

SOUTH FINANCIAL GROUP INC

Form 425

June 01, 2010

Filed by The Toronto-Dominion Bank
Pursuant to Rule 425 under the Securities Act of 1933
and deemed filed pursuant to Rule 14a-12 under the
Securities Exchange Act of 1934
Subject Company: The South Financial Group, Inc.
Commission File No.: 0-15083

This filing, which includes communications made available to employees of The Toronto-Dominion Bank and/or TD Bank, America's Most Convenient Bank on May 24, 2010, May 25, 2010, May 27, 2010 and May 28, 2010, may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and comparable safe harbour provisions of applicable Canadian legislation, including, but not limited to, statements relating to anticipated financial and operating results, the companies' plans, objectives, expectations and intentions, cost savings and other statements, including words such as anticipate, believe, plan, estimate, expect, intend, should, may, and other similar expressions. Such statements are based upon the current beliefs and expectations of our management and involve a number of significant risks and uncertainties. Actual results may differ materially from the results anticipated in these forward-looking statements. The following factors, among others, could cause or contribute to such material differences: the ability to obtain the approval of the transaction by The South Financial Group, Inc. shareholders; the ability to realize the expected synergies resulting from the transaction in the amounts or in the timeframe anticipated; the ability to integrate The South Financial Group, Inc.'s businesses into those of The Toronto-Dominion Bank in a timely and cost-efficient manner; and the ability to obtain governmental approvals of the transaction or to satisfy other conditions to the transaction on the proposed terms and timeframe. Additional factors that could cause The Toronto-Dominion Bank's and The South Financial Group, Inc.'s results to differ materially from those described in the forward-looking statements can be found in the 2009 Annual Report on Form 40-F for The Toronto-Dominion Bank and the 2009 Annual Report on Form 10-K of The South Financial Group, Inc. filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's Internet site (<http://www.sec.gov>).

The proposed merger transaction involving The Toronto-Dominion Bank and The South Financial Group, Inc. will be submitted to The South Financial Group, Inc.'s shareholders for their consideration. **Shareholders are encouraged to read the proxy statement/prospectus regarding the proposed transaction when it becomes available because it will contain important information.** Shareholders will be able to obtain a free copy of the proxy statement/prospectus, as well as other filings containing information about The Toronto-Dominion Bank and The South Financial Group, Inc., without charge, at the SEC's internet site (<http://www.sec.gov>). Copies of the proxy statement/prospectus and the filings with the SEC that will be incorporated by reference in the proxy statement/prospectus can also be obtained, when available, without charge, by directing a request to The Toronto-Dominion Bank, 15th Floor, 66 Wellington Street West, Toronto, ON M5K 1A2, Attention: Investor Relations, 1-866-486-4826, or to The South Financial Group, Inc., Investor Relations, 104 South Main Street, Poinsett Plaza, 6th Floor, Greenville, South Carolina 29601, 1-888-592-3001.

The Toronto-Dominion Bank, The South Financial Group, Inc., their respective directors and executive officers and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Information regarding The Toronto-Dominion Bank's directors and executive officers is available in its Annual Report on Form 40-F for the year ended October 31, 2009, which was filed with the Securities and Exchange Commission on December 03, 2009, and in its notice of annual meeting and proxy circular for its 2010 annual meeting, which was filed with the Securities and Exchange Commission on February 25, 2010. Information regarding The South Financial Group, Inc.'s directors and executive officers is available in The South Financial Group, Inc.'s proxy statement for its 2010 annual meeting, which was filed with the Securities and Exchange Commission on April 07, 2010. Other information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.

**THE FOLLOWING IS A COMMUNICATION SENT TO EMPLOYEES
OF THE TORONTO-DOMINION BANK ON MAY 28, 2010**

1. The bar set high, big banks fail to clear it The Globe and Mail

Canada's banks are suffering from the burden of great expectations. Financial results from four of the six big Canadian banks Thursday suggest that the North American economy has begun to improve. The clearest sign: consumers and businesses are doing a better job of keeping up with loan payments, allowing the banks to significantly reduce the amount of money they set aside to cover bad debts and report sharply higher profits than a year ago. Ed Clark, Bharat Masrani and Tim Hockey quoted. [See full story](#)

2. VIDEO CLIP: BNN **Headline** Business News Network

BNN speaks with TD Bank's CFO Colleen Johnston about the bank's latest earnings and acquisitions. [See link to video](#)

3. Canada's Banks in the Black - Robust Economic Growth Helps Pare Loss Provisions, but Weaknesses

Remain The Wall Street Journal

Canada's banks drew on the country's strong economic performance to post another quarter of good results. They also said they had minimal exposure to European nations and financial institutions. Ed Clark quoted. Similar articles in National Post, The Toronto Star, The Courier Post (Cherry Hill, NJ), and from Bloomberg, The Canadian Press, CBC, and Reuters. [See full story](#)

4. RBC SET FOR NEW RULES: NIXON; CIBC and Royal profits fall short of estimates National Post

Gord Nixon, chief executive of Royal Bank of Canada, said it's still too early to predict what the new global financial rules being mulled over by governments and regulators around the world will ultimately look like or how they will affect banks' market values. But whatever happens, he said he is confident that Canada's largest bank will be better able to cope with the changes than its peers. TD mentioned. [See full story](#)

5. Canadian banks: Go big or go home Fortune

With many of their rivals on the ropes, Canada's major banks are nicely positioned to catapult into the top tier of U.S. financial institutions for the first time ever. TD mentioned. [See full story](#)

6. Banques: des profits en hausse, mais pas assez [Banks: profits up, but not enough] La Presse

Très bien, mais pourrait faire mieux. C'est ainsi que se lit le bulletin du deuxième trimestre de la Banque Royale, de la CIBC et de la TD, qui ont toutes les trois rapporté hier des profits inférieurs aux attentes. [Very good, but could do better. Thus reads the entry of the second quarter of Royal Bank, CIBC and TD have all three reported yesterday a profit below expectations.] [See full story](#)

7. Résultats trimestriels Les banques ont fait plus de profits, sauf la Nationale, dont les bénéfices stagnent

[Quarterly Results Banks have more profits, but the National, whose profits stagnate] Le Devoir

La Banque Nationale se retrouve à la traîne de son industrie, avec des profits en définitive inchangés au deuxième trimestre. Cette relative stationnarité détonne avec la forte poussée observée dans les résultats des autres banques. [National Bank finds itself lagging behind the industry, with profits relatively unchanged in the second quarter. This relative stagnation clashes with the surge observed in the results of other banks.] [See full story](#)

8. Flaherty reins in online insurance promotion by banks; Level playing field ; Insurance brokers say move protects, empowers consumers National Post (Canwest)

Finance Minister Jim Flaherty said yesterday he will tighten regulations to limit the ability of Canadian banks to sell insurance online. [See full story](#)

9. Divesting Quebec National Post

The federal government has introduced a draft bill in the House of Commons for the establishment of a Canadian securities regulator. We are opposed to this bill. In our opinion, the bill is unnecessary in light of the effectiveness of the current framework administered by the provincial regulators. As well, we believe it would have a negative impact on the financial sector, issuers and economic activity in certain regions of the country, including Quebec. [See full story](#)

10. A national regulator, not a federal one National Post

Sir John A. Macdonald borrowed the phrase which says it best: Less is more. Governments would do well to practice such a wise adage, especially when it comes to securities regulators. Do 33 million Canadians really need 13 securities regulators? Pierre Lortie argues that we do (A Federal Travesty, May 21). Written by Jim Dinning, Alberta's treasurer from 1992-97. [See full story](#)

11. Commission unique : Flaherty reçoit quelques appuis [Single regulator: Flaherty receives some support]

Finance et investissement

La commission unique soulève les passions depuis quelques semaines et le gouvernement fédéral reçoit finalement quelques appuis de la part de la communauté financière canadienne après avoir déposé hier son projet de loi sur la question. [The single commission has raised passions in recent weeks and the federal government finally received some support from the Canadian investment community yesterday after tabling a bill on the issue.] [See full story](#)

12. Investment Fund Suing for \$61 Million Lost in Rothstein Scheme Daily Business Review

An investment fund claiming a \$61 million loss in Scott Rothstein's phony settlement financing scheme is suing the convicted felon and TD Bank, claiming the money disappeared in the final two months before the fraud came crashing down. Rebecca Acevedo (Corporate and Public Affairs, TD Bank) quoted. [See full story](#)

13. CIBC equity issuance picking up The Globe and Mail (Streetwise blog)

The second quarter was one of the weakest that CIBC has had when it comes to new-issue equity finance, Richard Nesbitt, the head of CIBC World Markets, told analysts on Thursday. [See full story](#)

14. Visa's PayWave catching on in Canada Contactless News

Visa's contactless payWave system has seen steady growth in Canada as more and more merchants implement the new payment technology. TD Canada Trust mentioned. [See full story](#)

15. Province may curb free drugs for seniors; The Toronto Star

Ontario is open to tinkering with drug co-payments for seniors and others on taxpayer-funded pharmacare programs as it looks for ways to curb the rapidly increasing cost of health care, Health Minister Deb Matthews says. Similar articles appear in The Globe and Mail, Ottawa Sun, Winnipeg Free Press, and CBC. Don Drummond and Derek Burleton (TD Economics) mentioned. [See full story](#)

16. Editorial: Health budget unsustainable The Toronto Star

When asked what's most important to them, Ontarians routinely rank health care at the top of their list. It is frightening, then, to learn that spending on our health-care system is growing at an unsustainable rate. TD Economics mentioned. [See full story](#)

Looking for TD's view on articles about the bank or the financial industry? Visit [TD News & Views](#) for background on some stories of the moment that may come up in your discussions with customers, colleagues and friends.

Vous cherchez des opinions et des articles de la TD au sujet du secteur bancaire ou financier? Visitez [Nouvelles et Opinions de la TD](#) pour y trouver de l'information sur certains sujets d'actualité qui peuvent être évoqués dans vos discussions avec des clients, des collègues et des amis.

Full Stories

1. The bar set high, big banks fail to clear it

The Globe and Mail

05/28/2010

TARA PERKINS and GRANT ROBERTSON

Pg. B1

Canada's banks are suffering from the burden of great expectations.

Financial results from four of the six big Canadian banks Thursday suggest that the North American economy has begun to improve. The clearest sign: consumers and businesses are doing a better job of keeping up with loan payments, allowing the banks to significantly reduce the amount of money they set aside to cover bad debts and report sharply higher profits than a year ago.

But the bar was set so high that it wasn't enough to impress the markets, as three of the country's major lenders missed analysts' profit estimates because of lower revenues and a stronger Canadian dollar, which cut into the profitability of their foreign operations.

The biggest miss came from the largest bank, Royal Bank of Canada. Its shares dropped 4.4 per cent to close at \$56.85 on an otherwise strong day for stock markets. Canadian Imperial Bank of Commerce also took a pounding, with its stock falling 4.3 per cent to \$72.02.

On balance they were disappointing, John Kinsey, a portfolio manager at Caldwell Securities, said of the results from RBC, CIBC and **Toronto-Dominion Bank**. Going forward it's going to be a good year for them, but not what we thought after the first quarter.

Investors viewed **TD**'s results as more benign than its counterparts, only taking 0.8 per cent off of its stock price Thursday. National Bank of Canada's results were in line with expectations.

On the whole, more borrowers are making their payments and the banks' provisions for credit losses came in much lower than forecasts. RBC's provision for credit losses of \$504-million was 48 per cent lower than a year ago. **TD** noted that its newly impaired loans, a leading indicator of future performance, were down in all of its lending portfolios.

Even in the United States, the market appears to be stabilizing, said **Bharat Masrani, the head of TD's U.S. bank**. When a loan goes into workout mode to be dealt with, there's a higher likelihood a solution will be found quickly, he said.

We have been surprised by the speed of the improvement in the United States, added **TD chief executive officer Ed Clark**.

We're more optimistic about the economy on both sides of the border.

And even though the specific amount that CIBC set aside to deal with losses in its credit card portfolio was higher than a year ago, it fell from the first fiscal quarter, thanks to fewer consumer bankruptcies.

Credit card loans are among the riskiest loans banks can make to consumers and CIBC has the largest Canadian credit card business.

Sonia Baxendale, the head of CIBC's Canadian lending business, told analysts the bank tried to hold the size of

that business steady over the past few quarters but will now resume a small amount of growth.

Despite the signals that the lending business is healing, the banks did inject a note of caution into their commentary. TD, for instance, warned that even though the expected rise in interest rates should lift profit margins in its Canadian personal and business lending business, stiff competition on loan prices will lead to more moderate revenue growth. And a number of bankers pointed out that mortgage growth should soften later this year as rates head higher. The head of TD's Canadian lending business, **Tim Hockey**, said he thinks house prices could fall a bit next year.

On the capital markets side, trading revenues were below expectations. Trading revenue has been one of the key items keeping bank profits afloat through the financial crisis, with the banks taking advantage of volatility in markets to make significant money trading in areas like fixed income.

Bank of Montreal posted strong trading revenue Wednesday, giving analysts hope that the sector will be able to sustain this new revenue.

But Thursday's results argue that might not be the case.

How they fared

	2010	2009
Revenue	\$2.9-billion	\$2.2-billion
Profit	\$660-million	(\$51-million)
EPS	\$1.59	(24)
Loss prov.	\$316-million	\$394-million
ROYAL BANK OF CANADA		
Revenue	\$6.97-billion	\$6.76-billion
Profit	\$1.33-billion	(\$50-million)
EPS	88	(7)
Loss prov.	\$504-million	\$974-million
TORONTO-DOMINION		
Revenue	\$4.77-billion	\$4.32-billion
Profit	\$1.18-billion	\$545-million
EPS	\$1.30	59
Loss prov.	\$365-million	\$772-million
NATIONAL BANK OF CANADA		
Revenue	\$1.1-billion	\$1-billion
Profit	\$261-million	\$241-million
EPS	\$1.50	\$1.41
Loss prov.	\$36-million	\$41-million

[Return to Top](#)

2. VIDEO CLIP: BNN Headline

Business News Network

05/27/2010

To play clip in a separate window, [click here](#).

Program: Headline

Station: Business News Network

Date: 5/27/2010

BNN speaks with TD Bank's CFO Colleen Johnston about the bank's latest earnings and acquisitions.

[Return to Top](#)

3. Canada's Banks in the Black - Robust Economic Growth Helps Pare Loss Provisions, but Weaknesses Remain

The Wall Street Journal

05/28/2010

CAROLINE VAN HASSELT

Pg. C2

Canada's banks drew on the country's strong economic performance to post another quarter of good results. They also said they had minimal exposure to European nations and financial institutions.

Royal Bank of Canada, the country's largest bank by assets, and Canadian Imperial Bank of Commerce, the fifth biggest, recorded profits in the second quarter after year-earlier losses. **Toronto-Dominion Bank**, ranked No. 2, said profit more than doubled on strength in its domestic consumer bank and a 55% increase in earnings from its U.S. operations.

Record-low interest rates continued to spur consumer loans and mortgages. Canada's robust economy, on pace to grow 5.5% in the first quarter, helped banks trim loan-loss provisions and supported them in weaker areas, such as capital-markets activity and trading. Still, the weak spots led to the banks missing expectations, hurting their shares.

The results are still good but not as good as expected, said Todd Johnson, a portfolio manager at BCV Asset Management Inc. in Winnipeg. It's just when you set yourself up by consistently beating expectations, eventually when you miss, people will hit the sell button.

Royal Bank earned C\$1.33 billion, or 88 Canadian cents a share. Per-share core cash earnings were 96 Canadian cents, well short of the Thomson Reuters mean estimate of C\$1.09. Revenue rose 3% from a year ago, but

declined 5% from the first quarter. Loan-loss provisions were C\$504 million compared to C\$974 million. Profit in Canada rose 27%, while in the U.S., where it owns Raleigh, N.C.-based RBC Bank, it earned C\$38 million versus a year-earlier loss of C\$1.24 billion. Trading revenue dropped 49% from a year earlier and fell 36% sequentially, as global banks, having repaired their balance sheets with taxpayers' money, returned to the markets. Profit from its wealth-management business fell 29% from an accounting issue related to currency conversion. Excluding the accounting issue, profit rose 20%.

CIBC had net income of C\$660 million, or C\$1.59 a share. Adjusted cash earnings, a non-GAAP measure, came in at C\$1.46 a share, below the C\$1.50 mean estimate. Revenue rose 35% from a year earlier on loan and wealth-management fees, although capital-markets revenues fell 18%. Loan-loss provisions declined 20%.

TD's profit more than doubled to C\$1.18 billion, or C\$1.30 a share. Revenue rose 10% from a year ago, but declined 5% from the first quarter.

The bank, which recently acquired three failed Florida banks and last week agreed to buy Greenville, S.C.-based South Financial Group Inc. to expand its U.S. footprint, lowered its provisions for U.S. credit losses by 37%. "We're getting lots of good signs out of the U.S.," said **TD Chief Executive Ed Clark**.

[Return to Top](#)

4. RBC SET FOR NEW RULES: NIXON; CIBC and Royal profits fall short of estimates

National Post

05/28/2010

JOHN GREENWOOD

Pg. FP1

Gord Nixon, chief executive of Royal Bank of Canada, said it's still too early to predict what the new global financial rules being mulled over by governments and regulators around the world will ultimately look like or how they will affect banks' market values. But whatever happens, he said he is confident that Canada's largest bank will be better able to cope with the changes than its peers.

The ones likely to have biggest impact are the new capital requirements being laid out under the Basel process. Speaking on a conference call with analysts yesterday, Mr. Nixon said he thinks Royal is extremely well-positioned relative to whatever those rules might be and that the bank will likely be able to pass on to its customers many of the costs associated with meeting the new standard.

And in the United States where major rule changes are imminent, Mr. Nixon said he is pretty comfortable that Royal can manage around the changes so they won't have a significant impact on the bank's operations.

But some observers are questioning whether the push for international regulatory reform will even go ahead now that the world is dealing with a new crisis around European debt.

"I'm beginning to think that the Basel overhaul may be pushed out," said Darko Mihelic, an analyst at Cormark Securities.

Banks around the world that lent money to Greece, Spain and other so-called Club Med countries are likely facing significant losses over the next few years. Forcing them to cope with new regulations at the same time would not make a lot of sense politically or from a regulatory perspective, Mr. Mihelic said, adding that delaying the rule

update would be the only logical thing to do.

The comments came the same day Royal, Canadian Imperial Bank of Commerce and **Toronto-Dominion Bank** reported second-quarter results that fell short of analyst estimates.

Overall we view these as disappointing results ... especially from RBC, and to a lesser extent **TD**, said Brad Smith, an analyst at Stonecap Securities. They are particularly disappointing given the strong outperformance we saw from Bank of Montreal yesterday.

For the three months ended April 30, RBC had net income of \$1.329-billion, or 88 a share, compared with a loss of \$50-million (7) as the bank took a \$1-billion goodwill impairment charge related to its U.S. operation.

Core cash earnings per share, which include the amortization of intangibles, came in at 94. Analysts were expecting a per-share profit of \$1.09, according to Thomson Reuters I/B/E/S.

Shares in RBC fell \$2.62, the largest drop in 10 months, ending the session at \$56.85.

CIBC had a profit of \$660-million (\$1.59) compared with a loss of \$51-million (24) in the same period last year.

Adjusted earnings of \$1.46 a share missed consensus analyst expectations of \$1.50 a share, according to a survey by Thomson Reuters. It was the CIBC's biggest profit since the fourth quarter of 2007.

TD posted net income of \$1.176-billion (\$1.30) compared with \$545-million (59) in the same year-ago period.

Analysts had expected profit of \$1.38 a share, according to Thomson Reuters.

Expectations for a breakout quarter were fuelled partly by U.S. banks' results that benefitted greatly from strong trading revenue. But Canadian banks did not follow suit and they were also affected by the volatility in the Canadian dollar.

[Return to Top](#)

5. Canadian banks: Go big or go home

Fortune

05/28/2010

ERIK HEINRICH

With many of their rivals on the ropes, Canada's major banks are nicely positioned to catapult into the top tier of U.S. financial institutions for the first time ever.

The main reason is that the country's banks famously skated through the subprime and derivatives meltdown of 2008 with no government bailouts and comparatively few writedowns. As a result they replaced their Swiss rivals as the international standard for banking excellence and readied themselves for cherry-picking the best assets in the distressed banking industry south of the border.

On the surface, it looks like they're on a U.S. buying spree. Since mid-April, three major Canadian banks — **TD Bank Financial Group**, Bank of Montreal (BMO) and Bank of Nova Scotia — have collectively acquired six failed U.S. institutions. All the acquisitions were cautiously negotiated with the U.S. Federal Deposit Insurance Corp. (FDIC), which is taking on a heavy share of the potential loan losses.

But critics say the Big Five are playing it too safe, content to remain third- and fourth-string players in the U.S. markets where they operate, when they should be aiming for the No. 1 spot. If ever there was a time to do it, it's

now, but Canadian banks don't seem to have the nerve to bust out and become truly global players. That kind of reticence from the boardroom could be fatal for the future of Canada's major banks, who run the risk of growing stagnant behind cushy domestic regulations that make it impossible for foreign rivals to compete on an equal footing. Consider that the six recent acquisitions add up to a mere US\$22 billion in new assets for the buyers. That's about 1% of total assets for these pillars of Toronto's Bay Street—little more than a token gesture to make it seem Canada's banks are not entirely asleep at the wheel.

Analyst Michael Goldberg with Toronto-based Desjardins Securities agrees the U.S. market offers a rich opportunity for Canada's super-capitalized banks. **TD** in recent years has been most aggressive in building its U.S. franchise, he says. But reaction has been mixed. Some investors are very skeptical anytime Canadian companies buy anything in U.S.

Earlier this month, **TD Bank (TD)** acquired **South Financial Group** for US\$61 million, adding more than 100 branches to its 1,000-plus locations in the Maine-to-Florida corridor. This follows on the heels of buying three small Florida-based institutions closed by regulators.

BMO (BMO), which bought assets of failed Illinois lender Amcore Bank, adds 52 branches in Illinois and Wisconsin, building on an existing network of 288 branches at its Harris subsidiary. Toronto-based BMO made its big U.S. push with its C\$718 million (US\$682.1 million) acquisition of Harris in 1984. It has since spent about C\$2.5 billion (US\$2.4 billion) buying U.S. banks, but only reached the No. 3 spot in Illinois by deposits.

Scotiabank (BNS) is the third Canadian lender to take advantage of U.S. government-assisted acquisitions, snapping up R-G Premier Bank of Puerto Rico, building on the 17 branches it already has on the Caribbean island. However rival Banco Popular de Puerto Rico acquired the deposits of Westernbank at the same time, securing its position as the largest insured bank on the island, despite the fact that Scotiabank has been doing business in tiny Puerto Rico for 100 years.

Canada's big banks can afford to casually dabble in foreign markets because their domestic operations are reliable money-making machines that deliver billions of dollars in profit quarter after quarter.

But those profits come at the expense of Canadian consumers and small businesses, poorly served by a clubby group of banks whose domestic operations are perhaps the least competitive in the Organization for Economic Co-operation and Development (OECD), an international group of 31 developed countries, including the U.S., Australia and South Korea, with free-market economies.

If Canada's major banks are not prepared to go big in the U.S., they should just pull stakes and go home.

[Return to Top](#)

6. Banques: des profits en hausse, mais pas assez [Banks: profits up, but not enough]

La Presse

05/28/2010

HÉLÈNE BARIL

Très bien, mais pourrait faire mieux. C'est ainsi que se lit le bulletin du deuxième trimestre de la Banque Royale, de la CIBC et de la **TD**, qui ont toutes les trois rapporté hier des profits inférieurs aux attentes.

Malgré d'excellents résultats liés à l'amélioration des conditions économiques, deux des trois institutions financières ont vu leurs titres dégringoler en Bourse à cause de la déception du marché.

À tout seigneur, tout honneur, c'est la Banque Royale, plus importante des banques canadiennes, qui a souffert le

plus. Il faut dire que la Royale déçoit les attentes du marché pour le deuxième trimestre consécutif. Son titre était en baisse de plus de 4% après la publication des résultats. Il a fini à journée à 56,86\$, en baisse de 2,64\$.

La Royale affiche un profit de 1,33 milliard pour le deuxième trimestre terminé le 30 avril, comparativement à une perte de 50 millions pour la période correspondante de l'an dernier. En 2009, les résultats avaient été affectés par une charge spéciale de 1 milliard liée aux activités de la banque aux États-Unis.

Le bénéfice net par action est de 96 cents, alors que les analystes consultés par Bloomberg attendaient 1,08\$. Les provisions pour pertes sur prêts sont en baisse de 48% par rapport à l'an dernier. La force du dollar canadien, qui a réduit le bénéfice des activités américaines, a toutefois affecté les résultats, a fait savoir la direction de la Royale.

Banque TD

La **Banque TD**, de son côté, rapporte une hausse de son profit net de 545 millions l'an dernier à 1,18 milliard. À 1,36\$ par action, le profit net est tout de même inférieur de 4 cents à ce que prévoient les analystes. Les activités de détail au Canada ont été très rentables, avec un profit record de 761 millions, en hausse de 29%, mais la force du dollar a réduit la rentabilité des activités de détail aux États-Unis de 55 millions.

La **TD** a aussi réduit ses provisions pour pertes de 772 millions il y a un an à 365 millions.

L'action de la **Banque TD**, après avoir pris une tendance à la baisse, a gagné 57 cents pour clôturer à 73,37\$.

La CIBC affiche un profit de 660 millions au deuxième trimestre, son profit le plus élevé depuis le quatrième de 2007. L'an dernier à pareille date, la banque avait déclaré une perte de 51 millions.

Malgré cette amélioration, le profit par action de 1,46\$ est inférieur aux attentes des analystes, qui tablaient sur 1,49\$.

Le titre de la CIBC a perdu 3,27\$ dans la journée d'hier, soit 4,34%, à 72,02\$.

La bonne tenue de l'économie canadienne, et le rétablissement de l'économie américaine, expliquent l'amélioration des résultats des banques. La croissance de l'économie canadienne a été de 5,4% au premier trimestre.

Mercredi, la Banque de Montréal a surpassé les attentes du marché avec des profits qui ont plus que doublé au deuxième trimestre. La Banque Laurentienne, pour sa part, a rapporté une augmentation de 36% de sa rentabilité.

La Banque Scotia, la seule des sept principales banques canadiennes à ne pas avoir publié ses résultats du deuxième trimestre, le fera la semaine prochaine.

[Return to Top](#)

7. Résultats trimestriels Les banques ont fait plus de profits, sauf la Nationale, dont les bénéfices stagnent **[Quarterly results bank**

Le Devoir

05/28/2010

GÉRARD BÉRUBÉ

La Banque Nationale se retrouve à la traîne de son industrie, avec des profits en définitive inchangés au deuxième trimestre. Cette relative stationnarité détonne avec la forte poussée observée dans les résultats des autres banques.

La Nationale a mis un terme à son deuxième trimestre, clos le 30 avril, avec un bénéfice net de 261 millions (1,50 \$ par action), contre 241 millions (1,41 \$ l'action) au trimestre correspondant de 2009, produisant un rendement sur fonds propres de 18%. En excluant les éléments particuliers, comprenant essentiellement des charges liées aux papiers commerciaux adossés à des actifs (PCAA), le bénéfice du deuxième trimestre de 2009 se situe à 261 millions. Après six mois, le bénéfice de la BN atteint 476 millions (2,72 \$), contre 310 millions (1,77 \$ l'action) un an plus tôt. En excluant les éléments non récurrents, le bénéfice net du premier semestre de 2010 s'établit à 529 millions, contre 514 millions. Les éléments particuliers renferment notamment une sanction administrative de 75 millions liée aux PCAA, ainsi qu'un engagement de crédit envers les clients détenant du PCAA de 86 millions, peut-on lire dans les états financiers de l'institution.

À titre de comparaison, la Banque Royale a annoncé hier un bénéfice net de 1,33 milliard (88 ¢ par action), comparativement à une perte de 50 millions au deuxième trimestre de 2009. Ce dernier résultat renfermait une charge pour dépréciation de l'écart d'acquisition de 1 milliard dans le segment Services bancaires internationaux.

La Banque Royale a inscrit un rendement sur fonds propres de 15,8% et souligné que la vigueur du dollar canadien a eu un impact négatif sur ses revenus et ses bénéfices, particulièrement dans les secteurs des marchés de capitaux et de la gestion de patrimoine, en produisant une baisse de revenus de 534 millions et un recul du bénéfice net de 82 millions. En revanche, une amélioration de la qualité du crédit explique que la dotation à la provision pour pertes sur créance a été ramenée à 504 millions, en baisse de 470 millions, ou de 48%, par rapport au deuxième trimestre de l'exercice précédent.

Après six mois, le bénéfice net s'établit à 2,83 milliards, contre 1,06 milliard au premier semestre de 2009.

Pour sa part la TD a surpris avec un doublement de son bénéfice net, qui passe de 545 millions à 1,18 milliard, ou de 59 ¢ l'action à 1,30 \$ par action entre les deuxièmes trimestres de 2009 et de 2010. Le rendement sur fonds propres du trimestre s'est élevé à 13%. «Nos activités américaines ont livré de meilleurs résultats, en dépit d'un paysage économique qui demeure moins robuste qu'au Canada», a souligné le président et chef de la direction, Ed Clark.

Au cumul après six mois, le bénéfice net de la TD se chiffre à 2,47 milliards, contre 1,2 milliard un an plus tôt.

Autre banque à dévoiler ses résultats trimestriels hier, la CIBC a inscrit un bénéfice net de 660 millions (1,59 \$ par action) au deuxième trimestre, contre une perte de 51 millions (24 ¢ l'action) au trimestre correspondant de 2009. Son rendement sur fonds propres a été de 18,8%. Pour les six premiers mois, le bénéfice de la CIBC atteint 1,31 milliard, contre 96 millions au premier semestre de 2009.

[Return to Top](#)

8. Flaherty reins in online insurance promotion by banks; Level playing field ; Insurance brokers say move protects, empowers consumers

National Post (Canwest)

05/28/2010

ANDREW MAYEDA

Pg. FP2

Finance Minister Jim Flaherty said yesterday he will tighten regulations to limit the ability of Canadian banks to sell insurance online.

In a letter to the Canadian Bankers Association, the Minister said the new rules will prohibit banks from selling non-authorized insurance on their websites. Banks will also be banned from using their websites to link to sites of

subsidiaries that sell non-authorized insurance .

Mr. Flaherty said the new regulations will clearly distinguish between authorized financial products, such as credit and travel-related insurance , and non-authorized products, such as life, property and casualty insurance .

Our job is to make sure there s a level playing field for the distribution of insurance products, Mr. Flaherty told reporters in a conference call from Peru, where he was meeting finance ministers from the Americas and the Caribbean.

The question of which financial products Canadian banks should be able to sell has been a subject of vigorous debate for decades. In the early 1990s, as part of a series of federal reforms that knocked down the traditional walls between banks and insurers, the federal government allowed banks to operate insurance arms, on condition they didn t sell insurance products at bank branches.

But with many Canadians now doing their banking online, the definition of what constitutes a branch has become less clear. Several of Canada s biggest banks now advertise insurance on their websites.

Royal Bank of Canada s personal and business banking site, for example, contains an insurance heading that allows visitors to get more information on RBC s travel, mortgage and loan insurance products. A link called more insurance information takes visitors to the home page of RBC Insurance , where they can find out about life, home and auto insurance .

Under the proposed rules, RBC will be able to link to its insurance subsidiary, but only from RBC s corporate home page, rather than its personal and business banking site.

Last October, Mr. Flaherty warned the banks he was prepared to bring in tougher regulations if banks did not stop promoting non-authorized products on their sites.

In his letter released yesterday, Mr. Flaherty said the changes were made necessary by evolving use of technology by banks. The letter was also sent to the Insurance Brokers Association of Canada, which has lobbied the government to clamp down on the banks, as well as the Trust Companies Association of Canada. The new rules also apply to federally regulated trust and loan companies.

A spokesman for the Canadian Bankers Association said individual banks will be reviewing these new rules to determine how they will affect their own online operations and what they need to do to comply with the rules.

Our position has always been that consumers benefit when there is choice and competition in the insurance market, and we are concerned when restrictions on that choice and competition harm consumers interests. That said, clearly banks in Canada comply with all aspects of the government s insurance regulations, spokesman Andrew Addison said in an email.

However, a spokesman for the Insurance Brokers Association said the decision both protects and empowers consumers. The minister is to be recognized for extending consumer protection to the Internet, as this is simply an extension of the branch, spokesman Steve Masnyk said in an email.

The rules are currently silent when it comes to the web, and he is making sure the correct ones for consumers are in place.

[Return to Top](#)

9. Divesting Quebec

National Post

05/28/2010

Pg. FP11

The federal government has introduced a draft bill in the House of Commons for the establishment of a Canadian securities regulator. We are opposed to this bill. In our opinion, the bill is unnecessary in light of the effectiveness of the current framework administered by the provincial regulators. As well, we believe it would have a negative impact on the financial sector, issuers and economic activity in certain regions of the country, including Quebec.

In the past decade, the provincial regulators have taken measures to harmonize securities regulation across Canada. This major initiative has led in particular to the creation of the passport system that enables an issuer to raise capital in multiple Canadian jurisdictions and meet its regulatory requirements by dealing only with its principal regulator. The provincial regulators have thus adopted substantially harmonized regulations while addressing the regional needs of the country. This collaborative effort has succeeded in building a framework that delivers all the benefits of a centralized system, but without its disadvantages.

The Canadian securities regulatory framework has been widely recognized internationally for its effectiveness. In fact, the Organization for Economic Cooperation and Development (OECD) ranks Canada second in the world for the quality of securities regulation, while the World Bank ranks the country fifth for the quality of investor protection, ahead of the United Kingdom. As well, as Finance Minister Jim Flaherty has rightly pointed out on several occasions, the strength of our securities regulatory framework has helped Canada weather one of the worst financial crises in history, better than most other industrialized countries.

We are deeply concerned about the adverse consequences that the federal government proposal would have on Quebec's financial sector and economy, as well as on Montreal as a financial centre. Inevitably, the establishment of a single securities regulator would divest Quebec of decision-making authority. The province would lose its ability to introduce innovative structures, such as it did with derivatives, respond in a timely manner to the specific needs of Quebec businesses or take urgent action in financing matters, particularly with respect to small-and medium-sized enterprises. In addition, the proposal would automatically move regulatory activities outside Quebec, without enhancing protection for investors. As highlighted in a recent SECOR study, this shift would result in the loss of hundreds of well-paid and value-added jobs that provide corporate and regulatory support (lawyers, accountants, actuaries, computer specialists, etc.).

We are therefore asking the Government of Canada to forgo its proposal to establish a national securities regulator. In our opinion, the best approach to further strengthening the securities regulatory framework in Canada is to bolster collaboration between the federal and provincial authorities. Every effort must be made to ensure that the benefits gained through regulatory harmonization by the provinces in the past decade are not jeopardized as a result of a futile debate over powers and structures.

Francoise Bertrand, CEO, Federation des chambres de commerce du Quebec

Jean-Pierre Thomassin, director-general, Association de l'exploration miniere du Quebec

Andree Corriveau, president, Association des femmes en finance du Quebec

Me Pierre Chagnon, Batonnier du Quebec, Barreau du Quebec

Michael Sabia, president and CEO, Caisse de depot et placement du Quebec

Alain Lemaire, president and CEO, Cascades

Michel Leblanc, president and CEO, Chambre de commerce du Montreal metropolitain
Liliane Laverdiere, president, Chambre de commerce de Quebec
Luc Labelle, president and chef de l'exploitation, Chambre de la securite financiere
Jean Lambert, president, Chambre des notaires du Quebec
Yves-Thomas Dorval, president, Conseil du Patronat du Quebec
Francoise Bertrand, president, Federation des Chambres de commerce du Quebec
Leopold Beaulieu, president and directeur general, Fondation
Yvon Bolduc, president and director-general, Fonds de solidarite FTQ
Marc Dutil, president and chef de l'exploitation, Groupe Canam
Francois J. Coutu, president and CEO, Groupe Jean Coutu
Yvan Allaire, chairman, Institut de la gouvernance d'organisations privees et publiques
Jocelyne Houle-Lesarge, president, director-general and secretary, Institut quebécois de planification financiere
Rene Rouleau, chairman and CEO, La Capitale Groupe financier
Claude Beland, president, Mouvement d'education et de defense des actionnaires (MEDAC)
Pierre-Karl Peladeau, president and CEO, Quebecor
Rene Hamel, president and director-general, SSQ, Societe d'assurance-vie
Jean-Marc Eustache, chairman, president and CEO, Transat A.T. Inc.
Francois Olivier, president and CEO, Transcontinental Inc.
Gerald Tremblay, Mayor, Ville de Montreal
Regis Labeaume, Mayor, Ville de Quebec
Jean-Marc Fortier, partner, Robinson Sheppard Shapiro s.e.n.c.r. /LLP
Pierre Fortin, economist, UQAM
Jean La Couture, administrator, president and director-general, Regroupement des assureurs de personnes a charte du Quebec
Dr. Jacques Saint-Pierre, Professor, Universite Laval

Andrew Molson, vice-chairman, Molson Coors Brewing Co.
Alain Bouchard, president and CEO, Alimentation Couche-Tard inc.

[Return to Top](#)

10. A national regulator, not a federal one

National Post

05/28/2010

JIM DINNING

Pg. FP11

Sir John A. Macdonald borrowed the phrase which says it best: Less is more. Governments would do well to practice such a wise adage, especially when it comes to securities regulators. Do 33 million Canadians really need 13 securities regulators? Pierre Lortie argues that we do (A Federal Travesty, May 21).

The needs of an effective market in a modern economy point to the need for just one regulator.

First of all, Canadian markets including investors, issuers, traders, and financial institutions need a regulatory framework that can keep up with the head-spinning investment products and services produced globally. Regulators have to be able to respond quickly to change, modifying existing rules or bringing in new ones. But speed does not characterize the system today. There are indeed benefits to collaboration, as Mr. Lortie points out, but that can be built into a national regulator.

Second, we need a regulatory framework that can act quickly in the face of systemic risk. The tangled integration of global markets exposes all our economies to unpredictable shocks and volatility, just as we saw in 2008. We need our financial regulators to better monitor these peril-creating events and act quickly to protect Canadians and their marketplace. But a system of 13 securities regulators can't keep up; it's almost built to frustrate effective action. Canada came through the past financial crisis in reasonably good shape. We may not be so fortunate next time. We need to streamline the structure to help make rapid decisions.

Third, we need a regulatory framework that can speed up reforms required by structural changes coming at us, largely from rapidly evolving technologies. The existing system is not designed to accommodate that, lacking both co-ordination and depth of expertise. Take for example, the regulatory response or lack of one to the six electronic alternative trading systems operating in Canadian equity markets for the past three years or so. These platforms have captured more than 30% of trading volume from the Toronto Stock Exchange. Yet regulators have not effectively addressed fairness, efficiency and transparency concerns in multiple markets.

All of these requirements for a modern regulatory structure ultimately matter to rank-and-file investors. A market that fails to address these concerns is a market that will be unable to earn and retain the confidence of retail investors.

To justify the regulatory status quo, Mr. Lortie raises the federal boogeyman. Let's clear that up: This is a national regulator that's being proposed, not a federal regulator. The DNA of provincial and regional markets must be integrated into the decision-making process, right from the outset.

When folks raise the red flag of an Ottawa intrusion, I'm reminded of the same diversionary tactics used in 1997, when 12 governments fixed the Canada Pension Plan and established the CPP investment fund managed by a CPP Investment Board. The result? A fund that sustains the future pensions of millions of Canadians, managed cooperatively at arms-length by all participating governments. The same governance model can work for the new single national regulator for Canadian capital markets. Ottawa has enough to do; it doesn't need to run this one

too.

Lortie also refers to Canada's high standing in international rankings – second in the 2006 OECD Report and fifth in terms of investor protection in the 2008 World Bank 2008 Report. But neither of these reports measure the conduct of regulation (such as cost effectiveness, responsiveness, proportionality and avoidance of unintended consequences).

Well, good for us. Canada gets high marks because of our fair and just system of rule of law. What would we expect? But when it comes to our regulatory structure, international observers have something very different to say. The OECD pointed out in its study of Canada two years ago: The current diversity of regulations, for example, each province has its own securities regulator, makes it difficult to maximize efficiency, and increases the risk that firms will choose to issue securities in other countries. A single regulator would eliminate the inefficiencies created by the limited enforcement authority of individual provincial agencies.

Unquestionably, there are a lot of things right about the way Canada does things. But cost effectiveness in the capital-raising process could significantly improve with a regulatory framework that eliminates jurisdictional charges on reporting issuers for inter-provincial securities distribution.

Charles River Associates estimated in 2002 that additional costs to market participants, both issuers and registrants, were \$128-million, or 36.5%, higher than they'd be under a single securities jurisdiction. That's a major reason private market financings in Canada account for more than 80% of total small business equity offerings. And keep in mind, the additional costs of a fractured regulatory system ultimately get passed on to the average investor.

If we were to design our securities regulatory structure from scratch, we wouldn't start with different regulators for every province and territory. We would design a structure that could address complex issues, keep up with change, and move quickly when required. That is the kind of system we need and Wednesday's draft legislation is a good start.

- Jim Dinning, Alberta's treasurer from 1992-97, is chairman of Canada West Foundation and Export Development Canada.

[Return to Top](#)

11. Commission unique : Flaherty reçoit quelques appuis [Single regulator: Flaherty receives some support]

Finance et investissement

05/28/2010

La commission unique soulève les passions depuis quelques semaines et le gouvernement fédéral reçoit finalement quelques appuis de la part de la communauté financière canadienne après avoir déposé hier son projet de loi sur la question.

En tête des alliés du gouvernement, on retrouve la Banque Scotia, le Toronto Financial Services Alliance (TFSA) et l'Association canadienne du commerce des valeurs mobilières (ACCVM).

Par voie de communiqué, le président et directeur général de la Banque Scotia, Rick Waught, a souligné que « treize commissions des valeurs mobilières ne sont simplement pas en mesure d'assurer, à l'échelle internationale, l'évaluation, la réglementation et la coordination de risques systémique ».

Sans surprise, le TFSA, qui a pour mandat de promouvoir Toronto comme centre financier mondial, appuie également le projet. Selon l'association, la réglementation actuelle a un prix important pour les sociétés qui

opèrent dans plusieurs juridictions en raison de la multiplication des coûts de conformité.

Quant à l'ACCVM, le nouveau système « améliorera l'efficacité et l'intégrité des marchés canadiens et permettra au Canada de profiter des occasions qui se présenteront sur les marchés internationaux ».

Le cabinet du ministre des Finances du Québec a quant à lui poursuivi son combat contre le projet fédéral en continuant de marteler la position québécoise par voie de communiqué : « Nous ne sommes pas contre un système pancanadien, mais nous nous opposons à un système central contrôlé par le gouvernement fédéral. »

[Return to Top](#)

12. Investment Fund Suing for \$61 Million Lost in Rothstein Scheme

Daily Business Review

05/28/2010

An investment fund claiming a \$61 million loss in Scott Rothstein's phony settlement financing scheme is suing the convicted felon and **TD Bank**, claiming the money disappeared in the final two months before the fraud came crashing down.

A total of \$30 million in investment funds from New York-based Emess Capital was cleaned out of Rothstein Rosenfeldt Adler's **TD Bank** trust accounts in a six-day period just before the law firm chairman flew to Morocco, also the destination of a \$16 million wire transfer by **TD Bank**, a federal racketeering lawsuit filed Wednesday claimed.

Emess received reassuring account printouts and meetings with Rothstein, **TD Bank** senior vice president Frank Spinosa, Weston, Fla., branch manager Rosanne Caretsky and Weston branch supervisor Ricardo Mejia about its investments and the safety of the accounts, Emess attorney David Mandel of Mandel & Mandel in Miami alleged in the suit assigned to U.S. District Judge Joan Lenard in Miami.

Emess now claims its dealings with the bank were riddled with critical false and fraudulent representations supporting Rothstein's criminal ventures.

Asked about the lawsuit Thursday, **TD Bank** spokeswoman **Rebecca S. Acevedo** said, "We just received it and are reviewing the matter."

Emess noted a similar suit filed by Coquina Investments, another investor in Rothstein's \$1.2 billion fraud, against him and the bank is pending before U.S. District Judge Marcia Cooke in Miami.

[Return to Top](#)

13. CIBC equity issuance picking up

The Globe and Mail (Streetwise blog)

05/28/2010

TARA PERKINS

The second quarter was one of the weakest that CIBC has had when it comes to new-issue equity finance, Richard Nesbitt, the head of CIBC World Markets, told analysts on Thursday.

Debt finance also slowed during the quarter, which ran until the end of April, he said.

New issues were down and there was one or two notable transactions that we were either not invited in or

decided not to participate in that took us down slightly even further, he said.

The good news, he told analysts, is that there has been a pretty substantial rebound in new-issue equity activity in May and CIBC has been a big part of that.

[Return to Top](#)

14. Visa's PayWave catching on in Canada

Contactless News

05/28/2010

Visa's contactless payWave system has seen steady growth in Canada as more and more merchants implement the new payment technology.

Paywave, which enables Canadians to make quick and secure transactions by simply tapping their card against a POS reader, is already in place at many popular Canadian establishments, including SUBWAY, Second Cup, The Jean Coutu Group, Country Style and Coffee Time.

In addition, **TD Canada Trust** and RBC Royal Bank are now actively issuing Visa payWave cards to their customers.

By the end of 2010, it is expected that there will be several million Visa payWave cards in the Canadian market.

Visa says it is also working with mobile network operators, phone and chip manufacturers to bring NFC-enabled mobile Visa payWave transactions to consumers.

[Return to Top](#)

15. Province may curb free drugs for seniors;

The Toronto Star

05/28/2010

Pg. A8

Ontario is open to tinkering with drug co-payments for seniors and others on taxpayer-funded pharmacare programs as it looks for ways to curb the rapidly increasing cost of health care, Health Minister Deb Matthews says.

Doctors could also see more efforts to nudge them from a fee-for-service payment model to salaries, Matthews said Thursday in the wake of a **TD Bank** report warning of the serious fiscal challenges facing medicare.

The report said half of government spending on drugs goes to seniors with higher incomes, and suggested the wealthiest seniors get no drug coverage — an idea Matthews flatly rejected.

But while the minister said taxpayer-funded drugs for seniors, the disabled and welfare recipients would continue under a Liberal government, co-payments for seniors could change based on their income levels.

We have a bit of that now. There are different premiums and co-pays for people at different income levels, Matthews told reporters.

Have we got that right? ...I think it's something we can look at.

Under the current system, senior citizens with incomes above \$16,018 a year and couples with a combined income above \$24,175 now pay their first \$100 in prescription costs, and after that may pay up to the maximum of \$6.11 in dispensing fees for each prescription.

Seniors with incomes below those levels may be asked to pay up to \$2 for each prescription.

The TD report called for bold changes because at the current rate of growth, health-care costs would eat up 80 per cent of the government's program spending by 2030, compared with 46 per cent now and 30 per cent in the 1990s.

We need to have the conversation about the future of health care in Ontario, said Matthews, echoing a line she has been using for months as the government has moved, as first reported in the Star, to tie hospital funding to services provided to patients and to link pay for hospital executives to patient outcomes.

Doctors should be paid more on a salary basis instead of on a fee-for-service basis to make them better able to consider the cost-effectiveness of their treatment decisions, said the TD report by well-known economists **Don Drummond and Derek Burleton**.

I think that is something we should continue to really look at, said Matthews, pointing out that many doctors on family health teams and in hospital emergency rooms are now on salary.

Speaking for doctors, the Ontario Medical Association said it is reviewing the TD report and recognizes the sustainability of health care funding is a crucial issue.

We know that there is still more work to be done, association president Dr. Mark MacLeod said in a statement, welcoming a public debate on reforming the system while protecting the interests of patients.

[Return to Top](#)

16. Editorial: Health budget unsustainable

The Toronto Star

05/28/2010

Pg. A26

When asked what's most important to them, Ontarians routinely rank health care at the top of their list. It is frightening, then, to learn that spending on our health-care system is growing at an unsustainable rate.

On its current trajectory, health care is set to consume 80 per cent of provincial program spending by 2030, up from 46 per cent today. That would bankrupt the government or crowd out every other service from schools to subways. So change is coming. The only question is whether the government will follow the failed path of the 1990s and freeze or severely limit health spending, only to watch the quality of care decline sharply, or take the politically difficult steps necessary to keep costs down without compromising quality. A new report by **TD Bankeconomists** rightly urges the latter and puts forward 10 ideas for getting there. Most of their recommendations seek to boost cost effectiveness. This means not just getting more care for the dollar by using health professionals other than doctors to provide a wider range of services, but also providing smarter care to patients.

We'd all benefit from a health-care system that, through its funding structure, encouraged doctors and hospitals to avoid ordering batteries of tests or prescribing a potpourri of pills for patients.

Key to this is getting the computerization of health records back on track. Without an electronic health record, patients will continue to undergo needless tests or get unnecessary medications that can send them to emergency rooms with complications.

Ontario is already moving, albeit timidly, on many of the TD economists' recommendations, including electronic health records (stalled by last year's eHealth Ontario scandal) and patient-based hospital funding. Some of the economists' other ideas will be politically difficult to implement, including putting doctors on salary (as opposed to fee for service) and making usage of the health-care system a taxable benefit. But taken as a package, the TD report is a clarion call to accelerate reforms already underway and begin a serious public debate about more controversial changes.

[Return to Top](#)

Looking for TD's view on articles about the bank or the financial industry? Visit [TD News & Views](#) for background on some stories of the moment that may come up in your discussions with customers, colleagues and friends.

Vous cherchez des opinions et des articles de la TD au sujet du secteur bancaire ou financier? Visitez [Nouvelles et Opinions de la TD](#) pour y trouver de l'information sur certains sujets d'actualité qui peuvent être évoqués dans vos discussions avec des clients, des collègues et des amis.

The terms of our contract allow the Daily Media Roundup to be used exclusively by TD Bank Financial Group employees; please do not distribute outside TDBFG. Contact Samson Yuen with any questions.

Les modalités de notre contrat permettent l'utilisation exclusive du Survol quotidien des médias par les employés du Groupe Financier Banque TD; veuillez ne pas faire circuler à l'extérieur du GFBTD. Veuillez communiquer avec Samson Yuen pour toute question.

The information presented may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and comparable safe harbour provisions of applicable Canadian legislation, including, but not limited to, statements relating to anticipated financial and operating results, the companies' plans, objectives, expectations and intentions, cost savings and other statements, including words such as anticipate, believe, plan, estimate, expect, intend, will, should, may, and other similar expressions. Such statements are based upon the beliefs and expectations of our management and involve a number of significant risks and uncertainties. Actual results may differ materially from the results anticipated in these forward-looking statements. The following factors, among others, could cause or contribute to such material differences: the ability to obtain the approval of the transaction by The South Financial Group, Inc. shareholders; the ability to realize the expected synergies resulting from the transaction in the amounts or in the timeframe anticipated; the ability to integrate The South Financial Group, Inc.'s businesses into those of The Toronto-Dominion Bank in a timely and cost-efficient manner; and the ability to obtain governmental approvals of the transaction or to satisfy other conditions to the transaction on the proposed terms and timeframe. Additional factors that could cause The Toronto-Dominion Bank's and The South Financial Group, Inc.'s results to differ materially from those described in the forward-looking statements can be found in the 2009 Annual Report on Form 40-F for The Toronto-Dominion Bank and the 2009 Annual Report on Form 10-K of The South Financial Group, Inc. filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's Internet site (<http://www.sec.gov>).

The proposed merger transaction involving The Toronto-Dominion Bank and The South Financial Group, Inc. will be submitted to The South Financial Group, Inc.'s shareholders for their consideration. Shareholders are encouraged to read the proxy statement/prospectus regarding the proposed transaction when it becomes available because it will contain important information. Shareholders will be able to obtain a free copy of the proxy statement/prospectus, as well as other filings containing information about The Toronto-Dominion Bank and The South Financial Group, Inc., without charge, at the SEC's internet site (<http://www.sec.gov>). Copies of the proxy statement/prospectus and the filings with the SEC that will be incorporated by reference in the proxy statement/prospectus can also be obtained, when available, without charge, by directing a request to The Toronto-Dominion Bank, 15th floor, 66 Wellington Street West, Toronto, ON M5K 1A2, Attention: Investor Relations, 1-866-486-4826, or to The South Financial Group, Inc., Investor Relations, 104 South Main Street Poinsett Plaza, 6th Floor, Greenville, South Carolina 29601, 1-888-592-3001.

The Toronto-Dominion Bank, The South Financial Group, Inc., their respective directors and executive officers and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Information regarding The Toronto-Dominion Bank's directors and executive officers is available in its Annual Report on Form 40-F for the year ended October 31, 2009, which was filed with the Securities and Exchange Commission on December 03, 2009, and in its notice of annual meeting and proxy circular for its most recent annual meeting, which was filed with the Securities and Exchange Commission on February 25, 2010. Information regarding The South Financial Group, Inc.'s directors and executive officers is available in The South Financial Group, Inc.'s proxy statement for its most

recent annual meeting, which was filed with the Securities and Exchange Commission on April 07, 2010. Other information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.

Les renseignements présentés peuvent contenir des énoncés prospectifs au sens de la loi Private Securities Litigation Reform Act of 1995 et des dispositions d'exonération comparables des lois canadiennes applicables, y compris, mais sans s'y limiter, des énoncés relatifs à des résultats financiers et d'exploitation prévus, aux plans, aux objectifs, aux attentes et aux intentions, aux économies de coûts et à d'autres énoncés des sociétés, qui comprennent des termes et expressions comme « anticiper », « croire », « planifier », « estimer », « prévoir », « avoir l'intention de » et « pouvoir », ainsi que des verbes au futur ou au conditionnel et d'autres expressions similaires. Ces énoncés sont fondés sur les croyances et les attentes actuelles de notre direction et comportent un certain nombre de risques et d'incertitudes importants. Les résultats réels peuvent différer considérablement des résultats avancés dans les présents énoncés prospectifs. Les facteurs suivants, entre autres choses, pourraient entraîner de tels écarts importants ou y contribuer : la capacité d'obtenir l'approbation de la transaction par les actionnaires de The South Financial Group, Inc. (« South Financial »), la capacité de réaliser les synergies prévues découlant de la transaction selon les montants ou l'échéancier prévus, la capacité d'intégrer les activités de The South Financial Group, Inc. à celles de La Banque Toronto-Dominion en temps opportun et de manière rentable, et la capacité d'obtenir les approbations gouvernementales de la transaction ou de remplir d'autres conditions liées à la transaction selon les modalités et l'échéancier proposés. D'autres facteurs qui pourraient faire en sorte que les résultats de La Banque Toronto-Dominion et de The South Financial Group, Inc. diffèrent considérablement de ceux décrits dans les énoncés prospectifs se trouvent dans le rapport annuel de 2009, dans le formulaire 40-F, pour La Banque Toronto-Dominion, et dans le rapport annuel de 2009, dans le formulaire 10-K de South Financial déposé auprès de la Securities and Exchange Commission (SEC) et disponible sur le site Internet de la SEC (<http://www.sec.gov>).

La proposition de fusion entre La Banque Toronto-Dominion et The South Financial Group, Inc. sera présentée aux actionnaires de The South Financial Group, Inc afin qu'ils l'examinent. Les actionnaires sont invités à lire la circulaire de sollicitation de procurations ou le prospectus provisoire lié à la transaction de fusion proposée et la circulaire de sollicitation de procurations ou le prospectus définitif lorsqu'il sera disponible, ainsi que les autres documents déposés auprès de la SEC, car ils contiennent des renseignements importants. Les actionnaires peuvent obtenir un exemplaire gratuit de la circulaire de sollicitation de procurations ou du prospectus provisoire et ils pourront obtenir un exemplaire gratuit de la circulaire de sollicitation de procurations ou du prospectus définitif lorsqu'il sera disponible, ainsi que des autres documents ayant fait l'objet d'un dépôt qui contiennent de l'information sur La Banque Toronto-Dominion et The South Financial Group, Inc., et ce, sans frais, sur le site Internet de la SEC (<http://www.sec.gov>). Des exemplaires de la circulaire de sollicitation de procurations ou du prospectus définitif et des documents déposés auprès de la SEC qui seront intégrés par renvoi dans la circulaire de sollicitation de procurations ou le prospectus définitif peuvent aussi être obtenus, lorsqu'ils seront disponibles, sans frais, en soumettant une demande [à La Banque Toronto-Dominion, 66 Wellington Street West, Toronto (Ontario) M5K 1A2, à l'attention de : Relations avec les investisseurs, 416-308-9030] ou à The South Financial Group, Inc. Investor Relations, 104 South Main Street Poinsett Plaza, 6th Floor, Greenville, South Carolina 29601, 1-888-592-3001.

La Banque Toronto-Dominion, The South Financial Group, Inc., leurs administrateurs et leurs dirigeants respectifs et d'autres personnes peuvent être réputés être des participants à la sollicitation de procurations relativement à la transaction de fusion proposée. L'information concernant les administrateurs et les dirigeants de La Banque Toronto-Dominion est disponible dans son rapport annuel, dans le formulaire 40-F, pour l'exercice terminé le 31 octobre 2009, qui a été déposé auprès de la SEC le 3 décembre 2009, son avis de convocation à l'assemblée annuelle et sa circulaire de la direction sollicitant des procurations, qui a été déposée auprès de la SEC le 25 février 2010.

L'information concernant les administrateurs et les dirigeants de The South Financial Group, Inc. est disponible dans la circulaire de sollicitation de procurations de The South Financial Group, Inc. de sa plus récente assemblée annuelle, qui a été déposée auprès de la SEC le 7 avril 2010. D'autres renseignements sur les participants à la sollicitation de procurations et une description de leurs intérêts directs et indirects, par titres détenus ou autres, seront inclus dans la circulaire d'information/le prospectus et d'autres documents pertinents qui seront déposés auprès de la SEC lorsqu'ils

seront disponibles.

**THE FOLLOWING IS THE TRANSCRIPT OF A VIDEO CLIP MADE AVAILABLE TO EMPLOYEES OF
THE**

TORONTO-DOMINION BANK ON MAY 28, 2010.

Colleen Johnston interview with Howard Green

Headline Business News Network

5/27/2010

TD BANK IN THE PATH OF GROWTH

HOWARD GREEN (BNN-TV): Hello, I'm Howard Green. Well, it's a busy day for bank watchers, Royal, CIBC and TD are reporting and the three did not live up to street expectations nonetheless they are all very profitable.

TD may have missed by a couple of cents, but it had adjusted net income of more than \$1.2 billion, up about 200 million from the same quarter last year. All the key divisions reported stronger results, in particular the bread and butter retail banking division in Canada. Provisions for credit losses are also coming down.

But since the bank last reported, the Eurozone has unravelled causing global economic unease and TD has upped its bet on the U.S., picking up the remains of four banks there, adding 245 branches.

Joining us to discuss the latest is Colleen Johnston, TD's CFO. Welcome back to the program, Colleen.

COLLEEN JOHNSTON (Chief Financial Officer, TD Bank Financial Group): Thanks, Howard. HOWARD GREEN: So the miss by a couple of cents, what was the problem there?

COLLEEN JOHNSTON: Well, let me start with what went right in the quarter. It was a fantastic quarter for retail earnings. As you say, TD Canada Trust was up 29%, another record quarter. Total Canadian Wealth was up 31%. The U.S. was up 45% in U.S. dollars and TD AMERITRADE performed well. So overall we had 1.2 billion in retail earnings. The wholesale earnings were a little shy...

HOWARD GREEN: So that was it. That was the miss?

COLLEEN JOHNSTON: ... in terms of expectations and our corporate segment loss was a little bit higher than expected. But the market has responded very positively to our numbers today and in fact our stock is up today.

And I think when you look at the fundamentals, very strong, credit losses, best performance in the last six quarters. So loan losses are down. We had a general allowance release, which is a good leading indicator that credit is performing well and our impaired loans have also performed better, the best performance in six quarters. So the market really likes those results.

HOWARD GREEN: So as for the bread and butter retail banking here in Canada, you say earnings growth in Canada is going to moderate, slower volume growth, pressure on margins. How much pressure on margins and how much slower volume growth?

COLLEEN JOHNSTON: Well, again, I think the message that we're trying to give the market today is we're up 29% on a year-over-year basis, which is absolutely phenomenal. The ball is out of the park on that one. We'll still see good growth, but it'll slow down. So I think volume growth has been on fire. We expect to probably see high single-digit rates of volume growth going forward. PCLs are stabilising to improving, good operating leverage. So I think you're going to see continued good performance in Canada, but not at the 29% level that you saw this quarter.

HOWARD GREEN: Because of the slowdown in residential real estate action, perhaps?

COLLEEN JOHNSTON: I think it will slow down. Again, this kind of heady level of growth won't continue. And in fact we think that's healthy for the market overall. We have been gaining share and we expect to continue to see a very good performance in that respect. But we think growth rates will slow down.

HOWARD GREEN: So in the U.S., your operations, you say delivered improving results. What if there is a deflationary environment in the United States long-term, a no-growth economy, stagnant employment and so forth.

What about that? I mean, a Japan scenario for the United States. Could that hit your earnings there?

COLLEEN JOHNSTON: Well, the way we think about the United States is we have a better banking model and we have a great growth model. So of course you look at the macro environment and all of those factors, but we have a model where we can outgrow the competition. We have more immature branches, in other words, younger branches in our network. And of course we're adding branches now through the FDIC-assisted deal we did and

then the South Financial deal. And when we apply our model where we have legendary service and convenience, we attract more new customers.

HOWARD GREEN: Even in a grow... in a no-growth environment...

COLLEEN JOHNSTON: Definitely.

HOWARD GREEN: ... if it comes to that?

COLLEEN JOHNSTON: Yeah, definitely, because we have a better model and customers like the model and then we retain more customers because of our outstanding service. So that model is going to mean that we can outgrow the competition and there's lots of potential in that franchise in particular as the environment normalises. So as credit loses start to come down and interest rates start to rise, although we think that's going to take a little bit longer now.

HOWARD GREEN: Yeah.

COLLEEN JOHNSTON: But I think you'll start to see those earnings trend up quite nicely.

HOWARD GREEN: If it normalise, because I know, Ed reads David Rosenberg every morning and David Rosenberg is Mr. Deflation. So does Ed think about deflation in the United States at all?

COLLEEN JOHNSTON: We don't worry about it that much, frankly. That's not part of our base case scenario. Again, we think the U.S. longer term for us is going to be a very good market. We obviously be do a standout job in Canada, but a avenue of growth for us is the United States. And it's actually remarkable. If you go back, it was just over five years ago...

HOWARD GREEN: Yeah.

COLLEEN JOHNSTON: ... we didn't have a U.S. personal commercial bank. And today, once we close South Financial, we'll have about 1,300 branches south of the border. So it's been a very impressive entry into the United States, but we do need to improve those returns and we're very committed to doing that.

HOWARD GREEN: So on that... I was noticing that in the retail division, your return on invested capital is 5.6% in the U.S.

COLLEEN JOHNSTON: Yes.

HOWARD GREEN: In Canada it's 33.7%. And when are you going to beat your cost of capital in the United States.

COLLEEN JOHNSTON: That's about a three to five year timeframe, I would say, to get up past the 10% because we have paid the full price for the acquisitions that we made in the United States. But the organic growth potential is what's really going to make the difference in the U.S. So as you start to see franchise optimisation, good organic growth, a normalised environment, the impact of acquisitions, the ones that we've made to-date coming on board, we think we can make a very good case for how we can more or less, double those returns in the next three to five years.

HOWARD GREEN: What about merging the cultures, because you've not just bought one bank, you've bought four banks, really. Do you... are you confident you understand the people who run those banks and can bring them around to the TD way of thinking?

COLLEEN JOHNSTON: We are very confident in that. So first of all, Riverside is FDIC assisted deal, we've gone and we've looked at those branches, they're very, very high quality branches and that's really important to us.

HOWARD GREEN: How long before they make money, each branch?

COLLEEN JOHNSTON: Well, I think obviously the credit losses are behind them now. Those are covered for our terms, those are covered by the FDIC and by the way, we've marked the books. So we certainly can make money in that business and we can make money in South Financial.

So the blending of the cultures, we're very, very pleased with the South Financial management team. They are a very strong team. They were actually brought in a couple of years ago to deal with the credit issues and put the bank on a good footing and they ran out of time and they ran out of capital. But they are really a strong team. So Lynn Harton, who is the CEO, is going to be joining Bharat Masrani's team, who is our CEO in the United States and he's going to be a key part of the growth of the bank going forward. So, very pleased with that.

HOWARD GREEN: I want to ask you about one other macro issue before I get to other stuff. Europe, any meaningful exposure to Europe at TD?

COLLEEN JOHNSTON: The answer is no. But we... so we don't worry about the first order effects of Europe, but we certainly do worry about the second order effects and you've seen that in the last number of weeks with some of the upheaval and the instability. If you look at banks worldwide, hold, for example, about \$80 billion worth of great bonds. So if you had a major default there, you'd start to see some of the kind of losses and contraction of capital that you saw back in the days of the financial crisis. And certainly, I think the European issues have rekindled those concerns now. We're pretty comfortable that European leaders have the resolve to deal with their issues, to deal with their deficits and I think what all of that means is you will see a slow down in economic growth globally is the reality. So... but we... those are the things that we keep an eye on the second order effects of the European issues.

HOWARD GREEN: Let me move to regulatory. Have you put a line item in your spreadsheets, just in case there is a bank tax?

COLLEEN JOHNSTON: In the United... in Canada or in the United States or both?

HOWARD GREEN: Well, both. Yeah.

COLLEEN JOHNSTON: It looks pretty certain right now that we're not going to have that bank tax in Canada. I think the minister has been very forthright on that and he's showing tremendously leadership on a global level.

HOWARD GREEN: There are 19 other countries involved...

COLLEEN JOHNSTON: There are and I think he's got a... he does have a job ahead of him in terms of convincing others, but... so we don't think that will happen in Canada. In the United States we think we will be required to pay some of the Obama tax.

HOWARD GREEN: So how much? Have you put a line item in for that?

COLLEEN JOHNSTON: We haven't quantified that publicly but we think it's a pretty manageable number.

HOWARD GREEN: Not material?

COLLEEN JOHNSTON: No. Not that material.

HOWARD GREEN: And so on other issues related to reform, could TD have to buyback all of

AMERITRADE because you might have to consolidate your assets?

COLLEEN JOHNSTON: We really like the AMERITRADE investment, we currently have an equity investment, we own about 45%. The new capital rules potentially could be more punishing on how we treat that particular investment. But there's a lot... there's going to be a lot of water under the bridge before the capital reforms get settled. And of course in the meantime...

HOWARD GREEN: Yeah.

COLLEEN JOHNSTON: ... our capital levels are quite high at 12% Tier 1, which is what we announced today. So we have to wait for all of that play out.

HOWARD GREEN: But you're prepared to have to do it if you have to?

COLLEEN JOHNSTON: If we have to, if we did. We... again we'll wait to see what happens. We think regulator should really try to deal with the root causes of the financial crisis...

HOWARD GREEN: Yeah.

COLLEEN JOHNSTON: ... the amount of capital, the quality of capital and market risk capital. And deductions like TD AMERITRADE are in the nice-to-do category and there probably isn't enough capital to do everything...

HOWARD GREEN: Yeah.

COLLEEN JOHNSTON: ... that's proposed under Capital Reform right now. So I think what's great is that the Canadian bank CEOs are really taking a leadership role working with our regulator and our Central Bank Governor to make sure that our voice can be heard on the world stage in terms of Capital Reform. Because in fact we do have the moral high ground right now...

HOWARD GREEN: Yeah.

COLLEEN JOHNSTON: ... which a lot of banks don't globally.

HOWARD GREEN: I understand you're getting rid of the Waterhouse name in Canada, it's going to be TD Wealth. Are you eventually going to get rid of the AMERITRADE name in the United States?

COLLEEN JOHNSTON: I would be surprised if we did that. I mean, what we're focussing on with our brand is the TD brand and the power of that brand, the power in the shield. So that is really

going to become our primary brand, but obviously more to come on how that might affect individual businesses. For sure we'll still keep TD Canada Trust in our Canadian Retail business. And again, AMERITRADE is a 45% investment for us right now, so.

HOWARD GREEN: News of the day, the finance minister has unveiled the insurance guidelines for the banks, prohibiting the promotion app, or web links to non-authorized insurance from all banking web pages. How significant is that for you?

COLLEEN JOHNSTON: Well, in terms of how we're dealing with this, we are reviewing the letter right now and frankly the proposed changes do go beyond the Bank Act restrictions. So...

HOWARD GREEN: So you're going to fight them?

COLLEEN JOHNSTON: Well, we... I think we're going to have a spirited discussion with the minister about all of this. And I think if you are looking at regulation, let's make sure regulation pertains, not just to the banks but to the insurers as well.

HOWARD GREEN: What's wrong the link, though? Just a simple link, you'd be allowed to have a link, right?

COLLEEN JOHNSTON: Well, no. I mean that's... the issue is, can you go directly from, for example, our online banking website into insurance? And I would argue, I think probably most with this, that's good for Canadians. It's good that you can go in and get information, you can get some prices, you can look at services. This is good for the Canadian consumer and I think that's the way the minister has to look at the issue.

So we have other ways of promoting insurance, the Internet isn't the only way we promote insurance. But as I say, let's have a level playing field for everybody in this.

HOWARD GREEN: Couple of quick ones in the minute left. Dividend, last time you said "Pretty unlikely this year, but never say never." What do you say now?

COLLEEN JOHNSTON: I'd probably repeat that answer more or less is that obviously with capital reform still in flux, we think you have to conserve capital in this environment until we really know what the new rules look like. So despite the fact that we're performing very well, we do like to have a payout ratio of about 35 to 45%. Currently on a year-to-date basis we're at about 41%. So

I think more to come on that. But I think dividend increases are definitely on hold until we have more clarity on the capital rules.

HOWARD GREEN: And just to finish off, Ed said recently he'll likely retire in 2013. Who is the heir apparent? I am hearing Bharat Masrani.

COLLEEN JOHNSTON: Well, we'll wait to see how that plays out. I mean, the great news is that we have very strong bench across the TD senior management team.

HOWARD GREEN: How many on the bench?

COLLEEN JOHNSTON: There's about 12 of us. So we'll see how that goes.

HOWARD GREEN: So including you?

COLLEEN JOHNSTON: Well, I am thoroughly enjoying my job as CFO right now.

HOWARD GREEN: All right. Great to have you back with us, Colleen.

COLLEEN JOHNSTON: Good to be here.

HOWARD GREEN: Thanks a lot. That's Colleen Johnston, CFO of TD Bank.

The information presented may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and comparable "safe harbour" provisions of applicable Canadian legislation, including, but not limited to, statements relating to anticipated financial and operating results, the companies' plans, objectives, expectations and intentions, cost savings and other statements, including words such as "anticipate," "believe," "plan," "estimate," "expect," "intend," "will," "should," "may," and other similar expressions. Such statements are based upon the beliefs and expectations of our management and involve a number of significant risks and uncertainties. Actual results may differ materially from the results anticipated in these forward-looking statements. The following factors, among others, could cause or contribute to such material differences: the ability to obtain the approval of the transaction by The South Financial Group, Inc. shareholders; the ability to realize the expected synergies resulting from the transaction in the amounts or in the timeframe anticipated; the ability to integrate The South Financial Group, Inc.'s businesses into those of The Toronto-Dominion Bank in a timely and cost-efficient manner; and the ability to obtain governmental approvals of the transaction or to satisfy other conditions to the transaction on the proposed terms and timeframe. Additional factors that could cause The Toronto-Dominion Bank's and The South Financial Group, Inc.'s results to differ materially from those described in the forward-looking statements can be found in the 2009 Annual Report on Form 40-F for The Toronto-Dominion Bank and the 2009 Annual Report on Form 10-K of The South Financial Group, Inc. filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's Internet site (<http://www.sec.gov>).

The proposed merger transaction involving The Toronto-Dominion Bank and The South Financial Group, Inc. will be submitted to The South Financial Group, Inc.'s shareholders for their consideration. Shareholders are encouraged to read the proxy statement/prospectus regarding the proposed transaction when it becomes available because it will contain important information. Shareholders will be able to obtain a free copy of the proxy statement/prospectus, as well as other filings containing information about The Toronto-Dominion Bank and The South Financial Group, Inc., without charge, at the SEC's internet site (<http://www.sec.gov>). Copies of the proxy statement/prospectus and the filings with the SEC that will be incorporated by reference in the proxy statement/prospectus can also be obtained, when available, without charge, by directing a request to The Toronto-Dominion Bank, 15th floor, 66 Wellington Street West, Toronto, ON M5K 1A2, Attention: Investor Relations, 1-866-486-4826, or to The South Financial Group, Inc., Investor Relations, 104 South Main Street Poinsett Plaza, 6th Floor, Greenville, South Carolina 29601, 1-888-592-3001.

The Toronto-Dominion Bank, The South Financial Group, Inc., their respective directors and executive officers and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Information regarding The Toronto-Dominion Bank's directors and executive officers is available in its Annual Report on Form 40-F for the year ended October 31, 2009, which was filed with the Securities and Exchange Commission on December 03, 2009, and in its notice of annual meeting and proxy circular for its most recent annual meeting, which was filed with the Securities and Exchange Commission on February 25, 2010. Information regarding The South Financial Group, Inc.'s directors and executive officers is available in The South Financial Group, Inc.'s proxy statement for its most recent annual meeting, which was filed with the Securities and Exchange Commission on

April 07, 2010. Other information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.

**THE FOLLOWING IS A COMMUNICATION SENT TO EMPLOYEES OF TD BANK,
AMERICA S MOST CONVENIENT BANK ON MAY 28, 2010**

To: TD Bank Employees
From: Bharat Masrani, President and CEO
Date: May 28, 2010

**Subject: TD Bank Financial Group Second Quarter Earnings
TD Bank Financial Group Second Quarter Earnings**

Yesterday, TD Bank Financial Group (TDBFG) released earnings for the second quarter ending April 30, 2010. Adjusted net income for the quarter was CDN\$1.2 billion, up 21% compared with last year. As Ed noted, we feel very good about another strong quarter as we move into the second half of the year, and our investments in future growth will enable us to build on our momentum.

Overall, results for the quarter reflect double-digit earnings growth across all segments, including a second record quarter in a row from TD Canada Trust. Credit losses are at their lowest levels in the past six quarters and capital levels remain very strong.

U.S. Personal and Commercial Banking Segment Results

In the U.S., we earned US\$241million (CDN\$245 million) in the second quarter, up from US\$216 million (CDN\$227 million) in Q1 2010, and US\$166 million (CDN\$208 million) in the second quarter of last year. These are particularly strong results given the economic environment in the U.S.

Highlights for the quarter included (all figures in USD):

Revenue for the quarter was \$1.15 billion, an increase of \$58 million from the previous quarter, and up \$117 million from the second quarter of last year. We experienced broad-based revenue growth across all businesses, including strong retail fee growth.

Expenses were up 10% for the quarter compared to Q2 2009, largely due to new Store expenses, higher FDIC premiums, and credit/collection costs.

Loans were up 1.5% from last quarter and 4.1% compared with Q2 2009. Loan growth was better than the industry average and driven largely by growth in residential mortgages.

Deposits increased 3.4%, or \$2.7 billion, on a linked-quarter basis, reflecting seasonal growth in core retail deposits and solid growth in commercial deposits.

Overall asset quality remained better than the industry as a whole, and we continue to be a positive outlier relative to our peers.

The Riverside National Bank of Florida, First Federal Bank of North Florida, and AmericanFirst Bank acquisitions were not material drivers of Q2 results, but significantly enhance our presence in Florida and will provide a strong platform for future growth.

Looking Forward

2010 is shaping up to be a fantastic year! This past quarter, we opened 11 Stores, including our first green prototype Store in Queens Village, NY, and are on track to open 32 new stores this year. We accelerated our growth in the attractive Florida market through the acquisitions of Riverside, First Federal, and AmericanFirst. With the recent announcement of our intent to acquire The South Financial Group, pending shareholder and regulatory approval, our momentum just keeps on building! And, we are delivering on critical business as usual initiatives all across the company.

I am extremely pleased with our second quarter earnings. We continue to attract new Customers and grow our loans, deposits, and fee income. Overall, our expenses were up marginally and, as we head into the second half of the year, we need to continue to manage expenses closely and ensure we are operating as efficiently as possible.

As we reach the halfway mark of 2010, I am extremely proud of our accomplishments. Our success in this past quarter is a testament to your hard work and dedication to delivering a WOW! Customer experience each and every day. This is truly an exciting time at TD Bank, America's Most Convenient Bank®, and I am looking forward to what lies ahead. Thank you for another excellent quarter.

Bharat

The information presented may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and comparable safe harbour provisions of applicable Canadian legislation, including, but not limited to, statements relating to anticipated financial and operating results, the companies' plans, objectives, expectations and intentions, cost savings and other statements, including words such as anticipate, believe, plan, estimate, expect, intend, will, should, may, and other similar expressions. Such statements are based upon the beliefs and expectations of our management and involve a number of significant risks and uncertainties. Actual results may differ materially from the results anticipated in these forward-looking statements. The following factors, among others, could cause or contribute to such material differences: the ability to obtain the approval of the transaction by The South Financial Group, Inc. shareholders; the ability to realize the expected synergies resulting from the transaction in the amounts or in the timeframe anticipated; the ability to integrate The South Financial Group, Inc.'s businesses into those of The Toronto-Dominion Bank in a timely and cost-efficient manner; and the ability to obtain governmental approvals of the transaction or to satisfy other conditions to the transaction on the proposed terms and timeframe. Additional factors that could cause The Toronto-Dominion Bank's and The South Financial Group, Inc.'s results to differ materially from those described in the forward-looking statements can be found in the 2009 Annual Report on Form 40-F for The Toronto-Dominion Bank and the 2009 Annual Report on Form 10-K of The South Financial Group, Inc. filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's Internet site (<http://www.sec.gov>).

The proposed merger transaction involving The Toronto-Dominion Bank and The South Financial Group, Inc. will be submitted to The South Financial Group, Inc.'s shareholders for their consideration. Shareholders are encouraged to read the proxy statement/prospectus regarding the proposed transaction when it becomes available because it will contain important information. Shareholders will be able to obtain a free copy of the proxy statement/prospectus, as well as other filings containing information about The Toronto-Dominion Bank and The South Financial Group, Inc., without charge, at the SEC's internet site (<http://www.sec.gov>). Copies of the proxy statement/prospectus and the filings with the SEC that will be incorporated by reference in the proxy statement/prospectus can also be obtained, when available, without charge, by directing a request to The Toronto-Dominion Bank, 15th floor, 66 Wellington Street West, Toronto, ON M5K 1A2, Attention: Investor Relations, 1-866-486-4826, or to The South Financial Group, Inc., Investor Relations, 104 South Main Street Poinsett Plaza, 6th Floor, Greenville, South Carolina 29601, 1-888-592-3001.

The Toronto-Dominion Bank, The South Financial Group, Inc., their respective directors and executive officers and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Information regarding The Toronto-Dominion Bank's directors and executive officers is available in its Annual Report on Form 40-F for the year ended October 31, 2009, which was filed with the Securities and Exchange Commission on December 03, 2009, and in its notice of annual meeting and proxy circular for its most recent annual meeting, which was filed with the Securities and Exchange Commission on February 25, 2010. Information regarding The South Financial Group, Inc.'s directors and executive officers is available in The South Financial Group, Inc.'s proxy statement for its most recent annual meeting, which was filed with the Securities and Exchange Commission on April 07, 2010. Other information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.

**THE FOLLOWING IS A COMMUNICATION SENT TO EMPLOYEES OF TD BANK,
AMERICA'S MOST CONVENIENT BANK AND THE TORONTO-DOMINION BANK ON MAY 28, 2010
Daily News Brief**

May 28, 2010

Compiled by Brittany Roberge, Corporate and Public Affairs

TD BANK NEWS

1. **Strength of U.S. Economic Rebound Will Depend on Small Business: TD Economics** News Release

America's small businesses have experienced a greater Great Recession than other business segments, and the nation's prospects for economic recovery depend importantly on the prospects for those small businesses, according to a new report published today by TD Economics, in partnership with **TD Bank**, America's Most Convenient Bank®. [TD Economist **James Marple** and TD Bank's **Fred Graziano** are quoted.]

2. **Royal Bank, CIBC, TD Bank Profits Miss Estimates** BusinessWeek

Royal Bank of Canada, **Toronto-Dominion Bank** and Canadian Imperial Bank of Commerce, three of Canada's five biggest banks, reported second-quarter profits that missed analysts' estimates.

3. **TD Bank Net Income Scores Big Gain In Fiscal 2Q** Philadelphia Business Journal [Article also appears in Albany Business Journal.]

TD Bank, the U.S. banking subsidiary for **TD Bank Financial Group**, more than tripled its net income during the company's fiscal second quarter, which ended April 30.

4. **The Debit Card Of The Future Is Flat** Bankaholic.com

TD Bank has begun issuing debit cards without raised numbers. They're perfectly flat, with the numbers just printed on the front. Even though some retailers think the cards are fake, they're not only legit, they're probably what all debit cards will look like in a few years.

5. **Canadian Banks: Go Big or Go Home** Fortune

With many of their rivals on the ropes, Canada's major banks are nicely positioned to catapult into the top tier of U.S. financial institutions for the first time ever. The main reason is that the country's banks famously skated through the subprime and derivatives meltdown of 2008 with no government bailouts and comparatively few writedowns. [**TD Bank Financial Group** is mentioned.]

6. **Parenting Perspective: Summer Slide** WPVI-TV (PA)

I was talking with other Moms during my son Micah's Little League game the other night. The topic was homework or the lack of it in recent weeks from our sons' teachers. Now, I'm as ready for summer as anyone. And believe me, Micah's not complaining. But school

isn't over yet and we all noticed that the teachers have just about given up on giving the kids work to do after school. And frankly, I'm not sure this is a good thing. [TD Bank is mentioned.]

7. **TD Bank Profits Rise 45 Percent** Courier-Post (NJ)

Profits at TD Bank, the U.S. subsidiary of Toronto-based TD Bank Financial Group, rose 45 percent compared to the second quarter last year, thanks to growing deposits, personal loans and higher fees. [TD Bank Financial Group's Ed Clark is quoted.]

8. **Investment Fund Suing for \$61 Million Lost in Rothstein Scheme** Daily Business Review

An investment fund claiming a \$61 million loss in Scott Rothstein's phony settlement financing scheme is suing the convicted felon and TD Bank, claiming the money disappeared in the final two months before the fraud came crashing down.

9. **Southeast Business Briefs** - Florida Trend Magazine

Riverside National Bank of Florida, a 58-branch bank with \$3.42 billion in assets and \$2.76 billion in deposits, failed. Its deposits and nearly all assets were sold by the FDIC to TD Bank.

10. **Merrimack Valley in a Minute** Eagle-Tribune (MA)

The Lawrence Public Library was one of 10 libraries in Massachusetts to receive a total of \$40,000 from the TD Charitable Foundation.

INDUSTRY NEWS

1. **Battle Over Preemption Hinges on Fine Print** American Banker

While both the House and Senate financial reform bills claim to restore the so-called Barnett standard for preemption of state law, that has not stopped federal and state regulators from continuing to battle over the issue.

2. **White House Focuses on Five Regulatory Reform Priorities** American Banker

The Obama administration continued to push its priorities Thursday on what provisions should be included in the final regulatory reform bill.

3. **Bernanke Extended Period May Be Curtailed as Credit Improves** BusinessWeek

Consumer delinquency rates are dropping at U.S. retailers and banks such as American Express Co. and Bank of America Corp., signaling an incipient lending thaw that may spur economic growth.

TD BANK NEWS

1. **Strength of U.S. Economic Rebound Will Depend on Small Business: TD Economics**

May 28, 2010 News Release

CHERRY HILL, N.J., and PORTLAND, MAINE (May 28, 2010) America's small businesses have experienced a greater Great Recession than other business segments, and the nation's prospects for economic recovery depend importantly on the prospects for those small businesses, according to a new report published today by TD Economics, in partnership with **TD Bank**, America's Most Convenient Bank®.

Titled, *Small and Medium Sized Businesses Key to U.S. Economic Recovery*, and authored by **TD Economist James Marple**, the report outlines the characteristics of the recent recession that have been particularly hard on small businesses, namely acute job losses, the tightening of the credit markets, and the industrial composition of the economic correction. It also contends that small and medium-sized businesses are at the forefront of the creative process of powering the economy out of the downturn.

Marple, who specializes in the factors impacting the U.S. economy, writes, "The Great Recession was not kind to small businesses in America. Small and medium-sized businesses suffered a disproportionate share of the job losses and many still have difficulty accessing credit from some lenders. Fortunately, things are beginning to look up.

In the report, Marple also emphasizes the reality that economic growth over the longer-term is driven primarily by individuals taking risks and making sacrifices in order to bring innovative ideas to market. If this growth is set in motion, he estimates that by the end of 2011, the U.S. economy could employ over 6 million more people than it does today.

Fred Graziano, Head of Retail and Small Business Banking for TD Bank, agrees. "Clearly, small and mid-sized businesses are fundamental to the success of the economic recovery, just as having access to credit is fundamental to the success of those businesses," he said.

"That's why at TD Bank, we continued to lend throughout the downturn, and we'll continue to help fuel the upturn," said Graziano. "We salute the small business community, which has displayed such resilience and courage over the past months, and TD Bank stands ready to assist them with the tools, resources and financial support they need.

The findings of the TD Economics report may also bring some welcome news to the small business community. Data cited in the report indicates that a broader economic recovery is already starting to take shape, which may be sooner than many small businesses anticipated. According to a January 2010 survey of small business conducted by TD Bank, a mere 21 percent of small business owners believed that relief from the recession would arrive by mid-year. Still, 87 percent of small business owners said they were optimistic that their business would perform at least the same or better in 2010 compared with 2009, and 36 percent expected to see their business grow this year.

TD Economics provides analysis of global economic performance and forecasting, and is an affiliate of TD Bank.

For the complete findings of the TD Economics report, click here:

<http://www.td.com/economics/us.jsp>

For the results of the TD Bank Small Business Survey, click here:

<https://mediaroom.tdbank.com/index.php?s=43&item=213>

About TD Bank, America's Most Convenient Bank®

TD Bank, America's Most Convenient Bank, is one of the 15 largest commercial banks in the United States with \$152 billion in assets, and provides customers with a full range of financial products and services at more than 1,000 convenient locations from Maine to Florida. TD Bank, N.A., is headquartered in Cherry Hill, N.J., and Portland, Maine. TD Bank is a trade name of TD Bank, N.A. For more information, visit www.tdbank.com.

TD Bank, America's Most Convenient Bank, is a member of TD Bank Financial Group (TSX, NYSE: TD) of Toronto, Canada, a top 10 financial services company in North America and one of the few banks in the world rated Aaa by Moody's.

[Top](#)

2. **Royal Bank, CIBC, TD Bank Profits Miss Estimates**

By Sean B. Pasternak and Doug Alexander

May 27, 2010 BusinessWeek

Royal Bank of Canada, **Toronto-Dominion Bank** and Canadian Imperial Bank of Commerce, three of Canada's five biggest banks, reported second-quarter profits that missed analysts' estimates.

Royal Bank, the country's largest bank by assets, said profit for the period ended April 30 was C\$1.33 billion (\$1.26 billion), or 88 cents a share. CIBC, the fifth-largest bank, reported net income of C\$660 million, or C\$1.59 a share. Both Toronto-based lenders had losses a year ago. Toronto-Dominion's profit more than doubled to C\$1.18 billion, or C\$1.30 a share.

Earnings at Royal Bank and CIBC fell short of estimates because of weak capital markets revenue, said Barclays Capital analyst John Aiken. Toronto-Dominion's U.S. business was hurt by a stronger Canadian currency.

I would say expectations for the quarter are reasonably high, CIBC World Markets analyst Robert Sedran said before results were released. Banks have become a victim of their own success.

The profit misses contrast with last quarter, when seven of the eight largest banks topped estimates after setting aside less money for bad loans. Bank of Montreal, the fourth-biggest bank, reported yesterday that net income more than doubled, beating estimates.

Royal Bank earned more from consumer lending than a year ago, when a C\$1 billion writedown on its U.S. consumer bank led to the company's first quarterly loss since 1993. The Toronto-based bank set aside C\$504 million for bad loans, compared with C\$974 million a year earlier.

Royal Bank

International banking, which includes Raleigh, North Carolina-based RBC Bank, narrowed its loss to C\$27 million from C\$1.13 billion a year earlier. The unit has posted eight straight

quarterly losses. Royal Bank has spent a year reorganizing its RBC Bank as Canadian rivals Bank of Montreal and Toronto-Dominion Bank expand by buying troubled U.S. banks.

Trading Declines

We continue to believe that Royal Bank has limited, if any, interest in expanding its U.S. retail banking presence and would be more interested in selling its operations when conditions normalize, BMO Capital Markets analyst John Reucassel said in a May 11 note.

Earnings from the RBC Capital Markets investment-banking unit rose 20 percent to C\$502 million from a year earlier, when writedowns reduced earnings. Trading revenue was C\$732 million, down about half from a year ago.

Declining capital markets revenue and trading were a major weakness for Royal Bank, Aiken wrote in a note to clients.

This material negative surprise on revenues will likely be frowned upon once again by investors, he said.

Toronto-Dominion's C\$1.36 a share adjusted profit missed the C\$1.40-a-share average estimate of 10 analysts. The strengthening of Canada's currency caused U.S. consumer-banking profit to drop by C\$55 million in the quarter, Toronto-Dominion said in a report to shareholders.

TD Ameritrade

Domestic consumer-banking profit climbed 29 percent to a record C\$761 million as loan-loss provisions declined and revenue for the unit increased 11 percent. Profit from U.S. consumer banking climbed 55 percent to C\$245 million.

Asset-management earnings, which include the bank's stake in TD Ameritrade Holding Corp., climbed 33 percent to C\$167 million. TD Ameritrade of Omaha, Nebraska, is the third-largest retail brokerage by client assets.

Investment-banking profit rose 27 percent to C\$220 million. The bank's corporate unit had a net loss of C\$217 million because of higher expenses and unfavorable valuations of hedges.

Toronto-based CIBC said adjusted profit was C\$1.46 a share, three cents short of the average estimate of 11 analysts.

CIBC posted its biggest profit since the fourth quarter of 2007 after its investment-banking unit reversed a year-earlier loss. CIBC World Markets earned C\$189 million in the period, compared with a C\$345 million loss on debt-related writedowns.

National Bank

Consumer banking profit rose 12 percent to C\$487 million in the quarter, led by personal and business banking.

Trading income of C\$225 million compared with a C\$391 million trading loss a year earlier.

National Bank of Canada, the country's sixth-biggest lender, is scheduled to release results later today, followed by Bank of Nova Scotia and Canadian Western Bank next week.

Bank of Montreal, the fourth-biggest bank, said yesterday that profit more than doubled to a record C\$745 million, or C\$1.26 a share. Laurentian Bank of Canada said earnings rose 34 percent to C\$28.3 million.

Royal Bank rose 48 cents to C\$59.47 in trading yesterday on the Toronto Stock Exchange. Toronto-Dominion rose 71 cents to C\$72.80, while CIBC rose 34 cents to C\$75.29.

(Royal Bank will hold a conference call to discuss second- quarter results at 8 a.m. Toronto time. Dial +1-888-789-9572 passcode 4285250 or +1-416-695-7806 for the call, or go to www.rbc.com/investorrelations/ir_events_presentations.html)

(Toronto-Dominion will hold a conference call at 3 p.m. Toronto time. To listen, dial +1-416-644-3414 or +1-877-974-0445.)

[Top](#)

3. **TD Bank Net Income Scores Big Gain In Fiscal 2Q**

By Jeff Blumenthal

May 27, 2010 Philadelphia Business Journal [Article also appears in Albany Business Journal.]

TD Bank, the U.S. banking subsidiary for **TD Bank Financial Group**, more than tripled its net income during the company's fiscal second quarter, which ended April 30.

In TD Bank Financial's quarterly earnings report Thursday, the company said its U.S. subsidiary earned \$421 million during the quarter, up from \$126 million in the same period a year ago and \$216 million in the linked quarter than ended Jan. 31.

TD Bank Financial said revenue for U.S. personal and commercial banking rose 11 percent from the same period a year ago, driven partly by broad-based growth across all businesses and categories. Strong retail fee growth resulting from a new pricing structure implemented after the integration of Commerce Bancorp, which it acquired last year, was partially offset by lower prepayment speeds on loans and securities. Fees resulting from the combined deposit fee structure are expected to decline as a result of new regulations which take effect later this year.

Provision for credit losses dropped 37 percent to \$162 million from \$256 million a year ago, and \$191 million from the previous quarter. Nonperforming loans increased to 1.8 percent from 1.1 percent a year ago. TD said the increase was largely because of weakness in the commercial real estate market and the recession in general.

Loans were up 4 percent, with personal loans up 15 percent largely because of residential mortgages. TD said business loans declined 1 percent because of low demand.

Deposits grew 26 percent, mostly because of a \$20.8 billion increase in TD Ameritrade insured deposit accounts, formerly known as money market deposit accounts. Without that, deposits would have increased 6 percent.

During the quarter, TD Bank also acquired certain assets and liabilities of three failed Florida banks from the Federal Deposit Insurance Corp. and then announced an agreement to buy The South Financial Group, Inc., a South Carolina-based bank with a large Florida presence

TD Bank Financial (NYSE:TD) said its U.S. loan growth is expected to improve for the remainder of 2010 based on better economic conditions. Organic deposit growth momentum is expected to continue as stores mature, while regulatory changes are expected to reduce certain transaction fees starting at the end of the next quarter. For the remainder of the year, the provision for loan loss level is expected to remain near current levels.

TD Bank Financial (NYSE:TD) reported a net income of \$1.17 billion Canadian, compared to \$545 million Canadian in the same period a year ago.

TD Bank is the second-largest bank in the Philadelphia area based on local deposits.

[Top](#)

4. **The Debit Card Of The Future Is Flat**

By Jen Stryker

May 27, 2010 Bankaholic.com

TD Bank has begun issuing debit cards without raised numbers.

They're perfectly flat, with the numbers just printed on the front.

Even though some retailers think the cards are fake, they're not only legit, they're probably what all debit cards will look like in a few years.

Credit and debit cards needed raised numbers back in the day when retailers made carbon copies of receipts with imprint machines.

But when was the last time you saw one of those?

A spokesperson said TD Bank is switching to flat cards because they can be made in any of its 1,000 branches, from Maine to Florida.

Customers can have a new debit card in their hands in just five minutes, whether they're replacing a lost or stolen card, or opening a new account.

No more waiting five to 10 business days for it to arrive in the mail.

How cool is that? I certainly want my bank to do this.

[Top](#)

5. **Canadian Banks: Go Big or Go Home**

By Erik Heinrich

May 27, 2010 Fortune

With many of their rivals on the ropes, Canada's major banks are nicely positioned to catapult into the top tier of U.S. financial institutions for the first time ever.

The main reason is that the country's banks famously skated through the subprime and derivatives meltdown of 2008 with no government bailouts and comparatively few writedowns. As a result they replaced their Swiss rivals as the international standard for banking excellence and readied themselves for cherry-picking the best assets in the distressed banking industry south of the border.

On the surface, it looks like they're on a U.S. buying spree. Since mid-April, three major Canadian banks — **TD Bank Financial Group**, Bank of Montreal (BMO) and Bank of Nova Scotia — have collectively acquired six failed U.S. institutions. All the acquisitions were cautiously negotiated with the U.S. Federal Deposit Insurance Corp. (FDIC), which is taking on a heavy share of the potential loan losses.

But critics say the Big Five are playing it too safe, content to remain third- and fourth-string players in the U.S. markets where they operate, when they should be aiming for the No. 1 spot. If ever there was a time to do it, it's now, but Canadian banks don't seem to have the nerve to bust out and become truly global players.

That kind of reticence from the boardroom could be fatal for the future of Canada's major banks, who run the risk of growing stagnant behind cushy domestic regulations that make it impossible for foreign rivals to compete on an equal footing. Consider that the six recent acquisitions add up to a mere US\$22 billion in new assets for the buyers. That's about 1% of total assets for these pillars of Toronto's Bay Street — little more than a token gesture to make it seem Canada's banks are not entirely asleep at the wheel.

Analyst Michael Goldberg with Toronto-based Desjardins Securities agrees the U.S. market offers a rich opportunity for Canada's super-capitalized banks. TD in recent years has been most aggressive in building its U.S. franchise, he says. But reaction has been mixed. Some investors are very skeptical anytime Canadian companies buy anything in U.S.

Earlier this month, TD Bank (TD) acquired South Financial Group for US\$61 million, adding more than 100 branches to its 1,000-plus locations in the Maine-to-Florida corridor. This follows on the heels of buying three small Florida-based institutions closed by regulators.

BMO (BMO), which bought assets of failed Illinois lender Amcore Bank, adds 52 branches in Illinois and Wisconsin, building on an existing network of 288 branches at its Harris subsidiary. Toronto-based BMO made its big U.S. push with its C\$718 million (US\$682.1 million) acquisition of Harris in 1984. It has since spent about C\$2.5 billion (US\$2.4 billion) buying U.S. banks, but only reached the No. 3 spot in Illinois by deposits.

Scotiabank (BNS) is the third Canadian lender to take advantage of U.S. government-assisted acquisitions, snapping up R-G Premier Bank of Puerto Rico, building on the 17 branches it already has on the Caribbean island. However rival Banco Popular de Puerto Rico acquired the deposits of Westernbank at the same time, securing its position as the largest insured bank on the island, despite the fact that Scotiabank has been doing business in tiny Puerto Rico for 100 years.

Canada's big banks can afford to casually dabble in foreign markets because their domestic operations are reliable money-making machines that deliver billions of dollars in profit quarter after quarter.

But those profits come at the expense of Canadian consumers and small businesses, poorly served by a clubby group of banks whose domestic operations are perhaps the least competitive in the Organization for Economic Co-operation and Development (OECD), an

international group of 31 developed countries, including the U.S., Australia and South Korea, with free-market economies.

If Canada's major banks are not prepared to go big in the U.S., they should just pull stakes and go home

Top

6. **Parenting Perspective: Summer Slide**

By Amy Buckman

May 27, 2010 WPVI-TV (PA)

I was talking with other Moms during my son Micah's Little League game the other night. The topic was homework or the lack of it in recent weeks from our sons' teachers. Now, I'm as ready for summer as anyone. And believe me, Micah's not complaining. But school isn't over yet and we all noticed that the teachers have just about given up on giving the kids work to do after school. And frankly, I'm not sure this is a good thing.

Linda Gambrell, former President of the International Reading Association, writes "Most U.S. students go to school for nine months each year. Most grow in their knowledge and skills during this time. When summer comes along, however, many students, particularly those from low-socioeconomic families, experience summer learning loss. She adds, "Research indicates that struggling learners score significantly higher on standardized tests taken at the beginning of summer vacation than they do on the same standardized tests taken at summer's end. This loss is particularly evident in reading, and it is most pronounced among students from low-socioeconomic families, who may not have access to books.

That's why I think it's very important to keep kids reading throughout the summer. Many local libraries have Summer Reading Clubs. Joining these clubs is free and many give out prizes once children have read a certain number of books. Even if your child can't read yet, they can count books you read to them in their total. I remember the excitement all of my boys showed when we would go to the library each week over the summer to have the Librarian stamp their tally sheets. The prizes were cheap toys (that usually broke before we even got them home), but the library program kept them excited about reading, even when they weren't in school. The Philadelphia Free Library will be posting information about its Summer Reading Program at <http://libwww.freelibrary.org/summerreading/>.

Now, some bookstore chains are getting in on the act as well. Kids who join Barnes and Noble's Summer Reading Club can pick a free book after they read eight books, they can get a free book from the store. Borders has a similar deal, when children read 10 books. Obviously, these stores are hoping you'll shop when your kids bring in their completed book sheets, but you don't have to. There's even a bank that will pay your child to read. **TD Bank** will put \$10 into your child's savings account (or open an account for your child) when he or she reads ten books.

These programs can give kids incentive to read over the summer, but you still may have to push them a bit. Dr. Joanne Meier, a consultant with Reading Rockets, suggests these tips for parents: Help your child pick books that are on their reading level (if they can read with five or fewer mistakes per page, that's a good clue). Listen to your child read aloud every

day (you can do this outside, even by the pool or beach). Let them repeat the books they love. Read books that are bit more advanced out loud to them.

The people at Reading is Fundamental add that you shouldn't set time limits on summer reading, and make sure your kids see you taking time to read each day.

The one homework assignment Micah is still getting every night is his 30 minutes of reading. He loves the Hardy Boys mysteries. And you can be sure I'll be sending them to camp with him ... and I'll have another supply when he gets home.

[Top](#)

7. **TD Bank Profits Rise 45 Percent**

By Eileen Smith

May 28, 2010 Courier-Post (NJ)

CHERRY HILL Profits at **TD Bank**, the U.S. subsidiary of Toronto-based **TD Bank Financial Group**, rose 45 percent compared to the second quarter last year, thanks to growing deposits, personal loans and higher fees.

Thursday, TD said its U.S. operation netted \$241 million. Earnings at TD's Canadian banks rose 29 percent.

Our U.S. operations delivered improving results despite an economic picture that remains less robust than what we're seeing in Canada, **CEO Ed Clark** said in a statement.

Overall, TD earned \$1.12 billion or \$1.24 a share, compared to \$519.7 million or 56 cents a share a year ago.

TD also logged its lowest level of loan losses in six quarters.

The bank attributed that to improved credit quality north of the border, as Canadians displayed greater diligence in repaying their loans.

Loan losses have turned a corner and it seems that the economic recovery is taking hold in Canada, Clark said.

On the U.S. side of the border, TD batted back provisions for bad loans 37 percent to \$162 million in anticipation of a strengthening economy. Still, TD took a hit in corporate operations due to higher expenses, going \$155.5 million in the red on that front.

Domestic and U.S. retail banking earnings were well above our expectations, Andre-Philippe Hardy, an analyst with RBC Capital Markets, wrote in a brief to investors, while wholesale and corporate earnings were well below.

[Top](#)

8. **Investment Fund Suing for \$61 Million Lost in Rothstein Scheme**

May 28, 2010 Daily Business Review

An investment fund claiming a \$61 million loss in Scott Rothstein's phony settlement financing scheme is suing the convicted felon and **TD Bank**, claiming the money disappeared in the final two months before the fraud came crashing down.

A total of \$30 million in investment funds from New York-based Emess Capital was cleaned out of Rothstein Rosenfeldt Adler's TD Bank trust accounts in a six-day period just before the law firm chairman flew to Morocco, also the destination of a \$16 million wire transfer by TD Bank, a federal racketeering lawsuit filed Wednesday claimed. Emess received reassuring account printouts and meetings with Rothstein, TD Bank senior vice president Frank Spinosa, Weston, Fla., branch manager Rosanne Caretsky and Weston branch supervisor Ricardo Mejia about its investments and the safety of the accounts, Emess attorney David Mandel of Mandel & Mandel in Miami alleged in the suit assigned to U.S. District Judge Joan Lenard in Miami.

Emess now claims its dealings with the bank were riddled with critical false and fraudulent representations supporting Rothstein's criminal ventures.

Asked about the lawsuit Thursday, TD Bank spokeswoman Rebecca S. Acevedo said, "We just received it and are reviewing the matter."

Emess noted a similar suit filed by Coquina Investments, another investor in Rothstein's \$1.2 billion fraud, against him and the bank is pending before U.S. District Judge Marcia Cooke in Miami.

[Top](#)

9. **Southeast Business Briefs**

June 1, 2010 Florida Trend Magazine

Riverside National Bank of Florida, a 58-branch bank with \$3.42 billion in assets and \$2.76 billion in deposits, failed. Its deposits and nearly all assets were sold by the FDIC to **TD Bank**. TD also acquired the assets of failed AmericanFirst Bank in Clermont and First Federal Bank of North Florida in Palatka. The FDIC estimated that Riverside's failure would cost its deposit insurance fund \$491.8 million. The failures brought the total in Florida to nine this year.

[Top](#)

10. **Merrimack Valley in a Minute**

May 28, 2010 Eagle-Tribune (MA)

The Lawrence Public Library was one of 10 libraries in Massachusetts to receive a total of \$40,000 from the **TD Charitable Foundation**.

The donation from the charitable arm of TD Bank was part of National Library Week celebration in April, which kicked off the bank's Summer Reading Program. The program not only encourages youngsters to read, but teaches them the importance of saving and money.

TD Bank contributes \$10 into a new or existing Young Saver account for each child who reads 10 books throughout the Summer Reading Program, which runs through Sept. 30.

[Top](#)

INDUSTRY NEWS

1. **Battle Over Preemption Hinges on Fine Print**

Senate language gets industry nod over house's

By Cheyenne Hopkins

May 28, 2010 American Banker

WASHINGTON While both the House and Senate financial reform bills claim to restore the so-called Barnett standard for preemption of state law, that has not stopped federal and state regulators from continuing to battle over the issue.

The Office of the Comptroller of the Currency and the banking industry are backing the Senate version, which they argue more explicitly restores that standard and would protect decades of precedent surrounding the issue. State regulators and consumer groups prefer the House provision, which they view as more flexible and which would force the OCC to take additional steps before preempting a law.

The Senate bill is in my mind just hugely preferable, said Howard Cayne, a partner at Arnold & Porter. The benefit of the Senate version is it doesn't reopen for years of litigation questions, close calls that have been resolved.

At issue is the 1996 Barnett Supreme Court case, which said that the OCC could preempt state law on a case-by-case basis. Though lawmakers in both chambers claim that is their goal, the Senate bill explicitly references the Barnett decision, while the House borrows some of its wording but does not name it.

Instead, the House version says that the OCC can preempt a law if it prevents, significantly interferes with, or materially impairs the business of banking.

Banking lawyers see that as a big difference, saying its failure to cite the case and addition of new language could make it harder for the OCC to win a court fight over preemption.

The House bill establishes a new standard for determining if a state law is preempted, said Ray Natter, a partner at Barnett Sivon & Natter PC. While this standard is intended to be the same as the standard used by the Supreme Court in the Barnett case, the fact that it does not cite the case can create some questions.

The House language also would force the OCC to take additional steps before preempting a statute, including proving that a substantive federal law exists that tackles the same issue the state law is trying to address. This creates a new requirement not found in current law, and no doubt that would lead to extensive litigation over whether this hurdle had been met, Natter said. It is for these reasons that the Senate bill is closer to the stated congressional goal of maintaining the Barnett case.

Art Wilmarth, a professor at George Washington Law School, said there will be an increase in litigation no matter which side prevails. If the House bill gets passed, the whole focus is going to be on the words "materially impair," he said. If the Senate language passes, the question is going to be what is the Barnett standard. Either way, there is going to be a lot of litigation over what the standard is.

The OCC and bankers said they would have a better shot of winning those court battles if the Senate version were adopted. By explicitly referring to the Barnett case, the courts will defer to other precedents concerning that decision.

We think it's important that precedent that's been in place for 150 years be preserved," said Ken Clayton, chief legislative counsel for the American Bankers Association. "We think the Senate version is clearer in directing the courts in what Congress meant.

Several cases since Barnett have relied on that decision, including the 2007 Supreme Court case *Watters v. Wachovia*, which said that the operating subsidiaries of national banks enjoy the same preemption powers from state consumer protection laws as their national bank parents.

What we have with Barnett is a series of court cases that have followed Barnett so we know what courts would likely do with Barnett," said Robert Cook, a partner at Hudson Cook LLP. "You have to think that a court looking at the House version will first say they didn't adopt the Senate language, so they must mean something different, so right off the bat you are going to get something different.

But John Ryan, an executive vice president at the Conference of State Bank Supervisors, said the point of the bill is not to reaffirm existing law.

By that argument we'd really be saying this is all for nothing," he said. "I don't think we've had such a big debate to come to a result that is purely a blessing of what the OCC has already done.

Some industry representatives said that no matter which version is included in the final bill, bankers have already lost on the issue.

I don't like either quite frankly, because I think both will lead to confusion and litigation," said Richard Hunt, president of the Consumer Bankers Association. "It's like asking which sister do I want to kiss. ... Don't think we are up here jumping for joy that the Senate measure was a little more measured than the House language. If they accept the Senate language it will still be problematic.

The House and Senate preemption provision also differ on how much power to give state attorneys general. While both bills would give them more authority than they currently have, the House bill would let state AGs enforce any federal law against national banks. The Senate bill, however, would only allow states to enforce federal rules promulgated by a new consumer protection regulator. The Senate bill also limits AGs to actions within their own states.

Although the OCC and bankers oppose both provisions, if forced to choose they would pick the Senate version. "It's not only the law that's out there, but it's the types of cases you bring and the positions you take in court," said Ron Glancz, a partner at Venable LLP. "You need uniformity. If you have 50 AGs, they are going to argue the same federal law, but they are going to have discretion on their interpretation.

Clayton said that even if the Senate version prevails on that issue, there could be trouble.

We believe it is an invitation to politicizing bank regulation, he said. In some respects it may more greatly complicate it, because now you will have varying states seeking to litigate enforcement in ways that may or not be consistent with what the [consumer agency] or OCC want to do.

He suggested the change may not even be necessary if the administration is creating a strong consumer agency. It does open the question of why you would need to up end the current state of play of preemption, he said.

But Ryan said national banks should face additional enforcement, like other businesses. Why do national banks deserve protection that almost no one else in our economy gets? he said. Why do they get excluded from enforcement at the state level when the biggest car companies, oil companies, Wal-Mart gets subjected to it? What social function are they performing that would exempt them from the full range of possibilities our democracy presents?

What version will ultimately prevail remains unclear. Sen. Tom Carper, D-Del., who authored the provision in the Senate bill, said last week he was confident it would be included in the final bill. Some analysts agree.

I suspect the compromise on the Senate side will carry the day, said Raj Date, the chairman of the Cambridge Winter Center for Financial Institutions Policy.

[Top](#)

2. **White House Focuses on Five Regulatory Reform Priorities**

By Cheyenne Hopkins

May 28, 2010 American Banker

The Obama administration continued to push its priorities Thursday on what provisions should be included in the final regulatory reform bill.

Neal Wolin, Treasury deputy secretary, said the administration was focused on several things, including subjecting retail brokers to a fiduciary duty, preventing auto dealers from being exempted from consumer protection and ensuring the so-called Volcker Rule is part of the final bill.

As conferees begin the process of reconciling the remaining differences in the two bills, we will continue to fight for the strongest financial reform bill possible, Wolin at a speech before the Financial Industry Regulatory Authority's conference in Baltimore. And we will oppose any attempts by particular interests to use the conference process as an opportunity to weaken the final bill.

He said the administration will work to include the Volcker Rule's ban of proprietary trading and limit on the size of financial firms. The Volcker Rule is part of the Senate bill but not explicitly included in the House.

Page 14 of 17

Wolin also said that the administration will seek to maintain safeguards to prevent resolution authority being used unless necessary but also maintain flexibility to act in a time of crisis.

In an interview on CNBC before the speech, Wolin once again dodged taking a position on a provision in the Senate bill that would force banks to spin off their derivatives business. We want to make sure dealers are well regulated, that we have transparency, central clearing and so forth, he said.

[Top](#)

3. **Bernanke Extended Period May Be Curtailed as Credit Improves**

By Bob Willis and Anthony Feld

May 28, 2010 BusinessWeek

Consumer delinquency rates are dropping at U.S. retailers and banks such as American Express Co. and Bank of America Corp., signaling an incipient lending thaw that may spur economic growth.

Past-due loans at Bank of America, the second-largest card lender, fell for a fifth month in April and by the most in four years, while AmEx's delinquencies were down 34 percent from a year earlier. Target Corp., the second-largest U.S. discount retailer, last week reported its lowest delinquency rate in the latest quarter since the second quarter of 2008.

With fewer tardy borrowers to worry about, banks are more likely to extend fresh credit to American consumers, whose spending makes up 70 percent of the economy. That may weaken Federal Reserve Chairman Ben S. Bernanke's commitment to an extended period of low interest rates once policy makers determine the European debt crisis no longer poses a risk to the recovery, said economist Stephen Stanley.

Then we get back to the scenario where the U.S. banking system is gradually healing, credit quality is gradually improving and creditworthiness of borrowers is improving, said Stanley, chief economist at Pierpont Securities LLC in Stamford, Connecticut. Some evidence of stability in the banking sector is an additional precondition to normalizing monetary policy.

U.S. central bankers on April 28 kept the benchmark federal funds rate in a range of zero to 0.25 percent, where it has been since December 2008, and said subdued inflation and high unemployment are likely to keep rates exceptionally low. They repeated their assessment that consumer spending was likely to be restrained by tight credit.

Reasons for Optimism

Bernanke, in a May 6 speech in Chicago, said bankers' attitudes on lending may be shifting, citing as reasons for optimism the economic recovery and expectations among senior loan officers for a modest reduction in troubled loans. The comments were overshadowed by that day's 9.2 percent intraday plunge in the Dow Jones Industrial Average, which was sparked in part by concerns about euro-zone defaults.

The Fed chairman is getting closer to saying the economy has reached a turning point, and the confidence he expressed was overlooked due to the market's extreme volatility, said

Chris Rupkey, chief financial economist at Bank of Tokyo-Mitsubishi UFJ Ltd. in New York. When we look back some months from now, his remarks may be seen as prescient in forecasting a sustainable economic recovery.

Loan Officer Survey

The Fed's latest survey of senior loan officers, released May 3, showed the smallest proportion of banks in two years restricted lending standards in the first quarter. Other Fed data released May 7 showed consumer borrowing unexpectedly rose in March for the second time in three months, signaling Americans are becoming more optimistic about the recovery.

One of the factors the Fed watches when deciding when it's appropriate to begin normalizing rates is when banks stop tightening lending standards, said Dean Maki, chief U.S. economist at Barclays Capital Inc. in New York. This is starting to happen.

Economists surveyed by Bloomberg between April 29 and May 10 cut their forecasts for Fed rate increases to a quarter point rise in the fourth quarter from the half point gain forecast in the month-earlier survey.

If lending standards start to stabilize, that'll be another reason to remove the emergency measures, including the zero rate, said Jay Bryson, a senior global economist at Wells Fargo Securities LLC in Charlotte, North Carolina, who formerly worked at the Fed in Washington.

Target Profits

Minneapolis-based Target reported May 19 that credit-card loans more than 60 days overdue declined to 5.3 percent of the total in the first quarter, from 6.3 percent in the previous period, helping it post profits that beat analysts' projections.

Citibank's new U.S. card account originations fell 17 percent in March from a year earlier, about half the 35 percent drop posted in January. Originations climbed 3 percent in February, which was the first annual gain since the data started being reported in Oct. 2008, according to the Treasury's monthly lending report.

The fundamentals here in the U.S. are suggesting the Fed should already be on a path towards tightening, said Guy LeBas, chief fixed-income strategist at Janney Montgomery Scott LLC in Philadelphia, which manages about \$30 billion in client accounts. They should already be taking some action to be preparing to raise rates; however, the drama overseas is likely to encourage policy makers to pursue a cautious path.

Top

The Daily News Brief is published exclusively for the Employees of TD Bank; please do not distribute outside the company.

The information presented may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and comparable "safe harbour" provisions of applicable Canadian legislation, including, but not limited to, statements relating to anticipated financial and operating results, the companies' plans, objectives, expectations and intentions, cost savings and other statements, including words such as "anticipate," "believe," "plan," "estimate," "expect," "intend," "will," "should," "may," and other similar expressions.

Such statements are based upon the current beliefs and expectations of our management and involve a number of significant risks and uncertainties. Actual results may differ materially from the results anticipated in these forward-looking statements. The following factors, among others, could cause or contribute to such material differences: the ability to obtain the approval of the transaction by The South Financial Group, Inc. shareholders; the ability to realize the expected synergies resulting from the transaction in the amounts or in the timeframe anticipated; the ability to integrate The South Financial Group, Inc.'s businesses into those of The Toronto-Dominion Bank in a timely and cost-efficient manner; and the ability to obtain governmental approvals of the transaction or to satisfy other conditions to the transaction on the proposed terms and timeframe. Additional factors that could cause The Toronto-Dominion Bank's and The South Financial Group, Inc.'s results to differ materially from those described in the forward-looking statements can be found in the 2009 Annual Report on Form 40-F for The Toronto-Dominion Bank and the 2009 Annual Report on Form 10-K of The South Financial Group, Inc. filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's Internet site (<http://www.sec.gov>). The proposed merger transaction involving The Toronto-Dominion Bank and The South Financial Group, Inc. will be submitted to The South Financial Group, Inc.'s shareholders for their consideration. Shareholders are encouraged to read the proxy statement/prospectus regarding the proposed transaction when it becomes available because it will contain important information. Shareholders will be able to obtain a free copy of the proxy statement/prospectus, as well as other filings containing information about The Toronto-Dominion Bank and The South Financial Group, Inc., without charge, at the SEC's internet site (<http://www.sec.gov>). Copies of the proxy statement/prospectus and the filings with the SEC that will be incorporated by reference in the proxy statement/prospectus can also be obtained, when available, without charge, by directing a request to The Toronto-Dominion Bank, 15th floor, 66 Wellington Street West, Toronto, ON M5K 1A2, Attention: Investor Relations, 1-866-486-4826, or to The South Financial Group, Inc., Investor Relations, 104 South Main Street Poinsett Plaza, 6th Floor, Greenville, South Carolina 29601, 1-888-592-3001.

The Toronto-Dominion Bank, The South Financial Group, Inc., their respective directors and executive officers and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Information regarding The Toronto-Dominion Bank's directors and executive officers is available in its Annual Report on Form 40-F for the year ended October 31, 2009, which was filed with the Securities and Exchange Commission on December 03, 2009, and in its notice of annual meeting and proxy circular for its most recent annual meeting, which was filed with the Securities and Exchange Commission on February 25, 2010. Information regarding The South Financial Group, Inc.'s directors and executive officers is available in The South Financial Group, Inc.'s proxy statement for its most recent annual meeting, which was filed with the Securities and Exchange Commission on April 07, 2010. Other information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.

**THE FOLLOWING IS A COMMUNICATION SENT TO EMPLOYEES OF TD BANK,
AMERICA S MOST CONVENIENT BANK AND THE TORONTO-DOMINION BANK ON MAY 24, 2010
Daily News Brief**

May 24, 2010

Compiled by Brittany Roberge, Corporate and Public Affairs

TD BANK NEWS

1. **Intelligent Investing With Steve Forbes Transcript/Video: Bharat Masrani** Forbes

Canada Missed Much of Crisis. Steve Forbes: Bharat, very good to have you with us. And first with the parent, how did TD and others in Canada avoid the excesses that seemed to have flipped the rest of the world? [TD Bank s Bharat Masrani is quoted.]

2. **Get Briefed: Bharat Masrani** Forbes

About Bharat Masrani. **Bharat Masrani is the chief executive officer and president of TD Bank.** He is also a member of the TD Bank board of directors.

3. **TD Bank Eschews Holy Grail For Banks and Rides Out Economic Storm** Forbes Blog

In a move that was vilified by the banking community, **TD Bank Financial Group** the 154 year old Canadian-based institution got out of the structured products game in 2005 before the entire financial landscape started to buckle and heave under the weight of a global economic crisis. **TD Bank s President & CEO Bharat Masrani** speaks about why his company shed some of its financial baggage in the next edition of Intelligent Investing With Steve Forbes.

4. **Horizon Misses Deadline to Disclose Financial Data** Herald Tribune (FL)

The parent of struggling Horizon Bank of Bradenton has yet to file its first-quarter earnings report, prompting a notice to regulators. [TD is mentioned.]

5. **Vigil Planned To Oppose Bank Construction** News Record (NJ)

The Concerned Citizens of Union County (CCUC) are planning to hold a weekly Friday after noon vigil, beginning today, to oppose the construction of a **TD Bank** branch at the corner of Morris and North Avenues on the Elizabeth, Hillside and Union border. The vigil will take place from 5-6 p.m.

6. **Giving News in Brief** PhilanthropyJournal.com

TD Charitable Foundation, charitable arm of TD Bank, donated \$300,000 in to public libraries from Maine to Florida.

7. **Berkshire Athenaeum Will Offer Summer Plan for Kids** Berkshire Eagle (MA)

The Berkshire Athenaeum, and some of its younger patrons, are getting a few extra dollars. **TD Bank** has launched a two-pronged initiative through its TD Charitable Foundation to give public libraries across the country a boost in the wake of dwindling public funds.

8. **TD Bank Donates Supplies to Tools for School Program** St. Augustine Record (FL)

Kelly Bland, Vice President of First Federal of North Florida now **TD Bank** of North America recently presented the St. Johns County Education Foundation's (SJCEF) Tools for School Program with two truckloads of office supplies.

9. **Will Carolina First Owner Aid Communities?** The Greenville News

Joel A. Smith, retired dean of the University of South Carolina's Moore School of Business, knows how the acquisition of a local bank and the loss of a bank headquarters can affect a community. [**Toronto Dominion Bank** is mentioned.]

INDUSTRY NEWS

1. **Mortgage Rates Decline** Wall Street Journal

The financial turmoil in Europe is providing an unexpected windfall for American home buyers, as international money seeking a safe haven is flowing into the U.S., pushing domestic mortgage rates to the lowest levels of the year and back near 50-year lows.

2. **Reg Reform Bill Misses Opportunity to Overhaul Agencies** American Banker

Though House and Senate lawmakers still have plenty of issues to work out in the final regulatory reform bill, one thing is already clear: The legislation will do little to streamline the fractured financial regulatory framework.

3. **Economists See Solid U.S. Growth** Wall Street Journal

The U.S. economy should expand at a solid pace this year and next as consumers increase spending, confident the recession is behind them, a panel of economists said in a survey released Monday.

TD BANK NEWS

1. **Intelligent Investing With Steve Forbes Transcript/Video: Bharat Masrani TD Bank CEO Discusses The Wow Culture That Makes His Bank Different.** May 24, 2010 Forbes

Video: http://www.forbes.com/2010/05/21/masrani-td-canada-intelligent-investing-video.html?feed=rss_europe

Transcript:

Canada Missed Much of Crisis

Steve Forbes: Bharat, very good to have you with us. And first with the parent, how did **TD** and others in Canada avoid the excesses that seemed to have flipped the rest of the world?

Bharat Masrani: Well, thanks for having me here and good to see you. Well, we in Canada, obviously as now is well advertised, you know, avoided most of the financial turmoil that went on around the world. And the answers are many-fold. But if you look at Canadian banking generally, we have five or six banks that control most of the banking business in Canada. So the banks are global in scale, very large, very well managed. Obviously I'm biased. And we also have a regulatory and a competitive structure that allows us to withstand a lot of the turmoil that you see in the world. For example, in our case, if I take the example of mortgages, in Canada, banks are encouraged to hold mortgages. Most of those mortgages are low-risk. A lot of them guaranteed by the government of Canada. And the way our capital rules work, the way our leverage ratios work, banks are encouraged to carry that. So when you have that, when you have sustainable earnings, you know, the business models are pretty good. You have low volatility in your earnings. So most Canadian banks were able to weather the storm profitably and in our case, we were able to grow our bank through this cycle.

Forbes: Now, a couple years ago, you got out of certain areas that you thought were getting a little dicey. Can you explain that?

Masrani: Yeah, it was actually about four or five years ago. I'll give you a bit of background. The TD Bank Financial Group, our bank a 154-year-old bank, full-service, quite global and we used to be one of the top 10 banks in structured products from a global perspective [we] decided four or five years ago that it was a business where the risk-reward was not obvious. There was lack of transparency. Markets were not as liquid as people thought they were.

And valuations were very difficult. In fact, you know, most of the valuations were based through modeling. So when we looked at that, we decided to exit the business. And it was not an easy decision. In fact, you know, we were vilified by the community saying, "You know, you guys are leaving when this is the next holy grail for banks." We are happy we did. What that did was it positioned us for this particular cycle in a manner that frankly, you know, it was not an issue for my bank.

The Wow Culture

Forbes: You touched on [the fact that] you've got a growing presence, dramatically growing presence, in the United States. And one question we have to ask is, when you bought Commerce Bank Corp., which was an unusual bank, its culture seems to have overtaken you. Here you are a Canadian and you're supposed to be much more formal than we in the U.S. And here you are, you have your pin, you call your branches stores. You have the formal name, "America's Most Convenient Bank." What's going on here?

Masrani: Well, you know, there must be something about the Canadian stereotype, and obviously we are not that. You know, when you look at it, the model we run in Canada is centered around service and convenience, which is no different than what we have in the United States. You know, now we have, as you rightly pointed out, 1,100 stores from Maine to Florida. We are TD Bank, America's most convenient bank. We believe that the only way to differentiate in our business, to have sustainable differentiation, is through service and

convenience, you know, products and price can be matched in a millisecond. So that's our model. And we believe in the wow culture. You know, that's what we do day in and day out. Our people matter. You know, for us, we don't make cars. We don't make screwdrivers. We got to reinvent ourselves every day. So we're very happy with our presence in the U.S.

And people ask me, you know, as to how is it going, because the timing from a macro perspective, some might have suggested this is a difficult time in banking. Frankly, for us, this has been a fantastic time to grow our bank. And we're very happy with how it has turned out. So you're right, our culture is unique, but that makes the difference. In our case, you know, it's our people. It's the wow culture. And like I suggested to you earlier, try our bank. You know, you will be happy with what you see.

Forbes: Now some of the things you do and maybe you could answer the question [of] why others haven't done it is you have things like lollipops, dog biscuits for people's dogs. What other things do you do? And why don't others have dog biscuits or cat biscuits or whatever?

Masrani: Yeah, so, you know, we could spend hours here and I'd enjoy doing that. But from a big-picture perspective, we are America's most convenient bank. Most institutions would define convenience as just hours. And yes, that's an important component. But for us, you know, it's convenient in everything you do with us. You know, if you are married, we're going to make it convenient for you. If you happen to be, you know, have a pet, we'll make it convenient for you. If it's raining outside, we'll make banking convenient for you. So we mean what we say. It's not just a tag line. You know, that's what we do. And so, you know, if you have change, you can walk into any of our stores and there's a penny arcade, you know, you can have your coins counted for you. We make it fun for the kids. And for us, this is what wow culture is all about.

Now, you asked me how come others cannot just copy you. I wonder sometimes, but I think it is more difficult than people realize. So for example, you know, we are open on Sundays in most of our network, and we are open late. So what does that mean? It means that, you know, your hiring practices, your training, you know, your staffing models are all unique to fit that particular model. It is one example I give you. So, you know, I think it's not an easy thing to copy. There are barriers to this model. And I'm happy there are because, you know, we are unique in that regard.

Forbes: You mentioned training. You have, you might call it, a bank university.

Masrani: We do: TD University. Yeah, Mount Laurel, N.J.

Forbes: Which is a little unusual. Describe some of the unusual characteristics of this place.

Masrani: Well it is, frankly, a university. You know, it's a great facility. In fact, you know, obviously I'm biased, but we were ranked among the top training places. I forget the exact ranking, but it was in the top 125 globally. So what we do is, you know, for us culture is critical. So the day new employees walk in, you know, we go through an intense program of what the bank is all about. You know, how do we wow our customers? What do we stand for? Service and convenience is critical. And, you know, what does it take to provide that first-class service day in and day out? So that's one component.

Forbes: And a training facility is not the usual classroom.

Masrani: Yeah, well, you know, and we have our employees go back to the university on a regular basis so that, you know, we keep our programs very fresh. And frankly, you know, we spend a lot of money training our people, you know, having the facility. And it's critical for our model. It's a differentiation. And we're happy that we're able to do that.

Greece Vs. California

Forbes: Going to a macro question, what do you think will be the knock-on impact of Greece? Because, as you know here in the United States, we have our Greeces. Some of the states like California, we all know are in trouble. Many municipalities are in trouble. How do you see all of that playing out, and what impact is that going to have on economic growth?

Masrani: I mean, obviously what is going on is not pleasant to watch, and there are no easy answers. These things get developed over many, many years of problems. And we see the culmination of that. My view is there's no easy way out here.

I think, you know, there is a bailout now, that's what we hear. And I'm sure there will be some impact. But it is going to be difficult. When you have a dislocation of the type we've seen, it takes a long, long time. And, you know, it's unfortunate that a lot of the Europeans will be suffering through it. So there's no easy answer. I think this will take time. It is going to take a huge amount of discipline within Europe. In the U.S, there are issues, obviously. You know, we are here. But there appears to be more flexibility I would say. You know, once the economy starts to strengthen, I'm sure some of the finances in certain states will improve. But there are certain fundamental issues people will have to grapple with. You know, you cannot run deficits like we have been. So I'm sure there would be implications. But I see over the long term, I feel much better what can be done in the U.S. than on a macro basis internationally.

Commercial Real Estate

Forbes: Let me ask you on commercial real estate, where everyone knows there are problems there. How do you see that unfolding?

Masrani: Yeah, so in my bank's case, just to give you some sense, you know, recessions hurt banks. There is no way out of it. You cannot avoid them because we are in the risk-taking business. But what have we done? In our case, you know, we have been a positive outlier through this cycle. And how did we do that? So our losses are much less than our peer group such that we're, you know, still very profitable in the U.S. alone.

And we were able to do that by making sure that the conservative risk management culture, you know, that we are able to maintain that. We made sure that we stuck to our footprint. We did not, you know, mess around in markets that we did not know. And frankly, we originated our own loans. You know, we did not go out and buy loans from others. Now, I give you that background is that when you have that situation, yes, commercial real estate might be difficult, you know, from a macro perspective. It has been difficult in certain parts of the country. It has been a disaster. But there are parts of the country we are central in the Northeast of the U.S. You know, we have a growing presence in Florida, but we are pretty small there, so we didn't suffer the Florida market as such. But that is an issue. But I feel that, you know, the marvel of the United States is that when the economy turns, you know, the more people come in, there's more confidence.

I'm already seeing some signs of deals happening in the market. So I'm not as pessimistic. I think yes, it's not going to be smooth sailing. But I don't see a major, major disaster either.

Bank Regulation

Forbes: In terms of bank regulation, are bank examiners easing up a little bit? Because we heard stories if a bank made a loan, boy, you have to be really ready to defend it. And are they being a little more reasonable now, more common sense, or is it still a jagged curtain?

Masrani: This might sound unusual, but I think as a bank, we're all on the same side. You know, there's no us vs. them, as long as we do the right things, and so I don't particularly find that difficulty. In fact, our bank, through this recession, has grown. We are upping our loans when the whole industry is down.

You know, we are making mortgages and happy to make the mortgages. We are ahead in our HELOC [home equity line of credit] book. So we've grown our bank through this recession. And I've had no difficulty with any of my stakeholders, including the regulators, to execute on that strategy. So, you know, I read the same, you know, newspapers as you do, but I haven't come across, you know, any major issues in my day-to-day running of how we manage our book or how we grow our book.

Growth and Acquisitions

Forbes: You've made some acquisitions via the FDIC, [in] Florida and elsewhere. Do you see more opportunities cropping up with the failed banks that you can move in on?

Masrani: So for us, you know, the great competency we acquired and we've had that in Canada over many, many years is ability to organically grow. So my bank, in the U.S., we opened 33 new stores last year. I'm not aware of many banks that are opening new locations. We opened 33 new stores. We're going to be opening 32 this year. Now that's very much part of our network. You know, we continue to invest in our people. We continue to invest in our brand. So that allows us to grow organically. But should a compelling opportunity come up and, you know, my view is Riverside and the two small banks that we bought in Florida were in that category of course we will look at it. You know, we've said that if there is a sensible way to acquire where we are not going to be taking risks that we do not understand, if there is transparency on the asset side of the balance sheet, of course we will do that. You know, sad to say, but there's only three banks listed on the New York Stock Exchange that are AAA rated. One of them is TD Bank Financial Group. So we have the capital. You know, we have the right strategy from my perspective. And if there is an opportunity out there that makes sense and that fits our model, of course we will pursue that.

And that's where Riverside and the two banks you mentioned in Florida that fit that category for us.

Forbes: So-called reform, regulatory, federal regulatory reform, taxes on banks, that's not going to be helpful, is it?

Masrani: It is tough to comment on what's going to happen. But, you know, take the tax issue, just to use that as an example. You know, does it make sense? Perhaps, you know. What should it be? Maybe, you know, some people much smarter than I will figure that out.

But having said that, now, if you look at the premise, the original premise of the tax, was that, OK, the funding is going to be used to recoup, you know, some of the TARP funds. It is

to make sure that, you know, banks that receive favorable treatment that they're able to, you know, pay back in some way. Well, say in our case, TD Bank Financial Group, we did not take one dollar's worth of TARP. We did not take any bailout funds from any country in this world. We grew our bank. We're more profitable. In fact, we announced our results last quarter. We had record profits, very profitable in the United States, growing our bank. So if the premise is to recoup, you know, from banks that took TARP, then obviously, you know, it doesn't make sense for my bank. But if there's some other way to look at this then obviously, you know, we are open to looking at and whatever the laws are, we will follow them. But, you know, I think this is a more complicated subject, and what's the premise and, you know, how do banks manage around it?

Need Capital Requirements

Forbes: How should Washington deal with this thing called "too big to fail"? Is it more sensible capital requirements? Because it would seem that creating a fund almost guarantees what you saw with Fannie Mae (FNM news people) and Freddie Mac (FRE news people) whether it's one dollar or a trillion, people know, OK, Uncle Sam is in, different set of rules here.

Masrani: You know, if you go back, just to start off, I think some form of reform is necessary to address, you know, what we just went through. But I think it is important to keep in mind what caused this crisis.

You know, so, was there excess leverage in some lines of businesses, in some banks? The answer is yes. Otherwise we wouldn't have the problem we have. Was there adequate level of capital in all the banks to address the risks? With the benefit of hindsight, it's obvious that some did not have enough capital. What was the quality of that capital? Was there consistent application of regulations around the world? And obviously with the benefit of hindsight, we see that there wasn't. Was there a test that did not really address the issue? The answer is yes, there were not adequate level of tests. So when you look back, you know, reform should address those issues. And frankly, you know, a lot of the suggestions would get there. Now your particular example of too big and all that, I mean, who knows to define what is big, what is small?

But I think if we were to address leverage, recognize the risks, make sure that the banks are adequately capitalized, so, you know, I don't want to get into too much [in terms of] technical points, but what should be tier one? What's the composition of tier one? How much common equity in tier one capital for banks? What should be the leverage that you allow in trading books? What kind of capital are [we] going to ask banks to hold against those trading positions? I think those will solve the problem, because that's what caused this. And hopefully, you know, the regulations that will finally emerge from the package that is being debated will address those points.

Forbes: So there's no need to try to turn back the clock to Glass-Steagall or the Volcker rule and say that banks can't do this, can't do that? Your point's a very valid one. If you have adequate capital ratios, you're not going to put the system at risk.

Masrani: Yeah, some of the rules are necessary, you know, as to what activities. You know, does it make sense for regulation to capture all the players in the financial services business? ... You know, when you look back at subprime, in our case, you know, we were not in the subprime business. But if you look at subprime, you know, how many unregulated entities were there making subprime loans? So I think, you know, parts of this

are necessary. Rules as to, you know, suitability, you know, whether the products are suitable for certain types of individuals, obviously is necessary. But I think the lynch pin in banking has been capital, has been, you know, definition of a risk-based way of looking at assets rather than, you know, whether you have a subprime loan on your balance sheet or you have a Treasury bond on your balance sheet.

You know, we need to find a way to differentiate between the two and make sure banks are encourage to keep, you know, quality assets on their books.

Forbes: And clearinghouses for things like credit default swaps, does that make sense to you?

Masrani: Yeah, I think some of it does make sense. But as usual, the devil is going to be in the detail. You know, I mean, these are markets where, some of them are commodity types and does that make sense that those should, you know, be trading and [have] better transparency?

Now, whether they go through clearinghouses, or there is a better way to create transparency, or there are better disclosure rules around them, you know, you can come up with various solutions but I think what this crisis has shown us is that transparency, you know, valuations that make sense, suitability like how do you make those mortgages, I think those are the issues we need to capture. And, you know, maybe clearinghouses do address parts of that but not, perhaps, all of what is required here.

Return of Europe?

Forbes: Quick question going back to Europe, since you've worked in Europe. What's the future of the euro? Europe, to be blunt, I can say this, has been an economic, overall Western Europe, has been something of a backwater given cultural traditions, given the level of education. They were way behind on technology, way behind on job creation. Can Europe get back in the big leagues again?

Masrani: You know, people right now, because of the crisis, you know, talk a lot about the euro, for example. And I think these models do work if, for the most part, you know, each of the players stay within the band of, you know, so what's going to be the deficit? You know, what kind of, you know, tax policy are you going to have? And when you somehow, you know, get off that, then it is hard. You know, traditionally as you know better than I would, how would a country, you know, solve a crisis as to what we are seeing now? Well, they would just, you know, massively devalue their currency and hope for the best. Tough to do that when you're part of a common currency. And a huge disparity as to, you know, what Northern Europe might look like vs.[what] Southern Europe might look like. So I think there are major issues that need to be addressed here. But as usual, and I think it's always darkest when the crises are there. You know, but these countries, there is resiliency, there is history.

And I'm sure they will come out of it. But it is not going to be the same as we see today. And so again, maybe I'm just an optimist by nature. But I feel that some of these things will result in a better framework going forward. Now, you know, the proof is going to be in the pudding. The U.S. is able to do that because, you know, it's one country. When you have numerous countries, it is extremely difficult. So we'll see how it pans out.

Forbes: Bharat, thank you very much. Thank you for joining us.

Masrani: Thanks very much, good to see you.

Forbes: Good to see you.

[Top](#)

2. **Get Briefed: Bharat Masrani**

TD Bank CEO tells Steve Forbes how his bank avoided much of the financial crisis.

By Alexandra Zendrian

May 24, 2010 Forbes

About Bharat Masrani

Bharat Masrani is the chief executive officer and president of TD Bank. He is also a member of the TD Bank board of directors.

Masrani started his banking career at TD Bank Financial Group in 1987 as a commercial lending trainee. Before becoming CEO of TD Bank in 2007, Masrani was chief risk officer at TD Bank Financial Group. He was also senior vice president and CEO of TD Waterhouse Investor Services in Europe.

Besides being on TD's board, Masrani is on the board of directors at Maine Medical Center. He also serves on the Schulich International Advisory Council.

He and his wife, Shabnam, alternate their time between Philadelphia and Portland, Maine. They have two children.

[Top](#)

3. **TD Bank Eschews Holy Grail For Banks and Rides Out Economic Storm**

By Dikenta DikeBio

May 21, 2010 Forbes Blog

In a move that was vilified by the banking community, **TD Bank Financial Group** the 154 year old Canadian-based institution got out of the structured products game in 2005 before the entire financial landscape started to buckle and heave under the weight of a global economic crisis. **TD Bank's President & CEO Bharat Masrani** speaks about why his company shed some of its financial baggage in the next edition of Intelligent Investing With Steve Forbes.

We used to be one of the top ten banks in structured products from a global perspective and decided four or five years ago that it was a business where risk reward was not obvious, Masrani tells Steve Forbes. There was lack of transparency. Markets were not a