Section 1: 8-K (8-K)

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K
CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported):
February 7, 2017

TCF FINANCIAL CORPORATION
(Exact name of registrant as specified in its charter)

200 Lake Street East, Mail Code EX0-03-A, Wayzata, Minnesota 55391-1693
(Address of principal executive offices, including Zip Code)

(952) 745-2760
(Registrant's telephone number, including area code)

Delaware
(State or other jurisdiction of incorporation)

001-10253
(Commission File Number)

41-1591444
(IRS Employer Identification No.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
Item 7.01 Regulation FD Disclosure.

Information is being furnished herein in Exhibit 99.1 with respect to the slide presentation to investors and others that may be made by executive officers of TCF Financial Corporation (the "Company"). This information includes selected financial and operational information through the fourth quarter of 2016 and does not represent a complete set of financial statements and related notes prepared in conformity with generally accepted accounting principles ("GAAP"). Most, but not all, of the selected financial information furnished herein is derived from the Company's consolidated financial statements and related notes prepared in accordance with GAAP and management's discussion and analysis of financial condition and results of operations included in the Company’s reports on Forms 10-K and 10-Q. The Company’s annual financial statements are subject to independent audit. These materials replace and supersede investor presentation materials previously furnished as an exhibit to Current Reports on Forms 8-K. These materials are dated February 7, 2017 and TCF does not undertake to update the materials after that date.

The presentation is also available on the Investor Relations section of the Company's web site at http://ir.tcfbank.com. The Company’s Annual Report to Shareholders and its reports on Forms 10-K, 10-Q and 8-K and other publicly available information should be consulted for other important information about the Company.

Information contained herein, including Exhibit 99.1, shall not be deemed filed for the purposes of the Securities Exchange Act of 1934, nor shall such information and Exhibit be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such a filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

<table>
<thead>
<tr>
<th>Exhibit No.</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>99.1</td>
<td>Investor Presentation of TCF Financial Corporation, dated February 7, 2017</td>
</tr>
</tbody>
</table>
SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

TCF FINANCIAL CORPORATION

/s/ Craig R. Dahl
Craig R. Dahl,  
Vice Chairman of the Board, President and Chief Executive Officer  
(Principal Executive Officer)

/s/ Brian W. Maass
Brian W. Maass,  
Executive Vice President and Chief Financial Officer  
(Principal Financial Officer)

/s/ Susan D. Bode
Susan D. Bode,  
Senior Vice President and Chief Accounting Officer  
(Principal Accounting Officer)

Dated: February 7, 2017

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Section 2: EX-99.1 (EXHIBIT 99.1)
2016 Fourth Quarter Investor Presentation
Cautionary Statements for Purposes of the Safe Harbor Provisions of the Securities Litigation Reform Act

Any statements contained in this 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; and 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)

2
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 programs, including 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 either of the primary 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 expanding existing business relationships; 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 effectively, 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, counterpart 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.

3
Who We Are – A Unique Regional Bank

LENDING
• Well-diversified portfolio by asset class, geography, industry, loan and lease size and collateral type
• Expertise in diverse lending businesses
• Proven loan and lease origination platform allows for optimization of growth and revenue

FUNDING
• Loan and lease growth funded primarily by low cost, core deposit base
• High concentration of retail deposits that provide a competitive pricing advantage in a rising rate environment
• Convenience banking model based on branch locations, hours of operation, ATMs and digital channels

PROFITABILITY
• Strong net interest margin due to high loan and lease yields and low cost funding
• Diverse lending businesses with attractive spreads
• Strong credit quality performance due to execution of our diversification philosophy and a disciplined approach to pricing and underwriting
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
Corporate Profile

At December 31, 2016

- $21.4 billion national bank holding company headquartered in Minnesota
  - 47th largest publicly-traded U.S. based bank holding company by asset size
- 339 bank branches in seven states
- Approximately 147,000 small business banking relationships:
  - 67,500 checking accounts
  - 79,500 lending relationships
- Average loan and lease portfolio makes up 83% of average total assets
- Common equity ratio of 10.09%
- Book value per common share of $12.66
- Return on average common equity of 9.13%

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1. Source: SNL Financial (September 30, 2016)
2. YTD
## Well Positioned vs. Peers

<table>
<thead>
<tr>
<th>TCF 4Q16</th>
<th>Peer Group 3Q16 Average1,2,3</th>
<th>TCF BUSINESS MODEL ATTRIBUTES</th>
</tr>
</thead>
</table>
| **Revenue as a % of average assets** | 6.19% 4.38% | • Exceptional revenue generation capabilities through diverse revenue streams  
• Emphasis on generating profitable growth |
| **Yield on loans and leases2,4** | 4.82% 4.33% | • Combination of diversification and disciplined pricing has created consistent yield performance despite low rate environment |
| **Average loans and leases as a % of average assets** | 82.9% 67.2% | • 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 deposits5** | 93% 62% | • Retail deposits provide a competitive pricing advantage in a rising rate environment  
• Preferred deposit composition primarily made up of retail deposits which have the highest liquidity value |
| **Net charge-offs (%)** | 0.27% 0.23% | • Net charge-offs in line with peers  
• Wholesale portfolio with strong credit quality, 6 bps of net charge-offs in 4Q16, having a stronger influence on consolidated credit quality |

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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 revenue  
4 Presented on a fully tax-equivalent basis  
5 Peer Group yield includes loans and leases held for sale, while TCF yield excludes loans and leases held for sale  
6 Estimated based on consolidated bank level deposit data
Fourth Quarter 2016 Highlights – Revenue

Revenue up 1.8% YoY

4Q16 vs. 4Q15 revenue and net interest margin impacted by the following 4Q16 items:

- Higher average balances of loans and leases held for sale, leasing and equipment finance loans and leases, inventory finance loans and securities available for sale
- Lower average yield on the overall loan and lease portfolio
- Increased gains on sales of consumer real estate loans and servicing fee income
- Decreased fees and service charges and gains on sales of auto loans

\[ \text{Annualized} \]

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[Image of charts and graphs]

**Interest Income**

- Loans and leases held for sale 4%
- Consumer real estate & other (first mortgage fee) 12%
- Commercial 14%
- Auto finance 12%
- Leasing & equipment finance 26%
- Investments and other 1%
- Other 1%

\[ \text{$232 million} \]

**Non-interest Income**

- Servicing fee income 16%
- Gains on sales of consumer real estate loans, net 15%
- Card revenue 12%
- ATM revenue 4%

\[ \text{$116 million} \]
Non-interest Expense

- Leveraging of expense base through continued growth of total average assets and average serviced for others portfolio

- Focus on lowering efficiency ratio by growing revenue faster than expenses

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Efficiency Ratio: 69.27% 70.42% 68.69% 69.00% 68.89%

Expense as % of Total Avg Assets & Avg Serviced for Others Portfolio:

- 3.65% 3.61% 3.51% 3.51% 3.39%

Total Avg Assets & Avg Serviced for Others Portfolio:

- $24,371 $25,317 $25,892 $26,085 $26,608

1 Includes Occupancy & Equipment, Other Non-Interest Expense, Foreclosed Real Estate & Repossessed Assets, and Other Credit Costs
2 Annualized
Achieving Higher Credit Quality Loan Growth via National Lending

NATIONAL LENDING
Ability to profitably grow loans through originations at the top of the credit box across all geographies

FOOTPRINT LENDING
Loan growth requires originations up and down the entire credit box with potential concessions on pricing and terms

Origination Opportunities

Geographic Exposure

IL, MN, MI, CO, WI, AZ, SD
Other States and Canada

Strategic Pillars
Diversification
Profitable Growth

Higher Credit Quality
Lower Credit Quality
Credit Quality Trends

60+ DAY DELINQUENCIES

<table>
<thead>
<tr>
<th>Year</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/12</td>
<td>0.64%</td>
</tr>
<tr>
<td>12/13</td>
<td>0.20%</td>
</tr>
<tr>
<td>12/14</td>
<td>0.14%</td>
</tr>
<tr>
<td>12/15</td>
<td>0.11%</td>
</tr>
<tr>
<td>12/16</td>
<td>0.12%</td>
</tr>
</tbody>
</table>

PROVISION FOR CREDIT LOSSES

<table>
<thead>
<tr>
<th>Year</th>
<th>($ millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$247</td>
</tr>
<tr>
<td>2013</td>
<td>$118</td>
</tr>
<tr>
<td>2014</td>
<td>$96</td>
</tr>
<tr>
<td>2015</td>
<td>$53</td>
</tr>
<tr>
<td>2016</td>
<td>$66</td>
</tr>
</tbody>
</table>

NON-PERFORMING ASSETS

<table>
<thead>
<tr>
<th>Year</th>
<th>($ millions)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/12</td>
<td>$476</td>
<td>3.07%</td>
</tr>
<tr>
<td>12/13</td>
<td>$346</td>
<td>2.17%</td>
</tr>
<tr>
<td>12/14</td>
<td>$282</td>
<td>1.71%</td>
</tr>
<tr>
<td>12/15</td>
<td>$250</td>
<td>1.43%</td>
</tr>
<tr>
<td>12/16</td>
<td>$228</td>
<td>1.26%</td>
</tr>
</tbody>
</table>

NET CHARGE-OFFS

<table>
<thead>
<tr>
<th>Year</th>
<th>($ millions)</th>
<th>%</th>
<th>Net charge-offs ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$234</td>
<td>1.54%</td>
<td>N/A</td>
</tr>
<tr>
<td>2013</td>
<td>$126</td>
<td>0.81%</td>
<td>N/A</td>
</tr>
<tr>
<td>2014</td>
<td>$79</td>
<td>0.49%</td>
<td>N/A</td>
</tr>
<tr>
<td>2015</td>
<td>$52</td>
<td>0.30%</td>
<td>N/A</td>
</tr>
<tr>
<td>2016</td>
<td>$45</td>
<td>0.26%</td>
<td>N/A</td>
</tr>
</tbody>
</table>

1 Excludes portfolios acquired with deteriorated credit quality and non-accrual loans and leases
## Net Charge-off Ratio

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consumer:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consumer Real Estate</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>First Mortgage Lien</td>
<td>0.54%</td>
<td>0.55%</td>
<td>0.36%</td>
<td>0.34%</td>
<td>0.26%</td>
<td>(28) bps</td>
</tr>
<tr>
<td>Junior Lien</td>
<td>0.17</td>
<td>0.17</td>
<td>0.05</td>
<td>0.04</td>
<td>0.08</td>
<td>(9)</td>
</tr>
<tr>
<td>Total Consumer Real Estate</td>
<td>0.34</td>
<td>0.35</td>
<td>0.19</td>
<td>0.17</td>
<td>0.17</td>
<td>(17)</td>
</tr>
<tr>
<td>Auto Finance</td>
<td>0.75</td>
<td>0.81</td>
<td>0.69</td>
<td>0.86</td>
<td>1.09</td>
<td>34</td>
</tr>
<tr>
<td><strong>Consumer</strong></td>
<td>0.51</td>
<td>0.52</td>
<td>0.39</td>
<td>0.47</td>
<td>0.53</td>
<td>2</td>
</tr>
<tr>
<td><strong>Wholesale:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial</td>
<td>0.05</td>
<td>(0.02)</td>
<td>0.08</td>
<td>(0.01)</td>
<td>0.01</td>
<td>(4)</td>
</tr>
<tr>
<td>Leasing &amp; Equipment Finance</td>
<td>0.16</td>
<td>0.13</td>
<td>0.11</td>
<td>0.18</td>
<td>0.10</td>
<td>(6)</td>
</tr>
<tr>
<td>Inventory Finance</td>
<td>0.05</td>
<td>0.04</td>
<td>0.09</td>
<td>0.10</td>
<td>0.07</td>
<td>2</td>
</tr>
<tr>
<td><strong>Wholesale</strong></td>
<td>0.10</td>
<td>0.06</td>
<td>0.10</td>
<td>0.10</td>
<td>0.06</td>
<td>(4)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>0.29</td>
<td>0.27</td>
<td>0.23</td>
<td>0.26</td>
<td>0.27</td>
<td>(2)</td>
</tr>
</tbody>
</table>

- Net charge-off decline of two basis points year-over-year impacted by loan and lease diversification philosophy
- Wholesale net charge-off rate of 0.06% in 4Q16
- Total levels of net charge-offs performing in low end of the expected range

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1 Annualized
2 Includes Other
Loan and Lease Portfolio

Loan and lease growth of 2.3% YoY

- 2016 loan and lease growth of 5.0%, excluding the Consumer Real Estate First Mortgage Lien portfolio
- Year-over-year loan and lease growth in Inventory Finance of 15.1%, Leasing & Equipment Finance of 8.1% and Commercial of 4.5%
- Strong loan and lease diversification by asset class, geography, rate, average loan and lease size, estimated weighted average life and collateral type
Diverse Loan and Lease Origination Capabilities

- Proven loan and lease origination platform allows for optimization of growth and revenue
- Organic loan and lease portfolio growth can be achieved while maintaining discipline on price, structure and credit quality
- Growth in multiple asset classes provides flexibility to adjust asset composition to react to changing environment

1 Origination levels are impacted by the velocity of fundings and repayments with dealers
2 Includes operating leases
Loan and Lease Sales and Revenue

**LOAN AND LEASE SALES**
- Other
- Auto
- Consumer Real Estate & Other Consumer

**IMPACT ON REVENUE**
- Gains on Sales of Auto Loans, Net
- Gains on Sales of Consumer Real Estate Loans, Net
- Servicing Fee Income

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

1 Includes 4Q14 TDR portfolio loan sale of $405.9 million (servicing released)
Managed Portfolio

- Serviced for others portfolio primarily includes auto loans and consumer real estate loans sold with servicing rights retained

- Loan sale and servicing strategy contributes to revenue through gains on sales of loans and ongoing servicing fees:
  - $125 million of revenue through gains on sales of loans and servicing fee income in 2016
  - Year-over-year servicing fee income growth of 29%
# Loan and Lease Yields

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

<table>
<thead>
<tr>
<th></th>
<th>4Q15</th>
<th>1Q16</th>
<th>2Q16</th>
<th>3Q16</th>
<th>4Q16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumer Real Estate:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>First Mortgage Lien</td>
<td>5.31%</td>
<td>5.40%</td>
<td>5.34%</td>
<td>5.35%</td>
<td>5.22%</td>
</tr>
<tr>
<td>Junior Lien</td>
<td>5.54</td>
<td>5.67</td>
<td>5.64</td>
<td>5.60</td>
<td>5.64</td>
</tr>
<tr>
<td>Commercial</td>
<td>4.40</td>
<td>4.30</td>
<td>4.30</td>
<td>4.22</td>
<td>4.25</td>
</tr>
<tr>
<td>Leasing &amp; Equipment Finance</td>
<td>4.55</td>
<td>4.47</td>
<td>4.45</td>
<td>4.48</td>
<td>4.43</td>
</tr>
<tr>
<td>Inventory Finance</td>
<td>5.66</td>
<td>5.68</td>
<td>5.74</td>
<td>6.07</td>
<td>5.80</td>
</tr>
<tr>
<td>Auto Finance</td>
<td>4.17</td>
<td>4.14</td>
<td>4.19</td>
<td>4.06</td>
<td>4.04</td>
</tr>
<tr>
<td><strong>Total Loans and Leases</strong></td>
<td>4.89</td>
<td>4.89</td>
<td>4.88</td>
<td>4.88</td>
<td>4.82</td>
</tr>
<tr>
<td><strong>Peer Group</strong> Average</td>
<td>4.37</td>
<td>4.36</td>
<td>4.34</td>
<td>4.33</td>
<td>N.A.</td>
</tr>
</tbody>
</table>

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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 September 30, 2016 that have reported loan and lease yields for the past four quarters, includes loans held for sale (source: SNL Financial)

N.A. Not available
Auto Finance

At December 31, 2016

- Originate and service used and new retail auto loans acquired through franchised and independent dealers across the country
- Experienced management team
- More than 11,400 active dealer relationships
- Sold $2.1 billion of auto loans in 2016 resulting in a gain of $36.6 million
- Loan servicing fees of $33.1 million in 2016

<table>
<thead>
<tr>
<th>YTD Originations</th>
<th>$1.205</th>
<th>$1.947</th>
<th>$2.796</th>
<th>$3.156</th>
<th>$3.560</th>
</tr>
</thead>
<tbody>
<tr>
<td># of employees</td>
<td>400</td>
<td>623</td>
<td>797</td>
<td>966</td>
<td>933</td>
</tr>
</tbody>
</table>

Auto Finance
$2.6 billion
(15% of total loans and leases)

- 4.04% quarterly average yield
- Over 60-days delinquency rate of 0.23%
- Net charge-off (%): 2014 0.66% 2015 0.68% 2016 0.86%
- Average held for investment portfolio FICO score of 733 at origination

1 Annualized and presented on a fully tax-equivalent basis
2 Excludes portfolios acquired with deteriorated credit quality and non-accrual loans
Consumer Real Estate

At December 31, 2016

- 42% fixed-rate, 58% variable/adjustable-rate
- Average FICO score of the consumer real estate portfolio:
  - At origination – 735; updated 4Q16 – 733
- Sold $1.6 billion of consumer real estate loans in 2016 resulting in a gain of $52.3 million
- Loan servicing fees of $5.4 million in 2016
- $525.4 million in junior lien HELOCs with interest-only revolving draws and no defined amortization period, 18.1% mature prior to 2021

Consumer Real Estate
$5.1 billion
(Junior liens and first mortgage liens are 16% and 13% of total loans and leases, respectively)

- Quarterly average yields: fixed-rate, 5.57%; variable/adjustable-rate
  - Variable/adjustable-rate yields up 18 bps from 4Q15
- Over 60-days delinquency rate of 0.21%
- Net charge-off (%):
  - First mortgage liens: 2014 – 1.18%, 2015 – 0.62%, 2016 – 0.38%
  - Junior liens: 2014 – 0.55%, 2015 – 0.30%, 2016 – 0.08%
- 62% of loan balances originated since January 1, 2009 with 4Q16 net charge-offs of 0.01%

1 Includes $25 million serviced for others portfolio
2 Annualized and presented on a fully tax-equivalent basis
3 Excludes portfolios acquired with deteriorated credit quality and non-accrual loans
4 YTD
Commercial

At December 31, 2016

- 31% fixed-rate, 69% variable/adjustable-rate
- CRE location mix: 77.8% located in TCF banking markets, 22.2% outside (following strong, proven sponsors)
- Addition of new commercial bankers in select markets resulting in growth opportunities as market conditions become more favorable

<table>
<thead>
<tr>
<th></th>
<th>$3,412</th>
<th>$3,165</th>
<th>$3,204</th>
<th>$3,225</th>
<th>$3,398</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12/13</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12/14</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12/15</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12/16</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

YTD Originations $1,494 $1,558 $1,596 $1,875 $1,883

Commercial

$3.3 billion
(18% of total loans and leases)

- 4.25% quarterly average yield\(^1\)
- Over 60-days delinquency rate of 0.00%\(^2\)
  - 0.18% 0.05% 0.01%
- Loans with classified risk ratings decreased from 10.4% at 4Q12 to 1.0% at 4Q16

\(^1\) Annualized and presented on a fully tax-equivalent basis
\(^2\) Excludes portfolios acquired with deteriorated credit quality and non-accrual loans
Leasing & Equipment Finance  At December 31, 2016

- 15th largest bank-affiliated leasing company⁴ and 30th largest equipment finance/leasing company⁵ in the U.S.
- Experienced management team
- Uninstalled backlog of $453.6 million, up from $446.3 million at December 31, 2015
- Focus on financing business-essential equipment

4.43% quarterly average yield⁶
- Over 60-days delinquency rate of 0.10%⁷
  0.10%  0.13%  0.13%
- 2016 fee revenue of $120.0 million, 25.7% of TCF total fees and other revenue

---

1 Includes operating leases
2 Source: The Monitor, 2016 Monitor Bank 50
3 Source: The Monitor, 2016 Monitor 100
4 Annualized and presented on a fully tax-equivalent basis
5 Excludes portfolios acquired with deteriorated credit quality and non-accrual loans and leases
Inventory Finance

At December 31, 2016

- Unique high yielding, high return business with a high barrier to entry and strong credit performance
- Experienced management team
- Operates in the U.S. and Canada
- 100% variable-rate receivables
- High loan yields driven by the high operating costs of the business, not increased credit risk

Inventory Finance

$2.5 billion
(14% of total loans and leases)

- Quarterly average yield of 5.80%¹, up 14 bps from 4Q15
- Over 60-day delinquency rate of 0.00%²
  0.04% 0.07% 0.07%
- Credit risk spread across more than 10,800 active dealers

¹ Annualized and presented on a fully tax-equivalent basis
² Excludes portfolios acquired with deteriorated credit quality and non-accrual loans
Deposit Generation

- Average deposit balances increased 4.8% year-over-year
- Average checking balances increased 6.4% year-over-year
- 2016 average deposit growth continued to exceed average loan and lease growth
- Average interest rate on deposits improved quarter-over-quarter
- 86% of period-end certificates of deposit balances are less than $250,000
## Capital and Return

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Common equity Tier 1 capital ratio(^1)</td>
<td>10.00%</td>
<td>10.24%</td>
</tr>
<tr>
<td>Tier 1 risk-based capital ratio(^1)</td>
<td>11.54%</td>
<td>11.68%</td>
</tr>
<tr>
<td>Total risk-based capital ratio(^1)</td>
<td>13.71%</td>
<td>13.69%</td>
</tr>
<tr>
<td>Tier 1 leverage ratio(^1)</td>
<td>10.46%</td>
<td>10.73%</td>
</tr>
<tr>
<td>Common equity ratio</td>
<td>9.80%</td>
<td>10.09%</td>
</tr>
<tr>
<td>Tangible common equity ratio(^2)</td>
<td>8.79%</td>
<td>9.13%</td>
</tr>
<tr>
<td><strong>Book value per common share</strong></td>
<td>$ 11.94</td>
<td>$ 12.66</td>
</tr>
<tr>
<td>Tangible book value per common share(^2)</td>
<td>$ 10.59</td>
<td>$ 11.33</td>
</tr>
<tr>
<td>Return on average common equity</td>
<td>9.19%</td>
<td>9.13%</td>
</tr>
<tr>
<td>Return on average tangible common equity(^3)</td>
<td>10.48%</td>
<td>10.29%</td>
</tr>
</tbody>
</table>

- Maintained strong capital ratios with earnings accumulation
- Common stock dividend of 7.5 cents per share declared on January 25, 2017
- Potential capital allocation strategies include:
  - Dividend increase
  - Stock buyback
  - Organic growth
  - Corporate development opportunities

---

\(^1\) The regulatory capital ratios for Q4\(16\) 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.

\(^3\) See “Reconciliation of GAAP to Non-GAAP Financial Measures – Return on Average Tangible Common Equity” slide.
Well Prepared for Rising Interest Rates

At December 31, 2016

**QTD AVERAGE EARNING ASSETS**

- Variable & Adjustable Rate (Inventory Finance, Commercial, Consumer Real Estate, Investments) 39%
- Fixed Rate - Short/Medium Duration (Commercial, Leasing, Auto Finance) 42%
- Fixed Rate - Long Duration (Securities, Consumer Real Estate) 19%

- Growth of short-term and variable rate loans positions TCF to benefit in a rising rate environment
- 81% of assets are variable/adjustable rate or short/medium duration fixed rate
- 59% of loan and lease balances are expected to reprice, amortize or prepay in the next 12 months

**QTD AVERAGE DEPOSITS**

- Low Interest Cost 43%
- No Interest Cost 38%
- Other 19%

- $19.9 billion
- $17.1 billion

- 62% of deposits are low or no interest cost with an average cost of one basis point for 4Q16, which provides a competitive pricing advantage in a rising rate environment
Strategic Pillar Recap

<table>
<thead>
<tr>
<th>STRATEGIC PILLARS</th>
<th>2016 PROGRESS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| 1 DIVERSIFICATION| • Execution of diversification philosophy resulted in strong credit quality performance  
                     • Origination growth in multiple asset classes provides flexibility to adjust asset composition based on market conditions |
| 2 PROFITABLE GROWTH| • Proven loan and lease origination platform allowed for optimization of balance sheet and revenue growth  
                      • Strong net interest income despite competitive low interest rate environment |
| 3 OPERATING LEVERAGE| • Year-over-year revenue growth of 4.1% outpaced expense growth of 1.7%  
                        • Identified and began implementing operating efficiencies (e.g. branch rationalization) |
| 4 CORE FUNDING| • Retail deposits provide a competitive pricing advantage in a rising rate environment  
                    • 2016 average deposit growth continued to exceed average loan and lease growth |

Execution under a strong enterprise risk management and credit culture
2017 Outlook

- Optimize diverse loan and lease origination platform to grow asset classes that will drive profitability

- Leverage technology to create new product and service solutions that meet the financial needs of our customers and drive operating efficiencies

- Continued emphasis on talent management

- Benefit from a more favorable operating environment

Focus on continuing to create superior and sustainable financial performance
Appendix
# Loan and Lease Diversification

## TCF MAINTAINS A WELL-DIVERSIFIED LOAN AND LEASE PORTFOLIO

<table>
<thead>
<tr>
<th>Business Unit / Segment</th>
<th>Consumer</th>
<th>Commercial</th>
<th>Leasing &amp; Equipment Finance</th>
<th>Inventory Finance</th>
<th>Auto Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Type / Segment</td>
<td>Consumer real estate</td>
<td>Multi-family housing Business Health care facilities Industrial buildings Office buildings</td>
<td>Specialty vehicles Construction Golf cart &amp; Turf Furniture &amp; Fixtures Medical Technology &amp; Data processing Manufacturing</td>
<td>Powersports Lawn &amp; Garden</td>
<td>Primarily used autos</td>
</tr>
<tr>
<td>Geography</td>
<td>Local¹</td>
<td>Local¹</td>
<td>National</td>
<td>National</td>
<td>National</td>
</tr>
<tr>
<td>Rate</td>
<td>Variable/adjustable-rate</td>
<td>Variable/adjustable-rate</td>
<td>Fixed-rate</td>
<td>Variable-rate</td>
<td>Fixed-rate</td>
</tr>
<tr>
<td>Average Loan &amp; Lease Size</td>
<td>First Mortgage Liens: $100,000 Junior Liens: $47,000</td>
<td>$2.8 million</td>
<td>$77,000</td>
<td>$227,000</td>
<td>$15,000</td>
</tr>
<tr>
<td>Estimated Weighted Average Life²</td>
<td>53 months</td>
<td>23 months</td>
<td>20 months</td>
<td>5 months</td>
<td>19 months</td>
</tr>
<tr>
<td>Collateral</td>
<td>Real estate</td>
<td>Real estate Other non-real estate assets</td>
<td>Equipment</td>
<td>Inventory</td>
<td>Vehicle</td>
</tr>
</tbody>
</table>

¹ TCF's branch footprint (IL, MN, MI, CO, WI, AZ, SD)
² As of December 31, 2016; estimated weighted average life represents how many months it is expected to take to collect half of the outstanding principal

---

29
## Loan and Lease Geographic Diversification

At December 31, 2016

($ thousands)

<table>
<thead>
<tr>
<th>State</th>
<th>Consumer Real Estate</th>
<th>Commercial</th>
<th>Leasing &amp; Equipment Finance</th>
<th>Inventory Finance</th>
<th>Auto Finance</th>
<th>Other</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minnesota</td>
<td>$1,247,499</td>
<td>$730,183</td>
<td>$108,963</td>
<td>$81,739</td>
<td>$51,267</td>
<td>$5,723</td>
<td>2,225,374</td>
</tr>
<tr>
<td>California</td>
<td>935,607</td>
<td>139,176</td>
<td>594,705</td>
<td>95,218</td>
<td>430,076</td>
<td>4</td>
<td>2,194,786</td>
</tr>
<tr>
<td>Illinois</td>
<td>1,154,721</td>
<td>421,081</td>
<td>169,240</td>
<td>87,928</td>
<td>102,043</td>
<td>4,108</td>
<td>1,919,121</td>
</tr>
<tr>
<td>Michigan</td>
<td>480,280</td>
<td>505,823</td>
<td>116,787</td>
<td>100,801</td>
<td>50,399</td>
<td>3,888</td>
<td>1,257,778</td>
</tr>
<tr>
<td>Texas</td>
<td>72,726</td>
<td>416,109</td>
<td>154,096</td>
<td>228,468</td>
<td>8</td>
<td>871,409</td>
<td></td>
</tr>
<tr>
<td>Wisconsin</td>
<td>225,522</td>
<td>425,345</td>
<td>60,828</td>
<td>78,067</td>
<td>27,058</td>
<td>818</td>
<td>817,638</td>
</tr>
<tr>
<td>Florida</td>
<td>106,045</td>
<td>90,469</td>
<td>225,085</td>
<td>124,910</td>
<td>142,799</td>
<td>39</td>
<td>689,327</td>
</tr>
<tr>
<td>Colorado</td>
<td>248,863</td>
<td>251,983</td>
<td>76,536</td>
<td>29,756</td>
<td>50,256</td>
<td>3,762</td>
<td>661,156</td>
</tr>
<tr>
<td>New York</td>
<td>33,424</td>
<td>19,238</td>
<td>259,034</td>
<td>86,746</td>
<td>126,754</td>
<td>48</td>
<td>525,244</td>
</tr>
<tr>
<td>Canada</td>
<td>—</td>
<td>—</td>
<td>1,196</td>
<td>458,138</td>
<td>—</td>
<td>—</td>
<td>459,334</td>
</tr>
<tr>
<td>Ohio</td>
<td>8,102</td>
<td>81,902</td>
<td>159,133</td>
<td>97,909</td>
<td>74,445</td>
<td>—</td>
<td>421,581</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>36,302</td>
<td>15,190</td>
<td>152,459</td>
<td>74,682</td>
<td>107,298</td>
<td>55</td>
<td>385,986</td>
</tr>
<tr>
<td>Georgia</td>
<td>50,499</td>
<td>49,003</td>
<td>112,304</td>
<td>58,767</td>
<td>90,032</td>
<td>—</td>
<td>360,605</td>
</tr>
<tr>
<td>Arizona</td>
<td>102,255</td>
<td>14,966</td>
<td>126,367</td>
<td>19,878</td>
<td>77,664</td>
<td>213</td>
<td>340,543</td>
</tr>
<tr>
<td>North Carolina</td>
<td>4,162</td>
<td>19,860</td>
<td>158,240</td>
<td>60,097</td>
<td>94,307</td>
<td>7</td>
<td>337,673</td>
</tr>
<tr>
<td>New Jersey</td>
<td>45,061</td>
<td>—</td>
<td>166,568</td>
<td>22,777</td>
<td>85,216</td>
<td>—</td>
<td>319,622</td>
</tr>
<tr>
<td>Indiana</td>
<td>19,423</td>
<td>68,119</td>
<td>82,116</td>
<td>56,266</td>
<td>37,440</td>
<td>4</td>
<td>263,368</td>
</tr>
<tr>
<td>Washington</td>
<td>108,478</td>
<td>10,085</td>
<td>69,882</td>
<td>33,011</td>
<td>36,418</td>
<td>3</td>
<td>257,857</td>
</tr>
<tr>
<td>Massachusetts</td>
<td>35,253</td>
<td>17,453</td>
<td>118,681</td>
<td>19,072</td>
<td>53,055</td>
<td>—</td>
<td>244,114</td>
</tr>
<tr>
<td>Tennessee</td>
<td>3,413</td>
<td>55,229</td>
<td>78,532</td>
<td>40,972</td>
<td>54,640</td>
<td>2</td>
<td>232,788</td>
</tr>
<tr>
<td>Virginia</td>
<td>23,720</td>
<td>4,633</td>
<td>87,000</td>
<td>36,706</td>
<td>70,068</td>
<td>10</td>
<td>222,137</td>
</tr>
<tr>
<td>Other</td>
<td>215,723</td>
<td>294,034</td>
<td>995,585</td>
<td>672,947</td>
<td>658,038</td>
<td>79</td>
<td>2,836,386</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$5,084,352</strong></td>
<td><strong>$3,286,478</strong></td>
<td><strong>$4,336,310</strong></td>
<td><strong>$2,470,175</strong></td>
<td><strong>$2,647,741</strong></td>
<td><strong>$18,771</strong></td>
<td><strong>17,843,827</strong></td>
</tr>
</tbody>
</table>
Reconciliation of GAAP to Non-GAAP Financial Measures – Tangible Common Equity Ratio and Tangible Book Value Per Common Share\(^1\)

($ thousands, except per share data)

<table>
<thead>
<tr>
<th>Description</th>
<th>At Dec. 31, 2015</th>
<th>At Dec. 31, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total equity</td>
<td>$2,306,917</td>
<td>$2,444,645</td>
</tr>
<tr>
<td>Less: Non-controlling interest in subsidiaries</td>
<td>$16,001</td>
<td>$17,162</td>
</tr>
<tr>
<td>Total TCF Financial Corporation stockholders’ equity</td>
<td>$2,290,916</td>
<td>$2,427,483</td>
</tr>
<tr>
<td>Less: Preferred stock</td>
<td>$263,240</td>
<td>$263,240</td>
</tr>
<tr>
<td>Total common stockholders’ equity (a)</td>
<td>$2,027,676</td>
<td>$2,164,243</td>
</tr>
<tr>
<td>Less: Goodwill</td>
<td>$225,640</td>
<td>$225,640</td>
</tr>
<tr>
<td>Other intangibles</td>
<td>$3,126</td>
<td>$1,738</td>
</tr>
<tr>
<td>Tangible common equity (b)</td>
<td>$1,798,910</td>
<td>$1,936,865</td>
</tr>
<tr>
<td>Total assets (c)</td>
<td>$20,689,609</td>
<td>$21,441,326</td>
</tr>
<tr>
<td>Less: Goodwill</td>
<td>$225,640</td>
<td>$225,640</td>
</tr>
<tr>
<td>Other intangibles</td>
<td>$3,126</td>
<td>$1,738</td>
</tr>
<tr>
<td>Tangible assets (d)</td>
<td>$20,460,843</td>
<td>$21,213,948</td>
</tr>
<tr>
<td>Common stock shares outstanding (e)</td>
<td>160,844,464</td>
<td>170,991,940</td>
</tr>
<tr>
<td>Common equity ratio (a) / (c)</td>
<td>9.80%</td>
<td>10.09%</td>
</tr>
<tr>
<td>Tangible common equity ratio (b) / (d)</td>
<td>8.79%</td>
<td>9.13%</td>
</tr>
<tr>
<td>Book value per common share (a) / (e)</td>
<td>$11.94</td>
<td>$12.66</td>
</tr>
<tr>
<td>Tangible book value per common share (b) / (e)</td>
<td>$10.59</td>
<td>$11.33</td>
</tr>
</tbody>
</table>

\(^1\) 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.
Reconciliation of GAAP to Non-GAAP Financial Measures – Return on Average Tangible Common Equity¹

($ thousands)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income available to common stockholders</td>
<td>(a) $ 177,735</td>
<td>$ 192,736</td>
</tr>
<tr>
<td>Plus: Other intangibles amortization</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Less: Income tax expense attributable to other intangibles amortization</td>
<td>1,562</td>
<td>1,388</td>
</tr>
<tr>
<td>Adjusted net income available to common stockholders</td>
<td>(b) $ 178,735</td>
<td>$ 193,631</td>
</tr>
</tbody>
</table>

Average balances:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total equity</td>
<td>$ 2,217,204</td>
<td>$ 2,394,701</td>
</tr>
<tr>
<td>Less: Non-controlling interest in subsidiaries</td>
<td>19,514</td>
<td>21,525</td>
</tr>
<tr>
<td>Total TCF Financial Corporation stockholders’ equity</td>
<td>2,197,690</td>
<td>2,373,176</td>
</tr>
<tr>
<td>Less: Preferred stock</td>
<td>263,240</td>
<td>263,240</td>
</tr>
<tr>
<td>Average total common stockholders’ equity</td>
<td>(c) 1,934,450</td>
<td>2,109,936</td>
</tr>
<tr>
<td>Less: Goodwill</td>
<td>225,640</td>
<td>225,640</td>
</tr>
<tr>
<td>Other intangibles</td>
<td>3,913</td>
<td>2,414</td>
</tr>
<tr>
<td>Average tangible common equity</td>
<td>(d) $ 1,704,897</td>
<td>$ 1,881,882</td>
</tr>
</tbody>
</table>

Return on average common equity  
(a) / (c) 9.19% 9.13%  
Return on average tangible common equity  
(b) / (d) 10.48% 10.29%

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.