

# Strategic Highlights

# Q1 | 10

The BMO logo is rendered in a 3D, metallic style with a dark blue base and a lighter blue top. The letters are bold and blocky, with a slight shadow underneath.

**Bill Downe**  
President & Chief Executive Officer  
BMO Financial Group

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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 harbour 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 2010 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 and U.S. 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; interest rate and currency value fluctuations; changes in monetary policy; the degree of competition in the geographic and business areas in which we operate; changes in laws; 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; critical accounting estimates; operational and infrastructure risks; general political conditions; global capital market activities; the possible effects on our business of war or terrorist activities; disease or illness that impacts on local, national or international economies; disruptions to public infrastructure, such as transportation, communications, power or water supply; and technological changes.

We caution that the foregoing list is not exhaustive of all possible factors. Other factors could adversely affect our results. For more information, please see the discussion on pages 32 and 33 of BMO's 2009 Annual Report, which outlines in detail certain key factors that may affect BMO's future results. When relying on forward-looking statements to make decisions with respect to Bank of Montreal, investors and others should carefully consider these factors, 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 statement, 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 and 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 the bank's business, including those described under the heading Economic Outlook and Review in our First Quarter 2010 Report to Shareholders, are material factors we consider when determining our strategic priorities, objectives and expectations for our business. In determining our expectations for economic growth, both broadly and in the financial services sector, we primarily consider historical economic data provided by the Canadian and U.S. governments and their agencies.

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## 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 in Bank of Montreal's First Quarter 2010 Report to Shareholders and 2009 Annual Report to Shareholders 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: cash earnings per share and cash productivity; revenue and other measures presented on a taxable equivalent basis (teb); amounts presented net of applicable taxes and earnings which exclude the impact of provision for credit losses and taxes.

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

# Financial Results

Strong performance in core businesses reinforce earning power of operating groups

C\$MM unless otherwise indicated	Q1 2010	Q4 2009	Q1 2009
Revenue	3,025	2,989	2,442
Expense	1,839	1,779	1,841
PCL	333	386	428
Net Income	657	647	225
Cash EPS (\$)	1.13	1.13	0.40
ROE (%)	14.3	14.0	4.9
Tier 1 Capital Ratio	12.5	12.2	10.2
TCE / RWA Ratio	9.5	9.2	7.8

- Strong top-line growth
- Delivering on our brand promise that has clear benefits for customers
- Disciplined expense control
- Pre-provision, pre-tax earnings of \$1.2 billion
- Strong capital position

# Operating Group Highlights

## Defining great customer experience

### P&C Canada

- Strong year-over-year performance:
  - Revenue growth of 12% and net income growth of 28%
- Over 9% revenue growth for 6 consecutive quarters
- Cash productivity ratio of 50.2%
- Prudently managing mortgage portfolio

### Private Client Group

- Strong revenue growth, particularly in full-service investing, mutual funds and North American private banking
- AUM and AUA up \$27 billion Y/Y; adjusting for the weaker U.S. dollar, growth was 18%
- Good momentum in attracting new client assets

### P&C U.S.

- Year-over-year deposit growth of 5.2%
- U.S. Commercial Banking initiative:
  - Improve customer experience
  - Expand client base / grow share
  - Reduce cost to serve each account
  - Increase profitability and ROE

### BMO Capital Markets

- Good results despite moderation of interest-rate-sensitive businesses; improved investment banking revenues and pipeline
- U.S. Commercial Banking initiative:
  - Targeted focus on sectors and clients
  - Improve ROE

# Investor Relations Contact Information

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The BMO logo is rendered in large, white, 3D block letters with black shadows, set against a blue background with a white grid pattern that recedes into the distance.

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