# Marshall \& Ilsley Corporation Credit Quality Fourth 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, directly or indirectly through M\&l's loans to other bank holding companies, 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\&I, (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\&l undertakes no obligation to update these forward-looking statements or reflect events or circumstances after the date of this presentation.

## M\&

## Diversified loan portfolio

## Total loans at December 31, 2009: \$44 billion

Loans by asset class


Loans by geography ${ }^{1}$


## M\&

## Continued credit stabilization

- Challenges well understood and manageable
- Proactively addressing credit
- Identifying and writing down troubled assets
- Selling problem loans (\$2.0 billion since 1Q08)
- Reducing exposure to C\&D loans (down to 12.5\% of total loans)
- Building loan loss reserves (LLR up 172\% since 1 Q 08 )
- Encouraging early signs credit quality is improving


NPLs ${ }^{1}$ / Period-end loans


- C\&I ■CRE $■$ Residential RE $■$ Consumer $■$ C\&D

NPLs exclude renegotiated loans. Excludes NPLs < 90 days past due.

${ }^{3}$ Peer group consists of 13 U.S. banking companies with assets from \$23-\$173 billion.

## Mel

## Aggressively selling problem assets

- Disposition strategy initially focused on Florida and then Arizona
- Limited inventory remains for additional large loan sales in those geographies
- In addition, sold $\$ 70$ million in mainly nonperforming residential mortgage loans (over 60\% in AZ) in the fourth quarter of 2009

Loan sale history by quarter (\$ Millions) ${ }^{\mathbf{1}}$


## Mళ <br> Strong reserve coverage

- Total nonperforming loans ${ }^{1}$

As of December 31, 2009

- Unpaid principal balance
- Lifetime charge-offs
- Ledger balance
- Total reserve for loan \& lease losses
- Loan loss reserve coverage ratio

Nonperforming loans subject to specific impairment analysis (FAS 114)

- Total nonperforming loans
- Unpaid principal balance $\$ 1,940$
- Lifetime charge-offs
$\underline{523}$
- Ledger balance
..ific
impairment analysis . . . . . . . . . . . . \$283
- Lifetime charge-offs result in $27 \%$ haircut

Note: Nonperforming loans > \$1 million are analyzed for impairment on a quarterly basis and written down to net realizable value.

Nonperforming loans NOT subject to specific impairment analysis

- Total nonperforming loans
- Unpaid principal balance $\$ 915$
- Lifetime charge-offs $\underline{287}$
- Ledger balance . . . . . . . . . . . . . . $\$ 628$
- Reserves net of specific allocation . . . $\$ 1,197$
- Loan loss reserve coverage
ratio of loans not subject to
specific impairment analysis

\$2,855

810
\$1,480
(\$ millions)
\$2,045
$75 \%{ }^{2}$ , realizable value.

## Mel

## Stabilizing inflows of nonperforming loans


${ }^{1}$ Other includes accruing loans, renegotiated loans, loan paydowns \& other items.
${ }^{2}$ Includes $\$ 170$ million transfer of related renegotiated commercial real estate loans discussed in 4Q09 earnings release conference call.

## Ms <br> Shrinking stressed C\&D portfolio

- C\&D loans of $\$ 6$ billion (12.5\% of total loans)
- C\&D nonperforming loans of \$807 million (39\% of total NPLs)
- Non-housing commercial construction portfolio performing well
- Aggressively shrinking C\&D portfolio
- Proactively restructuring, charging off, and selling loans
- Currently $12.5 \%$ of total loans vs. 22\% in 4Q07
- C\&D loans have decreased \$4.6 billion or 45\% vs. 4Q07
- Targeting no more than 10\% of total loans


Nonperforming: \$807 million


## Reducing exposure to C\&D loans



## M지 <br> C\&D delinquency trends



## Mel

## Arizona total C\&D loans down 64\%



## M\&

## Arizona commercial C\&D loans down 79\%



## Arizona consumer C\&D loans down 55\%

- Aggressively shrinking Arizona portfolio
- Consumer C\&D loans have decreased by $\$ 1.3$ billion or $55 \%$ since $4 Q 07$
- Nonperforming: \$187M or 17.2\% loans

Arizona Consumer C\&D loans


$$
\square \text { Residential Land } \quad \text { Resi. Con. Indiv. }
$$

Note: Geography based on property zip code.

## M\& <br> Arizona residential land - individuals

- Loans outstanding : \$732 million
- Concentrated in Northeast and North portion of Maricopa County
- Strongest part of market
- Typical structure (3 year balloon or 3/1 ARM)
- Underwriting standards tightened Q2 2005; no originations after Q1 2008


## Mel

## CRE ${ }^{1}$ portfolio performing well

- CRE loans of \$14 billion (31\% of total loans)
- 37\% owner-occupied on business real estate loans
- CRE nonperforming loans of $\$ 585$ million (29\% of total NPLs)
- Approximately 4.3\% of total CRE loans vs. 3.7\% in 3Q09
- NCOs have been relatively stable at $2 \%$ of loans

CRE delinquency trends


Loans: \$14 billion


Nonperforming: \$585 million


Note: All figures as of December 31, 2009

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## Business real estate loans



## M\&

## Multifamily loans



## Ms <br> Commercial \& industrial loans

- C\& loans of $\$ 13$ billion ( $29 \%$ of total loans)
- C\&I nonperforming loans of $\$ 350$ million ( $17 \%$ of total NPLs)


I Other category includes Professional (5\%), Management Companies (4\%), Ag. Forestry Fishing
Hunting (4\%), Transportation \& Warehousing (4\%), Health Care ( $3 \%$ and other < $3 \%(12 \%)$.
Other category includes Management Companies (17\%), Professional ( $6 \%)$ and other $<3 \%(10 \%)$. Other category includes Management Companies (17\%), Professional (6\%) and other $<3 \%$ (10\%). ${ }^{3}$ Based on end of period loan balance.

## Loans: \$13 billion



Nonperforming: \$350 million


## Mel

## Home equity in-line with expectations

## By vintage

- Home equity lines/loans of $\$ 4.7$ billion ( $11 \%$ of total loans)
- 58\% lines and $42 \%$ loans
- $45 \%$ secured by first mortgage
- 60\% HELOC drawn
- Home equity nonperforming lines/loans of $\$ 85$ million (4\% of total NPLs)

Sold majority of 2005 \& 2006 originations)


Net charge-offs (annualized) ${ }^{3}$


By geography ${ }^{1}$ (Low Arizona exposure)


## M

## Modest residential real estate exposure

- RRE loans of $\$ 5$ billion ( $11 \%$ of total loans)
- Predominantly prime with no option ARMS or subprime
- RRE nonperforming loans of $\$ 206$ million ( $10 \%$ of total NPLs)
- Arizona has realized the most deterioration


## - $6.3 \%$ in nonperforming status

- Sold $\$ 70$ million of mostly nonperforming residential real estate loans during the fourth quarter of 2009 (over 60\% in AZ)

By vintage

Net charge-offs (annualized) ${ }^{3}$


$$
\begin{aligned}
& \text { NCOs recorded due to } 2 \mathrm{Q} 09 \text { charge-off acceleration and impact } \\
& \text { of loan sales completed on } 7 / 31 / 09 \text { and in } 4 \mathrm{Q} 09 \text {. }
\end{aligned}
$$

# Appendix A 

Business Overview

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Deposit growth
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## Ms <br> Total loans by property zip code

## December 31, 2009

Loans: \$44 billion


Nonperforming: \$2.0 billion or 4.6\% loans

## Mel

## Total loans by M\&l business unit

December 31, 2009

Loans: \$44 billion
Nonperforming: \$2.0 billion or 4.6\% loans

${ }^{1}$ Other category includes Kansas City (5\%), Florida (4\%), Indiana (4\%), Private Banking (3\%), and Other (2\%), ${ }^{2}$ Other category includes Florida (11\%), Kansas City (8\%), Indiana (2\%), and Private Banking (2\%).

## M\&

## Total nonperforming loans

Nonperforming loans at December 31, 2009: $\$ 2.0$ billion


By state ${ }^{1}$




## Mel

## C\&D loans by property zip code

## December 31, 2009

Loans: \$6 billion (peak $\$ 10$ billion 1Q08)


Nonperforming: \$807 million or 14.6\% loans

${ }^{1}$ Other category includes Illinois (7\%) and states < 3\% (18\%) 2 Other category includes Illinois (8\%) Arkansas (5\%), and states < 3\% (13\%),

## Ms <br> C\&D loans by M\&I business unit



## Mel

## Commercial land \& construction loans

## Loans outstanding at December 31, 2009: $\$ 3.3$ billion

By loan property type


Property Type
Commercial \& Industrial

| Industrial | \$118 | 4 | 0.5 |
| :---: | :---: | :---: | :---: |
| Retail | 528 | 16 | 9.4 |
| Office | 469 | 14 | 0.2 |
| Other ${ }^{1}$ | 308 | 9 | 0.7 |
| Total C\&1 | \$1,423 | 44 | 3.7 |
| Land | 1,030 | 32 | 17.9 |
| Residential Property | 789 | 24 | 14.2 |
| Agricultural Real Estate | 3 | 0 | 0.0 |
| Other | 11 | 0 | 2.8 |
| Total | \$3,257 | 100 | 10.8 |

## M지

## C\&D nonperforming loans

Nonperforming loans / Period-end loans by selected loan categories


Note: Except for total loans, the ratio is based on previous nonperforming loans definition prior to 4 Q 07 .

## Mel

## C\&D nonperforming loans



## M지

## Total residential land loans

## Loans outstanding at December 31, 2009: \$1.6 billion


${ }^{1}$ 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 (2\%), Nevada (2\%), Hawaii (2\%), Missouri (2\%) and other states (7\%).

## M\&

## Arizona residential land loans




## Mel

## Florida C\&D loans

Loans: \$384 million


Nonperforming: \$103 million or 26.9\% loans


## M\&

## 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 D

Commercial real estate loans (CRE)

## Mell <br> Total commercial real estate loans



## M8 <br> Business real estate loans

## Loans outstanding at December 31, 2009: $\$ 9.3$ billion



## M\&

Loan portfolio statistics

| Total Loans | 1Q08 | 2Q08 | 3Q08 | 4Q08 | 1Q09 | 2Q09 | 3Q09 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end loans (\$ millions) | 49,300.4 | 50,232.5 | 50,417.2 | 49,984.5 | 49,244.7 | 48,183.1 | 46,106.3 | 44,217.6 |
| \% Total loans | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| 30-89 day delinquency (\$ millions) | 837.5 | 901.5 | 1,058.0 | 999.6 | 1,695.8 | 1,060.5 | 842.9 | 708.5 |
| 30-89 day delinquency \% | 1.70\% | 1.79\% | 2.10\% | 2.00\% | 3.44\% | 2.20\% | 1.83\% | 1.60\% |
| Nonaccrual loans (\$ millions) | 774.1 | 1,006.8 | 1,260.6 | 1,527.0 | 2,074.6 | 2,416.1 | 2,250.1 | 2,044.8 |
| Nonaccrual loans \% | 1.57\% | 2.00\% | 2.50\% | 3.05\% | 4.21\% | 5.01\% | 4.88\% | 4.62\% |
| Net charge-offs (\$ millions) | 131.1 | 400.7 | 152.3 | 679.8 | 328.0 | 603.3 | 532.7 | 572.3 |
| Net charge-offs \% (quarter annualized) | 1.08\% | 3.23\% | 1.21\% | 5.38\% | 2.67\% | 4.95\% | 4.48\% | 5.01\% |
| Cumulative net charge-offs (\$ millions) | 131.1 | 531.8 | 684.1 | 1,363.9 | 1,691.9 | 2,295.2 | 2,827.9 | 3,400.2 |
| Total Commercial Real Estate Loans ${ }^{1}$ | 1008 | $\underline{2 Q 08}$ | 3 308 | 4Q08 | 1009 | $\underline{2 Q 09}$ | 3Q09 | 4Q09 |
| Period-end loans (\$ millions) | 11,573.3 | 11,891.1 | 12,114.1 | 12,541.5 | 12,998.9 | 13,938.3 | 13,884.3 | 13,645.9 |
| \% Total loans | 23.5\% | 23.7\% | 24.0\% | 25.1\% | 26.4\% | 28.9\% | 30.1\% | 30.9\% |
| 30-89 day delinquency (\$ millions) | 99.9 | 123.7 | 131.1 | 129.7 | 537.9 | 277.1 | 138.9 | 135.0 |
| 30-89 day delinquency \% | 0.86\% | 1.04\% | 1.08\% | 1.03\% | 4.14\% | 1.99\% | 1.00\% | 0.99\% |
| Nonaccrual loans (\$ millions) | 94.5 | 109.1 | 144.9 | 178.3 | 286.6 | 559.2 | 509.6 | 584.9 |
| Nonaccrual loans \% | 0.82\% | 0.92\% | 1.20\% | 1.42\% | 2.20\% | 4.01\% | 3.67\% | 4.29\% |
| Net charge-offs (\$ millions) | 7.7 | 13.1 | 7.1 | 72.1 | 34.0 | 55.3 | 69.6 | 78.4 |
| Net charge-offs \% (quarter annualized) ${ }^{3}$ | 0.27\% | 0.44\% | 0.23\% | 2.29\% | 1.06\% | 1.59\% | 1.99\% | 2.28\% |
| Cumulative net charge-offs (\$ millions) | 7.7 | 20.8 | 27.9 | 100.0 | 134.0 | 189.3 | 258.9 | 337.2 |
| Total Construction \& Development Loans ${ }^{2}$ | $\underline{1008}$ | $\underline{2 \mathrm{Q} 08}$ | 3Q08 | 4Q08 | $\underline{1009}$ | $\underline{2 \mathrm{Q} 09}$ | 3 Q 09 | 4Q09 |
| Period-end loans (\$ millions) | 10,367.5 | 9,968.9 | 9,759.7 | 9,043.3 | 8,251.4 | 6,829.3 | 6,314.2 | 5,538.9 |
| \% Total loans | 21.0\% | 19.8\% | 19.4\% | 18.1\% | 16.8\% | 14.2\% | 13.7\% | 12.5\% |
| 30-89 day delinquency (\$ millions) | 476.3 | 438.7 | 593.2 | 470.6 | 685.0 | 322.9 | 330.8 | 228.1 |
| 30-89 day delinquency \% | 4.59\% | 4.40\% | 6.08\% | 5.20\% | 8.30\% | 4.73\% | 5.24\% | 4.12\% |
| Nonaccrual loans (\$ millions) | 492.3 | 650.6 | 782.8 | 882.0 | 1,070.6 | 1,043.4 | 984.5 | 807.5 |
| Nonaccrual loans \% | 4.75\% | 6.53\% | 8.02\% | 9.75\% | 12.97\% | 15.28\% | 15.59\% | 14.58\% |
| Net charge-offs (\$ millions) | 105.3 | 330.8 | 89.1 | 461.7 | 176.4 | 235.3 | 171.5 | 270.3 |
| Net charge-offs \% (quarter annualized) ${ }^{3}$ | 4.08\% | 13.34\% | 3.63\% | 20.31\% | 8.67\% | 13.82\% | 10.77\% | 19.36\% |
| Cumulative net charge-offs (\$ millions) | 105.3 | 436.1 | 525.1 | 986.9 | 1,163.3 | 1,398.6 | 1,570.1 | 1,840.4 |
| ${ }^{1}$ Does not include commercial land \& construction loans. Cumulative net charge-offs may not foot due rounding. Marshall \& Ilsley Corporation |  | cludes com | cial land \& c | struction lo |  | atio based | eriod-end Io |  |

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Loan portfolio statistics


## M\& <br> Adjusted reserve coverage calculation

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


## Mel <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

|  | $\begin{gathered} 3 \text { Months } \\ \text { Ended } \\ \hline 12 / 31 / 09 \end{gathered}$ | $\begin{gathered} 3 \text { Months } \\ \text { Ended } \\ \hline 09 / 30 / 09 \end{gathered}$ | $\begin{gathered} 3 \text { Months } \\ \text { Ended } \\ \hline 06 / 30 / 09 \end{gathered}$ |  | 2009 | 2008 | Full Year 2007 | 2006 | 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reconciliation-Millions \$ |  |  |  |  |  |  |  |  |  |
| Adjusted Pre-Tax Pre-Provision Income from Continuing Operations | \$234.7 | \$207.2 | 5243.9 | \$232.9 | \$918.8 | \$1,069.8 |  |  |  |
| Goodwill Impairment |  | . | - | \% |  | (1,535.1) | - | - | - |
| Pre-Tax Provision for Loan \& Lease Losses | (639.0) | (578.7) | (619.0) | (477.9) | (2,314.6) | (2,037.7) | (319.8) | (50.6) | (44.8) |
| Total Adjustments | (639.0) | (578.7) | (619.0) | (477.9) | (2,314.6) | (3,572.8) | (319.8) | (50.6) | (44.8) |
| Pre-Tax Income (Loss) | (404.3) | (371.5) | (375.1) | (245.0) | $(1,395.8)$ | (2,503.0) | 710.6 | 955.1 | 864.8 |
| Provision (Benefit) for Income Taxes | (170.0) | (148.1) | (166.1) | (153.0) | (637.2) | (459.5) | 213.7 | 307.4 | 278.1 |
| Income (Loss) from Continuing Operations | (234.3) | (223.4) | (209.0) | (92.0) | (758.6) | (2,043.5) | 496.9 | 647.7 | 586.7 |
| Discontinued Operations, net of tax: |  |  |  |  |  |  |  |  |  |
| Separation Transaction Costs |  |  |  |  |  |  | (25.3) | - |  |
| Gain on Sale of Metavante | - | - | - |  | - | - | 525.6 | - | - |
| Metavante Net Income | - | - | - | - | - | $\checkmark$ | 153.7 | 160.1 | 119.5 |
| Net Income (Loss) Atrributable to M\&I | (234.3) | (223.4) | (209.0) | (92.0) | (758.6) | (2,043.5) | 1,150.9 | 807.8 | $\underline{\underline{706.2}}$ |
| Preferred Dividends | (25.2) | (25.0) | (25.0) | (24.9) | (100.2) | (12.7) |  |  |  |
| Net Income (Loss) Available to Common Shareholders | (\$259.5) | (\$248.4) | (\$234.0) | (\$116.9) | (\$858.8) | $\xlongequal{(\$ 2,056.2)}$ | \$1,150.9 | \$807.8 | $\underline{\$ 706.2}$ |

