

Our Strengths and Distinctions

Our goal is to be a leading provider of investment research. BMO Capital Markets' research effort reflects a long tradition of independence and innovation.

Investors can expect us to:

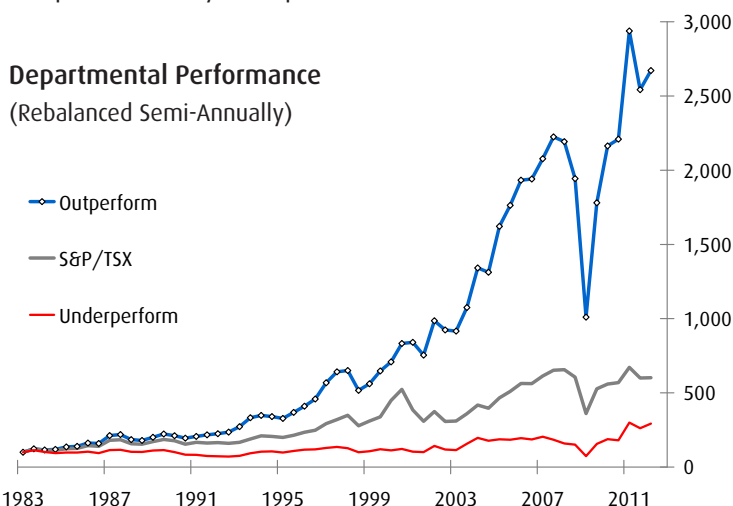
- Provide independent investment advice
- Cover more Canadian companies than any other firm
- Provide a diversified research product including coverage of U.S. and international stocks
- Be a front-runner in publishing research
- Measure the value-added of our recommendations
- Put forth creative and proprietary investment ideas
- Continue to be innovative in our approach to research.

With 63 analysts, we cover over 950 companies: over 500 in the U.S., over 300 in Canada and the rest internationally.

Performance Measured

For 29 years, BMO Capital Markets has measured the performance of our stock recommendations on a semi-annual basis. We track the performance of all Outperforms (5- and 4-rated stocks in our prior rating system) based on the ratings and prices in our September and March *Red Books*. This creates a transparent and verifiable database to measure the department's value-added. This equal-weighted list of recommendations has outperformed the S&P/TSX Composite Index by 5.6% per annum since March 1983.

Departmental Performance (Rebalanced Semi-Annually)



Note: To March 2012; Analysis performed semi-annually based on March and September *Red Book* pricing dates. Source: BMO Capital Markets

July 2012

Ian de Verteuil
Global Head of Research

Paul Campbell
Head, Equity Research

Starmine

The *Globe & Mail* and Starmine presented the Top Analysts of 2012 for Canada. BMO Capital Markets received a total of 7 awards, with 5 analysts ranked in the Top 3 of their sectors.

Earnings Estimates by Industry

- **Stephen Atkinson** ranked 2nd for Paper & Forest Products
- **Joel Jackson** ranked 2nd for Chemicals & Utilities
- **Peter Sklar** ranked 3rd for Auto Components

Industry Stock Pickers

- **Tim Casey** ranked 2nd for Media
- **Peter Sklar** ranked 2nd for Auto Components
- **Stephen Atkinson** ranked 3rd for Paper & Forest Products
- **Peter Rhomey** ranked 3rd for Telecommunications Services

The Financial Times & Starmine presented the Top Analysts of 2012 for US. BMO Capital Markets received a total of 6 awards, with 6 analysts ranked in the Top 3 of their sectors.

Earnings Estimates by Industry

- **Jeffrey Silber** ranked 1st for Diversified Consumer Services
- **Stephen Atkinson** ranked 2nd for Paper & Forest Products
- **Philip Juhan** ranked 2nd for Restaurants
- **Kenneth Zaslow** ranked 3rd for Food Products

Industry Stock Pickers

- **Gerrick Johnson** ranked 1st for Leisure Equipment & Products
- **Carl Kirst** ranked 1st for Oil, Gas & Consumable Fuels

To add a global perspective to the StarMine results, *The Australian Financial Review* recognized BMO's David Haughton for placing third in earnings estimates for the Metals & Mining sector in the Australia-New Zealand region.

Greenwich

In the 2012 Canadian Greenwich Associates Quality Leaders ratings, BMO Capital Markets is a Top 3 firm for market share and reputational franchise.

Brendan Wood Survey

BWI has ranked our Canadian Research team #1 for 29 of the past 31 years. In its 2011 survey of institutional investors, independent consulting firm Brendan Wood International (BWI), BMO Capital Markets was awarded with the following All-Star rankings:

BWI All-Star Team Rankings

- **Agriculture, Chemicals & Fertilizers** ranked 2nd
- **Base Metals & Minerals** ranked 2nd
- **Diversified Financials** ranked 2nd
- **Index Analysis** ranked 2nd
- **Industrial Products** ranked 1st
- **Insurance** ranked 2nd
- **O&G Large Cap** ranked 1st
- **Precious Metals Small/Mid Cap** ranked 1st
- **Real Estate REITs** ranked 2nd
- **Small Cap Special Situations** ranked 2nd
- **Transportation & Environment** ranked 3rd
- **Economics** ranked 3rd

BWI All-Star Analyst Rankings

- **John Reucassel** ranked 2nd in Diversified Financials
- **Sherry Cooper** ranked 3rd in Economics
- **Mark Steele** ranked 2nd in Index Analysis
- **Fadi Chamoun** ranked 3rd in Industrial Products
- **Peter Sklar** ranked 2nd in Industrial Products
- **Tom MacKinnon** ranked 2nd in Insurance
- **Randy Ollenberger** ranked 1st in O&G Large Cap
- **Andrew Kaip** ranked 2nd in Precious Metals Small/Mid Cap
- **Karine MacIndoe** ranked 2nd in Real Estate REITs
- **Fadi Chamoun** ranked 3rd in Transportation

Institutional Investor

“All American Research Team”

In the 2011 poll, five BMO analysts rank among the top 10 within their specific industry groups. BMO ranked 16th overall, up two ranks from 18th the prior year, and driven by a score gain of over 12%. This was the sixth-largest gain among the top 20 firms. Carl Kirst (Natural Gas) and Jeff Silber (Business, Education, & Professional Services) were both ranked as “Published Leaders.”

Best on the Street

In the 19th *Wall Street Journal* Best on the Street survey, BMO Capital Markets placed 5th overall with 43 qualifying analysts, and six total awards. In addition, we had three #1 finishes, which tied with two other firms as having the most #1 rankings. Our performance reinforces our excellence in quantitative analysis that we provide to our clients.

- **Dan Salmon** ranked 3rd of 22 analysts for Advertising & Publishing, his second appearance in the survey.
- **Andrew Kaip** ranked 3rd of 93 analysts for Mining & Metals, his first appearance in the survey.
- **John D. Morris** ranked 4th of 59 analysts for Retailers: Broad Line & Apparel, his fourth appearance in the survey.
- **Karen Short** ranked 1st of 18 analysts for Retailers: Food & Drug, her first appearance in the survey.
- **Carl Kirst** ranked 1st of 67 analysts for Utilities, his first appearance in the survey.

The survey identifies the Top 5 analysts in each of 44 industries based on stock picking. Data were assembled by FactSet and identified more than 2,000 analysts at nearly 300 firms. To be eligible, analysts had to have followed at least five stocks in an industry sector during the year. The WSJ survey takes the stock-price performance on an absolute-return basis, and ranks winners according to portfolio performance.

Our consistent top ranking in this and other independent surveys confirms our excellence and commitment to industry-leading investment research.