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BMO

## Forward Looking Statements

## Caution Regarding Forward-Looking Statements

Bank of Montreal's public communications often include written or oral forward-looking statements. Statements of this type are included in this document, and may be included in other filings with Canadian securities regulators or the U.S. Securities and Exchange Commission, or in other communications. All such statements are made pursuant to the 'safe harbor' provisions of, and are intended to be forward-looking statements under, the United States Private Securities Litigation Reform Act of 1995 and any applicable Canadian securities legislation. Forward-looking statements may involve, but are not limited to, comments with respect to our objectives and priorities for 2008 and beyond, our strategies or future actions, our targets, expectations for our financial condition or share price, and the results of or outlook for our operations or for the Canadian and U.S. economies.

By their nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that predictions, forecasts, conclusions or projections will not prove to be accurate, that our assumptions may not be correct and that actual results may differ materially from such predictions, forecasts, conclusions or projections. We caution readers of this document not to place undue reliance on our forward-looking statements as a number of factors could cause actual future results, conditions, actions or events to differ materially from the targets, expectations, estimates or intentions expressed in the forward-looking statements.

The future outcomes that relate to forward-looking statements may be influenced by many factors, including but not limited to: general economic and market conditions in the countries in which we operate; interest rate and currency value fluctuations; changes in monetary policy; the degree of competition in the geographic and business areas in which we operate; changes in laws; judicial or regulatory proceedings; the accuracy and completeness of the information we obtain with respect to our customers and counterparties; our ability to execute our strategic plans and to complete and integrate acquisitions; critical accounting estimates; operational and infrastructure risks; general political conditions; global capital market activities; the possible effects on our business of war or terrorist activities; disease or illness that impacts on local, national or international economies; disruptions to public infrastructure, such as transportation, communications, power or water supply; and technological changes.

We caution that the foregoing list is not exhaustive of all possible factors. Other factors could adversely affect our results. For more information, please see the discussion on pages 28 and 29 of BMO's 2007 Annual Report, which outlines in detail certain key factors that may affect BMO's future results. When relying on forward-looking statements to make decisions with respect to Bank of Montreal, investors and others should carefully consider these factors, as well as other uncertainties and potential events, and the inherent uncertainty of forward-looking statements. Bank of Montreal does not undertake to update any forward-looking statement, whether written or oral, that may be made, from time to time, by the organization or on its behalf. The forward-looking information contained in this document is presented for the purpose of assisting our shareholders in understanding our financial position as at and for the periods ended on the dates presented and our strategic priorities and objectives, and may not be appropriate for other purposes.

Assumptions about the level of asset sales, expected asset sale prices and risk of default of the underlying assets of the structured investment vehicles were material factors we considered when establishing our expectations of the future performance of our interests in the structured investment vehicles discussed in this document. Key assumptions included that assets would continue to be sold with a view to reducing the size of the structured investment vehicles, under various asset price scenarios.

Assumptions about the risk level of our commodities portfolio and liquidity levels in the energy derivative markets and how that will affect the performance of our commodities business were material factors we considered in making the forward-looking statements regarding our commodities business set out in this document. Key assumptions included that the current risk level of the portfolio and liquidity levels in the energy derivative markets would remain stable

Assumptions about the performance of the Canadian and U.S. economies in 2008 and how it will affect our businesses were material factors we considered when setting our strategic priorities and objectives, and when determining our financial targets, including provisions for credit losses. Key assumptions were that the Canadian economy will expand at a moderate pace in 2008 while the U.S. economy expands modestly, and that inflation will remain low in North America. We also assumed that interest rates in 2008 will decline slightly in Canada and the United States, and that the Canadian dollar will trade at parity to the U.S. dollar at the end of 2008. In determining our expectations for economic growth, both broadly and in the financial services sector, we primarily consider historical economic data provided by the Canadian and U.S. governments and their agencies. We now anticipate weaker economic growth in Canada and that the United States will slip into a mild recession in the first half of 2008. We also expect lower interest rates and a somewhat weaker Canadian dollar than when we established our 2008 financial targets. Tax laws in the countries in which we operate, primarily Canada and the United States, are material factors we consider when determining our sustainable effective tax rate

## Non-GAAP Measures

Bank of Montreal uses both GAAP and non-GAAP measures to assess performance. Securities regulators require that companies caution readers that earnings and other measures adjusted to a basis other than GAAP do not have standardized meanings under GAAP and are unlikely to be comparable to similar measures used by other companies

Reconciliations of GAAP to non-GAAP measures as well as the rationale for their use can be found in Bank of Montreal's Quarterly Report to Shareholders, MD\&A and in its Annual Report to Shareholders all of which are available on our website at www.bmo.com/investorrelations.

Non-GAAP results or measures include revenue, taxes and cash operating leverage results and measures that use Taxable Equivalent Basis (teb) amounts, cash-based profitability and cash operating leverage measures, Net Economic Profit and results and measures that exclude items that are not considered reflective of ongoing operations. Results stated on a basis that excludes commodities losses, charges for certain trading and valuation adjustments, changes in the general allowance and restructuring charges are non-GAAP measures. Bank of Montreal also provides supplemental information on combined business segments to facilitate comparisons to peers.

## Q1 2008 Financial Highlights

|  | Net Income | EPS | Y/Y EPS Growth | Cash EPS | ROE | Cash Operating Leverage | Specific PCL | Tier 1 Capital Ratio (Basel I) | Tier 1 Capital Ratio (Basel II) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As <br> Reported | \$255MM | \$0.47 | (29.9)\% | \$0.49 | 6.7\% | 1.5\% | \$170MM | 9.05\% | 9.48\% |
| Excluding Significant Items (See slide 4) | \$617MM | \$1.19 | (8.5)\% | \$1.21 | 16.8\% | (1.8)\% | \$170MM | $\begin{gathered} 9.05 \% \\ \text { (as reported) } \end{gathered}$ | $\begin{gathered} 9.48 \% \\ \text { (as reported) } \end{gathered}$ |

## Key Messages

O Overall results include certain trading activities and valuation adjustments and continued investment in our retail franchise

- Q1 08 net income reduced by \$362MM after-tax (\$0.72/share) due to a number of significant items as detailed on slide 4
- The impact of significant items in prior quarters is detailed on slide 13
- Excluding these items:
- EPS of \$1.19, down $8.5 \% \mathrm{Y} / \mathrm{Y}$
- Cash EPS of \$1.21, down 7.6\% Y/Y
- Revenue decreased 2.4\% and expenses decreased $0.6 \%$ resulting in operating leverage of (1.8)\%
- Tier 1 Capital ratio remains strong at 9.48\% (Basel II) / 9.05\% (Basel I)


## Q1 2008 Significant Items

|  | Pre-Tax Impact (\$MM) | After-Tax Impact (\$MM) | EPS Impact (\$/Share) | Group, Geography \& Statement of Income Category |
| :---: | :---: | :---: | :---: | :---: |
| Trading and Valuation Adjustments |  |  |  |  |
| O Exiting positions related to monoline insurer ACA Financial Guarantee Corp | (158) | (106) | (0.21) | BMO CM - Other - NIR |
| O Trading and structured-credit related positions, preferred shares, third party Canadian conduits | (99) | (64) | (0.13) |  |
| O Counterparty credit risk on derivative assets | (78) | (52) | (0.10) | $\begin{aligned} \text { BMO CM } & \text { - Canada, U.S. \& Other } \\ & \text { - NIR } \end{aligned}$ |
| O Investment in Apex/Sitka | (130) | (87) | (0.17) | BMO CM - Canada - NIR |
| O Capital notes in Links \& Parkland | (23) | (15) | (0.03) | BMO CM - Canada - NIR |
| Subtotal | (488) | (324) | (0.64) |  |
| General Allowance Increase | (60) | (38) | (0.08) | Corporate - U.S. - PCL |
| Total | (548) | (362) | (0.72) |  |

See slide 13 for significant item impacts on previous quarters

## Cash EPS

Q/Q $\downarrow$ \$0.40/share

+ Good volume growth and higher NIM in P\&C Canada
+ Higher trading revenues and equity underwriting revenues in BMO CM
+ Other consists of a gain on sale of MasterCard Shares (\$0.16/share) and a credit card loyalty rewards program charge (-\$0.24/share)
- Higher PCL
- Income tax recovery in Q4 07
- Lower revenue in Corporate Services


## Y/Y $\downarrow \$ 0.19 /$ share

+ Good volume growth in a number of P\&C Canada's product areas offset by lower NIM due to higher funding costs
+ Favourable performance in a number of product areas in BMO CM
+ Higher portion of income from lower-tax-rate jurisdictions in Q1 08
- Lower revenue in Corporate Services
- Higher PCL




## Revenue

## Q/Q $\downarrow \$ 174 \mathrm{MM}$ or $7.9 \%$

( $\downarrow \$ 28 \mathrm{MM}$ or $1.1 \%$ excluding significant items)

+ Volume growth in P\&C Canada and BMO CM
+ Q4 07 adjustment to increase liability for future customer redemptions relating to our customer loyalty reports program (\$185MM)
+ Commodities Losses of $\$ 24 \mathrm{MM}$ in Q4 07 vs . $\$ 12 \mathrm{MM}$ in Q1 08
- Deterioration in capital markets of $\$ 488 \mathrm{MM}$ in Q1 08 vs. \$318MM in Q4 07
- Sale of MasterCard shares in Q4 07 (\$107MM)
- Lower revenue in Corporate Services
$\mathrm{Y} / \mathrm{Y} \downarrow \$ 40 \mathrm{MM}$ or $2.0 \%$
( $\downarrow \$ 61 \mathrm{MM}$ or $2.4 \%$ excluding significant items, $\uparrow \$ 4 \mathrm{MM}$ excluding FX impact)
+ Volume growth in P\&C Canada and BMO CM
+ Higher insurance revenues in P\&C Canada
+ Commodities losses in BMO CM in Q1 07 of $\$ 509 \mathrm{MM}$ vs. \$12MM in Q1 08
- Deterioration in capital markets (\$488MM)
- Mark-to-market gains on hedges recognized in Q1 07
- Lower trading and lending revenues and lower investment securities gains in BMO CM
- Lower revenue in Corporate Services
- Weaker U.S. dollar (\$44MM)


Revenue Mix (\$MM)


Net Interest Income $\square$ Non Interest Revenue

## Net Interest Margins (bps)



## BMO CM (teb)



O $Q / Q$ and $Y / Y$ increase due mainly to higher spreads on interest sensitive businesses partly offset by lower spreads in the U.S. lending portfolio

## Retail Banking



## P\&C U.S.

O Q/Q and $Y / Y$ decrease due to the transfer of a small client-driven investment portfolio from Corporate Services (22 bps), competitive pressures and change in customer preferences to lower spread products

## P\&C Canada

O Q/Q increase due to an improvement in the differential between the prime and BA rates and positive product mix partially offset by lower mortgage refinancing fees

- $Y / Y$ decrease due mainly to higher cost of funds in variable rate loans, growth in lower spread loans and competitive pricing on commercial banking products

Total Canadian Retail is comprised of P\&C Canada and PCG Canada

## Quarterly Non-Interest Revenue Analysis

| BALANCES (\$MM) | Q1 07 | Q4 07 | Q1 08 |  |
| :--- | :---: | :---: | :---: | :--- |
| Securities Commissions | 278 | 265 | $\mathbf{2 7 1}$ |  |
| Trading Revenues | $(352)$ | $(165)$ | $(301)$ | Excluding significant items: <br> Q1 07 \$157MM/ Q4 07 \$152MM/ Q1 08 \$119MM <br> Lower due to difficult market environment |
| Card Fees | 63 | $(105)$ | $\mathbf{6 7}$ | Credit card rewards liability charge of \$185MM in <br> Q4 07 |
| Mutual Fund Revenue | 137 | 148 | $\mathbf{1 5 4}$ |  |
| Securitization Revenue | 87 | 61 | $\mathbf{8 0}$ |  |
| Underwriting and Advisory Fees | 106 | 103 | $\mathbf{9 2}$ |  |
| Securities Gains (other than trading) | 44 | 148 | $\mathbf{( 2 )}$ | MasterCard shares Q4 07 of \$107MM: <br> Q1 07 \$44MM/ Q4 07 \$56MM/ Q1 08 \$21MM |
| Insurance | $\mathbf{4 6}$ | 52 | $\mathbf{6 2}$ |  |
| Other NIR | 461 | 497 | $\mathbf{3 8 9}$ |  |
| TOTAL NON-INTEREST REVENUE | $\mathbf{8 7 0}$ | $\mathbf{1 , 0 0 4}$ | $\mathbf{8 1 2}$ |  |
| TOTAL NIR EXCLUDING | $\mathbf{1 , 3 7 9}$ | $\mathbf{1 , 4 1 4}$ | $\mathbf{1 , 3 0 0}$ |  |
| SIGNIFICANT ITEMS, CARDS <br> CHARGE AND MASTERCARD GAIN |  |  |  |  |

## Non-Interest Expense

## Q/Q $\downarrow \$ 41 \mathrm{MM}$ or $2.5 \%$

+ Q4 07 restructuring charge of $\$ 24 \mathrm{MM}$
+ Lower computer costs, professional fees and travel and business development
- Stock-based compensation costs related to expensing the 'value' of grants to employees eligible to retire (granted in the first quarter of each fiscal year)
$\mathrm{Y} / \mathrm{Y} \downarrow \$ 59 \mathrm{MM}$ or $3.5 \%$
( $\downarrow 11 \mathrm{MM}$ or $1 \%$ excluding significant items, $\uparrow \$ 5 \mathrm{MM}$ excluding FX impact)
+ Q1 07 restructuring charge of $\$ 135 \mathrm{MM}$
+ Weaker U.S. dollar reduced expenses by \$64MM
+ Lower benefit costs
- Higher performance-based compensation mainly in BMO CM
- Higher staffing levels in P\&C Canada and PCG due to the expansion of front-line sales and service staff
- Higher professional fees and business development


## Quarterly Non-Interest Expense Analysis

| BALANCES (\$MM) | Q1 07 | Q4 07 | Q1 08 |  |
| :--- | :---: | :---: | :---: | :--- |
| Salaries and Benefits | 645 | 616 | $\mathbf{6 3 2}$ |  |
| Performance-based <br> Compensation | 286 | 285 | 313 | Stock-based compensation for employees <br> eligible to retire (Q1 08 \$49MM, Q1 07 \$42MM) <br> and lower compensation in relation to <br> commodities losses in prior quarters |
| Premises \& Equipment/Rental | 129 | 134 | $\mathbf{1 3 5}$ |  |
| Computer Costs | 179 | 216 | $\mathbf{1 9 1}$ |  |
| Business and Capital Tax | 24 | 6 | $\mathbf{1 2}$ |  |
| Other | 275 | 374 | $\mathbf{3 3 1}$ |  |
| NON-INTEREST EXPENSE | $\mathbf{1 , 5 3 8}$ | $\mathbf{1 , 6 3 1}$ | $\mathbf{1 , 6 1 4}$ |  |
| Net Restructuring Charges | 135 | 24 | $\mathbf{-}$ |  |
| TOTAL NON-INTEREST <br> EXPENSE | $\mathbf{1 , 6 7 3}$ | $\mathbf{1 , 6 5 5}$ | $\mathbf{1 , 6 1 4}$ |  |

## Capital \& Risk Weighted Assets

## Capital ratios remain strong

|  | Basel I |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q1 08 |
| Tier 1 Capital Ratio (\%) | 9.76 | 9.67 | 9.29 | 9.51 | 9.05 |  |
| Total Capital Ratio (\%) | 11.20 | 11.03 | 11.18 | 11.74 | 11.09 |  |
| Assets-to-Capital Multiple (x) | 17.3 | 17.5 | 17.3 | 17.2 | 17.6 |  |
| RWA (\$B) | 173.0 | 175.1 | 181.0 | 178.7 | 188.9 |  |
| Total As At Assets(\$B) | 355.5 | 356.5 | 359.2 | 366.5 | 376.8 |  |

## APPENDIX



Significant Items

| Gain / (Loss) |  |  | $\begin{gathered} \text { Q1 } \\ 2007 \end{gathered}$ | $\begin{aligned} & \text { Q2 } \\ & 2007 \end{aligned}$ | $\begin{gathered} \text { Q3 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ 2007 \end{gathered}$ | $\begin{aligned} & \text { Q1 } \\ & 2008 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BMO CM | Commodities Losses | Pre-Tax Impact (\$MM) | $(422)^{1}$ | $(138){ }^{1}$ | $(149){ }^{1}$ | $(24)^{1}$ | _2 |
|  |  | After-Tax Impact (\$MM) | (237) | (90) | (97) | (16) | -2 |
|  |  | EPS Impact (\$/share) | (0.46) | (0.18) | (0.19) | (0.03) | - ${ }^{1}$ |
|  | Trading and Valuation Adjustments | Pre-Tax Impact (\$MM) | - | - | - | (318) | (488) |
|  |  | After-Tax Impact (\$MM) | - | - | - | (211) | (324) |
|  |  | EPS Impact (\$/share) | - | - | - | (0.42) | (0.64) |
| Corporate | Restructuring Charge | Pre-Tax Impact (\$MM) | (135) | - | - | (24) | - |
|  |  | After-Tax Impact (\$MM) | (88) | - | - | (15) | - |
|  |  | EPS Impact (\$/share) | (0.17) | - | - | (0.03) | - |
|  | General Allowance | Pre-Tax Impact (\$MM) | - | - | - | (50) | (60) |
|  |  | After-Tax Impact (\$MM) | - | - | - | (33) | (38) |
|  |  | EPS Impact (\$/share) | - | - | - | (0.07) | (0.08) |
| Total Bank |  | Pre-Tax Impact (\$MM) | (557) | (138) | (149) | (416) | (548) |
|  |  | After-Tax Impact (\$MM) | (325) | (90) | (97) | (275) | (362) |
|  |  | EPS Impact (\$/share) | (0.63) | (0.18) | (0.19) | (0.55) | (0.72) |
| ${ }^{1}$ Q1 07: Revenue reduced \$509MM, net of performance based compensation of \$87MM; Q2 07: Revenue reduced \$171MM, net of performance-based compensation of \$33MM; Q3 07 and Q4 07 impact to revenue only. ${ }^{2}$ Q1 08: Revenue reduced by $\$ 12 \mathrm{MM}$ ( $\$ 8 \mathrm{MM}$ after-tax). Commodities losses are not expected to be significant in 2008. |  |  |  |  | Financial R | - March | 2008 |

## Quarterly Financial Trends

|  | Q1 | Q2 | Q3 | Q4 | Q1 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Performance Measure | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 7}$ | 2007 | 2007 | $\mathbf{2 0 0 8}$ |
| Net Income (\$MM) | 348 | 671 | 660 | 452 | $\mathbf{2 5 5}$ |
| Cash EPS - Diluted (\$/share) | 0.68 | 1.31 | 1.30 | 0.89 | $\mathbf{0 . 4 9}$ |
| EPS - Diluted (\$/share) | 0.67 | 1.29 | 1.28 | 0.87 | $\mathbf{0 . 4 7}$ |
| Cash Return on Equity (\%) * | 9.5 | 18.5 | 18.2 | 12.5 | $\mathbf{6 . 9}$ |
| Return on Equity (\%) * | 9.2 | 18.3 | 18.0 | 12.2 | $\mathbf{6 . 7}$ |
| Revenue Growth - Y/Y (\%) | $(16.7)$ | 2.3 | $(0.6)$ | $(10.6)$ | $\mathbf{( 2 . 0 )}$ |
| Expense Growth - Y/Y (\%) | 5.9 | 3.5 | 3.6 | 2.6 | $\mathbf{( 3 . 5 )}$ |
| Cash Operating Leverage (\%) | $(22.6)$ | $(1.1)$ | $(4.2)$ | $(13.2)$ | $\mathbf{1 . 5}$ |
| Operating Leverage (\%) | $(22.6)$ | $(1.2)$ | $(4.2)$ | $(13.2)$ | $\mathbf{1 . 5}$ |
| PCL/Avg. Loans Accept. (\%) * | 0.10 | 0.12 | 0.18 | 0.29 | $\mathbf{0 . 4 2}$ |
| Capital: Tier 1 Capital (\%) - Basel II | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | $\mathbf{9 . 4 8}$ |
| Capital: Tier 1 Capital (\%) - Basel I | 9.76 | 9.67 | 9.29 | 9.51 | $\mathbf{9 . 0 5}$ |
| *Annualized |  |  |  |  |  |

*Annualized

## Group Net Income

| As Reported (\$MM) | $\begin{gathered} \text { Q1 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2008 \end{gathered}$ | Q/Q <br> Change | Y/Y <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C Canada | 297 | 327 | 356 | 287 | 302 | 5\% | 2\% |
| P\&C U.S. | 29 | 29 | 25 | 33 | 26 | (18)\% | (10)\% |
| Total P\&C | 326 | 356 | 381 | 320 | 328 | 2\% | 1\% |
| PCG | 91 | 99 | 102 | 103 | 98 | (5)\% | 8\% |
| BMO Capital Markets | (20) | 197 | 194 | 46 | (34) | (+100)\% | (74)\% |
| Corporate Services | (49) | 19 | (17) | (17) | (137) | nm | nm |
| Total Bank | 348 | 671 | 660 | 452 | 255 | (44)\% | (27)\% |
| Excluding Significant Items (\$MM) | $\begin{gathered} \text { Q1 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2008 \end{gathered}$ | Q/Q Change | Y/Y Change |
| P\&C Canada | 297 | 327 | 356 | 287 | 302 | 5\% | 2\% |
| P\&C U.S. | 29 | 29 | 25 | 33 | 26 | (18)\% | (10)\% |
| Total P\&C | 326 | 356 | 381 | 320 | 328 | 2\% | 1\% |
| PCG | 91 | 99 | 102 | 103 | 98 | (5)\% | 8\% |
| BMO Capital Markets | 217 | 287 | 291 | 273 | 290 | 6\% | 33\% |
| Corporate Services | 39 | 19 | (17) | 31 | (99) | nm | nm |
| Total Bank | 673 | 761 | 757 | 727 | 617 | (15)\% | (8)\% |
| nm - not meaningful |  |  |  |  | Financial Results - March 4-2008 15 |  |  |

## Personal \& Commercial Banking - Canada

| P\&L (\$MM) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | 760 | 735 | 801 | 770 | 793 |
| Non-interest Revenue | 406 | 473 | 455 | 344 | $\mathbf{4 1 8}$ |
| Total Revenue | 1,166 | 1,208 | 1,256 | 1,114 | $\mathbf{1 , 2 1 1}$ |
| PCL | 80 | 81 | 81 | 81 | 83 |
| Expenses | 642 | 648 | 664 | 690 | $\mathbf{6 9 5}$ |
| Provision for Taxes | 147 | 152 | 155 | 56 | $\mathbf{1 3 1}$ |
| Net Income | 297 | 327 | 356 | 287 | $\mathbf{3 0 2}$ |
| Cash Operating <br> Leverage (\%) | 2.3 | 5.3 | 2.6 | $\mathbf{( 7 . 1 )}$ | $\mathbf{( 4 . 5 )}$ |

O Higher net income $Q / Q$ and $Y / Y$ driven by volume growth across most products

O Improved product mix
O Q/Q NIX maintained at approximately same level. Y/Y NIX higher due to increased employee costs and initiative spend.

O Q4 included three notable items, increasing net income by \$6MM

## P\&C Canada

Revenue by Business (\$MM)


|  | Commercial ( $\uparrow \$ 12 \mathrm{MM}$ or $3.6 \% \mathrm{Y} / \mathrm{Y}$; $\uparrow \$ 14 \mathrm{MM}$ or $4.1 \% \mathrm{Q} / \mathrm{Q}$ ) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | O $\mathrm{Y} / \mathrm{Y}$ - volume growth in loans and deposits were partially offset by increased funding costs and competitive pressures on spread |
| 337 | 331 | 349 | 335 | 349 | O Q/Q - volume growth, lower funding costs and higher commercial loans fees more than offset competitive pressures on commercial deposit spreads |


"Personal" includes Residential Mortgages, Personal Loans, Personal Deposits, Term, Mutual Funds, Insurance and Other.

## P\&C Canada - Personal Banking

| Market Share (\%) ${ }^{1}$ | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Personal Loans | 10.51 | 10.57 | 10.78 | 11.10 | $\mathbf{1 1 . 3 1}$ |
| Residential Mortgages | 12.41 | 12.17 | 11.82 | 11.24 | $\mathbf{1 0 . 9 8}$ |
| Personal Deposits | 12.43 | 12.22 | 12.11 | 11.96 | $\mathbf{1 2 . 1 1}$ |
| Cards - Net Retail Sales | 14.12 | 14.68 | 14.66 | 14.13 | N/A ${ }^{2}$ |
| Mutual Funds | 13.51 | 13.57 | 13.66 | 13.66 | $\mathbf{1 3 . 3 9}$ |
| Balances (\$B) <br> (Owned \& Managed) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| Personal Loans | 20.2 | 20.8 | 21.7 | 22.8 | $\mathbf{2 3 . 6}$ |
| Residential Mortgages | 63.8 | 63.5 | 63.5 | 63.4 | $\mathbf{6 3 . 9}$ |
| Personal Deposits | 24.3 | 24.2 | 24.5 | 24.3 | $\mathbf{2 4 . 4}$ |
| Cards | 6.1 | 6.0 | 6.4 | 6.6 | $\mathbf{6 . 9}$ |

O Increased personal loan balances and market share (21bps Q/Q and 80bps Y/Y) led by increases in secured loan products

O Overall mortgage growth in Q1 08 and improved mortgage spread, as branch-originated mortgages outpaced the declines of third party and broker mortgages

O Decreased residential mortgage market share (26bps Q/Q and 143bps Y/Y), as expected from exiting $3^{\text {rd }}$ party and broker mortgage channels

O Personal deposit market share improved 15bps Q/Q as balances increased. Market share declined 32 bps Y/Y.
O Increased cards \& payment services revenue as revolving balances increased
${ }^{2}$ Net Retail Sales (NRS) refer to card volume less transfers and cash advances. NRS will not be available this quarter, as CBA is revising its methodology.

Sources: Mutual Funds - IFIC, Credit Cards - CBA, Consumer Loans \& Residential Mortgages - Bank of Canada, Personal Deposits - OSFI

## P\&C Canada - Commercial Banking

| Market Share (\%) ${ }^{1}$ | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| \$0 - \$1MM | 18.25 | 18.46 | 18.68 | 18.73 | 18.83 |
| $\$ 1-\$ 5 M M$ | 18.89 | 19.14 | 19.70 | 19.60 | 19.89 |
| $\$ 0-\$ 5 M M$ | 18.57 | 18.80 | 19.20 | 19.17 | 19.37 |

O Business banking share for \$0-\$5MM band was 19.37\%, an increase of 80 bps Y/Y and 20 bps Q/Q
O Rank second in the $\$ 0-\$ 5 \mathrm{MM}$ band in Canada

O Y/Y and Q/Q we had broadbased volume growth

| Balances (\$B) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  <br> Acceptances | 29.9 | 30.8 | 31.8 | 32.7 | 33.2 |
| Commercial Deposits | 20.4 | 20.1 | 21.0 | 21.4 | $\mathbf{2 2 . 1}$ |

[^0]
## Personal \& Commercial Banking - U.S.

| P\&L (US\$MM) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | 160 | 167 | 169 | 173 | 167 |
| Non-interest Revenue | 36 | 39 | 42 | 47 | 48 |
| Total Revenue | 196 | 206 | 211 | 220 | 215 |
| PCL | 8 | 8 | 8 | 9 | 9 |
| Expenses | 150 | 159 | 165 | 160 | 166 |
| Provision for Taxes | 13 | 14 | 14 | 18 | 14 |
| Net Income | 25 | 25 | 24 | 33 | 26 |
| Cash Operating <br> Leverage | $(7.7)$ | $(1.3)$ | $(6.3)$ | 8.0 | $(0.5)$ |
| Net Income <br> (Excl. Acquisition <br> Integration Costs) | 26 | 27 | 29 | 33 | 27 |

O Volume growth and increases in fee and other NIR

O Y/Y NIM down 21 bps excluding the 22 bps impact of transfer of a small client-driven investment portfolio. Remaining decline due to competitive pressures on pricing and customer preferences shifting from higher-spread to lower-spread loan and deposit products
O Y/Y NIX higher due to initiative spending, new branches and costs associated with volume increases

O Integration costs were comparable Y/Y and Q/Q

## P\&C U.S.

| Personal - Average <br> Balances (US\$B) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Mortgages | 4.5 | 4.9 | 5.0 | 5.1 | $\mathbf{5 . 1}$ |
| Other Personal Loans | 4.0 | 4.1 | 4.2 | 4.3 | $\mathbf{4 . 4}$ |
| Indirect Auto | 4.4 | 4.5 | 4.5 | 4.5 | $\mathbf{4 . 5}$ |
| Deposits | 12.0 | 13.2 | 13.3 | 13.3 | $\mathbf{1 3 . 2}$ |

O Moderate volume growth in competitive market

O Increases in Q2 07 due to acquisition of First National Bank \& Trust

| Commercial - Average <br> Balances (US\$B) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Commercial Loans | 5.2 | 5.8 | 5.9 | 6.0 | $\mathbf{6 . 0}$ |
| Commercial Deposits | 4.4 | 4.2 | 4.3 | 4.3 | $\mathbf{4 . 5}$ |

## Private Client Group

| P\&L (\$MM) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | 151 | 153 | 154 | 154 | 155 |
| Non-interest Revenue | 355 | 365 | 366 | 354 | 364 |
| Total Revenue | 506 | 518 | 520 | 508 | $\mathbf{5 1 9}$ |
| PCL | 1 | - | 1 | 1 | $\mathbf{1}$ |
| Expenses | 364 | 364 | 362 | 356 | 368 |
| Provision for Taxes | 50 | 55 | 55 | 48 | 52 |
| Net Income | 91 | 99 | 102 | 103 | $\mathbf{9 8}$ |

O $\mathrm{Y} / \mathrm{Y}$ revenue growth due to higher trust \& investment revenue in North American Private Banking and net interest income in brokerage businesses, partially offset by lower brokerage commission revenue

- $Q / Q$ revenue growth due to higher revenue in Full Service Investing and higher trust \& investment revenue in North American Private Banking

O Y/Y expenses increased primarily due to continued investment in sales force and supporting infrastructure, partially offset by lower revenuebased costs

O Q/Q expenses increased primarily due to expensing in the current quarter of annual stockbased compensation costs for employees eligible to retire

## PCG - AUA/AUM/Term

O Assets under management and administration were impacted by the weaker U.S. dollar and softer market conditions

- Assets grew $\$ 11.4$ billion or $4 \% \mathrm{Y} / \mathrm{Y}$ and decreased $\$ 5.4$ billion or 2\% Q/Q (adjusted for F/X and the transfer of our U.S. Institutional Trust and Custody (ITC) business to P\&C U.S. in Q3 07).
* Current and historical figures have been adjusted for a reclassification of AUA to AUM and an increase in AUA to reflect a change in valuation



## BM0 Capital Markets

| P\&L (\$MM) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income (teb) | 232 | 256 | 253 | 233 | 303 |
| Non-interest Revenue | $(25)$ | 395 | 437 | 188 | $\mathbf{( 3 7 )}$ |
| Total Revenue (teb) | 207 | 651 | 690 | 421 | $\mathbf{2 6 6}$ |
| PCL | 20 | 19 | 19 | 19 | $\mathbf{2 9}$ |
| Expenses | 330 | 397 | 448 | 399 | $\mathbf{3 8 3}$ |
| Provision for Taxes | $(123)$ | 38 | 29 | $(43)$ | $\mathbf{1 1 2 )}$ |
| Net Income | $(20)$ | 197 | 194 | 46 | $\mathbf{( 3 4 )}$ |

- Y/Y NII higher due to strong performance by interest-ratesensitive businesses and higher corporate banking assets
O Results impacted by commodities losses and capital markets related charges

O Solid performance in many core businesses and highreturn fee-based businesses excluding significant items

- Tax recoveries in Q1 08 and Q4 07 were due to a high proportion of the Group's income being attributable to lower-tax-rate jurisdictions


## BM0 Capital Markets

## Revenue by Business (\$MM)




## I\&CB and Other revenue ( $\downarrow$ \$82MM or $21 \%$ Y/Y, $\downarrow \$ 120 \mathrm{MM}$ or $29 \%$ Q/Q) (excluding significant items $\downarrow \$ 41 \mathrm{MM}$ or $11 \%$ Y.Y, $\downarrow \$ 94 \mathrm{MM}$ or $22 \% \mathrm{Q} / \mathrm{Q}$ )

O $\mathrm{Y} / \mathrm{Y}$ down $\$ 41 \mathrm{MM}$ due to certain trading and valuation adjustments, lower investment gains in Merchant Banking, decreased loan fees and equity underwriting fees. NII was higher due to increased corporate banking assets, partially offset by lower spreads.

O $\mathrm{Q} / \mathrm{Q}$ down $\$ 94 \mathrm{MM}$ due to certain trading and valuation adjustments noted above, lower investment gains as the previous quarter included a large gain on the sale of a Merchant Banking investment, lower loan fees, M\&A and debt underwriting fees.

## Corporate Services

Including Technology and Operations

| P\&L (\$MM) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Total Revenue (teb) | $(41)$ | $(86)$ | $(136)$ | $(61)$ | $(185)$ |
| PCL - Specific | $(58)$ | $(50)$ | $(19)$ | $(8)$ | 48 |
| - General | - | - | - | 50 | $\mathbf{6 0}$ |
| Expenses | 28 | 22 | 10 | 25 | $\mathbf{2}$ |
| Restructuring charge | 135 | - | - | 24 | $\mathbf{-}$ |
| Total Expenses | 163 | 22 | 10 | 49 | $\mathbf{2}$ |
| Provision for taxes | $(116)$ | $(96)$ | $(128)$ | $(154)$ | $\mathbf{( 1 7 6 )}$ |
| Net Income | 19 | $(17)$ | $(17)$ | $\mathbf{( 1 3 7 )}$ |  |

O $\mathrm{Y} / \mathrm{Y}$ net income decrease due to higher PCL, lower revenues offset in part by reduced expenses. Revenue decrease due to lower earnings from certain subsidiaries related to a number of items and lower hedging gains. A large number of small items negatively impacted revenue in the current quarter.

O $Q / Q$ net income declined to higher PCL and lower revenues mitigated in part by lower expenses. Revenue decreased primarily due to lower earnings from certain subsidiaries related to a number of items, lower FX hedging gains, lower interest revenue on tax refunds and reassessments.

## U.S. Results

|  | As Reported |  |  |  |  | Excl. Significant Items |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income (US\$MM) | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q1 07 | Q2 07 | Q3 07 | Q4 07 | Q1 08 |
| P\&C | 25 | 25 | 24 | 33 | 26 | 25 | 25 | 24 | 33 | 26 |
| PCG | (1) | 2 | 2 | (3) | 2 | (1) | 2 | 2 | (3) | 2 |
| BMO CM | (163) | 2 | 2 | 114 | 56 | 72 | 92 | 93 | 130 | 72 |
| Corporate | (11) | (19) | (24) | (51) | (101) | - | (19) | (24) | (46) | (63) |
| TOTAL | (150) | 10 | 4 | 93 | (17) | 96 | 100 | 95 | 114 | 37 |

U.S. to N.A. Revenue and Net Income (as reported)
(58.4)


O Q/Q P\&C U.S. net income was down US\$7MM from a very strong Q4 07

- Q/Q BMO CM net income was down \$58MM due to lower investment security gains and trading revenue

O Corporate results for Q1 08 include an increase to the general allowance


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[^0]:    ${ }^{1}$ Business loans (Banks) are issued by CBA on a one calendar quarter lag basis (Q1'08: Sept 2007)

