

# F2022 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 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 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

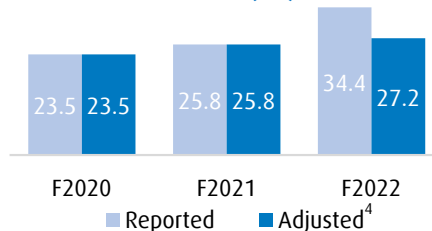
## Our Strategic Priorities

- **World-class loyalty and growth**, powered by One Client leadership
- **Winning culture** driven by alignment, empowerment and recognition
- **Digital first** for speed, scale and the elimination of complexity
- **Lead partner** in our clients' transition to a net zero world
- **Superior management** of risk, capital and funding performance

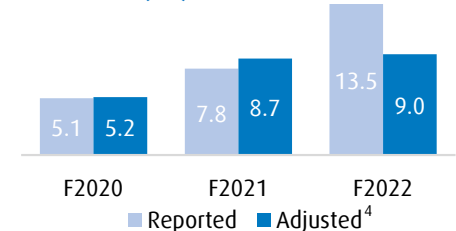
## Key Metrics<sup>1</sup> - F2022

Assets (\$B)	1,139
Gross Loans and Acceptances (\$B)	567
Deposits (\$B)	769
CET1 Ratio <sup>3</sup> (%)	16.7%
Leverage Ratio <sup>3</sup> (%)	5.6%
Liquidity Coverage Ratio <sup>3</sup> (%)	135%
Employees	~47,000
Branches	1,383
ABMs	4,717

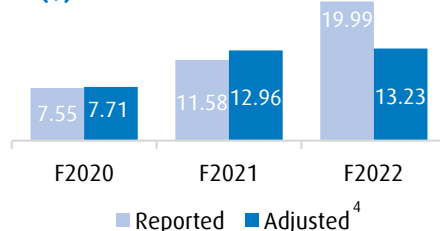
## Revenue, net of CCPB (\$B)<sup>4</sup>



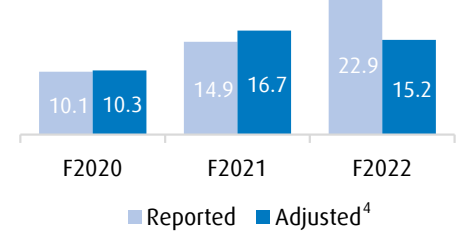
## Net Income (\$B)



## EPS (\$)



## ROE (%)

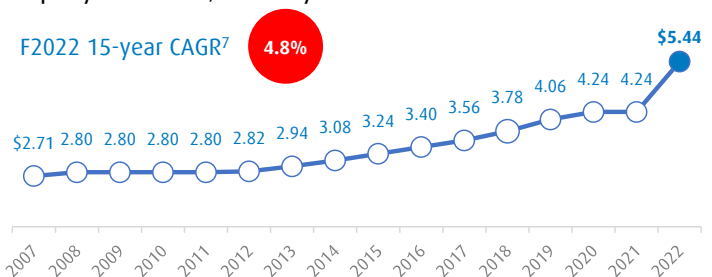


## Credit Ratings

	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 194 years



## Shareholder Information

(Ticker: BMO; exchanges: TSX, NYSE)

- Current declared quarterly dividend: \$1.43<sup>8</sup>; up 8% Y/Y
- Dividend Yield<sup>1,8</sup>: 4.6%
- Total Shareholder Return<sup>9</sup>: 3-year 13.4%; 5-year 9.2%
- Market Capitalization<sup>1</sup>: \$85.0B
- Common Shares Outstanding<sup>1</sup>: 677.1 million

1 As at October 31, 2022

2 Source: Bloomberg GICS screen of North American banks by total assets as at October 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 2022 Annual 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 the dividend declared on December 1, 2022

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

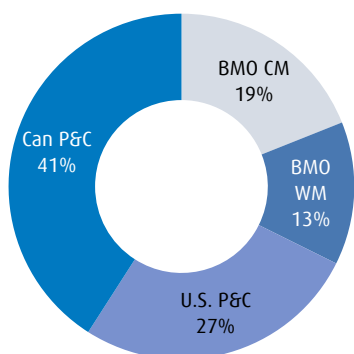
The 5-year TSR is the annualized return for the 5 years from October 31, 2017 to October 31, 2022

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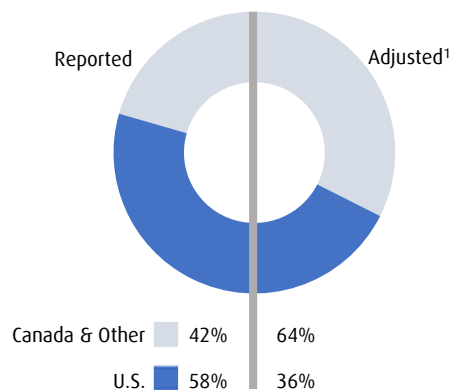


Operating Group Overview	Financial Performance F2022	
	Reported	Adjusted <sup>1</sup>
<b>Canadian Personal &amp; Commercial Banking</b> <ul style="list-style-type: none"> <li>Provides financial products and services to eight million customers</li> <li>Personal &amp; Business Banking helps customers make real financial progress through a network of almost 900 branches, contact centres, digital banking platforms and more than 3,200 automated banking machines</li> <li>Commercial Banking serves clients across Canada as a trusted advisor, offering industry expertise, a local presence and a comprehensive range of commercial products and services</li> </ul>	Revenue (\$MM) 9,868 Net Income (\$MM) 3,826 ROE (%) 32.1 Gross Loans and Acceptances (\$B) 290 Deposits (\$B) 244	Revenue (\$MM) 9,868 Net Income (\$MM) 3,827 ROE (%) 32.1 Gross Loans and Acceptances (\$B) 290 Deposits (\$B) 244
<b>U.S. Personal &amp; Commercial Banking</b> <ul style="list-style-type: none"> <li>Delivers financial products and services to more than two million customers through over 500 branches, dedicated contact centres, digital banking platforms, and nationwide access to over 40,000 automated banking machines</li> <li>Diversified national commercial banking business, supported by in-depth industry knowledge with best-in-class customer experience</li> <li>Personal &amp; Business Banking aims to provide customers with an exceptional experience in every interaction, with a large and growing customer base and digital banking capabilities in all 50 States</li> </ul>	Revenue <sup>1</sup> (US\$MM) 4,874 Net Income (US\$MM) 1,933 ROE (%) 17.8 Gross Loans and Acceptances (US\$B) 102 Deposits (US\$B) 113	Revenue <sup>1</sup> (US\$MM) 4,874 Net Income (US\$MM) 1,937 ROE (%) 17.8 Gross Loans and Acceptances (US\$B) 102 Deposits (US\$B) 113
<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 wealth management, asset 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, positioned for North American growth</li> </ul>	Net Revenue <sup>1</sup> (\$MM) 5,207 Net Income (\$MM) 1,251 ROE (%) 23.5 AUA/AUM (\$B) 424/305	Net Revenue <sup>1</sup> (\$MM) 5,207 Net Income (\$MM) 1,254 ROE (%) 23.6 AUA/AUM (\$B) 424/305
<b>BMO Capital Markets</b> <ul style="list-style-type: none"> <li>A leading North American-based financial services provider offering a complete range of products and services to corporate, institutional and government clients</li> <li>Integrated platform and well-diversified business mix – by sector, geography, product and currency, including a strong and scalable U.S. business</li> </ul>	Revenue <sup>1</sup> (\$MM) 6,172 Net Income (\$MM) 1,772 ROE (%) 14.9	Revenue <sup>1</sup> (\$MM) 6,172 Net Income (\$MM) 1,794 ROE (%) 15.1
<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 BMO's revenue and earnings in F2022</li> <li>Well-positioned to capture growth opportunities, leveraging strong integration and collaboration across U.S. Personal &amp; Commercial banking, Capital Markets and Wealth</li> </ul>	Revenue (US\$MM) 13,064 Net Income (US\$MM) 6,079 ROE (%) 35.4	Revenue (US\$MM) 7,566 Net Income (US\$MM) 2,545 ROE (%) 14.7

F2022 Reported Net Income by Operating Group<sup>2</sup>



F2022 Net Income by Geography



## Investor Relations

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<sup>1</sup> Adjusted measures, measures presented net of CCPB and including the impact of teb are non-GAAP measures. See the Non-GAAP and Other Financial Measures section of the 2022 Annual 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