

# TD Bank Group

# Quick Facts



Q4 2020



**Proven business model**  
Deliver consistent earnings growth, underpinned by a strong risk culture



**Purpose-driven**  
Centre everything we do on our vision, purpose, and shared commitments



**Forward-focused**  
Shape the future of banking in the digital age

## TD Strategy

We will be the premier Canadian Retail bank, a peer-leading U.S. Retail bank, and a leading Wholesale business

**Our Vision:** To be the better bank

**Our Purpose:** To enrich the lives of our customers, communities, and colleagues

## Our Shared Commitments



**Think like a customer:** Provide legendary experiences and trusted advice

**Act like an owner:** Lead with integrity to drive business results and contribute to communities

**Execute with speed and impact:** Only take risks we can understand and manage

**Innovate with purpose:** Simplify the way we work

**Develop our colleagues:** Embrace diversity and respect one another

## Key Metrics (as at October 31)

	2020	2019
<b>Total Assets</b>	\$1,716 B	\$1,415 B
<b>Total Deposits</b>	\$1,135 B	\$887 B
<b>Total Loans</b>	\$718 B	\$685 B
<b>Assets Under Administration (AUA)</b>	\$465 B	\$450 B
<b>Assets Under Management (AUM)</b>	\$410 B	\$411 B
<b>Common Equity Tier 1 Capital Ratio</b>	13.1%	12.1%
<b>Full Time Employees<sup>2</sup></b>	89,693	90,049
<b>Total Retail Locations</b>	2,308	2,332
<b>Market Capitalization</b>	\$107 B	\$136 B

## Credit Ratings<sup>3</sup>

	Moody's	S&P	DBRS
<b>Rating (Deposits/Counterparty)</b>	Aa1	AA-	AA (high)
<b>Rating (Legacy Senior)<sup>4</sup></b>	Aa1	AA-	AA (high)
<b>Rating (Bail-in Senior)<sup>5</sup></b>	Aa3	A	AA
<b>Outlook</b>	Stable	Stable	Stable

## Corporate Profile

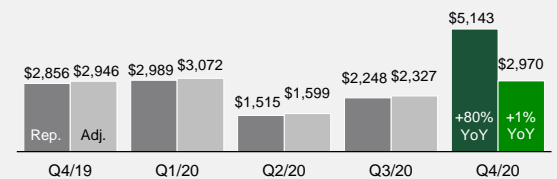
- Headquartered in Toronto, Canada
- Offers a full range of financial products and services
- More than 26 million customers worldwide
- 14.5 million active online and mobile digital customers

## Our Business Segments

- Canadian Retail
- U.S. Retail
- Wholesale Banking

## Net Income (C\$MM)

(Reported and Adjusted)<sup>1</sup>



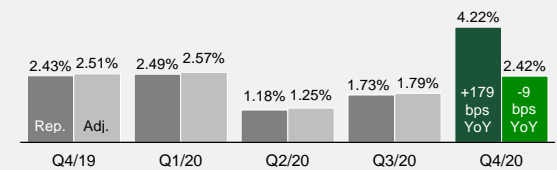
## Diluted Earnings Per Share (C\$)

(Reported and Adjusted)<sup>1</sup>

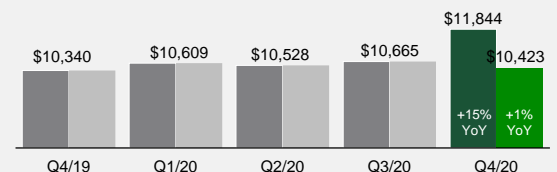


## Return on Risk-Weighted Assets<sup>6</sup>

(Reported and Adjusted)<sup>1</sup>



## Revenue (C\$MM)



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 "reported" results. The Bank also uses non-GAAP financial measures referred to as "adjusted" results (i.e., reported results excluding "items of note") 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 Q4 2020 Earnings News Release and Q4 2020 MD&A ([www.td.com/investor](http://www.td.com/investor)) for further explanation, reported basis results, a list of the items of note, and a reconciliation of non-GAAP measures.

2. Average number of full-time equivalent staff.

3. Ratings on senior long term debt of The Toronto-Dominion Bank as at October 31, 2020. 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. Represents Moody's Long-Term Deposits Ratings and Counterparty Risk Rating, S&P's Issuer Credit Rating, and DBRS' Long-Term Issuer Rating.

4. Includes (a) Senior debt issued prior to September 23, 2018 and (b) senior debt issued on or after September 23, 2018 which is excluded from the bank recapitalization "bail-in" regime, including debt with an original term-to-maturity of less than 400 days and most structured notes.

5. Subject to conversion under the bank recapitalization "bail-in" regime.

6. Amounts are calculated in accordance with the Basel III regulatory framework and are presented based on the "all-in" methodology.

# TD Bank Group Quick Facts

## Q4 2020 Business Segment Performance

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

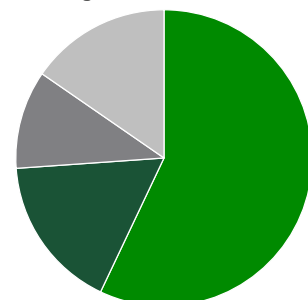
### Canadian Retail

Revenue decreased 2%. Net interest income decreased 6% reflecting lower deposit margins, partially offset by deposit and loan volume growth. Net interest margin was 2.71%, up 3 bps QoQ, reflecting improving loan margins. Non-interest income increased 3%, reflecting higher transaction and fee-based revenue in the wealth business and higher insurance revenue, partially offset by lower fees in the banking businesses. Average loan volumes increased 3%, reflecting 3% growth in personal loans and 4% growth in business loans. Average deposit volumes increased 20%, reflecting 15% growth in personal deposits, 23% growth in business deposits, and 42% growth in wealth deposits. AUA increased 3%, reflecting new asset growth, and AUM increased 1%, reflecting market appreciation. Provisions for credit losses decreased 74% QoQ. PCL – impaired decreased by \$173 million, or 47%; PCL – performing decreased by \$527 million, reflecting a smaller increase to the performing allowance for credit losses this quarter in the consumer and commercial lending portfolios. Total PCL as an annualized percentage of credit volume was 0.22%, a decrease of 64 bps. Insurance claims and related expenses decreased 11%, reflecting lower current accident year claims, no severe weather-related events and favourable prior-year claims development, partially offset by an increase in certain current year claims reserves, as well as an increase in the fair value of investments supporting claims liabilities which resulted in a similar increase to non-interest income. Non-interest expenses increased 2% reflecting higher spend supporting business growth, partially offset by a reduction in project and other discretionary spend.

### Revenue Net Income

\$6,029 \$1,802

### Segment Net Income<sup>7</sup>



Canadian Retail	57.0%
U.S. Retail	27.6%
U.S. Retail Bank	16.8%
TD Ameritrade	10.7%
Wholesale Banking	15.4%

### U.S. Retail (\$USD)

Revenue for the quarter decreased 8%. Net interest income decreased 7%, reflecting lower deposit margins, partially offset by growth in loan and deposit volumes. Net interest margin was 2.27%, a decrease of 23 bps QoQ, reflecting lower deposit margins and balance sheet mix. Non-interest income decreased 10%, primarily reflecting lower deposit fees. Average loan volumes increased 7%. Personal and business loans increased 3% and 10%, respectively, with significant increases in business loans reflecting originations under the SBA PPP. Average deposit volumes increased 30%, reflecting a 35% increase in sweep deposit volumes, a 37% increase in business deposits volumes, and a 17% increase in personal deposit volumes. PCL decreased \$222 million QoQ. PCL – impaired decreased by US\$100 million, primarily reflected in the consumer lending portfolios, largely reflecting the ongoing impact of bank and government assistance programs; PCL – performing decreased by \$122 million, reflecting a smaller increase to the performing allowance for credit losses this quarter. U.S. Retail PCL including only the Bank's contractual portion of credit losses in the U.S. strategic cards portfolio, as an annualized percentage of credit volume, was 1.01% or a decrease of 50 bps QoQ. Non-interest expenses decreased by \$7 million, primarily reflecting restructuring charges in the prior year and productivity savings this year, partially offset by costs to support customers and employees during the COVID-19 pandemic, higher employee-related costs, and a prior year adjustment to post-retirement benefit costs. The reported contribution from TD Ameritrade increased 16%, primarily reflecting higher trading volumes and lower operating expenses, partially offset by reduced trading commissions and lower asset-based revenue.

\$2,717 \$871

US \$2,054 US \$658

### Active Digital and Mobile Users<sup>8</sup>

14.5MM  
Active Digital  
Customers

5.9MM  
Active  
Canadian  
Mobile Users

3.7MM  
Active U.S.  
Mobile Users

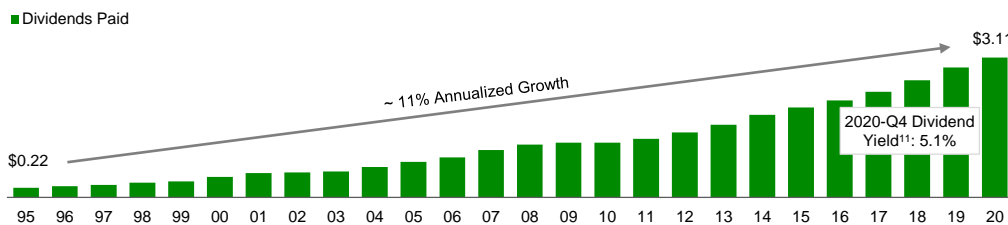
### Wholesale Banking

Net income for the quarter was \$486 million, an increase of \$326 million reflecting higher revenue, lower non-interest expenses, and lower PCL. Revenue for the quarter was \$1,254 million, an increase of \$406 million, or 48%, reflecting higher trading-related revenue, higher loan fees and higher debt underwriting fees, as well as derivative valuation charges of \$96 million in the prior year. PCL decreased by \$129 million QoQ. PCL – impaired was a recovery of \$19 million; PCL – performing was \$13 million, reflecting a smaller increase to the performing allowance for credit losses this quarter. Non-interest expenses decreased 3%, reflecting lower variable compensation.

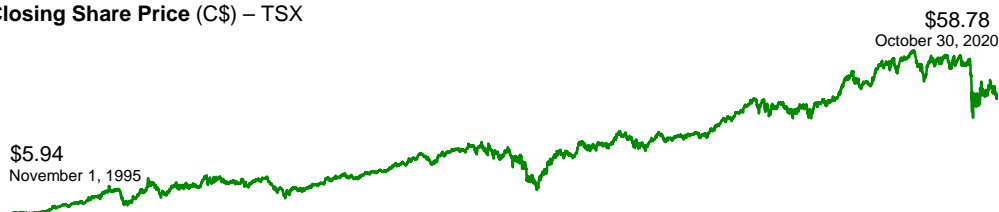
\$1,254 \$486

## Shareholder Performance

### Consistent Dividend Growth



### Closing Share Price (C\$) – TSX



### Common Shares Outstanding<sup>9</sup>

For the quarter ended October 31, 2020

1,813.9 million shares

### Ticker Symbol

TD

### Market Listings

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

### Total Shareholder Return<sup>10</sup>

As at October 31, 2020

1 Year	-17.9%
3 Years	-3.2%
5 Years	5.9%
10 Years	8.8%

7. Numbers may not add to 100% due to rounding.

8. Enterprise active digital users include Canadian Personal and Commercial Banking, TD WebBroker, MBNA active users, TD Insurance registered users, and U.S. Retail. Canadian active mobile users based on Canadian Personal and Commercial Banking. U.S. active mobile users based on U.S. Retail and Small Business Banking.

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

10. Total shareholder return is the compound annual growth rate (CAGR) calculated based on share price movement and dividends reinvested over a trailing one-, three-, five- and ten-year period.

11. Dividend yield is calculated as the annualized dividend per common share divided by the daily average closing stock price for the quarter.

### Contact Information

Investor Relations for investment analysts & institutional shareholders: [www.td.com/investor](http://www.td.com/investor) or [td.investorrelations@td.com](mailto:td.investorrelations@td.com)