



## Our Vision

To be the bank that defines great customer experience

## Who We Are

Established in 1817, BMO Financial Group is a highly diversified financial services provider based in North America. With total assets of \$688 billion and more than 45,000 employees, BMO provides a broad range of personal and commercial banking, wealth management and investment banking products and services to more than 12 million customers. BMO is the 8th largest bank in North America as measured by assets <sup>1,2</sup>

## Our Guiding Principle

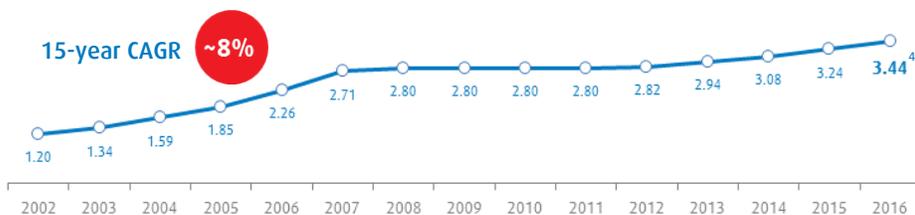
We aim to deliver top-tier total shareholder return and balance our commitments to financial performance, our customers and employees, the environment and the communities where we live and work

## Our Strategic Priorities

- 1 Achieve industry-leading **customer loyalty** by delivering on our brand promise
- 2 Enhance **productivity** to drive performance and shareholder value
- 3 Accelerate deployment of **digital technology** to transform our business
- 4 Leverage our consolidated **North American platform** and expand strategically in select global markets to deliver growth
- 5 Ensure our strength in **risk management** underpins everything we do for our customers

## Dividends Declared (\$ per share)

BMO has the longest running dividend payout record of any company in Canada, at 187 years



## Shareholder Centre

(Ticker: BMO; exchanges: TSX, NYSE)

- Current quarterly dividend: \$0.88; up 5% from Q4'15
- Adjusted Dividend Payout Ratio<sup>3</sup>: 45.0%; Target: 40-50%
- Dividend Yield<sup>1,4</sup>: 4.12%
- Market Capitalization<sup>1</sup>: \$55.1B
- Common Shares Outstanding<sup>1</sup>: 645.8 million

## Key Metrics<sup>1</sup> — F2016

### Balance Sheet (\$ billions)

Assets	687.9
Loans	358.7
Deposits	473.4

### Capital Ratios

CET1	10.1%
Tier 1	11.6%
Total Capital	13.6%

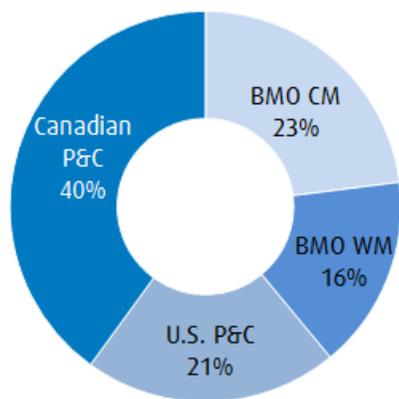
### Bank Information

Employees	45,234
Branches	1,522
ABMs	4,599

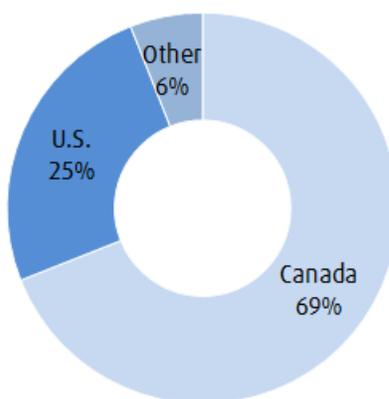
## Credit Ratings (Senior Debt / Outlook)

Moody's	S&P	Fitch	DBRS
Aa3	A+	AA-	AA
Negative	Stable	Stable	Negative

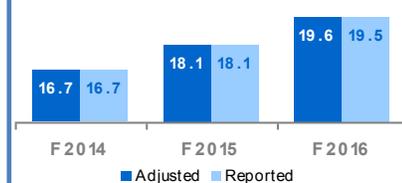
## Adjusted Net Income by Operating Group — LTM<sup>5</sup>



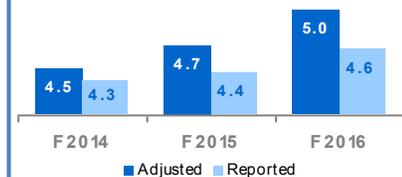
## Adjusted Net Income by Geography — LTM<sup>5</sup>



## Net Revenue (\$ billions)



## Net Income (\$ billions)



## Earnings Per Share (\$)



1 As at October 31, 2016

2 Source: Bloomberg

3 Reported Dividend Payout Ratio: 49.0%

4 Annualized based on Q1'17 declared dividend of \$0.88

5 Reported net income by operating group (excludes Corporate Services): Canadian P&C 42%, U.S. P&C 20%, BMO WM 14%, BMO CM 24%; by geography last twelve months (LTM): Canada 70%, U.S. 25%, Other 5%

# Operating Group Overview

# F2016 Fact Sheet

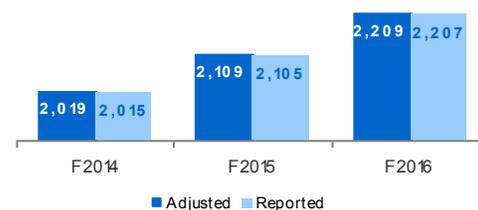
## Canadian P&C

- Provides a full range of financial products and services to eight million customers
- Strong commercial banking business, as evidenced by BMO's number two ranking in Canadian market share for business loans up to \$25 million
- Helping customers make the right financial decisions as they do business with us seamlessly across our channels: getting advice from our bankers at their places of business or ours, in over 900 branches, on their mobile devices, online, over the telephone, and at nearly 3,300 automated banking machines across the country

### F2016 Highlights

- Revenue and net income up 5% with adjusted operating leverage of 1.4% (reported 1.5%)
- Pre-provision pre-tax (PPPT) earnings growth of 6%
- Loans up 5%, with personal lending balances up 4% and Commercial Loan growth of 10%

Net Income  
(\$ millions)



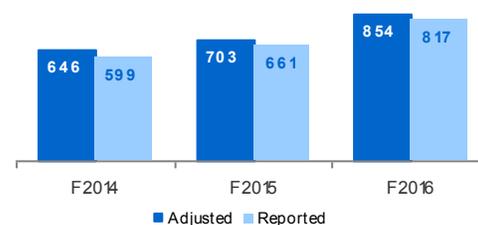
## U.S. P&C

- Helps more than two million customers feel confident with their financial decisions, as retail and small and mid-sized business banking customers are served through nearly 600 branches and more than 1,300 ABMs
- Strong deposit market share positions; ranked 2<sup>nd</sup> in Chicago area with 13.6% market share and in Milwaukee areas with 13.8% in 2016
- Serving customers through branches, contact centres, online and mobile banking platforms across eight states

### F2016 Highlights

- Strong performance with adjusted net income up 28% (reported 30%) and 22% in USD (reported 24%)
- Loans up 15% due to BMO Transportation Finance and good organic commercial loan growth
- Deposits up 7% driven by growth in both personal and commercial volumes

Net Income  
(US\$ millions)



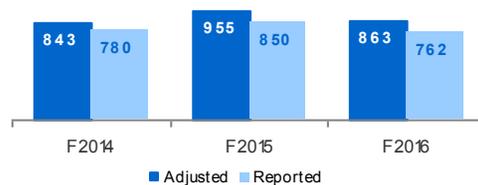
## BMO Wealth Management

- Serves a full range of client segments, from mainstream to ultra-high net worth and institutional, with a broad offering of wealth management products and services including insurance
- Global business with an active presence in markets across Canada, the United States, Europe and Asia
- Lines of business include: BMO Nesbitt Burns, BMO InvestorLine, BMO Private Banking, BMO Asset Management, and BMO Insurance

### F2016 Highlights

- Earnings down 10% as underlying growth in a number of businesses was offset by the net impact of non-recurring items in both years; finished the year with good momentum

Net Income  
(\$ millions)



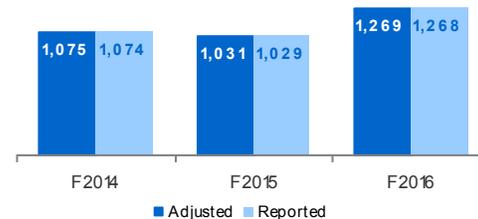
## BMO Capital Markets

- North American-based financial services provider offering a complete range of products and services to corporate, institutional and government clients
- Approximately 2,400 professionals in 30 locations around the world, including 16 offices in North America
- Top-ranked economic, equity and fixed income research, sales and trading capabilities with deep expertise in core sectors

### F2016 Highlights

- Net income up 23% with strong revenue performance and good expense management
- Adjusted ROE of 16.2% up from 14.8%, operating leverage of 9.0%, adjusted efficiency ratio 59.0% down from 64.2% (reported 59.1%)

Net Income  
(\$ millions)



## Contact Information

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Corporate Service net income / (loss) - not included in Operating Group Net income:		
(C\$ millions)	Adjusted	Reported
F2016	(\$452)	(\$687)
F2015	(\$296)	(\$408)
F2014	(\$192)	(\$192)

Adjusted measures are non-GAAP measures, see page 33 of the F2016 MD&A for more information