



**Strategic Overview Third Quarter 2003** 

**Tony Comper** *Chairman & CEO* 

Quarterly Investor Presentation August 26, 2003

### **Net Earnings Growth** \$MM 46% 504 399 398 346 Q3 Q4 Q1 Q2 2002 2003

### **Improving** BMO Fundamentals

- Rising performance across all three operating groups
- 18.0% ROE up 5.1 percentage points yearover-year



# Positive Results in a Challenging Environment

- Revenue up 9% year-over-year while expenses were flat
- Positive revenue trend in 2003.
- Sales-focused initiatives are producing results



### **Cash Productivity** % **Improved** 5.5% pts 68.1 <sup>68.8</sup> 66.6 66.0 62.6 Q3 Q4 Q1 Q2 Q3 2002 2003

# **Steadily Improving** Our Productivity Ratio

- Q3 cash productivity ratio improved 5.5 percentage points year-over-year
- All operating groups on track to meet targeted improvement of 150 - 200 bps in 2003
- Productivity continues to be our number one priority

## **Expect to Surpass** Annual Targets

Performance Measure	F2003 Target (ex. non-recurring items)	Revised F2003 Guidance (ex. non-recurring items)	Year-to-date Performance
EPS Growth*	10 – 15%	15 – 20%	28%
Return On Equity	14 – 15%	15 – 16%	15.8%
Provision For Credit Losses	At or below \$820MM	\$500MM or below	\$360MM
Tier 1 Capital	Minimum 8.0%	Minimum 8.0%	9.21%



<sup>\*</sup> Growth based on F2002 diluted EPS of \$2.76 and diluted cash EPS of \$2.91





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#### Forward-Looking Statements

#### **CAUTION REGARDING FORWARD-LOOKING STATEMENTS**

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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.

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