#### **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

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

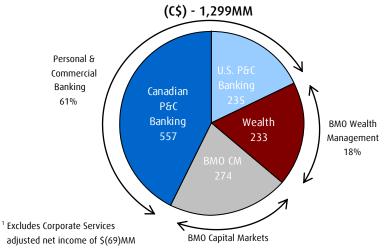
2<sup>nd</sup> largest Canadian bank by retail branches in Canada and the U.S.

8 <sup>th</sup> largest bank in North America as measured by Assets <sup>1</sup>	
Total Assets	\$672B
Deposits	\$448B
Loans	\$329B
Bank Branches	1,537
Automated Banking Machines (ABMs)	4,775
Annual Dividends declared per share <sup>2</sup>	\$3.28

<sup>&</sup>lt;sup>1</sup> Source: Bloomberg as at July 31, 2015

# **Diversified Business Mix with Retail Focus**Over 75% of Adjusted Net Income from retail business<sup>1</sup>

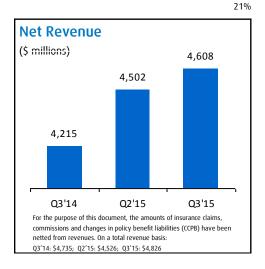
### Q3'15 Adjusted Net Income by Operating Group<sup>1</sup>

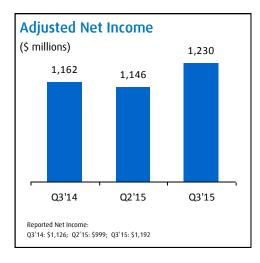


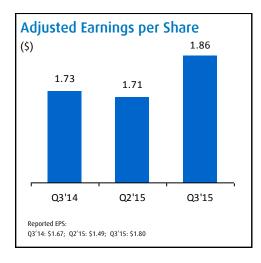
Share InformationStock SymbolBMOExchangesTSX, NYSEMarket Capitalization (as at July 31, 2015)\$46.9BCommon Shares Outstanding (end of period)642.3MM

Credit Ratings (Senior Debt / Outlook³)			
Moody's	Aa3 / Negative	Fitch	AA- / Stable
S&P	A+ / Negative	DBRS	AA / Negative

<sup>&</sup>lt;sup>3</sup> Fitch has a stable outlook on BMO's long-term credit ratings, while Moody's and Standard and Poor's have a negative outlook on the ratings of BMO and other Canadian banks in response to the federal government's proposed bail-in regime for senior unsecured debt. On May 20, 2015, DBRS changed the trend on six Canadian Banks, including BMO, to negative from stable due to their evolving view on government support.







<sup>&</sup>lt;sup>2</sup> Annualized based on Q4 15 declared dividend of \$0.82 per share

## **Operating Group Overview**

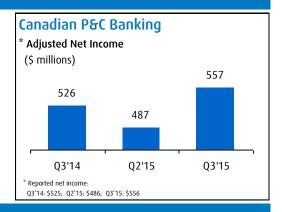
## Q3 F2015 Fact Sheet

#### Canadian Personal & Commercial Banking

- O More than seven million customers, over 900 branches and more than 3,400 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
- O Recognized for the third consecutive year by the global financial services research firm Celent with a 2015 Model Bank Award for excellence in the digital banking category

#### Q3 2015 Highlights

- O Good net income growth of 6% Y/Y
- O Continued strong deposit growth up 6% Y/Y

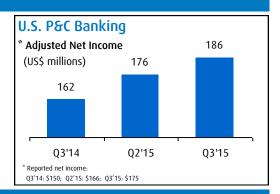


### U.S. Personal & Commercial Banking

- O More than two million customers, ~600 branches and over 1,300 ABMs
- O 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

#### Q3 2015 Highlights

- O Net income up 36% in Canadian dollars, 15% in source currency with good loan growth and credit performance
- O Good core C&I loan growth, up 14% and core CRE portfolio up 14% Y/Y

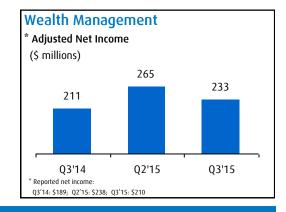


#### **BMO Wealth Management**

- 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
- O 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
- O Named Best Wealth Management in Canada by Global Banking and Finance Review for the second consecutive year

#### Q3 2015 Highlights

- O Total adjusted net income growth of 10% Y/Y
- O Good growth in Traditional Wealth net income up 8% Y/Y
- O Insurance net income up 16% Y/Y as prior year results impacted by movements in interest rates
- AUM/AUA \$879B up 13% Y/Y

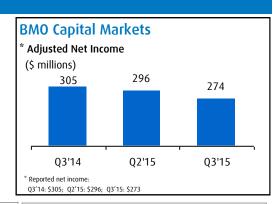


#### **BMO Capital Markets**

- 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
- Approximately 2,300 professionals in 30 locations around the world, including 16 offices in North America
- O Named a 2015 Greenwich Share Leader in Canadian Equity Trading Share and in Canadian Equity Research/ Advisory Vote Share, as well as a 2015 Greenwich Quality Leader in Canadian Equity Sales and Corporate **Access Quality**

#### Q3 2015 Highlights

- Results reflect stable revenue and focus on expenses offset by higher provisions
- O Expenses well managed, down 1% Y/Y and flat Q/Q, excluding the impact of the stronger U.S. dollar



## Contact Information

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Corporate Service net income / (loss) - not included in Operating Group Net income:					
(C\$ millions)	Adjusted	Reported			
Q3′15	(\$69)	(\$69)			
Q2′15	(\$121)	(\$227)			
Q3'14	(\$54)	(\$54)			