





RMO P Day -	IARRIS	вмо	Finar	icial Group		
CHICAGOLAND COMMUN	ITY REGION	S				
Notwest	For the purposes of calculating regional market share, Harris N.A. has divided the area into 9 regions, segmented by zip code: FDIC Market Share Data					
· · · · · · · · · · · · · · · · · · ·		30 - Jun - ()4			
	Region	Harris N.A. Regional Market Share Rank	# of Harris N.A. Branches	Harris N.A. Market Share		
	Central	1	10	8.7%		
Southwest Contrast	City	2	26	12.5%		
	North	2	12	10.0%		
	Northeast	5	17	7.2%		
Softest Softest	Northwest 1	1	20	16.3%		
	Far Southwest ²	1	23	27.6%		
	Southeast	3	18	6.9%		
	Southwest	1	23	14.8%		
	West	1	14	27.4%		
福 HARRIS	¹ Includes Lakeland ² Includes New Lenox			3		

BMO		DAY - JUNE 9 • 0		RRIS	вмо	Financia	d Group			
CEN	ITRAL REGI	ON		CI	CITY REGION					
O										
	FDIC Market Sh 30 - Jun -			FDIC Market Share Data ¹ 30 - Jun - 04						
Rank	Institution	# of Branches	Market Share	Rank	Institution	# of Branches	Market Share			
1	Harris N.A.	10	8.7%	1	LaSalle	45	27.4%			
2	Oak Brook	7	8.6%	2	Harris N.A.	26	12.5%			
3	Mid America	6	7.1%	3	Chase (BankOne)	69	6.3%			
4	Chase (BankOne)	16	7.0%	4	Bank of America	7	4.0%			
5	Charter One	13	6.9%	5	Corus	12	3.5%			
¹ Adjusting for an approximation of large, corporate deposits, market share rank for consumer/small business deposits is estimated as follows: 1) LaSalle 2) Chase (BankOne) 3) Bank of America 4) Citigroup 5) Charter One										

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NOF	NORTH REGION			NC	NORTHEAST REGION				
	FDIC Market Sh	are Data		FDIC Market Share Data					
	30 - Jun -	04		30 - Jun - 04					
Rank	Institution	# of Branches	Market Share	Rank	Institution	# of Branches	Market Share		
1	Chase (BankOne)	26	20.1%	1	Chase (BankOne)	33	13.9%		
2	Harris N.A.	12	10.0%	2	National City	11	13.1%		
3	Fifth Third	6	9.2%	3	Wintrust	17	8.5%		
4	LaSalle	13	9.0%	4	LaSalle	18	7.4%		
5	Citigroup	6	7.2%	5	Harris N.A.	17	7.2%		
	HARRIS	Тм					5		

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NOI	NORTHWEST REGION			FA	FAR SOUTHWEST REGION					
	FDIC Market Sh	are Data			FDIC Market Sh	are Data				
	30 - Jun -	04		30 - Jun - 04						
Rank	Institution	# of Branches	Market Share	Rank	Institution	# of Branches	Market Share			
1	Harris N.A.	20	16.3%	1	Harris N.A.	23	27.6%			
2	Wintrust	8	7.7%	2	First Midwest	16	20.0%			
3	Chase (BankOne)	26	6.7%	3	Chase (BankOne)	15	9.2%			
4	Elgin Financial	8	5.4%	4	Old Second	4	3.6%			
5	Home State	7	3.9%	5	Lauritzen Corp	3	3.5%			
	HARRIS	ТМ					6			

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SOUTHEAST REGION				SC	SOUTHWEST REGION				
	FDIC Market Sh	are Data		FDIC Market Share Data					
	30 - Jun ·	- 04		30 - Jun - 04					
Rank	Institution	# of Branches	Market Share	Rank	Institution	# of Branches	Market Share		
1	LaSalle	17	13.3%	1	Harris N.A.	23	14.8%		
2	Fifth Third	9	7.7%	2	Chase (BankOne)	25	13.8%		
3	Harris N.A.	18	6.9%	3	Old Second	13	10.7%		
4	First Midwest	12	5.7%	4	Fifth Third	23	7.5%		
4	Charter One	19	5.7%	5	Mid America	8	7.3%		
	HARRIS	тм					7		

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WE	ST REGION				
	FDIC Market Sh	are Data			
	30 - Jun -				
Rank	Institution	# of Branches	Market Share		
1	Harris N.A.	14	27.4%		
2	Chase (BankOne)	13	13.7%		
3	LaSalle	4	6.9 %		
4	Charter One	8	6.8%		
5	Itasca	1	6.0%		
	HARRIS	ТМ			8

