

# Investor Presentation

For the Quarter Ended April 30, 2017

May 24, 2017



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# Forward looking statements & non-GAAP measures

## 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 document, and may be included in other 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, and are intended to be forward-looking statements under, the United States *Private Securities Litigation Reform Act of 1995* and any applicable Canadian securities legislation. Forward-looking statements may involve, but are not limited to, comments with respect to our objectives and priorities for fiscal 2017 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, U.S. and international 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, forecasts, conclusions or projections will not prove to be accurate, that our assumptions may not be correct and that actual results may differ materially from such predictions, forecasts, conclusions or projections. 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: general economic and market conditions in the countries in which we operate; weak, volatile or illiquid capital and/or credit markets; interest rate and currency value fluctuations; changes in monetary, fiscal, tax or economic policy; the level of competition in the geographic and business areas in which we operate; changes in laws or in supervisory expectations or requirements, including capital, interest rate and liquidity requirements and guidance and the effect of such changes on funding costs; judicial or regulatory proceedings; the accuracy and completeness of the information we obtain with respect to our customers and counterparties; our ability to execute our strategic plans and to complete and integrate acquisitions, including obtaining regulatory approvals; critical accounting estimates and the effect of changes to accounting standards, rules and interpretations on these estimates; operational and infrastructure risks; changes to our credit ratings; political conditions, including changes relating to or affecting economic or trade matters; global capital markets activities; the possible effects on our business of war or terrorist activities; outbreaks of disease or illness that affect local, national or international economies; natural disasters and disruptions to public infrastructure, such as transportation, communications, power or water supply; technological changes; information and cyber-security; and our ability to anticipate and effectively manage risks arising from all of the foregoing factors.

We caution that the foregoing list is not exhaustive of all possible factors. Other factors and risks could adversely affect our results. For more information, please see the Enterprise-Wide Risk Management section on pages 79 to 112 of BMO's 2016 Annual Report, which outlines certain key factors and risks that may affect Bank of Montreal's future results. Investors and others should carefully consider these factors and risks, 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 statements, whether written or oral, that may be made from time to time by the organization or on its behalf, except as required by law. The forward-looking information contained in this document is presented for the purpose of assisting our shareholders in understanding our financial position as at and for the periods ended on the dates presented, as well as our strategic priorities and objectives, and may not be appropriate for other purposes.

Assumptions about the performance of the Canadian and U.S. economies, as well as overall market conditions, and their combined effect on our business, are material factors we consider when determining our strategic priorities, objectives and expectations for our business. In determining our expectations for economic growth and financial services, we primarily consider historical economic data provided by the Canadian and U.S. governments, historical relationships between economic and financial variables, and the risks to the domestic and global economy. See the Economic Review and Outlook section of our Second Quarter 2017 Report to Shareholders.

## Non-GAAP Measures

Bank of Montreal uses both GAAP and non-GAAP measures to assess performance. Readers are cautioned 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 on page 4 of BMO's Second Quarter 2017 Report to Shareholders and on page 33 of BMO's 2016 Annual Report all of which are available on our website at [www.bmo.com/investorrelations](http://www.bmo.com/investorrelations).

Examples of non-GAAP amounts or measures include: efficiency and leverage ratios; revenue and other measures presented on a taxable equivalent basis (teb); amounts presented net of applicable taxes; results and measures that exclude the impact of Canadian/U.S. dollar exchange rate movements, adjusted net income, revenues, non-interest expenses, earnings per share, effective tax rate, ROE, efficiency ratio, pre-provision pre-tax earnings, and other adjusted measures which exclude the impact of certain items such as, acquisition integration costs, amortization of acquisition-related intangible assets, decrease (increase) in collective allowance for credit losses and restructuring costs.

Bank of Montreal provides supplemental information on combined business segments to facilitate comparisons to peers.

# Strategic Highlights

For the Quarter Ended April 30, 2017

May 24, 2017

Bill Downe  
Chief Executive Officer



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# Q2 2017 Financial Highlights

Good contribution from BMO Wealth Management and BMO Capital Markets

- Adjusted<sup>1</sup> net income of \$1.3B, up 12% (\$1.25B reported, up 28%)
- Adjusted<sup>1</sup> EPS of \$1.92, up 11% (reported \$1.84, up 27%)
- Year-to-date adjusted<sup>1</sup> EPS up 21% (reported up 34%) with good underlying positive operating leverage
- Strong capital position with CET1 ratio of 11.3%
- Adjusted<sup>1</sup> ROE of 13.1% (reported 12.6%)
- Quarterly dividend increased 2 cents to \$0.90 per common share, up 5% from the prior year

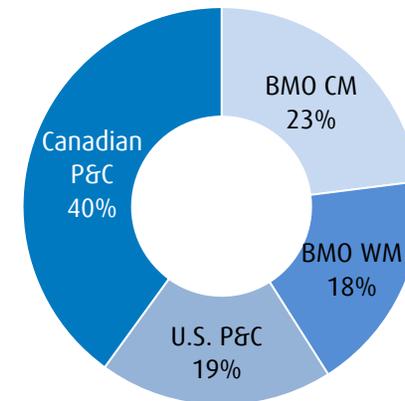
1 Adjusted measures are non-GAAP measures. See slide 2 for more information. See slide 25 for adjustments to reported results

# Operating Group Performance

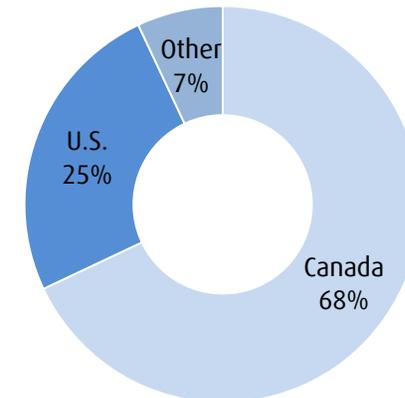
Results demonstrate the continued benefits of our diversified business model

- Diversified balance sheet growth in Canadian P&C with ongoing investment in the business
- Expenses well-managed in U.S. P&C; earnings impacted by higher loan loss provisions
- BMO Capital Markets had good net income growth with continued momentum in I&CB in Canada and the U.S.
- BMO Wealth Management had strong performance in an improved market environment with ongoing productivity initiatives

Operating Group  
Adjusted Net Income - LTM<sup>1,2</sup>



Adjusted Net Income by  
Geography - LTM<sup>1,2</sup>



<sup>1</sup> Adjusted measures are non-GAAP measures, see slide 2 for more information

<sup>2</sup> Reported net income last twelve months (LTM) by operating group (excludes Corporate Services) Canadian P&C 41%, U.S. P&C 18%, BMO WM 17%, BMO CM 24%; by geography LTM: Canada 71%, U.S. 23%, Other 6%. See slide 25 for adjustments to reported results

# 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

# Financial Results

For the Quarter Ended April 30, 2017

May 24, 2017

Tom Flynn  
Chief Financial Officer



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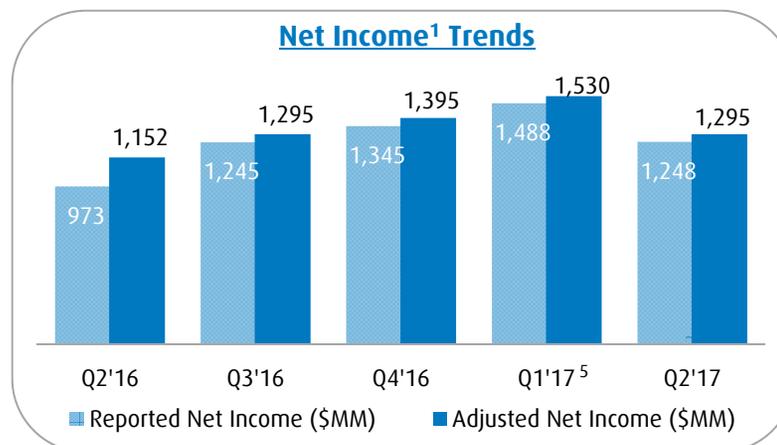
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# Q2 2017 - Financial Highlights

## Net income growth reflects benefits from diversified business

- Reported net income of \$1.25B up 28% Y/Y; EPS of \$1.84 up 27% Y/Y
- Adjusted<sup>1</sup> net income of \$1.3B up 12% Y/Y; EPS of \$1.92 up 11% Y/Y
- Q2'16 reported results included a \$132MM after-tax restructuring charge; Q2'16 adjusted<sup>1</sup> results included \$79MM after-tax write-down of an equity investment
- Net revenue<sup>2</sup> up 7% Y/Y, up 6% CCY<sup>3</sup> with good performance from Capital Markets and Wealth Management
- Adjusted<sup>1</sup> expenses up 5% Y/Y, or 4% CCY<sup>3</sup>; reported expenses down 1% Y/Y due to restructuring charge in the prior year
- Adjusted<sup>1</sup> net operating leverage<sup>2</sup> of 2.3% (reported<sup>2</sup> 8.3%)
- PCL of \$259MM up \$58MM Y/Y primarily due to higher commercial provisions in U.S. P&C and lower recoveries in Corporate Services
- Adjusted<sup>1</sup> ROE of 13.1%, adjusted<sup>1</sup> ROTCE<sup>4</sup> of 15.9% (reported ROE 12.6%, reported ROTCE<sup>4</sup> 15.7%)

(\$MM)	Reported			Adjusted <sup>1</sup>		
	Q2 17	Q1 17	Q2 16	Q2 17	Q1 17	Q2 16
Net Revenue <sup>2</sup>	<b>5,033</b>	5,401	4,694	<b>5,033</b>	5,401	4,694
PCL	<b>259</b>	173	201	<b>259</b>	173	201
Expense	<b>3,276</b>	3,379	3,312	<b>3,212</b>	3,320	3,060
<b>Net Income</b>	<b>1,248</b>	<b>1,488</b>	<b>973</b>	<b>1,295</b>	<b>1,530</b>	<b>1,152</b>
Diluted EPS (\$)	<b>1.84</b>	2.22	1.45	<b>1.92</b>	2.28	1.73
ROE (%)	<b>12.6</b>	14.9	10.1	<b>13.1</b>	15.3	12.1
ROTCE <sup>4</sup> (%)	<b>15.7</b>	18.5	12.8	<b>15.9</b>	18.6	14.8
CET1 Ratio (%)	<b>11.3</b>	11.1	9.7			



1 See slide 25 for adjustments to reported results. Adjusted measures are non-GAAP measures, see slide 2 for more information

2 Net revenue is net of insurance claims, commissions and changes in policy benefit liabilities (CCPB). Reported gross revenue: Q2'17 \$5,741MM; Q1'17 \$5,405MM; Q2'16 \$5,101MM. Operating leverage based on net revenue

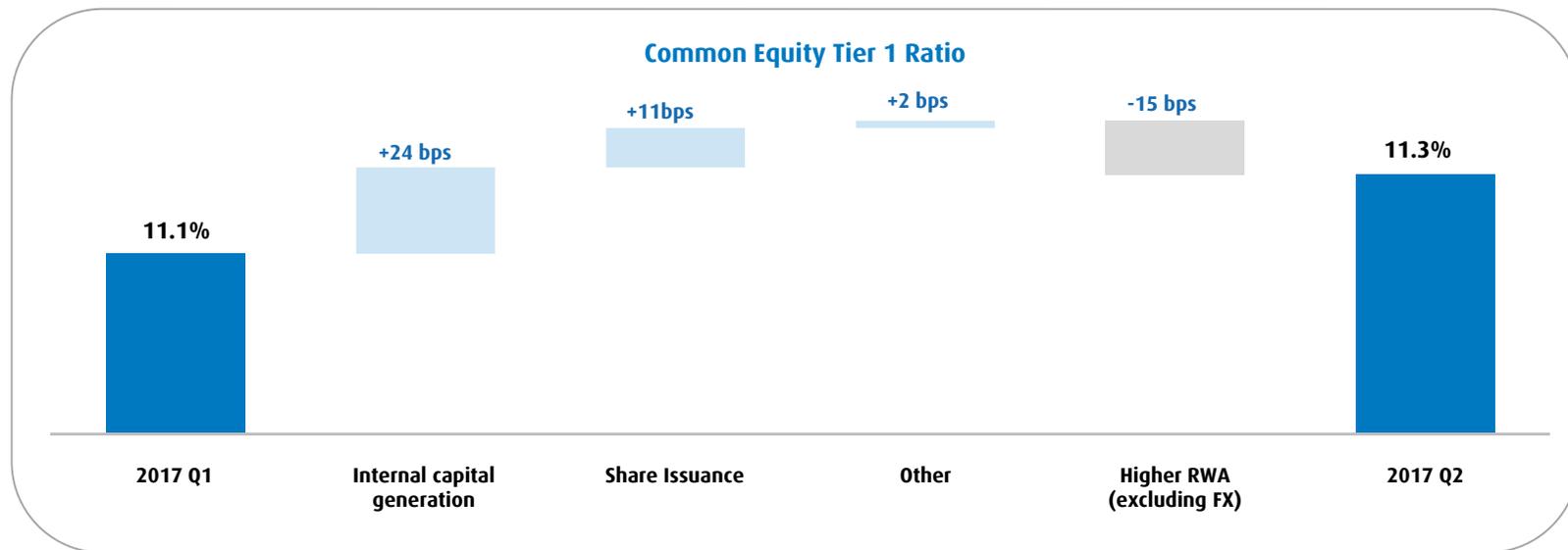
3 Constant currency (CCY) refers to impact of CAD/US exchange rate movements on the U.S. segment only and is a non-GAAP measure

4 Adjusted Return on tangible common equity (ROTCE) = (Annualized Adjusted Net Income avail. to Common Shareholders) / (Average Common shareholders equity less Goodwill and acquisition-related intangibles net of associated deferred tax liabilities). Numerator for Reported ROTCE is (Annualized Reported Net Income avail. to Common Shareholders less after-tax amortization of acquisition-related intangibles)

5 Q1'17 included a net income impact of \$133MM from a gain on sale in Canadian P&C (related to our share of the gain on the sale of Moneris US), and the loss on sale of Indirect Auto loans in U.S. P&C

# Strong Capital Position

Strong capital with CET1 Ratio at 11.3%



Basis points may not add due to rounding

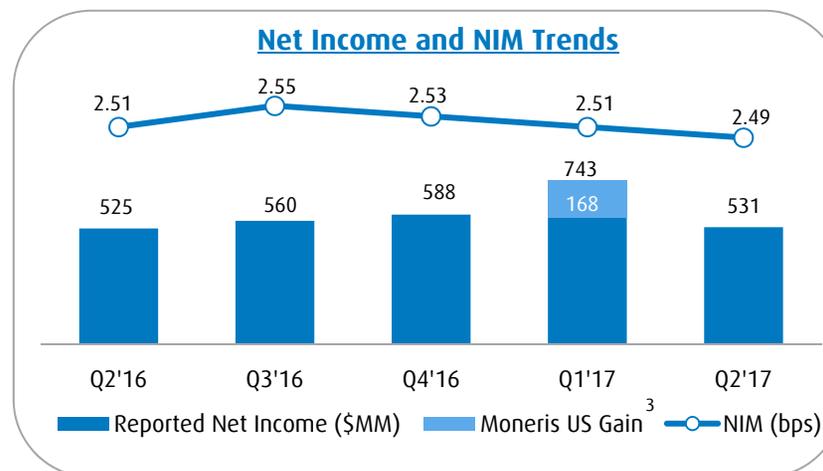
- Q2'17 CET1 Ratio of 11.3%, up from 11.1% at Q1'17 due to:
  - Internal capital generation from retained earnings growth, and share issuance
  - Higher source currency RWA due mainly to business growth
  - The impact of FX movements on the CET1 ratio largely offset
- Quarterly common dividend increased 2 cents to \$0.90 per share. Y/Y dividend increased 5%
- Attractive dividend yield of ~4%

# Canadian Personal & Commercial Banking

Good volume growth with loans up 5% and deposits up 8%

- Net income up 1% Y/Y
- Revenue up 3% Y/Y reflecting higher balances and higher non-interest revenue, partially offset by lower NIM
- NIM down 2bps Y/Y and Q/Q
- Average loans up 5% (personal<sup>2</sup> 4%, commercial<sup>2</sup> 8%) and deposits up 8% Y/Y (personal 8%, commercial 8%)
- PCL flat Y/Y, up \$10MM Q/Q
- Expenses up 5% Y/Y reflecting continued investment in the business
- Adjusted<sup>1</sup> and reported operating leverage of (1.6)%
- Adjusted<sup>1</sup> and reported efficiency ratio of 51.1%

(\$MM)	Reported			Adjusted <sup>1</sup>		
	Q2 17	Q1 17	Q2 16	Q2 17	Q1 17	Q2 16
Revenue (teb)	<b>1,724</b>	1,979	1,672	<b>1,724</b>	1,979	1,672
PCL	<b>128</b>	118	127	<b>128</b>	118	127
Expenses	<b>882</b>	901	842	<b>882</b>	900	842
<b>Net Income</b>	<b>531</b>	<b>743</b>	<b>525</b>	<b>531</b>	<b>744</b>	<b>525</b>



1 See slide 25 for adjustments to reported results. Adjusted measures are non-GAAP measures, see slide 2 for more information

2 Personal loan growth excludes retail cards and commercial loan growth excludes corporate cards

3 During Q1'17 our joint venture investment, Moneris Solutions Corporation, sold its U.S. subsidiary (Moneris US). The \$168MM after-tax represents our share of the gain on sale of Moneris US

# U.S. Personal & Commercial Banking

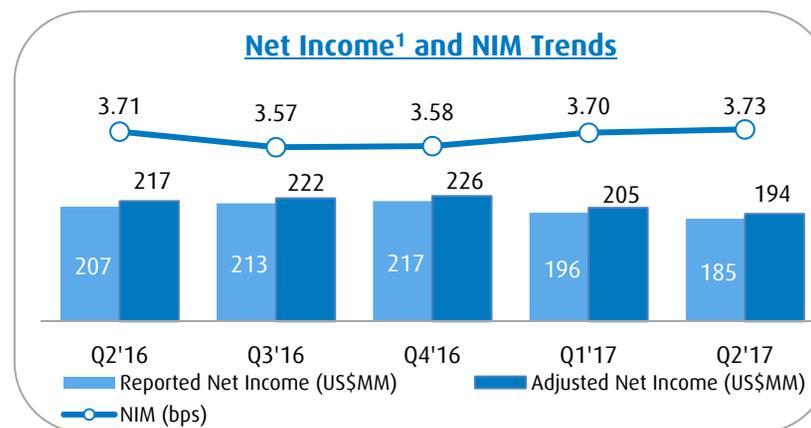
## Continued good expense management with positive operating leverage

- Adjusted<sup>1</sup> net income of \$260MM, down 7% Y/Y (reported \$248MM, down 7%)

Figures that follow are in U.S. dollars

- Adjusted<sup>1</sup> and reported net income down 10% Y/Y driven primarily by higher PCL
- Revenue down 2% Y/Y due to lower loan spreads and volumes partially offset by higher deposit revenue
- NIM up 3 bps Q/Q and 2 bps Y/Y due to higher rates net of loan spread compression
- Average loans and acceptances<sup>2</sup> down 2% Y/Y, with commercial loan growth of 5% and deposits relatively flat
- Adjusted<sup>1</sup> expenses continue to be well managed, down 2% Y/Y (reported down 3%)
- PCL up \$29MM Y/Y mainly driven by higher commercial provisions
- Adjusted<sup>1</sup> operating leverage of 0.8% (reported 0.9%)
- Adjusted<sup>1</sup> efficiency ratio of 61.4% (reported 62.8%)

(US\$MM)	Reported			Adjusted <sup>1</sup>		
	Q2 17	Q1 17	Q2 16	Q2 17	Q1 17	Q2 16
Revenue (teb)	867	856	882	867	856	882
PCL	68	45	39	68	45	39
Expenses	545	556	559	533	544	546
<b>Net Income</b>	<b>185</b>	<b>196</b>	<b>207</b>	<b>194</b>	<b>205</b>	<b>217</b>



<sup>1</sup> See slide 25 for adjustments to reported results. Adjusted measures are non-GAAP measures, see slide 2 for more information

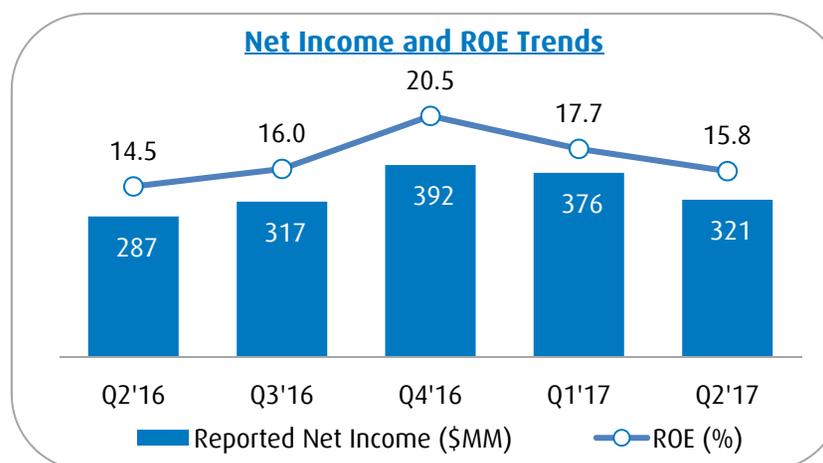
<sup>2</sup> Average loans growth rate referenced above exclude Wealth Management mortgage and off-balance sheet balances for U.S. P&C serviced mortgage portfolio; average loans down 1% including these balances

# BMO Capital Markets

## Good Y/Y net income growth and continued positive operating leverage

- Adjusted<sup>1</sup> and reported net income up 12% Y/Y reflecting strong investment banking performance
- Revenue up 13% Y/Y
  - Investment and Corporate Banking benefited from debt underwriting and advisory activity and higher corporate banking-related revenue. Strong performance in U.S. I&CB resulting from underwriting and advisory revenue
  - Trading Products down from a strong Q2'16
- Expense growth of 8% Y/Y largely reflecting costs associated with business growth including employee-related costs
- PCL relatively stable Y/Y, and up Q/Q compared to net recoveries in Q1
- Continued positive operating leverage<sup>1</sup> of 4.7% (4.6% reported)
- Adjusted<sup>1</sup> efficiency ratio of 57.0% (57.1% reported)

(\$MM)	Reported			Adjusted <sup>1</sup>		
	Q2 17	Q1 17	Q2 16	Q2 17	Q1 17	Q2 16
Trading Products	685	779	728	685	779	728
I&CB	515	449	334	515	449	334
Revenue (teb)	1,200	1,228	1,062	1,200	1,228	1,062
PCL (recovery)	46	(4)	44	46	(4)	44
Expenses	686	722	632	685	721	632
<b>Net Income</b>	<b>321</b>	<b>376</b>	<b>287</b>	<b>322</b>	<b>376</b>	<b>287</b>



<sup>1</sup> See slide 25 for adjustments to reported results. Adjusted measures are non-GAAP measures, see slide 2 for more information

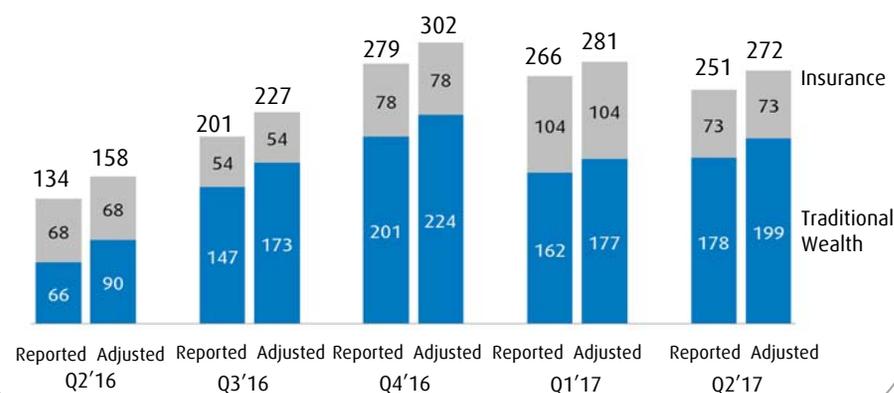
# BMO Wealth Management

## Strong results in both Traditional Wealth and Insurance with continued benefit from productivity initiatives

- Adjusted<sup>1</sup> net income of \$272MM, up 72% Y/Y (reported \$251MM, up 86% Y/Y)
  - Traditional Wealth adjusted<sup>1</sup> results up 121% Y/Y (reported up 166%) with good underlying business growth, and also reflecting a \$79MM investment write-down in the prior year
  - Insurance earnings up 8% Y/Y primarily from business growth
- Net revenue<sup>2</sup> up 17% Y/Y reflecting the prior year investment write-down, underlying business growth and the impact of improved markets
- Expenses up 1% Y/Y reflecting higher revenue-based costs and the benefits from productivity initiatives
- Adjusted<sup>1</sup> net operating leverage<sup>2</sup> of 15.7% (reported 16.1%), write-down in the prior year contributed ~11%
- Adjusted<sup>1</sup> net efficiency ratio<sup>2</sup> of 68.8% (reported 71.1%)
- AUM/AUA up 13% Y/Y due to improved equity markets and favourable foreign exchange movements

(\$MM)	Reported			Adjusted <sup>1</sup>		
	Q2 17	Q1 17	Q2 16	Q2 17	Q1 17	Q2 16
Net Revenue <sup>2</sup>	1,156	1,208	990	1,156	1,208	990
PCL	1	2	2	1	2	2
Expenses	821	854	816	795	835	787
<b>Net Income (NI)</b>	<b>251</b>	<b>266</b>	<b>134</b>	<b>272</b>	<b>281</b>	<b>158</b>
Traditional Wealth NI	178	162	66	199	177	90
Insurance NI	73	104	68	73	104	68
AUM/AUA (\$B)	920	865	817	920	865	817

### Net Income<sup>1</sup> Trends



1 See slide 25 for adjustments to reported results. Adjusted measures are non-GAAP measures, see slide 2 for more information

2 For purposes of this slide revenue is net of insurance claims, commissions and changes in policy benefit liabilities (CCPB). Gross revenue: Q2'17 \$1,864MM, Q1'17 \$1,212MM, Q2'16 \$1,397MM

# Corporate Services

- Adjusted<sup>1</sup> net loss of \$90MM compared to adjusted<sup>1</sup> net loss of \$98MM in the prior year. Reported net loss of \$103MM compared to a net loss of \$241MM in the prior year due to a \$132 million after-tax restructuring charge in Q2'16
- Adjusted<sup>1</sup> net loss \$8MM better than prior year primarily due to above-trend revenue ex teb, largely offset by higher expenses from a below trend Q2'16 and lower credit recoveries

(\$MM)	Reported <sup>2</sup>			Adjusted <sup>1,2</sup>		
	Q2 17	Q1 17	Q2 16	Q2 17	Q1 17	Q2 16
Revenue	1	(34)	(57)	1	(34)	(57)
Group teb offset <sup>2</sup>	(212)	(117)	(120)	(212)	(117)	(120)
Total Revenue (teb) <sup>2</sup>	(211)	(151)	(177)	(211)	(151)	(177)
PCL (recovery)	(6)	(3)	(23)	(6)	(3)	(23)
Expenses	157	163	295	136	141	89
<b>Net Loss</b>	<b>(103)</b>	<b>(157)</b>	<b>(241)</b>	<b>(90)</b>	<b>(143)</b>	<b>(98)</b>

<sup>1</sup> See slide 25 for adjustments to reported results. Adjusted measures are non-GAAP measures, see slide 2 for more information

<sup>2</sup> Operating group revenue, income taxes and net interest margin are stated on a taxable equivalent basis (teb). This teb adjustment is offset in Corporate Services, and total BMO revenue, income taxes and net interest margin are stated on a GAAP basis

# Risk Review

For the Quarter Ended April 30, 2017

May 24, 2017

Surjit Rajpal  
Chief Risk Officer



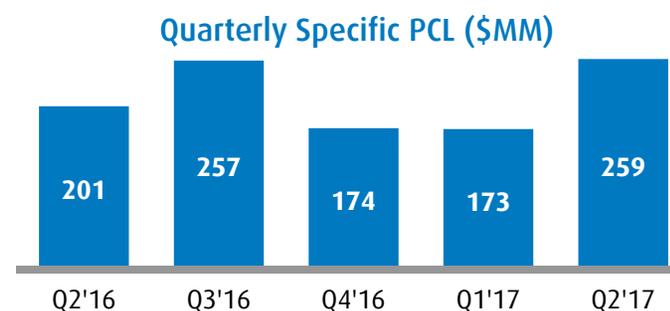
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## Provision for Credit Losses (PCL)

PCL By Operating Group (\$MM)	Q2 16	Q1 17	Q2 17
Consumer – Canadian P&C	105	98	104
Commercial – Canadian P&C	22	20	24
<b>Total Canadian P&amp;C</b>	<b>127</b>	<b>118</b>	<b>128</b>
Consumer – U.S. P&C	35	26	30
Commercial – U.S. P&C	16	34	60
<b>Total U.S. P&amp;C</b>	<b>51</b>	<b>60</b>	<b>90</b>
<b>Wealth Management</b>	<b>2</b>	<b>2</b>	<b>1</b>
<b>Capital Markets</b>	<b>44</b>	<b>(4)</b>	<b>46</b>
<b>Corporate Services</b>	<b>(23)</b>	<b>(3)</b>	<b>(6)</b>
<b>Specific PCL</b>	<b>201</b>	<b>173</b>	<b>259</b>
Change in Collective Allowance	-	-	-
<b>Total PCL</b>	<b>201</b>	<b>173</b>	<b>259</b>
<b>PCL in bps</b>	<b>23</b>	<b>19</b>	<b>28</b>

- Q2'17 PCL ratio at 28 bps, up 9 bps Q/Q primarily due to higher losses in U.S. P&C Commercial and Capital Markets
- Year-to-date PCL ratio at 23 bps



# Gross Impaired Loans (GIL) and Formations

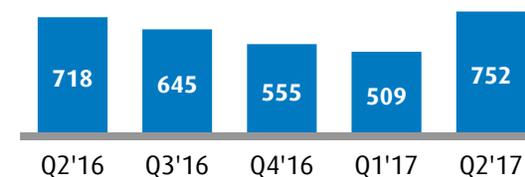
By Industry (\$MM, as at Q2 17)	Formations			Gross Impaired Loans		
	Canada & Other	U.S.	Total	Canada & Other <sup>1</sup>	U.S.	Total
<b>Consumer</b>	<b>170</b>	<b>96</b>	<b>266</b>	<b>383</b>	<b>596</b>	<b>979</b>
Agriculture	12	51	63	73	230	303
Oil & Gas	54	82	136	100	181	281
Service Industries	40	69	109	58	155	213
Transportation	0	100	100	5	177	182
Manufacturing	6	1	7	52	106	158
Wholesale Trade	2	50	52	21	98	119
Commercial Real Estate	5	1	6	33	19	52
Construction (non-real estate)	5	1	6	11	27	38
Retail Trade	2	3	5	13	12	25
Mining	0	0	0	1	1	2
Other Businesses and Governments <sup>2</sup>	1	1	2	12	35	47
<b>Total Businesses and Governments</b>	<b>127</b>	<b>359</b>	<b>486</b>	<b>379</b>	<b>1,041</b>	<b>1,420</b>
<b>Total Bank</b>	<b>297</b>	<b>455</b>	<b>752</b>	<b>762</b>	<b>1,637</b>	<b>2,399</b>

1 Total Businesses and Governments includes ~\$55MM GIL from Other Countries

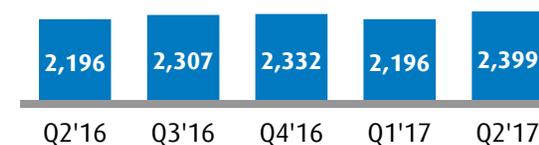
2 Other Businesses and Governments includes industry segments that are each <1% of total GIL

- GIL ratio 63 bps, up 3 bps Q/Q

Formations (\$MM)



Gross Impaired Loans (\$MM)



## Canadian Residential Mortgages

- Total Canadian residential mortgage portfolio at \$104.1B
  - 55% of the portfolio is insured
  - Loan-to-value (LTV)<sup>1</sup> on the uninsured portfolio is 54%
  - 70% of the portfolio has an effective remaining amortization of 25 years or less
  - Loss rates for the trailing 4 quarter period were less than 1 bp
  - 90 day delinquency rate remains good at 23 bps
  - Condo Mortgage portfolio is \$14.8B with 49% insured

Residential Mortgages By Region (\$B, as at Q2 17)	Insured	Uninsured	Total	% of Total	Uninsured LTV
Atlantic	3.6	1.7	5.3	5%	59%
Quebec	9.1	5.8	14.9	14%	62%
Ontario	23.5	20.9	44.4	43%	53%
Alberta	11.3	4.8	16.1	15%	61%
British Columbia	7.5	12.0	19.5	19%	47%
All Other Canada	2.4	1.4	3.8	4%	55%
<b>Total Canada</b>	<b>57.5</b>	<b>46.6</b>	<b>104.1</b>	<b>100%</b>	<b>54%</b>

<sup>1</sup> LTV is the ratio of outstanding mortgage balance to the original property value indexed using Teranet data. Portfolio LTV is the combination of each individual mortgage LTV weighted by the mortgage balance

# Loan Portfolio Overview

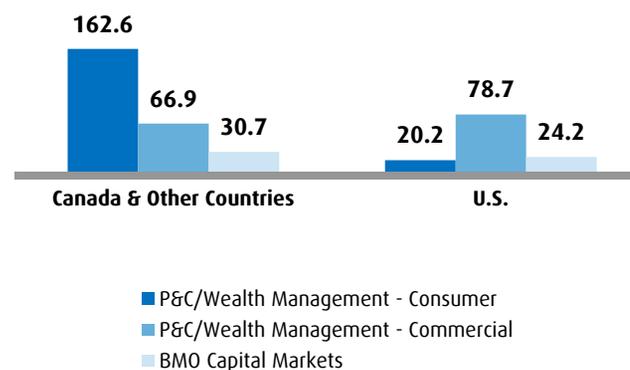
Gross Loans & Acceptances By Industry (\$B, as at Q2 17)	Canada & Other <sup>1</sup>	U.S.	Total	% of Total
Residential Mortgages	104.1	8.9	113.0	29%
Consumer Instalment and Other Personal	51.1	10.8	61.9	16%
Cards	7.4	0.6	8.0	2%
<b>Total Consumer</b>	<b>162.6</b>	<b>20.3</b>	<b>182.9</b>	<b>47%</b>
Financial Institutions	19.3	21.3	40.6	11%
Service Industries	15.3	21.6	36.9	10%
Commercial Real Estate	15.4	9.6	25.0	7%
Manufacturing	6.4	14.3	20.7	5%
Retail Trade	10.7	8.6	19.3	5%
Wholesale Trade	4.3	7.7	12.0	3%
Agriculture	8.7	2.5	11.2	3%
Transportation	2.1	8.7	10.8	3%
Oil & Gas	4.2	2.8	7.0	2%
Mining	1.2	0.3	1.5	0%
Other Businesses and Governments <sup>2</sup>	10.0	5.4	15.4	4%
<b>Total Businesses and Governments</b>	<b>97.6</b>	<b>102.8</b>	<b>200.4</b>	<b>53%</b>
<b>Total Gross Loans &amp; Acceptances</b>	<b>260.2</b>	<b>123.1</b>	<b>383.3</b>	<b>100%</b>

1 Total Businesses and Governments includes ~\$13.5B from Other Countries

2 Other Businesses and Governments includes all industry segments that are each <2% of total loans, except Mining, which is shown separately

- Loans are well diversified by geography and industry

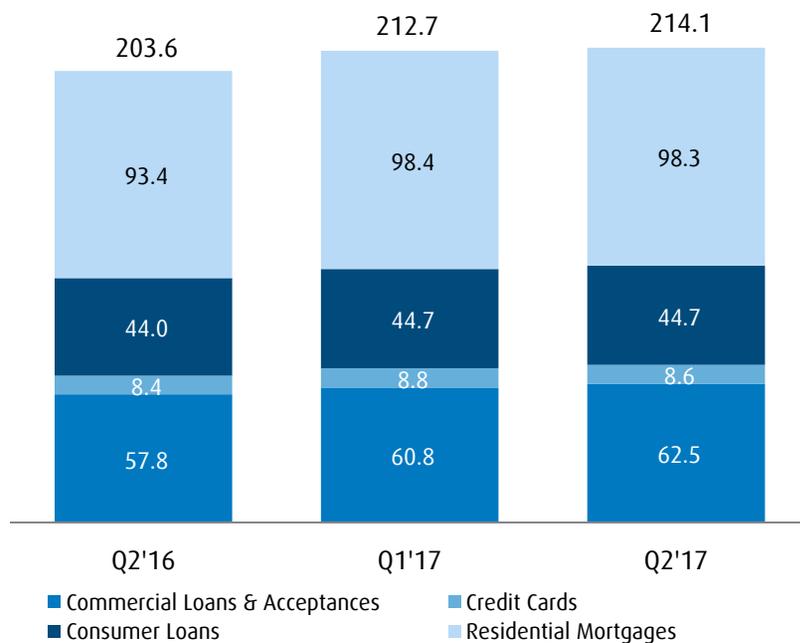
Loans by Geography and Operating Group (\$B)



# APPENDIX

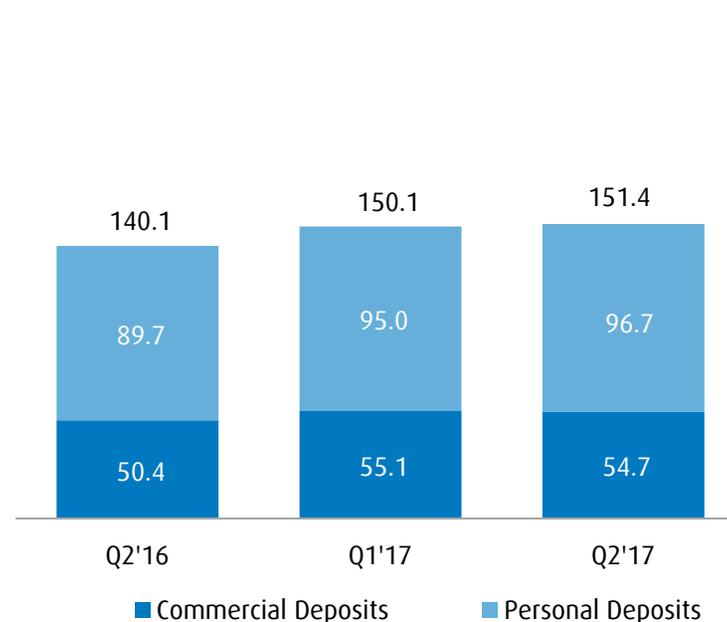
# Canadian Personal and Commercial Banking - Balances

## Average Loans & Acceptances (\$B)



- Loan growth of 5% Y/Y
  - Mortgages up 5%
  - Consumer loan balances up 2%
  - Commercial loan balances<sup>1</sup> up 8%

## Average Deposits (\$B)

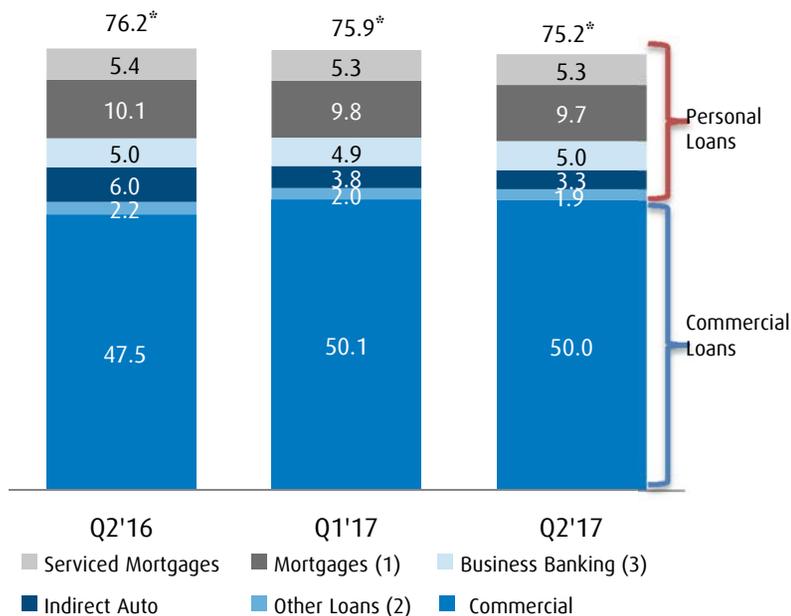


- Deposit growth of 8% Y/Y
  - Personal deposit balances up 8% including strong chequing account growth
  - Commercial deposit balances up 8%

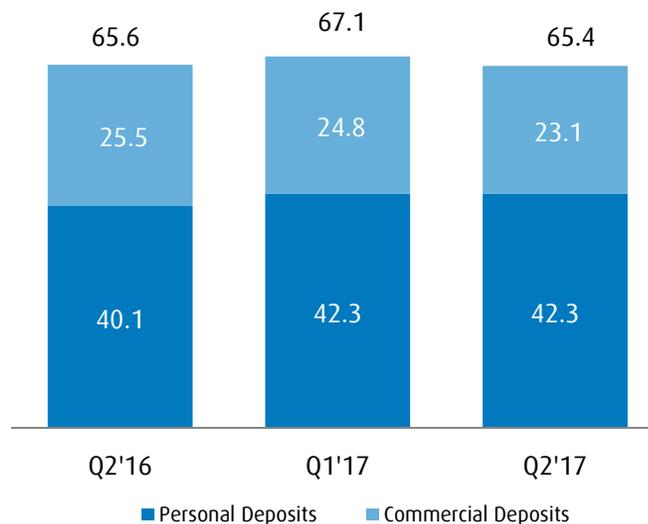
<sup>1</sup> Commercial lending growth excludes commercial cards. Commercial cards balances approximately 8% of total credit card portfolio in Q2'16, and 7% in Q2'17 and Q1'17

# U.S. Personal & Commercial Banking – Balances

## Average Loans & Acceptances (US\$B)



## Average Deposits (US\$B)



- Commercial loans up 5% Y/Y
- Personal loans down 12% or 4% excluding Indirect Auto

- Personal deposit balances up 6% Y/Y
  - Chequing balances up 1% Y/Y
  - Money market balances up 7% Y/Y
- Commercial deposit balances down 10% Y/Y

\* Total includes Serviced Mortgages which are off-balance sheet

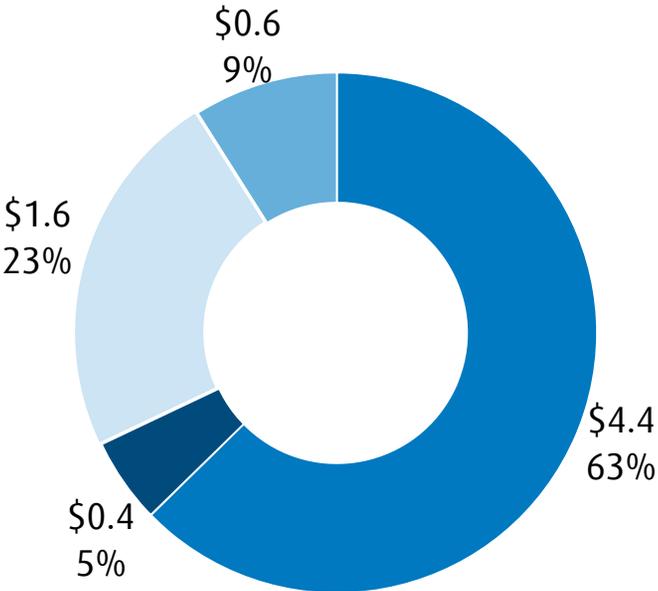
1 Mortgages include Wealth Management Mortgages (Q2'17 \$2.0B, Q1'17 \$1.9B, Q2'16 \$1.8B) and Home Equity (Q2'17 \$3.4B, Q1'17 \$3.5B, Q2'17 \$3.8B)

2 Other loans include non-strategic portfolios such as wholesale mortgages, purchased home equity, and certain small business CRE, as well as credit card balances, other personal loans and credit mark on certain purchased performing loans

3 Business Banking includes Small Business

# Oil and Gas and Alberta Consumer Portfolios

Oil and Gas Balances – By Sector  
(\$B, as at Q2 17)



- Exploration & Development
- Manufacturing & Refining
- Pipelines
- Services

## Oil and Gas – Corporate/Commercial

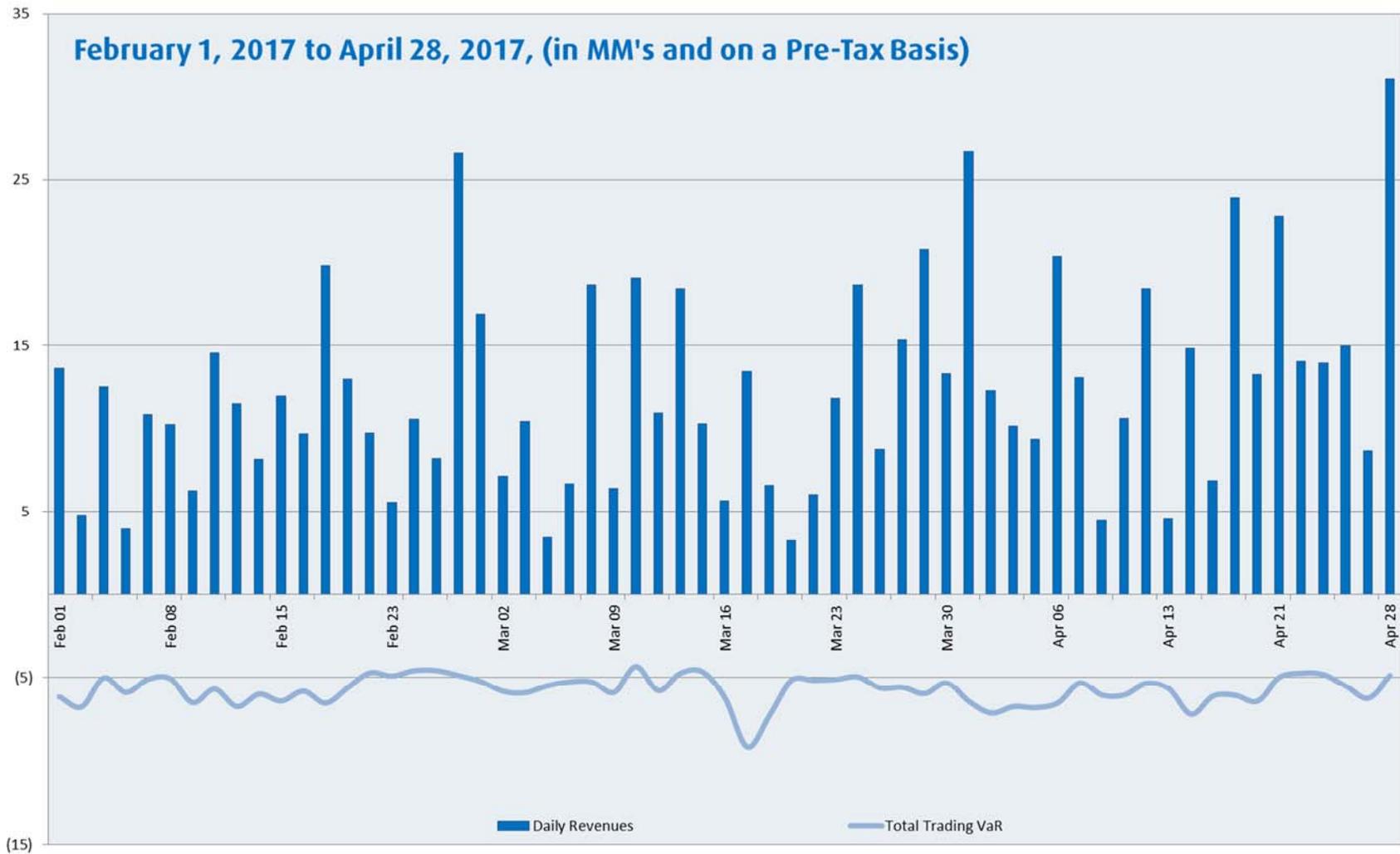
- Oil and Gas loans of \$7.0B and \$9.4B in undrawn exposure<sup>1</sup>, of which more than half is investment grade
- Portfolio represents 2% of total bank loans

## Consumer Exposure in Alberta

- Alberta consumer loans represent 6% of total bank loans of which over 80% are Real Estate Secured (RESL)
  - ~60% of Alberta RESL is insured
  - 57% Loan-to-value (LTV) on uninsured RESL

<sup>1</sup> Credit exposures on committed undrawn amounts of loans. See Credit Risk Exposure by Industry table on page 43 of Supplementary Financial Information

# Trading-related Net Revenues versus Value at Risk



# Adjusting Items

Adjusting <sup>1</sup> items – Pre-tax (\$MM)	Q2 17	Q1 17	Q2 16
Amortization of acquisition-related intangible assets <sup>2</sup>	(43)	(37)	(40)
Acquisition integration costs <sup>2</sup>	(21)	(22)	(24)
Restructuring costs <sup>3</sup>	-	-	(188)
<b>Adjusting items included in reported pre-tax income</b>	<b>(64)</b>	<b>(59)</b>	<b>(252)</b>

Adjusting <sup>1</sup> items – After-tax (\$MM)	Q2 17	Q1 17	Q2 16
Amortization of acquisition-related intangible assets <sup>2</sup>	(34)	(28)	(31)
Acquisition integration costs <sup>2</sup>	(13)	(14)	(16)
Restructuring costs <sup>3</sup>	-	-	(132)
<b>Adjusting items included in reported net income after tax</b>	<b>(47)</b>	<b>(42)</b>	<b>(179)</b>
<b>Impact on EPS (\$)</b>	<b>(0.08)</b>	<b>(0.06)</b>	<b>(0.28)</b>

1 Adjusted measures are non-GAAP measures, see slide 2 for more information

2 Amortization of acquisition-related intangible assets reflected across the Operating Groups. Acquisition integration costs related to F&C are charged to Wealth Management. Acquisition integration costs related to the acquired BMO Transportation Finance business are charged to Corporate Services, since the acquisition impacts both the Canadian and U.S. P&C businesses. Acquisition integration costs are primarily recorded in non-interest expense

3 Restructuring charge in Q2'16, as we accelerated the use of technology to enhance customer experience and focus on driving operational efficiencies

# Investor Relations

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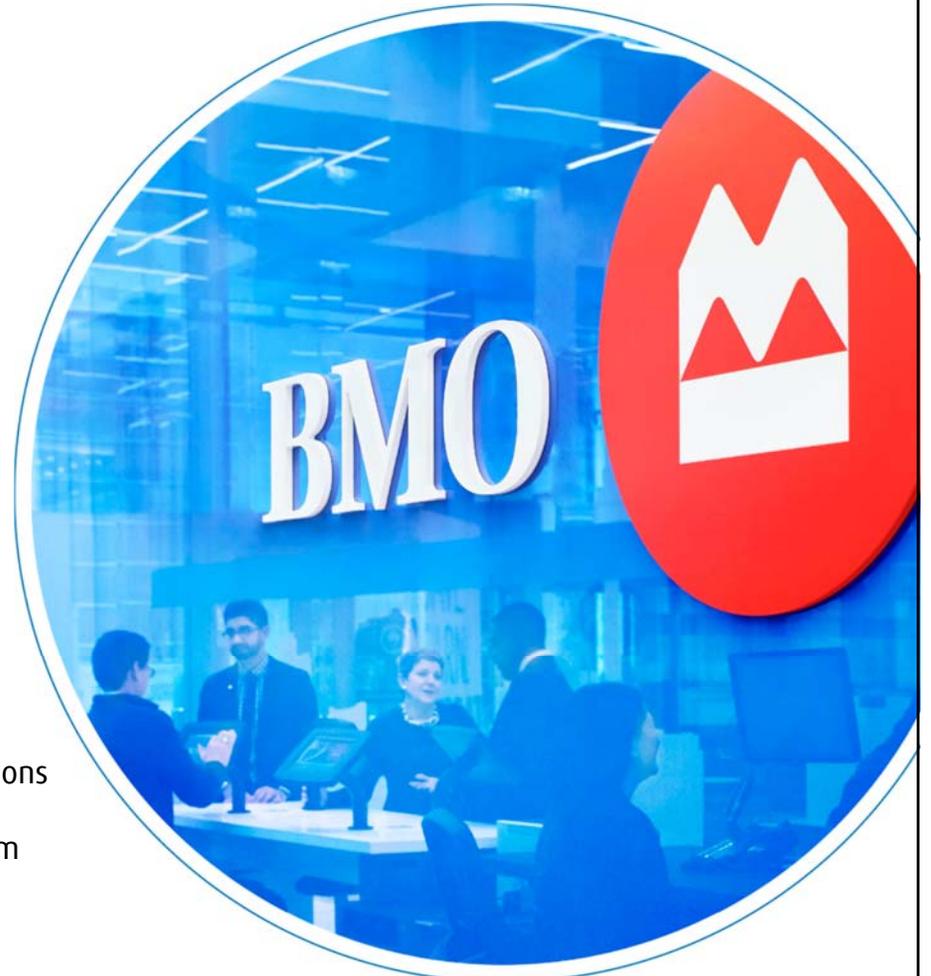
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