## Marshall \& Ilsley Corporation Credit Quality First Quarter 2010

## M

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## Diversified loan portfolio

Total loans at March 31, 2010: \$43 billion

Loans by asset class


Loans by geography ${ }^{1}$


## M在

## Continued credit stabilization

Nonperforming loans below $\$ 2.0$ billion
Challenges well understood and manageable

- Proactively addressing credit
- Identifying and writing down troubled assets
- Selling problem loans ( $\$ 2.1$ billion since 1Q08)
- Reducing exposure to C\&D loans (below 12.0\% of total loans)
- Building loan loss reserves (LLR up 179\% since 1Q08)
- Continued encouraging signs credit quality is improving



[^0] Excludes NPLS < 90 days past due.


## Mel

## Stabilizing inflows of nonperforming loans

| (\$mil) | 2008 |  |  |  | 2009 |  |  |  | $\begin{gathered} 2010 \\ \hline 1 Q \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |  |
| Beginning | \$687 | \$774 | \$1,007 | \$1,261 | \$1,527 | \$2,075 | \$2,416 | \$2,250 | \$2,045 |
| Increases | 455 | 749 | 636 | 1,101 | 1,120 | 1,302 | 843 | 943 | 674 |
| Decreases: |  |  |  |  |  |  |  |  |  |
| Charge-offs | 104 | 229 | 109 | 438 | 202 | 474 | 383 | 486 | 372 |
| ORE / Sold | 158 | 132 | 168 | 182 | 188 | 208 | 325 | 344 | 195 |
| Accrual / TDR | 22 | 71 | 37 | 105 | 72 | 91 | 124 | 120 | 58 |
| Paydowns / Other | 84 | 84 | 68 | 110 | 110 | 188 | 177 | 198 | 140 |
| Total Decreases | 368 | 516 | 382 | 835 | 572 | 961 | 1,009 | 1,148 | 765 |
| Ending | \$774 | \$1,007 | \$1,261 | \$1,527 | \$2,075 | \$2,416 | \$2,250 | \$2,045 | \$1,954 |

${ }^{4}$ Includes $\$ 170$ million transfer of related renegotiated commercial real estate loans discussed in $4 Q 09$ earnings release conference call.

## Ms <br> Nonperforming loan inflows



## 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

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


## M\& <br> Strong reserve coverage

- Total nonperforming loans ${ }^{1}$
- 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 $\$ 1,868$
- Lifetime charge-offs
$\underline{547}$
- Ledger balance . . . . . . . . . . . \$1,321
- Reserves based on specific
impairment analysis . . . . . . . . . . . . . \$228
- Lifetime charge-offs result in $29 \%$ 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
\$914

- Lifetime charge-offs$\underline{281}$
- Ledger balance

\$633

- Reserves net of specific allocation . . . $\$ 1,155^{3}$
- Loan loss reserve coverage
ratio of loans not subject to specific impairment analysis



## Mel

## Shrinking stressed C\&D portfolio

- C\&D loans of $\$ 5$ billion ( $12.0 \%$ of total loans)
- C\&D nonperforming loans of $\$ 682$ million ( $35 \%$ of total NPLs) -Non-housing commercial construction portfolio performing well
- Aggressively shrinking C\&D portfolio
-Proactively restructuring, charging off, and selling loans
-Currently less than $12.0 \%$ of total loans vs. $23 \%$ in 3Q07
-C\&D loans have decreased $\$ 5.3$ billion or $51 \%$ vs. 1Q08
-Targeting no more than $10 \%$ of total loans


Nonperforming: \$682 million

nludes commercial \& industria and agricultural real estate CeD loans.

## M

Reducing exposure to C\&D loans


4Q06 1Q07 2Q07 3Q07 4Q07 1Q08 2Q08 3Q08 4Q08 1Q09 2Q09 3Q09 4Q09 1Q10

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## C\&D delinquency trends

Construction \& development delinquent loans (\$)


## M\& <br> Arizona total C\&D loans down 69\%



## M\&

## Arizona commercial C\&D loans down 80\%

- Aggressively shrinking Arizona portfolio
- Commercial C\&D loans have decreased by $\$ 1.1$ billion or $80 \%$ since 4 Q 07


Note: Geography based on property zip code.
Includes commercial \& industrial and agricultural real estate C\&D loans. Includes land and residential property loans.


Nonperforming: \$36 million or 13.4\% loans


## M\&

## Arizona consumer C\&D loans down 63\%

- Aggressively shrinking Arizona portfolio
- Consumer C\&D loans have decreased by $\$ 1.5$ billion or $63 \%$ since 4Q07
- Nonperforming: \$138M or 15.2\% loans

Arizona Consumer C\&D loans


[^1]Note: Geography based on property zip code.

## Mel

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

- CRE loans of $\$ 14$ billion ( $32 \%$ of total loans)
- 37\% owner-occupied on business real estate loans
- CRE nonperforming loans of $\$ 657$ million ( $34 \%$ of total NPLs)
- Approx. $4.9 \%$ of total CRE loans vs. $4.3 \%$ in 4 Q 09
- $45 \%$ of NPL's are current
- NCOs have been relatively stable at approx. $2 \%$ of loans

CRE delinquency trends


CRE does not include commercial land \& construction ${ }^{2}$ Other category includes Lodging ( $7 \%$ ), Medical Facilities (4\%), \& other < $3 \%(11 \%)$. over $90 \%$ are multi-fa

Loans: \$14 billion


Nonperforming: \$657 million


## M

## Business real estate loans



## Mel

## Multifamily loans



## M\&

## Commercial \& industrial loans

- C\& loans of $\$ 12$ billion ( $29 \%$ of total loans)
- C\&I nonperforming loans of $\$ 253$ million ( $13 \%$ of total NPLs)


Other category includes Professional (5\%), Management Companies (4\%), Ag. Forestry Fishing Hunting (4\%), Transportation \& Warehousing (4\%), Heath Care (3\%) and other < 3\% (11\%). Other category includes Professional (5\%), Management Companies (4\%) and other $<3 \%(15 \%)$ ${ }^{4} \$ 50 \mathrm{M}$ of 1 Q 10 bank holding company NCO's had been fully reserved since 1 Q 09 .

## Mel

## Home equity lines / loans

## By vintage

- Home equity lines / loans of $\$ 4.6$ billion ( $11 \%$ of total loans)
- $59 \%$ lines and $41 \%$ loans
- $45 \%$ secured by first mortgage
- 60\% HELOC drawn
- Home equity nonperforming lines / loans of $\$ 80$ million ( $4 \%$ of total NPLs)



By geography ${ }^{1}$
 - NCOS recorded due to 2 Q 09 charge-off acceleration.

## Ms <br> Residential real estate loans

- RRE loans of $\$ 5$ billion ( $11 \%$ of total loans)
- Predominantly prime with no option ARMS or subprime
- RRE nonperforming loans of $\$ 270$ million ( $14 \%$ of total NPLs)
- Arizona has realized the most deterioration
- $9.1 \%$ in nonperforming status

Net charge-offs (annualized) ${ }^{2}$


NCOs recorded due to 2Q09 charge-off acceleration and impact
loan sales completed on 7/31/09 and in 4Q09.
By vintage


## Appendix A

Business Overview



## Mel <br> Total loans to total deposits



## Appendix B

## Loan portfolio summary

## Mel

Total loans by asset class

March 31, 2010


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



## M\&

Total loans by M\&I business unit

March 31, 2010

Loans: \$43 billion
Nonperforming: \$1,954 million or 4.58\% 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 (10\%), Indiana (3\%), and Private Banking (2\%).

## Mel <br> Total nonperforming loans

## Nonperforming loans at March 31, 2010: \$1,954 million

By loan category


By state ${ }^{1}$


## Ms <br> Total renegotiated loans

Renegotiated loans at March 31, 2010: \$732 million


By state ${ }^{1}$

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


## Ms <br> Total net charge-offs

Net charge-offs for 2010 first quarter: \$423 million
By loan category


By state ${ }^{1}$


## Appendix C

Construction \& development loans (C\&D)

## Mell <br> C\&D loans by property zip code



## Mel

## C\&D loans by M\&l business unit


${ }^{1}$ Other category includes Indiana (8\%), St. Louis (4\%) and Private Banking (1\%). ${ }^{2}$ Other category includes Indiana (2\%), St. Louis (1\%) and Private Banking (1\%).

## M\&

## Commercial land \& construction loans



## C\&D nonperforming loans

Nonperforming loans / Period-end loans by selected loan categories


4Q06 1Q07 2Q07 3Q07 4Q07 1Q08 2Q08 3Q08 4Q08 1Q09 2Q09 3Q09 4Q09 1Q10

## M지

## C\&D nonperforming loans

## Nonperforming loans / Period-end loans

by selected M\&l business unit


## Mel

## Total residential land loans

Loans outstanding at March 31, 2010: $\$ 1.4$ billion

By customer type


By state ${ }^{1}$



## Ms

## Correspondent banking loans



## Mel

## Florida C\&D loans

March 31, 2010
Note: Geography based on M\&l business unit.

Loans: \$340 million


Nonperforming: \$84 million or 24.6\% 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.


## Mel

Total commercial real estate loans

${ }^{1}$ Other category includes Lodging (7\%), Medical (4\%), and other < $3 \%$ (10\%).
${ }^{2}$ Geographic distribution is Wisconsin (37\%), Minnesota (14\%), Missouri (10\%), Arizona (9\%), Florida (8\%), Illinois (4\%), Indiana (4\%) Kansas (3\%), and other states $<2 \%$ (11\%).

## M\&

## Business real estate loans



## Appendix E

Supplemental financial information

## M즤 <br> Loan portfolio statistics



## M\&

Loan portfolio statistics

| Commercial Loans \& Leases | 1Q08 | 2Q08 | 3Q08 | 4Q08 | 1 Q 09 | 2Q09 | 3Q09 | 4Q09 | 1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end loans (\$ millions) | 15,413.9 | 15,842.0 | 15,710.9 | 15,441.7 | 15,107.8 | 14,792.4 | 13,532.9 | 12,949.9 | 12,315.5 |
| \% Total loans | 31.3\% | 31.5\% | 31.2\% | 30.9\% | 30.7\% | 30.7\% | 29.4\% | 30.4\% | 28.9\% |
| 30-89 day delinquency (\$ millions) | 54.9 | 114.7 | 65.3 | 56.1 | 114.7 | 150.8 | 78.4 | 56.9 | 71.7 |
| 30-89 day delinquency \% | 0.36\% | 0.72\% | 0.42\% | 0.36\% | 0.76\% | 1.02\% | 0.58\% | 0.44\% | 0.58\% |
| Nonaccrual loans (\$ millions) | 54.2 | 77.7 | 110.9 | 168.5 | 336.4 | 431.7 | 411.1 | 350.5 | 252.7 |
| Nonaccrual loans \% | 0.35\% | 0.49\% | 0.71\% | 1.09\% | 2.23\% | 2.92\% | 3.04\% | 2.71\% | 2.05\% |
| Net charge-offs (\$ millions) | 3.2 | 35.4 | 29.7 | 93.9 | 60.7 | 66.8 | 205.5 | 86.0 | 134.1 |
| Net charge-offs \% (quarter annualized) ${ }^{2}$ | 0.08\% | 0.90\% | 0.75\% | 2.42\% | 1.63\% | 1.81\% | 6.02\% | 2.64\% | 4.42\% |
| Cumulative net charge-offs (\$ millions) | 3.2 | 38.6 | 68.3 | 162.2 | 223.0 | 289.7 | 495.2 | 581.2 | 715.3 |
| Residential Real Estate ${ }^{1}$ | $\underline{1008}$ | $\underline{\text { 2Q08 }}$ | 3008 | 4Q08 | 1009 | $\underline{2 Q 09}$ | 3 Q 09 | $4 \mathrm{4Q09}$ | 1Q10 |
| Period-end loans (\$ millions) | 5,357.7 | 5,631.5 | 5,674.5 | 5,733.9 | 5,711.0 | 5,464.6 | 5,135.2 | 4,968.9 | 4,823.8 |
| \% Total loans | 10.9\% | 11.2\% | 11.3\% | 11.5\% | 11.6\% | 11.3\% | 11.1\% | 11.7\% | 11.3\% |
| 30-89 day delinquency (\$ millions) | 131.2 | 142.5 | 165.8 | 235.4 | 256.5 | 207.9 | 186.3 | 193.2 | 170.8 |
| 30-89 day delinquency \% | 2.45\% | 2.53\% | 2.92\% | 4.11\% | 4.49\% | 3.80\% | 3.63\% | 3.89\% | 3.54\% |
| Nonaccrual loans (\$ millions) | 83.1 | 114.1 | 159.1 | 221.8 | 291.9 | 285.7 | 236.8 | 206.1 | 269.6 |
| Nonaccrual loans \% | 1.55\% | 2.03\% | 2.80\% | 3.87\% | 5.11\% | 5.23\% | 4.61\% | 4.15\% | 5.59\% |
| Net charge-offs (\$ millions) | 3.4 | 6.4 | 10.0 | 18.9 | 27.8 | 204.5 | 47.2 | 75.3 | 32.4 |
| Net charge-offs \% (quarter annualized) ${ }^{2}$ | 0.26\% | 0.46\% | 0.70\% | 1.31\% | 1.97\% | 15.01\% | 3.65\% | 6.01\% | 2.73\% |
| Cumulative net charge-offs (\$ millions) | 3.4 | 9.8 | 19.8 | 38.7 | 66.4 | 270.9 | 318.2 | 393.5 | 425.9 |
| Home Equity Loans \& Lines | $\underline{1008}$ | $\underline{2 Q 08}$ | 3 Q 08 | 4Q08 | $\underline{1009}$ | $\underline{2 Q 09}$ | 3Q09 | 4Q09 | $\underline{1 Q 10}$ |
| Period-end loans (\$ millions) | 4,722.1 | 4,991.5 | 5,053.1 | 5,082.0 | 5,025.1 | 4,911.5 | 4,812.6 | 4,714.6 | 4,590.1 |
| \% Total loans | 9.6\% | 9.9\% | 10.0\% | 10.2\% | 10.2\% | 10.2\% | 10.4\% | 11.1\% | 10.8\% |
| 30-89 day delinquency (\$ millions) | 63.7 | 72.9 | 84.7 | 96.7 | 85.9 | 92.4 | 92.1 | 75.5 | 71.8 |
| 30-89 day delinquency $\%$ | 1.35\% | 1.46\% | 1.68\% | 1.90\% | 1.71\% | 1.88\% | 1.91\% | 1.60\% | 1.56\% |
| Nonaccrual loans (\$ millions) | 45.2 | 51.2 | 59.3 | 67.3 | 83.5 | 86.4 | 94.5 | 84.9 | 80.0 |
| Nonaccrual loans \% | 0.96\% | 1.03\% | 1.17\% | 1.32\% | 1.66\% | 1.76\% | 1.96\% | 1.80\% | 1.74\% |
| Net charge-offs (\$ millions) | 5.4 | 8.0 | 10.8 | 20.4 | 19.4 | 33.4 | 29.2 | 34.6 | 34.1 |
| Net charge-offs \% (quarter annualized) ${ }^{2}$ | 0.46\% | 0.65\% | 0.85\% | 1.59\% | 1.56\% | 2.73\% | 2.40\% | 2.91\% | 3.02\% |
| Cumulative net charge-offs (\$ millions) | 5.4 | 13.4 | 24.2 | 44.5 | 63.9 | 97.3 | 126.5 | 161.1 | 195.2 |

## M\&

## 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


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


[^0]:    NLs exclude renegoialed oans.

[^1]:    $\square$ Residential Land $\square \quad$ Resi. Con. Indiv.

