



2016 Third Quarter Earnings Presentation

October 21, 2016

Agenda

INTRODUCTION

- Craig Dahl (Chief Executive Officer)

HIGHLIGHTS / REVENUE / LOANS AND LEASES / CREDIT

- Craig Dahl

EXPENSES / DEPOSITS / INTEREST RATES / CAPITAL

- Brian Maass (Chief Financial Officer)

CLOSING COMMENTS

- Craig Dahl

Q&A



Third Quarter Observations

CONTINUED FOCUS ON EXECUTING ON OUR STRATEGIC PILLARS IN 2016

Diversification **1**

Profitable Growth **2**

Operating Leverage **3**

Core Funding **4**

- Emphasis remained on profitable growth through strong originations that drive bottom line results
- Credit quality remained stable as non-performing assets continued to decline
- Sustained positive operating leverage as year-over-year revenue growth continued to outpace expense growth

Focused on continuing to create superior and sustainable financial performance



Well Positioned vs. Peers

	TCF 3Q16 ¹	Peer Group 2Q16 Average ^{1,2,3}	TCF BUSINESS MODEL ATTRIBUTES
Revenue as a % of average assets	6.31%	4.35%	<ul style="list-style-type: none"> Exceptional revenue generation capabilities through diverse sources including net interest income, banking fees and non-interest income from fee generating businesses
Return on average assets	1.12%	0.97%	<ul style="list-style-type: none"> Emphasis on generating <i>profitable</i> growth
Yield on loans and leases ⁴	4.88%	4.35% ⁵	<ul style="list-style-type: none"> Strong execution on pricing allows for growth with consistent yields without expanding the credit box Niche lending businesses help maintain yield in a competitive environment
Average loans and leases as a % of average assets	82.4%	67.2%	<ul style="list-style-type: none"> Unique mix of loan and lease businesses provide ample and flexible origination capabilities Organic loan and lease growth opportunities can be achieved while maintaining discipline on price, structure and credit quality
Insured deposits as a % of total deposits ⁶	94%	62%	<ul style="list-style-type: none"> Insured deposits provide a competitive advantage from a pricing and balance perspective Preferred deposit composition primarily made up of low balance, retail deposits which have the highest liquidity value
Net charge-offs (%)	0.26%	0.24%	<ul style="list-style-type: none"> Net charge-offs in-line with peers Wholesale portfolio with strong credit quality, 10 bps of net charge-offs in 3Q16, having a stronger influence on consolidated credit quality

¹ Annualized

² All U.S. publicly-traded banks and thrifts, excluding TCF, with total assets between \$10 and \$50 billion (source: SNL Financial)

³ Excluding non-recurring items for non-interest income and revenue

⁴ Presented on a fully tax-equivalent basis

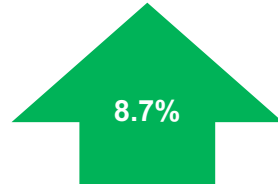
⁵ Includes loans held for sale

⁶ Estimated based on consolidated bank level deposit data

Third Quarter 2016 Highlights vs. Third Quarter 2015

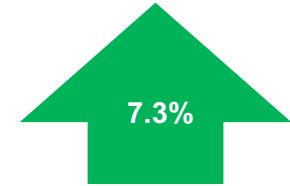
Loan & Lease Originations

\$4.2 billion



Average Deposits

\$17.1 billion



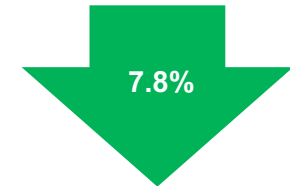
Provision for Credit Losses

\$13.9 million



Non-accrual Loans & Leases

\$190.0 million



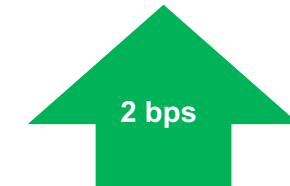
Revenue

\$331.7 million



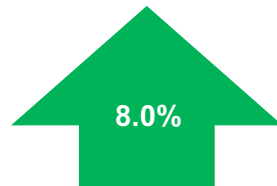
Return on Average Assets¹

1.12%



Book Value per Common Share

\$12.69



Return on Average Common Equity¹

9.59%



Earnings per share of 31 cents, an increase of 6.9% from the third quarter of 2015



Third Quarter 2016 Highlights – Revenue

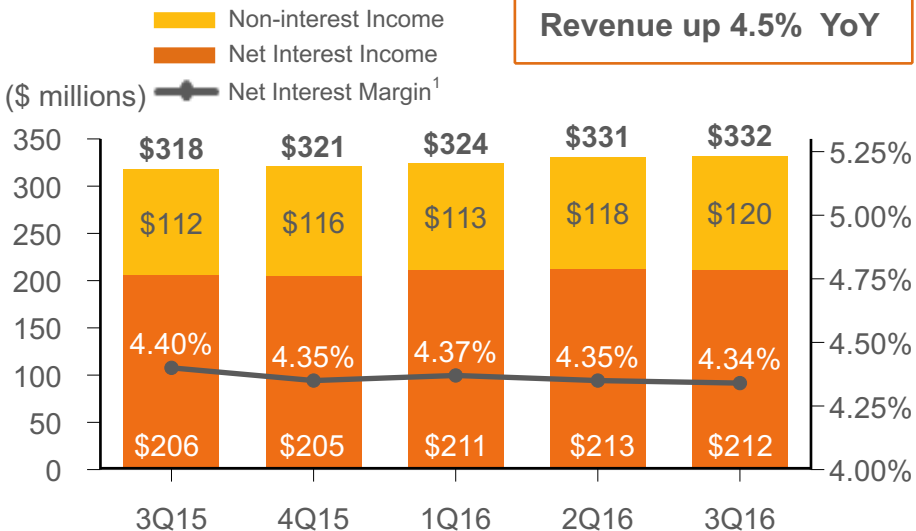
Strategic Pillars

Diversification

1

Profitable Growth

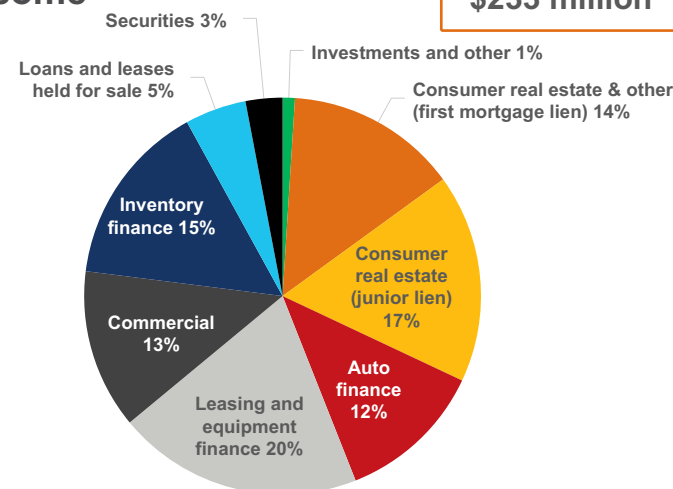
2



REVENUE DIVERSIFICATION

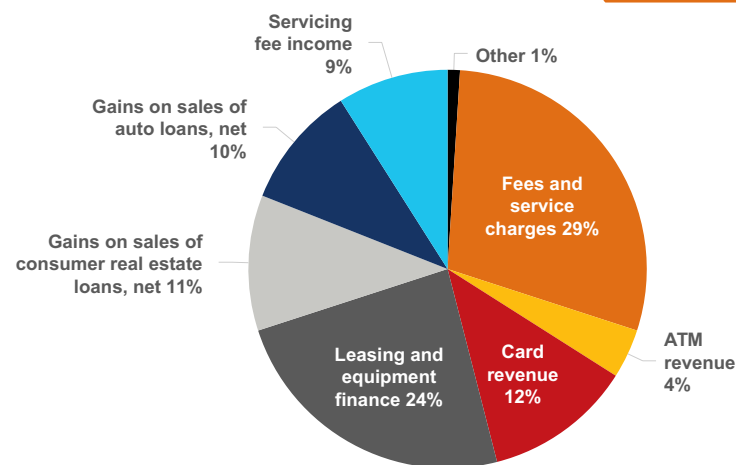
Interest Income

\$233 million



Non-interest Income

\$120 million



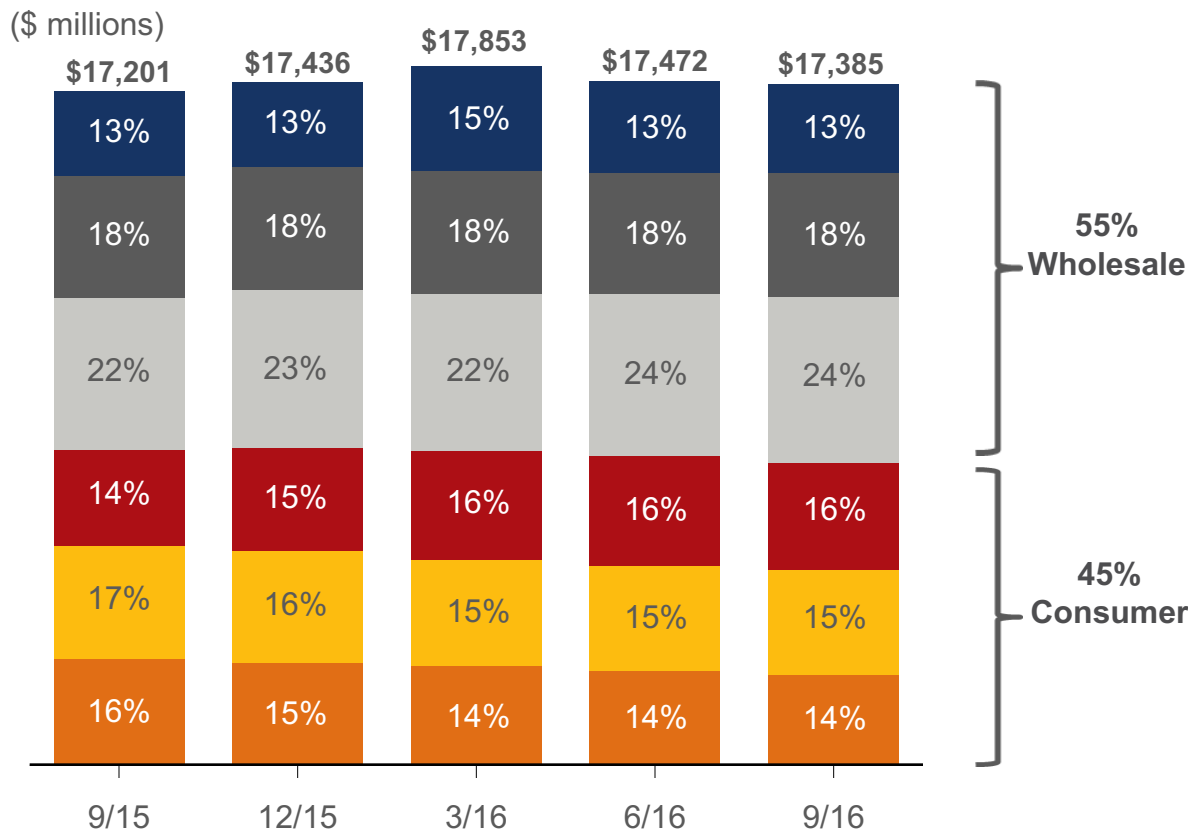
3Q16 vs. 2Q16 revenue and net interest margin impacted by:

- Increased non-interest income related to gains on sales for both consumer real estate and auto loans
- Increased servicing fee income
- Consistent loan and lease yields and interest rates on deposits

Loan and Lease Portfolio

- Inventory Finance
- Commercial
- Leasing & Equipment Finance
- Auto Finance
- Consumer Real Estate - Junior Lien
- Consumer Real Estate & Other - First Mortgage Lien

Loan and lease growth of 1.1% YoY



- Portfolio flexibility as third quarter annualized loan and lease growth would have been 22% if all loans were held on the balance sheet
- Superior loan and lease diversification
- Additional loan and lease diversification by geography, rate, average loan size, estimated weighted average life and collateral type

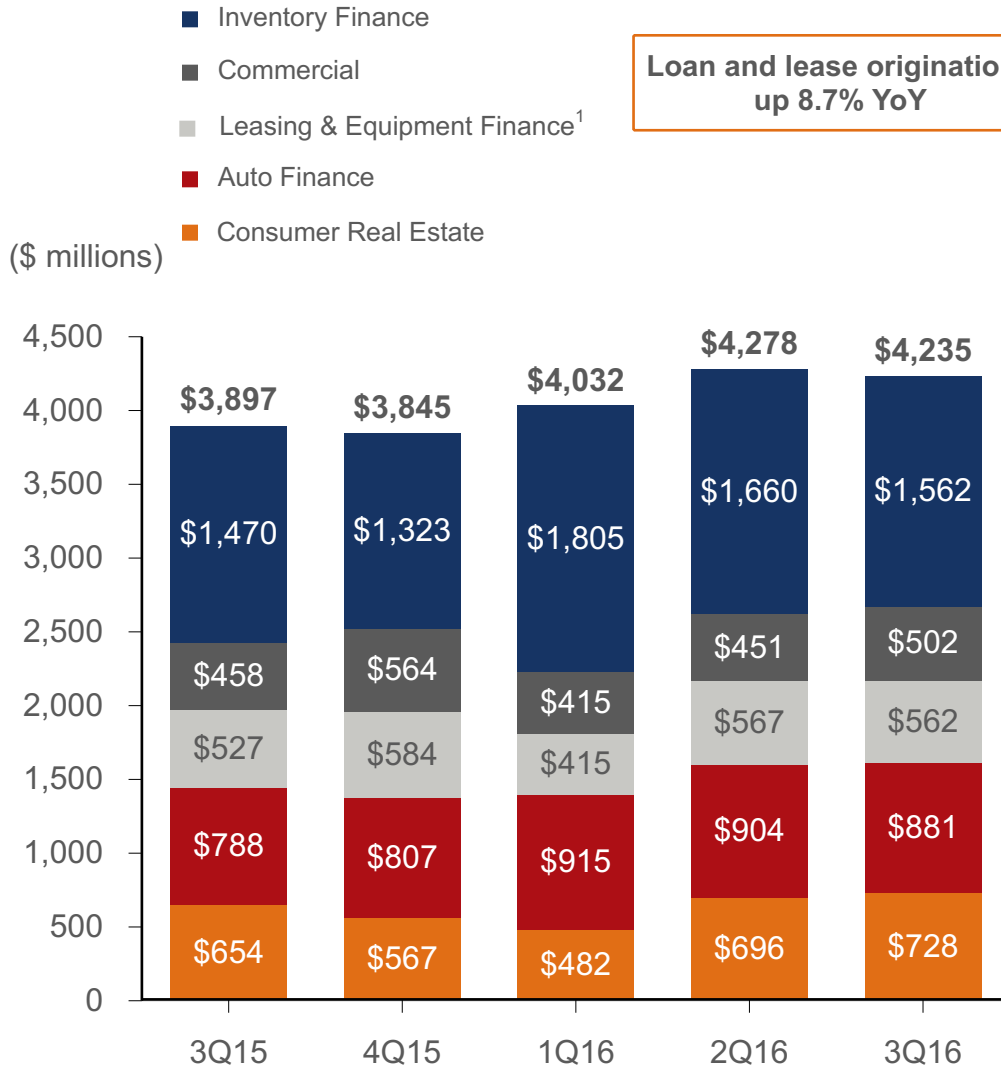


Diverse Loan and Lease Origination Capabilities

Strategic Pillars

- Diversification 1
- Profitable Growth 2

Loan and lease originations up 8.7% YoY



- Organic loan and lease portfolio growth opportunities can be achieved while maintaining discipline on price, structure and credit quality
- Consistent loan and lease originations, averaging \$4.1 billion over the last 5 quarters
- Inventory Finance origination levels are impacted by the velocity of fundings and repayments with dealers
- Asset classes have different levels and timing of origination seasonality



Loan and Lease Sales and Revenue

Strategic Pillars

Diversification

1

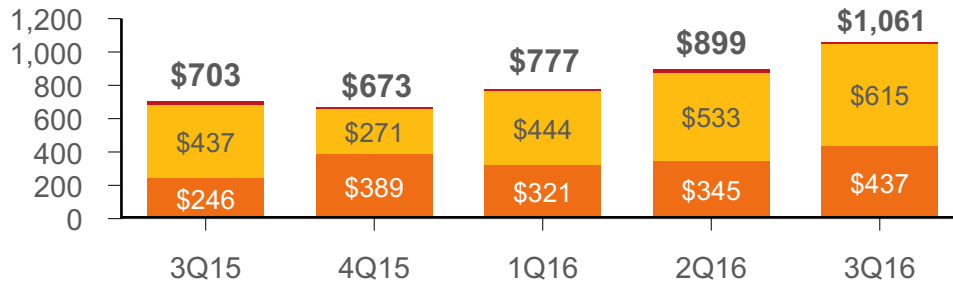
Profitable Growth

2

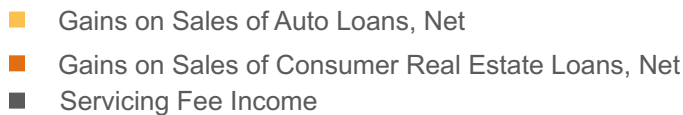
LOAN AND LEASE SALES



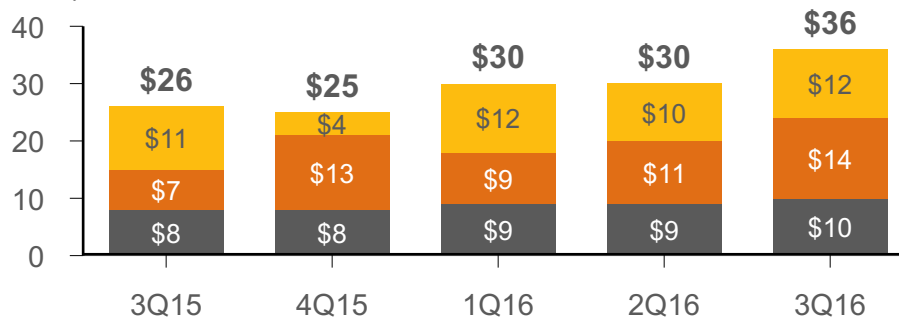
(\$ millions)



IMPACT ON REVENUE



(\$ millions)



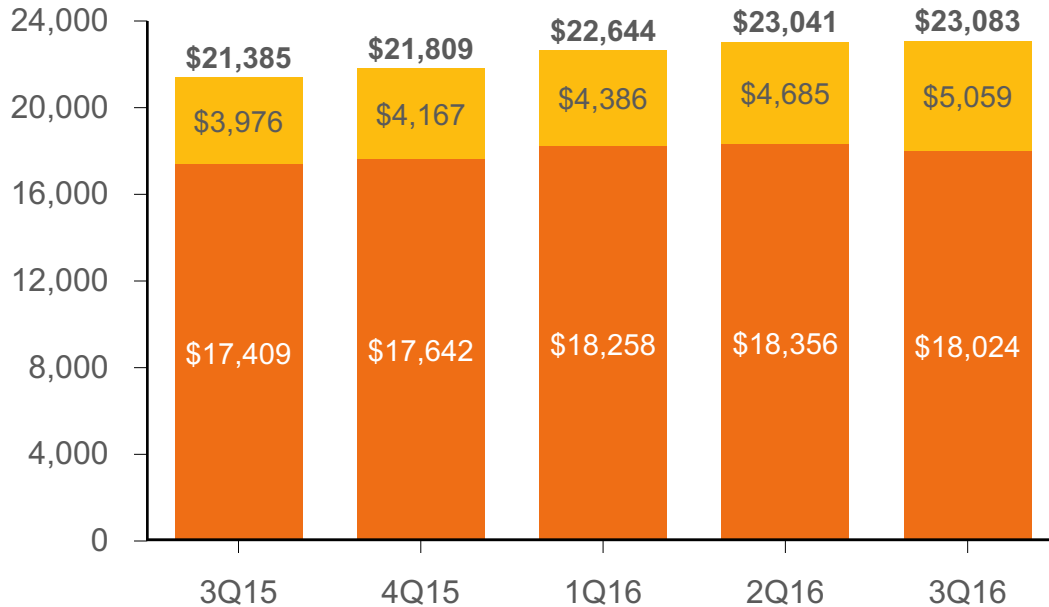
- Core competency since 4Q11
- Provides flexibility to the organization:
 - Diversifies areas of product and geographic concentration
 - Supports capital and liquidity
 - Provides additional revenue source



Managed Portfolio

Average Balances (\$ millions)

■ Serviced for Others Portfolio
■ Portfolio Loans and Leases & Loans and Leases Held for Sale¹



(\$ millions)

■ Servicing Fee Income



- Serviced for others portfolio primarily includes auto loans and consumer real estate loans sold with servicing rights retained by TCF
- Loan sale and servicing strategy contributes to revenue through gains on sales of loans and ongoing servicing fees:
 - \$1.1 billion of loan sales for a gain of \$26.6 million in 3Q16
 - Year-over-year servicing fee income growth of 29%



Loan and Lease Yields¹

COMBINATION OF DIVERSIFICATION AND DISCIPLINED PRICING HAS CREATED CONSISTENT YIELD PERFORMANCE DESPITE LOW RATE ENVIRONMENT

	3Q15	4Q15	1Q16	2Q16	3Q16
Consumer Real Estate:					
First Mortgage Lien	5.28%	5.31%	5.40%	5.34%	5.35%
Junior Lien	5.51	5.54	5.67	5.64	5.60
Commercial	4.26	4.40	4.30	4.30	4.22
Leasing & Equipment Finance	4.59	4.55	4.47	4.45	4.48
Inventory Finance	5.83	5.66	5.68	5.74	6.07
Auto Finance	4.13	4.17	4.14	4.19	4.06
Total Loans and Leases	4.88	4.89	4.89	4.88	4.88
Peer Group ² Average	4.45	4.38	4.37	4.35	N.A.

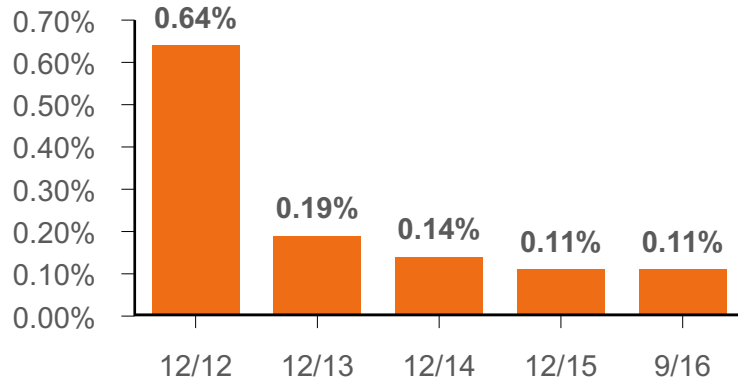
¹ Annualized and presented on a fully tax-equivalent basis

² All U.S. publicly-traded banks and thrifts, excluding TCF, with total assets between \$10 and \$50 billion as of June 30, 2016 that have reported loan and lease yields for the past four quarters, includes loans held for sale (source: SNL Financial)

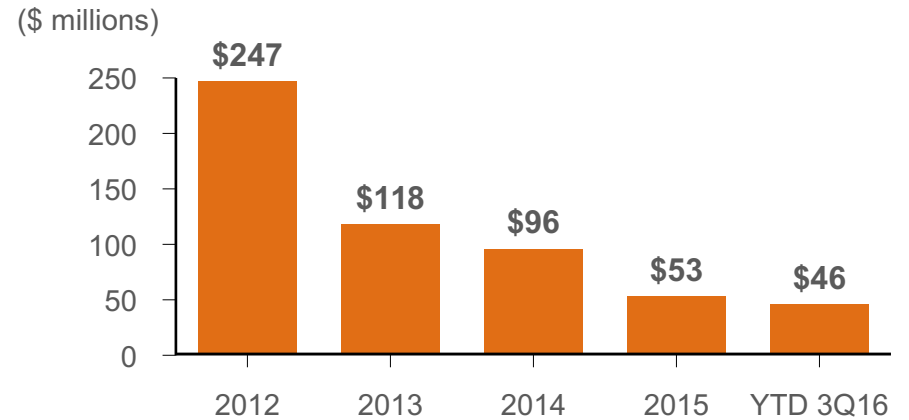


Credit Quality Trends

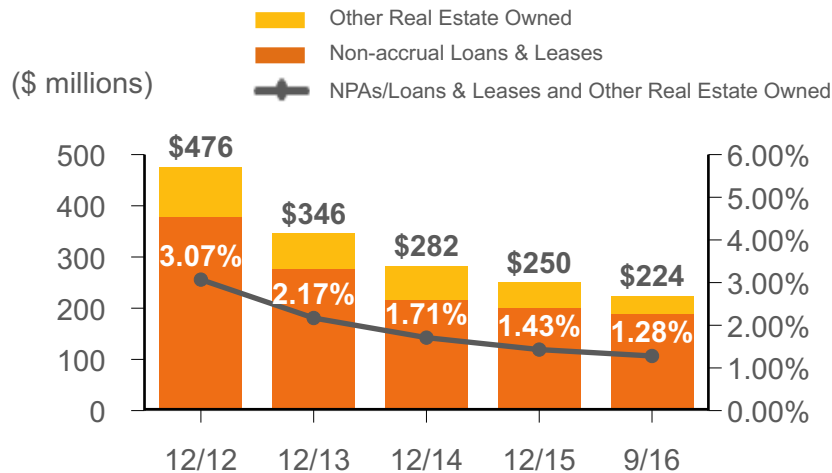
60+ DAY DELINQUENCIES¹



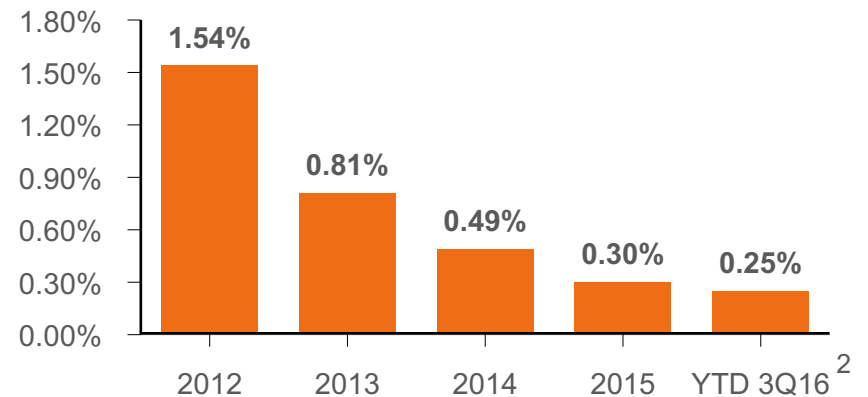
PROVISION FOR CREDIT LOSSES



NON-PERFORMING ASSETS



NET CHARGE-OFF RATIO



¹ Excludes acquired portfolios and non-accrual loans and leases
² Annualized

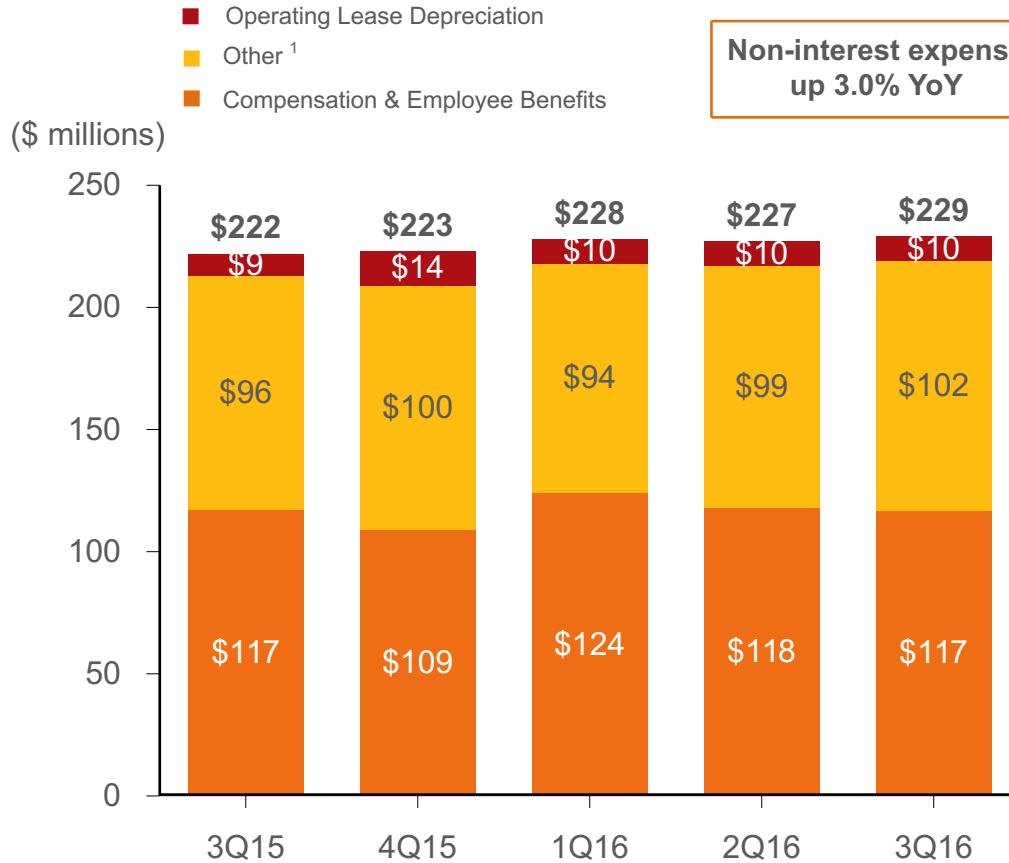
Net Charge-off Ratio

	Quarter Ended ¹					Change from Quarter Ended
	Sep. 30, 2015	Dec. 31, 2015	Mar. 31, 2016	Jun. 30, 2016	Sep. 30, 2016	Sep. 30, 2015
Consumer:						
Consumer real estate:						
First mortgage lien	0.53%	0.54%	0.55%	0.35%	0.34%	(19) bps
Junior lien	0.11	0.17	0.17	0.05	0.04	(7)
Total consumer real estate	0.32	0.34	0.35	0.19	0.17	(15)
Auto finance	0.62	0.75	0.81	0.69	0.86	24
Consumer²	0.45	0.51	0.52	0.39	0.47	2
Wholesale:						
Commercial	—	0.05	(0.02)	0.08	(0.01)	(1)
Leasing and equipment finance	0.09	0.16	0.13	0.11	0.18	9
Inventory finance	0.03	0.05	0.04	0.09	0.10	7
Wholesale	0.04	0.10	0.06	0.10	0.10	6
Total²	0.23	0.29	0.27	0.23	0.26	3

Total levels of net charge-offs performing in low end of the expected range

Non-interest Expense

Non-interest expense up 3.0% YoY



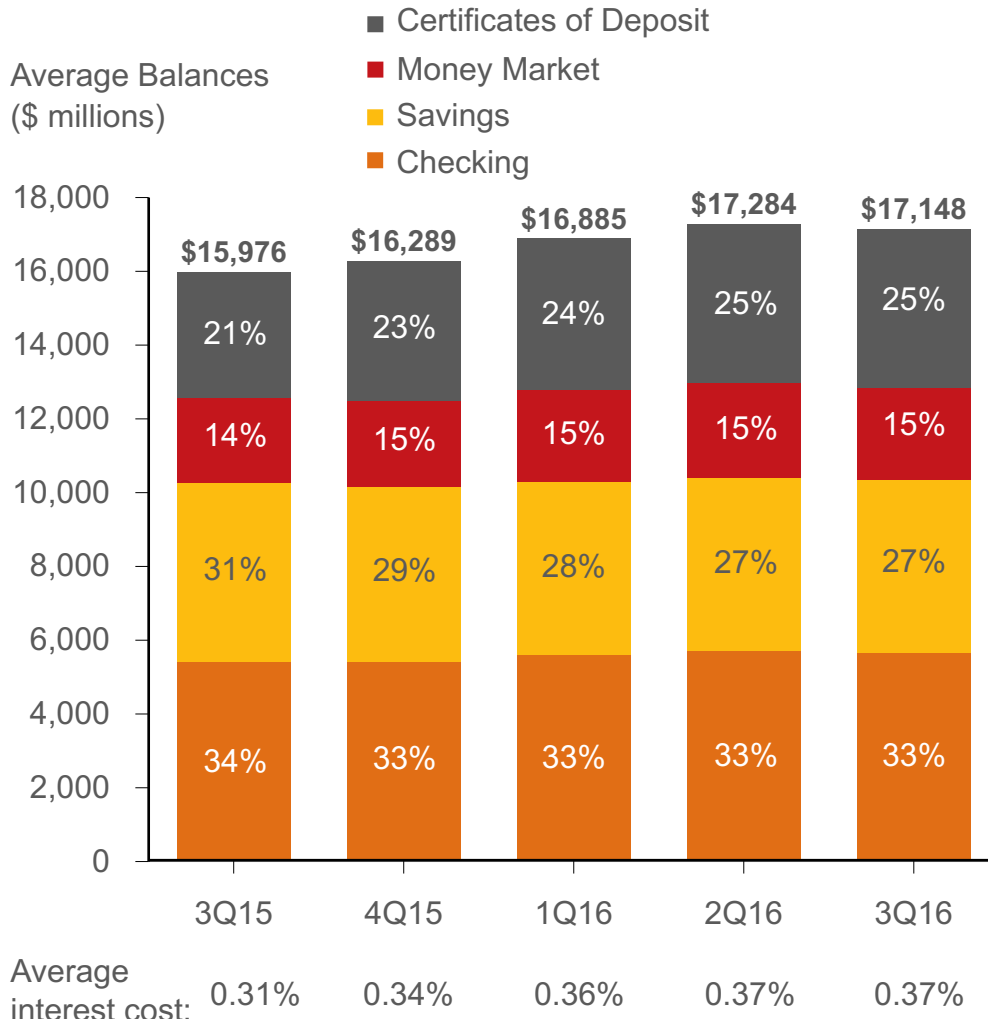
- Leveraging of expense base through continued growth of total average assets and average serviced for others portfolio
- Compensation and employee benefits expense remained consistent year-over-year despite a 9.3% increase in total average assets and average serviced for others portfolio
- Focus on lowering efficiency ratio by growing revenue faster than expenses

Efficiency Ratio:	70.0%	69.3%	70.4%	68.7%	69.0%
Expense as % of Total Avg Assets & Avg Serviced for Others Portfolio ² :	3.73%	3.65%	3.61%	3.51%	3.51%
Total Avg Assets & Avg Serviced for Others Portfolio:	\$23,857	\$24,371	\$25,317	\$25,892	\$26,085



14 ¹ Includes Occupancy & Equipment, FDIC Insurance, Advertising & Marketing, Other Non-interest Expenses, Foreclosed Real Estate & Repossessed Assets, and Other Credit Costs
² Annualized

Deposit Generation



- Checking account attrition rate improved by 240 bps year-over-year
- Average interest rate on deposits was consistent quarter-over-quarter
- Average checking balances increased 5.0% year-over-year
- 86% of period-end certificates of deposit balances are less than \$250,000



Well Prepared for Changing Interest Rates

Strategic Pillars

Diversification

1

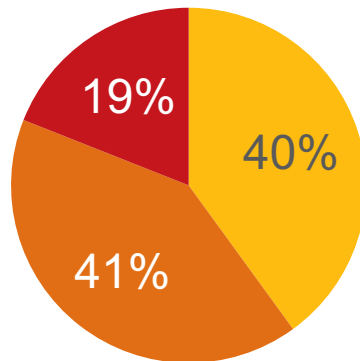
Profitable Growth

2

At September 30, 2016

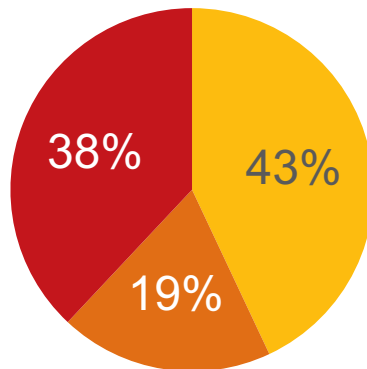
EARNING ASSETS

- Variable & Adjustable Rate (Inventory Finance, Commercial, Consumer Real Estate, Investments)
- Fixed Rate - Short/Medium Duration (Commercial, Leasing, Auto Finance)
- Fixed Rate - Long Duration (Securities, Consumer Real Estate)



DEPOSITS

- Low Interest Cost
- No Interest Cost
- Other



- Growth of short-term and variable rate loans positions TCF to benefit in a rising rate environment
- Shorter duration of assets provides optionality in changing rate environment
- 81% of assets are variable/adjustable rate or short/medium duration fixed rate
- 57% of loan and lease balances are expected to reprice, amortize or prepay in the next 12 months
- 62% of deposits are low or no interest cost with an average balance of \$10.6 billion and an average cost of two basis points for 3Q16



Capital and Return

	2Q16	3Q16
Common equity Tier 1 capital ratio ¹	10.16%	10.35%
Tier 1 risk-based capital ratio ¹	11.67%	11.85%
Total risk-based capital ratio ¹	13.73%	13.89%
Tier 1 leverage ratio ¹	10.38%	10.66%
Common equity ratio	10.13%	10.29%
Tangible common equity ratio ²	9.15%	9.31%
Book value per common share	\$ 12.48	\$ 12.69
Tangible book value per common share ²	\$ 11.15	\$ 11.36
Return on average common equity ³	10.09%	9.59%
Return on average tangible common equity ^{3, 4}	11.38%	10.78%

- Maintained strong capital ratios with earnings accumulation
- Common stock dividend of 7.5 cents per share declared on October 19, 2016



¹ The regulatory capital ratios for 3Q16 are preliminary pending completion and filing of the Company's regulatory reports

² See "Reconciliation of GAAP to Non-GAAP Financial Measures – Tangible Common Equity Ratio and Tangible Book Value Per Common Share" slide

³ Annualized

⁴ See "Reconciliation of GAAP to Non-GAAP Financial Measures – Return on Average Tangible Common Equity" slide

Summary

	STRATEGIC PILLARS	STATUS
1	DIVERSIFICATION	<ul style="list-style-type: none">• Superior loan and lease diversification• Loan and lease diversification resulting in stabilization of credit quality
2	PROFITABLE GROWTH	<ul style="list-style-type: none">• Disciplined loan and lease origination growth• Consistent execution on loan sales• Strong net interest income despite competitive low interest rate environment
3	OPERATING LEVERAGE	<ul style="list-style-type: none">• Year-over-year revenue growth outpacing expense growth• Branch rationalization where appropriate
4	CORE FUNDING	<ul style="list-style-type: none">• Preferred deposit composition primarily made up of low balance, retail deposits which have the highest liquidity value• Continued improvement in account attrition

Execution under a strong enterprise risk management and credit culture

Appendix

The background features a dark gray gradient with large, curved, overlapping shapes in a slightly lighter shade of gray, creating a modern, abstract aesthetic.

Cautionary Statements for Purposes of the Safe Harbor Provisions of the Securities Litigation Reform Act

Any statements contained in this earnings release presentation regarding the outlook for the Company's businesses and their respective markets, such as projections of future performance, guidance, statements of the Company's plans and objectives, forecasts of market trends and other matters, are forward-looking statements based on the Company's assumptions and beliefs. Such statements may be identified by such words or phrases as "will likely result," "are expected to," "will continue," "outlook," "will benefit," "is anticipated," "estimate," "project," "management believes" or similar expressions. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those discussed in such statements and no assurance can be given that the results in any forward-looking statement will be achieved. For these statements, TCF claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Any forward-looking statement speaks only as of the date on which it is made, and we disclaim any obligation to subsequently revise any forward-looking statement to reflect events or circumstances after such date or to reflect the occurrence of anticipated or unanticipated events.

Certain factors could cause the Company's future results to differ materially from those expressed or implied in any forward-looking statements contained herein. These factors include the factors discussed in Part I, Item 1A of the Company's Annual Report on Form 10-K for the year ended December 31, 2015 under the heading "Risk Factors", the factors discussed below and any other cautionary statements, written or oral, which may be made or referred to in connection with any such forward-looking statements. Since it is not possible to foresee all such factors, these factors should not be considered as complete or exhaustive.

Adverse Economic or Business Conditions; Competitive Conditions; Credit and Other Risks. Deterioration in general economic and banking industry conditions, including those arising from government shutdowns, defaults, anticipated defaults or rating agency downgrades of sovereign debt (including debt of the U.S.), or increases in unemployment; adverse economic, business and competitive developments such as shrinking interest margins, reduced demand for financial services and loan and lease products, deposit outflows, increased deposit costs due to competition for deposit growth and evolving payment system developments, deposit account attrition or an inability to increase the number of deposit accounts; customers completing financial transactions without using a bank; adverse changes in credit quality and other risks posed by TCF's loan, lease, investment, securities held to maturity and securities available for sale portfolios, including declines in commercial or residential real estate values, changes in the allowance for loan and lease losses dictated by new market conditions or regulatory requirements, or the inability of home equity line borrowers to make increased payments caused by increased interest rates or amortization of principal; deviations from estimates of prepayment rates and fluctuations in interest rates that result in decreases in the value of assets such as interest-only strips that arise in connection with TCF's loan sales activity; interest rate risks resulting from fluctuations in prevailing interest rates or other factors that result in a mismatch between yields earned on TCF's interest-earning assets and the rates paid on its deposits and borrowings; foreign currency exchange risks; counterparty risk, including the risk of defaults by our counterparties or diminished availability of counterparties who satisfy our credit quality requirements; decreases in demand for the types of equipment that TCF leases or finances; the effect of any negative publicity.

Legislative and Regulatory Requirements. New consumer protection and supervisory requirements and regulations, including those resulting from action by the Consumer Financial Protection Bureau and changes in the scope of Federal preemption of state laws that could be applied to national banks and their subsidiaries; the imposition of requirements that adversely impact TCF's deposit, lending, loan collection and other business activities such as mortgage foreclosure moratorium laws, further regulation of financial institution campus banking programs, use by municipalities of eminent domain on property securing troubled residential mortgage loans, or imposition of underwriting or other limitations that impact the ability to offer certain

(continued)

Cautionary Statements for Purposes of the Safe Harbor Provisions of the Securities Litigation Reform Act (cont)

variable-rate products; changes affecting customer account charges and fee income, including changes to interchange rates; regulatory actions or changes in customer opt-in preferences with respect to overdrafts, which may have an adverse impact on TCF; changes to bankruptcy laws which would result in the loss of all or part of TCF's security interest due to collateral value declines; deficiencies in TCF's compliance under the Bank Secrecy Act in past or future periods, which may result in regulatory enforcement action including monetary penalties; increased health care costs resulting from Federal health care reform; regulatory criticism and resulting enforcement actions or other adverse consequences such as increased capital requirements, higher deposit insurance assessments or monetary damages or penalties; heightened regulatory practices, requirements or expectations, including, but not limited to, requirements related to enterprise risk management, the Bank Secrecy Act and anti-money laundering compliance activity.

Earnings/Capital Risks and Constraints, Liquidity Risks. Limitations on TCF's ability to pay dividends or to increase dividends because of financial performance deterioration, regulatory restrictions or limitations; increased deposit insurance premiums, special assessments or other costs related to adverse conditions in the banking industry; the impact on banks of regulatory reform, including additional capital, leverage, liquidity and risk management requirements or changes in the composition of qualifying regulatory capital; adverse changes in securities markets directly or indirectly affecting TCF's ability to sell assets or to fund its operations; diminished unsecured borrowing capacity resulting from TCF credit rating downgrades or unfavorable conditions in the credit markets that restrict or limit various funding sources; costs associated with new regulatory requirements or interpretive guidance relating to liquidity; uncertainties relating to future retail deposit account changes, including limitations on TCF's ability to predict customer behavior and the impact on TCF's fee revenues.

Branching Risk; Growth Risks. Adverse developments affecting TCF's supermarket banking relationships or any of the supermarket chains in which TCF maintains supermarket branches; costs related to closing underperforming branches; inability to timely close underperforming branches due to long-term lease obligations; slower than anticipated growth in existing or acquired businesses; inability to successfully execute on TCF's growth strategy through acquisitions or cross-selling opportunities; failure to expand or diversify TCF's balance sheet through new or expanded programs or opportunities; failure to successfully attract and retain new customers, including the failure to attract and retain manufacturers and dealers to expand the inventory finance business; failure to effectuate, and risks of claims related to, sales and securitizations of loans; risks related to new product additions and addition of distribution channels (or entry into new markets) for existing products.

Technological and Operational Matters. Technological or operational difficulties, loss or theft of information, cyber-attacks and other security breaches, counterparty failures and the possibility that deposit account losses (fraudulent checks, etc.) may increase; failure to keep pace with technological change, including the failure to develop and maintain technology necessary to satisfy customer demands; ability to attract and retain employees given competitive conditions.

Litigation Risks. Results of litigation or government enforcement actions, including class action litigation or enforcement actions concerning TCF's lending or deposit activities, including account opening/origination, servicing practices, fees or charges, employment practices, or checking account overdraft program "opt in" requirements; and possible increases in indemnification obligations for certain litigation against Visa U.S.A.

Accounting, Audit, Tax and Insurance Matters. Changes in accounting standards or interpretations of existing standards; federal or state monetary, fiscal or tax policies, including adoption of state legislation that would increase state taxes; ineffective internal controls; adverse federal, state or foreign tax assessments or findings in tax audits; lack of or inadequate insurance coverage for claims against TCF; potential for claims and legal action related to TCF's fiduciary responsibilities.

Reconciliation of GAAP to Non-GAAP Financial Measures – Return on Average Tangible Common Equity¹

(\$ thousands)

		QTD Jun. 30, 2016	QTD Sep. 30, 2016
Net income available to common stockholders	(a)	\$ 52,847	\$ 51,445
Plus: Other intangibles amortization		366	366
Less: Income tax expense attributable to other intangibles amortization		129	128
Adjusted net income available to common stockholders	(b)	\$ 53,084	\$ 51,683
Average balances:			
Total equity		\$ 2,383,329	\$ 2,431,475
Less: Non-controlling interest in subsidiaries		25,820	22,163
Total TCF Financial Corporation stockholders' equity		2,357,509	2,409,312
Less: Preferred stock		263,240	263,240
Average total common stockholders' equity	(c)	2,094,269	2,146,072
Less:			
Goodwill		225,640	225,640
Other intangibles		2,596	2,233
Average tangible common equity	(d)	\$ 1,866,033	\$ 1,918,199
Return on average common equity ²	(a) / (c)	10.09%	9.59%
Return on average tangible common equity ²	(b) / (d)	11.38%	10.78%

¹ When evaluating capital adequacy and utilization, management considers financial measures such as return on average tangible common equity. This measure is a non-GAAP financial measure and is viewed by management as a useful indicator of capital levels available to withstand unexpected market or economic conditions, and also provide investors, regulators and other users with information to be viewed in relation to other banking institutions.

² Annualized

Reconciliation of GAAP to Non-GAAP Financial Measures – Tangible Common Equity Ratio and Tangible Book Value Per Common Share¹

(\$ thousands, except per share data)

		At Jun. 30, 2016	At Sep. 30, 2016
Total equity		\$ 2,419,758	\$ 2,452,380
Less: Non-controlling interest in subsidiaries		21,660	18,926
Total TCF Financial Corporation stockholders' equity		2,398,098	2,433,454
Less: Preferred stock		263,240	263,240
Total common stockholders' equity	(a)	2,134,858	2,170,214
Less:			
Goodwill		225,640	225,640
Other intangibles		2,394	2,028
Tangible common equity	(b)	\$ 1,906,824	\$ 1,942,546
Total assets	(c)	\$ 21,069,510	\$ 21,084,156
Less:			
Goodwill		225,640	225,640
Other intangibles		2,394	2,028
Tangible assets	(d)	\$ 20,841,476	\$ 20,856,488
Common stock shares outstanding	(e)	171,005,952	170,951,234
Common equity ratio	(a) / (c)	10.13%	10.29%
Tangible common equity ratio	(b) / (d)	9.15%	9.31%
Book value per common share	(a) / (e)	\$ 12.48	\$ 12.69
Tangible book value per common share	(b) / (e)	\$ 11.15	\$ 11.36

¹ When evaluating capital adequacy and utilization, management considers financial measures such as the tangible common equity ratio and tangible book value per common share. These measures are non-GAAP financial measures and are viewed by management as useful indicators of capital levels available to withstand unexpected market or economic conditions, and also provide investors, regulators and other users with information to be viewed in relation to other banking institutions.