## **Our Vision**

To be the bank that defines great customer experience

# **Our Guiding Principle**

We aim to deliver top-tier total shareholder return and balance our commitments to financial performance, our customers and employees, the environment and the communities where we live and work

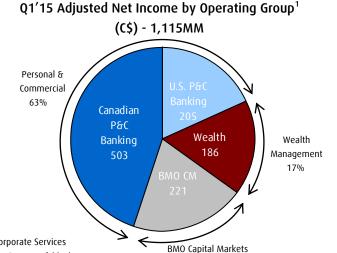
## Who We Are

Established in 1817, BMO Financial Group is a highly diversified financial services provider based in North America. With total assets of \$672 billion and more than 47,000 employees, BMO provides a broad range of retail banking, wealth management and investment banking products and services to more than 12 million customers

## **Our Strategic Priorities**

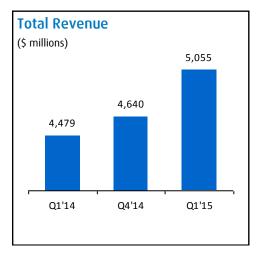
- 1. Achieve industry-leading customer loyalty by delivering on our brand promise.
- 2. Enhance productivity to drive performance and shareholder value
- 3. Leverage our consolidated North American platform to deliver quality earnings growth
- 4. Expand strategically in select global markets to create future growth
- 5. Ensure our strength in risk management underpins everything we do for our customers

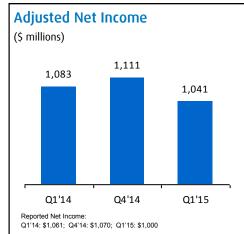
**Diversified Business Mix with Retail Focus** ~80% of Adjusted Net Income from retail business<sup>1</sup>



20%

<sup>1</sup> Excludes Corporate Services adjusted net income of \$(74)MM





# BMO at a Glance (as at January 31, 2015)

2<sup>nd</sup> largest Canadian bank by retail branches in Canada and the U.S.

8 <sup>th</sup> largest	bank in	North America	as measured	by Assets
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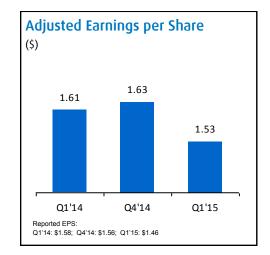
Total Assets	\$672B
Deposits	\$430B
Loans	\$318B
Bank Branches	1,538
Automated Banking Machines (ABMs)	4,341
Annual Dividends declared per share **	\$3.20

\* Source: Bloomberg as at January 31, 2015

\*\* Annualized based on Q2 15 declared dividend of \$0.80 per share

Share Information	
Stock Symbol	BMO
Exchanges	TSX, NYSE
Market Capitalization (as at January 31, 2015)	\$47.2B
Common Shares Outstanding (end of period)	647.0MM

Credit Ratings (Senior Debt / Outlook)			
Moody's	Aa3 / Negative	Fitch	AA- / Stable
S&P	A+ / Negative	DBRS	AA / Stable



# **Operating Group Overview**

# Q1 F2015 Fact Sheet

## Canadian Personal & Commercial Banking

- O More than seven million customers, 900 branches and over 3,000 ABMs
- O Strong competitive position in commercial banking, ranked second in Canadian business banking loan market share for small and medium-sized loans
- O Helping customers make the right financial decisions as they do business through their channel of choice: in branches, on mobile devices, online, over the telephone, or through ABMs

#### 01 2015 Hiahliahts

- O Adjusted net income up 4% Y/Y as revenues increased reflecting higher balances and fees
- O Loan growth of 4% and deposit growth of 7% Y/Y



## **U.S. Personal & Commercial Banking**

- O More than two million customers, ~600 branches and over 1,300 ABMs
- Strong deposit market share positions; Ranked 2nd in Chicago area with 12.1% market share and in Wisconsin with 13.6% in 2014
- O Serving customers through branches, contact centres, online and mobile banking platforms across eight states

#### Q1 2015 Highlights

- Adjusted net income up 3% Y/Y and 5% Q/Q; adjusted pre-provision, pre-tax earnings up 6% Y/Y
- Adjusted operating leverage of 2.9%; Efficiency ratio of 63.2%: better by 190 bps Y/Y
- O Good volume growth with loans up 10% Y/Y

## Wealth Management

- O Serves a full range of client segments, from mainstream to ultra-high net worth and institutional, with a broad offering of wealth management products and solutions including insurance products
- Global business with an active presence in markets across Canada, the United States, Europe and Asia
- O Lines of business include: BMO Nesbitt Burns, BMO InvestorLine, BMO Private Banking, BMO Global Asset Management, and BMO Insurance

#### Q1 2015 Highlights

- Traditional wealth earnings up 28% Y/Y driven by good organic growth as well as growth from the acquired F&C business
- Insurance earnings of \$31MM or \$72MM excluding a \$41MM after-tax charge from movement in interest rates
- AUA/AUM \$852B up 43% Y/Y

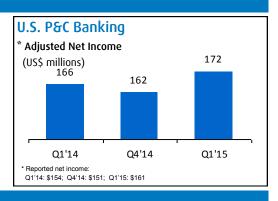
# **BMO Capital Markets**

- O BMO Capital Markets is a North American-based financial services provider offering a complete range of products and services to corporate, institutional and government clients
- O Approximately 2,400 professionals in 29 locations around the world, including 16 offices in North America

## Q1 2015 Highlights

- Adjusted net income down 20% Y/Y as good trading revenue was more than offset by credit and funding valuation adjustments and lower Investment and Corporate Banking revenue, in part due to lower securities gains
- O Adjusted net income up 15% Q/Q mainly due to higher trading revenue

	Lisa Hofstatter	BMO Financial Group	Corporate Service	e net income / (le
Contact	Managing Director, Investor Relations	100 King Street West	Operating Group	
	Tel: 416-867-7019   Fax: 416-867-3367	1 First Canadian Place	(C\$ millions) 01'15	Adjusted (\$74)
Information	Email: lisa.hofstatter@bmo.com	18th Floor	Q4'14	(\$74)
	http://www.bmo.com/investorrelations	Toronto, ON M5X 1A1	Q1′14	(\$41)
	http://www.bmo.com/investorrelations	Toronto, ON M5X 1A1	Q1′14	(\$41)

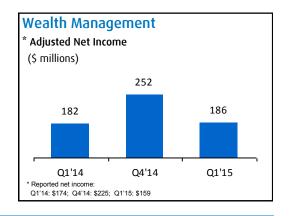


Q4'14

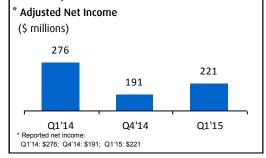
Q1'14 Reported net income

Q1'14: \$485; Q4'14: \$526; Q1'15: \$502

Q1'15



# **BMO Capital Markets**



Corporate Service	net income / (loss)	<ul> <li>not included in</li> </ul>
Operating Group	Net income:	
(C\$ millions)	Adjusted	Reported
Q1′15	(\$74)	(\$74)
Q4'14	(\$41)	(\$41)
Q1′14	(\$41)	(\$41)