# Marshall \& Ilsley Corporation Credit Quality Second Quarter 2009 

Note: Beginning with the second quarter 2009, the Corporation modified its definition of nonperforming loans to exclude renegotiated loans and loans past due 90 days or more because these loans were performing in accordance with their current terms. Prior periods presented have been adjusted for this reclassification.

## M\&

Forward-looking statements

This presentation contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, without limitation, statements regarding expected financial and operating activities and results that are preceded by, followed by, or that include words such as "may," "expects," "anticipates," "estimates" or "believes." Such statements are subject to important factors that could cause M\&l's actual results to differ materially from those anticipated by the forward-looking statements. These factors include: (i) M\&l's exposure to the deterioration in the commercial and residential real estate markets, along with the deterioration in the U.S. economy as a whole, which could result in increased charge-offs and increases in M\&l's allowance for loan and lease losses, (ii) various other factors, including changes in economic conditions affecting borrowers, new information regarding outstanding loans and identification of additional problem loans, which could require an increase in M\&l's allowance for loan and lease losses, (iii) M\&l's ability to maintain required levels of capital, (iv) the impact of recent and future legislative initiatives on the financial markets or on M\&l, (v) M\&l's exposure to the actions and potential failure of other financial institutions, (vi) volatility in M\&l's stock price, and (vii) those factors referenced in Item 1A. Risk Factors in M\&l's annual report on Form 10-K for the year ended December 31, 2008, and as may be described from time to time in M\&l's subsequent SEC filings, which factors are incorporated herein by reference. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect only M\&l's belief as of the date of this press release. Except as required by federal securities law, M\&I undertakes no obligation to update these forward-looking statements or reflect events or circumstances after the date of this presentation.

## M8

## Diversified loan portfolio mitigates risk

Total loans at June 30, 2009: \$48 billion


## M이

## Active credit management

- Challenges well understood and manageable
- Identifying and writing down problem credits
- \$421 million of current loans are classified as nonperforming
- Proactively selling problem real estate loans
- Sold approximately $\$ 1.3$ billion of problem loans since 1Q08
- Continuing to build reserves and reduce exposure to C\&D loans
- Reduced C\&D loans to $14 \%$ of total loans from peak of 23\% in 3Q07


## Reserves / Period-end loans vs. peers



NPLs / Period-end loans


## Mel

## Strong reserve coverage

- Total nonperforming loans ${ }^{1} \$ 2,502$
- Total allowance \$1,368
- Reserve as \% of total loans 2.83\%
- Loan loss coverage ratio
$56 \%{ }^{2}$
- Lifetime charge-offs on total nonperforming loans
\$726 (23\% haircut)


## NPLs subject to specific impairment analysis

- Total NPLs (net of charge-offs)
subject to specific impairment analysis $\qquad$ .\$1,661
- Reserves based on specific impairment analysis $\qquad$ $\$ 235$
- Loans reviewed quarterly for impairment
- Lifetime charge-offs of \$578M ( $26 \%$ haircut)

NPLs not subject to specific impairment analysis

- Total NPLs not subject to
specific impairment analysis.
- Reserves net of specific allocation......\$1,133
- Coverage ratio of loans not subject to specific impairment analysis. $\qquad$

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${ }^{1}$ Includes $\$ 74$ million of nonperforming loans held for sale.
${ }^{2}$ Loan loss coverage ratio excludes nonperforming loans held for sale.

## Mध

## Construction \& development loans

- Total balance of $\$ 7$ billion ( $14 \%$ of total loans)
- Total nonperforming loans of $\$ 996$ million ( $40 \%$ of total NPLs)
- Primarily single and multi-family housing; limited commercial and retail development
- Non-housing commercial construction (25\% total C\&D loans) represents only $2 \%$ of total C\&D nonperforming loans
- Aggressively shrinking portfolio
- Proactively restructuring, charging off, and selling loans
- Currently $14 \%$ of total loans vs. $23 \%$ in $3 Q 07$
- C\&D loans have decreased \$3.3B or 33\% vs. 3Q07
- Targeting $10 \%$ of total loans

Nonperforming C\&D loans (\$996 million)


Total C\&D loans (\$7 billion)

${ }^{1}$ Includes commercial \& industrial and agricultural real estate C\&D loans.
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## Reducing exposure to C\&D loans

Construction \& development loans / Total loans \& leases


## M\& <br> C\&D delinquency trends



## M\&

## C\&D delinquency trends

Construction \& development delinquent loans (\$)


## Mg <br> Arizona C\&D loans



## Mel

## Commercial real estate loans ${ }^{1}$

- Total balance of $\$ 14$ billion ( $29 \%$ of total loans)
- Total nonperforming loans of $\$ 559$ million ( $22 \%$ of total NPLs)
- 4.0\% of total CRE loans in nonperforming status

CRE net charge-offs (annualized)


Total CRE loans (\$14 billion)


Nonperforming CRE loans (\$559 million)
${ }^{1}$ CRE does not include commercial land \& construction loans.
Other category includes Lodging (6\%), Medical Facilities (4\%), \& other < $3 \%(13 \%)$.
Other category includes Lodging (12\%) \& oher <2\% (7\%).


## M\&

## Commercial \& industrial loans

- Total balance of $\$ 15$ billion ( $31 \%$ of total loans)
- Total nonperforming loans of $\$ 448$ million ( $18 \%$ of total NPLs)
- NPLs driven by finance \& insurance sector stress
- Approximately $35 \%$ of NCOs in 2Q09 are housing related
- Reduced exposure to Franklin loans
- Written down by $53 \%$
- \$49 million of remaining exposure (\$48 million on restructured status, $\$ 1$ million on nonperfoming status)
- No Franklin charge-offs in 2Q09

Total C\&l loans (\$15 billion)


C\&I net charge-offs (annualized)


Other category includes Professional (5\%), Management Companies (4\%), Health Care (4\%), Ag Forestry Fishing Hunting (3\%), Transportation \& Warehousing (3\%), and other < $3 \%$ (13\%).
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Nonperforming C\&I loans (\$448 million)


Note: All figures as of June 30,2009 .

## Mel

## Residential real estate loans

- Total balance of $\$ 6$ billion ( $12 \%$ of total loans)
- Mostly prime with no option ARMS or subprime
- Total nonperforming loans of $\$ 403$ million ( $16 \%$ of total NPLs)
- Arizona has realized the most deterioration
- $11.8 \%$ in nonperforming status
- Average loan size: \$330,000

RRE net charge-offs (annualized)


Residential RE by vintage


Residential RE by geography ${ }^{1}$


Note: All figures as of June $30,2009$.

## M\& <br> Home equity lines \& loans

Home equity by vintage

- Total balance of $\$ 4.9$ billion ( $10 \%$ of total loans)
(Sold majority of 2005 \& 2006 originations)
- Consists of $56 \%$ lines and $44 \%$ loans
- 46\% secured by first mortgage
- 58\% HELOC drawn
- Total nonperforming loans of $\$ 87$ million ( $4 \%$ of total NPLs)
- Net charge-offs running at 2.7\%


Home equity by geography ${ }^{1}$
$6 \%$ Home equity net charge-offs (annualized)


## Mel <br> Solid capital foundation

- $\$ 552$ million capital raise strengthens historically strong capital position
- Tangible common ratio among the highest in peer group
- Strong historic focus on common equity component of capital
- Solid pre-tax, pre-provision earnings further enhance capital base and ability to withstand losses from adverse stress scenario







## Ms <br> Total loans by M\&/ business unit

## June 30, 2009

Loans: \$48 billion
Nonperforming: \$2.5 billion or 5.2\% loans


## Mel <br> Total loans by property zip code

June 30, 2009


## M\&

## Total nonperforming loans

Nonperforming loans at June 30, 2009: \$2.5 billion

${ }^{1}$ Geography based on property zip code

## Mgl <br> Total renegotiated loans

Renegotiated loans at June 30, 2009: \$833 million


By state ${ }^{1}$

${ }^{1}$ Geography based on property zip code
${ }^{2}$ Other category includes Massachusetts (4\%), Connecticut (4\%), Nebraska (4\%), and states < 2\% (13\%).

## Ms <br> Total net charge-offs

Net charge-offs for 2009 second quarter: \$453 million


By state ${ }^{1}$

${ }^{1}$ Geography based on property zip code

## Appendix B

Construction \& development loans (C\&D)

## Mell <br> C\&D loans by M\&/ business unit



## Mel

## C\&D loans by property zip code

June 30, 2009

## Loans: \$7 billion (peak $\$ 10$ billion 1Q08) <br> Nonperforming: $\$ 996$ million or $\mathbf{1 4 . 6 \%}$ loans


${ }^{1}$ Other category includes Illinois (7\%), California (3\%), Texas (3\%), and states < 3\% (13\%).

## M인 <br> C\&D loans - highlights

| \$ Millions | Commercial |  | Residential |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Construction | Land | Constr. By Individuals | Land | Constr. By <br> Developers |
| Total loan portfolio size | \$2,884 | \$905 | \$599 | \$1,898 | \$543 |
| Average loan size | 4.8 | 1.0 | 0.5 | 0.2 | 0.9 |
| Total non-performing loans | 235 | 128 | 84 | 378 | 170 |
| Largest non-perforning loan | 33 | 11 | 5 | 16 | 17 |
| Average non-performing loan | 4.0 | 1.6 | 0.6 | 0.4 | 1.0 |
| \# NPLs > \$5 million by \$ range |  |  |  |  |  |
| > \$10 million | 8 | 4 | 0 | 4 | 2 |
| \$5-\$9.9 million | 6 | 4 | 0 | 5 | 6 |
| Total | 14 | 8 | 0 | 9 | 8 |
| \# NPLs > \$5 million by state ${ }^{1}$ |  |  |  |  |  |
| Arizona | 4 | 0 | 0 | 0 | 2 |
| Florida | 2 | 2 | 0 | 1 | 2 |
| llinois | 3 | 3 | 0 | 0 | 0 |
| Missouri | 0 | 1 | 0 | 1 | 0 |
| Wisconsin | 1 | 1 | 0 | 4 | 1 |
| Other states | 4 | 1 | 0 | 3 | 3 |
| Total | 14 | 8 | 0 | 9 | 8 |


|  | Note: All figures as of June 30, 2009. <br>  <br>  <br> Meography based on property zip code. |
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| Marshall \& Ilsley Corporation | 26 |

# C\&D nonperforming loans 



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## C\&D nonperforming loans

Nonperforming loans / Period-end loans by selected M\&I business unit


## Mel

## Total residential land loans

## Loans outstanding at June 30, 2009: \$1.9 billion

By customer type


By state ${ }^{1}$

${ }^{1}$ Geography based on property zip code.
${ }^{2}$ Loans to mid-sized local and regional builders to acquire and develop land for 1-4 family homes. ${ }^{3}$ Other category includes Kansas (3\%), Nevada (2\%), Hawaii (2\%), Missouri (2\%) and other states (5\%).



## Mel <br> Florida C\&D loans

June 30, 2009
Note: Geography based on Mel business unit.

Loans: \$454 million


Nonperforming: $\$ 59$ million or $\mathbf{1 3 . 1 \%}$ loans


## Mel

## C\&D loans - definitions

- Commercial construction - Loans primarily to mid-sized local and regional companies to construct a variety of commercial projects, including farmland, industrial, multi-family, office, retail, single-family and condominiums.
- Commercial land - Loans primarily to mid-sized local and regional companies to acquire and develop land for a variety of commercial projects, including farmland, industrial, multi-family, office, retail, single-family, and condominiums.
- Residential construction by individuals - Loans to individuals to construct 1-4 family homes.
- Residential land - Loans primarily to individuals and mid-sized local and regional builders to acquire and develop land for 1-4 family homes.
- Residential construction by developers - Loans primarily to mid-sized local and regional builders to construct 1-4 family homes in residential subdivisions.


## Appendix C

Commercial real estate loans (CRE)

## Mel

Total commercial real estate loans


## M\& <br> Business real estate loans



## M\& <br> Commercial land \& construction loans



## M\&

## Adjusted reserve coverage calculation

Marshall \& Ilsley Corporation
Reconciliation of Actual Loan Loss Reserve Coverage Ratio of Nonperforming Loans \& Leases
To Adjusted Loan Loss Reserve Coverage Ratio of Nonperforming Loans \& Leases

| Reconciliation - Period End Balances Millions S |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2nd Quarter |  | 1st Quarter |  |
| Coverage Ratio Components | 2009 | \% Total | 2009 | \% Total |
| Reserve for Loans \& Lease Losses | \$1,367.8 | 100\% | \$1,352.1 | 100\% |
| Less Reserve for Speciically Analyzed Noorperforming Loans (1) | 234.8 | 17\% | 158.7 | 12\% |
| Adjusted Reserve for Loans \& Lease Losses | \$1,133.0 | 83\% | \$1,193.4 | 88\% |
| Total Noonperforming Loans \& Leases | \$2,502.0 | 100\% | \$2,074.6 | 100\% |
| Less Specifically Analyzed Nonperforming Loans | 1,661.0 | 66\% | 1,239.8 | 60\% |
| Adjusted Total Nonperforming Loans \& Leases | \$841.0 | 34\% | \$834.8 | 40\% |
| Coverage Ratio |  |  |  |  |
| Reserve for Loans \& Lease Losses / Total Nonperforming Loans \& Leases (Excluding Held for Sale) | 56\% |  | 69\% |  |
| Adjusted Reserve for Loans \& Lease Losses / Adjusted Total Nonperforming Loans \& Leases (Including Held for Sale) | 135\% |  | 143\% |  |
| (1) In addition, partial charge-offs have been taken against the specifically analyzed loans. |  |  |  |  |

## Ms <br> Adjusted earnings calculation

Marshall \& Ilsley Corporation
Reconciliation of Adjusted Pre-Tax Pre-Provision Income from Continuing Operations to
Net Income (Loss) Available to Common Shareholders

|  | $\begin{aligned} & 3 \text { Months } \\ & \text { Ended } \end{aligned}$ | 3 Months | Full Year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{06 / 30 / 09}$ | 03/31/09 | 2008 | 2007 | 2006 | 2005 | 2004 |
| Reconciliation-Millions \$ |  |  |  |  |  |  |  |
| Adjusted Pre-Tax Pre-Provision Income from Continuing Operations | \$243.9 | \$232.9 | \$1,069.8 | \$1,030.4 | \$1,005.7 | \$909.6 | \$824.0 |
| Goodwill Impairment |  |  | (1,535.1) |  |  |  | - |
| Pre-Tax Provision for Loan \& Lease Losses | (468.2) | (477.9) | (2,037.7) | (319.8) | (50.6) | (44.8) | (38.0) |
| Total Adjustments | (468.2) | (477.9) | (3,572.8) | (319.8) | (50.6) | (44.8) | (38.0) |
| Pre-Tax Income (Loss) | (224.3) | (245.0) | (2,503.0) | 710.6 | 955.1 | 864.8 | 786.0 |
| Provision (Benefit) for Income Taxes | (110.0) | (153.0) | (459.5) | 213.7 | 307.4 | 278.1 | 257.0 |
| Income (Loss) from Continuing Operations | (114.3) | (92.0) | (2,043.5) | 496.9 | 647.7 | 586.7 | 529.0 |
| Discontinued Operations, net of tax |  |  |  |  |  |  |  |
| Separation Transaction Costs | - | - |  | (25.3) | - | - | - |
| Gain on Sale of Metavate | - | - | - | 525.6 | - | - | - |
| Metavante Net Income | - | - | - | 153.7 | 160.1 | 119.5 | 76.9 |
| Net Income (Loss) Atributable to M\&I | (114.3) | (92.0) | (2,043.5) | $\underline{1,150.9}$ | 807.8 | 706.2 | 605.9 |
| Preferred Dividends | (25.0) | (24.9) | (12.7) |  |  |  |  |
| Net Income (Loss) Available to Common Shareholders | (\$139.3) | (\$116.9) | $\xlongequal{(\$ 2,056.2)}$ | $\underline{\underline{\$ 1,150.9}}$ | \$807.8 | $\underline{ }$ | $\underline{\underline{\$ 605.9}}$ |

