FORWARD-LOOKING STATEMENTS

CAUTION REGARDING FORWARD-LOOKING STATEMENTS
Bank of Montreal’s public communications often include written or oral forward-looking statements. Statements of this type are included in this presentation, and may be included in filings with Canadian securities regulators or the U.S. Securities and Exchange Commission, or in other communications. All such statements are made pursuant to the ‘safe harbor’ provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may involve, but are not limited to, comments with respect to our objectives for 2005 and beyond, our strategies or future actions, our targets, expectations for our financial condition or share price, and the results of or outlook for our operations or for the Canadian and U.S. economies.

By their nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that predictions and other forward-looking statements will not prove to be accurate. We caution readers of this document not to place undue reliance on our forward-looking statements as a number of factors could cause actual future results, conditions, actions or events to differ materially from the targets, expectations, estimates or intentions expressed in the forward-looking statements.

The future outcomes that relate to forward-looking statements may be influenced by many factors, including but not limited to: global capital market activities; interest rate and currency value fluctuations; the effects of war or terrorist activities; the effects of disease or illness that impact on local, national or international economies; the effects of disruptions to public infrastructure, such as transportation, communications, power or water supply disruptions; industry and worldwide economic and political conditions; regulatory and statutory developments; the effects of competition in the geographic and business areas in which we operate; management actions; and technological changes. We caution that the foregoing list of factors is not exhaustive and that when relying on forward-looking statements to make decisions with respect to Bank of Montreal, investors and others should carefully consider these factors, as well as other uncertainties and potential events, and the inherent uncertainty of forward-looking statements. Bank of Montreal does not undertake to update any forward-looking statement, whether written or oral, that may be made, from time to time, by the organization or on its behalf.
OTHER REPORTING MATTERS

CAUTION REGARDING NON-GAAP MEASURES
Bank of Montreal uses both GAAP and non-GAAP measures to assess performance. Securities regulators require that companies caution readers that earnings and other measures adjusted to a basis other than GAAP do not have standardized meanings under GAAP and are unlikely to be comparable to similar measures used by other companies.

Reconciliations of GAAP to non-GAAP measures as well as the rationale for their use can be found in Bank of Montreal’s quarterly Press Release, MD&A and in its Annual Report to Shareholders.

Non-GAAP results or measures include revenue, taxes and productivity results and measures that use Taxable Equivalent Basis (teb) amounts, cash-based profitability and productivity measures, Net Economic Profit and results and measures that exclude significant items.

GAAP METHODOLOGY
Unless otherwise indicated, all GAAP measures are reported in accordance with Canadian GAAP. A reconciliation of Canadian GAAP to U.S. GAAP can be found in Bank of Montreal’s quarterly Financial Statements and Supplementary Package and in its Annual Report to Shareholders.

QUIET PERIOD
Bank of Montreal is currently in its “Quiet Period” which will end when it reports Q4 2005 results on Tuesday, November 29, 2005. At that time, we will discuss Bank of Montreal’s earnings and targets.

A LEADING NORTH AMERICAN FINANCIAL INSTITUTION

- Consistent and focused North American growth strategy that is working
  - Proven capacity to achieve targeted growth from our existing solid U.S. platform and strong Harris brand
  - Presence in some of the most lucrative markets in the U.S.
BANK OF MONTREAL (BMO)

- 4th largest bank in Canada measured by market cap
- 100% ownership of Harris Bank

<table>
<thead>
<tr>
<th>Listings:</th>
<th>NYSE, TSX (Ticker: BMO)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share Price at Oct. 31/05:</td>
<td>NYSE - US$49.02; TSX - C$57.81</td>
</tr>
<tr>
<td>Market Cap1:</td>
<td>C$29 billion (US$24* billion)</td>
</tr>
<tr>
<td>Total Assets1:</td>
<td>C$290 billion (US$237* billion)</td>
</tr>
<tr>
<td>F2004 Net Income:</td>
<td>C$2.3 billion (US$1.8* billion)</td>
</tr>
<tr>
<td>F2004 ROE:</td>
<td>19.4%</td>
</tr>
<tr>
<td># of Employees:</td>
<td>Over 34,000</td>
</tr>
</tbody>
</table>

* Balances stated in Canadian Dollars. F2004 average exchange rate: Cdn to U.S. 1.3131, 2005 YTD average exchange rate 1.2261
1 As at Q3 F2005 - July 31

REASONS TO BUY / HOLD BMO

- Track record for stability, earnings consistency and strong dividend growth
- Commitment to ongoing efficiency ratio improvement. Cash efficiency ratio improved 480 bps from F2002 to Q3 F2005
- Prudence and expertise in credit risk management
- Balanced approach to capital management
  - Tier 1 Capital Ratio of 9.39% as at Q3 F2005
- Shareholder-friendly incentive compensation

P/E Ratios *

<table>
<thead>
<tr>
<th>P/E Ratios</th>
<th>BMO 12.9x</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Canadian Banks 15.4x</td>
</tr>
<tr>
<td></td>
<td>U.S. Major Regionals &amp; Money Centers 14.1x</td>
</tr>
</tbody>
</table>

* Source: First Call, November 9, 2005, External Research

Dividends Declared per Share (C$)

CAGR = 13%

<table>
<thead>
<tr>
<th>Dividends Declared per Share (C$)</th>
<th>F00 1.00</th>
<th>F01 1.12</th>
<th>F02 1.20</th>
<th>F03 1.34</th>
<th>F04 1.59</th>
<th>F05 1.85</th>
</tr>
</thead>
</table>

Cash Efficiency Ratio (%)

<table>
<thead>
<tr>
<th>Cash Efficiency Ratio (%)</th>
<th>F02 68.0</th>
<th>F03 65.4</th>
<th>F04 63.8</th>
<th>YTD Q3 05 63.2</th>
</tr>
</thead>
</table>
**INVESTOR CONFERENCE - NOVEMBER 15 • 05**

**INVESTOR CONFERENCE - NOVEMBER 15 • 05**

**PRIORITIES FOR CAPITAL DEPLOYMENT**

- Fund organic growth
  - De novo branch construction in Chicago
  - Increased credit utilization
- Acquisitions
- Dividends and share buybacks

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**INGRAINED CREDIT CULTURE & SUPERIOR ASSET QUALITY**

Specific PCL as a % of Average Net Loans and Acceptances (including Reverse Repos)

<table>
<thead>
<tr>
<th>%</th>
<th>BMO</th>
<th>Canadian Competitors</th>
</tr>
</thead>
<tbody>
<tr>
<td>F2004</td>
<td>.04</td>
<td>.29</td>
</tr>
<tr>
<td>Q2/05</td>
<td>.11</td>
<td>.17</td>
</tr>
<tr>
<td>Q3/05</td>
<td>.17</td>
<td>.24</td>
</tr>
<tr>
<td>15 yr av.</td>
<td>.39</td>
<td>.61</td>
</tr>
</tbody>
</table>

BMO’s Canadian competitors include: RBC, BNS, CIBC, TD and National

15 yr av. - 1990 to 2004
BMO IS A HIGH-RETURN, LOW-RISK BANK

**Worldwide RRTSR* (%) 2000 - 2004**

<table>
<thead>
<tr>
<th>Bank</th>
<th>RR TSR* (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BNS</td>
<td>13.9</td>
</tr>
<tr>
<td>BMO</td>
<td>12.9</td>
</tr>
<tr>
<td>Sallie Mae</td>
<td>12.1</td>
</tr>
<tr>
<td>RBC</td>
<td>11.1</td>
</tr>
<tr>
<td>Bank of America</td>
<td>10.4</td>
</tr>
<tr>
<td>Lehman Bros.</td>
<td>9.7</td>
</tr>
<tr>
<td>Royal Bank of Scot.</td>
<td>9.3</td>
</tr>
<tr>
<td>Washington Mutual</td>
<td>8.7</td>
</tr>
<tr>
<td>Barclays</td>
<td>8.2</td>
</tr>
<tr>
<td>ANZ</td>
<td>8.0</td>
</tr>
</tbody>
</table>

* Risk-adjusted Relative Total Shareholder Return (RRTSR) adjusts for risk and the impact of national markets

Source: Boston Consulting Group Analysis “Creating Value in Banking 2005”

![20 Year TSR Chart]

- BMO: 17.5%
- NA: 16.1%
- RBC: 16.3%
- CIBC: 16.6%
- TD: 17.0%
- BNS: 18.5%

Dividends as % of 20 Year TSR

<table>
<thead>
<tr>
<th>Bank</th>
<th>Dividends as % of 20 Year TSR</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO</td>
<td>31.2%</td>
</tr>
<tr>
<td>RBC</td>
<td>29.2%</td>
</tr>
<tr>
<td>CIBC</td>
<td>28.2%</td>
</tr>
<tr>
<td>BNS</td>
<td>25.7%</td>
</tr>
<tr>
<td>TD</td>
<td>22.7%</td>
</tr>
<tr>
<td>NA</td>
<td>31.1%</td>
</tr>
</tbody>
</table>

Calculated using compound growth rates as at October 31, 2004

ECONOMIC OUTLOOK

**Canada**

- Growth will be sustained through 2006 by firm consumer spending and rising business investment. Exports will be less constrained by the strong C$.
- Short-term interest rates, though expected to rise through 2006, will continue to support the economy
- Long bond yields are expected to rise through 2006

**U.S.**

- Interest rates will continue to rise near term on indications that growth is weathering the impact of the various hurricanes and attendant rise in oil prices
- The tightening will also reflect concern that higher energy prices will pressure inflationary expectations upwards
- Housing market and residential mortgage growth will cool due to earlier rate increases, but strong capital spending will support business loans
- Consolidation will continue in response to deregulation
LINES OF BUSINESS

Personal & Commercial Client Group (P&C)
- Over 8.5 million customers across Canada & the U.S.
- Over 1,000 branches in Canada & the U.S.
- Access to approximately 2,500 automated banking machines in Canada and the U.S.

Investment Banking Group (IBG)
- Bulge bracket firm in Canada, Mid-Market niche player in the U.S.
- M&A and restructuring advisory services
- Industry leading research, sales, and trading capability

Private Client Group (PCG)
- Full service and direct investing, Private Banking, Investment products
- C$87 billion in AUM and C$174 billion in AUA

Net Income by LOB¹ (C$MM)

F2004
- $227
- $832
- $582

YTD Q3 F2005
- $213
- $894
- $627

¹ Residual due to corporate areas

SYSTEMIC DIFFERENCES
Between Canadian and U.S. Banks

Canada
- Mature oligopoly: 6 chartered banks
- Single regulator
- Governed by the Bank Act
- Foreign ownership limits in place
- Integrated business model: customers purchase multiple products from one institution
- Residential mortgages are lower risk due to shorter terms and prepayment penalties borne by the individual. Lack of interest deductibility from income taxes. Mortgages retained on balance sheet
- Current government not permitting bank mergers amongst big banks

U.S.
- Fragmented market
- Multiple regulators
- Choice of State vs. National Charter allows flexibility in choosing regulatory environment and structuring operations
- Bank Holding Companies provide flexibility in structuring business activities
- Branch restrictions in U.S. and various limits on interstate expansion
- More likely to securitize residential mortgages as prepayment penalties borne by the bank
OPERATIONAL FOCUS

- Increase profits in broad-based Canadian franchise
- Accelerate expansion in the U.S.
- Pursue growth opportunities where we already enjoy competitive advantages and/or the market is rapidly expanding or transforming

<table>
<thead>
<tr>
<th>Canada</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Improve our position in the</td>
<td>Grow organically &amp; through</td>
</tr>
<tr>
<td>commercial market</td>
<td>acquisitions to be a leading player</td>
</tr>
<tr>
<td>Gain market share in the rapidly</td>
<td>in the personal and commercial</td>
</tr>
<tr>
<td>growing high net worth market</td>
<td>market in the U.S. Midwest and the</td>
</tr>
<tr>
<td>Increase our share of our clients’</td>
<td>corporate mid-market</td>
</tr>
<tr>
<td>investment banking business by</td>
<td>Selectively expand our wealth</td>
</tr>
<tr>
<td>delivering our full offering</td>
<td>management franchise</td>
</tr>
</tbody>
</table>

2005 STRATEGIC PRIORITIES

1. Achieve financial targets with a particular focus on productivity
2. Drive revenue growth by providing a superior client experience, earning a larger share of customers’ business
3. Continue to improve U.S. performance
4. Accelerate growth in the U.S. both organically and through acquisitions
5. Grow net income in Canada through operational efficiency and improved market share, accelerating our growth in commercial banking and wealth management
6. Build a high-performance organization by developing our people, living our values and being an employer of choice
7. Maintain our world-class foundation of leading governance, sound risk management, productive systems and excellent after sales service
BMO IN CANADA

- YTD F2005, P&C Canada represents:
  - 44% of Total Bank revenue
  - 46% of Total Bank net income
- BMO continues to rank 2nd in business banking market share for business loans $5MM and below
- Strong YTD performance in combined Personal & Commercial / Wealth Management (PCG) businesses
- BMO Nesbitt Burns #1 Ranked Research Team in Canada for the 25th consecutive year

SUCCESSFULLY COMPETING IN THE U.S.

- Harris
  - Brand image and reputation
  - Well-positioned branch distribution and access
  - Strong customer orientation and culture
  - Mid-market focus
  - Attractive client base, strong long-term relationships
  - Customized coverage model
  - Focused, disciplined strategy execution

- Through Harris Private bank full product offering - trust and investment, financial planning, banking, estate planning
- Distribution capabilities within Harris Bank branches
- High relative client retention resulting from superior customer service

<table>
<thead>
<tr>
<th>PCG</th>
<th>P&amp;C</th>
<th>IBG</th>
</tr>
</thead>
<tbody>
<tr>
<td>425</td>
<td>650</td>
<td>976</td>
</tr>
<tr>
<td>308</td>
<td>550</td>
<td>776</td>
</tr>
</tbody>
</table>
INTEGRATION MAKES A DIFFERENCE

- All three lines of business work closely together
- Earn a larger share-of-wallet and drive revenue growth through increased referrals and cross-sell and continue to improve productivity
- One Harris initiative to provide exceptional customer service by leveraging the full capabilities of the organization to meet a broad range of customer needs
OUR GOAL

- To become the leading P&C Bank in the U.S. Midwest
- Strong brand equity based on service excellence and trust
- Relationship-focused, community-banking business model
- Management focus:
  - Same branch revenue growth
  - Customer loyalty leadership
  - Share of wallet growth
  - Acquisition integration and value

Net Promoter Score

![Net Promoter Score Chart]

CHICAGO AREA OVERVIEW
An attractive, growing and competitive retail banking market

- Chicago Metropolitan Statistical Area (MSA) key demographic indicators
  - Population growth in the second quartile of all U.S. MSAs
  - Median household income in the first quartile of all U.S. MSAs

Top 5 MSA Profile

<table>
<thead>
<tr>
<th>Top 5 MSA</th>
<th>Population (MM)</th>
<th># of Banks</th>
<th>Deposit share of top 6 competitors*</th>
</tr>
</thead>
<tbody>
<tr>
<td>New York</td>
<td>18.8</td>
<td>226</td>
<td>62%</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>13.0</td>
<td>159</td>
<td>57%</td>
</tr>
<tr>
<td>Chicago</td>
<td>9.5</td>
<td>274</td>
<td>48%</td>
</tr>
<tr>
<td>Dallas</td>
<td>5.9</td>
<td>149</td>
<td>60%</td>
</tr>
<tr>
<td>Philadelphia</td>
<td>5.8</td>
<td>173</td>
<td>69%</td>
</tr>
</tbody>
</table>

* Unadjusted deposit market share as of June 30, 2005
Source: SNL database, FDIC
### MARKET SHARE INFORMATION

<table>
<thead>
<tr>
<th>Branches</th>
<th>2004 Share</th>
<th>2005 Share</th>
<th>1 Year Growth</th>
<th>5 Year Growth</th>
<th>Deposits per Branch ($M) 2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chase</td>
<td>287</td>
<td>11.1</td>
<td>10.5</td>
<td>1.9</td>
<td>37.7</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$ MM 17.3</td>
</tr>
<tr>
<td>Harris</td>
<td>172</td>
<td>9.1</td>
<td>8.5</td>
<td>0.4</td>
<td>45.5</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$ MM 14.2</td>
</tr>
<tr>
<td>LaSalle</td>
<td>140</td>
<td>7.2</td>
<td>7.6</td>
<td>3.2</td>
<td>4.9</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$ MM 12.4</td>
</tr>
<tr>
<td>Fifth Third</td>
<td>103</td>
<td>4.1</td>
<td>4.3</td>
<td>13.5</td>
<td>27.4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$ MM 6.4</td>
</tr>
<tr>
<td>Charter One</td>
<td>136</td>
<td>4.1</td>
<td>3.8</td>
<td>0.7</td>
<td>40.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$ MM 6.4</td>
</tr>
</tbody>
</table>

| Top 5 Share | % | 36.3 | 34.7 |
| Total Market | $ | 156.6 | 168.7 |
| Total Market Growth | % | 8.4 | 7.7 | 7.7 | 40.3 |

Source: www.fdic.gov as at June 30, 2005. Market share data for 8 counties: Cook, DuPage, Grundy, Kane, Kendall, Lake, McHenry, Will. Data adjusted to remove large corporate / wholesale deposits by subtracting the deposits of the main location to derive a proxy for retail and small business.

### U.S. P&C CORE OFFERING

#### Core Offering
- Consumer Deposits
- Consumer Loans
- Business Deposits
- Business Loans
- Cash Management Services
- Merchant Processing Services

#### Harris Partner Offering
- Private Banking
- Trust & Investment Management
- Large Corporate Banking
- Capital Markets

#### F2005 Q3 YTD Revenue
- Personal 58%
- Business 36%
- Other 6%
- Loans (Q3 2005 - US$14B)
- Mortgage 28%
- Indirect Auto 23%
- Business 26%
- Home Equity 20%
- Other 3%
PERSONAL BANKING OVERVIEW

- Strong growth in balances
  - Consumer loans up 20% F2004 vs. F2003; up 20% 2005 Q3 YTD
  - Consumer deposits up 3.9% F2004 vs. F2003; up 8.4% 2005 Q3 YTD
- Continued strong profitable growth in home equity lending with minimal losses
- Indirect auto lending #6 in market share in new cars (first 5 positions held by captives); #3 for used cars (behind one bank, one captive)
  - Successful expansion in Midwest; now in 10 states
  - Loan losses 75% below industry average

BUSINESS BANKING OVERVIEW

- Strong performance from 2001-2004
  - Added $1.0 billion in business banking loans
  - Added $800 million in business banking deposits
- Leverage brand equity, sales discipline and distribution capabilities; differentiated by our people and service quality
- Solid underwriting standards and lending processes enable stable earnings growth
- Strong #2 or #3 position in market segments
U.S. P&C COMPARED TO U.S. REGIONALS

- Regional banks benefit from treasury activities (at BMO, treasury function is centralized) and gains on sales of securities.

- Best way to compare to U.S. Regionals is to combine U.S. P&C with Investment Banking Group Mid-Market operations.

U.S. P&C vs. U.S. Regionals

- U.S. P&C Net Income (US$MM): 75, 64, 85, 75
- Mid-Market Efficiency Ratio (%): 59.3, 74.8, 77.0, 58.4

U.S. P&C BANKING DISTRIBUTION NETWORK

- Harris is well positioned:
  - Strong physical presence; 195 branches in Illinois and Northwest Indiana (as at October 31, 2005).
  - Community bank model.
  - Charter consolidation completed - common platform.
  - Streamlined back office operations.

- Future expansion from:
  - Targeted de novo branch expansion.
  - Acquisitions in the U.S. Midwest.
**U.S. P&C CUSTOMER BASE**

- Strong, above-market penetration in **Builder** and **Preserver** customer segments
- The Builders and Preservers have:
  - Highest average balances
  - Highest profitability
  - Broadest range of financial needs
  - Largest forecast growth

**BUSINESS BANKING SEGMENTATION**

**Business Banking Segment Opportunity Assessment**

- **Micro Business**
  - Harris offer:
    - Simplified standard products and services
    - Leverage retail network

- **Small Business**
  - Harris offer:
    - Integrated retail, wholesale and wealth services
    - Branch-based or centralized relationship management

- **Commercial Mid-Market**
  - Harris offer:
    - Advisory approach with skilled relationship managers
    - Complex and customized solutions

- **50-1MM to 100-100MM Business Revenues**
RISK MANAGEMENT

- Aligned with BMO risk management philosophy
- Harris success based on:
  - Structured and consistent application of criteria
  - Local market knowledge
- Consistent superior credit performance compared to peer groups

![Business Lending Net Losses (bps)]

<table>
<thead>
<tr>
<th>Year</th>
<th>U.S. P&amp;C</th>
<th>Lehman Peer Average</th>
<th>Chicagoland Peer Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2001</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2002</td>
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<td></td>
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<td>2003</td>
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<td></td>
</tr>
<tr>
<td>2004</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>YTD Q3 2005</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 Lehman Peer Average data not available YTD Q3 2005

BENEFITS OF CHARTER CONSOLIDATION

BEFORE

**Customer Experience**
- Difficult to transfer funds between accounts in different charters
- Individual ATM cards and statements required for accounts opened in different charters
- Special teller processing required for accounts serviced from different charter

**Infrastructure**
- Each charter bank has own
  - President
  - Board of Directors
  - Financial reporting
  - Compliance requirements
  - Processing bank on internal systems

AFTER

**Customer Experience**
- Able to seamlessly transact at any Harris Chicagoland banking location
- Management has more time to deal with customers by eliminating charter-related administration (finance and compliance)

**Acquisitions**
- Able to integrate future acquisitions quickly

**Infrastructure / Financials**
- Local leadership maintained with Presidents and community boards
- Direct expenses reduced across support functions (e.g. Finance, Compliance, Item processing)

26 Charters consolidated
U.S. P&C ACQUISITION HISTORY

<table>
<thead>
<tr>
<th>Acquisition</th>
<th>Year</th>
<th>Amount (US $MM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Harris Bank</td>
<td>1984</td>
<td>547</td>
</tr>
<tr>
<td>Barrington</td>
<td>1985</td>
<td>32</td>
</tr>
<tr>
<td>St. Charles &amp; Batavia</td>
<td>1988</td>
<td>26</td>
</tr>
<tr>
<td>Libertyville</td>
<td>1990</td>
<td>6</td>
</tr>
<tr>
<td>Frankfort</td>
<td>1990</td>
<td>17</td>
</tr>
<tr>
<td>Suburban Bancorp</td>
<td>1994</td>
<td>222</td>
</tr>
<tr>
<td>Household Int’l</td>
<td>1996</td>
<td>277</td>
</tr>
<tr>
<td>Joliet</td>
<td>2001</td>
<td>221</td>
</tr>
<tr>
<td>Lakeland</td>
<td>2004</td>
<td>37</td>
</tr>
<tr>
<td>NLSB</td>
<td>2004</td>
<td>235</td>
</tr>
<tr>
<td>Mercantile</td>
<td>2004</td>
<td>161</td>
</tr>
<tr>
<td>Edville **</td>
<td>2005</td>
<td>66</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>1,847</td>
</tr>
</tbody>
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* Edville Transaction anticipated to close by calendar year end 2005

ACQUISITION STRATEGY

- Target banks in Chicago area and the U.S. Midwest
- Advantages include deep market knowledge, the Harris brand with multiple lines of businesses, integration experience and completion of the charter consolidation
- Leading with P&C creates opportunities for both PCG and IBG
- Three key questions:
  - Is it a good strategic fit?
  - Is it a good cultural fit?
  - Is it a good financial fit?

Recent Acquisitions

- 2005 Edville Bankcorp, Inc. (scheduled to close by calendar 2005 year end)
- 2004 Mercantile National Bank
- New Lenox State Bank
- Lakeland Community Bank
- 2001 First National Bank of Joliet
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QUESTION & ANSWER

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