios<sup>2</sup>



## Highlights

- New Formations stable in Canadian retail portfolio
- U.S. GIL Formations increase driven by ongoing renewal of legacy interest-only HELOCs.
  - 90% of impaired U.S. legacy interest-only HELOCs current
  - Low expected losses

	Q4/14	Q1/15	Q2/15	Q3/15	Q4/15	
	24	23	22	23	24	<i>bps</i>
Cdn Peers <sup>4</sup>	16	14	13	15	NA	<i>bps</i>
U.S. Peers <sup>5</sup>	22	19	19	18	NA	<i>bps</i>

- Other<sup>3</sup>
- Wholesale Portfolio
- U.S. Retail Portfolio
- Canadian Retail Portfolio

1. Gross Impaired Loan formations represent additions to Impaired Loans & Acceptances during the quarter; excludes the impact of acquired credit-impaired loans and debt securities classified as loans

2. GIL Formations Ratio – Gross Impaired Loan Formations/Average Gross Loans & Acceptances

3. Other includes Acquired Credit-Impaired Loans and Corporate Segment Loans.

4. Average of Canadian Peers – BMO, BNS, CIBC, RBC; peer data includes debt securities classified as loans

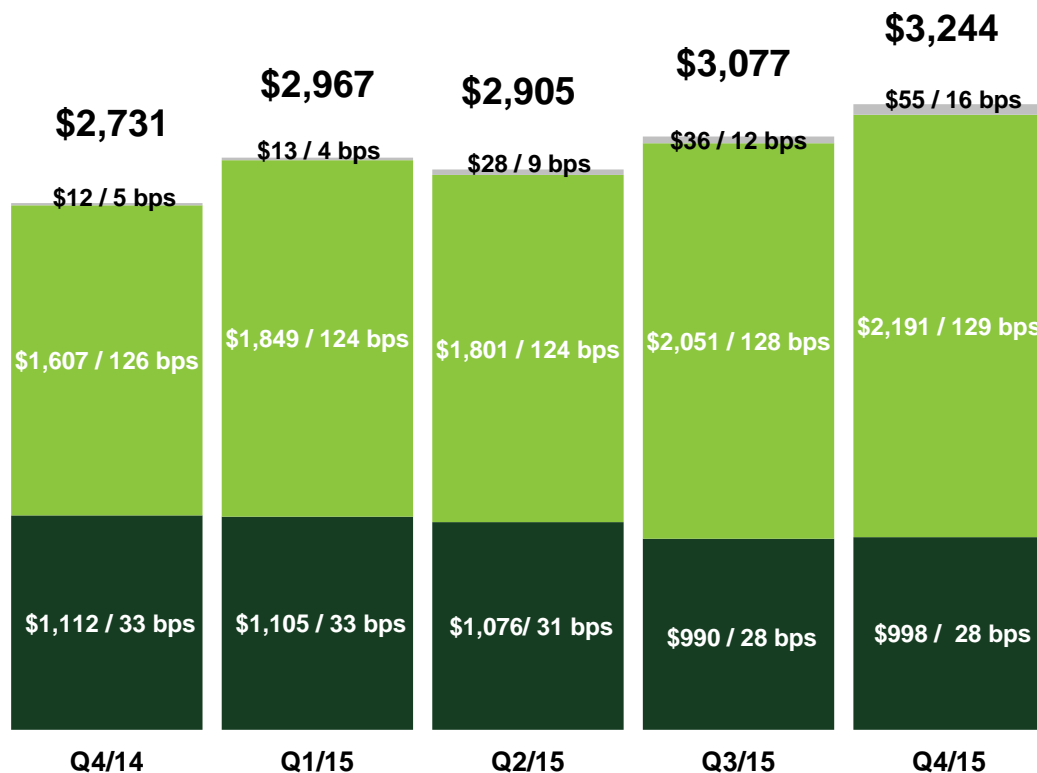
5. Average of US Peers – BAC, C, JPM, USB, WFC (Non-Accrual Asset addition/Average Gross Loans)

NA: Not available

# Gross Impaired Loans (GIL) By Portfolio



## GIL<sup>1</sup>: \$MM and Ratios<sup>2</sup>



## Highlights

- TD Gross Impaired Loans ratio stable at 58bps.
- U.S. Gross Impaired Loans increase driven by ongoing renewal of legacy interest-only HELOCs

	Q4/14	Q1/15	Q2/15	Q3/15	Q4/15	
<b>TD</b>	56	57	56	57	58	<i>bps</i>
Cdn Peers <sup>4</sup>	65	68	65	67	NA	<i>bps</i>
U.S. Peers <sup>5</sup>	133	127	122	116	NA	<i>bps</i>

	Other <sup>3</sup>
	Wholesale Portfolio
	U.S. Retail Portfolio
	Canadian Retail Portfolio

1. Gross Impaired Loans (GIL) excludes the impact of acquired credit-impaired loans and debt securities classified as loans

2. GIL Ratio – Gross Impaired Loans/Gross Loans & Acceptances (both are spot) by portfolio

3. Other includes Acquired Credit-Impaired Loans and Corporate Segment Loans.

4. Average of Canadian Peers – BMO, BNS, CIBC, RBC; peer data includes debt securities classified as loans

5. Average of U.S. Peers – BAC, C, JPM, USB, WFC (Non-performing loans/Total gross loans)

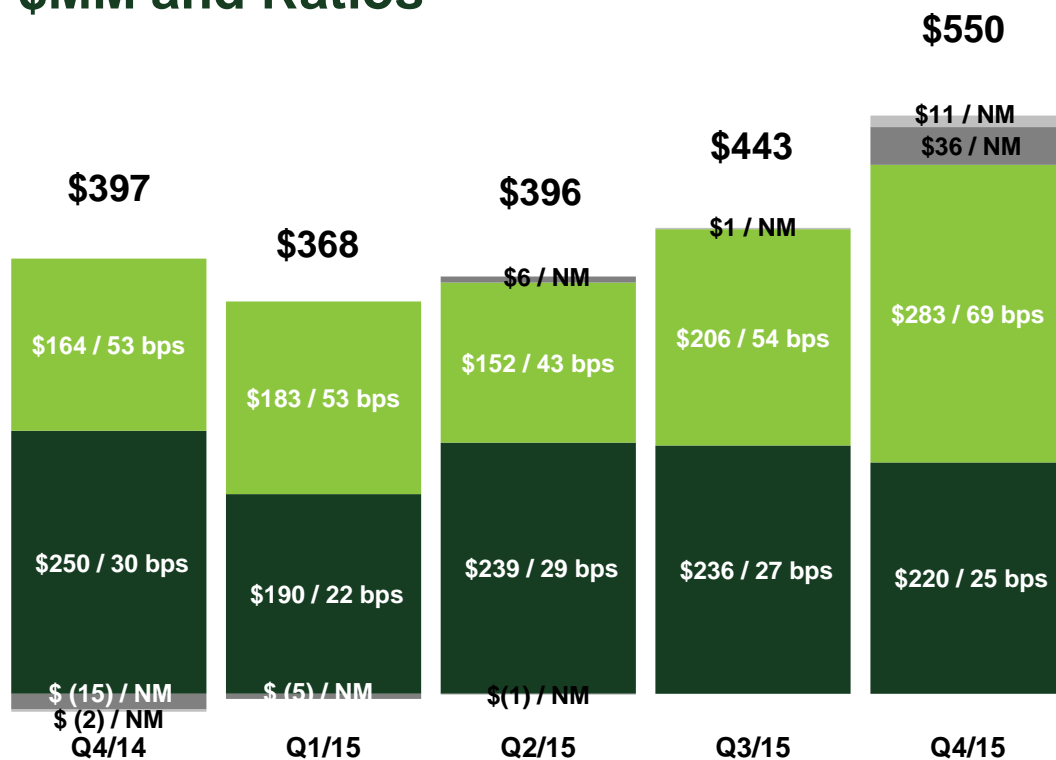
NM: Not meaningful

NA: Not available

# Provision for Credit Losses (PCL) By Portfolio



## PCL<sup>1</sup>: \$MM and Ratios<sup>2</sup>



## Highlights

- PCL increase driven by:
  - One-time provision of \$34MM USD for South Carolina floods
  - \$18MM provision relating to two borrowers in the oil & gas segment
  - An increase in incurred but not yet identified provision for losses largely for volume growth

- Other<sup>3</sup>
- Wholesale Portfolio<sup>4</sup>
- U.S. Retail Portfolio
- Canadian Retail Portfolio

	33	29	32	33	40	bps
<sup>1</sup>						
Cdn Peers <sup>5</sup>	32	28	29	28	NA	bps
U.S. Peers <sup>6</sup>	49	54	47	48	NA	bps

1. PCL excludes the impact of acquired credit-impaired loans, debt securities classified as loans and items of note.  
 2. PCL Ratio – Provision for Credit Losses on a quarterly annualized basis/Average Net Loans & Acceptances  
 3. Other includes Acquired Credit-Impaired Loans and Corporate Segment Loans.  
 4. Wholesale PCL excludes premiums on credit default swaps (CDS): Q4/15 \$(3)MM / Q3/15 \$(3)MM.  
 5. Average of Canadian Peers – BMO, BNS, CIBC, RBC; peer PCLs exclude increases in incurred but not identified allowance; peer data includes debt securities classified as loans  
 6. Average of U.S. Peers – BAC, C, JPM, USB, WFC  
 NM: Not meaningful; NA: Not available



# Canadian Personal Banking

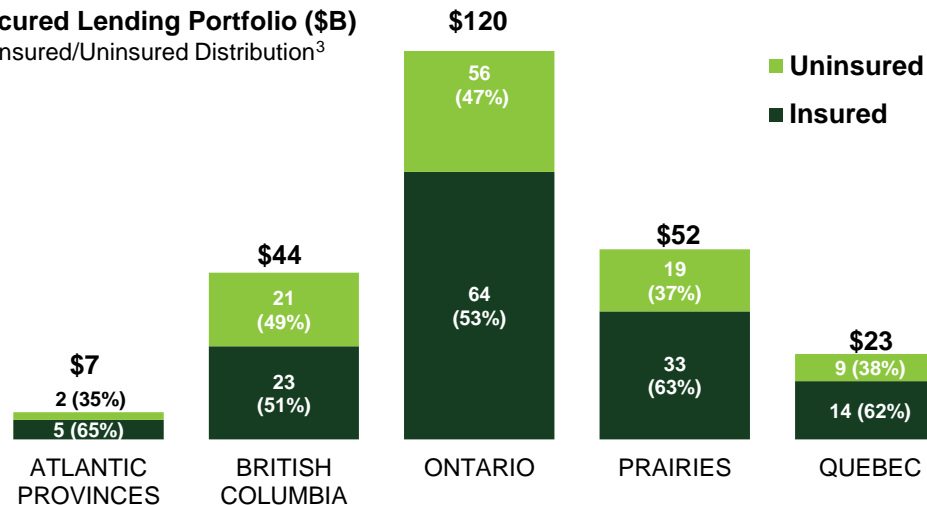


Canadian Personal Banking <sup>1</sup>	Q4/15			
	Gross Loans (\$B)	GIL/Loans	GIL (\$MM)	PCL <sup>2</sup> (\$MM)
Residential Mortgages	185	0.22%	396	5
Home Equity Lines of Credit (HELOC)	61	0.29%	180	2
Indirect Auto	19	0.25%	47	45
Unsecured Lines of Credit	10	0.36%	34	29
Credit Cards	18	0.85%	153	127
Other Personal	6	0.29%	18	14
<b>Total Canadian Personal Banking</b>	<b>\$299</b>	<b>0.28%</b>	<b>\$828</b>	<b>\$222</b>
Change vs. Q3/15	\$5	(0.01%)	\$(10)	\$23

## Highlights

- Credit quality remains strong in the Canadian Personal portfolio
  - PCL increase mainly due to volume growth
  - Beginning to see some signs of deterioration in consumer credit portfolio in the oil impacted provinces, however, results remain well within forecast.

### Real Estate Secured Lending Portfolio (\$B) Geographic and Insured/Uninsured Distribution<sup>3</sup>



### Uninsured Mortgage Loan to Value (%)<sup>3</sup>

Q4/15 <sup>4</sup>	66	58	58	66	65
Q3/15 <sup>4</sup>	68	54	58	66	65

1. Excludes acquired credit impaired loans

2. Individually insignificant PCL excludes any change in Incurred But Not Identified Allowance

3. 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.

4. Loan To Value based on Seasonally Adjusted Average Price by Major City (Canadian Real Estate Association) and is the combination of each individual mortgage LTV weighted by the mortgage balance consistent with peer reporting

# Canadian Commercial and Wholesale Banking



Canadian Commercial and Wholesale Banking	Q4/15		
	Gross Loans/BAs (\$B)	GIL (\$MM)	PCL <sup>1</sup> (\$MM)
Commercial Banking <sup>2</sup>	57	170	-2
Wholesale	34	55	11
<b>Total Canadian Commercial and Wholesale</b>	<b>\$91</b>	<b>\$225</b>	<b>\$9</b>
Change vs. Q3/15	\$3	\$37	\$(29)

Industry Breakdown	Gross Loans/BAs (\$B)	Gross Impaired Loans (\$MM)	Allowance <sup>1</sup> (\$MM)
Real Estate – Residential	14.7	13	7
Real Estate – Non-residential	11.4	10	3
Financial	12.9	1	0
Govt-PSE-Health & Social Services	10.8	8	4
Resources <sup>3</sup>	6.8	105	25
- Oil and Gas Production	3.1	48	11
- Oil and Gas Servicing	0.7	51	12
Consumer <sup>4</sup>	3.9	31	21
Industrial/Manufacturing <sup>5</sup>	4.8	27	23
Agriculture	5.4	5	2
Automotive	4.3	2	1
Other <sup>6</sup>	15.9	23	12
<b>Total</b>	<b>91</b>	<b>\$225</b>	<b>\$98</b>

## Highlights

- Canadian Commercial and Wholesale Banking portfolios continue to perform well
  - Gross Impaired loans increase due to two borrowers in the oil and gas segment
  - PCL decrease driven by a single account recovery in Commercial

1. Individually Insignificant and Counterparty Specific PCL and Allowance excludes any change in Incurred But Not Identified Allowance

2. Includes Small Business Banking

3. Resources includes: Forestry, Metals and Mining; Pipelines, Oil and Gas

4. Consumer includes: Food, Beverage and Tobacco; Retail Sector

5. Industrial/Manufacturing includes: Industrial Construction and Trade Contractors; Sundry Manufacturing and Wholesale

6. Other includes: Power and Utilities; Telecommunications, Cable and Media; Transportation; Professional and Other Services; Other

# U.S. Personal Banking- U.S. Dollars



U.S. Personal Banking <sup>1</sup>	Q4/15			
	Gross Loans (\$B)	GIL/Loans	GIL (\$MM)	PCL <sup>2</sup> (\$MM)
Residential Mortgages	21	1.45%	298	1
Home Equity Lines of Credit (HELOC) <sup>3</sup>	10	6.22%	634	10
Indirect Auto	19	0.65%	124	27
Credit Cards	9	1.25%	117	74
Other Personal	0.5	1.19%	6	19
<b>Total U.S. Personal Banking (USD)</b>	<b>\$60</b>	<b>1.98%</b>	<b>\$1,179</b>	<b>\$131</b>
Change vs. Q3/15 (USD)	\$3	0.16%	\$145	\$18
Foreign Exchange	\$18	-	\$363	\$42
<b>Total U.S. Personal Banking (CAD)</b>	<b>\$78</b>	<b>1.98%</b>	<b>\$1,542</b>	<b>\$173</b>

## Highlights

- Continued good asset quality in U.S. Personal
  - Gross Impaired Loans increase driven by ongoing renewal of legacy interest-only HELOCs
  - 90% of impaired U.S. legacy interest-only HELOCs current
  - Low expected losses

### U.S. Real Estate Secured Lending Portfolio<sup>1</sup>

Indexed Loan to Value (LTV) Distribution and Refreshed FICO Scores<sup>4</sup>

Current Estimated LTV	Residential Mortgages	1 <sup>st</sup> Lien HELOC	2 <sup>nd</sup> Lien HELOC	Total
>80%	6%	10%	25%	10%
61-80%	39%	32%	43%	39%
<=60%	55%	58%	32%	51%
<b>Current FICO Score &gt;700</b>	87%	88%	84%	87%

1. Excludes acquired credit-impaired loans

2. Individually insignificant PCL excludes any change in Incurred But Not Identified Allowance

3. HELOC includes Home Equity Lines of Credit and Home Equity Loans

4. Loan To Value based on authorized credit limit and Loan Performance Home Price Index as of August 2015. FICO Scores updated September 2015

# U.S. Commercial Banking - U.S. Dollars



U.S. Commercial Banking <sup>1</sup>	Q4/15		
	Gross Loans/BAs (\$B)	GIL (\$MM)	PCL <sup>2</sup> (\$MM)
<b>Commercial Real Estate (CRE)</b>	<b>18</b>	<b>173</b>	<b>4</b>
Non-residential Real Estate	14	113	3
Residential Real Estate	4	60	1
<b>Commercial &amp; Industrial (C&amp;I)</b>	<b>53</b>	<b>324</b>	<b>16</b>
<b>Total U.S. Commercial Banking (USD)</b>	<b>\$71</b>	<b>\$497</b>	<b>\$20</b>
Change vs. Q3/15 (USD)	\$5	\$(36)	\$15
Foreign Exchange	\$21	\$152	\$6
<b>Total U.S. Commercial Banking (CAD)</b>	<b>\$92</b>	<b>\$649</b>	<b>\$26</b>

## Highlights

- Strong portfolio growth and sustained good quality in U.S. Commercial Banking

Commercial Real Estate	Gross Loans/BAs (US \$B)	GIL (US \$MM)	Commercial & Industrial	Gross Loans/BAs (US \$B)	GIL (US \$MM)
Office	4.8	28	Health & Social Services	7.4	31
Retail	3.8	25	Professional & Other Services	6.2	65
Apartments	3.6	35	Consumer <sup>3</sup>	5.0	66
Residential for Sale	0.3	17	Industrial/Mfg <sup>4</sup>	6.3	67
Industrial	1.2	29	Government/PSE	6.9	7
Hotel	0.9	11	Financial	4.2	23
Commercial Land	0.1	6	Automotive	2.1	10
Other	3.5	22	Other <sup>5</sup>	14.4	55
<b>Total CRE</b>	<b>\$18</b>	<b>\$173</b>	<b>Total C&amp;I</b>	<b>\$53</b>	<b>\$324</b>

1. Excludes acquired credit-impaired loans and debt securities classified as loans  
2. Individually Insignificant and Counterparty Specific PCL and Allowance excludes any change in Incurred But Not Identified Allowance  
3. Consumer includes: Food, beverage and tobacco; Retail sector  
4. Industrial/Manufacturing includes: Industrial construction and trade contractors; Sundry manufacturing and wholesale  
5. Other includes: Agriculture; Power and utilities; Telecommunications, cable and media; Transportation; Resources; Other

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**TD Bank Group  
Quarterly Results Presentation  
Q4 2015**

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Thursday December 3<sup>rd</sup>, 2015