

BNIO Bank of Monireal









Risk Review Third Quarter 2003

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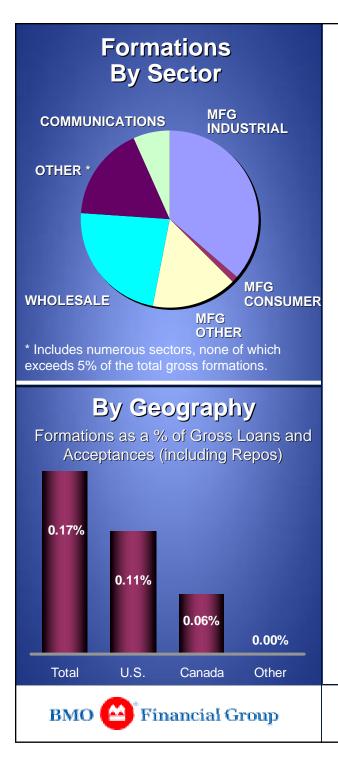
Quarterly Investor Presentation August 26, 2003

## Credit and Counterparty Risk Highlights

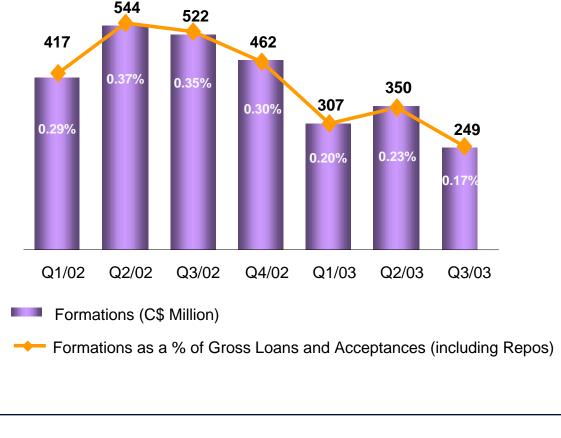
Continued improvement in overall credit quality

- Specific Provisions for Credit Losses (PCL's) were \$90 million for the quarter
- The impaired portfolio continues to be managed prudently and effectively
- Revised PCL Guidance for F2003: at or below \$500 million





## **Formations of Gross Impaired Loans** (GIL's) are down 29% from the previous quarter



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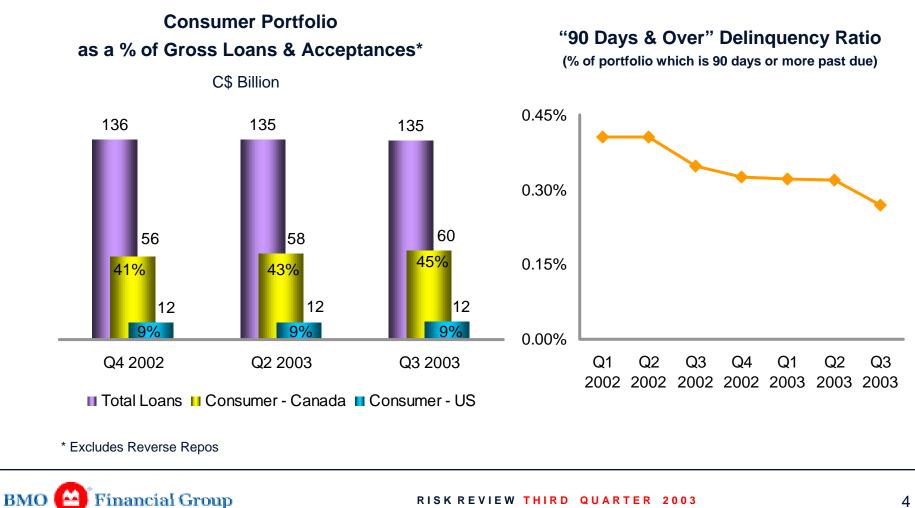
# *The Impaired Portfolio* continues to be managed proactively resulting in a relatively high level of repayments as well as significant sales activity this quarter

	(C\$ Million)	
	Q3 2003	YTD 2003
Repayments	270	552
Sales	108 <sup>*</sup>	178 <sup>**</sup>
Loans returned to performing status	13	89
Reductions in Impaired Loans & Acceptances	391	819
Write-offs	127	381
Total Reductions in GIL Balances	518	1,200

- \* Q3 sales of impaired loans are net of \$11 million in write-offs
- \*\* Total YTD sales of impaired loans and assets related to restructured loans are net of \$25 million in write-offs.

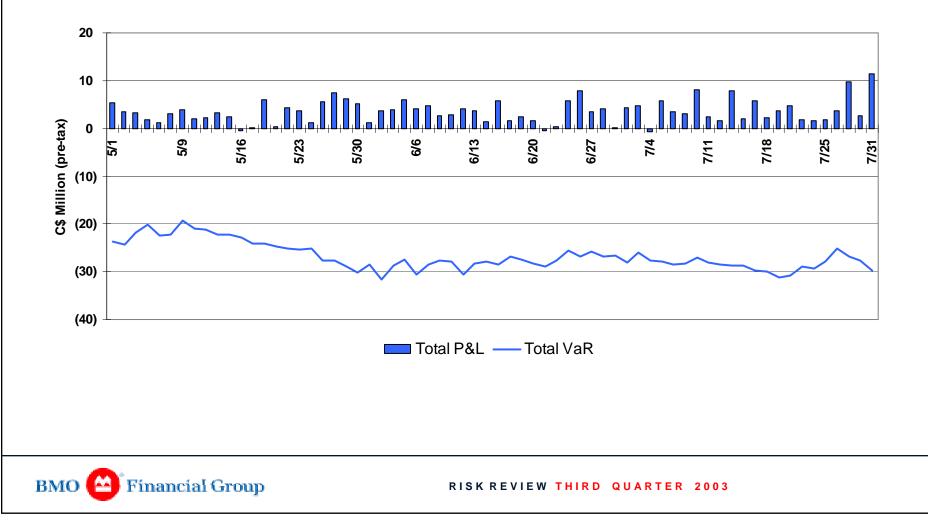


### *Consumer portfolios* represent a large and growing proportion of the loan book and continue to perform well



## *Trading and Underwriting* performance remained profitable during the quarter

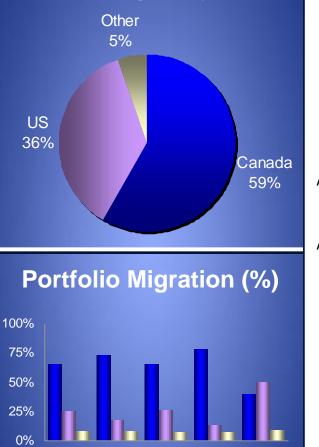
Daily P&L versus Value at Risk May 1, 2003 to July 31,2003



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#### Gross Loans & Acceptances by Geography



2002

Gross Impaired

2001

вмо 🤷

Q1

2003

Financial Group

Performing - "Investment Grade"
Performing - "Non-Investment Grade"

Q2

2003

Q3

2003

## Airlines and Aerospace

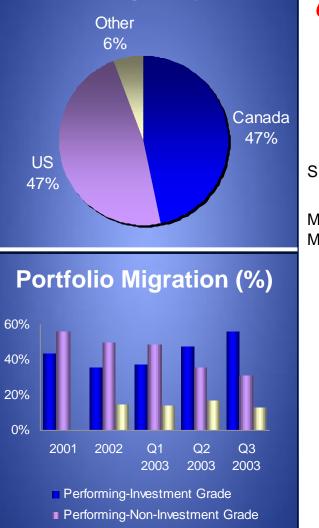
	C\$ Million as at July 31, 2003					
				Performing	-	
	Total Gross Loans & BA's	Gross Impaired	Net Impaired	"Investment Grade"	"Non- Investment Grade"	
Aircraft Manufacturing**	208	1	-	81	126	
Air Transportation	116	29	5	49	38	
Total	324*	30	5	130	164	

\* Represents 0.4% of the total loan portfolio (excluding reverse repos).

\*\* Includes exposure to aircraft manufacturing divisions of integrated transportation manufacturers.

(Airline and Aerospace data is included as part of the Transportation and Manufacturing categories in the Supplementary Financial Package. Refer to pages 26, 29 and 30.)

### Gross Loans & Acceptances by Geography



Gross Impaired

Financial Group

вмо 🤷

## Automotive Manufacturing and Supply

		C\$ Million as at July 31, 2003					
			_	Performir	ng Portfolio		
	Total Gross Loans & BA's	Gross Impaired	Net Impaired	"Investment Grade"	"Non-Investment Grade"		
Suppliers	481	80	67	250	151		
Motor Vehicle Manufacturing	138	-	-	97	41		
Total	619*	80	67	347	192		

\* Represents 0.5% of the total loan portfolio (excluding reverse repos).

(Refer to the Supplementary Financial Package pages 26, 29 and 30)

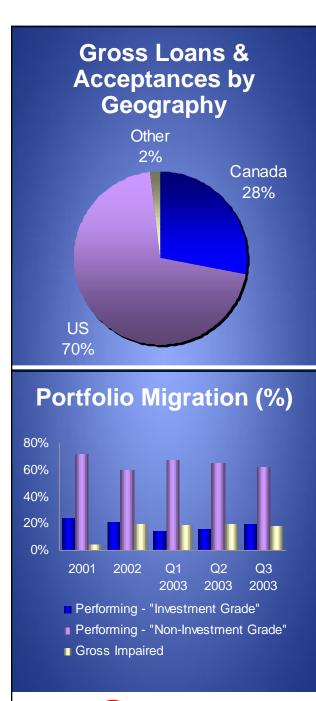
#### **Gross Loans &** Acceptances by Geography Other 14% Canada 27% US 59% **Portfolio Migration (%)** 80% 60% 40% 20% 0% 2002 2001 Q1 Q2 Q3 2003 2003 2003 Performing - "Investment Grade" Performing - "Non-Investment Grade" Gross Impaired вмо 🤛 Financial Group

## **Electric Power Generation**

	C\$ Million as at July 31, 2003					
				Performin	g Portfolio	
	Total Gross Loans & BA's	Gross Impaired	Net Impaired	"Investment Grade"	"Non- Investment Grade"	
Diversified	362	63	49	73	226	
PPA Projects	324	73	52	102	149	
Merchant Projects	202	124	37	-	78	
Regulated	102	-	-	22	80	
Total	990*	260	138	197	533	

\*Represents 0.7% of the total loan portfolio (excluding reverse repos).

(Refer to the Supplementary Financial Package pages 26, 29 and 30)



### **Communications**

	C\$ Million as at July 31, 2003					
				Performing	-	
	Total Gross Loans & BA's	Gross Impaired	Net Impaired	"Investment Grade"	"Non- Investment Grade"	
Long Haul Fibre	82	82	32	-	-	
Wireless	221	5	-	54	162	
Towers	93	20	20	-	73	
CLECs	17	17	8	-	-	
Other	388	34	21	118	236	
Telecom	801	158	81	172	471	
Cable	771	214	195	38	519	
Telecom and Cable	1,572	372	276	210	990	
Broadcasting	560	15	15	210	335	
Total	2,132 <sup>*</sup>	387	291	420	1,325	

\* Represents 1.7% of the total loan portfolio (excluding reverse repos).

(Refer to the Supplementary Financial Package pages 26, 29 and 30)



#### **Gross Loans &** Acceptances by Geography Other 0% US 30% Canada 70% **Portfolio Migration (%)** 70% 35% 0% 2001 2002 Q1 Q2 Q3 2003 2003 2003 Performing - "Investment Grade" Performing - "Non-Investment Grade" Gross Impaired BMO 🔛 Financial Group

## **Forest Products**

	C\$ Million as at July 31, 2003					
				Performing	g Portfolio	
	Total Gross Loans & BA's	Gross Impaired	Net Impaired	"Investment Grade"	"Non- Investment Grade"	
Forest Products Manufacturing	825	33	19	503	289	
Logging	128	30	17	58	40	
Total	953 <sup>*</sup>	63	36	561	329	

\* Represents 0.7% of the total loan portfolio (excluding reverse repos).

(Refer to the Supplementary Financial Package pages 26, 29 and 30)

## Hospitality and Recreation (Canada)

	C\$ Million as at July 31, 2003				
				Performin	g Portfolio
	Total Gross Loans & BA's	Gross Impaired	Net Impaired	"Investment Grade"	"Non- Investment Grade"
Amusement & Recreation	489	4	3	256	229
Accomodation and Eateries (excluding hotels)	388	12	10	158	218
Hotels	271	1	1	149	121
Total	1,148*	17	14	563	568

\*Represents 0.8% of the total loan portfolio (excluding reverse repos).

(Hospitality and Recreation is included as part of the Commercial Real Estate and Service Industry categories in the Supplementary Financial Package. Refer to pages 26, 29 and 30.)



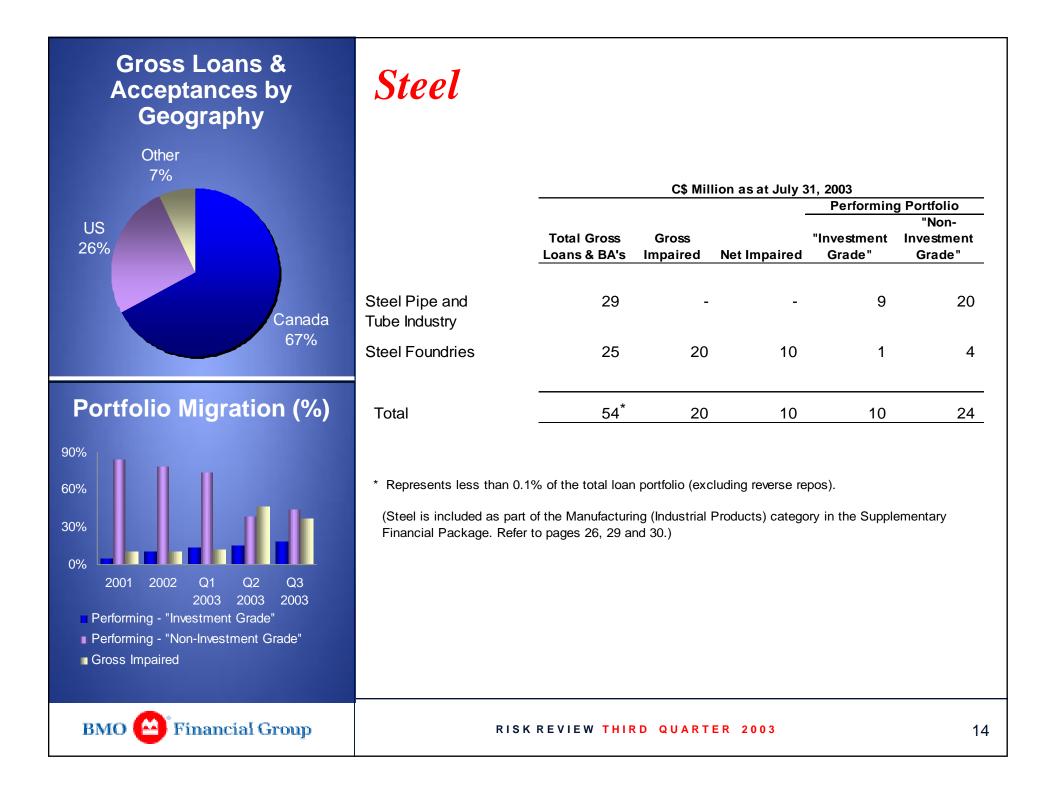
## Cattle Farming and Related Sectors (Canada)

	C\$ Million as at July 31, 2003				
				Performin	g Portfolio
	Total Gross Loans & BA's	Gross Impaired	Net Impaired	"Investment Grade"	"Non- Investment Grade"
Livestock, Field Crop and Horticlutural	598	2	2	373	223
Feedlots and Cow/Calf Operations	559	11	7	266	282
Other Related Sectors	282	4	3	134	144
Total	1,439*	17	12	773	649

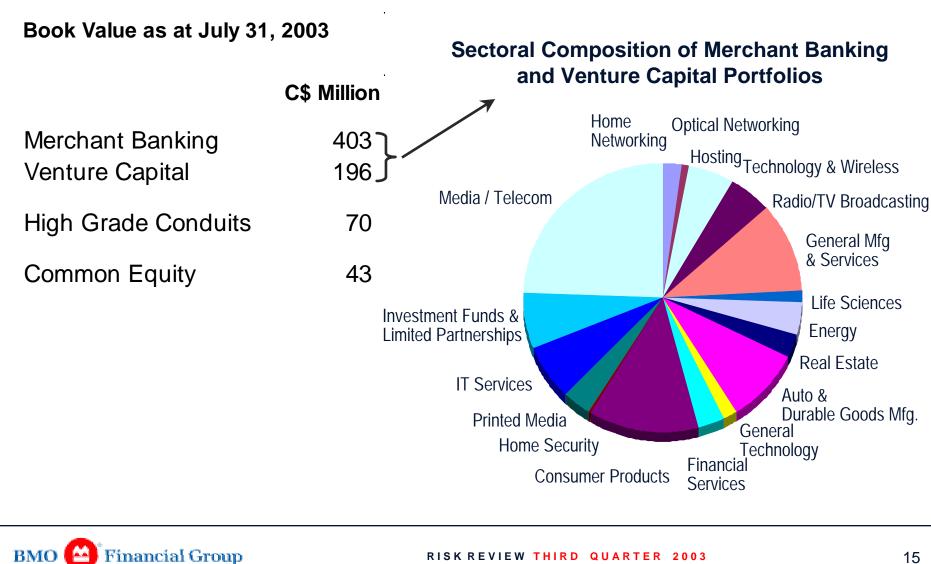
\* Represents 1.1% of the total loan portfolio (excluding reverse repos).

(Cattle Farming and Related Sectors is included as part of the Wholesale Trade (Food and Beverage), Manufacturing (Other) and Agriculture categories in the Supplementary Financial Package. Refer to pages 26, 29 and 30.)

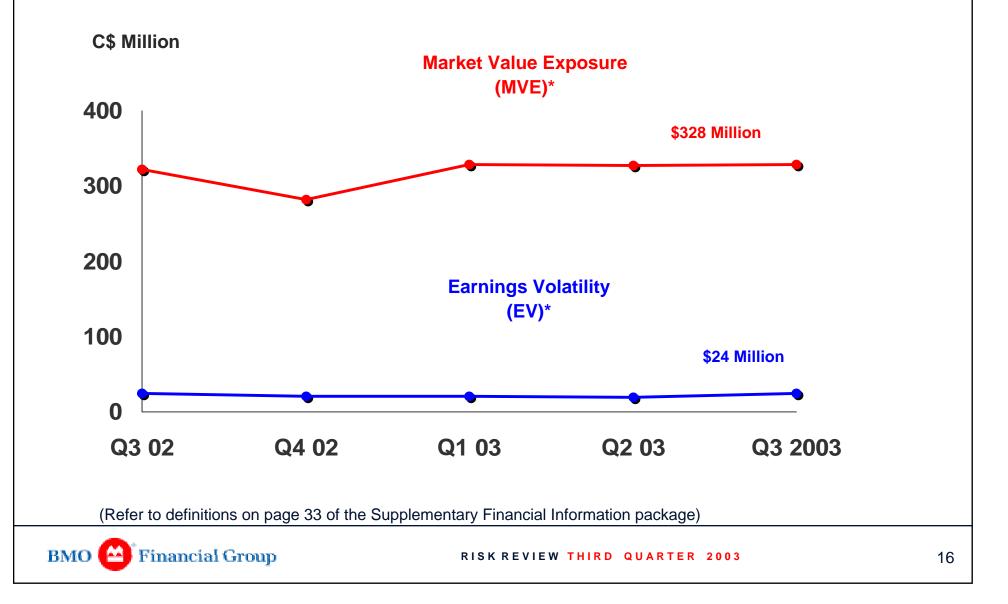




## **Major Equity Investment Portfolios**

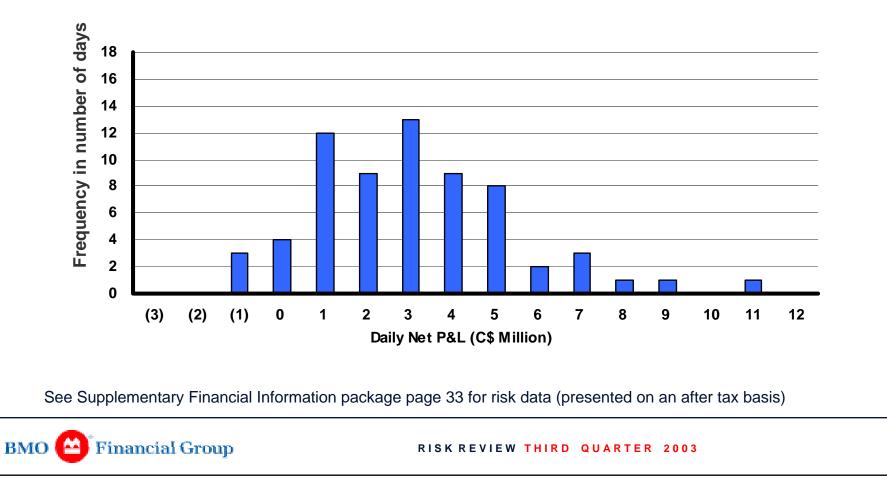


## *Structural Balance Sheet:* Market Value Exposure and Earnings Volatility

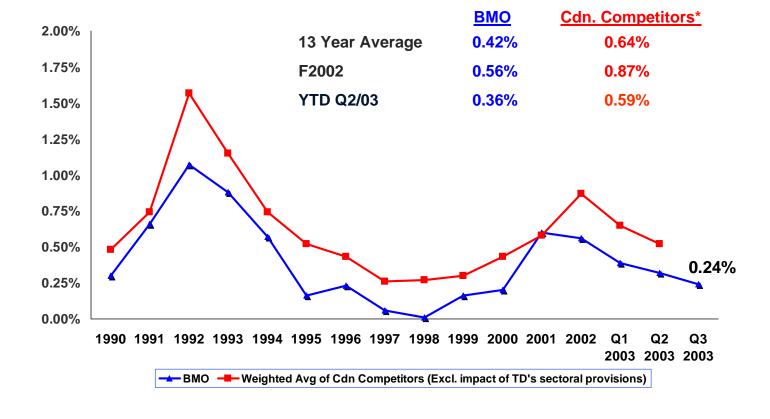


## *Frequency Distribution* of Trading and Underwriting P&L

Frequency Distribution of Daily P&L for Trading and Underwriting Portfolios May 1, 2003 to July 31, 2003



# *Specific Provisions* for Credit Losses as a % of Average Net Loans and Acceptances (including Reverse Repos)



\*BMO's Canadian competitors include: Royal, BNS, CIBC, TD and National. Competitor average excludes the impact of TD's sectoral provisions in F2002 and subsequent transfers/drawdowns.



## 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 2003 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, 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.

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