

# Q1'22 Fact Sheet



## About Us

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 a broad range of personal and commercial banking, wealth management, global markets and investment banking products and services. At BMO, we continue to build a high-performance, digitally-enabled, future-ready bank. Anchored in our Purpose, we are driven by our strategic priorities for growth, strengthened by our approach to sustainability, and guided by our values to build a foundation of trust with our stakeholders and achieve leading customer loyalty

## Our Purpose

Boldly Grow the Good *in business and life*



For a thriving economy



For a sustainable future



For an inclusive society

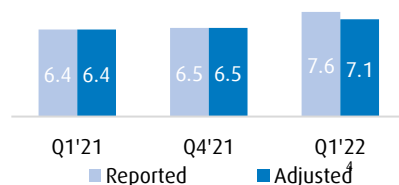
## Our Strategic Priorities

- **World-class** client loyalty and growth
- **Winning culture** driven by alignment, empowerment and recognition
- **Digital first** for speed, efficiency and scale
- **Simplify** work and **eliminate complexity**
- **Superior management** of risk and capital performance

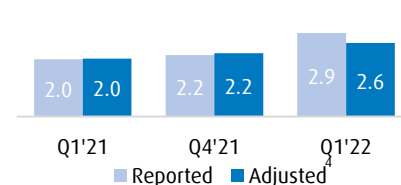
## Key Metrics<sup>1</sup> – Q1'22

Assets (\$B)	1,023
Gross Loans and Acceptances (\$B)	500
Deposits (\$B)	705
CET1 Ratio <sup>3</sup> (%)	14.1%
Leverage Ratio <sup>3</sup> (%)	4.7%
Liquidity Coverage Ratio <sup>3</sup> (%)	129%
Employees	~44,000
Branches	1,390
ABMs	4,773

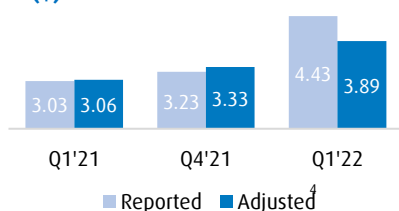
## Revenue, net of CCPB (\$B)<sup>4</sup>



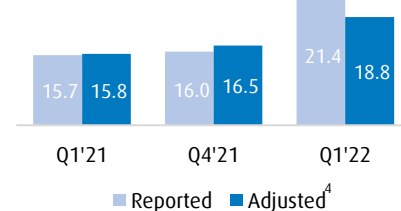
## Net Income (\$B)



## EPS (\$)



## ROE (%)



## Credit Ratings

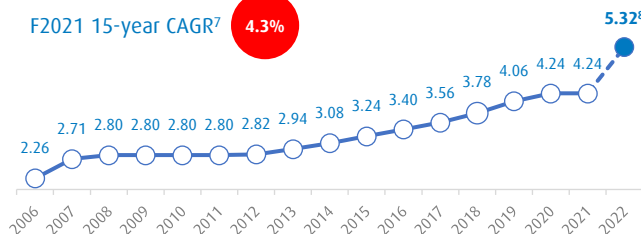
	Moody's	S&P	DBRS	Fitch
Long term deposits/ legacy senior debt <sup>5</sup>	Aa2	A+	AA	AA
Senior Debt <sup>6</sup>	A2	A-	AA (low)	AA-
Outlook	Stable	Stable	Stable	Negative

## Dividends Declared (\$ per share)

BMO has the longest running dividend payout record of any company in Canada, at 193 years

F2021 15-year CAGR<sup>7</sup>

4.3%



1 As at January 31, 2022

2 Source: Bloomberg GICS screen of largest North American banks by total assets as at Jan 31, 2022

3 CET1 Ratio and Leverage Ratio are disclosed in accordance with OSFI's Capital Adequacy Requirements Guideline, as applicable; LCR is disclosed in accordance with OSFI's Liquidity Adequacy Requirements Guideline, as applicable

4 These are non-GAAP measures. For the composition of non-GAAP and other financial measures, including supplementary financial measures, refer to the Glossary of Financial terms and the Non-GAAP and Other Financial Measures section of the Q1 2022 Report to Shareholders, which is available at [www.bmo.com](http://www.bmo.com) and at [www.sedar.com](http://www.sedar.com), for further information

5 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

6 Subject to conversion under the Bank Recapitalization (Bail-In) Regime

7 Compound Annual Growth Rate

8 Based on quarterly dividend of \$1.33 declared on March 1, 2022 annualized

9 The 3 year TSR is the annualized return for the 3 years from January 31, 2019 to January 31, 2022;

The 5 year TSR is the annualized return for the 5 years from January 31, 2017 to January 31, 2022

## Shareholder Centre

(Ticker: BMO; exchanges: TSX, NYSE)

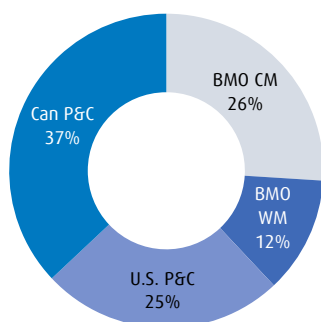
- Current declared quarterly dividend: \$1.338
- Dividend Yield<sup>8</sup>: 3.7%
- Total Shareholder Return<sup>9</sup>: 3-year 19.2%; 5-year 12.3%
- Market Capitalization<sup>1</sup>: \$93.3B
- Common Shares Outstanding<sup>1</sup>: 648.4 million

# Q1'22 Fact Sheet

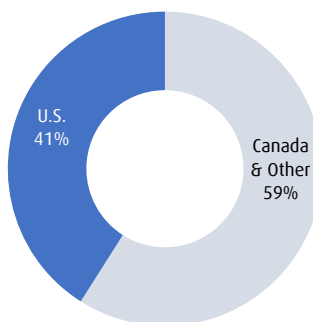


Operating Group Overview	Financial Performance Q1'22		
		Reported	Adjusted <sup>1</sup>
<b>Canadian Personal &amp; Commercial Banking</b> <ul style="list-style-type: none"> <li>Provides financial products and services to eight million customers</li> <li>Personal Banking helps customers make real financial progress through a network of almost 900 branches, contact centres, digital banking platforms and over 3,200 automated banking machines</li> <li>Commercial Banking serves clients across Canada and commercial bankers are trusted advisors and partners to their clients, delivering sector and industry expertise, local presence and a full suite of commercial products and services</li> </ul>	Revenue (\$MM)	2,407	2,407
	Net Income (\$MM)	1,004	1,004
	ROE (%)	34.5	34.6
	Gross Loans and Acceptances (\$B)		277
	Deposits (\$B)		236
<b>U.S. Personal &amp; Commercial Banking</b> <ul style="list-style-type: none"> <li>Delivers a broad base of financial services to more than two million customers through over 500 branches, dedicated contact centres, digital banking platforms, and nationwide access to more than 1,500 automated banking machines</li> <li>Large-scale, diversified national commercial business, centred in the U.S. Midwest and supported by in-depth industry knowledge, best-in-class customer experience</li> <li>Increasing momentum in personal banking, driven by a large and growing customer base, a broad suite of products and services and digital banking capabilities in all 50 States</li> </ul>	Revenue (US\$MM)	1,196	1,196
	Net Income (US\$MM)	536	537
	ROE (%)	19.5	19.5
	Gross Loans and Acceptances (US\$B)		98
	Deposits (US\$B)		115
<b>BMO Wealth Management</b> <ul style="list-style-type: none"> <li>Serves a full range of clients, from individuals and families to business owners and institutions, with a wide spectrum of asset, wealth management and insurance products and services aimed at helping clients plan, grow, protect and transition their wealth</li> <li>Competitively advantaged, high return business with strong client loyalty, repositioned for North American growth</li> </ul>	Net Revenue (\$MM) <sup>1</sup>	1,324	1,324
	Net Income (\$MM)	315	316
	ROE (%)	24.0	24.1
	AUA/AUM (\$B)		440/333
<b>BMO Capital Markets</b> <ul style="list-style-type: none"> <li>North American-based financial services provider offering a complete range of products and services to corporate, institutional and government clients</li> <li>Well-diversified platform and business mix – by sector, geography, product and currency, including a strong and scalable U.S. business – positioning BMO well in several key markets and over the long term</li> </ul>	Revenue (\$MM)	1,939	1,939
	Net Income (\$MM)	705	712
	ROE (%)	24.9	25.1
<b>U.S. Segment</b> <ul style="list-style-type: none"> <li>Our U.S. businesses are driving long-term growth, representing over one-third of revenue and earnings in F2021</li> <li>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 wealth management customers with strong collaboration across businesses</li> </ul>	Revenue (US\$MM)	2,458	2,015
	Net Income (US\$MM)	1,145	791
	ROE (%)	26.6	18.3

Q1'22 Reported Net Income by Operating Group<sup>2</sup>



Q1'22 Reported Net Revenue<sup>1</sup> by Geography



## Investor Relations

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<sup>1</sup> These are non-GAAP measures, see the Non-GAAP and Other Financial Measures section of the Q1 2022 Report to Shareholders, which is available at [www.bmo.com](http://www.bmo.com) and at [www.sedar.com](http://www.sedar.com), for further information.

<sup>2</sup> Percentages determined excluding results in Corporate Services