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

## M身

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) general business and economic conditions, including credit risk and interest rate risk, (ii) M\&l's exposure to increased credit risks associated with its real estate loans, (iii) various factors, including changes in economic conditions affecting borrowers, new information regarding existing loans and identification of additional problem loans, which could require an increase in M\&l's allowance for loan and lease losses, (iv) federal and state agency regulation and enforcement actions, which could limit M\&l's activities, increase its cost structures or have other negative effects on M\&I, (v) M\&l's ability to maintain required levels of capital, (vi) the impact of recent and future legislative initiatives on the financial markets or on M\&l, (vii) M\&l's exposure to the actions and potential failure of other financial institutions, (viii) volatility in M\&l's stock price and in the capital and credit markets in general, and (ix) those factors referenced in Item 1A. Risk Factors in M\&l's Annual Report on Form 10-K for the year ended December 31, 2009 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\&/'s belief as of the date of this presentation. 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.

## M8

## Diversified loan portfolio

Total loans at June 30, 2010: \$41 billion

## Loans by asset class



Loans by geography ${ }^{1}$


## Ms <br> Continued credit stabilization

Nonperforming loans $\$ 1.8$ billion

- Challenges well understood and manageable
- Proactively addressing credit
- Identifying and writing down troubled assets
- Selling problem loans ( $\$ 2.3$ billion since 1 Q08)
- Reducing exposure to C\&D loans (below 10.7\% of total loans)
- Building loan loss reserves (LLR up 179\% since 1Q08)
- Continued encouraging signs credit quality is improving

 ${ }^{1}$ NPLs exclude renegotiated loans. Excludes NPLS < 90 days past due.



## Mel

## Stabilizing inflows of nonperforming loans

| (\$mil) | 2008 |  |  |  | 2009 |  |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q |
| Beginning | \$687 | \$774 | \$1,007 | \$1,261 | \$1,527 | \$2,075 | \$2,416 | \$2,250 | \$2,045 | \$1,954 |
| Increases | 455 | 749 | 636 | 1,101 | 1,120 | 1,302 | 843 | 943 | 674 | 612 |
| Decreases: |  |  |  |  |  |  |  |  |  |  |
| Charge-offs | 104 | 229 | 109 | 438 | 202 | 474 | 383 | 486 | 372 | 343 |
| ORE / Sold | 158 | 132 | 168 | 182 | 188 | 208 | 325 | 344 | 195 | 212 |
| Accrual / TDR | 22 | 71 | 37 | 105 | 72 | 91 | 124 | 120 | 58 | 63 |
| Paydowns / Other | 84 | 84 | 68 | 110 | 110 | 188 | 177 | 198 | 140 | 147 |
| Total Decreases | 368 | 516 | 382 | 835 | 572 | 961 | 1,009 | 1,148 | 765 | 765 |
| Ending | \$774 | \$1,007 | \$1,261 | \$1,527 | \$2,075 | \$2,416 | \$2,250 | \$2,045 | \$1,954 | \$1,801 |

${ }^{1}$ Includes $\$ 170$ million transfer of related renegotiated commercial real estate loans discussed in 4Q09 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) ${ }^{1}$


## N\& <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 $\$ 1,779$
- Lifetime charge-offs
$\underline{544}$
- Ledger balance . . . . . . . . . . . \$1,235
- Reserves based on specific
impairment analysis . . . . . . . . . . . . . \$234
- Lifetime charge-offs result in $31 \%$ 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 $\$ 760$
- Lifetime charge-offs
- Ledger balance . . . . . . . . . . . . . . \$566
- Reserves net of specific allocation . . . $\$ 1,150^{3}$
- Loan loss reserve coverage
ratio of loans not subject to specific impairment analysis



## Mel

## Shrinking stressed C\&D portfolio

- C\&D loans of $\$ 4$ billion ( $10.7 \%$ of total loans)
- C\&D nonperforming loans of $\$ 561$ million ( $31 \%$ 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 11\% of total loans vs. 23\% in 3Q07
-C\&D loans have decreased $\$ 5.9$ billion or $57 \%$ vs. 1Q08
-Targeting no more than $10 \%$ of total loans





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Reducing exposure to C\&D loans


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

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## C\&D delinquency trends

Construction \& development delinquent loans (\$)


## Ms지 <br> Arizona total C\&D loans down 74\%



## Mel

## Arizona commercial C\&D loans down 82\%

- Aggressively shrinking Arizona portfolio

June 30, 2010

- Commercial C\&D loans have decreased by $\$ 1.1$ billion or $82 \%$ since 4Q07



Nonperforming: \$28 million or $\mathbf{1 1 . 4 \%}$ loans


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## M\&

## Arizona consumer C\&D loans down 69\%

- Aggressively shrinking Arizona portfolio
- Consumer C\&D loans have decreased by $\$ 1.7$ billion or 69\% since 4Q07
- Nonperforming: \$85M or 11.2\% loans

Arizona Consumer C\&D loans


Note: Geography based on property zip code.

## Mel

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

- CRE loans of $\$ 13$ billion ( $32 \%$ of total loans)
- $36 \%$ of business real estate loans are owner occupied
- CRE nonperforming loans of $\$ 656$ million ( $36 \%$ of total NPLs)
- Approx. 4.9\% of total CRE loans
- $50 \%$ of NPL's are current

CRE delinquency trends


Loans: \$13 billion


Nonperforming: \$656 million


## M\&

## Business real estate loans



## M8

## Multifamily loans



## M\& <br> Commercial \& industrial loans

- C\&l loans of $\$ 12$ billion ( $30 \%$ of total loans)
- C\&I nonperforming loans of $\$ 246$ million ( $14 \%$ of total NPLs)
 Warehousing (4\%), Management Companies (3\%), Health Care (3\%) and other < 3\% (12\%).
 $\$ 50 \mathrm{M}$ of 1 Q10 bank holding company NCO's had been fully reserved since $1 Q 09$.

Loans: \$12 billion


Nonperforming: $\mathbf{\$ 2 4 6}$ million or $\mathbf{2 . 0 \%}$ loans


## Mel

## Home equity lines / loans

## By vintage

- Home equity lines / loans of $\$ 4.5$ billion ( $11 \%$ of total loans)
- 59\% lines and 41\% loans
- $45 \%$ secured by first mortgage
- 60\% HELOC drawn
- Home equity nonperforming lines / loans of $\$ 77$ million (4\% of total NPLs)
- $1.7 \%$ in nonperforming status


By geography ${ }^{1}$ (Low Arizona exposure)
 $\square \quad$ NCO $\quad{ }^{2}$ Geography based on property zip code.
${ }^{2}$ Other geography includes Missouri (5\%), Florida (4\%), Illinois (4\%), and states < $3 \%$ (24\%). Based on end of period loan balance.


## M\& <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 $\$ 252$ million (14\% of total NPLs)
- 5.5\% NPL ratio
- $3.0 \% \mathrm{NPL}$ ratio for M\&I footprint states excluding $A Z \& \mathrm{FL}^{1}$
- Arizona has realized the most deterioration
- $8.3 \%$ in nonperforming status

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


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

By vintage


By geography ${ }^{3}$


Note: All figures as of June 30, 2010.

## Appendix A

Business Overview


## M\&

## Deposit growth

## Growth versus prior year



## M身

## Reduced reliance on CDs

Bank-issued Deposits

2Q09: \$29.2 billion


2Q10: $\$ 30.6$ billion


## Mg <br> Lower borrowings




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

June 30, 2010

Loans: \$41 billion
Nonperforming: \$1,801 million or 4.36\% loans


## Mel

## Total loans by M\&l business unit

June 30, 2010

Loans: \$41 billion
Nonperforming: \$1,801 million or 4.36\% loans

${ }^{1}$ Other category includes Kansas City (5\%), Florida (4\%), Indiana (5\%), Private Banking (3\%), and Other (1\%). ${ }^{2}$ Other category includes Florida (12\%), Kansas City (12\%), Indiana (3\%), and Private Banking (1\%).

## M지

## Total nonperforming loans



## Mel <br> Total renegotiated loans

Renegotiated loans at June 30, 2010: $\$ 715$ million

By loan category


By state ${ }^{1}$


## Ms <br> Total renegotiated loans




## Appendix C

Construction \& development loans (C\&D)

## Mel

## C\&D loans by property zip code

## June 30, 2010

Loans: \$4 billion (peak $\$ 10$ billion 1Q08)

Nonperforming: \$561 million or 12.7\% loans


${ }^{1}$ Other category includes Illinois (7\%) and states < 4\% (19\%) ${ }^{2}$ Other category includes Illinois (15\%) Arkansas (7\%), and states < 3\% (10\%).

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



## Mel

## Commercial land \& construction loans

## Loans outstanding at June 30, 2010: $\$ 2.7$ billion



Property Type
Comm. Land \& Construction Loans \$ Millions \%Total NPL \%

Commercial \& Industrial


## M지

## C\&D nonperforming loans

## Nonperforming loans / Period-end loans

 by selected loan categories

## Mel

## C\&D nonperforming loans

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


## M지

## Total residential land loans

## Loans outstanding at June 30, 2010: \$1.3 billion



## M\&

## Arizona residential land loans



## M\&

## Florida C\&D loans down 66\%



## 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)

## Me <br> Total commercial real estate loans


${ }^{1}$ Other category includes Lodging (6\%), Medical (4\%), and other <3\% (11\%).
${ }^{2}$ Geographic distribution is Wisconsin (37\%), Minnesota (14\%), Missouri (10\%), Arizona (9\%), Florida (8\%), Illinois (4\%), Indiana (4\%) Kansas (3\%), and other states <2\% (11\%)

## M8 <br> Business real estate loans



## M\&

## Loan portfolio statistics

| Total | 2Q08 | 3Q08 | 4Q08 | 1Q09 | 2Q09 | 3Q09 | 4Q09 | 1Q10 | 2 Q 10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end loans (\$ millions) | 50,232.5 | 50,417.2 | 49,984.5 | 49,244.7 | 48,183.1 | 46,106.3 | 44,217.6 | 42,648.8 | 41,317.5 |
| \% Total loans | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| 30-89 day delinquency (\$ millions) | 901.5 | 1,058.0 | 999.6 | 1,695.8 | 1,060.5 | 842.9 | 708.5 | 704.4 | 609.4 |
| 30-89 day delinquency \% | 1.79\% | 2.10\% | 2.00\% | 3.44\% | 2.20\% | 1.83\% | 1.60\% | 1.65\% | 1.47\% |
| Nonaccrual loans (\$ millions) | 1,006.8 | 1,260.6 | 1,527.0 | 2,074.6 | 2,416.1 | 2,250.1 | 2,044.8 | 1,953.8 | 1,801.4 |
| Nonaccrual loans \% | 2.00\% | 2.50\% | 3.05\% | 4.21\% | 5.01\% | 4.88\% | 4.62\% | 4.58\% | 4.36\% |
| Net charge-offs (\$ millions) | 400.7 | 152.3 | 679.8 | 328.0 | 603.3 | 532.7 | 572.3 | 423.4 | 438.3 |
| Net charge-offs \% (qtr annualized) | 3.23\% | 1.21\% | 5.38\% | 2.67\% | 4.95\% | 4.48\% | 5.01\% | 3.94\% | 4.17\% |


| Commercial Loans \& Leases | 2 Q 08 | 3 Q 08 | 4 Q 08 | 1 Q 09 | 2 Q 09 | 3 Q 09 | 4 Q 09 | $1 Q 10$ | 2 Q 10 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |



| \% Total loans | $31.5 \%$ | $31.2 \%$ | $30.9 \%$ | $30.7 \%$ | $30.7 \%$ | $29.4 \%$ | $29.3 \%$ | $28.9 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 30-89 day delinquency (\$ millions) | 114.7 | 65.3 | 56.1 | 114.7 | 150.8 | 78.4 | 56.9 | 71.7 |
| 30-89 day delinquency \% | $0.72 \%$ | $0.42 \%$ | $0.36 \%$ | $0.76 \%$ | $1.02 \%$ | $0.58 \%$ | $0.44 \%$ | $0.58 \%$ |
| Nonaccrual loans (\$ millions) | 77.7 | 110.9 | 168.5 | 336.4 | 431.7 | 411.1 | 350.5 | 252.7 |
| Nonaccrual loans \% | $0.49 \%$ | $0.71 \%$ | $1.09 \%$ | $2.23 \%$ | $2.92 \%$ | $3.04 \%$ | $2.71 \%$ | $2.05 \%$ |
| Net charge-offs (\$ millions) | 35.4 | 29.7 | 93.9 | 60.7 | 66.8 | 205.5 | 86.0 | 134.1 |
| Net charge-offs \% (qtr annualized) ${ }^{1}$ | $0.90 \%$ | $0.75 \%$ | $2.42 \%$ | $1.63 \%$ | $1.81 \%$ | $6.02 \%$ | $2.64 \%$ | $4.42 \%$ |

Ratio based on period-end loans

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## Loan portfolio statistics

| Total Commercial Real Estate Loans ${ }^{1}$ | 2Q08 | 3Q08 | 4Q08 | 1Q09 | 2Q09 | 3Q09 | 4Q09 | 1Q10 | 2Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end loans (\$ millions) | 11,891.1 | 12,114.1 | 12,541.5 | 12,998.9 | 13,938.3 | 13,884.3 | 13,645.9 | 13,532.0 | 13,310.5 |
| \% Total loans | 23.7\% | 24.0\% | 25.1\% | 26.4\% | 28.9\% | 30.1\% | 30.9\% | 31.7\% | 32.2\% |
| 30-89 day delinquency (\$ millions) | 123.7 | 131.1 | 129.7 | 537.9 | 277.1 | 138.9 | 135.0 | 159.2 | 114.2 |
| 30-89 day delinquency \% | 1.04\% | 1.08\% | 1.03\% | 4.14\% | 1.99\% | 1.00\% | 0.99\% | 1.18\% | 0.86\% |
| Nonaccrual loans (\$ millions) | 109.1 | 144.9 | 178.3 | 286.6 | 559.2 | 509.6 | 584.9 | 657.1 | 655.7 |
| Nonaccrual loans \% | 0.92\% | 1.20\% | 1.42\% | 2.20\% | 4.01\% | 3.67\% | 4.29\% | 4.86\% | 4.93\% |
| Net charge-offs (\$ millions) | 13.1 | 7.1 | 72.1 | 34.0 | 55.3 | 69.6 | 78.4 | 53.4 | 98.8 |
| Net charge-offs \% (qtr annualized) ${ }^{3}$ | 0.44\% | 0.23\% | 2.29\% | 1.06\% | 1.59\% | 1.99\% | 2.28\% | 1.60\% | 2.98\% |


| Residential Real Estate Loans ${ }^{2}$ | 2Q08 | 3Q08 | 4Q08 | 1Q09 | 2Q09 | 3Q09 | 4Q09 | 1Q10 | 2Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end loans (\$ millions) | 5,631.5 | 5,674.5 | 5,733.9 | 5,711.0 | 5,464.6 | 5,135.2 | 4,968.9 | 4,823.8 | 4,625.0 |
| \% Total loans | 11.2\% | 11.3\% | 11.5\% | 11.6\% | 11.3\% | 11.1\% | 11.2\% | 11.3\% | 11.2\% |
| 30-89 day delinquency (\$ millions) | 142.5 | 165.8 | 235.4 | 256.5 | 207.9 | 186.3 | 193.2 | 170.8 | 176.4 |
| 30-89 day delinquency \% | 2.53\% | 2.92\% | 4.11\% | 4.49\% | 3.80\% | 3.63\% | 3.89\% | 3.54\% | 3.81\% |
| Nonaccrual loans (\$ millions) | 114.1 | 159.1 | 221.8 | 291.9 | 285.7 | 236.8 | 206.1 | 269.6 | 252.3 |
| Nonaccrual loans \% | 2.03\% | 2.80\% | 3.87\% | 5.11\% | 5.23\% | 4.61\% | 4.15\% | 5.59\% | 5.45\% |
| Net charge-offs (\$ millions) | 6.4 | 10.0 | 18.9 | 27.8 | 204.5 | 47.2 | 75.3 | 32.4 | 39.0 |
| Net charge-offs \% (qtr annualized) ${ }^{3}$ | 0.46\% | 0.70\% | 1.31\% | 1.97\% | 15.01\% | 3.65\% | 6.01\% | 2.73\% | 3.38\% |

[^0]${ }^{2}$ Does not include residential land $\&$ residential construction loans.

## M\&

## Loan portfolio statistics



## 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

| Reconciliation - Period End Balances Millions ${ }^{\text {s }}$ | 2010 |  |  |  | 2009 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Coverage Ratio Components | $\xrightarrow{\text { 2nd } \mathrm{Otr}}$ | \%/ Total | 1st Ott | \%/ Total | 4th otr | \% Total | 3 rd Qtr | \% Total | 2 nd Otr | \% Total | 1 tst ott | \% Total |
| Reserve for Loans $\&$ Lease Losses | \$1,517 | 100\% | \$1,515 | 100\% | \$1,481 | 100\% | \$1,414 | 100\% | \$1,368 | 100\% | \$1,352 | 100\% |
| Less Reserve for Specifically Analyzed Nonpertorming Loans ${ }^{(1)}$ | 234 | 15\% | 228 | 15\% | 262 | 18\% | 245 | 17\% | 215 | 16\% | 159 | 12\% |
| Less Reserve for Renegotiated Loans | 133 | 9\% | 132 | 9\% | 121 | 8\% | 124 | 9\% | 109 | 8\% | 64 | 5\% |
| Adjusted Reserve for Loans \& Lease Losses | \$1.150 | 76\% | \$1.155 | 76\% | \$1.098 | 749\% | \$1,045 | 74\% | \$1,044 | 76\% | \$1.129 | 849\% |
| Total Nonperforming Loans \& Leases | \$1,801 | 100\% | \$1,954 | 100\% | \$2,045 | 100\% | \$2,250 | 100\% | \$2,416 | 100\% | \$2,075 | 100\% |
| Less Specifically Analyed Noonperforming Loans | 1,235 | 69\% | . 321 | 68\% | 1,417 | 69\% | 1,550 | 69\% | 1,724 | 71\% | 1,240 | 60\% |
| Adjusted Total Nonperforming Loans \& Leases | \$566 | 31\% | 9633 | 32\% | ¢628 | 31\% | \$700 | 31\% | 5692 | 29\% | \$835 | ${ }^{40 \%}$ |
| Coverage Ratio |  |  |  |  |  |  |  |  |  |  |  |  |
| Reserve for Loans \& Lease Losses I |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Nonperforming Loans \& Leases (Excluding Held tor Sale) | 88\% |  | 80\% |  | 75\% |  | 67\% |  | ${ }^{62 \%}$ |  | 69\% |  |
| Adjusted Reserve for Loans \& Lease Losses / Adjusted Total Nonperforming Loans \& Leases (Including Held for Sale) | 203\% |  | 182\% |  | 175\% |  | 149\% |  | 151\% |  | 135\% |  |
| (1) In addition, partial charge-offs have been taken against the specifically analyzed loans. Totals may not foot due to rounding. |  |  |  |  |  |  |  |  |  |  |  |  |

## Ms <br> Adjusted earnings calculation

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Reconciliation of Adjusted Pre-Tax Pre-Provision Income from Continuing Operations to
Net Income (Loss) Available to Common Shareholders

|  | $\begin{gathered} \text { 3 Months } \\ \text { Ended } \\ \hline 06 / 30 / 10 \end{gathered}$ | $\begin{gathered} 3 \text { Months } \\ \text { Ended } \\ \hline 03 / 31 / 10 \\ \hline \end{gathered}$ | $\begin{gathered} 3 \text { Months } \\ \text { Ended } \\ \hline 12 / 31 / 09 \\ \hline \end{gathered}$ | $\begin{gathered} 3 \text { Months } \\ \begin{array}{c} \text { Ended } \end{array} \\ \hline 09 / 30 / 09 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 3 Months } \\ \begin{array}{c} \text { Ended } \\ \hline 06 / 30 / 09 \end{array} \end{gathered}$ | $\begin{gathered} 3 \text { Months } \\ \text { Ended } \\ \hline 03 / 31 / 09 \\ \hline \end{gathered}$ | 2009 | 2008 | Full Year 2007 | 2006 | 05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reconciliation-Millions \$ |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted Pre-Tax Pre-Provision |  |  |  |  |  |  |  |  |  |  |  |
| Income from Continuing Operations | \$187.9 | \$259.1 | \$234.7 | \$207.2 | \$243.9 | \$232.9 | \$918.8 | \$1,069.8 | \$1,030.4 | \$1,005.7 | \$909.6 |
| Goodwill Impairment |  |  |  |  |  |  |  | (1,535.1) |  |  |  |
| Pre-Tax Provision for Loan \& Lease Losses | (439.9) | (458.1) | (639.0) | (578.7) | (619.0) | (477.9) | $(2,314.6)$ | (2,037.7) | (319.8) | (50.6) | (44.8) |
| Total Adjustments | (439.9) | (458.1) | (639.0) | (578.7) | (619.0) | (477.9) | $(2,314.6)$ | (3,572.8) | (319.8) | (50.6) | (44.8) |
| Pre-Tax Income (Loss) | (252.0) | (199.0) | (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 | (103.4) | (83.6) | (170.0) | (148.1) | (166.1) | (153.0) | (637.2) | (459.5) | 213.7 | 307.4 | 278.1 |
| Income (Loss) from Continuing Operations | (148.6) | (115.4) | (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 | - | $\cdot$ |  | $\cdot$ | - |  | - | - | (25.3) | - |  |
| Gain on Sale of Metavante | - | - |  | - | - |  | - | - | 525.6 | - | - |
| Metavante Net Income | . | - | - | . | - | . | . | . | 153.7 | 160.1 | 119.5 |
| Net Income (Loss) Atrributable to M\&I | (148.6) | (115.4) | (234.3) | (223.4) | (209.0) | (92.0) | (758.6) | (2,043.5) | 1,150.9 | 807.8 | 706.2 |
| Preferred Dividends | (25.2) | (25.1) | (25.2) | (25.0) | (25.0) | (24.9) | (100.2) | (12.7) |  |  |  |
| Net Income (Loss) Avail. to Common Shareholders | (\$173.8) | (\$140.5) | (\$259.5) | (\$248.4) | (\$234.0) | (\$116.9) | (S858.8) | (\$2,056.2) | \$1,150.9 | 5807.8 | $\xlongequal{\$ 706.2}$ |


[^0]:    ${ }^{2}$ Does not include commercial land \& construction loans. ${ }^{3}$ Ratio based on period-end loans.

