#### **Our Vision**

## To be the bank that defines great customer experience

# **Our Guiding Principle**

We aim to maximize total shareholder return and balance our commitments to financial performance, our customers, our employees, the environment and the communities where we live and work.

#### Who We Are

Established in 1817 and based in Canada, BMO Financial Group serves 13 million personal, commercial, corporate and institutional customers in North America and internationally. Our operating groups – Personal and Commercial Banking, BMO Bank of Montreal in Canada and BMO Harris Bank in the United States; Private Client Group, our wealth management business; and BMO Capital Markets – share one vision: to be the bank that defines great customer experience.

#### Personal & Commercial Canada

- Over seven million customers
- 914 branches across Canada
- 2.139 ABMs
- Telephone banking
- Online banking at bmo.com
- Offering a full range of products
- Comprehensive range of everyday banking needs as well as a full suite of commercial products

#### **Private Client Group**

 Offering a broad range of wealth management products and services including full-service and online brokerage, private banking, investment and insurance products

# Personal & Commercial United States

- Over three million customers
- 679 branches
- 1.353 ABMs
- Online and Telephone banking
- Offering a full range of products and services to consumers and businesses

#### **BMO Capital Markets**

- Serving corporate, institutional and government clients in Canada and the United States
- Offering complete financial solutions to clients around the world

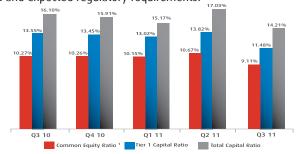
## Highly-rated Canadian Financial Institution

	Bank of Montreal	BMO Covered Bonds			
DBRS	AA/R-1(High)/Stable <sup>1</sup>	AAA			
Fitch	AA-/F1+/Stable <sup>1</sup>	AAA			
Moody's	Aa2/P-1/Stable <sup>1</sup>	Aaa			
Standard & Poor's	A+/A-1/Stable <sup>1</sup>	AAA			

<sup>1</sup> Long-term rating / short-term rating / outlook

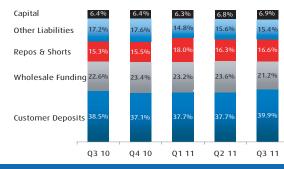
# Strong Capital Base (Basel II)

BMO remains committed to maintaining strong capital ratios that meet both current and expected regulatory requirements.



 $<sup>^1</sup>$  Common equity ratio equals regulatory common equity less Basel II capital deductions divided by RWA. This ratio is also referred to as the Tier 1 common ratio

# Balance Sheet Funding Strong Funding Position

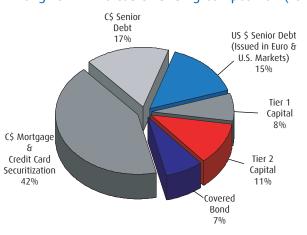


BMO's large base of customer deposits, along with our strong capital base, reduces reliance on wholesale funding.

Our wholesale funding principles seek to match the term of assets with the term of funding. In addition, our wholesale funding is diversified by customer, type, market, maturity term, currency and geographic region.

# **Diversified Long-Term Wholesale Funding Sources**

Long-Term Wholesale Funding Composition (Total: \$63.9B as of July 31st, 2011)

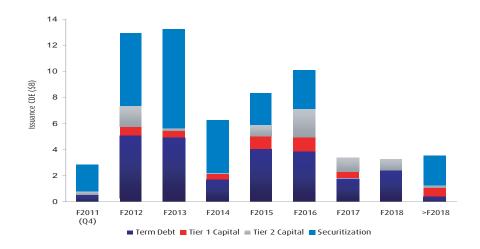


BMO diversifies its funding sources by market, instrument, currency and term and accesses the market through various platforms, including:

- O Programs:
  - ► European Note Issuance Program
  - Canadian Base Shelf Program
  - ► Global Covered Bond Program
  - US MTN Program
- Additional Sources:
  - Securitization: Mortgages (Canadian Mortgage Bond Participation and MBS) and Credit Card ABS
  - Canadian Senior (unsecured) deposits

BMO establishes maturity guidelines by market and term

Our wholesale funding plan is integrated with the Bank's liquidity risk management framework.

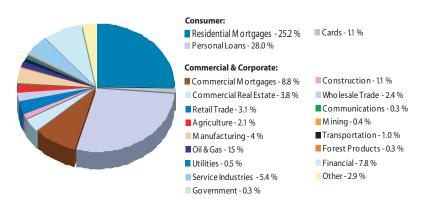


## **Loan Portfolio Distribution**

As at July 31, 2011

Gross Loans and Acceptances by Product and Industry

(Excluding Securities Borrowed or Purchased under Resale Agreements)

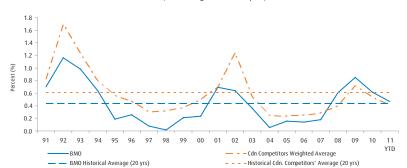


#### Total Gross Loans and Acceptances (Excluding Securities Borrowed or Purchased under Resale Agreements)

(\$B)	Canada	U.S.	Other	Total	
Consumer					
Residential	45	8	-	53	25%
Consumer Loans	45	13	-	58	28%
Cards	2	-	-	2	1%
Total Consumer	92	21	-	113	54%
Commercial	40	26	-	66	32%
Corporate	9	11	8	28	14%
Total	141	58	8	207	100%

## **Credit Performance**

Specific Provision for Credit Losses as a % of Average Net Loans and Acceptances (excluding reverse repos)



- On July 5, 2011, BMO completed the acquisition of Marshall & Ilsley Corporation (M&I) for consideration of approximately \$4.0 billion in the form of approximately 67 million common shares issued to M&I shareholders.
- M&I Bank combined with Harris to form BMO Harris Bank.
- The acquisition of M&I added \$29 billion of loans, after adjustment for future expected losses, and \$34 billion of deposits.
- M&I's activities are primarily reflected in our P&C U.S., PCG and Corporate Services segments, with a small amount included in BMO Capital Markets

# **Contact Information**

BMO Financial Group 100 King Street West 1 First Canadian Place, 18th Floor Toronto, ON M5X 1A1 Viki Lazaris – Senior Vice President, Investor Relations Tel: 416-867-6656, email: viki.lazaris@bmo.com

Michael Chase - Director, Investor Relations Tel: 416-867-5452, email: michael.chase@bmo.com

Investor Relations Fax: 416-867-3367

Cathy Cranston –
Senior Vice President,
Financial Strategy & Treasurer
Tel: 416-867-3834,

email: cathy.cranston@bmo.com

http://www.bmo.com/investorrelations

