



### Ed Clark

President and CEO TD Bank Financial Group

### Bill Ryan

Chairman, President and CEO Banknorth Group, Inc

Investing in New Avenues of Growth August 26, 2004



■ Banknorth Group, Inc.

### Forward Looking Statements

This press release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements relating to anticipated financial and operating results, the companies' plans, objectives, expectations and intentions and other statements including words such as "anticipate," "believe," "plan," "estimate," "expect," "intend," "will," "should," "may," "and other similar expression. Such statements are based upon the current beliefs and expectations of TD Bank Financial Group's and Banknorth Group, Inc.'s 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 materially differences: change in general economic conditions; the performance of financial markets and interest rates; the ability to obtain governmental approvals of the transaction on the proposed terms and schedule; the failure of Banknorth Group, Inc.'s shareholders to approve the transaction; disruption from the transaction making it more difficult to maintain relationships with clients, employees or suppliers; increased competition and its effect on pricing, spending, third-party relationships and revenues; the risk of new and changing regulation in the U.S. and Canada, acts of terrorism; and war or political instability. Additional factors that could cause TD Bank Financial Group's plane, Inc.'s results to differ materially from those described in the forward-looking statements can be found in the 2003 Annual Report on Form 40-F for TD Bank Financial Group and the 2003 Annual Report on Form 10-K of Banknorth Group, Inc. filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's Internet site (http://www.sec.gov).

This communication is being made in respect of the proposed merger transactions involving the acquisition by TD Bank Financial Group of 51% of the outstanding common stock of Banknorth Group, Inc.. In connection with the proposed transactions, a combined registration statement on Form F-4 and S-4 containing a proxy statement/prospectus will be filed with the Securities and Exchange Commission. Shareholders of Banknorth Group, Inc. are urged 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 TD Bank Financial Group and Banknorth Group, Inc., without charge, at the Securities and Exchange Commission's Internet site (Intp://www.sec.gov). Copies of the proxy statement/prospectus and the filings with the Securities and Exchange Commission that will be incorporated by reference in the proxy statement/prospectus can also be obtained, without charge, by directing a request to TD Bank Financial Group 66 Wellington Street West, Toronto, ON M5K 1A2, Attention: Investor Relations 416-308-9030 or to Banknorth Group, Inc., Attention: Investor Relations 207-761-8517.

TD Bank Financial Group, Banknorth Group, Inc. and 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 TD Bank Financial Group's directors and executive officers is available in its notice of annual Report on Form 40-F for the year ended October 31, 2003, which was filed with the Securities and Exchange Commission on December 15, 2003, and its notice of annual meeting and proxy circular for its 2004 annual meeting, which was filed with the Securities and Exchange Commission on February 17, 2004, and information regarding Banknorth Group, Inc.'s directors and executive officers is available in Banknorth's proxy statement, which was filed with the Securities and Exchange Commission on March 17, 2004. 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 Securities and Exchange Commission when they become available.



Banknorth Group, Inc.

### Banknorth - New Growth Platform

- Banknorth: best in class management, excellent record of value creation, great operators, motivated for future growth
- ☐ Banknorth: a scale franchise in attractive markets
- ☐ Banknorth: acquisition strategy into attractive Northeast markets continues TD can both fund and assist Banknorth's move to the next level
- Structure supports TD's strategy, while deploying some excess capital and retaining strategic and financial flexibility
- Geographically diversifies TD's earnings and increases retail mix
- ☐ Immediately accretive to earnings and acceptable initial financial return without reliance on synergies
- Upside potential through follow on accretive acquisitions and operational synergies

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Bank Financial Group

Banknorth Group, Inc.

### Who is TD?

- ☐ 3rd largest bank in Canada with a market capitalization of C\$28 billion and C\$312 billion in total assets
- Three main business segments:

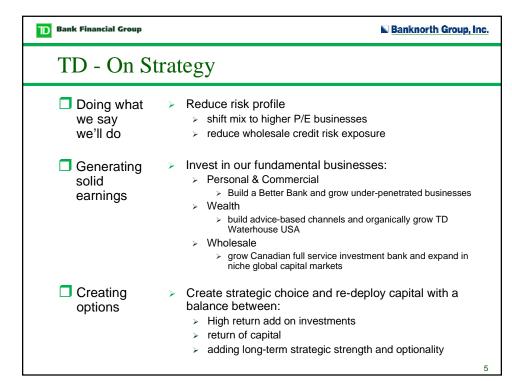


Net income<sup>1</sup> = C\$2.1B YTD 2004

- > Personal and Commercial Banking
  - > #1 market share in most retail products
  - 10 million customers, including 4.5 million telephone and internet customers
  - > Over 1,000 branches across Canada
  - > About 2,700 Automated Banking Machines
- Wealth Management
  - > C\$121 billion in AUM and C\$295 billion in AUA
  - > TD Waterhouse #1 discount brokerage in Canada -
  - TD Waterhouse USA top 5 discount brokerage in the US, 150 branches
- > Wholesale Banking
  - > Leading Canadian full service corporate and investment
  - Serving corporate, government and institutional clients globally

1. Before the amortization of intangibles

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Bank Financial Group **■** Banknorth Group, Inc. Investing in New Avenues of Growth ☐ Why a U.S. TD's position in Canada: Retail / > Leadership position Commercial > Solid organic growth opportunities Bank? Limited availability of add-on acquisitions like Liberty Insurance and Laurentian branches TD's position in the U.S. > TD Waterhouse USA has great organic growth opportunities > Our ability to pursue opportunities for scale continue Large, comparatively fragmented growth market TD knows retail/commercial banking - it is an area where we can add value Moves TD toward greater retail mix TD recognizes the U.S. market is different from the Canadian market – strong local management is key



■ Banknorth Group, Inc.

# Strong Management and Business Model

- Why Banknorth?
- Strong management team
  - Forbes named Banknorth the Best Managed Bank in America
  - > 24 bank acquisitions since 1989
  - > Prudent operating style
- > Attractive franchise with solid market share
  - #1 combined market share in Maine, New Hampshire, and Vermont, #5 in Massachusetts and #6 in Connecticut
  - > Significant expansion opportunities in the U.S. Northeast
- > Banknorth is growth vehicle
  - > Operating\* net income 5 year CAGR 13.8%
  - > Total return to shareholder 5 year CAGR 13.2%

Continues TD's history of acquiring companies with strong management and allowing their businesses to flourish

\* Excluding merger and acquisition costs

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■ Banknorth Group, Inc.

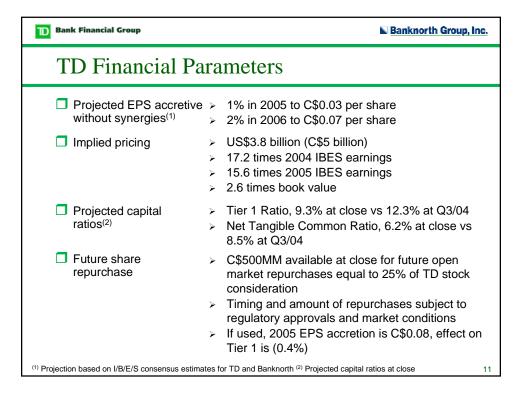
#### Structured for Growth

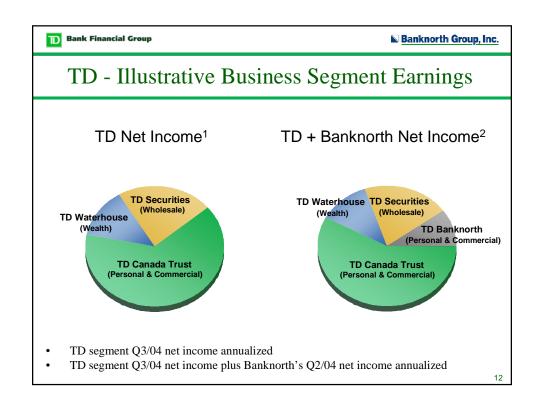
- ☐ Why this structure works
- > Allows for acquisition of a franchise with critical mass
- Allows for the transaction to be immediately accretive
- > Allows TD to continue doing larger accretive acquisitions
- Supports Banknorth's and TD's growth strategies
  - > Maintains strong local acquisition currency
  - Supports retention and motivation of best in class management
  - Banknorth, with TD's backing, can step up size of future expansion
  - TD capital ratios remain strong with significant on-going capital generation

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#### Bank Financial Group **■** Banknorth Group, Inc. **Transaction Summary** Pro forma Banknorth > 51% TD ownership > 49% current Banknorth shareholders > 0.2351 TD shares, plus Each share of Banknorth will be exchanged for: > US\$12.24 cash, plus > 0.49 TD Banknorth shares ☐ Valuation of 51% stake > US\$40.00 per share (60% cash / 40% stock) sold to TD US\$3.8 billion (C\$5.0 billion) > Applicable Canadian and U.S. regulatory approval Conditions > Banknorth shareholder approval ■ Expected closing February 2005 Banknorth CEO appointed Vice Chairman of TD Management and appointed to TD's Board Banknorth management agreements in place Brand TD Banknorth Rating agencies U.S. Rating agencies have confirmed TD's ratings 9

Bank Financial Group	■ Banknorth Group, Inc.
Corporate Governance	
☐ Board composition	<ul> <li>TD initially adds up to five members to Banknorth Board</li> <li>Any Board action requires vote of TD nominees</li> <li>TD has right to appoint a majority of Board</li> </ul>
☐ TD Ownership level	<ul> <li>TD can buy up to 66 2/3%</li> <li>TD has right of first refusal to contribute additional capital when Banknorth raises capital subject to 66 2/3% cap</li> <li>TD has rights to maintain ownership level in connection with future Banknorth share issuance</li> </ul>
☐ Possible acquisition of 100% of shares	In subsequent years, TD can bid for remaining publicly held shares, subject to approval by independent directors and unaffiliated Banknorth shareholders in the first five years and to approval by independent directors or unaffiliated Banknorth shareholders after first five years.





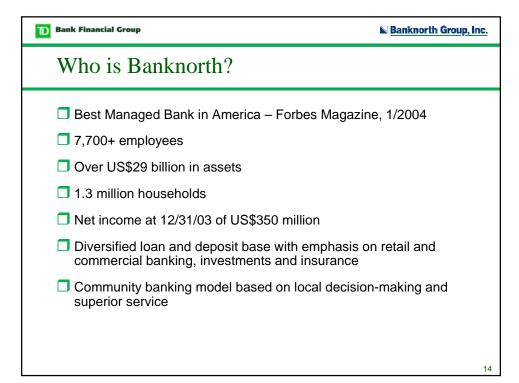


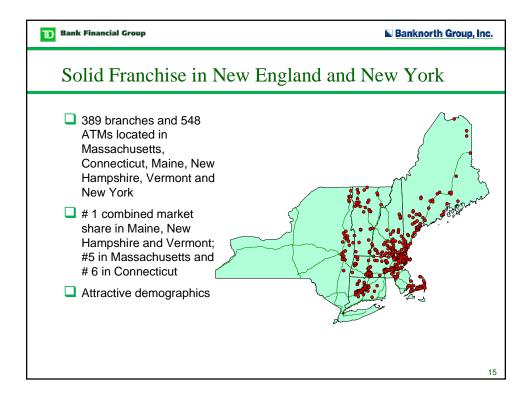
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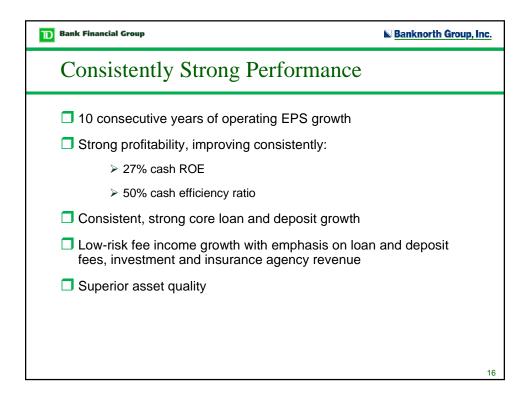
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Banknorth Group, Inc.

## History of Successful Acquisitions

- Acquisitions are a core competency
  - > Banknorth utilizes a disciplined and conservative acquisition model
  - > Acquisitions must be accretive in year 1
  - > No revenue enhancements assumed
- All acquisitions have met or exceeded financial targets
- ☐ Completed 24 bank acquisitions since 1989
  - ➤ 10 acquisitions completed since 2000 in high growth markets of Massachusetts and Connecticut

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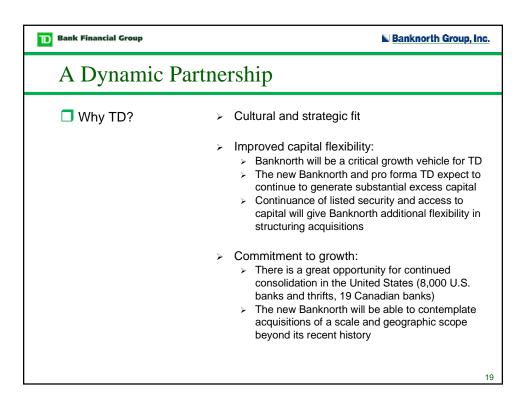
Bank Financial Group

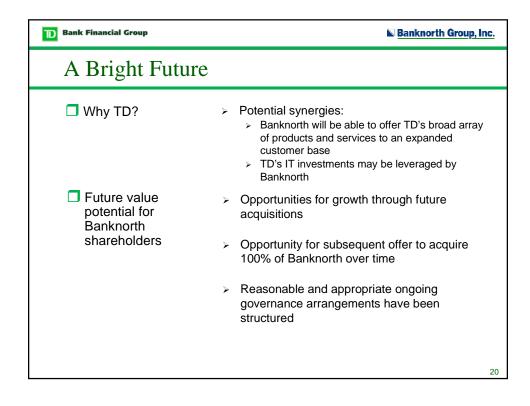
**■** Banknorth Group, Inc.

# A Winning Proposition

- An opportunity to realize value.....
- ....while retaining a interest in a new Banknorth with enhanced growth potential
- US\$40.00 per share for 51% of Banknorth shares:
  - > 26% premium based on \$31.70 (8/24/04 close)
  - > 58% dividend accretion for those shares exchanged for TD shares
- ....while retaining an > Continuity in Banknorth franchise:
  - > Continued emphasis on community bank model
  - > Executive management and directors remain
  - No customer disruption
  - Combination with TD will leverage the successful Banknorth business model:
    - TD brings tremendous resources and commitment to the Banknorth growth strategy
    - > TD offers an array of sophisticated financial service products
    - Ability to grow loans, deposits and fee income will be enhanced
    - Revenue synergies will be realized over a reasonable period of time

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Upside potential through follow on accretive acquisitions and



**Bank Financial Group** 

operational synergies



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