

# Q1'20 Fact Sheet



## Who We Are

Established in 1817, BMO Financial Group is North America's eighth largest bank by assets<sup>1,2</sup>. BMO serves more than 12 million customers through three integrated operating groups providing personal and commercial banking, wealth management and investment services. Everywhere we do business, we're focused on building, investing and transforming how we work to drive performance and continue growing the good.

## Our Purpose:

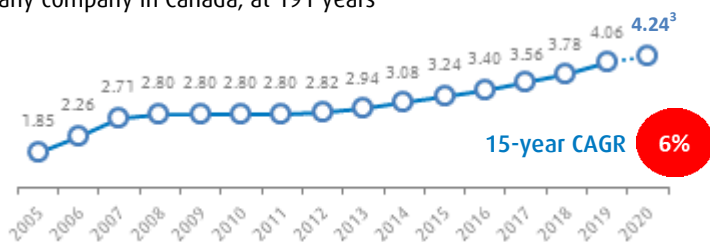
**Boldly Grow the Good in business and life**

## Our Strategic Priorities

- 1 Drive leading growth in priority areas by earning customer loyalty
- 2 Simplify, speed up, and improve productivity
- 3 Harness the power of digital and data to grow
- 4 Be leaders in taking and managing risk, consistent with our overall risk appetite
- 5 Activate a high-performance culture

## Dividends Declared (\$ per share)

BMO has the longest running dividend payout record of any company in Canada, at 191 years



## Shareholder Centre

(Ticker: BMO; exchanges: TSX, NYSE)

- Current declared quarterly dividend: \$1.06; up 6% Y/Y
- Q1'20 Dividend Payout Ratio: 44.5%; Target: 40-50%
- Dividend Yield<sup>1</sup>: 4.2%
- Market Capitalization<sup>1</sup>: \$64.6B
- Common Shares Outstanding<sup>1</sup>: 639.6 million

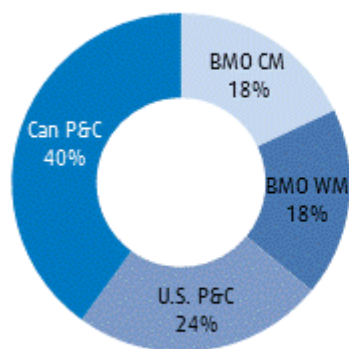
## Key Metrics<sup>1</sup> — Q1'20

Balance Sheet (\$B)		Capital Ratios		Bank Information	
Assets	880	CET1	11.4%	Employees	~45,000
Loans	433	Tier 1	13.0%	Branches	1,456
Deposits	582	Total Capital	15.2%	ABMs	4,920

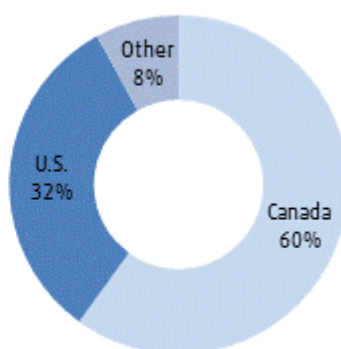
## Credit Ratings (Senior Debt / Outlook)

	Moody's	S&P	Fitch	DBRS
Long term deposits / legacy senior debt <sup>4</sup>	Aa2	A+	AA	AA
Senior debt <sup>5</sup>	A2	A-	AA-	AA (low)
Outlook	Stable	Stable	Stable	Stable

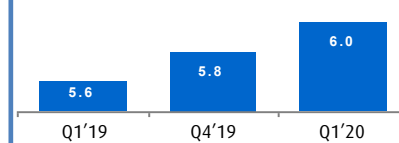
### Adjusted Net Income by Operating Group — LTM<sup>6</sup>



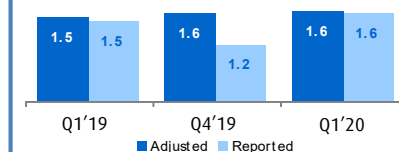
### Adjusted Net Income by Geography — LTM<sup>6</sup>



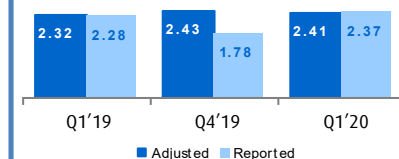
### Net Revenue (\$ billions)



### Net Income (\$ billions)



### Earnings Per Share (\$)



<sup>1</sup> As at January 31, 2020

<sup>2</sup> Source: Bloomberg

<sup>3</sup> Annualized based on Q2'20 declared dividend of \$1.06

<sup>4</sup> Long term deposits / legacy senior debt includes: (a) Senior debt issued prior to September 23, 2018; and (b) Senior debt issued on or after September 23, 2018 which is excluded from the Bank Recapitalization (Bail-In) Regime.

<sup>5</sup> Subject to conversion under the Bank Recapitalization (Bail-In) Regime

<sup>6</sup> Reported net income over last twelve months (LTM) by operating group (excludes Corporate Services): Canadian P&C 40%, U.S. P&C 24%, BMO WM 18%, BMO CM 18%; by geography: Canada 61%, U.S. 31%, Other 8%

# Operating Group Overview

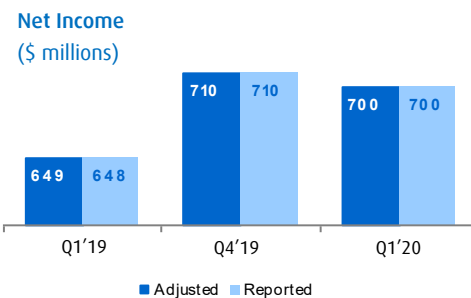
# Q1'20 Fact Sheet

## Canadian P&C

- Provides financial products and services to eight million customers
- Helping customers make the right financial decisions as they do business across a network of ~900 branches, contact centres, digital banking platforms and over 3,300 automated teller machines
- Strong and growing retail banking business, benefiting from steadily increasing digital sales penetration
- Top-tier commercial banking business, as evidenced by BMO's number two ranking in Canadian market share for business loans up to \$25 million

### Q1'20 Highlights

- Strong performance and continued balance momentum; PPPT growth of 10%, positive operating leverage
- Strong commercial loan growth of 15%
- Deposit growth of 14%, well diversified across personal and commercial

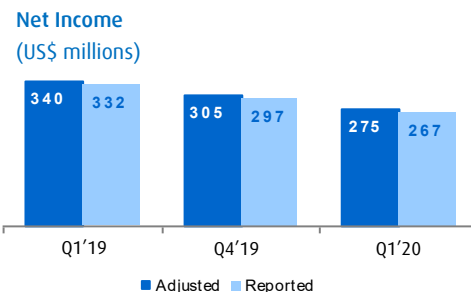


## U.S. P&C

- Delivers a broad base of financial services to more than two million customers through over 560 branches, dedicated contact centres, digital banking platforms and nationwide access to more than 40,000 automated teller machines
- Large-scale, diversified national commercial business, centred in the U.S. Midwest and supported by in-depth industry knowledge, best-in-class customer experience and top-tier market share in our flagship businesses
- Increasing momentum in personal banking, driven by a large and growing customer base, a broad suite of products and services and accelerated investment in digital capabilities

### Q1'20 Highlights

- Good quarter, absorbing the full impact of recent rate decreases while still driving year-over-year revenue and PPPT growth and positive operating leverage
- Commercial loan growth of 13% and Personal loan growth of 9%
- Deposit growth of 11% with 9% growth in personal and 13% growth in commercial

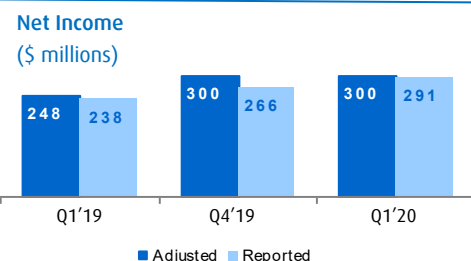


## BMO Wealth Management

- 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
- #2 share in the Canadian ETF market with a top ranking in net new asset growth for the 8th consecutive year
- Global business with an active presence in markets across Canada, the United States, EMEA and Asia

### Q1'20 Highlights

- Strong Y/Y adjusted net income growth of 21%
- Assets under management and administration \$893B, up 9%
- Y/Y loans and deposits grew by 14% and 12%, respectively, as we continue to diversify our product mix

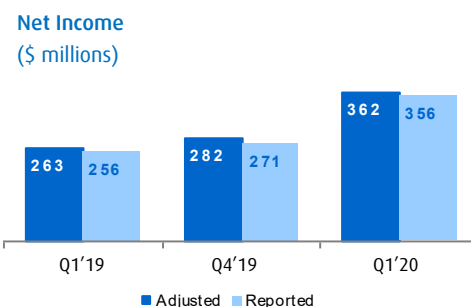


## BMO Capital Markets

- North American-based financial services provider offering a complete range of products and services to corporate, institutional and government clients
- Approximately 2,800 professionals in 33 locations around the world, including 19 offices in North America
- Well-diversified platform and business mix - by sector, geography, product and currency, including a strong, scalable and relevant U.S. business - positioning BMO well in several key markets and over the long term

### Q1'20 Highlights

- Strong performance across all businesses; adjusted net income up 38% Y/Y
- U.S. contributed US\$110MM to earnings representing 40% of total Capital Markets
- Entered into agreement to acquire Clearpool Group Inc., an electronic trading platform

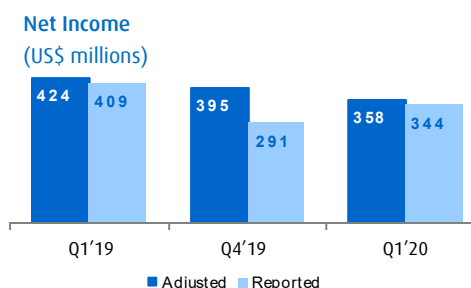


## U.S. Segment

- The U.S. continues to deliver strong results, representing 34% of the bank's earnings in F2019
- Well-positioned to capture growth opportunities as we build on strength in commercial banking, accelerate growth in personal banking, drive more revenue in U.S. Capital Markets, and grow core personal wealth and asset management customers

### Q1'20 Highlights

- Adjusted PPPT growth of 10%
- Positive operating leverage of 2.4% and efficiency improved by 150bps year-over-year
- Segment is more diversified than ever, with consistent contribution across all businesses



## Contact Information

### Investor Relations

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Corporate Service net income / (loss) - not included in Operating Group Net income:

(C\$ millions)	Adjusted	Reported
Q1'20	(\$106)	(\$106)
Q4'19	(\$89)	(\$446)
Q1'19	(\$76)	(\$76)