

# TD Bank Group Quick Facts

4TH QUARTER 2015

## Building the Better Bank

### North American

- Top 10 bank in North America
- One of only a few banks globally to be rated Aa1 by Moody's<sup>1</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>2</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 October 31	2015	2014
Total Assets	C\$1,104.4B	C\$960.5B
Total Deposits	C\$695.6B	C\$600.7B
Total Loans	C\$544.3B	C\$478.9B
Assets Under Administration	C\$325.9B	C\$305.7B
Assets Under Management	C\$345.8B	C\$293.8B
Common Equity Tier 1 Capital Ratio <sup>3</sup>	9.9%	9.4%
Full Time Employees <sup>4</sup>	81,483	81,137
Total Retail Locations	2,463	2,483
Market Capitalization	C\$99.6B	C\$102.3B

## Credit Ratings<sup>1</sup>

	Moody's	S&P	DBRS
Rating	Aa1	AA-	AA
Outlook	Negative	Negative	Negative

## Corporate Profile

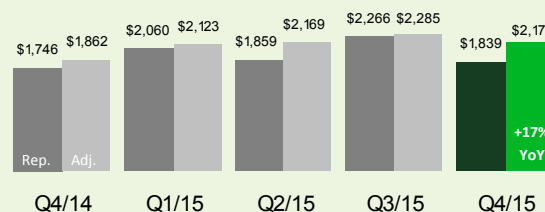
- Headquartered in Toronto, Canada
- Offers a full range of financial products & services
- More than 24 million customers worldwide
- ~10.2 million active online and mobile customers

## Our Businesses

- Canadian Retail: *Personal & Commercial Banking, Credit Cards, Auto Lending, Wealth, and Insurance*
- U.S. Retail: *Personal & Commercial Banking, Credit Cards, Auto Lending, Wealth, and a strategic relationship with TD Ameritrade*
- Wholesale Banking: *Research, Investment Banking, Capital Market Services, and Global Transaction Banking*

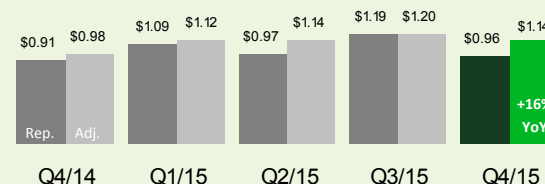
## Net Income (C\$ millions)

(Reported and Adjusted)<sup>2</sup>



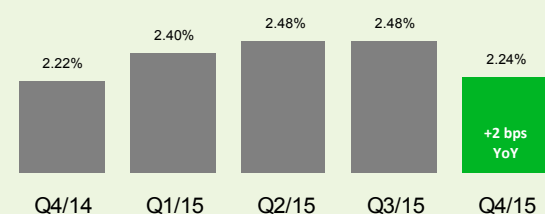
## Diluted Earnings Per Share (C\$)

(Reported and Adjusted)<sup>2</sup>

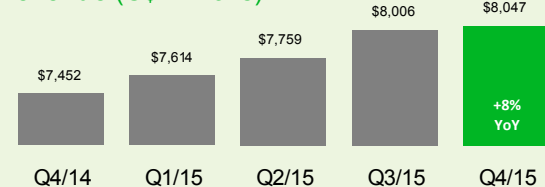


## Return on Risk-Weighted Assets<sup>3,5</sup>

(Adjusted)<sup>2</sup>



## Revenue (C\$ millions)



1. Ratings on long term debt (deposits) of The Toronto-Dominion Bank (TD Bank Group, TD or the Bank), as at October 31, 2015. 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.

2. 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 Bank's Q4 2015 Earnings Press Release for further explanation and reconciliation. Retail includes the Canadian Retail and U.S. Retail segments. Unless otherwise indicated, financial results for the U.S. Retail segment reflect the inclusion of the Bank's reported investment in TD Ameritrade.

3. Effective 2013, amounts are calculated in accordance with the Basel III regulatory framework, and are presented based on the "all-in" methodology. Effective January 1, 2014, the Credit Valuation Adjustment (CVA) capital charge is phased in over a five year period based on a scalar approach whereby 57% of the CVA capital charge was applied in 2014 for the CET1 calculation. This percentage increased to 64% for 2015 and 2016, and increases to 72% in 2017, 80% in 2018, and 100% in 2019.

4. Average number of full-time equivalent staff.

5. Return on risk-weighted assets (RWA) is adjusted net income available to common shareholders divided by average RWA. For further details, please refer to the Q4 2015 Supplemental Financial Information.



### Q4 2015 Business Segment Performance

(except as noted, figures are in CAD millions and percentages reflect year-over-year change)

Revenue Net Income<sup>2</sup>

#### Canadian Retail

Revenue was up 2% with net interest income up 3%, primarily driven by good loan and deposit volume growth partially offset by lower margins. Non-interest income increased 1%, largely due to higher fee-based revenue in personal and commercial banking, good wealth asset growth, and insurance premium growth, partially offset by a change in mix of reinsurance contracts and the change in fair value of investments supporting insurance claims liabilities. Average real estate secured lending volume increased 5%. Auto lending average volume increased 16%, while all other personal lending average volumes were flat. Business loans and acceptances average volume increased 9%. Average personal deposit volumes increased 6%, due to strong growth in core chequing and savings volumes, partially offset by lower term deposit volume. Average business deposit volumes increased 5%. Net interest margin decreased 4 bps sequentially from Q3/15. Provision for credit losses (PCL) decreased 12%. Assets under administration increased 6% and assets under management increased 8%, driven by strong new asset growth. Insurance claims and related expenses for the quarter decreased 12%, primarily due to a change in mix of reinsurance contracts, more favourable prior years' claims development, and the change in fair value of investments supporting claims liabilities, partially offset by higher current year claims costs. Reported non-interest expenses were down 4% for the quarter. On an adjusted basis, non-interest expenses decreased \$8 million, driven primarily by initiatives to increase productivity, partially offset by higher revenue-based variable compensation in the wealth business and legal provisions.

\$4,997 \$1,496 (Adj.)  
\$1,496 (Rep.)

#### Adjusted Net Income by Business<sup>2</sup>



#### U.S. Retail

In U.S. dollar terms, reported revenue for the quarter increased 3%. On an adjusted basis, revenue increased 6%, primarily due to strong loan and deposit growth, broad-based fee growth, and the Nordstrom acquisition, partially offset by lower margins. Other non-interest income increased due to the Nordstrom acquisition and customer account growth. Excluding Nordstrom, average loan volumes increased 11%, with a 17% growth in business loans and 4% growth in personal loans. Average deposit volumes increased 7%, driven by 8% growth in personal deposit volume, 7% growth in business deposit volume, and 6% growth in TD Ameritrade deposits. Net interest margin increased by 9 bps sequentially from Q3/15. PCL for the quarter increased 47%, primarily due to higher provisions for commercial loans and provisions related to the flooding in South Carolina. Reported non-interest expenses increased 5%. On an adjusted basis, non-interest expenses increased 5%, primarily due to the Nordstrom acquisition, higher legal costs, and investments to support business growth, partially offset by ongoing productivity savings. The Bank's reported investment in TD Ameritrade generated net income for the quarter of US\$84 million (C\$109 million), up 9% YoY.

\$2,505 \$646 (Adj.)  
\$595 (Rep.)

US\$1,903 US\$491 (Adj.)  
US\$452 (Rep.)

- Canadian Retail 64%
- U.S. Retail 23%
- TD Ameritrade 5%
- Wholesale 8%

#### Wholesale

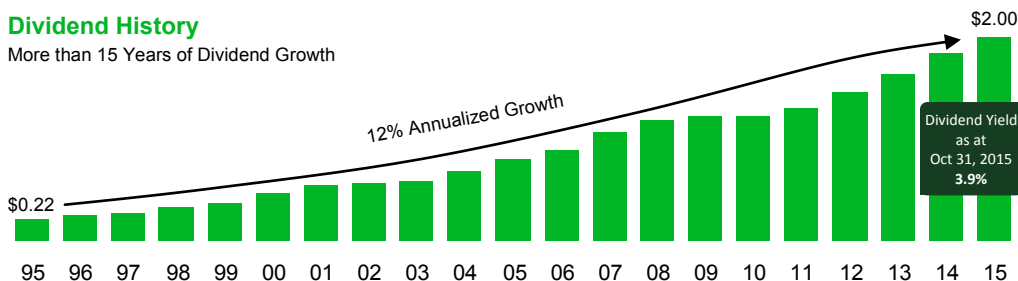
Revenue increased 10% in the quarter, primarily due to higher trading-related performance and higher corporate lending growth both in Canada and the U.S., partially offset by lower equity underwriting. The revenue increase also included the positive impact of foreign exchange translation. Non-interest expenses increased 2%, primarily due to the impact of foreign exchange translation and higher operating expenses, partially offset by lower variable compensation. The annualized return on common equity for the quarter was 13.0%, down from 17.2% in Q3/15.

\$666 \$196 (Adj.)  
\$196 (Rep.)

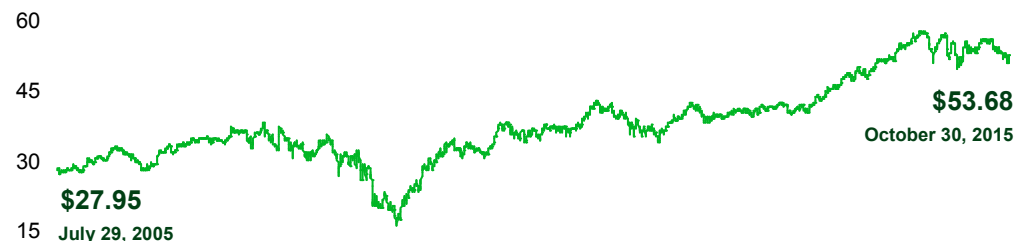
### Shareholder Performance

#### Dividend History

More than 15 Years of Dividend Growth



#### Share Price Performance (C\$) – TSX



#### Common Shares Outstanding<sup>6</sup>

1,857 million shares

#### Ticker Symbol

TD

#### Market Listings

Toronto Stock Exchange (TSX)  
New York Stock Exchange (NYSE)

#### Total Shareholder Return<sup>7</sup>

1 Yr	0.4%	3 Yrs	13.8%
5 Yrs	11.8%	10 Yrs	10.6%

6. Weighted-average number of diluted common shares outstanding.

7. 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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