

## ***Our Mission***

TCF strives to consistently deliver superior performance by providing the essential means to enhance the rhythm of customers' lives and help them achieve their goals. Unified by the passion to act as an ally of our customers, we lend prudently in diverse, niche segments and fund these assets through core deposits, both generated through a great customer experience within our communities.

## ***Our Vision***

We will be a sound, well-capitalized, principled bank that gathers core deposits and lends under the fundamental concept of diversification that enables us to consistently achieve superior returns for our employees, customers and shareholders.

## ***Our Values***

*Lead with integrity*

*Be nimble*

*Build relationships*

*Be prudent*

*Create opportunities*

*Win as a passionate team*



# Executive Management



## Craig R. Dahl

Craig R. Dahl is chairman and chief executive officer of TCF Financial Corporation. In this role, he directly oversees all aspects of the Company's operations except for the indirect responsibilities that he has over TCF's risk and internal audit functions. In his previous role as president, he oversaw TCF's consumer and commercial businesses, including Retail Banking, Commercial Banking, Retail Lending, TCF Equipment Finance, TCF Inventory Finance, Gateway One Lending & Finance and Winthrop Resources. In addition, he was responsible for the Operations and Information Technology functions of the corporation. Previously, he served as executive vice president of the corporation and oversaw TCF's Commercial Banking business and its portfolio of national lending businesses. Mr. Dahl joined TCF in 1999 as president and chief executive officer of TCF Equipment Finance, Inc.

Prior to joining TCF, Mr. Dahl was with affiliate companies of Norwest Corporation for 22 years.

Mr. Dahl holds a bachelor's degree in political economics from Princeton University and is a native of International Falls, Minnesota.



## Thomas F. Jasper

Thomas F. Jasper is chief operating officer and vice chairman of TCF Financial Corporation. He oversees TCF's functional support areas, including finance, operations, corporate development, legal, human resources, talent management and investor relations. Previously, he served as executive vice president and was responsible for TCF's Retail Banking, Commercial Banking and Retail Lending businesses. He also served as the corporation's chief financial officer. Mr. Jasper joined TCF in 2001 as senior vice president and chief financial officer of TCF Equipment Finance, Inc.

Prior to joining TCF, Mr. Jasper was a senior manager in the assurance practice at KPMG LLP.

A graduate of St. John's University, Collegeville, Minnesota, Mr. Jasper holds a bachelor's degree in accounting and is a graduate of the ABA Stonier Graduate School of Banking.

Mr. Jasper is a member of the Young Presidents' Organization (YPO). He previously served as board chair for CommonBond Communities and as a director on the board of Friends of Education.



## Michael S. Jones

Michael S. Jones is executive vice president, consumer banking for TCF Financial Corporation. He oversees all consumer-facing business lines, including Retail Banking, Gateway One Lending & Finance and Retail Lending. Previously, he served as the corporation's chief financial officer and oversaw the financial reporting, corporate development and legal functions. He also held several senior executive roles within TCF, including executive vice president and chief financial officer of TCF Equipment Finance, Inc. and executive vice president of Winthrop Resources Corporation.

Prior to joining TCF in 2008, Mr. Jones led the finance function for PACCAR Financial Services. He has also held several positions for GE Capital including chief financial officer of GE Real Estate – Business Property and global controller for GE Commercial Finance – Fleet Services.

Mr. Jones received his bachelor's degree from Transylvania University in Lexington, Kentucky, and is a certified public accountant.

He serves on the Board of Directors of several corporate and civic organizations, including Blue Cross and Blue Shield of Minnesota, Friends of Education and Academy of Holy Angels.

# Executive Management (continued)



## **William S. Henak**

William S. Henak is executive vice president, wholesale banking for TCF Financial Corporation. He oversees the equipment finance and leasing, inventory finance, and commercial banking business units. Previously, Mr. Henak served as president and chief executive officer of TCF Equipment Finance (TCFEF).

Mr. Henak has several decades of expertise and leadership in equipment leasing, commercial lending and financing, corporate equity and accounting. Prior to joining TCF Equipment Finance, Mr. Henak founded First Commercial Capital Corp, a general equipment leasing company, which was acquired by TCFF in 2000. Mr. Henak also served as executive vice president of Computer Leasing, Inc. Prior to entering the equipment finance industry, he was a certified public accountant.

A graduate of Wartburg College, Mr. Henak holds a bachelor of arts degree in accounting, finance and management. He is also a certified public accountant.



## **James M. Costa**

James M. Costa is chief risk officer and chief credit officer of TCF Financial Corporation overseeing all aspects of TCF's risk function. He reports directly to the chair of TCF's Risk Committee of the Board of Directors. Mr. Costa joined TCF in 2013.

Mr. Costa brings with him over 20 years of financial services experience, with 15 years in risk management. He most recently served as executive vice president of risk and head of enterprise portfolio management at PNC Financial Services Group, Inc. Prior to PNC, Mr. Costa led enterprise credit strategy for Wachovia Corporation.

A graduate of Ohio State University, Mr. Costa holds a BSBA degree in Economics. He further conducted his doctoral studies at the University of Minnesota where he was an adjunct professor of finance and economics.



## **Brian W. Maass**

Brian W. Maass is chief financial officer for TCF Financial Corporation. He oversees all aspects of financial reporting, planning and analysis and treasury management. Previously, Mr. Maass served as executive vice president and treasurer of TCF National Bank as well as treasurer and chief investment officer of the corporation.

Prior to joining TCF in 2012, Mr. Maass held several accounting and leadership positions at Wells Fargo & Co. focused on funding, liquidity, collateral management and portfolio management for the bank and holding company. Mr. Maass was also a manager in the Corporate Controllers Group. Prior to joining Wells Fargo in 2000, he was a manager at Crowne Horwath LLP within its Banking and Financial Services Group.

Mr. Maass received his bachelor's degree in accounting from Northern Illinois University and a master's in business administration from the University of St. Thomas. He is a certified public accountant.



## **Thomas J. Butterfield**

Thomas J. Butterfield is chief information officer of TCF Financial Corporation, overseeing the enterprise information technology function, including infrastructure, service delivery and application development. Mr. Butterfield joined TCF in 2015.

Mr. Butterfield brings to TCF more than two decades of leadership in technology strategy across multiple industries. Most recently, Mr. Butterfield served as senior vice president, technology strategy and business solutions for Target Corporation. He also held several additional IT leadership positions during his eight-year tenure with the company. Prior to his roles at Target, he held several senior technology positions with UnitedHealth Group, Deluxe Corporation, First Bank Corporate Payment Systems, Norwest Bank Card Services and Blue Cross and Blue Shield of Iowa.

Mr. Butterfield holds a masters in business administration from Drake University and a computer science degree from the University of Iowa. Mr. Butterfield is active in the Minneapolis community and currently serves as board chair for Second Harvest Heartland, the nation's leading food bank and member of the Feeding America network.



## **Andrew J. Jackson**

Andrew J. Jackson is chief audit executive of TCF Financial Corporation. He is responsible for leading all aspects of the company's internal auditing practices. He reports directly to the Risk committee of TCF's board of directors. Prior to joining TCF in 2012, Mr. Jackson was chief audit executive of First Horizon National Corporation.

Mr. Jackson Holds a bachelor's degree in accounting from the City University of New York- Brooklyn College and is a graduate of Pace University Graduate school. Mr. Jackson is a certified internal auditor (CIA) and a certified information systems auditor (CISA).

Mr. Jackson is currently a member of the Financial Services Advisory Board of the Institute of Internal Auditors (IIA) and the Financial Services Conference Board. He is also a member of the Mid-Size Bank Coalition's Chief Auditor's Group.

# Corporate History

- 1923** Twin City Building and Loan Association begins business
- 1936** Granted federal charter, became Twin City Federal Savings and Loan Association
- 1972** First \$1 billion in assets
- 1985** William A. Cooper hired as CEO
- 1986** TCF converted to a public company chartered under the name TCF Banking and Savings, F.A. ("TCF Bank")  
Launched "Totally Free Checking"
- 1988** Opened first full-service in-store branch in the Eagan, MN Cub Foods store
- 1989** Began trading on the New York Stock Exchange under the symbol TCB
- 1993** Acquired Republic Capital Group, Inc. of Milwaukee, WI
- 1995** TCF acquired Great Lakes Bancorp, adding 39 offices in Michigan  
TCF, AT&T and the University of Minnesota introduced the "U" Card  
Completed a two-for-one stock split
- 1996** Launched campus card programs at universities in Minnesota, Illinois and Michigan  
Introduced the TCF Express Check Card in Minnesota
- 1997** Acquired Bank of Chicago  
Completed conversion to national bank charter  
Acquired Winthrop Resources Corporation  
Entered Colorado with five de novo branches inside Cub Foods stores  
Acquired Standard Financial, Inc.  
Completed two-for-one stock split
- 1998** Completed the acquisition of 76 bank branches in Jewel-Osco stores in the Chicago area
- 1999** Launched TCF Leasing, Inc.  
Announced the opening of its one-millionth retail checking account  
Launched campus card program at St. Cloud State University in Minnesota
- 2000** Merged four bank charters into one national bank charter  
Launched an Internet banking website at [www.tcfbank.com](http://www.tcfbank.com)
- 2001** Expanded Internet banking by offering TCF "Totally Free Online" service  
Began campus card program at the University of Michigan  
Expanded Sunday banking in traditional branches
- 2002** Installed TCF Express Coin Service, a self-service coin counting machine located in branches  
Merged the Colorado bank charter into the national bank charter
- 2003** Renewed "U" Card agreement with the University of Minnesota for ten years
- 2004** Purchased VGM Leasing, Inc.  
Completed a two-for-one stock split
- 2005** Expanded partnership with the University of Minnesota as corporate sponsor of TCF Bank Stadium®
- 2006** Expanded into Phoenix, AZ market with the opening of a branch in Mesa, AZ
- 2007** Entered into an exclusive campus banking relationship with the University of Illinois
- 2008** William A. Cooper returned as CEO  
Issued \$115 million of non-dilutive trust preferred securities at a fixed rate of 10.75 percent  
Expanded into the commercial inventory finance business in the U.S. and Canada
- 2009** Repaid U.S. Treasury's \$361 million investment in TCF  
Moved TCF National Bank headquarters to South Dakota  
TCF Inventory Finance created a joint venture with The Toro Company called Red Iron Acceptance
- 2010** Raised gross proceeds of \$172.5 million through a common stock offering
- 2011** Launched TCF Free Mobile Banking  
Raised gross proceeds of \$230 million through a common stock offering  
Acquired Gateway One Lending & Finance, LLC
- 2012** Repositioned balance sheet by prepaying \$3.6 billion of long-term debt and selling \$1.9 billion of mortgage-backed securities  
Raised gross proceeds of \$272.5 million through two preferred stock offerings  
Announced redemption of \$115 million of trust preferred securities  
Reintroduced TCF's Free Checking product
- 2013** Partnered with EverFi to offer a financial literacy program targeting adults and high school students
- 2016** Craig Dahl appointed CEO
- 2017** Craig Dahl named Chairman of the Board  
Changed NYSE ticker symbol to "TCF"



## Profile:

TCF is a Wayzata, Minnesota-based national bank holding company. As of June 30, 2017, TCF had \$22.1 billion in total assets and 321 branches in Illinois, Minnesota, Michigan, Colorado, Wisconsin, Arizona and South Dakota, providing retail and commercial banking services. TCF, through its subsidiaries, also conducts commercial leasing, equipment finance, and auto finance business in all 50 states and commercial inventory finance business in all 50 states and Canada.

## Strategic Pillars

- 1 **Diversification** – Focus on national versus footprint lending increases quality and diversification of portfolio
- 2 **Profitable Growth** – Strong origination and loan sale capabilities drive loan growth and revenue diversification with a continued high net interest margin
- 3 **Operating Leverage** – Focus on improving operating leverage following recent build-out of key functions
- 4 **Core Funding** – Maintain sufficient funding sources to support loan and lease growth

Execution under a strong enterprise risk management and credit culture

## Total Market Returns<sup>1</sup>

June 30, 2017

	1 Year	3 Years	5 Years	10 Years
<b>TCF Stock</b>	<b>28.47%</b>	<b>0.87%</b>	<b>8.55%</b>	<b>(3.20)%</b>
S&P MidCap 400 Index	18.57%	8.53%	14.92%	8.56%
Dow Jones Industrial Avg.	22.12%	11.01%	13.45%	7.57%
S&P 500 Index	17.90%	9.61%	14.63%	7.18%
S&P 500 Bank	49.17%	13.20%	16.74%	(0.11)%

Source: S&P Capital IQ

## Total Loans & Leases

(ending balance in \$ millions)



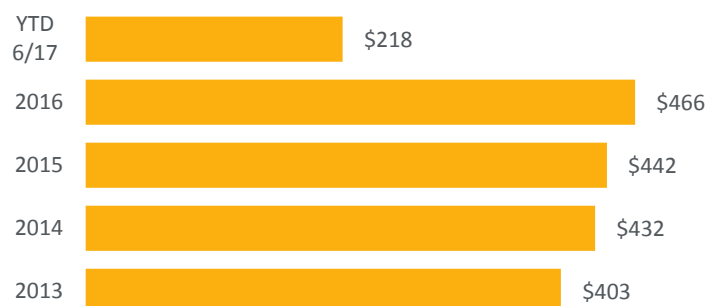
## Total Deposits

(ending balance in \$ millions)



## Fees and Other Revenue

(\$ millions)



Market capitalization: \$2.7 billion  
 Shares outstanding: 171.5 million  
 Closing stock price: \$15.94  
 Trailing four quarters diluted EPS: \$1.16  
 Price/earnings ratio<sup>2</sup>: 13.74x  
 Book value per common share: \$13.20

<sup>1</sup> Annualized and assumes dividend reinvestment

<sup>2</sup> Based on trailing four quarters diluted EPS

Leasing and equipment finance continues to be an important revenue source for TCF and consists of TCF Equipment Finance, a division of TCF National Bank, and Winthrop Resources Corporation. These companies, with their combined stable portfolio, are the 15<sup>th</sup> largest bank-affiliated equipment finance company in the U.S. in asset size<sup>1</sup> and provide the foundation of TCF's national lending businesses. Through their diversified marketing and sales strategy, they cover a broad range of the major equipment sectors for lease and loan financing primarily throughout the United States. Over the last 12 months, the combined companies grew the portfolio \$334.4 million, or 7.9%<sup>2</sup>.

**TCF Equipment Finance**, a division of TCF National Bank (TCFEF) headquartered in Minnetonka, Minnesota, was established in 1999 and provides a full array of finance products nationwide to numerous industry segments, including: airport ground support, agriculture, commercial marine, construction and environmental services, discounting, franchise, golf, healthcare, manufacturing, material handling, municipalities, specialty vehicles, syndications and transportation. TCFEF offers financing solutions to companies through programs with vendors and manufacturers as well as to customers direct. Through its Capital Markets team, TCFEF has acquired selected portfolios as part of its strategic plan for growth. Consistently strong performance in new business origination, portfolio performance and net income levels has been a hallmark for TCFEF. The leadership is focused on continuing its culture of excellence and growth by developing its team members, investing in systems and process improvements, growing its core business and expanding into new markets, segments, and products. Recognized as one of the premier equipment finance companies in the United States with sales and regional offices nationwide, this division continues to achieve record growth. TCFEF has been previously named to the Star Tribune "Top Workplaces" — a list of the 100 best places to work in the Minneapolis/St. Paul metro area.

**Winthrop Resources Corporation**, established in 1982 and acquired by TCF in 1997, focuses on providing customized, technology lease financing to mid-size and larger companies across a wide array of industries including healthcare, higher education, professional services and retail. Acquiring Fidelity National Capital Inc. in 2009, Winthrop added Professional Services and a Bank Marketing Partner Program to its product offering. Today, beyond financing hardware, equipment, services and software, Winthrop's knowledgeable and experienced teams also serve a growing client base with ancillary services including complete asset lifecycle management and leased equipment tracking through the web-based TRACtion tool. In 2010, Winthrop earned the Equipment

Leasing and Finance Association's Operations and Technology Excellence Award for the development and implementation of a robust technical platform capable of handling over a million leased assets and several thousand customers. Since 2011, Winthrop has been annually recognized as HFMA (Healthcare Financial Management Association) Peer Reviewed — a designation held in the highest regard by hospital CFOs and is based on effectiveness, quality and usability, price, value, and customer and technical support.

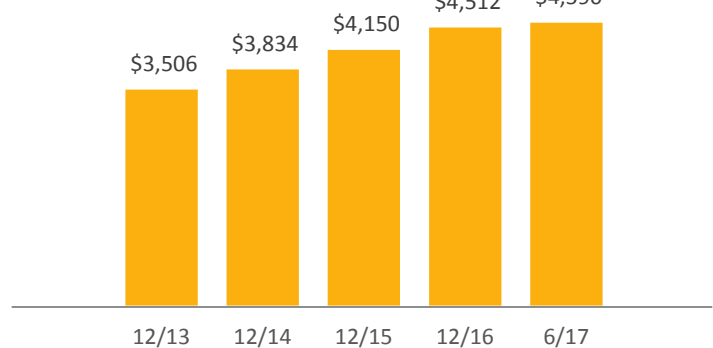
## Leasing and Equipment Finance Statistics:

(\$ in millions, quarterly data)

	6/30/16	9/30/16	12/31/16	3/31/17	6/30/17
Portfolio assets <sup>2</sup>	\$4,256	\$4,380	\$4,512	\$4,466	\$4,590
Originations <sup>3</sup>	\$ 567	\$ 562	\$ 593	\$ 406	\$ 537
Uninstalled backlog	\$ 509	\$ 501	\$ 454	\$ 499	\$ 509

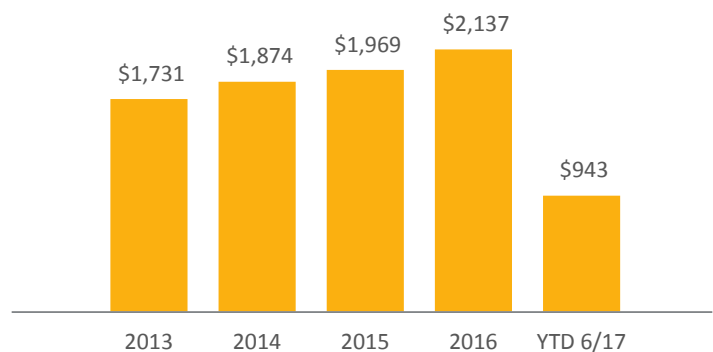
## Leasing and Equipment Finance Total Portfolio<sup>2</sup>

(\$ millions)



## Loan and Lease Originations<sup>3</sup>

(\$ millions)



<sup>1</sup> Source: The Monitor, 2017 Monitor Bank 50

<sup>2</sup> Includes operating leases and excludes loans held for sale

<sup>3</sup> Includes operating leases

Established in 2008, **TCF Inventory Finance (TCFIF)** ended the second quarter of 2017 with \$2.5 billion of portfolio assets. TCFIF provides floorplan financing, principally for dealers of consumer products. The operation is focused on establishing relationships with distributors, dealer buying groups, and manufacturers, giving access to thousands of independent powersports, lawn and garden, electronics and appliance, recreational vehicles, marine and specialty vehicle retailers. As of June 30, 2017, TCFIF had indirect credit lines with more than 300 manufacturers / buying groups and direct credit lines with more than 10,700 active dealers in the United States and Canada.

TCFIF is managed by an experienced team of over 200 employees. The operation’s executive management team is comprised of inventory finance veterans averaging 38 years of industry experience. TCFIF’s headquarters is located in Schaumburg, Illinois with offices in Alpharetta, Georgia; Bloomington, Minnesota; Oakville, Ontario, Canada; and Montreal, Quebec, Canada.

Since opening its doors nine years ago, TCFIF has increasingly gained market share in the industries served and continues to steadily add to its ever-growing customer base. TCFIF has been successful in developing long-term agreements to provide inventory financing on an exclusive basis to manufacturers that need liquidity in their distribution channels to facilitate uninterrupted movement of product shipments. TCFIF also has a dedicated sales team focused on fulfilling inventory financing needs to dealers in industries that are not conducive to exclusive program

financing opportunities. During the second quarter of 2015, TCFIF announced a multi-year program with Ariens to be the exclusive financing provider for its portfolio of lawn and garden equipment; the program started during the third quarter of 2015 in the U.S. and Canada. During the second quarter of 2016, BraunAbility announced the newly formed inventory finance program with TCFIF for their dealers in the U.S. and Canada. BraunAbility manufactures commercial wheelchair lifts and commercial wheelchair vehicles. During the fourth quarter of 2016, the Red Iron joint venture agreement with Toro was extended to October 2024.

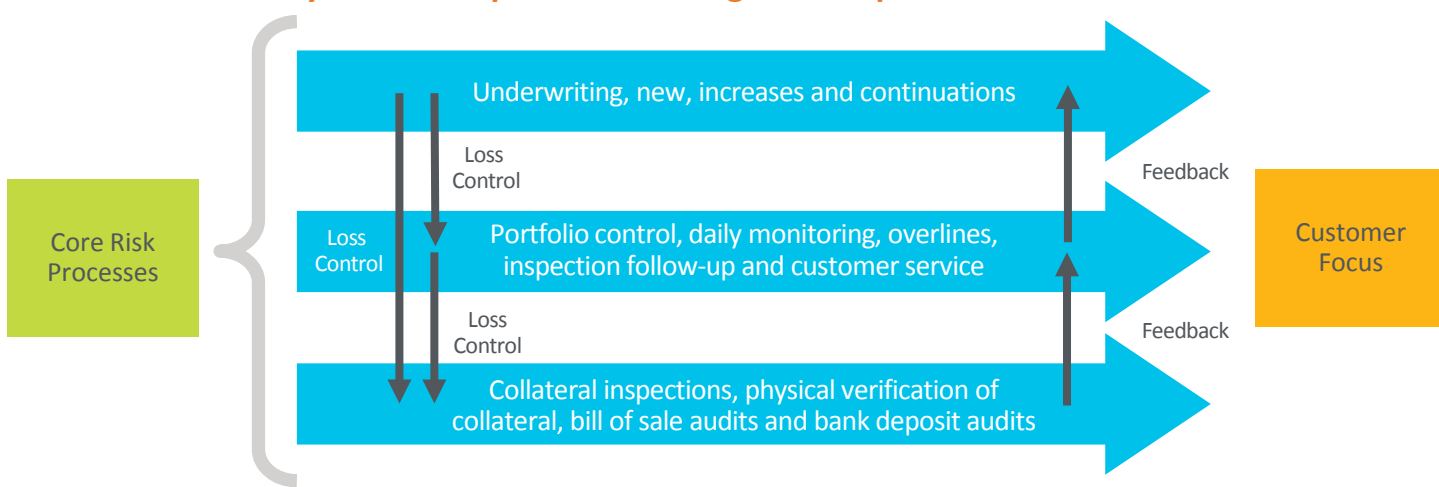
In 2012, TCFIF rolled-out “The Customer First Alliance” to TCFIF’s dealers, distributors and manufacturers. The Customer First Alliance is a network of third-party service providers that is designed to offer cost-effective, tailored business and personal advisory services in Accounting, Insurance, Legal and Wealth Management to TCFIF customers. All Alliance services are provided by third-party service providers who are not affiliated with TCFIF.

## Inventory Finance Statistics:

(\$ in millions, quarterly data)

	6/30/16	9/30/16	12/31/16	3/31/17	6/30/17
Total portfolio assets	\$2,335	\$2,261	\$2,470	\$2,864	\$2,509
Originations	\$1,660	\$1,562	\$1,634	\$1,821	\$1,890

## Losses minimized by three independent but aligned risk processes





Acquired in November 2011, **Gateway One Lending & Finance, LLC** (“Gateway”) originates and services new and used auto loans. The operation is focused on establishing relationships with franchised and independent auto dealerships. During the second quarter of 2017, Gateway utilized its network of more than 6,500 dealer relationships to originate \$525 million of auto loans.

Headquartered in Anaheim, California, Gateway also has offices in Naperville, Illinois; Tampa Bay, Florida; and Rocklin, California. Gateway’s seasoned executive management team has significant experience and a successful track record in national retail auto lending. Gateway currently has a team of over 760 employees.

In early 2017, Gateway transitioned from an originate-to-sell model to an originate-to-hold model. Gateway is focused on originating two to three loans per dealer per month, which creates strong diversification regionally and less reliance on any one particular dealer in the network. Gateway’s conservative underwriting philosophy focuses on ability to pay, financial stability and credit worthiness.

## Auto Finance Statistics:

(\$ in millions, quarterly data)

	6/30/16	9/30/16	12/31/16	3/31/17	6/30/17
Portfolio Balance <sup>1</sup>	\$ 2,813	\$ 2,732	\$ 2,648	\$ 2,780	\$ 3,243
Total Loan Originations	\$ 904	\$ 881	\$ 860	\$ 863	\$ 525
Loan Sales	\$ 533	\$ 615	\$ 516	\$ 251	\$ 48
Number of Active Dealers at Quarter-End	12,447	11,724	11,401	7,102	6,545

## A common sense, back-to-basics, consistent underwriting approach drives superior results across all tiers of the consumer credit spectrum

### Ability:

- Household Income
- Debt to Income %
- Payment to Income %
- Loan-to-Value
- Mortgage – ARM or Fixed

### Stability:

- Duration in Job
- Duration in Industry
- Type of Housing
- Duration at Residence
- Buyer / Co-Buyer
- Down Payment Amount
- Auto Payment History

### Credit:

- Years of Credit History
- Number of Trade Lines
- Past Auto Payment History
- 30-60-90 Day Derogatory
- Bankruptcies, Repossessions & Judgments
- Credit Limits

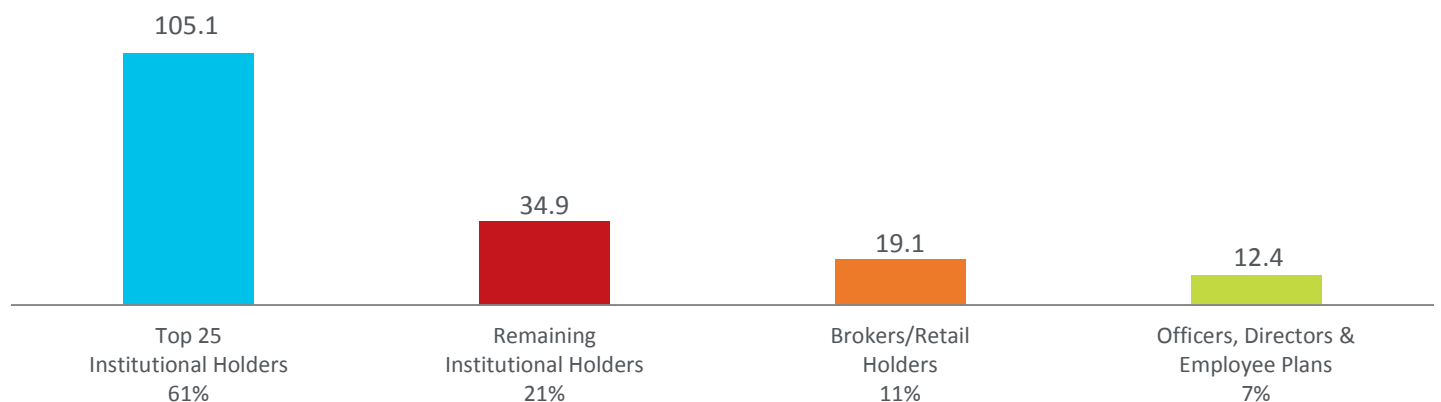


<sup>1</sup>Excludes loans held for sale and loans serviced for others

## Top 25 Institutional Investors<sup>1</sup>

(shares in millions)

Institution	Estimated Position	Style	Turnover
The Vanguard Group, Inc.	14.2	Index	Low
BlackRock Fund Advisors	13.3	Index	Low
Fidelity Management & Research Company	11.1	Value	Low
Dimensional Fund Advisors, L.P. (U.S.)	10.1	Value	Low
State Street Global Advisors (SSgA)	9.5	Index	Low
WEDGE Capital Management, LLP	4.5	Value	Medium
Citadel Advisors, LLC	4.4	Alternative	Very active
J.P. Morgan Private Bank	3.1	GARP	Medium
Van Berkomp & Associates, Inc.	2.9	Growth	Low
LSV Asset Management	2.9	Value	Low
Cooke & Bieler, L.P.	2.6	Deep Value	Medium
Norges Bank Investment Management (Norway)	2.5	Value	Low
FIAM, LLC	2.4	Value	Medium
Neuberger Berman Investment Advisers, LLC	2.1	Value	Low
Wells Capital Management, Inc.	2.0	Growth	Medium
AQR Capital Management, LLC	2.0	Alternative	Medium
LMCG Investments, LLC	1.9	Growth	Medium
NFJ Investment Group, LLC	1.9	Deep Value	High
Charles Schwab Investment Management, Inc.	1.9	Index	Low
Disciplined Growth Investors, Inc.	1.8	Growth	Low
Mellon Capital Management Corporation	1.7	Index	Low
TIAA-CREF Investment Management, LLC	1.7	Growth	Low
Pzena Investment Management, LLC	1.6	Deep Value	Low
Northern Trust Investments, Inc.	1.5	Index	Low
Geode Capital Management, LLC	1.5	Index	Low



<sup>1</sup>Source: Ipreo (surveillance data)

## Common Stockholder Information

NYSE: TCF  
 52-Week High / Low: \$20.03 / \$11.72  
 Common Stock Dividend: \$0.075 per share payable September 1, 2017  
 Common Shares Outstanding: 171.5 million

## Corporate Profile

TCF is a Wayzata, Minnesota-based national bank holding company. As of June 30, 2017, TCF had \$22.1 billion in total assets and 321 branches in Illinois, Minnesota, Michigan, Colorado, Wisconsin, Arizona and South Dakota, providing retail and commercial banking services. TCF, through its subsidiaries, also conducts commercial leasing, equipment finance, and auto finance business in all 50 states and commercial inventory finance business in all 50 states and Canada.

## Mergers and Acquisitions

Gateway One Lending & Finance, LLC (2011)  
 Fidelity National Capital, Inc. (2009)  
 VGM Leasing, Inc. (2004)  
 76 branches in Jewel-Osco stores (1998)  
 Standard Financial, Inc. (1997)  
 Winthrop Resources Corporation (1997)  
 Bank of Chicago (1997)  
 Great Lakes Bancorp (1995)  
 First Federal Savings (1993)  
 Republic Capital Group, Inc. (1993)

## Stock Registrar and Transfer Agent

Computershare  
 PO Box 505000  
 Louisville, KY 40233  
 (800) 443-6852  
[www.computershare.com/investor](http://www.computershare.com/investor)

## Investor Relations

200 Lake Street East  
 Mail Code EX0-02-C  
 Wayzata, MN 55391-1693  
 (952) 745-2760  
[ir.tcfbank.com](mailto:ir.tcfbank.com)  
[investor@tcfbank.com](mailto:investor@tcfbank.com)

## Contacts

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 Director of Investor Relations  
 (952) 745-2755  
  
 Justin Horstman, VP  
 Investor Relations Manager  
 (952) 745-2756

## Analyst Coverage

Bank of America Merrill Lynch	Ebrahim Poonawala
Barclays Capital	Matthew Keating
BMO Capital Markets	Lana Chan
Compass Point Research	Scott Valentin
D.A. Davidson	Kevin Reevey
Deutsche Bank	Dave Rochester
J.P. Morgan Securities	Steven Alexopoulos
Jefferies & Company	Casey Haire
KBW	Chris McGratty
Morgan Stanley	Ken Zerbe
Piper Jaffray	Nathan Race
Raymond James	David Long
RBC Capital Markets	Jon Arfstrom
Sandler O'Neill & Partners	Scott Siefers
Stephens	Terry McEvoy
Wedbush Securities	David Chiaverini
Wells Fargo Securities	Jared Shaw

## Credit Ratings

### Moody's

Last Review:	July 2017
Outlook	Stable
TCF National Bank	
Long-term Issuer	Baa2
Long-term Deposits	A2
Short-term Deposits	Prime-1
Subordinated Debt	Baa2

### Standard & Poor's

Last Review:	August 2016
Outlook	Stable
TCF Financial Corporation:	
Long-term Counterparty	BBB-
Short-term Counterparty	A-3
TCF National Bank	
Long-term Counterparty	BBB
Short-term Counterparty	A-2
Preferred Stock	BB-
Subordinated Debt	BBB-

### Fitch Ratings

Last Review:	January 2017
Outlook	Stable
TCF Financial Corporation:	
Long-term IDR	BBB-
Short-term IDR	F3
TCF National Bank	
Long-term IDR	BBB-
Short-term IDR	F3
Preferred Stock	B
Subordinated Debt	BB+

## Earnings Summary

(\$ in thousands, except per-share data)

	2Q 2017	1Q 2017	2Q 2016	Percent Change		YTD 2017	YTD 2016	Percent Change
				2Q17 vs 1Q17	2Q17 vs 2Q16			
Net income attributable to TCF	\$ 60,432	\$ 46,278	\$ 57,694	30.6%	4.7%	\$ 106,710	\$ 105,740	0.9%
Net interest income	227,161	222,114	212,984	2.3	6.7	449,275	424,642	5.8
Diluted earnings per common share	0.33	0.25	0.31	32.0	6.5	0.58	0.57	1.8

### Financial Ratios<sup>1</sup>

Return on average assets	1.17%	0.90%	1.14%		1.03%	1.05%
Return on average common equity	9.96	7.64	10.09		8.82	9.28
Net interest margin	4.52	4.46	4.35		4.49	4.36
Net charge-offs as a percentage of average loans and leases	0.28	0.11	0.23		0.20	0.25

<sup>1</sup>Annualized



## TCF is a Well-Capitalized Institution

### What does it mean to be “well-capitalized”?

The Federal Reserve Board defines a well-capitalized institution as one that has:

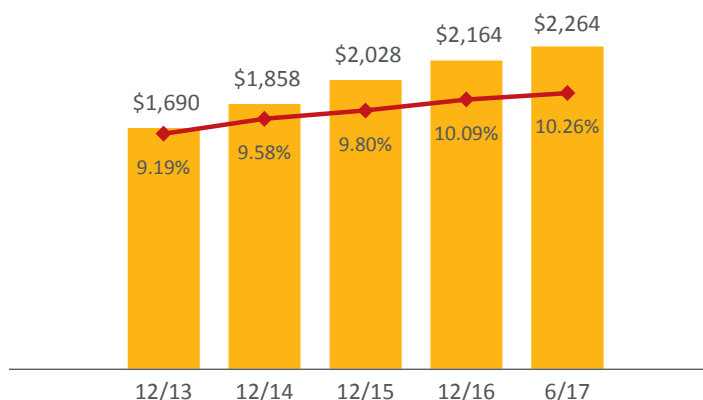
- 1) Tier 1 capital to risk-weighted assets (Tier 1 risk-based capital) of not less than 8 percent and
- 2) Total capital to risk-weighted assets (total risk-based capital) of not less than 10 percent.

### TCF Capital & Regulatory Requirements

	TCF 6/30/17 Ratio	Well Capitalized Standard
Common equity Tier 1 capital	10.24%	6.50%
Tier 1 risk-based capital	11.66	8.00
Total risk-based capital	13.49	10.00
Tier 1 leverage	10.76	5.00

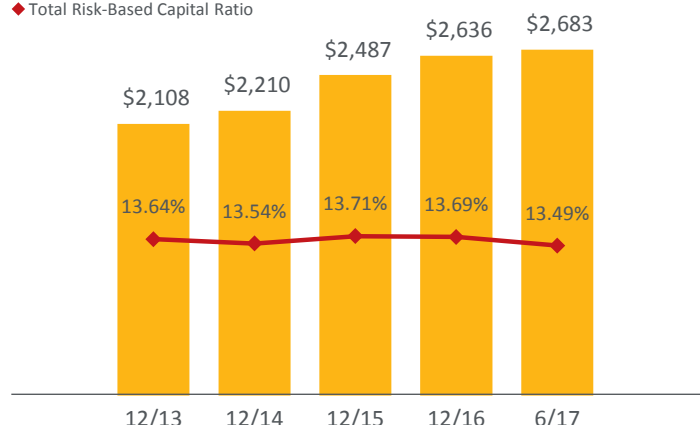
### Common Equity

■ Common Equity (\$ millions)  
◆ Common Equity Ratio



### Total Risk-Based Capital

■ Total Risk-Based Capital (\$ millions)  
◆ Total Risk-Based Capital Ratio



### Liquidity & Borrowing Capacity

TCF has unused, secured borrowing capacity from the following sources:

(\$ millions, at period end)

	6/30/17	12/31/16
<b>Asset Liquidity:</b>		
Balance at the Federal Reserve	\$ 198	\$ 257
Unencumbered U.S. government and federal agencies mortgage-backed securities	932	926
<b>Total</b>	<b>\$ 1,130</b>	<b>\$ 1,183</b>
Unencumbered obligations of states and political subdivisions	\$ 728	\$ 613
<b>Borrowing Capacity:</b>		
Secured borrowing capacity at the FHLB of Des Moines	\$ 1,603	\$ 1,876

### Other Capital Information

(\$ millions, except per share data)

	6/30/17	12/31/16
Total equity	\$ 2,550	\$ 2,445
Book value per common share	\$ 13.20	\$ 12.66
Capital accumulation rate <sup>1</sup>	6.70%	8.59%

<sup>1</sup> Calculated as the change in annualized year-to-date common equity Tier 1 capital as a percentage of prior year-end common equity Tier 1 capital

