## News Release



## MARSHALL \& ILSLEY CORPORATION ANNOUNCES SECOND QUARTER RESULTS

Milwaukee, Wis. - Jul. 13, 2004 - Marshall \& Ilsley Corporation (NYSE: MI) today reported 2004 second quarter net income of $\$ 0.67$ per diluted share, or $\$ 151.7$ million, as compared to $\$ 0.59$ per diluted share, or $\$ 134.7$ million, in the second quarter of 2003. Second quarter net income per share increased 13.6 percent over the same period in 2003.

Net income for the six months ended June 30, 2004 was $\$ 297.8$ million, or $\$ 1.32$ per diluted share, compared to $\$ 262.7$ million, or $\$ 1.15$ per diluted share, in the first half of 2003. Earnings for the first half of 2003 include $\$ 1.5$ million (after tax), or $\$ 0.01$ per diluted share, of Metavante's acquisition-related transition expenses.

Return on average assets based on net income for the second quarter was 1.69 percent, as compared to 1.62 percent for the same period in 2003. Return on average equity based on net income was 17.92 percent this quarter as compared to 16.88 percent for the second quarter of 2003.

The Corporation’s provision for loan and lease losses was $\$ 9.2$ million in the second quarter of 2004, versus $\$ 19.6$ million in the same period last year. Net charge-offs for the period were $\$ 5.0$ million, or 0.08 percent of total average loans and leases outstanding this quarter, and $\$ 9.8$ million a year ago or 0.16 percent of total average loans and leases. At June 30, 2004, the allowance for loan and lease losses was 1.32 percent of total loans and leases, compared to 1.40 percent a year earlier. Nonperforming loans and leases were 0.53 percent of total loans and leases at June 30, 2004, and 0.82 percent at June 30, 2003.
-more-

Assets at June 30, 2004 were $\$ 37.1$ billion, compared to $\$ 34.1$ billion at June 30, 2003. Book value per share was $\$ 15.52$ at June 30, 2004, compared to $\$ 14.36$ for the same date a year ago. Total loans and leases were $\$ 27.2$ billion, compared to $\$ 24.9$ billion at June 20, 2003.

## Proposed Offerings

On May 17, 2004, the Corporation announced that its Metavante subsidiary had entered into a definitive agreement to acquire NYCE Corporation for approximately $\$ 610$ million in cash. The Corporation expects to fund the acquisition or portions thereof through the issuance of senior debt and an issuance of approximately $\$ 400$ million of a hybrid security. It is expected that the hybrid security will consist of a trust preferred bundled with a forward contract to purchase a variable number of shares of M\&I common stock. The funding and the acquisition are both expected to be completed in the third quarter, subject to regulatory approval of the acquisition. The debt and hybrid security offerings are subject to market conditions and changes in the expected timing, amount and terms. This press release does not constitute an offer of any security for sale.

Marshall \& Ilsley Corporation (NYSE: MI) is a diversified financial services corporation headquartered in Milwaukee, Wis., with $\$ 37.1$ billion in assets. Founded in 1847, M\&I Marshall \& Ilsley Bank has the largest banking presence in Wisconsin with 199 offices throughout the state. In addition, M\&I has 31 locations throughout Arizona; 11 offices in metropolitan Minneapolis/St. Paul, Minn.; and, locations in Duluth Minn.; Las Vegas, Nev.; and Naples and Bonita Springs, Fla. M\&I’s Southwest Bank affiliate has six offices in the St. Louis area and one office in Belleville, Ill. In addition, Metavante Corporation, Marshall \& Ilsley Corporation's wholly owned technology subsidiary, provides virtually all of the technology an organization needs to offer financial services. M\&I also provides trust and investment management, equipment leasing, mortgage banking, asset-based lending, financial planning, investments and insurance services from offices throughout the country and on the Internet (www.mibank.com or www.micorp.com). M\&I's customer-based approach, internal growth and strategic acquisitions have made M\&I a nationally recognized leader in the financial services industry.

## \#\#\#

This press release contains forward-looking statements concerning M\&I's future operations and financial results. Such statements are subject to important factors that could cause M\&I's actual results to differ materially from those anticipated by the forward-looking statements. These factors include (i) the factors identified in M\&I's Annual Report on Form 10-K for the year ended December 31, 2003 under the heading -more-
"Forward-Looking Statements" which factors are incorporated herein by reference, and (ii) such other factors as may be described from time to time in M\&I's SEC filings.

Note:

Marshall \& Ilsley Corporation will hold a conference call at 11:00 a.m. central daylight time Tuesday, July 13, regarding second quarter earnings. For those interested in listening, please call 1-800-211-3767 and ask for M\&I's quarterly earnings release conference call. If you are unable to join us at this time, a replay of the call will run through July 20, 5:00 p.m. central daylight time by calling 1-800-839-6713 and entering passcode 6442681 to listen.

Supplemental financial information referenced in the conference call can be found at www.micorp.com, Investor Relations, after 8:00 a.m. on July 13.

## M\&I Corporation

Financial Information
(unaudited)

|  | Three Months Ended |  | Percent Change | Six Months Ended |  | Percent Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \hline \text { June 30, } \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \hline \text { June 30, } \\ 2003 \end{gathered}$ |  |
| PER SHARE DATA |  |  |  |  |  |  |
| Diluted: |  |  |  |  |  |  |
| Net Income | \$0.67 | \$0.59 | 13.6 \% | \$1.32 | \$1.15 | 14.8 \% |
| Income as Adjusted (a) | 0.67 | 0.59 | 13.6 | 1.32 | 1.16 | 13.8 |
| Basic: |  |  |  |  |  |  |
| Net Income | 0.68 | 0.59 | 15.3 | 1.34 | 1.16 | 15.5 |
| Income as Adjusted (a) | 0.68 | 0.59 | 15.3 | 1.34 | 1.17 | 14.5 |
| Dividend Declared | 0.210 | 0.180 | 16.7 | 0.390 | 0.340 | 14.7 |
| Book Value | 15.52 | 14.36 | 8.1 | 15.52 | 14.36 | 8.1 |
| Shares Outstanding (millions): |  |  |  |  |  |  |
| Average - Diluted | 225.5 | 228.4 | -1.3 | 225.8 | 228.0 | -1.0 |
| End of Period | 222.8 | 227.1 | -1.9 | 222.8 | 227.1 | -1.9 |
| INCOME STATEMENT (\$millions) |  |  |  |  |  |  |
| Net Interest Income (FTE) | \$292.0 | \$271.8 | 7.4 \% | \$578.5 | \$544.3 | 6.3 \% |
| Provision for Loan and Lease Losses | 9.2 | 19.6 | -53.1 | 18.3 | 45.3 | -59.6 |
| Data Processing Services | 197.3 | 158.0 | 24.9 | 383.5 | 315.1 | 21.7 |
| Item Processing | 10.9 | 9.6 | 13.5 | 22.3 | 19.8 | 12.6 |
| Trust Services | 37.9 | 31.2 | 21.5 | 74.2 | 61.2 | 21.2 |
| Service Charge on Deposits | 25.1 | 25.2 | -0.4 | 50.6 | 51.4 | -1.6 |
| Mortgage Banking | 11.7 | 21.8 | -46.3 | 18.7 | 39.3 | -52.4 |
| Net Investment Securities Gains (Losses) | 0.1 | (2.6) | n.m. | (0.5) | (1.0) | n.m. |
| All Other | 47.0 | 51.5 | -8.7 | 94.6 | 99.4 | -4.8 |
| Total Non-Interest Revenues | 330.0 | 294.7 | 12.0 | 643.4 | 585.2 | 9.9 |
| Salaries and Employee Benefits | 211.9 | 193.5 | 9.5 | 415.8 | 388.0 | 7.2 |
| Occupancy and Equipment | 44.5 | 46.2 | -3.7 | 91.8 | 92.7 | -1.0 |
| Intangible Amortization | 5.4 | 7.5 | -28.0 | 10.9 | 14.4 | -24.3 |
| Other | 112.9 | 88.5 | 27.6 | 218.5 | 173.6 | 25.9 |
| Total Non-Interest Expenses | 374.7 | 335.7 | 11.6 | 737.0 | 668.7 | 10.2 |
| Tax Equivalent Adjustment | 8.0 | 7.9 | 1.3 | 15.8 | 15.9 | -0.6 |
| Pre-Tax Earnings | 230.1 | 203.3 | 13.2 | 450.8 | 399.6 | 12.8 |
| Income Taxes | 78.4 | 68.6 | 14.3 | 153.0 | 135.4 | 13.0 |
| Income as Adjusted (a) | 151.7 | 134.7 | 12.6 | \$297.8 | \$264.2 | 12.7 |
| Adjustments (a) | 0.0 | 0.0 | n.m. | 0.0 | (1.5) | n.m. |
| Net Income | \$151.7 | \$134.7 | 12.6 \% | \$297.8 | \$262.7 | 13.4 \% |


| KEY RATIOS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net Interest Margin(FTE) / Avg. Earning Assets | 3.61 \% | 3.65 \% | 3.65 \% | 3.72 \% |
| Interest Spread (FTE) | 3.32 | 3.33 | 3.36 | 3.39 |
| Efficiency Ratio | 60.2 | 59.0 | 60.3 | 59.3 |
| Efficiency Ratio without Metavante | 48.8 | 48.2 | 49.0 | 48.4 |
| Return on Assets | 1.69 | 1.62 | 1.69 | 1.61 |
| Return on Equity | 17.92 | 16.88 | 17.67 | 16.81 |
| Return on Assets - Income as Adjusted (a) | 1.69 | 1.62 | 1.69 | 1.62 |
| Return on Equity - Income as Adjusted (a) | 17.92 | 16.88 | 17.67 | 16.91 |
| Equity / Assets (End of Period) | 9.26 | 9.52 | 9.26 | 9.52 |

Notes: (a) See reconciliation of Income as Adjusted to Net Income.

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Notes: (a) Includes Loans past due 90 days or more
(b) Based on average balances excluding fair value adjustments for available for sale securities.

| Reconciliation of Income as Adjusted to Net Income |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Income as Adjusted | \$151.7 | \$134.7 | \$297.8 | \$264.2 |
| Acquisition and Transition Related |  |  |  |  |
| Charges - Metavante | 0.0 | 0.0 | 0.0 | (1.5) |
| Net Income | \$151.7 | \$134.7 | \$297.8 | \$262.7 |

