Our goal is to be the most convenient bank in the markets we serve.


## Corporate Profile

- $\$ 16.5$ billion financial holding company headquartered in Minnesota
- 34 ${ }^{\text {th }}$ largest U.S. based bank by asset size
- 445 bank branches, 112 branches opened since January 1, 2003
- $25^{\text {th }}$ largest branch network
- 11 campus alliances; $6^{\text {th }}$ largest in campus card banking relationships
- 1,636 ATMs free to TCF customers; 1,149 off-site
- $12^{\text {th }}$ largest issuer of Visa ${ }^{\circledR}$ Classic debit cards
- $17^{\text {th }}$ largest bank-affiliated equipment finance/leasing company in the U.S.
- Total risk-based capital of $11.93 \%$, $\$ 234$ million over risk-based well capitalized requirement
- Tier 1 risk-based capital of 9.03\%


## Corporate Profile

|  | At 9/30/08 |
| :--- | ---: |
| Traditional | 196 |
| Supermarket | 234 |
| Campus | $\underline{15}$ |
| Total | $\underline{445}$ |
|  | At 9/30/08 |
| Minnesota | 109 |
| Illinois | 206 |
| Michigan | 56 |
| Colorado | 36 |
| Wisconsin | 27 |
| Arizona | 6 |
| Indiana | 5 |
| Total | $\underline{445}$ |

- Bank branches located in seven states



## What Makes TCF Different

- Convenience
- TCF banks a large and diverse customer base by offering a host of convenient banking services:
- Open seven days a week, 364 days/year
- Traditional, supermarket and campus branches
- 1,636 free ATMs
- Free debit cards
- No purchase-fee gift cards
- Free coin counting
- TCF Totally Free Online banking


## What Makes TCF Different

- Power Assets ${ }^{\circledR}$ and Power Liabilities ${ }^{\circledR}$
- Power Assets ${ }^{\circledR}$ (consumer loans, commercial real estate and business loans, and leasing and equipment finance) and Power Liabilities ${ }^{\circledR}$ (checking, savings, money market and certificates of deposit accounts) are growing and contribute a high percentage of TCF's profits.
- Credit Quality
- TCF is primarily a secured lender, emphasizing credit quality over asset growth.


## What Makes TCF Different

- No teaser rate or subprime lending programs
- No 2/28 ARM loans
- No Option ARM Ioans
- No asset-backed commercial paper
- No Freddie Mac or Fannie Mae preferred stock
- No exposure to Lehman Brothers
- No auto lease portfolio
- No derivatives


## Risk-Based Capital

(\$ millions)
-든 Target (10.6\%)

## \$234 million excess over well

 capitalized requirement

## TCF Issues Trust Preferred Securities

- Issued $\$ 115$ million of non-dilutive, trust preferred securities on August 19, 2008
- Fixed interest rate of $10.75 \%$
- Maturity date - August 15, 2068
- Redeemable at TCF's option beginning on August 15, 2013
- Proceeds will be used for general corporate purposes, including balance sheet growth
- Tier 1 capital increased from $8.08 \%$ at June 30, 2008 to $9.03 \%$ at September 30, 2008
- Total risk-based capital increased from 10.86\% at June 30, 2008 to $11.93 \%$ at September 30, 2008


## Dividend History

(\$)


Dividend Payout Ratio:

## Return of Net Income to Stockholders

 (\$ millions)|  | Net Income | Dividends Paid | Stock <br> Repurchase | Total | \% of Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2004 | \$ 255.0 | \$ 104.0 | \$ 116.1 | \$ 220.1 | 86\% |
| 2005 | 265.1 | 114.5 | 93.5 | 208.0 | 78 |
| 2006 | 244.9 | 121.4 | 101.0 | 222.4 | 91 |
| 2007 | 266.8 | 124.5 | 105.3 | 229.8 | 86 |
| $2008{ }^{1}$ | 101.3 | 94.8 | -- | 94.8 | 94 |
| Total | \$ 1,133.1 | \$ 559.2 | \$ 415.9 | \$ 975.1 | 86\% |
| \% of Net Income |  | 49\% | 37\% | 86\% |  |

## Liquidity \& Borrowing Capacity

## At September 30, 2008

- In addition to the $\$ 9.9$ billion deposit base provided by TCF's retail franchise, TCF has borrowing capacity from a variety of sources:
- $\$ 2$ billion in secured borrowing capacity at the Federal Home Loan Bank of Des Moines
- $\$ 1.1$ billion in unsecured and uncommitted available lines
- $\$ 630$ million of secured borrowing capacity at the Federal Reserve Discount Window


## Home Equity Lending

(\$ millions)
+8\%*


## Home Equity Loans

- $64 \%$ 1st mortgages, average loan amount of $\$ 116,311$
- 36\% junior lien positions, average loan amount of \$35,296
- 76\% amortizing loans, 24\% lines of credit
- $74 \%$ fixed rate, $26 \%$ variable rate (prime based)
- $67 \%$ of variable rate loans are at or below their interest rate floor ${ }^{1}$
- Average home value of $\$ 254,308{ }^{2}$
- Yield 6.76\%
- Over-30-day delinquency rate $1.34 \%^{3}$
- Net charge-offs: $2008=.81 \%{ }^{4}$, $2007=.33 \%, 2006=.13 \%$
- Average FICO score at origination of 723

```
1 At October 1, 2008
2}\mathrm{ 2 Based on most recent values known to TCF
3}\mathrm{ 3 Excludes non-accrual loans
4 Annualized
```


## Commercial Lending

(\$ millions)
+14\%*


* Twelve-month growth rate


## Commercial Loans

- Commercial real estate
- 28\% retail services
- 20\% apartment loans
- 15\% office buildings
- Commercial business - $\$ 549$ million
- Yield 5.92\%
- Over-30-day delinquency rate $.49 \%^{1}$
- Net charge-offs: $2008=.49 \%^{2}, 2007=.12 \%$
- Approximately 98\% of all commercial loans secured
- CRE location mix: 93\% TCF Banking Markets, 7\% Other


## Leasing and Equipment Finance ${ }^{1}$

(\$ millions)
+17\%*

${ }^{1}$ Includes operating leases

* Twelve-month growth rate


## Leasing and Equipment Finance

- $17^{\text {th }}$ largest bank-affiliated equipment finance/leasing company in the U.S.
- 34th largest equipment finance/leasing company in the U.S.
- Diverse equipment types
- $20 \%$ specialty vehicles
- $18 \%$ construction
- $17 \%$ manufacturing
- 14\% medical
- $11 \%$ technology and data processing
- Yield 7.38\%
- Uninstalled backlog of $\$ 345.5$ million; up $\$ 53$ million from year-end 2007
- Over-30-day delinquency rate $1.08 \%{ }^{1}$
- Net charge-offs: $2008=.46 \%^{2}, 2007=.20 \%$


## Allowance for Loan \& Lease Losses



## Delinquencies (Over 30-Day)¹

## (Percent)

(\$ millions)


## Non-Performing Assets

(\$ millions)


## Net Charge-Offs by Type

|  | 2006 | 2007 | $2008^{1}$ |
| :--- | :--- | :--- | :---: |
| Consumer home equity: |  |  |  |
| $\quad$ First mortgage lien | $.09 \%$ | $.24 \%$ | $.59 \%$ |
| Junior lien | .22 | .50 | 1.20 |
| $\quad$ Total consumer home equity | .13 | .33 | .81 |
| Commercial real estate | .01 | .10 | .44 |
| Commercial business | .09 | .22 | .73 |
| Leasing and equipment finance | .29 | .20 | .46 |
| Residential real estate | .04 | .04 | .17 |
| Total | .17 | .30 | .70 |

## Net Charge-Offs ${ }^{1}$ vs. Other Banks (percent)


${ }^{1}$ As a \% of average loans \& leases
${ }^{2}$ Year-to-date as of September 30 (annualized)

## Total Deposits

Quarterly Average Balances (\$ millions)


Average Rate ${ }^{1}$ :
.62\%
1.54\%
2.33\%
2.29\%
1.34\%

## Premier Checking \& Savings Deposits

Quarterly Average Balances
(\$ millions)


[^0]
## Banking Fees and Other Revenue ${ }^{1}$

(\$ millions) $\square$ Fourth Quarter
$\square$ Third Quarter
$\square$ Second Quarter

- First Quarter

${ }^{1}$ Consisting of fees and service charges, card revenue,
ATM revenue, and investments and insurance revenue


## Card Revenue



[^1]
## Card Revenue

- $12^{\text {th }}$ largest issuer of Visa ${ }^{\circledR}$ Classic debit cards
- $13^{\text {th }}$ largest issuer of Visa ${ }^{\circledR}$ Commercial debit cards
- $\$ 5.5$ billion in sales volume, up $6.6 \%{ }^{1}$
- 20.3 transactions per month on active cards, up $5.2 \%{ }^{1}$

Financial Highlights
TCE

## Financial Highlights

| (\$ millions, except per-share data) | Year-to-Date |  | Change |
| :---: | :---: | :---: | :---: |
|  | 2008 | 2007 |  |
| Net Interest Income | \$ 446.6 | \$ 410.6 | 8.8\% |
| Fees and Other Revenue: |  |  |  |
| Banking | 315.5 | 314.4 | . 3 |
| Other | 41.7 | 51.0 | (18.2) |
| Total Fees and Other Revenue | 357.2 | 365.4 | (2.2) |
| Subtotal | 803.8 | 776.0 | 3.6 |
| Visa Share Redemption | 8.3 | -- | N.M. |
| Gains on Sales of Securities Available for Sale | e 7.9 | 2.0 | N.M. |
| Gains on Sales of Branches and Real Estate | --- | 35.2 | N.M. |
| Total Revenue | 820.0 | 813.2 | . 8 |
| Provision for Credit Losses | 145.0 | 36.9 | N.M. |
| Non-Interest Expense | 514.6 | 489.5 | 5.1 |
| Net Income | \$ 101.3 | \$ 204.0 | (50.3) |
| Diluted EPS | \$ . 81 | \$ 1.62 |  |
| ROA | . 83 \% | 1.82 \% |  |
| ROE | 12.29 \% | 26.58 \% |  |

## Significant Financial Items

Impact on Diluted EPS
(\$)

Asset sales:
Land and buildings
Michigan branches
Securities available for sale
Visa share redemption
Visa indemnification recovery
Income tax adjustments
Total impact on diluted EPS
Provision for credit losses

Year-to-Date
20082007

| $\$$ | -- | $\$ .02$ |
| ---: | ---: | ---: |
| -- | .16 |  |
| .04 | .01 |  |
| .04 | -- |  |
| .02 | -- |  |
| $(.03)$ | .11 |  |

$\frac{\$ .07}{\$(.76)}$
$\frac{\$ .30}{\$(.20)}$

## Cautionary Statement

This presentation and other reports issued by the Company, including reports filed with the SEC, may contain "forward-looking" statements that deal with future results, plans or performance. In addition, TCF's management may make such statements orally to the media, or to securities analysts, investors or others. Forward-looking statements deal with matters that do not relate strictly to historical facts. TCF's future results may differ materially from historical performance and forward-looking statements about TCF's expected financial results or other plans and are subject to a number of risks and uncertainties. These include, but are not limited, to possible legislative changes and adverse economic, business and competitive developments such as shrinking interest margins; deposit outflows; an inability to increase the number of deposit accounts and the possibility that deposit account losses (fraudulent checks, etc.) may increase; impact of legal, legislative or other changes affecting customer account charges and fee income; reduced demand for financial services and loan and lease products; adverse developments affecting TCF's supermarket banking relationships or any of the supermarket chains in which TCF maintains supermarket branches; changes in accounting standards or interpretations of existing standards; monetary, fiscal or tax policies of the federal or state governments; including adoption of state legislation that would increase state taxes; adverse findings in tax audits or regulatory examinations and resulting enforcement actions; changes in credit and other risks posed by TCF's loan, lease, investment, and securities available for sale portfolios, including declines in commercial or residential real estate values or changes in allowance for loan and lease losses methodology dictated by new market conditions or regulatory requirements; lack of or inadequate insurance coverage for claims against TCF; technological, computer-related or operational difficulties or loss or theft of information; adverse changes in securities markets directly or indirectly affecting TCF's ability to sell assets or to fund its operations; results of litigation, including possible increases in indemnification obligations for certain litigation against Visa U.S.A. Inc. ("covered litigation") and potential reductions in card revenues resulting from other litigation against Visa; increased deposit insurance premiums or other costs related to deteriorating conditions in the banking industry and the economic impact on banks of the Emergency Economic Stabilization Act or other related legislation and regulatory developments; heightened regulatory practices, requirements or expectations; or other significant uncertainties. Investors should consult TCF's Annual Report on Form 10-K, and Forms $10-Q$ and $8-K$ for additional important information about the Company.


## Appendix

 TCE
## Diluted EPS

(\$)


## Net Interest Margin ${ }^{1}$

(Percent)


## Power Asset Geographic Diversification

## (\$ millions)

|  | Consumer <br> Home Equity <br> \& Other | Commercial <br> Real Estate <br> \& Commercial <br> Business | Leasing and <br> Equipment <br> Finance | Total |
| :--- | ---: | ---: | ---: | ---: |
| At September 30, 2008: | $\$ 2,578$ | $\$ 867$ | $\$$ | 71 |
| Minnesota | 2,149 | 770 | 82 | $\$ 3,516$ |
| Illinois | 1,147 | 920 | 97 | 3,001 |
| Michigan | 509 | 473 | 46 | 2,164 |
| Wisconsin | 418 | 89 | 36 | 1,028 |
| Colorado | 7 | 19 | 305 | 543 |
| California | 6 | 61 | 129 | 331 |
| Florida | 1 | 3 | 159 | 196 |
| Texas | 30 | 23 | 83 | 163 |
| Arizona | 24 | 42 | 40 | 136 |
| Indiana | 29 | 135 | 1,283 | 106 |
| Other | $\$ 6,898$ | $\$ 3,402$ | $\$ 2,331$ | $\$ 12,447$ |
| Total |  |  |  |  |

## Consumer Home Equity and Commercial Loans

Quarterly Average Balances (\$ millions)

|  |  | Change |  |
| :--- | :---: | :---: | :---: |
| Inc./(Dec.) |  |  |  |

Commercial:
Fixed- and
adjustable-rate
Yield
Variable-rate
Yield

|  | $\$ 2,349$ | $\$ 1,957$ | $\$ 392$ | $20 \%$ |
| :---: | :---: | :---: | :---: | :---: |
|  | $6.09 \%$ |  | $6.43 \%$ | $(34)$ bps |
| $\$$ | 973 | $\$ 980$ | $\$(7)$ | $(1) \%$ |
|  | $4.82 \%$ |  | $7.72 \%$ | $(290)$ bps |

## Customer Payment Activity

Transaction Volume (\# millions)
$\square$ YTD 3Q07


## Glossary of Terms

- Coverage Ratio

Period-end allowance for loan and lease losses as a multiple of annualized net charge-offs.

- Earnings per Share

Net income available to common stockholders divided by weighted-average common and common equivalent shares outstanding during the period (diluted EPS).

- Fees and Other Revenue

Non-interest income excluding gains/losses on sales of securities, gains on sales of branches and real estate, gains/losses on termination of debt, and certain other businesses.

- Net Interest Margin Annualized net interest income (before provision for credit losses) divided by average interest-earning assets for the period.


## Glossary of Terms (continued)

- Power Assets ${ }^{\circledR}$

Higher-yielding consumer, commercial real estate, commercial business, and leasing and equipment finance loans and leases.

- Power Liabilities ${ }^{\circledR}$

Checking, savings, money market and certificates of deposit.

- Return on Average Assets (ROA)

Annualized net income divided by average total assets for the period.

- Return on Average Common Equity (ROE) Annualized net income divided by average common stockholders' equity for the period.


## Source References

## Slide: Corporate Profile

34 ${ }^{\text {th }}$ largest U.S. bank - Ipreo; 6/30/08
$25^{\text {th }}$ largest branch network - SNL Financial, LC; 3Q08
$6^{\text {th }}$ largest in campus card relationships - CR80News; Spring 2008
$12^{\text {th }}$ largest issuer of Visa Classic - Visa; 2Q08; ranked by sales volume
$17^{\text {th }}$ largest bank-affiliated leasing company - The Monitor; Jul/Aug 2008
Slide: Dividend History
10-year compounded annual growth rate - Ipreo

## Slide: Leasing and Equipment Finance

$17^{\text {th }}$ largest bank-affiliated leasing company - The Monitor; Jul/Aug 2008
34th largest leasing company - The Monitor; 2008 Monitor 100
Slide: Net Charge-Offs vs. Other Banks
Net charge-off data - SNL Financial, LC; 3Q08
Slide: Card Revenue
$12^{\text {th }}$ largest issuer of Visa Classic - Visa; 2Q08; ranked by sales volume
$13^{\text {th }}$ largest issuer of Visa Commercial - Visa; 2Q08; ranked by sales volume


[^0]:    * Twelve-month growth rate
    ${ }^{1}$ Quarter-to-date

[^1]:    * Year-to-date growth rate ('08 vs. '07)
    ${ }^{1}$ Year-to-date

