

# TD AMERITRADE

# **Earnings and Integration Call**

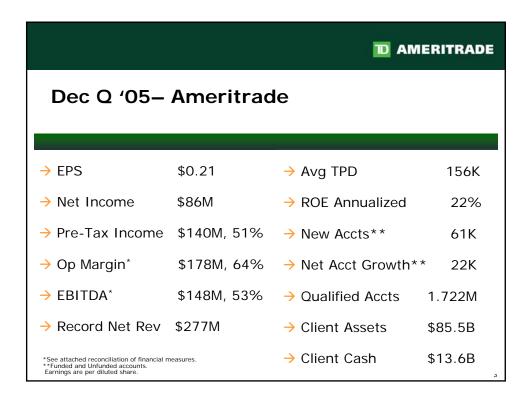
January 25, 2006

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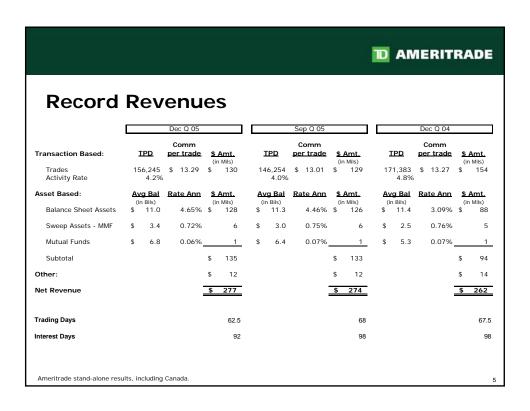


#### Safe Harbor

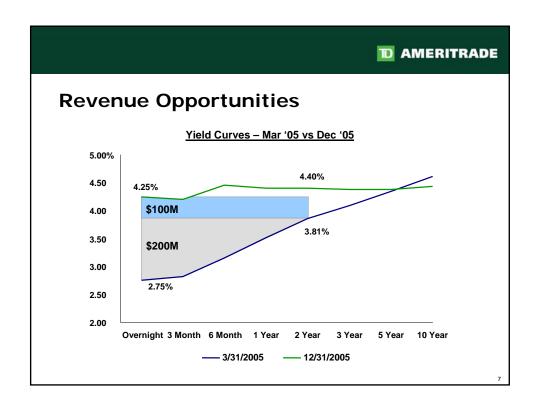
This document contains forward-looking statements within the meaning of the federal securities laws. We intend these forward-looking statements to be covered by the safe harbor provisions of the federal securities laws. In particular, any projections regarding our future revenues, expenses, earnings, capital expenditures, effective tax rates, client trading activity, accounts, stock price or anticipated benefits of the TD Waterhouse transaction, as well as the assumptions on which such expectations are based, are forward-looking statements. These statements reflect only our current expectations and are not guarantees of future performance or results. These statements involve risks, uncertainties and assumptions that could cause actual results or performance to differ materially from those contained in the forward-looking statements. These risks, uncertainties and assumptions include general economic and political conditions, interest rates, market fluctuations and changes in client trading activity, increased competition, systems failures and capacity constraints, ability to service debt obligations, integration associated with the TD Waterhouse transaction, realization of synergies from the TD Waterhouse transaction, regulatory and legal matters and uncertainties and other risk factors described in our definitive proxy statement filed with the SEC on Dec. 5, 2005 and our latest Annual Report on Form 10-K, filed with the SEC on Dec. 14, 2005. These forward-looking statements speak only as of the date on which the statements were made. We undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

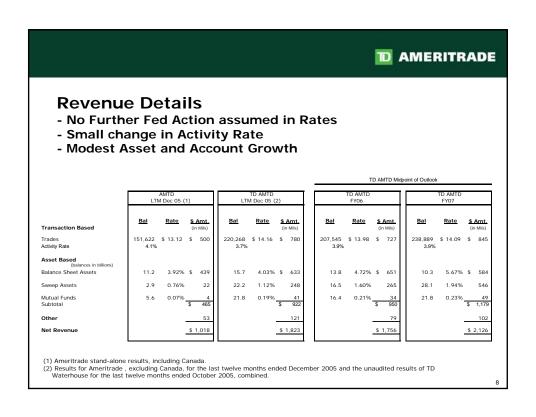






		ID AN	/IERITR
Outstanding Pre-tax M	argins	•	
	Dec Q 05	Sep Q 05	Dec Q 04
Net Revenues	\$ 277.3	\$ 274.3	\$262.0
Expenses:			
Employee compensation and benefits	44.9	49.8	44.0
Clearing & execution costs	6.0	6.2	6.5
Communications	8.8	8.5	9.4
Occupancy & equipment costs	15.0	10.4	11.0
Depreciation & amortization	3.5	3.1	2.6
Amortization of acquired intangible assets	3.5	3.7	3.7
Professional services	9.6	3.9	9.6
Interest on borrowings	0.6	0.5	0.6
Gain on disposal of property Other	(0.2)	(0.2) 10.0	(0.1) 3.9
Subtotal	7.0 98.7	95.9	91.2
Unrealized fair value adjustment of derivative instruments	11.7	3.5	13.0
Expenses excluding advertising*	110.4	99.4	104.2
Advertising	26.6	20.0	23.1
Total Expenses	137.0	119.4	127.3
Pre-tax income	\$ 140.3	\$ 154.9	\$ 134.7
Pre-tax income %	51%	56%	51%







#### **Expense Synergies – at Announcement**

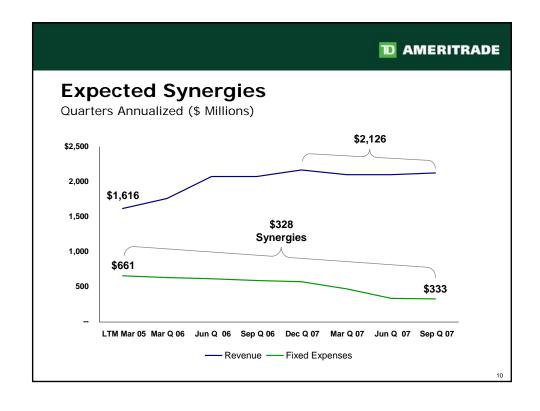
59% of TD Waterhouse Group Expenses Expected to be Eliminated

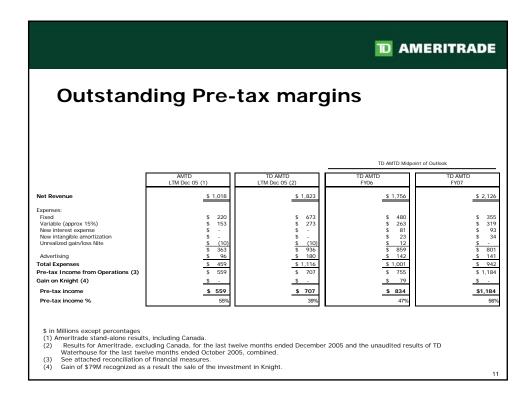
	 LTM	Mar 05	
	justed ritrade <sup>(1)</sup>		sterhouse SA <sup>(2)</sup>
Comp & Benefits	\$ 162	\$	278
Clearing & Execution	25		76
Communications	38		13
Occupancy & Equipment	41		52
Depreciation & Amort	23		41
Prof Services	31		32
Other	16		74
Exp Excl Advertising	\$ 337	\$	566
Advertising	96		77
Total Expenses	\$ 433	\$	643

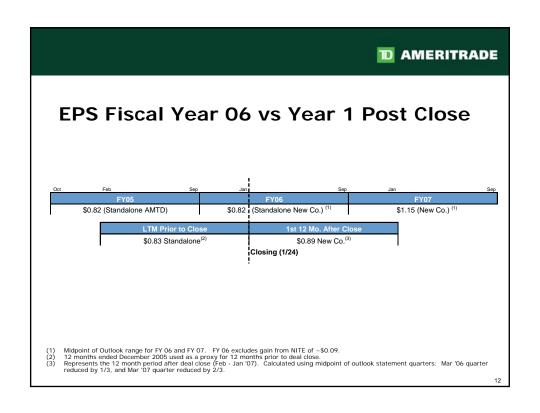
Variable Expenses (15%) Fixed Expenses

 eritrade bined	Full ergies	As A	djusted
\$ 440	\$ (137)	\$	304
101	(65)		37
52	(2)		50
94	(12)		82
64	(29)		35
63	(16)		47
90	(68)		22
\$ 903	\$ (328)	\$	575
173	(50)		123
\$ 1,076	\$ (378)	\$	698
\$ 242		\$	242
661			333
\$ 903		\$	575

\$ in Millions – Totals may not add due to rounding.
 (1) Ameritrade excluding Canadian operations and excludes the impact of "Unrealized fair value adjustments of derivative instruments".
 (2) Estimated breakout of expenses by Ameritrade expense categories.









#### **Non-GAAP EPS**

(\$ Millions, except per share amounts)

			T	D AMTD Midp	oint of O	utlook	
	Com	LTM bined (1)		FY06	FY07		
Net income from ongoing operations (2)		434.1	\$	456.1	\$	710.8	
Gain on Knight, net of tax		-		47.7		-	
Net income (GAAP earnings)	\$	434.1	\$	503.8	\$	710.8	
Adjustments: Amortization of acquired intangible assets Interest on borrowings Unrealized fair value adjustment of derivative instruments Gain on sale of Knight Income tax effect of above adjustments		13.7 2.1 (9.6) - (2.4)		36.7 80.9 11.7 (78.8) (20.0)		47.7 92.9 - (56.2)	
Non-GAAP net income (2)	\$	437.9	\$	534.3	\$	795.2	
Earnings per share from ongoing operations (2)	\$	0.70	\$	0.82	\$	1.15	
Gain on Knight, earnings per share			\$	0.09		-	
Diluted earnings per share (GAAP EPS)	\$	0.70	\$	0.91	\$	1.15	
Adjustments on a per share basis, net of income tax effect		0.01		0.05		0.13	
Non-GAAP earnings per share (2)	\$	0.71	\$	0.96	\$	1.28	

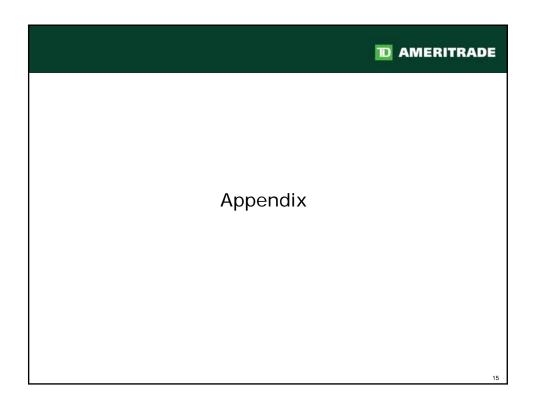
Results for Ameritrade, excluding Canada, for the last twelve months ended December 2005 and the unaudited results of TD Waterhouse for the last twelve months ended October 2005, combined.
 See attached reconciliation of financial measures.

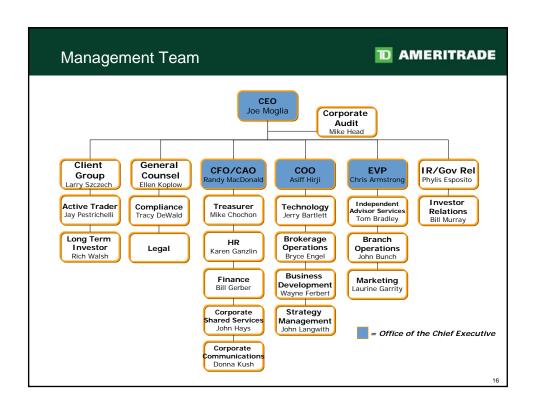


# GAAP EPS Sensitivity Analysis '06 - '07

EPS - Diluted (\$) <u>Activity</u> FY06 FY06 (1) FY07 Rate 3.0% 0.75 0.92 0.66 3.4% 0.82 0.73 1.03 3.9% 0.91 0.82 1.15 4.4% 1.00 0.91 1.27 5.0% 1.13 1.04 1.41

This sensitivity table is not intended to be a Company projection or forecast and should not be considered a projection or forecast. It is intended to provide an estimate for earnings per share for several different assumed levels of client trading activity. (1) Excludes the EPS impact from the sale of Knight.





#### **D** AMERITRADE

#### **Board of Directors**

- J. Joe Ricketts Chairman
- W. Edmund Clark Vice Chairman\* Joseph H. Moglia
- Marshall A. Cohen\*
- Dan W. Cook III\*\*
- Michael D. Fleisher\*\*
- Glenn H. Hutchins\*\*

- Daniel A. Marinangeli\*
- Wilbur J. Prezzano\*
- J. Peter Ricketts
- Thomas S. Ricketts
- Fredric J. Tomczyk\*



## Reconciliation of Financial Measures

\$ Millions except percentages and per share amounts.

<sup>\*5</sup> TD Bank Designees
\*\* 3 Outside Independent Directors



## Reconciliation of Financial Measures, cont.

					Quarte	r Ended				
		Dec. 31, 2005			Sep. 30, 2005			Dec. 31, 2004		
		\$	% of Rev.		\$	% of Rev.		\$	% of Rev.	
Operating Margin (1)										
Operating margin	\$	178.4	64.3%	\$	178.2	65.0%	\$	170.7	65.1%	
Less:										
Advertising		(26.6)	(9.6%)		(20.0)	(7.3%)		(23.1)	(8.8%)	
Gain on disposal of property		0.2	0.1%		0.2	0.1%		0.1	0.0%	
Unrealized fair value adjustments of derivative instruments		(11.7)	(4.2%)		(3.5)	(1.3%)		(13.0)	(5.0%)	
Pre-tax income	\$	140.3	50.6%	\$	154.9	56.5%	\$	134.7	51.4%	
EBITDA (2)										
EBITDA	\$	147.9	53.4%	\$	162.3	59.2%	\$	141.5	54.0%	
Less:										
Depreciation and amortization		(3.5)	(1.3%)		(3.2)	(1.2%)		(2.6)	(1.0%	
Amortization of acquired intangible assets		(3.5)	(1.3%)		(3.7)	(1.3%)		(3.7)	(1.4%	
Interest on borrowings		(0.6)	(0.2%)		(0.5)	(0.2%)		(0.5)	(0.2%	
Pre-tax income	\$	140.3	50.6%	\$	154.9	56.5%	\$	134.7	51.4%	
Expenses Excluding Advertising (3)										
Expenses excluding advertising	\$	110.4	39.8%	\$	99.4	36.2%	\$	104.2	39.8%	
Plus: Advertising		26.6	9.6%		20.0	7.3%		23.1	8.8%	
Total expenses	S	137.0	49.4%	S	119.4	43.5%	\$	127.3	48.6%	

19

## 10 AMERITRADE

# Reconciliation of Financial Measures, cont.

	]	LTM		Midp	oint *	
	Con	FY06		]	FY07	
Non-GAAP Net Income (4)						
Net income, as reported	\$	434.1	\$	503.8	\$	710.8
Adjustments:						
Amortization of acquired intangible assets		13.7		36.7		47.7
Interest on borrowings		2.1		80.9		92.9
Unrealized fair value adjustments of derivative instruments		(9.6)		11.7		-
Gain on sale of Knight		-		(78.8)		-
Income tax effect of above adjustments		(2.4)		(20.0)		(56.2)
Non-GAAP net income	\$	437.9	\$	534.3	\$	795.2
Non-GAAP EPS (4)						
Diluted earnings per share, as reported	\$	0.70	\$	0.91	\$	1.15
Adjustments on a per share basis, net of income tax effect:						
Amortization of acquired intangible assets		0.01		0.04		0.04
Interest on borrowings		-		0.09		0.09
Unrealized fair value adjustments of derivative instruments		-		0.01		-
Gain on sale of Knight		-		(0.09)		-
Non-GAAP earnings per share	\$	0.71	\$	0.96	\$	1.28



#### Reconciliation of Financial Measures, cont.

Pre-tax Income From Ongoing Operations (5)		LTM AMTD*		LTM Combined *		Midpoint *			
						FY06		FY07	
			_				_		
Pre-tax income, as reported	S	559.1	\$	707.0	\$	834.2	\$	1,184.4	
Adjustment:									
Gain on sale of investment in Knight		-		-		(78.8)		-	
Pre-tax income from ongoing operations	S	559.1	\$	707.0	\$	755.4	\$	1,184.4	
Net Income From Ongoing Operations (6)									
Net income, as reported			\$	434.1	S	503.8	\$	710.8	
Adjustment:									
Gain on sale of investment in Knight				-		(78.8)		-	
Income tax effect of above adjustment				-		31.1		-	
Net income from ongoing operations			\$	434.1	\$	456.1	\$	710.8	
EPS From Ongoing Operations (7)									
Diluted earnings per share, as reported			\$	0.70	S	0.91	\$	1.15	
Adjustment on a per share basis, net of income tax effect:									
Gain on sale of investment in Knight				_		(0.09)		-	
EPS from ongoing operations			\$	0.70	S	0.82	s	1.15	

Note: The term "GAAP" in the following explanations refers to generally accepted accounting principles in the United States.

LTM AMTD is the results for Ameritrade (including Canada) for the last twelve months ended December 2005. LTM Combined is the results for Ameritrade, excluding Canada, for the last twelve months ended December 2005 and the unaudited results of TD Waterhouse for the last twelve months ended October 2005, combined. Midpoint amounts are from the midpoint of the outlook statement.

21



#### Reconciliation of Financial Measures, cont.

- (1) Operating margin is considered a Non-GAAP financial measure as defined by SEC Regulation G. We define operating margin as pre-tax income, adjusted to remove advertising expense, unrealized gains and losses on financial instruments and any unusual gains or charges. We consider operating margin an important measure of the financial performance of our ongoing business. Advertising spending is excluded because it is lazely at the discretion of the Company, varies significantly from period to period based on market conditions and relates to the acquisition of future revenues through new accounts rather than current revenues from existing accounts. Unrealized gains and losses on financial instruments and unusual gains and charges are excluded because we believe they are not likely to be indicative of the ongoing operations of our business. Operating margin should be considered in addition to, rather than as a substitute for, pre-tax income, not income and earnings per share.
- (2) EBITDA (earnings before interest, taxes, depreciation and amortization) is considered a Non-GAAP financial measure as defined by SEC Regulation G. We consider EBITDA an important measure of our financial performance and of our ability to generate cash flows to service debt, fund capital expenditures and fund other corporate investing and financing activities. EBITDA eliminates the non-cash effect of tangible asset of the depreciation and intangible asset amortization. EBITDA should be considered in addition to, rather than as a substitute for, pre-tax income, net income and cash flows from operating activities.
- (3) Expense excluding advertising is considered a Non-GAAP financial measure as defined by SEC Regulation G. Expenses excluding advertising consists of total expenses, adjusted to remove advertising expense. We consider expenses excluding advertising an important measure of the financial performance of our original business. Advertising spending is excluded because it is largely at the discretion of the Company, varies significantly from period to period the sead on market constant and relates to the acquisition of future revenues through new accounts rather than current revenues from existing accounts. Expenses excluding advertising should be considered in addition to, rather than as a substitute for, total expenses.
- (4) Non-GAAP net income and Non-GAAP earnings per share (EPS) are Non-GAAP financial measures as defined by SEC Regulation G. We define Non-GAAP net income as net income, adjusted to remove the after-tax effect of amortization of acquired intangible assets, interest no horrowings, surrealized gains and losses on financial instruments and any unusual gains or charges. We consided Non-GAAP net income and Non-GAAP Ers important measures of our financial performance and of our ability to generate cash flows to service debt, fund capital expenditures and fund other corporate investing and financing activities. Amortization of acquired intangible assets and unrealized gains and losses on financial instruments are excluded because they are non-each expenses that do not require further each investment. Interest on borrowings is excluded because we use these measures as an indicator of the earnings available to service debt. Unusual gains and charges are excluded because we we there in addition to relative them as a valuation to Grant of the ongoing operations of our business. Non-GAAP net income and EPS doubt be considered in addition to, rather than as a substitute for, GAAP net income and EPS.
- (5) Pre-tax income from ongoing operations is considered a Non-GAAP financial measure as defined by SEC Regulation G. We define pre-tax income from ongoing operations as pre-tax income, adjusted to remove any significant unusual gains or charges. We consider pre-tax income from ongoing operations an important measure of the financial performance of our ongoing observations. Unusual gains and charges are excluded because we believe they are not likely to be indicative of the ongoing operations of our business. Pre-tax income from ongoing operations should be considered in addition to, rather than as a substitute for, GAAP pre-tax income.
- (6) Net income from ongoing operations is considered a Non-GAAP financial measure as defined by SEC Regulation G. We define net income from ongoing operations as net income, adjusted to remove any significant unusual gains or charges. We consider net income from ongoing operations an important measure of the financial performance of our ongoing business. Unusual gains and charges are excluded because we believe they are not likely to be indicative of the ongoing operations of our business. Net income from ongoing operations should be considered in addition to, rather than as a substitute for, GAAP net income.
- (7) EPS from ongoing operations is considered a Non-GAAP financial measure as defined by SEC Regulation G. We define EPS from ongoing operations as earnings (loss) per share, adjusted to remove any significant unusual gains or charges. We consider EPS from ongoing operations an important measure of the financial performance of our ongoing business. Unusual gains and charges are excluded because we believe they are not likely to be indicative of the ongoing operations of our business. EPS from ongoing operations should be considered in addition to, rather than as a substitute for, basic and diluted earnings per share.



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January 25, 2006

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