

## RUSS ROBERTSON

Chief Financial Officer

May 27•2008

BMO $\triangle \boldsymbol{\sim}$ Financial Group

## 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

 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
 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
 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
 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 level of defaults and losses on defaults were material factors we considered when establishing our expectation of the future performance of the transactions that Apex and Sitka Trusts have entered into. Key assumptions included that the level of defaults and losses on defaults would be consistent with historical experience. Material factors which were taken into account when
 first-loss protection incorporated into the structure.

In establishing our expectation that we will reverse a portion of the charges recorded in preceding periods on Apex/Sitka Trust as discussed in this document, we considered the fact that the Trust was restructured on May 13th and assumed that the credit environment would be reasonably consistent with recent experience.
 with Loyalty Management Group Canada Inc. subsequent to the end of the quarter.
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
 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


 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.

## Q2 2008 Financial Highlights

| Net Income | EPS | Y/Y EPS Growth | Cash EPS | ROE | Cash Operating Leverage | Specific PCL | Tier 1 Capital Ratio (Basel II) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$642MM | \$1.25 | (3.1)\% | \$1.26 | 17.9\% | (0.7)\% | \$151MM | 9.42\% |

## Key Messages

O Focus on Canadian Personal \& Commercial business paying off

- Strong financial performance
- Improved customer loyalty
- Gains in market share
- Record earnings in Private Client Group

O BMO Capital Markets earnings up quarter-over-quarter and reduced risk related to off balance sheet exposure

- Apex/Sitka restructuring closed May 13, 2008
- Tier 1 Capital ratio remains strong at $9.42 \%$


## Revenue

Q/Q $\uparrow \$ 594 \mathrm{MM}$ or 29.4\%
( $\uparrow \$ 106 \mathrm{MM}$ or $4.2 \%$ excluding Q1 08 significant items)

+ Positive valuation adjustments in BMO CM in Q2 08 (\$42MM) vs. a significant item charge in Q1 08 (\$488MM)
+ Improved core revenue in P\&C Canada
+ One month of revenue from MMBC \& Ozaukee acquisitions
+ Corporate revenue improved to a more normalized level
+ Higher debt and equity underwriting activity in BMO CM
+ Gain on sale of VISA International Inc. investment (US\$38MM)
- Lower commission and fee-based revenue in PCG
$\mathrm{Y} / \mathrm{Y} \uparrow \$ 92 \mathrm{MM}$ or $3.6 \%$
( $\downarrow$ \$79MM or $2.9 \%$ excluding Q2 07 significant items, $\uparrow \$ 143 M M$ excluding FX impact)
+ Volume growth across most products and improved mix in P\&C Canada
+ Positive valuation adjustment in BMO CM in Q2 08 (\$42MM)
+ Increased average earning assets in BMO CM
+ Gain on sale of VISA International Inc. investment (US\$38MM)
+ Commodities losses in Q2 07 (\$171MM)
- Insurance and investment gains of \$40MM in Q2 07
- Lower transactional revenue in PCG
- Lower M\&A fees and equity underwriting activity in BMO CM


## Net Interest Margins (bps)



## BMO CM (teb)



O Q/Q decrease due to growth in lower spread assets
O $\mathrm{Y} / \mathrm{Y}$ decrease due to lower trading and money market assets and tighter spreads

## Retail Banking



## P\&C U.S.

O Q/Q essentially flat adjusting for the impact of impaired loans
O $\mathrm{Y} / \mathrm{Y}$ decrease due to the transfer of a small client-driven investment portfolio from Corporate Services (24 bps) and the highly competitive environment and the more difficult credit environment

## P\&C Canada

O Q/Q increase due to improved mortgage spreads, a result of exiting thirdparty and broker products, as well as positive mix from increased cards volume and improved deposit growth
O $\mathrm{Y} / \mathrm{Y}$ increase due to improving product mix and wider spread on mortgages, partially offset by competitive pricing pressures in personal and commercial deposits

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

## Quarterly Non-Interest Revenue Analysis

| BALANCES (\$MM) | Q2 07 | Q1 08 | Q2 08 |  |
| :--- | :---: | :---: | :---: | :--- |
| Securities Commissions | 303 | 271 | $\mathbf{2 7 0}$ |  |
| Trading Revenues | $(10)$ | $(301)$ | 192 |  |
| Card Fees | 70 | 67 | $\mathbf{7 8}$ | Includes positive valuation adjustment of \$71MM <br> in Q2 08, core trading in Q2 08 is \$121MM <br> Excluding significant items: <br> Q2 07:\$153MM, Q1 08:\$119MM |
| Mutual Fund Revenue | 140 | 154 | $\mathbf{1 4 4}$ |  |
| Securitization Revenue | 83 | 80 | 133 | Higher mortgage securitization revenue |

## Q2 2008 Effects of Capital Markets Environment

|  | Pre-Tax Impact (\$MM) | After-Tax Impact (\$MM) | EPS Impact (\$/Share) |  |
| :---: | :---: | :---: | :---: | :---: |
| Net Recovery of: |  |  |  | The net benefit of \$42MM was reflected in trading non-interest revenue (\$71MM), other revenue (\$6MM) and securities gains/losses other than trading (-\$35MM) |
| O Mark-to-market recovery on APEX/Sitka Trust | 85 | 57 |  |  |
| O Mark-to-market charge for holdings of commercial paper in $3^{\text {rd }}$ party Canadian conduits affected by the Montreal Accord | (36) | (24) |  |  |
| O Charge for capital notes in Links and Parkland SIVs | (23) | (15) |  |  |
| Subtotal | 26 | 18 |  |  |
| Mark-to-Market adjustments of: |  |  |  |  |
| O Valuation adjustments for counter party credit exposures on derivative portfolios | 128 | 86 |  |  |
| O Charge for other trading and structured-credit positions | (93) | (62) |  |  |
| Subtotal | 35 | 24 |  |  |
| Charge related to a number of smaller items impacting net income by $\$ 10 \mathrm{MM}$ or less (including mark-to-market changes for the preferred share trading portfolio and monoline exposures) | (19) | (14) |  |  |
| Total Net Benefit | 42 | 28 | 0.06 |  |
|  |  |  | Financial Results - May $27 \cdot 2008$ |  |

## Non-Interest Expense

| As Reported (\$MM) | $\begin{gathered} \text { Q2 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2008 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2008 \end{gathered}$ | Q/Q <br> Change | Y/Y Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C Canada | 648 | 695 | 657 | (5)\% | 2\% |
| P\&C U.S. | 183 | 166 | 199 | 21\% | 9\% |
| Total P\&C | 831 | 861 | 856 | -\% | 3\% |
| PCG | 364 | 368 | 348 | (6)\% | (5)\% |
| BMO Capital Markets | 397 | 383 | 441 | 15\% | 11\% |
| Corporate Services | 22 | 2 | 35 | nm | nm |
| Total Bank | 1,614 | 1,614 | 1,680 | 4\% | 4\% |

## Q/Q $\uparrow \$ 66 \mathrm{MM}$ or $4.1 \%$

+ Stock-based compensation costs related to awards made to employees eligible to retire in Q1 08 (\$49MM)
+ Reduction in revenue-based costs in PCG
+ Lower capital tax due to reassessment
- Higher performance-based compensation in BMO CM in Q2 08
- Higher salaries, benefits and professional fees
- Visa litigation reserve included in P\&C U.S. (\$17MM)
- Investment in business and other costs in P\&C U.S.


## Quarterly Non-Interest Expense Analysis

| BALANCES (\$MM) | Q2 07 | Q1 08 | Q2 08 |  |
| :---: | :---: | :---: | :---: | :---: |
| Salaries and Benefits | 648 | 632 | 672 | Higher employee related costs across the businesses including workforce expansion mostly in retail businesses |
| Performance-based Compensation | 321 | 313 | $308$ | $Q / Q$ increase due to higher variable compensation in BMO CM <br> Q2 07 included \$33MM reduction due to commodities losses <br> Q1 08 included \$49MM charge for stock-based compensation for retirement eligible employees |
| Premises \& Equipment/Rental | 133 | 135 | 139 |  |
| Computer Costs | 187 | 191 | 196 |  |
| Business and Capital Tax | 17 | 12 | (1) | Capital tax benefit from prior year reassessment in Q2 08 |
| Other | 308 | 331 | 366 | Higher professional fees and Visa litigation |
| TOTAL NON-INTEREST EXPENSE | 1,614 | 1,614 | 1,680 |  |

## Capital \& Risk Weighted Assets

## Capital ratios remain very strong

Basel I

|  | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Tier 1 Capital Ratio (\%) | 9.67 | 9.29 | 9.51 | 9.05 | 9.03 |
| Total Capital Ratio (\%) | 11.03 | 11.18 | 11.74 | 11.09 | 11.47 |
| Assets-to-Capital Multiple (x) | 17.5 | 17.3 | 17.2 | 17.6 | 16.2 |
| RWA (\$B) | 175.1 | 181.0 | 178.7 | 188.9 | 195.3 |
| Total As At Assets (\$B) | 356.5 | 359.2 | 366.5 | 376.8 | 375.2 |

Basel II

| Q1 08 | Q2 08 |
| :---: | :---: |
| 9.48 | 9.42 |
| 11.26 | 11.64 |
| 18.4 | 16.2 |
| 179.5 | 186.3 |
| 376.8 | 375.2 |

## Diversified Wholesale Term Funding Mix

O BMO has a well diversified wholesale funding platform across markets, products, terms, currencies and maturities
O Borrowing programs are in place in key markets to allow the Bank to raise term funding opportunistically



## APPENDIX

## Significant Items



## Quarterly Financial Trends

|  | Q2 | Q3 | Q4 | Q1 | Q2 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Performance Measure | 2007 | 2007 | 2007 | 2008 | $\mathbf{2 0 0 8}$ |
| Net Income (\$MM) | 671 | 660 | 452 | 255 | $\mathbf{6 4 2}$ |
| Cash EPS - Diluted (\$/share) | 1.31 | 1.30 | 0.89 | 0.49 | $\mathbf{1 . 2 6}$ |
| EPS - Diluted (\$/share) | 1.29 | 1.28 | 0.87 | 0.47 | $\mathbf{1 . 2 5}$ |
| Cash Return on Equity (\%) * | 18.5 | 18.2 | 12.5 | 6.9 | $\mathbf{1 8 . 1}$ |
| Return on Equity (\%) * | 18.3 | 18.0 | 12.2 | 6.7 | $\mathbf{1 7 . 9}$ |
| Revenue Growth - Y/Y (\%) | 2.3 | $(0.6)$ | $(10.6)$ | $(2.0)$ | $\mathbf{3 . 6}$ |
| Expense Growth - Y/Y (\%) | 3.5 | 3.6 | 2.6 | $(3.5)$ | $\mathbf{4 . 1}$ |
| Cash Operating Leverage (\%) | $(1.1)$ | $(4.2)$ | $(13.2)$ | 1.5 | $\mathbf{( 0 . 7 )}$ |
| Operating Leverage (\%) | $(1.2)$ | $(4.2)$ | $(13.2)$ | 1.5 | $\mathbf{( 0 . 5 )}$ |
| PCL/Avg. Loans Accept. (\%) * | 0.12 | 0.18 | 0.29 | 0.42 | $\mathbf{0 . 2 8}$ |
| Capital: Tier 1 Capital (\%) - Basel II | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | 9.48 | $\mathbf{9 . 4 2}$ |
| Capital: Tier 1 Capital (\%) - Basel I | 9.67 | 9.29 | 9.51 | 9.05 | $\mathbf{9 . 0 3}$ |

*Annualized

## Group Net Income

| As Reported (\$MM) | $\begin{gathered} \text { Q2 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2008 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2008 \end{gathered}$ | Q/Q <br> Change | $Y / Y$ <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C Canada | 327 | 356 | 287 | 302 | 331 | 10\% | 1\% |
| P\&C U.S. | 29 | 25 | 33 | 26 | 30 | 11\% | 5\% |
| Total P\&C | 356 | 381 | 320 | 328 | 361 | 10\% | 1\% |
| PCG | 99 | 102 | 103 | 98 | 109 | 11\% | 10\% |
| BMO Capital Markets | 197 | 194 | 46 | (34) | 182 | (+100)\% | (8)\% |
| Corporate Services | 19 | (17) | (17) | (137) | (10) | nm | nm |
| Total Bank | 671 | 660 | 452 | 255 | 642 | (+100)\% | (4)\% |
| Excluding Significant Items (\$MM) | $\begin{gathered} \text { Q2 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2008 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2008 \end{gathered}$ | Q/Q <br> Change | Y/Y Change |
| P\&C Canada | 327 | 356 | 287 | 302 | 331 | 10\% | 1\% |
| P\&C U.S. | 29 | 25 | 33 | 26 | 30 | 11\% | 5\% |
| Total P\&C | 356 | 381 | 320 | 328 | 361 | 10\% | 1\% |
| PCG | 99 | 102 | 103 | 98 | 109 | 11\% | 10\% |
| BMO Capital Markets | 287 | 291 | 273 | 290 | 182 | (37)\% | (37)\% |
| Corporate Services | 19 | (17) | 31 | (99) | (10) | nm | nm |
| Total Bank | 761 | 757 | 727 | 617 | 642 | 4\% | (16)\% |

nm - not meaningful
Financial Results - May 27 - 2008

## P\&C - Canada

| P\&L (\$MM) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income (teb) | 735 | 801 | 770 | 793 | $\mathbf{7 8 6}$ |
| Non-interest Revenue | 473 | 455 | 344 | 418 | 433 |
| Total Revenue (teb) | 1,208 | 1,256 | 1,114 | 1,211 | $\mathbf{1 , 2 1 9}$ |
| PCL | 81 | 81 | 81 | 83 | 82 |
| Expenses | 648 | 664 | 690 | 695 | $\mathbf{6 5 7}$ |
| Provision for Taxes | 152 | 155 | 56 | 131 | $\mathbf{1 4 9}$ |
| Net Income | 327 | 356 | 287 | 302 | $\mathbf{3 3 1}$ |
| Cash Operating Leverage <br> (\%) | 5.3 | 2.6 | $(7.1)$ | $(4.5)$ | $\mathbf{( 1 . 0 )}$ |

- Y/Y net income up \$36MM or $12 \%$, adjusted for notable items in Q2 07 (\$23MM insurance gain and \$9MM investment security gain)
O Operating leverage, adjusted for notable items in Q2 07, is positive at $2.8 \%$ driven by volume growth across most products
- Q/Q net income up \$29MM or 9.9\% driven by lower allocated costs. Revenue was modestly higher, increase in NIM, securitization and cards offset by 2 fewer days and lower insurance revenue


## P\&C Canada

Revenue by Business (\$MM)

| 636 |  |  |  |  | Personal ( $\downarrow \$ 14 \mathrm{MM}$ or (2.3)\% Y/Y; $\uparrow \$ 13 \mathrm{MM}$ or $2.2 \% \mathrm{Q} / \mathrm{Q}$ ) <br> O Y/Y - up \$12MM or 1.9\% adjusted for Q2 07 \$26MM insurance gain, driven by strong volume growth in personal loans and branch originated mortgages, offset by competitive pricing pressures on personal loans <br> O Q/Q - improved spread, higher securitization, higher wealth, partially offset by lower insurance and 2 fewer days |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| 610 | 640 | 597 | 609 | 622 |  |


| 331 | C |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | O Y/Y - up \$17MM or 5.2\% adjusted for Q2 07 \$14MM Investment Security gain, driven by volume growth in loans and deposits were partially offset by increased funding costs and competitive pricing pressures |
| 317 | 349 | 336 | 349 | 334 | $\bigcirc$ Q/Q - competitive pressures on commercial deposit spreads and 2 fewer days |


|  |  | Cards \& Payment Service ( $\uparrow \$ 22 \mathrm{MM}$ or 9.2\% Y/Y; $\uparrow \$ 10 \mathrm{MM}$ or 4.1\% Q/Q) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 259 |  |  | O Y/Y - volume and transaction growth |
|  |  |  |  |  | O $Q / Q$ - volume and transaction growth |
| 241 | 267 | 181 | 253 | 263 | O Q4 07 included \$78MM impact from: A \$107MM gain on the sale of MCl |
| Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 | shares; less a \$185MM adjustment to increase the liability for future customer redemptions. Future exposure now eliminated with LMG agreement |

Insurance, security and MCI IPO gains
"Personal" Includes Residential Mortgages, Personal Loans, Personal Deposits, Term, Mutual Funds, Insurance and Other.
Financial Results - May 27•2008

## P\&C Canada - Personal Banking

| Market Share (\%) ${ }^{1}$ | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Personal Loans | 10.57 | 10.78 | 11.10 | 11.31 | $\mathbf{1 1 . 3 8}$ |
| Residential Mortgages | 12.17 | 11.82 | 11.24 | 10.98 | $\mathbf{1 0 . 6 9}$ |
| Personal Deposits | 12.22 | 12.11 | 11.96 | 12.11 | $\mathbf{1 2 . 0 7}$ |
| Mutual Funds | 13.57 | 13.66 | 13.66 | 13.39 | $\mathbf{1 2 . 9 4}$ |


| Balances (\$B) <br> (Owned \& Managed) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Personal Loans | 20.8 | 21.7 | 22.8 | 23.6 | $\mathbf{2 4 . 5}$ |
| Residential Mortgages | 63.5 | 63.5 | 63.4 | 63.9 | $\mathbf{6 4 . 0}$ |
| Personal Deposits | 24.2 | 24.5 | 24.3 | 24.4 | $\mathbf{2 4 . 4}$ |
| Cards | 6.0 | 6.4 | 6.6 | 6.9 | $\mathbf{6 . 9}$ |

O Personal loan market share has improved 6 consecutive quarters. Increased personal loan balances and market share led by increases in secured loan products

O Decreased residential mortgage market share, as expected from exiting the $3^{\text {rd }}$ party and broker mortgage channels, however, overall mortgage growth and improved mortgage spread, as branch-originated mortgages growth outpaced declines from exited channels

O Personal deposit balances flat and decline in market share. There are improving trends in PRS balances, but chequing and savings accounts growth lags

[^0]Sources: Mutual Funds - IFIC, Credit Cards - CBA, Consumer Loans \& Residential Mortgages - Bank of Canada, Personal Deposits - OSFI

## P\&C Canada - Commercial Banking

| Market Share (\%) ${ }^{1}$ | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| \$0 - \$1MM | 18.46 | 18.68 | 18.73 | 18.83 | $\mathbf{1 9 . 0 7}$ |
| $\$ 1-\$ 5 M M$ | 19.14 | 19.70 | 19.60 | 19.89 | $\mathbf{2 0 . 1 1}$ |
| $\$ 0-\$ 5 M M$ | 18.80 | 19.20 | 19.17 | 19.37 | $\mathbf{1 9 . 6 0}$ |

O Business banking share for \$0-5MM band was 19.60\%, which is an increase of 80bps Y/Y and 23bps Q/Q

O Continue to rank second in Canada

O Y/Y broad-based volume growth

| Balances (\$B) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  <br> Acceptances | 30.8 | 31.8 | 32.7 | 33.2 | 34.1 |
| Commercial Deposits | 20.1 | 21.0 | 21.4 | 22.1 | $\mathbf{2 1 . 2}$ |

[^1]
## Personal \& Commercial Banking - U.S.

| P\&L (US\$MM) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income (teb) | 167 | 169 | 173 | 167 | $\mathbf{1 7 1}$ |
| Non-interest Revenue | 39 | 42 | 47 | 48 | $\mathbf{8 4}$ |
| Total Revenue (teb) | 206 | 211 | 220 | 215 | $\mathbf{2 5 5}$ |
| PCL | 8 | 8 | 9 | 9 | 10 |
| Expenses | 159 | 165 | 160 | 166 | 198 |
| Provision for Taxes | 14 | 14 | 18 | 14 | $\mathbf{1 7}$ |
| Net Income | 25 | 24 | 33 | 26 | $\mathbf{3 0}$ |
| Cash Operating Leverage (\%) | $(1.3)$ | $(6.2)$ | 8.0 | $(0.5)$ | $\mathbf{1 4 . 5 )}$ |
| Net Income <br> (Excl. Acquisition Integration Costs) <br> Cash Operating Leverage (\%) <br> (Excl. Acquisition Integration Costs) | $\mathbf{( 1 . 7 )}$ | $(6.3)$ | 6.0 | $(0.7)$ | $\mathbf{( 2 . 9 )}$ |

O Moderate volume growth and increased fee revenue

O Y/Y NIM down 21 bps excluding the 24 bps impact of transfer of a small client-driven investment portfolio. Remaining decline due to competitive pressures on pricing and impact of the more difficult credit environment

O Y/Y NIX higher due to continued targeted investment in the business and a number of small items negatively impacting expenses
O Wisconsin acquisitions added \$6MM in revenue and operating expenses

- Q2 08 includes impact of Visa Inc. transaction - \$38MM Noninterest revenue, \$17MM expense from an associated litigation reserve, net \$13MM net income


## P\&C U.S.

| Personal Products - <br> Average Balances (US\$B) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Mortgages | 4.9 | 5.0 | 5.1 | 5.1 | $\mathbf{5 . 2}$ |
| Other Personal Loans | 4.1 | 4.2 | 4.3 | 4.4 | $\mathbf{4 . 7}$ |
| Indirect Auto | 4.5 | 4.5 | 4.5 | 4.5 | $\mathbf{4 . 5}$ |
| Deposits | 13.2 | 13.3 | 13.3 | 13.2 | $\mathbf{1 4 . 0}$ |

O Moderate volume growth in competitive market

O Increases in Q2 08 reflect one month of Wisconsin acquisitions which closed in Q2 08 - full impact will be seen in Q3

| Commercial Products - <br> Average Balances (US\$B) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Commercial Loans | 5.8 | 5.9 | 6.0 | 6.0 | $\mathbf{6 . 5}$ |
| Commercial Deposits | 4.2 | 4.3 | 4.3 | 4.5 | $\mathbf{4 . 4}$ |

## Private Client Group

| P\&L (\$MM) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income (teb) | 153 | 154 | 154 | 155 | $\mathbf{1 6 5}$ |
| Non-interest Revenue | 365 | 366 | 354 | 364 | 345 |
| Total Revenue (teb) | 518 | 520 | 508 | 519 | $\mathbf{5 1 0}$ |
| PCL | - | 1 | 1 | 1 | $\mathbf{1}$ |
| Expenses | 364 | 362 | 356 | 368 | $\mathbf{3 4 8}$ |
| Provision for Taxes | 55 | 55 | 48 | 52 | $\mathbf{5 2}$ |
| Net Income | 99 | 102 | 103 | 98 | $\mathbf{1 0 9}$ |

O Record net income of \$109MM as expenses actively managed in a difficult market environment

O Y/Y net income increased $\$ 10 \mathrm{MM}$ or $10 \%$. Revenue grew $1.2 \%$, while expenses declined $2.8 \%$, adjusted for a prior year \$7MM gain on sale of Montreal Stock Exchange common shares and the impact of the weaker US dollar

O Q/Q Net income up \$11MM or 11\%. Revenue declined primarily in the brokerage businesses, partially offset by higher term investment products revenue. Expenses reflected lower revenue-based costs. In addition, the prior quarter included a charge for the annual stockbased compensation costs for employees eligible to retire

Note: Effective December 1, 2007 BMO Mutual Funds began absorbing the operating expenses of its funds in return for a fixed administration fee. This resulted in an increase in both non-interest revenue and expenses for the quarter.

## PCG - AUA/AUM/Term

## BMO $\wedge^{\circ}$ Financial Group

AUA / AUM/Term (\$B)

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

Assets grew $\$ 7.6$ billion or $3 \% \mathrm{Y} / \mathrm{Y}$ and $\$ 2.3$ billion or 1\% 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)


## BM0 Capital Markets

| P\&L (\$MM) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income (teb) | 256 | 253 | 233 | 303 | $\mathbf{2 3 4}$ |
| Non-interest Revenue | 395 | 437 | 188 | $(37)$ | $\mathbf{4 5 1}$ |
| Total Revenue (teb) | 651 | 690 | 421 | 266 | $\mathbf{6 8 5}$ |
| PCL | 19 | 19 | 19 | 29 | $\mathbf{2 9}$ |
| Expenses | 397 | 448 | 399 | 383 | 441 |
| Provision for Taxes | 38 | 29 | $(43)$ | $(112)$ | 33 |
| Net Income | 197 | 194 | 46 | $(34)$ | $\mathbf{1 8 2}$ |
| Average Assets (\$B) | 204 | 211 | 220 | 233 | $\mathbf{2 3 2}$ |

O Results in Q2 \& Q3 of F2007 were impacted by commodities losses
O Results in Q4 07 \& Q1 08 were impacted by capital market environment changes

O Excluding the above significant items, softer but stable performance in most core businesses including high-return fee-based businesses

- Q/Q expenses up due to higher performance-based compensation

O $\mathrm{Y} / \mathrm{Y}$ expenses up due to salaries, benefits and performance-based compensation

## BM0 Capital Markets <br> Revenue by Business (\$MM)




## I\&CB and Other revenue ( $\downarrow$ \$141MM or $30 \% \mathrm{Y} / \mathrm{Y}, \uparrow \$ 23 \mathrm{MM}$ or $8 \% \mathrm{Q} / \mathrm{Q}$ )

(excluding prior period significant items $\downarrow \$ 141 \mathrm{MM}$ or $30 \%$ Y.Y, $\downarrow \$ 18 \mathrm{MM}$ or $5 \%$ Q/Q)
O $Y / Y$ down due to significantly lower equity underwriting and $M \& A$ fees as market conditions are less favourable compared to a year ago. There were also net investment security losses and lower lending fees. Corporate banking net interest income also declined as the prior year included large collections on previously impaired loans.

O Q/Q higher revenue (Q1 08 included \$41MM of losses due to valuation adjustments) due to higher investment security gains, underwriting fees, partially offset by lower cash management revenues.

## Corporate Services

Including Technology and Operations

| P\&L (\$MM) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Total Revenue (teb) | $(86)$ | $(136)$ | $(61)$ | $(185)$ | $\mathbf{( 5 0 )}$ |
| PCL - Specific | $(50)$ | $(19)$ | $(8)$ | 48 | $\mathbf{2 9}$ |
| - General | - | - | 50 | 60 | - |
| Expenses | 22 | 10 | 25 | 2 | $\mathbf{3 5}$ |
| Restructuring charge | - | - | 24 | - | - |
| Total Expenses | 22 | 10 | 49 | 2 | $\mathbf{3 5}$ |
| Provision for taxes | $(96)$ | $(128)$ | $(154)$ | $(176)$ | $\mathbf{( 1 2 3 )}$ |
| Net Income | 19 | $(17)$ | $(17)$ | $(137)$ | $\mathbf{( 1 0 )}$ |

O $\mathrm{Y} / \mathrm{Y}$ net income decrease due to higher PCL and higher expenses, mitigated in part by higher revenues and proportionately lower income taxes. Revenues increased primarily due to higher securitization revenues

O Q/Q net income increase due to higher revenues, lower PCL and proportionately lower income taxes, offset in part by higher expenses. Revenues increased due to higher securitization revenues and higher earnings from certain subsidiaries, while Q1 08 was negatively impacted by a number of small items. Expenses increased due to the timing of expense allocations

## U.S. Results

|  | As Reported |  |  |  |  | Excl. Significant Items |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income (US\$MM) | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 | Q2 07 | Q3 07 | Q4 07 | Q1 08 | Q2 08 |
| P\&C | 25 | 24 | 33 | 26 | 30 | 25 | 24 | 33 | 26 | 30 |
| PCG | 2 | 2 | (3) | 2 | 4 | 2 | 2 | (3) | 2 | 4 |
| BMO CM | 2 | 2 | 114 | 56 | 64 | 92 | 93 | 130 | 72 | 64 |
| Corporate | (19) | (24) | (51) | (101) | (40) | (19) | (24) | (46) | (63) | (40) |
| TOTAL | 10 | 4 | 93 | (17) | 58 | 100 | 95 | 114 | 37 | 58 |

U.S. to North American Revenue and Net Income (as reported)

| Q2 | Q3 | Q4 |  | Q1 |
| :---: | :---: | :---: | :---: | :---: |
|  | 07 |  | Q2 |  |
|  |  |  | Revenue (\%) |  |

O Q/Q P\&C U.S. net income up US\$4MM due to VISA gain and acquisitions partially offset by impact of a more difficult credit environment

O Q/Q BMO CM reported net income up \$8MM due to lower capital market environmental losses in the current quarter

O Corporate results in Q1 08 included an increase to the general allowance


VIKI LAZARIS
Senior Vice President
416.867.6656 ■ viki.lazaris@bmo.com

STEVEN BONIN
Director
416.867.5452 ■ steven.bonin@bmo.com

KRISTA WHITE
Senior Manager
416.867.7019 ■ krista.white@bmo.com


[^0]:    ${ }^{1}$ Personal share statistics are issued on a one-month lag basis. (Q2.08: March 2008)

[^1]:    ${ }^{1}$ Business loans (Banks) are issued by CBA on a one calendar quarter lag basis (Q2.08: December 2007)

