



Creating the Leading Mid-Atlantic Relationship Bank

**BancAnalysts Association of Boston
2010 Annual Bank Conference
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Disclaimer

This presentation contains forward looking statements within the meaning of the Private Securities Litigation Reform Act giving the Company's expectations or predictions of future financial or business performance or conditions. Forward-looking statements are typically identified by words such as "believe," "expect," "anticipate," "intend," "target," "estimate," "continue," "positions," "prospects" or "potential," by future conditional verbs such as "will," "would," "should," "could" or "may", or by variations of such words or by similar expressions. These forward-looking statements are subject to numerous assumptions, risks and uncertainties which change over time. Forward-looking statements speak only as of the date they are made and we assume no duty to update forward-looking statements.

In addition to factors previously disclosed in our SEC reports and those identified elsewhere in this presentation, the following factors among others, could cause actual results to differ materially from forward-looking statements or historical performance: ability to obtain regulatory approvals and meet other closing conditions to the merger, including approval by Wilmington Trust shareholders, on the expected terms and schedule; delay in closing the merger; difficulties and delays in integrating the M&T and Wilmington Trust businesses or fully realizing cost savings and other benefits; business disruption following the merger; changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and capital markets; inflation; customer acceptance of M&T products and services; customer borrowing, repayment, investment and deposit practices; customer disintermediation; the introduction, withdrawal, success and timing of business initiatives; competitive conditions; the inability to realize cost savings or revenues or to implement integration plans and other consequences associated with mergers, acquisitions and divestitures; economic conditions; and the impact, extent and timing of technological changes, capital management activities, and other actions of the Federal Reserve Board and legislative and regulatory actions and reforms, including those associated with the Dodd-Frank Wall Street Reform and Consumer Protection Act.

Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.

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- **Transaction Highlights**
 - Strategic Rationale
 - The M&T Bank Story
 - Wilmington Trust

Creating the Leading Relationship Bank in the Mid-Atlantic



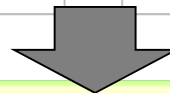
Compelling Strategic Fit

Powerful Logic

- Premier banking franchise in high-growth Mid-Atlantic region
- Combines #1 market share in Delaware with the leading commercial bank in Mid-Atlantic
- Preserves value of Wilmington Trust's established brand and recognized capabilities in trust, wealth management and corporate services
- Led by M&T's experienced management team, with proven credit expertise
- Diversified revenue with greater fee income
- Enhanced capital generation and earnings

Shared Vision of Banking

- Complementary community banking models with focus on relationships
- Leverage top-tier scale in targeted markets to generate superior profitability
- Common Values
 - ❑ Experienced, long-tenured employees key to success
 - ❑ Best corporate citizen in our communities



Creates significant value for shareholders, customers, employees and communities

Summary of Key Terms

Purchase Price and Structure:⁽¹⁾	<ul style="list-style-type: none">▪ \$3.84 per Wilmington Trust share▪ 100% stock consideration; fixed 0.051372 exchange ratio▪ Taxable merger transaction
Transaction Value:	<ul style="list-style-type: none">▪ \$351 million⁽¹⁾ plus the assumption of \$330 million in TARP preferred stock
Internal Rate of Return:	<ul style="list-style-type: none">▪ 20%+
2012 EPS Accretion:	<ul style="list-style-type: none">▪ High single-digit GAAP EPS accretion▪ Low double-digit net operating EPS accretion ⁽²⁾
Synergies:	<ul style="list-style-type: none">▪ Expense: 15% of Wilmington Trust's annual operating expenses, full run-rate realized by year-end 2012▪ Revenue: None assumed
Due Diligence:	<ul style="list-style-type: none">▪ Completed comprehensive due diligence, including detailed review of loan and securities portfolios
Loan Loss Assumptions:	<ul style="list-style-type: none">▪ \$1.0 billion (pre-tax), or 13% of Wilmington Trust's gross loans
Merger-Related Charges:	<ul style="list-style-type: none">▪ \$159 million pre-tax
Branding:	<ul style="list-style-type: none">▪ Retaining Wilmington Trust brand for trust and wealth management▪ M&T brand maintained for regional banking
Expected Completion:	<ul style="list-style-type: none">▪ By mid-year 2011

1. Price and exchange ratio based on M&T closing price of \$74.75 per share as of October 29, 2010.

2. Provides for estimated cost of future TARP repayment.

Summary of Key Management / Governance Terms

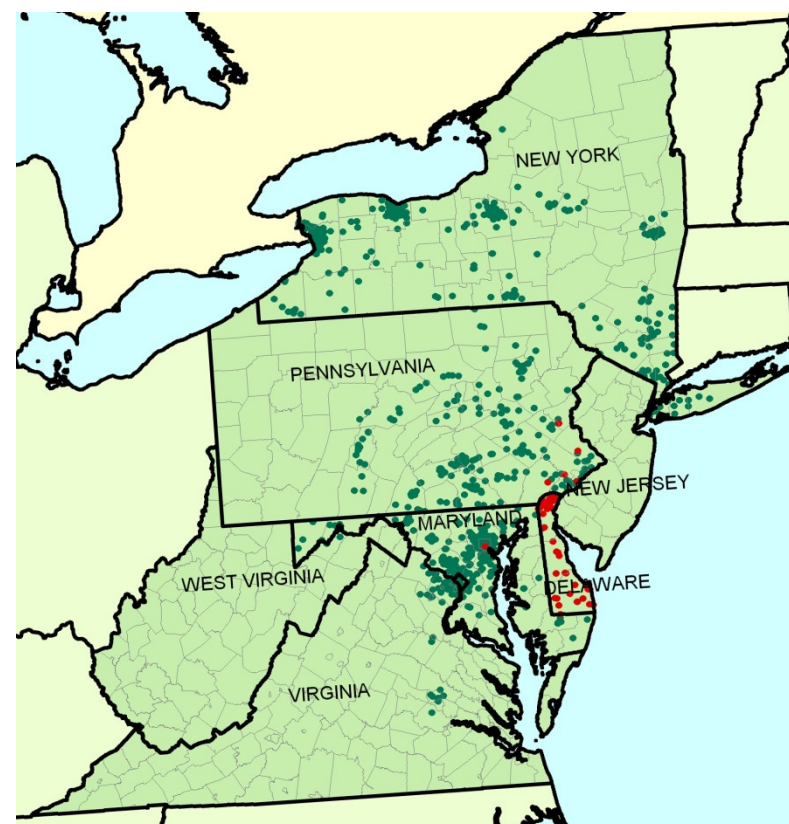
- Board Representation:**
- Wilmington Trust CEO and Chairman Donald Foley to join M&T's Board
- Approval Requirements:**
- Approval by shareholders of Wilmington Trust
 - Customary regulatory approvals
- Deal Protection:**
- Break-up fee - \$30 million, subject to specified conditions

Pro Forma Combined Franchise

(\$ in billions) As of 9/30/2010	M&T	Wilmington Trust	Combined ⁽²⁾
Assets:	\$68.2	\$10.4	\$78.6
Loans:	\$50.8	\$8.1	\$58.9
Deposits:	\$48.7	\$8.3	\$57.0
Branches: ⁽¹⁾	742	48	790
Assets Under Management:	\$21.9	\$58.4	\$80.3
ATMs: ⁽¹⁾	1,855	225	2,080
Employees:	13,441	2,796	16,237

1. Current count.

2. Excludes impact of purchase accounting.



● M&T

● Wilmington Trust

Comprehensive Loan Review

- Wilmington Trust engaged outside party to review its commercial loan portfolio / re-evaluate the risk ratings and loss content
- Subsequently, a 40-person M&T team evaluated Wilmington's Commercial portfolio
- Over 11 days, M&T reviewed approximately 450 borrowers with \$3 billion in outstandings, or 50% of the commercial portfolio
 - Sample by loan category:
 - Commercial, Financial and Agriculture – 43%
 - CRE-Commercial Mortgage – 45%
 - CRE-Construction – 64%
- Another M&T team conducted on-site due diligence for Consumer and Residential Mortgage portfolios
 - Conducted loan level credit modeling
 - Sampled several hundred files to assess documentation standards, underwriting quality and regulatory compliance
- M&T developed its own lifetime loss assumptions based on these reviews

Estimated Lifetime Credit Losses

- M&T leveraged extensive experience in southern Delaware markets to assess credit marks
- Projected lifetime Wilmington Trust loan losses exceed those for Provident, particularly for construction portfolio

(\$ in millions)

Loan Category	M&T Estimate			WL Through-the-Cycle Losses			Provident
	9/30/10 Balance	Remaining Credit Losses		Life-to-Date Losses 1/1/08 - 9/30/10	Total Lifetime Losses		Initial Estimated Lifetime Credit Loss %
		\$	% of Total		\$	% of Total	
Construction	\$1,682	\$ 534	32%	\$ 216	\$ 750	40%	34%
Commercial & CRE	4,422	349	8%	173	521	11%	4%
Residential Mortgage	416	32	8%	1	33	8%	6%
Home Equity & Consumer	1,607	101	6%	82	183	11%	7%
Total	\$8,127	\$ 1,016	13%	\$ 471	\$ 1,486	17%	9%
Loan Loss Allowance		(510)					
Losses Net of Allowance		\$ 506					

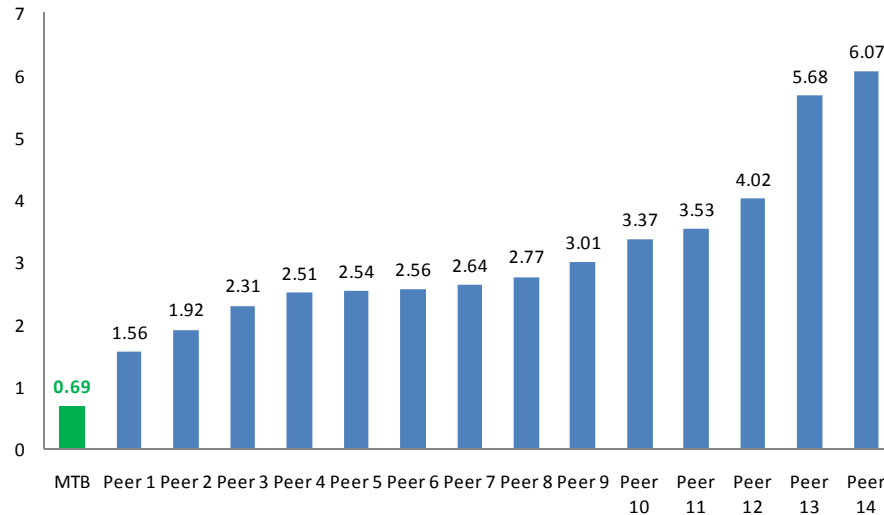
- Estimated lifetime losses include projected remaining losses and net charge-offs from year-end 2007 through 9/30/10
- Construction losses exceed 35.9% estimated lifetime loss for M&T's Mid-Atlantic residential construction portfolio

Strong Pro Forma Capital Position

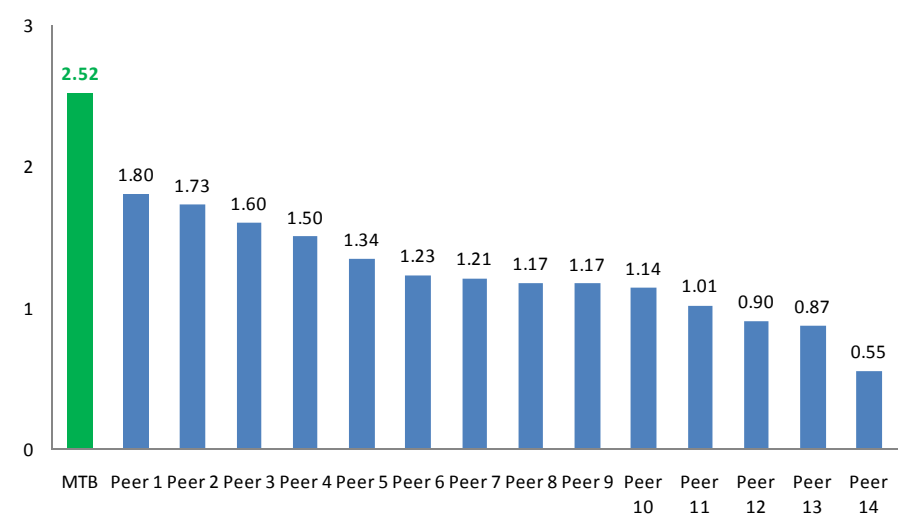
- Capital metrics comparable to current M&T ratios after de-risking acquired assets
- Estimated pro forma tangible common equity ratio in range of 5.96% - 6.40% in second quarter of 2011
- Enhanced capital generation accelerates future growth in capital metrics
- M&T to assume Wilmington Trust's \$330 MM of TARP preferred
- No change assumed in M&T's dividend

M&T's Credit Ratios are Best-in-Class

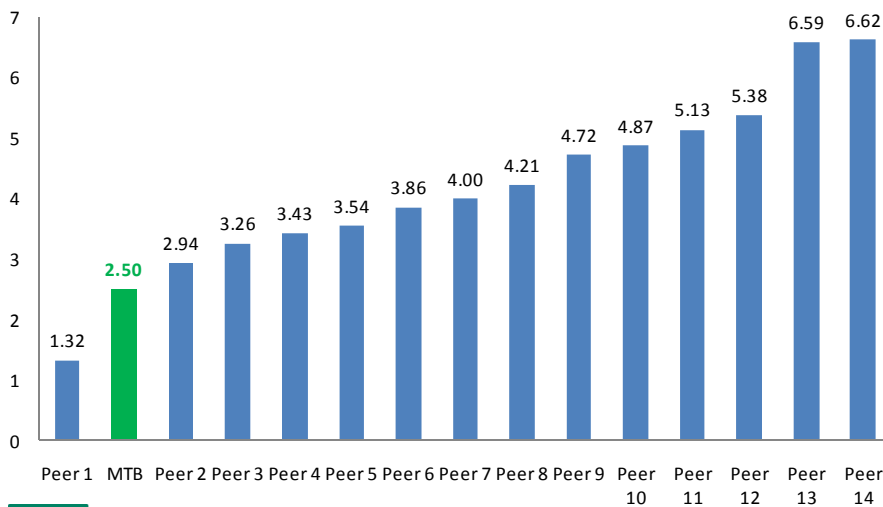
NCOs % of Avg Loans*



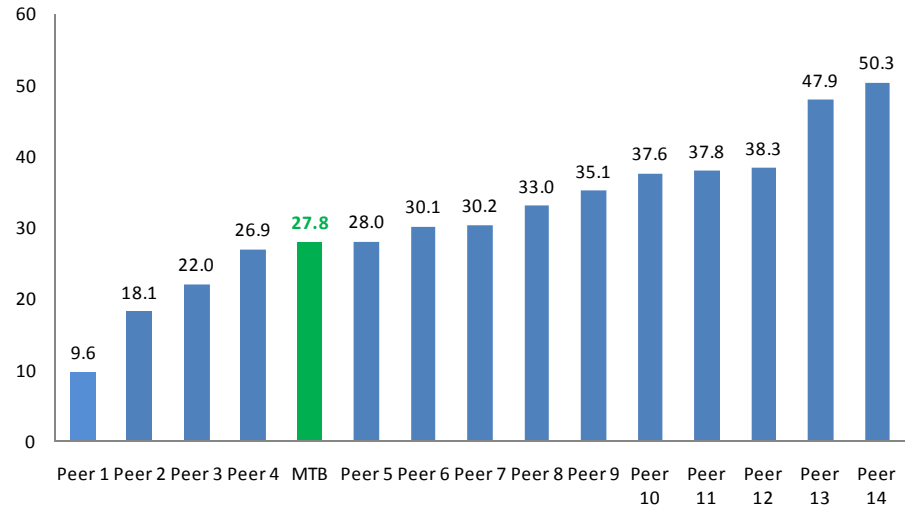
Reserve Coverage of NCOs (in years)*



Nonperforming Assets % of Total Loans & OREO

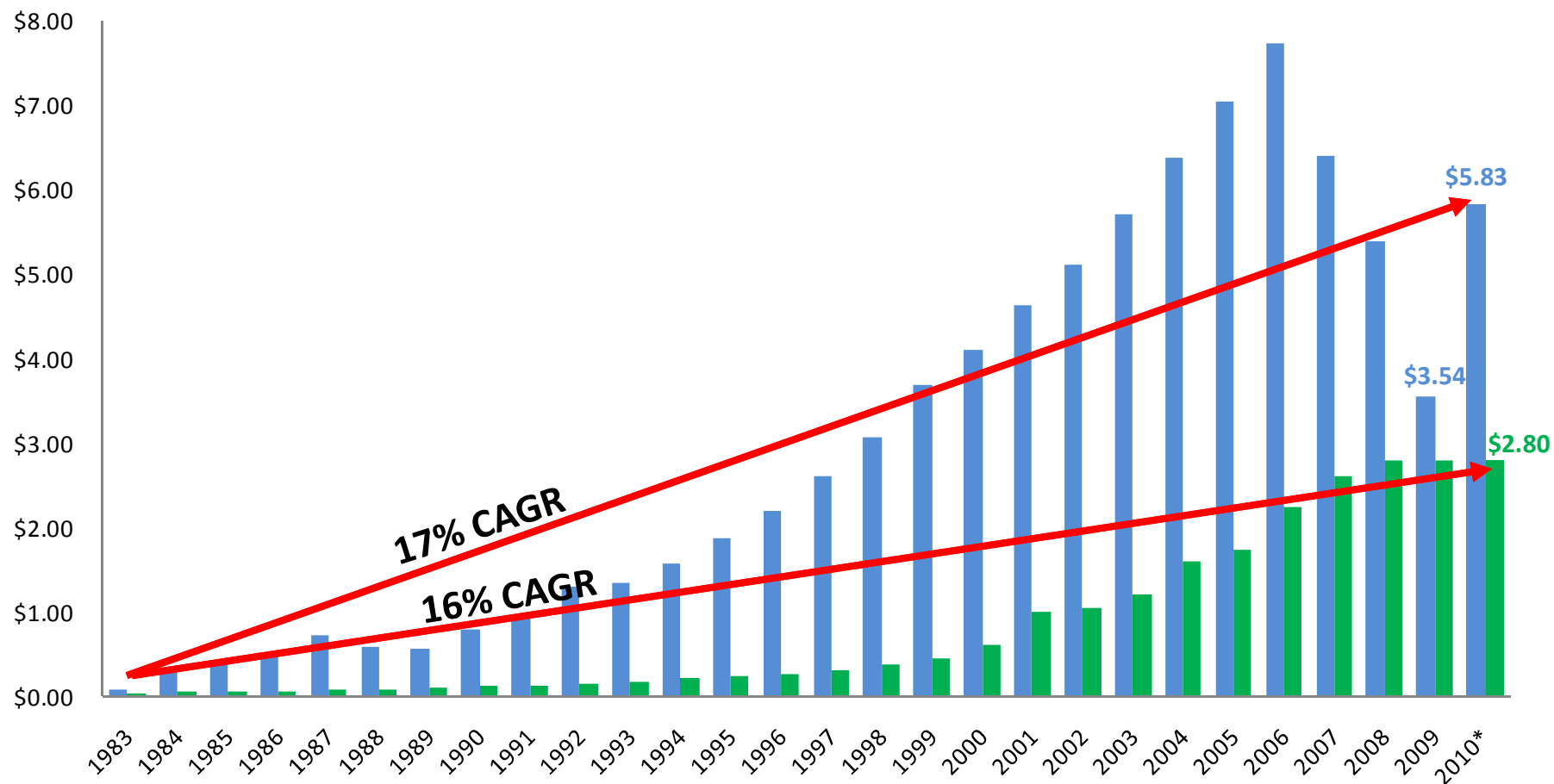


NPAs as % of TCE + ALLL



M&T's Operating Earnings and Dividends Per Share: 1983 – 2010

M&T has consistently earned net operating earnings in excess of its dividend, which was maintained through the current cycle



■ Diluted Net Operating Earnings

■ Dividends

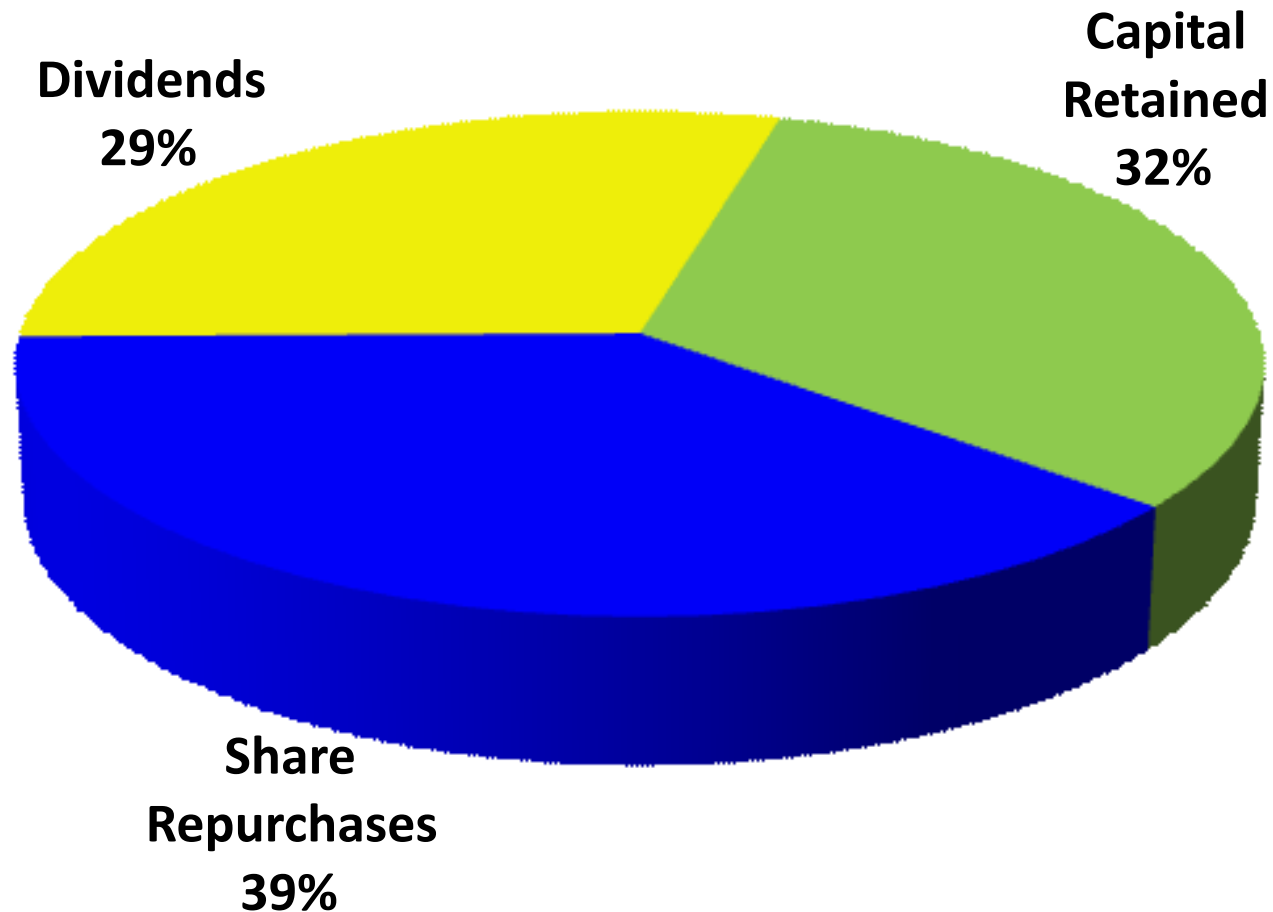


*2010 First Call Estimate as of 10/31/10, adjusted to exclude the impact of amortization expense associated with intangible assets. 2010 dividends per share reflect September 2010 YTD dividends, annualized.

Note: Data prior to 1998 does not include provisions of SFAS No. 123 and No.148 stock option expensing.

Focus on Long Term Shareholder Returns

Cumulative Capital Retained, Dividends and Share Repurchases
1983 – September 2010




Total Return to Shareholders

Top 50 Banks by Market Cap On January 1, 2000

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	10 Year
# Company TRS	# Company TRS	# Company TRS	# Company TRS	# Company TRS	# Company TRS	# Company TRS	# Company TRS	# Company TRS	# Company TRS	# Company TRS
1 TCF Financial 85%	1 UnionBanCal 63%	1 Wachovia 20%	1 Fleet Boston 88%	1 SouthTrust 36%	1 State Street 15%	1 Compass 27%	1 Northern Trust 28%	1 Commerce 85%	1 Comerica 50%	1 MTB 102%
2 Commerce 82%	2 Bank of America 43%	2 Popular 19%	2 JP Morgan (Chase) 60%	2 Popular 32%	2 Bank of NY 27%	2 Bank of NY 27%	2 Bank of NY 27%	2 UnionBanCal 55%	2 First Horizon 36%	2 Wells Fargo 79%
3 State Street 71%	3 North Fork 34%	3 Regions 15%	3 Zions 59%	3 Charter One 32%	3 Mellon 13%	3 US Bancorp (Firstar) 26%	3 State Street 22%	3 Old National 28%	3 JP Morgan (Chase) 34%	3 PNC 69%
4 PNC 70%	4 Union Planters 33%	4 Bank of America 15%	4 Synovus 53%	4 TCF Financial 29%	4 PNC 12%	4 Mellon 26%	4 Commerce 10%	4 Valley 17%	4 MTB 23%	4 US Bancorp (Firstar) 56%
5 MTB 66%	5 AmSouth 30%	5 Charter One 14%	5 UnionBanCal 50%	5 National Commerce 28%	5 UnionBanCal 9%	5 JP Morgan (Chase) 26%	5 Compass 9%	5 FirstMerit 9%	5 Fifth Third 19%	5 TCF Financial 52%
6 Charter One 64%	6 First Horizon 29%	6 Compass 14%	6 BankNorth 48%	6 Compass 27%	6 Northern Trust 9%	6 Mercantile 24%	6 Mellon 5%	6 Wells Fargo 2%	6 State Street 11%	6 Valley 45%
7 Northern Trust 55%	7 M&I 27%	7 First Virginia 13%	7 US Bancorp (Firstar) 45%	7 Commerce 24%	7 Commerce 8%	7 PNC 24%	7 BankNorth 1%	7 BB&T -4%	7 PNC 10%	7 FirstMerit 39%
8 Mellon 48%	8 SouthTrust 24%	8 Huntington 13%	8 M&I 43%	8 Regions 23%	8 Mercantile 8%	8 State Street 23%	8 Mercantile -2%	8 US Bancorp (Firstar) -17%	8 Bank of America 7%	8 BB&T 39%
9 North Fork 47%	9 First Union 23%	9 Commerce 11%	9 Bank of NY 42%	9 Old National 23%	9 JP Morgan (Chase) 6%	9 Bank of America 21%	9 JP Morgan (Chase) -7%	9 Associated -18%	9 FirstMerit 4%	9 State Street 33%
10 Wells Fargo 41%	10 Compass 21%	10 MTB 10%	10 Citicorp 42%	10 Bank of America 22%	10 AmSouth 5%	10 Key 20%	10 US Bancorp (Firstar) -8%	10 Synovus -19%	10 Northern Trust 3%	10 Northern Trust 16%
11 BB&T 40%	11 Associated 20%	11 Wells Fargo 10%	11 PNC 36%	11 Associated 20%	11 Citicorp 5%	11 SunTrust 20%	11 PNC -8%	11 TCF Financial -19%	11 TCF Financial 3%	11 JP Morgan (Chase) 13%
12 Bank of NY 40%	12 Commerce 17%	12 Associated 10%	12 Popular 36%	12 Key 20%	12 Wells Fargo 4%	12 Valley 20%	12 Wells Fargo -12%	12 PNC -22%	12 Bank of NY 1%	12 Comerica -6%
13 Synovus 39%	13 Wachovia 16%	13 North Fork 8%	13 SouthTrust 36%	13 M&I 18%	13 Wachovia 4%	13 Citicorp 20%	13 FirstMerit -12%	13 JP Morgan (Chase) -25%	13 BB&T -2%	13 Bank of America -10%
14 BankNorth 37%	14 BankNorth 16%	14 Key 8%	14 State Street 35%	14 Wachovia 17%	14 Northern Trust 19%	14 Northern Trust 19%	14 Old National -17%	14 MTB -27%	14 Wells Fargo -6%	14 Bank of NY -12%
15 Mercantile 35%	15 Regions 14%	15 UnionBanCal 6%	15 Comerica 35%	15 BankNorth 15%	15 Synovus 17%	15 Synovus 17%	15 UnionBanCal -17%	15 Northern Trust -31%	15 US Bancorp (Firstar) -9%	15 Associated -15%
16 Old Kent 34%	16 Popular 13%	16 AmSouth 6%	16 Northern Trust 34%	16 National City 15%	16 Bank of America 2%	16 Wells Fargo 17%	16 Bank of America -19%	16 First Horizon -37%	16 Valley -22%	16 First Horizon -25%
17 Key 34%	17 BB&T 11%	17 MTB 11%	17 BB&T 33%	17 AmSouth 15%	17 Compass 2%	17 AmSouth 17%	17 Associated -19%	17 Bank of NY -40%	17 Old National -29%	17 Old National -26%
18 JP Morgan (old) 34%	18 Summit Bancorp 11%	18 US Bancorp (Firstar) 5%	18 Wachovia 32%	18 Mercantile 15%	18 SunTrust 2%	18 Regions 15%	18 Synovus -20%	18 Huntington -44%	18 SunTrust -30%	18 SunTrust -60%
19 Comerica 32%	19 First Virginia 9%	19 Old National 4%	19 FirstMerit 31%	19 Bank One 14%	19 Associated 1%	19 BankNorth 15%	19 Valley -45%	19 M&I -22%	19 Regions -31%	19 Regions -60%
20 Summit Bancorp 31%	20 Bank One 9%	20 SouthTrust 3%	20 Associated 31%	20 Huntington 14%	20 Key 1%	20 M&I 14%	20 Comerica -22%	20 Zions -45%	20 Key -34%	20 Key -62%
21 Valley 30%	21 MTB 9%	21 Valley 8%	21 Compass 30%	21 Zions 13%	21 Regions 0%	21 MTB 14%	21 SunTrust -23%	21 Popular -49%	21 Associated -46%	21 Synovus -70%
22 National City 28%	22 Valley 8%	22 BankNorth 3%	22 Wells Fargo 29%	22 Comerica 13%	22 US Bancorp (Firstar) 0%	22 First Horizon 14%	22 BB&T -27%	22 SunTrust -50%	22 Zions -47%	22 M&I -73%
23 US Bancorp (old) 27%	23 National City 6%	23 First Horizon 2%	23 National City 29%	23 National City 29%	23 M&I 0%	23 National City 14%	23 Wachovia -30%	23 State Street -51%	23 Citicorp -51%	23 Zions -74%
24 Fifth Third 24%	24 FirstMerit 5%	24 Union Planters -2%	24 SunTrust 29%	24 MTB 12%	24 Huntington -1%	24 Fifth Third 13%	24 Comerica -51%	24 Comerica -51%	24 Huntington -52%	24 Fifth Third -74%
25 Citicorp 24%	25 National Commerce 5%	25 National City -3%	25 Bank One 28%	25 US Bancorp (Firstar) 10%	25 Bank of NY -2%	25 Wachovia 12%	25 TCF Financial -32%	25 Key -62%	25 Popular -56%	25 Huntington -75%
26 FirstMerit 22%	26 Fifth Third 5%	26 National Commerce -3%	26 First Horizon 27%	26 North Fork 10%	26 North Fork -2%	26 Zions 11%	26 M&I -32%	26 Bank of America -63%	26 M&I -60%	26 Popular -78%
27 Bank One 19%	27 SunTrust 2%	27 Fifth Third -3%	27 Mellon 26%	27 JP Morgan (Chase) 10%	27 Synovus -3%	27 Associated 11%	27 Regions -34%	27 Regions -64%	27 Synovus -75%	27 Citicorp -89%
28 First Virginia 16%	28 Charter One 1%	28 Bank One -4%	28 MTB 26%	28 AmSouth 10%	28 Comerica -3%	28 BB&T 9%	28 Huntington -34%	28 Fifth Third -66%	28 Charter One -NA	28 Charter One -NA
29 Regions 14%	29 US Bancorp (old) 1%	29 TCF Financial -7%	29 Huntington 24%	29 FirstMerit 9%	29 Valley 5%	29 Comerica 8%	29 Fifth Third -35%	29 Citicorp -76%	29 Mellon -NA	29 Mellon -NA
30 US Bancorp (Firstar) 13%	30 TCF Financial 1%	30 SunTrust -7%	30 Charter One 24%	30 Wells Fargo 9%	30 FirstMerit -5%	30 North Fork 6%	30 Key -36%	30 Wachovia -85%	30 North Fork -NA	30 North Fork -NA
31 Compass 12%	31 Fleet Boston 1%	31 Mercantile -10%	31 Commerce 24%	31 PNC 9%	31 National City -7%	31 Huntington 4%	31 Popular -38%	31 Zions -42%	31 National City -89%	31 Mercantile -NA
32 Fleet Boston 12%	32 Citicorp 0%	32 M&I -12%	32 North Fork 24%	32 Northern Trust 7%	32 First Horizon -7%	32 Commerce 4%	32 Zions -45%	32 Charter One -NA	32 BankNorth -NA	32 BankNorth -NA
33 National Commerce 12%	33 Mercantile 0%	33 FirstMerit -17%	33 Key 22%	33 SunTrust 6%	33 Old National -9%	33 TCF Financial 1%	33 Citicorp -45%	33 Mellon -NA	33 Commerce -NA	33 Commerce -NA
34 SouthTrust 12%	34 Comerica 0%	34 Synovus -21%	34 TCF Financial 21%	34 Bank of NY 4%	34 TCF Financial -13%	34 FirstMerit -2%	34 National City -53%	34 National City -NA	34 National City -NA	34 National City -NA
35 Zions 7%	35 BB&T 0%	35 Comerica -22%	35 Valley 20%	35 Fleet Boston 4%	35 Fifth Third -17%	35 UnionBanCal -8%	35 First Horizon -54%	35 Mercantile -NA	35 Old Kent -NA	35 Old Kent -NA
36 First Horizon 6%	36 Synovus -5%	36 PNC -22%	36 Bank of America 20%	36 Valley 3%	36 BankNorth -18%	36 Old National -9%	36 Charter One -NA	36 BankNorth -NA	36 JP Morgan -NA	36 JP Morgan -NA
37 Associated 2%	37 US Bancorp (Firstar) -7%	37 Zions -24%	37 First Virginia 19%	37 Citicorp 3%	37 Popular -25%	37 Popular -12%	37 North Fork -NA	37 Old Kent -NA	37 US Bancorp -NA	37 US Bancorp -NA
38 Old National -1%	38 Key -9%	38 Citicorp -24%	38 Mercantile 18%	38 Synovus 2%	38 Charter One -NA	38 Charter One -NA	38 Old Kent -NA	38 JP Morgan -NA	38 Summit Bancorp -NA	38 Summit Bancorp -NA
39 Popular -3%	39 Old National -9%	39 State Street -25%	39 National Commerce 18%	39 First Horizon 1%	39 Old Kent -NA	39 Old Kent -NA	39 JP Morgan -NA	39 US Bancorp -NA	39 Bank One -NA	39 Bank One -NA
40 Union Planters -3%	40 Old Kent -12%	40 Mellon -30%	40 Union Planters 17%	40 Mellon -1%	40 JP Morgan -NA	40 JP Morgan -NA	40 US Bancorp -NA	40 Summit Bancorp -NA	40 First Virginia -NA	40 First Virginia -NA
41 Bank of America -5%	41 Zions -15%	41 Fleet Boston -30%	41 Regions 16%	41 Union Planters -3%	41 US Bancorp -NA	41 US Bancorp -NA	41 Summit Bancorp -NA	41 Bank One -NA	41 National Commerce -NA	41 National Commerce -NA
42 SunTrust -6%	42 State Street -15%	42 JP Morgan (Chase) -31%	42 BB&T 8%	42 State Street -4%	42 Summit Bancorp -NA	42 Summit Bancorp -NA	42 Bank One -NA	42 First Virginia -NA	42 SouthTrust -NA	42 SouthTrust -NA
43 Wachovia -10%	43 JP Morgan (Chase) -17%	43 Bank of NY -40%	43 Fifth Third 3%	43 Fifth Third -18%	43 Bank One -NA	43 Bank One -NA	43 First Virginia -NA	43 National Commerce -NA	43 Union Planters -NA	43 Union Planters -NA
44 JP Morgan (Chase) -10%	44 Wells Fargo -20%	44 Northern Trust -41%	44 Old National 2%	44 Old Kent -NA	44 First Virginia -NA	44 National Commerce -NA	44 National Commerce -NA	44 SouthTrust -NA	44 Wachovia -NA	44 Wachovia -NA
45 First Union -11%	45 PNC -21%	45 Old Kent -NA	45 Old Kent -NA	45 JP Morgan -NA	45 National Commerce -NA	45 National Commerce -NA	45 SouthTrust -NA	45 Union Planters -NA	45 First Union -NA	45 First Union -NA
46 AmSouth -17%	46 Mellon -NA	46 JP Morgan -NA	46 JP Morgan -NA	46 US Bancorp -NA	46 SouthTrust -NA	46 SouthTrust -NA	46 Union Planters -NA	46 First Horizon -NA	46 First Security -NA	46 First Security -NA
47 M&I -17%	47 Bank of NY -25%	47 US Bancorp -NA	47 US Bancorp -NA	47 Summit Bancorp -NA	47 Union Planters -NA	47 Union Planters -NA	47 First Union -NA	47 First Security -NA	47 Compass -NA	47 Compass -NA
48 Huntington -22%	48 Northern Trust -25%	48 Summit Bancorp -NA	48 Summit Bancorp -NA	48 First Virginia -NA	48 First Union -NA	48 First Union -NA	48 First Security -NA	48 AmSouth -NA	48 AmSouth -NA	48 AmSouth -NA
49 UnionBanCal -37%	49 JP Morgan -NA	49 First Union -NA	49 First Union -NA	49 First Union -NA	49 First Security -NA	49 First Security -NA	49 AmSouth -NA	49 UnionBanCal -NA	49 UnionBanCal -NA	49 UnionBanCal -NA
50 First Security -40%	50 First Security -NA	50 First Security -NA	50 First Security -NA	50 First Security -NA	50 Fleet Boston -NA	50 Fleet Boston -NA	50 Fleet Boston -NA	50 Fleet Boston -NA	50 Fleet Boston -NA	50 Fleet Boston -NA

Source: SNL Financial.

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M&T Bank and Wilmington Trust – Unique Strategic Opportunity

Combined entity leverages Wilmington Trust's position as a premier provider of corporate trust and wealth management services

- Combined entity to retain highly-regarded Wilmington Trust name and leadership for all trust, investment and corporate service businesses
- Adds wealth advisory services to M&T's existing relationship banking product set
- Natural fit with M&T's deep relationships with middle-market owner-operators across its footprint
- Partnership with M&T continues Wilmington Trust's unique position as leading independent, conflict-free service provider

Combined entity leverages M&T's position as the premier "super-community" bank in eastern US

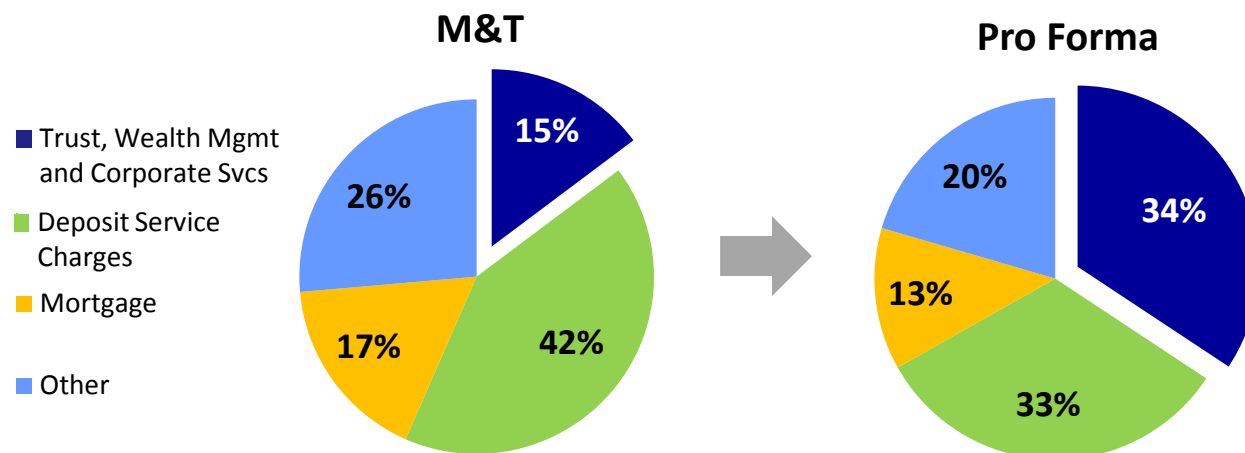
- Brings M&T's strength in mass market investment products and commercial insurance lines to Wilmington Trust's retail delivery channels

Combination unites partners with shared focus on leading in the markets we serve

M&T Achieves Scale and Relevance in Trust and Investments

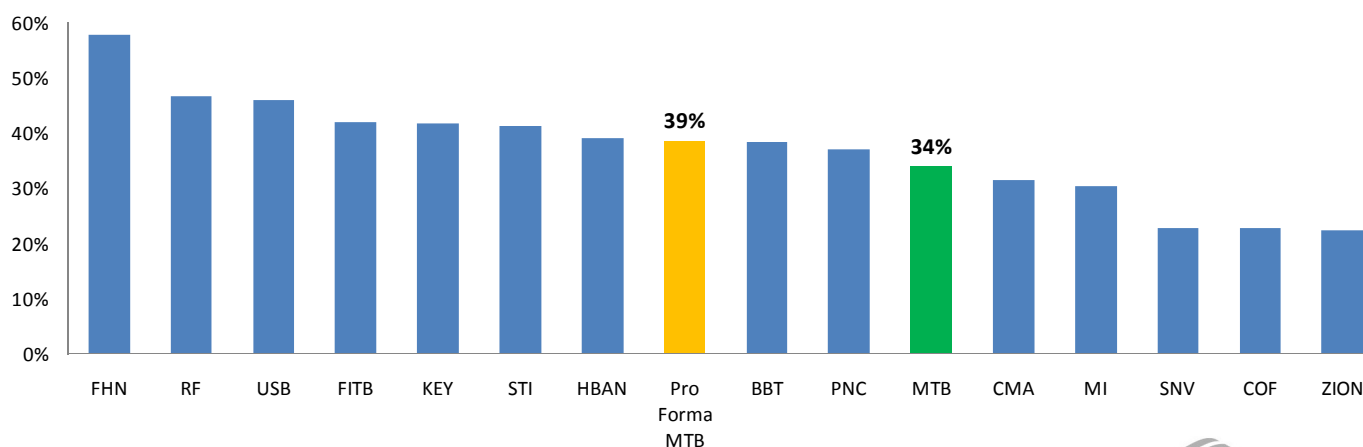
Components of Fee Income, YTD 9/30/10

- More than doubles contribution from Trust/Investments
- Reduces contribution from businesses facing regulatory reform headwinds



Excludes securities impairment charges.

Fee Income % of Total Revenue, YTD 9/30/10



Complements M&T's Leading Mid-Atlantic Retail Presence

Delaware - Deposits (\$ millions)⁽¹⁾

Rank	Institution	Deposits	Market Share (%)	Branches (#)
	Pro forma M&T	\$6,666	23	49
1	Wilmington Trust	6,650	23	48
2	WSFS	2,799	10	36
3	PNC	2,769	10	51
4	Wells Fargo	2,665	9	19
5	Royal Bank of Scotland Group	1,093	4	27
6	Toronto-Dominion Bank	576	2	11
7	Artisans' Bank	572	2	14
8	Fulton	356	1	13
9	CB Financial	346	1	9
10	First Wyoming	239	1	6
22	M&T	16	0	1
Total For Institutions In Market		28,851		257

Deposit Market Share Rank

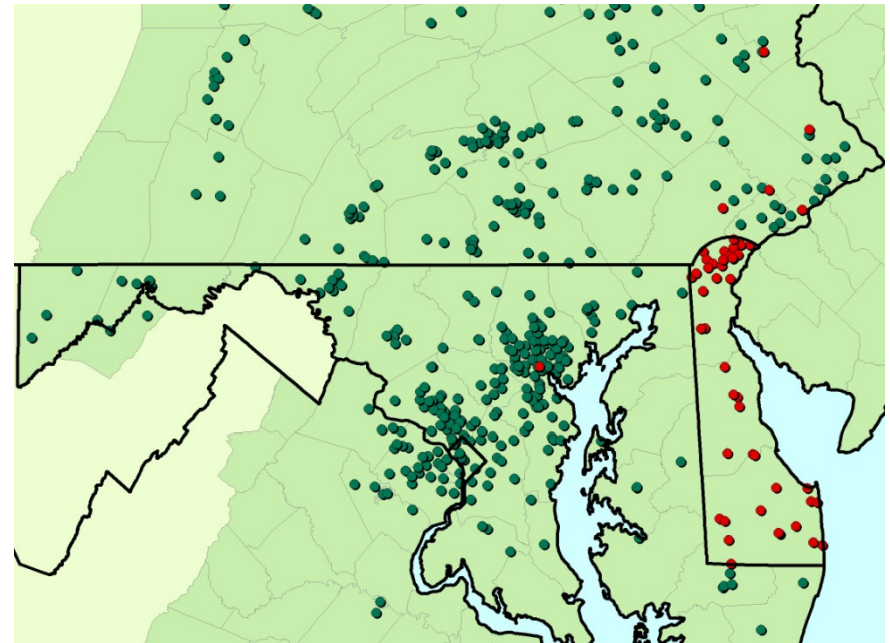
	M&T	Wilmington	Pro Forma
Delaware	22	1	1
Maryland	2	15	2

Branch and ATM Totals

	M&T	Wilmington	Pro Forma
Total Branches	742	48	790
Total ATMs	1,855	225	2,080

(1) Excludes credit card banks (HSBC and Citi Delaware) from market ranking; excludes \$37.3B of TD headquarter deposits (which are assumed to be non-retail) from market share calculation.

Source: SNL, Data as of June 30, 2010



● M&T
● Wilmington Trust

Common Values

Commitment to our Communities

- Wilmington Trust has a rich tradition of involvement in its Delaware communities
- M&T will continue Wilmington Trust's level of involvement in its Delaware communities and maintain its existing level of charitable activities


Commitment to our Employees

- M&T and Wilmington Trust share a common commitment to our long-tenured employees, whose experience and customer relationships are our greatest assets
- M&T intends to offer comparable positions to Wilmington's customer facing employees and undertake an extensive review of all other functions to maximize opportunities for Wilmington Trust employees to support the operating platforms of the combined organization

Committed to being Delaware's Best Corporate Citizen

Summary

- Complementary community-focused business models and culture
- Increased fee income meaningfully diversifies revenue
- Transformational opportunity for trust and investment businesses
- Enhanced scale in desirable Mid-Atlantic region
- Comprehensive asset diligence completed
- Sound franchise with “de-risked” earnings and enhanced capital generation
- Attractive transaction economics

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 - Wilmington Trust

M&T: A “Super-Community Bank”

Our approach is simple:

- We provide banking services in communities where we live and work
- We focus on carefully underwritten lending, based on local knowledge
- We take a prudent approach to acquisitions – we grow when and where it makes sense
- We view our long-tenured and engaged employees as key to our success
- The result is a history of above-average shareholder returns

Commitment to our communities



Westminster Community Charter School



United Way Day of Caring in Baltimore



Gettysburg Visitor Center

Charitable Giving

- Donated more than \$133 million to community-based organizations over the past 10 years
- Named one of the nation's most generous corporate donors in Business Week's annual survey of "Corporate Philanthropy's Biggest Givers" for two consecutive years

Community Investment

- Earned highest possible "Outstanding" Community Reinvestment Act rating on every exam since 1982

Volunteerism

- 2,700+ M&T Bank employees volunteer their time with 4,700+ community organizations, logging more than 333,000 hours in 2009

Consistent and Conservative Lending

- Greenwich Excellence National Award Winner: Financial Stability in Middle Market Banking
- **#1 SBA lender** in core Mid-Atlantic markets of Baltimore, Washington, DC and Philadelphia – ranked **6th nationally**

Presence in our communities

We lend in the markets where we live and work to people and enterprises whom we know

**#1 market share for lead bank relationships
among middle market clients in:***

Baltimore
Binghamton
Buffalo
Harrisburg
Rochester
Syracuse
and
State of Maryland overall

#1 Small Business Lender in: **

Baltimore
Binghamton
Buffalo
Philadelphia
Rochester
Syracuse
Washington, DC

Ranked 6th Nationally

**#1 or #2 deposit market share
in 7 of top 9 communities:**

#2 in Baltimore
#2 in Buffalo
#2 in Syracuse
#2 in Rochester
#2 in Harrisburg
#1 in Binghamton
#1 in York

* Independent market research

** Small Business Administration

A history of above-average shareholder returns

Our “super-community bank” model is validated through our long-term results

- M&T has been **profitable in every quarter of the last 34 years** – 137 consecutive quarters
 - Since 1983, when Chairman Robert Wilmers came to M&T, achieved compound annual growth in operating earnings per share of over 15%
 - M&T is only commercial bank in S&P 500 not to cut dividend or execute dilutive equity offering during the financial crisis
-
- **Over 17% annualized total return** to shareholders from 1983 through 9/30/10
 - **19th highest annual total return** to shareholders among the universe of 728 US-based stocks that have traded continuously since 1980
 - M&T’s stock has **outperformed the S&P Bank Index by 44%, 40% and 116%** over the 3-, 5-, and 10-year periods ending 9/30/10
 - **Highest stock price appreciation** among 100 largest banks in 1983, of which only 25 remain today

- 
- Transaction Highlights
 - Strategic Rationale
 - The M&T Bank Story
 - **Wilmington Trust**

Wilmington Trust: 107 Years of Meeting Customer Needs

- Founded in 1903 by members of the du Pont family
- \$10.4 billion in balance sheet assets
- \$58.4 billion in assets under management¹
- Headquartered in Delaware with offices in the U.S., Caribbean, and Europe
- Diversified mix of revenue from Regional Banking, Corporate Client Services, and Wealth Advisory Services helps us withstand economic pressures
- Corporate strategies:
 - Invest in businesses that have the most potential for long term growth or high operating profit margins
 - Be the market leader in each of our businesses
 - Increase profitability without compromising our overall risk profile
 - Manage for long term growth, profitability, and shareholder value

At 30 September 2010. ¹Includes Cramer Rosenthal McGlynn and Roxbury Capital Management.

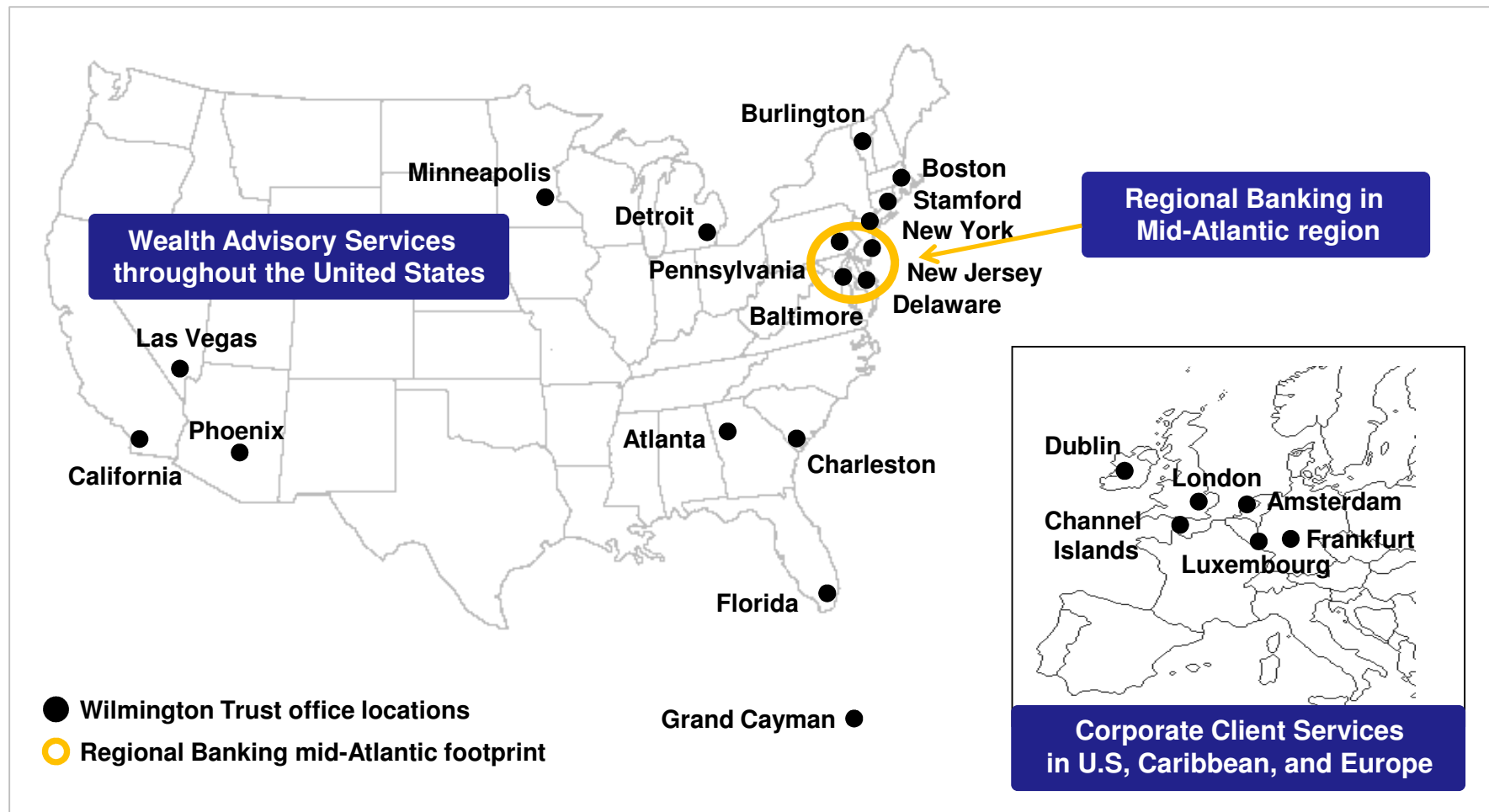
Wilmington Trust's Three Interrelated Businesses

Differentiated and sustainable business model

Regional Banking	Corporate Client Services	Wealth Advisory Services
<ul style="list-style-type: none">• Retail banking in Delaware• Commercial banking in:<ul style="list-style-type: none">• Delaware• Eastern Pennsylvania• New Jersey• Maryland• Integrated banking and wealth advisory services in mid-Atlantic region• Commercial banking focus on closely held businesses with ≤ \$250mm in sales	<ul style="list-style-type: none">• Diversified trustee and administrative services• Institutional investment management• Administrative services for:<ul style="list-style-type: none">• Capital markets• Special purpose entities• Retirement plans• Clients in 89 countries• Offices in the U.S., Caribbean, and Europe	<ul style="list-style-type: none">• Comprehensive services:<ul style="list-style-type: none">• Asset management• Fiduciary services• Family wealth services• Focus on clients with ≥ \$10mm• Managing investment risk is as important as increasing investment return• Clients throughout the U.S. and in 35 other countries• Offices in key HNW markets

Wilmington Trust's Office Locations

Regional, national, and international scope





Appendix

Increased Earnings Power In 2010

	2006	2007	2008	Q1'09	Q2'09	Q3'09	Q4'09	2009	Q1'10	Q2'10	Q3'10	
Net Interest Margin	3.70%	3.60%	3.38%	3.19%	3.43%	3.61%	3.71%	3.49%	3.78%	3.84%	3.87%	Strong pre-credit earnings
Efficiency Ratio - Tangible ⁽¹⁾	51.51%	52.77%	54.35%	58.68%	60.03%	55.21%	52.69%	56.50%	55.88%	53.06%	53.40%	
Pre-tax, Pre-provision Earnings (\$MM)	1,312	1,156	1,152	242	210	326	346	1,123	325	365	380	
Allowance to Loans (As At)	1.51%	1.58%	1.61%	1.73%	1.76% ^[3]	1.81% ^[3]	1.83% ^[3]	1.83% ^[3]	1.86% ^[3]	1.86% ^[3]	1.86% ^[3]	Strong credit through cycle
Net Charge-Offs to Loans	0.16%	0.26%	0.78%	0.83%	1.09%	1.07%	1.03%	1.01%	0.74%	0.64%	0.73%	
Reserve Coverage of Net Charge-Offs	9.6	6.7	2.1	2.1	1.5	1.5	1.6	1.7	2.3	2.7	2.4	
Diluted Earnings Per Share												Consistently positive earnings
GAAP	\$7.37	\$5.95	\$5.01	\$0.49	\$0.36	\$0.97	\$1.04	\$2.89	\$1.15	\$1.46	\$1.48	
Net Operating ⁽²⁾	\$7.73	\$6.40	\$5.39	\$0.59	\$0.79	\$0.98	\$1.16	\$3.54	\$1.23	\$1.53	\$1.55	
Net Op. Return on Avg Tangible Common Equity ⁽²⁾	29.55%	22.58%	19.63%	9.36%	12.08%	14.87%	16.73%	13.42%	17.34%	20.36%	19.58%	
Common Equity to Assets - Tangible	5.84%	5.01%	4.59%	4.86%	4.49%	4.89%	5.13%	5.13%	5.43%	5.75%	5.96%	Generating capital
Tier 1 Common Capital Ratio	6.42%	5.62%	6.08%	5.99%	5.30%	5.51%	5.66%	5.66%	5.90%	6.15%	6.42% ^[4]	
Tier 1 Capital Ratio	7.74%	6.84%	8.83%	8.76%	8.17%	8.42%	8.59%	8.59%	8.88%	9.16%	9.45% ^[4]	
Total Capital Ratio	11.78%	11.18%	12.83%	12.74%	11.87%	12.15%	12.30%	12.30%	12.62%	12.80%	13.11% ^[4]	
Leverage Ratio	7.20%	6.59%	8.35%	8.39%	8.38%	8.28%	8.43%	8.43%	8.59%	8.89%	9.18% ^[4]	

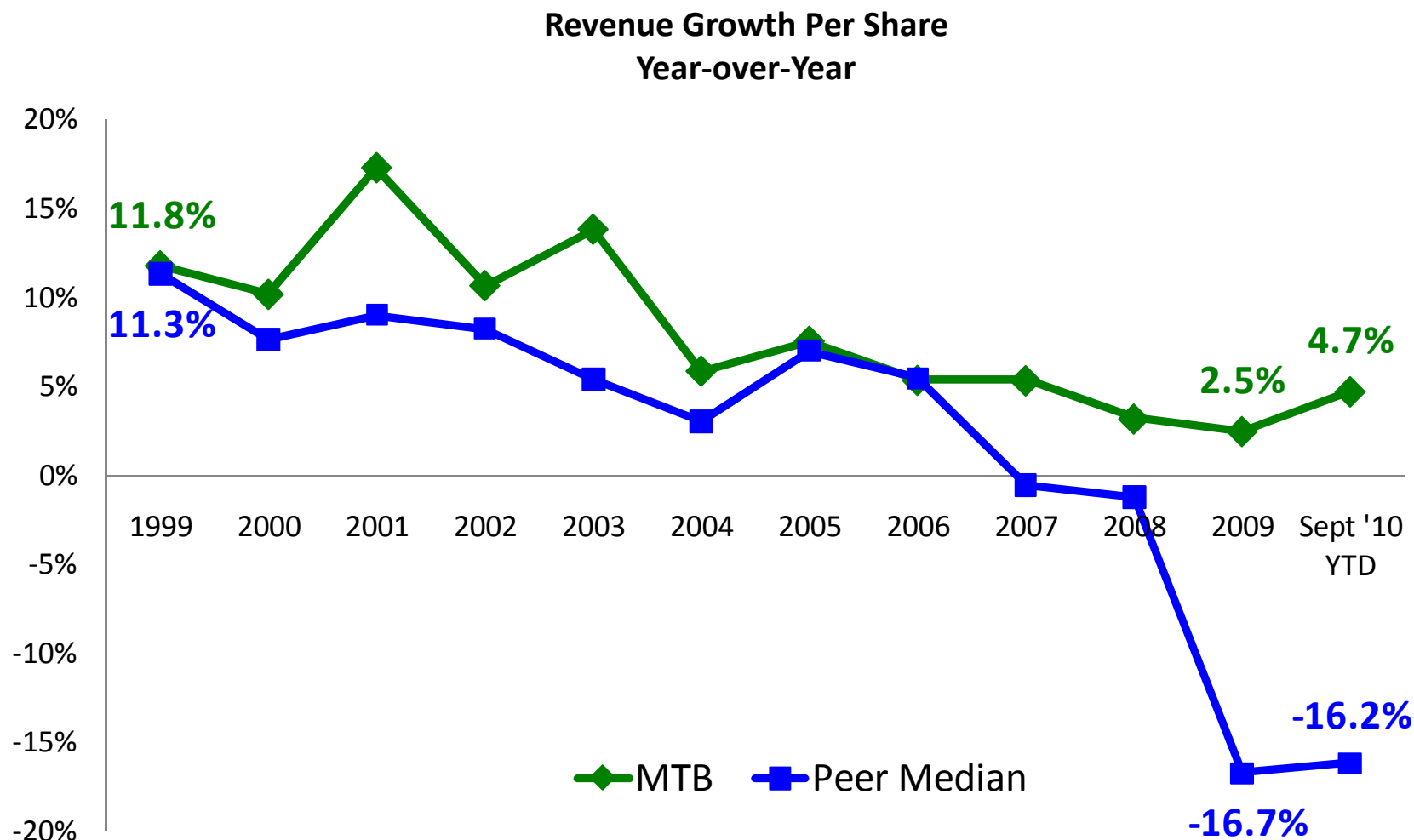
(1) Efficiency Ratio reflects non-interest expense (excluding amortization expense associated with intangible assets, merger-related expenses and other non-recurring expenses) as a percentage of fully taxable equivalent net interest income and non-interest revenues (excluding gains from securities transactions and non-recurring items).

(2) Excludes merger-related gains and expenses and amortization expense associated with intangible assets. Refer to the Reconciliation of GAAP and Non-GAAP Results of Operation in the Appendix.

(3) Allowance to legacy M&T loans. Per SFAS No. 141R and SOP 03-3, Provident and Bradford loans were marked to fair value at acquisition with no related reserves.

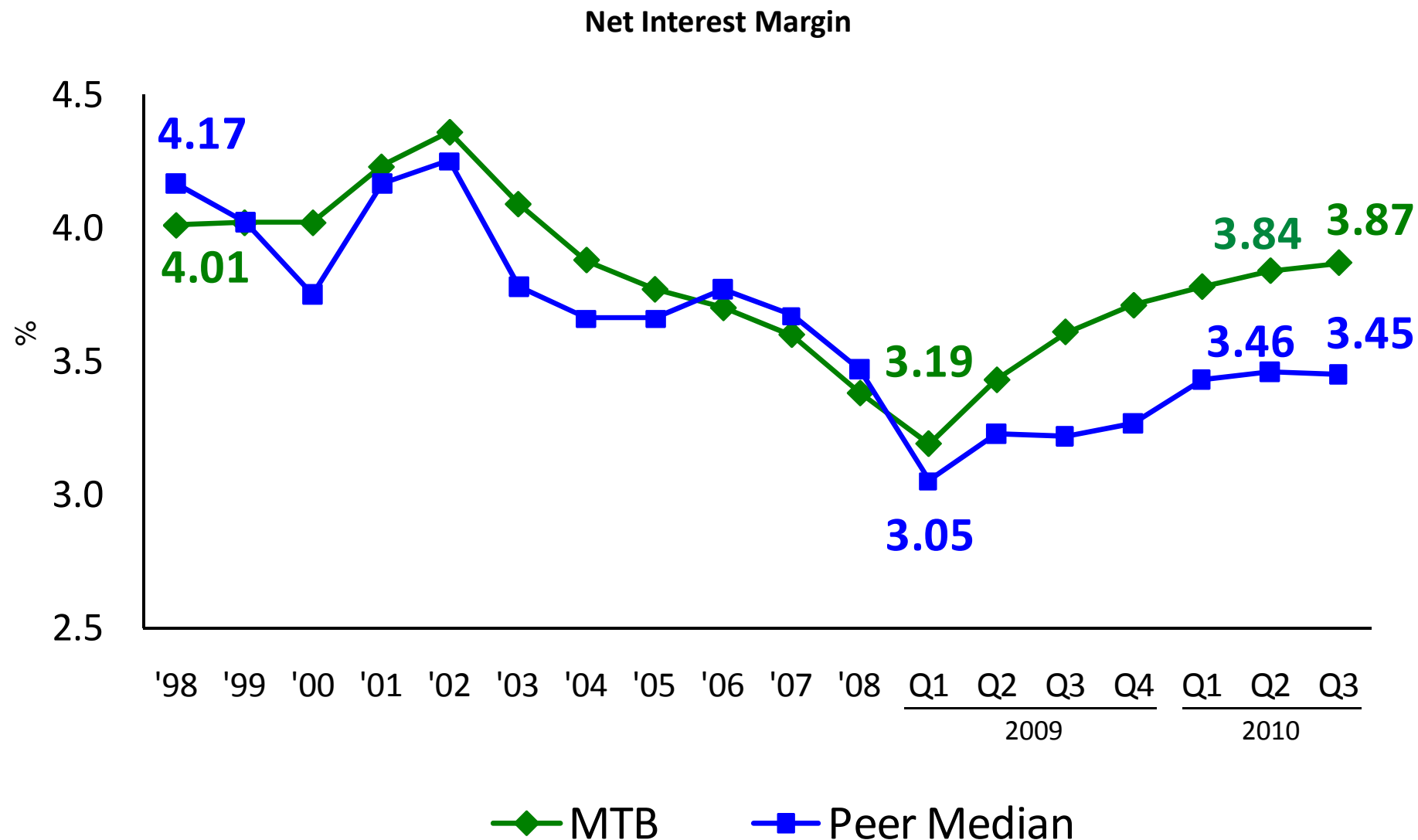
(4) Estimates until Q3 2010 FRY9C report is filed.

Long-term focus on revenue growth *per share*



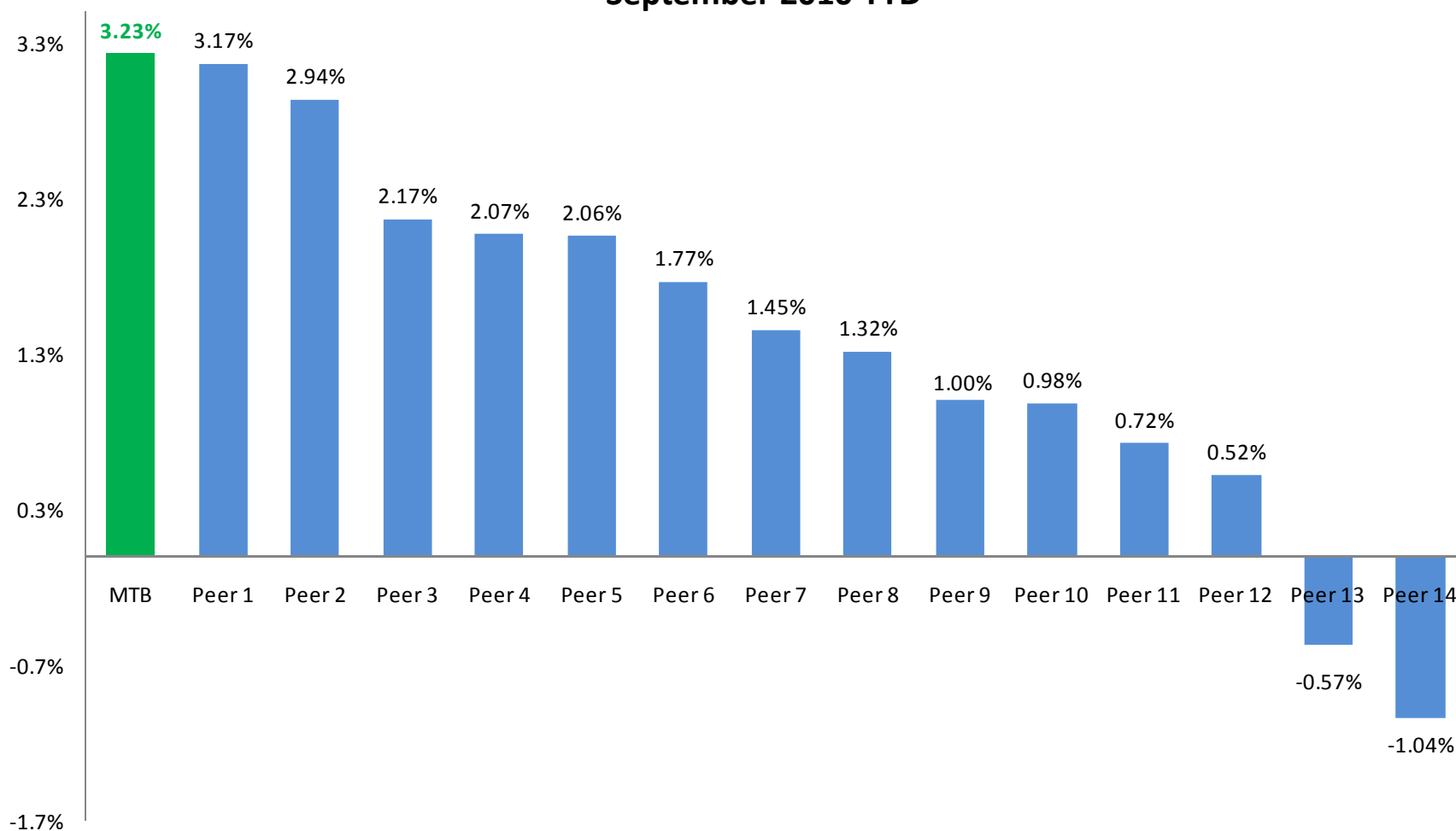
Disciplined margin management

M&T focuses on returns and relationships rather than volumes

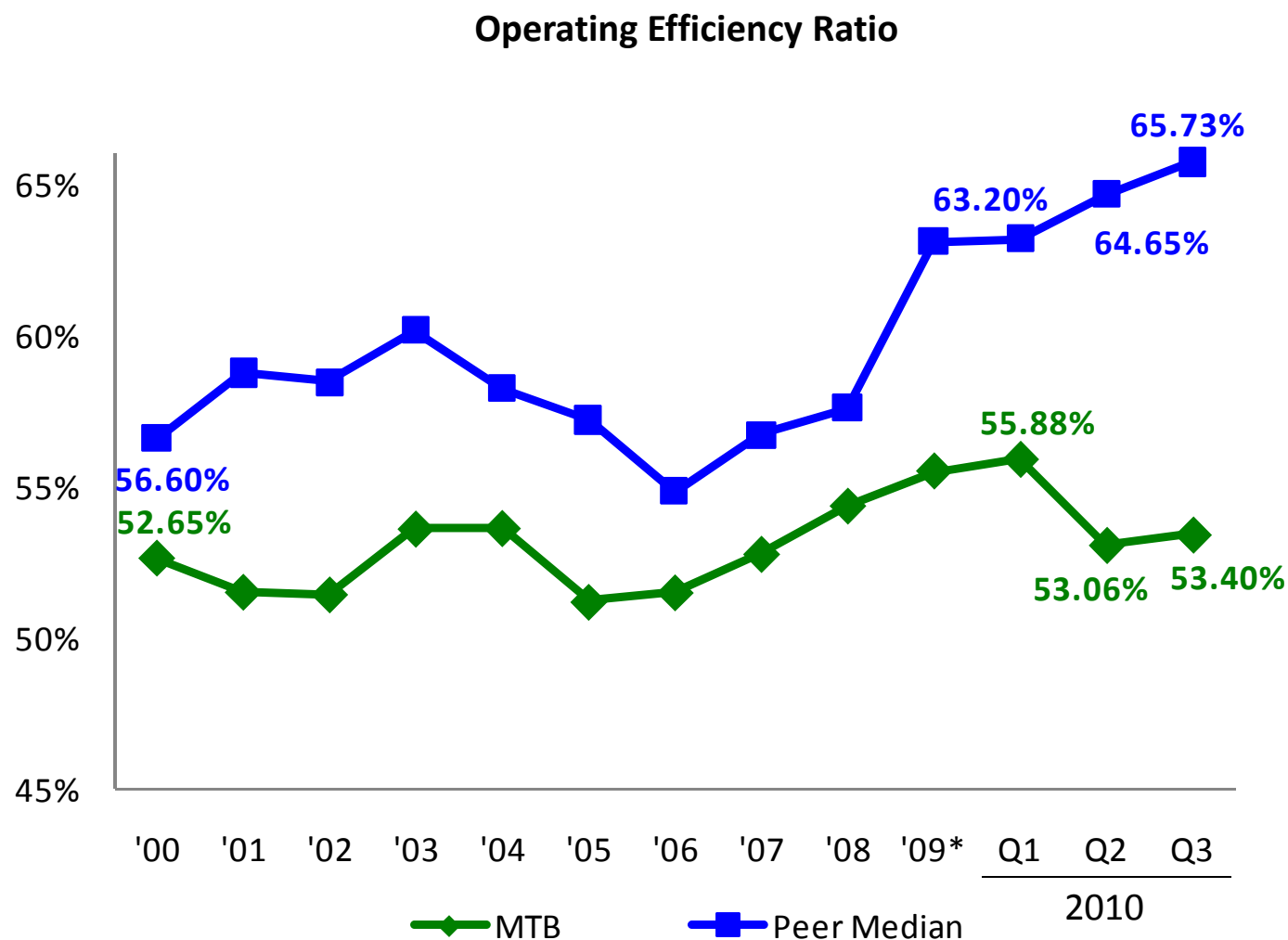


Value of relationship lending seen in both credit and margin

Risk-Adjusted Net Interest Margin September 2010 YTD



M&T's model relies on maintaining above-average efficiency

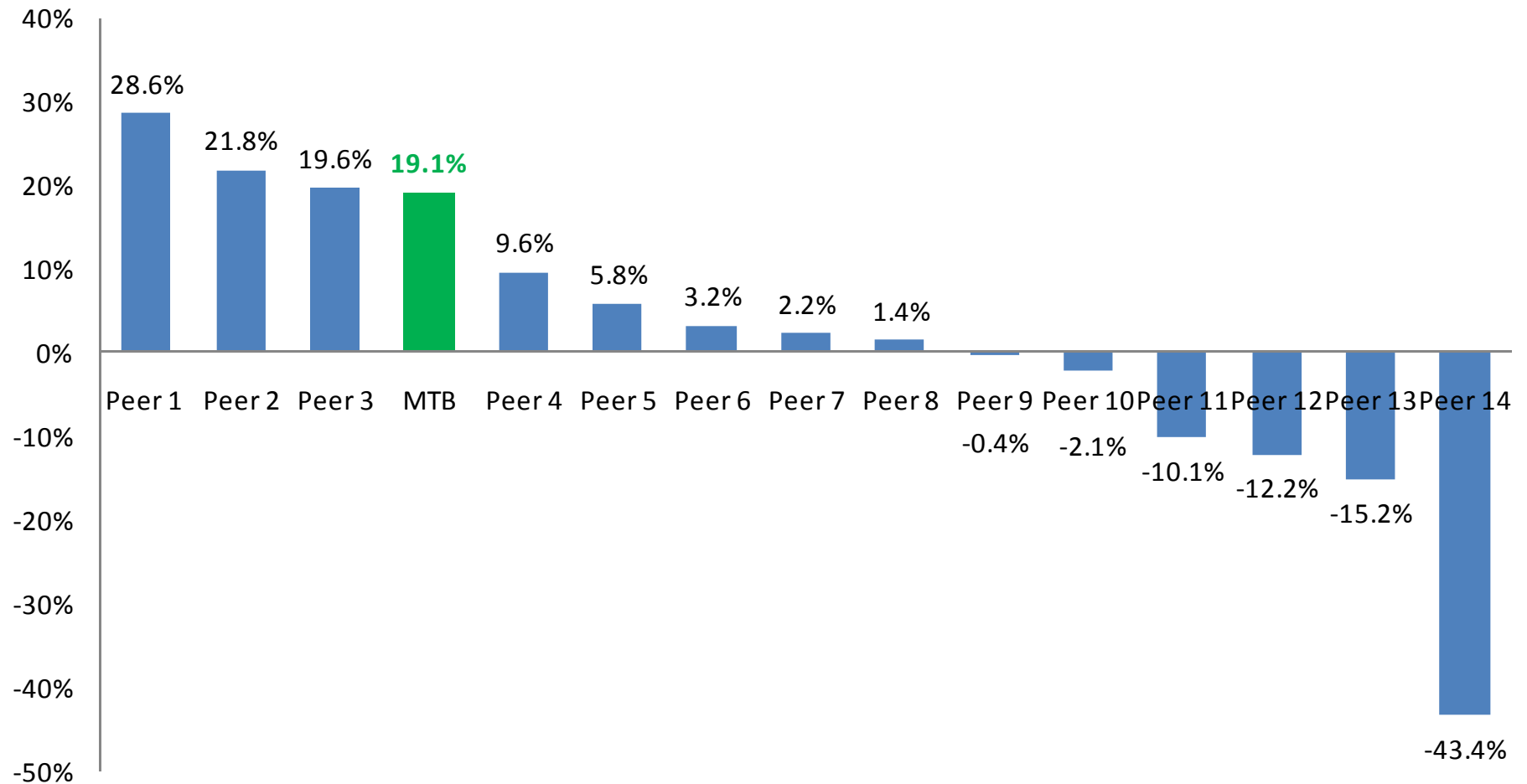


Efficiency Ratio reflects non-interest expense (excluding amortization expense associated with intangible assets, merger-related expenses and other non-recurring expenses) as a percentage of fully taxable equivalent net interest income and non-interest revenues (excluding gains from securities transactions and non-recurring items).

* 2009 Efficiency Ratio excludes FDIC Special Assessment for MTB and all Peers.

Operating Return on Avg. Tangible Common Equity – Sept. '10 YTD

Continued profitability despite the credit environment



Reconciliation of GAAP and Non-GAAP Measures

	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	Sep '10 YTD
Net Income																				
<i>\$'s in millions</i>																				
Net income	\$198.3	\$252.4	\$268.2	\$353.1	\$456.7	\$573.9	\$722.5	\$782.2	\$839.2	\$654.3	\$555.9	\$379.9	\$64.2	\$51.2	\$127.7	\$136.8	\$151.0	\$188.7	\$192.0	\$531.7
Intangible amortization, net of tax	30.0	42.4	56.1	99.4	32.5	47.8	46.1	34.7	38.5	40.5	40.5	39.0	9.3	9.2	10.3	10.2	10.0	9.0	8.2	27.2
Merger-related items, net of tax	14.0	3.0	16.4	4.8	-	39.2	-	-	3.0	9.1	2.2	36.5	1.5	40.4	(9.2)	3.8	-	-	-	-
Net operating income	<u>\$242.3</u>	<u>\$297.8</u>	<u>\$340.7</u>	<u>\$457.3</u>	<u>\$489.2</u>	<u>\$660.9</u>	<u>\$768.6</u>	<u>\$816.9</u>	<u>\$880.7</u>	<u>\$703.8</u>	<u>\$598.6</u>	<u>\$455.4</u>	<u>\$75.0</u>	<u>\$100.8</u>	<u>\$128.8</u>	<u>\$150.8</u>	<u>\$161.0</u>	<u>\$197.8</u>	<u>\$200.2</u>	<u>\$558.9</u>
Earnings Per Share																				
Diluted earnings per share	\$2.50	\$3.13	\$3.24	\$3.58	\$4.78	\$4.95	\$6.00	\$6.73	\$7.37	\$5.95	\$5.01	\$2.89	\$0.49	\$0.36	\$0.97	\$1.04	\$1.15	\$1.46	\$1.48	\$4.10
Intangible amortization, net of tax	0.38	0.52	0.67	1.00	0.34	0.41	0.38	0.30	0.33	0.37	0.36	0.34	0.09	0.08	0.09	0.09	0.08	0.07	0.07	0.23
Merger-related items, net of tax	0.18	0.04	0.20	0.05	-	0.34	-	-	0.03	0.08	0.02	0.31	0.01	0.35	(0.08)	0.03	-	-	-	-
Diluted net operating earnings per share	<u>\$3.06</u>	<u>\$3.69</u>	<u>\$4.11</u>	<u>\$4.63</u>	<u>\$5.12</u>	<u>\$5.70</u>	<u>\$6.38</u>	<u>\$7.03</u>	<u>\$7.73</u>	<u>\$6.40</u>	<u>\$5.39</u>	<u>\$3.54</u>	<u>\$0.59</u>	<u>\$0.79</u>	<u>\$0.98</u>	<u>\$1.16</u>	<u>\$1.23</u>	<u>\$1.53</u>	<u>\$1.55</u>	<u>\$4.33</u>
Efficiency Ratio																				
<i>\$'s in millions</i>																				
Non-interest expenses	578.6	596.7	\$718.6	\$980.6	\$961.6	\$1,448.2	\$1,516.0	\$1,485.1	\$1,551.7	\$1,627.7	\$1,727.0	\$1,980.6	\$438.3	\$563.7	\$500.1	\$478.5	\$489.4	\$476.1	\$480.1	\$1,445.6
less: intangible amortization	34.5	49.7	69.6	121.7	51.5	78.2	75.4	56.8	63.0	66.5	66.6	64.3	15.4	15.2	16.9	16.7	16.5	14.8	13.5	44.8
less: charitable contribution	24.6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
less: merger-related expenses	21.3	4.7	26.0	8.0	-	60.4	-	-	5.0	14.9	3.5	89.2	2.4	66.5	14.0	6.3	-	-	-	-
Adjusted net operating expenses	<u>\$498.2</u>	<u>\$542.3</u>	<u>\$623.0</u>	<u>\$850.9</u>	<u>\$910.1</u>	<u>\$1,309.6</u>	<u>\$1,440.6</u>	<u>\$1,428.3</u>	<u>\$1,483.7</u>	<u>\$1,546.3</u>	<u>\$1,656.8</u>	<u>\$1,827.2</u>	<u>\$420.6</u>	<u>\$482.0</u>	<u>\$469.1</u>	<u>\$455.5</u>	<u>\$472.9</u>	<u>\$461.2</u>	<u>\$466.6</u>	<u>\$1,400.7</u>
Adjusted T.E. revenues*	925.0	1,047.9	\$1,192.5	\$1,651.4	\$1,774.2	\$2,443.7	\$2,692.0	\$2,789.5	\$2,880.5	\$2,930.2	\$3,048.4	\$3,262.8	\$716.7	\$802.9	\$878.8	\$864.4	\$846.3	\$869.3	\$873.7	\$2,589.3
less: merger-related gains	-	-	-	-	-	-	-	-	-	-	-	29.1	-	-	29.1	-	-	-	-	-
Adjusted net operating revenues	<u>\$925.0</u>	<u>\$1,047.9</u>	<u>\$1,192.5</u>	<u>\$1,651.4</u>	<u>\$1,774.2</u>	<u>\$2,443.7</u>	<u>\$2,692.0</u>	<u>\$2,789.5</u>	<u>\$2,880.5</u>	<u>\$2,930.2</u>	<u>\$3,048.4</u>	<u>\$3,233.7</u>	<u>\$716.7</u>	<u>\$802.9</u>	<u>\$849.7</u>	<u>\$864.4</u>	<u>\$846.3</u>	<u>\$869.3</u>	<u>\$873.7</u>	<u>\$2,589.3</u>
Net operating efficiency ratio	53.9%	51.8%	52.3%	51.5%	51.3%	53.6%	53.5%	51.2%	51.5%	52.8%	54.4%	56.5%	58.7%	60.0%	55.2%	52.7%	55.9%	53.1%	53.4%	54.1%

* Excludes gain/(loss) on sale of securities.

Reconciliation of GAAP and Non-GAAP Measures

	2006	2007	2008	2009	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	Sep '10 YTD
Average Assets												
<i>\$'s in millions</i>												
Average assets	\$ 55,839	\$ 58,545	\$ 65,132	\$ 67,472	\$ 64,766	\$ 66,984	\$ 69,154	\$ 68,919	\$ 68,883	\$ 68,334	\$ 67,811	\$ 68,339
Goodwill	(2,908)	(2,933)	(3,193)	(3,393)	(3,192)	(3,326)	(3,525)	(3,525)	(3,525)	(3,525)	(3,525)	(3,525)
Core deposit and other intangible assets	(191)	(221)	(214)	(191)	(176)	(188)	(208)	(191)	(176)	(160)	(146)	(160)
Deferred taxes	38	24	30	33	22	30	41	37	34	30	27	30
Average tangible assets	<u>\$ 52,778</u>	<u>\$ 55,415</u>	<u>\$ 61,755</u>	<u>\$ 63,921</u>	<u>\$ 61,420</u>	<u>\$ 63,500</u>	<u>\$ 65,462</u>	<u>\$ 65,240</u>	<u>\$ 65,216</u>	<u>\$ 64,679</u>	<u>\$ 64,167</u>	<u>\$ 64,684</u>
Average Common Equity												
<i>\$'s in millions</i>												
Average common equity	\$ 6,041	\$ 6,247	\$ 6,423	\$ 6,616	\$ 6,212	\$ 6,491	\$ 6,794	\$ 6,957	\$ 7,136	\$ 7,302	\$ 7,444	\$ 7,295
Goodwill	(2,908)	(2,933)	(3,193)	(3,393)	(3,192)	(3,326)	(3,525)	(3,525)	(3,525)	(3,525)	(3,525)	(3,525)
Core deposit and other intangible assets	(191)	(221)	(214)	(191)	(176)	(188)	(208)	(191)	(176)	(160)	(146)	(160)
Deferred taxes	38	24	30	33	22	30	41	37	34	30	27	30
Average tangible common equity	<u>\$ 2,980</u>	<u>\$ 3,117</u>	<u>\$ 3,046</u>	<u>\$ 3,065</u>	<u>\$ 2,866</u>	<u>\$ 3,007</u>	<u>\$ 3,102</u>	<u>\$ 3,278</u>	<u>\$ 3,469</u>	<u>\$ 3,647</u>	<u>\$ 3,800</u>	<u>\$ 3,640</u>

Additional Information:

In connection with the proposed merger, M&T Bank Corporation (“M&T”) will file with the U.S. Securities and Exchange Commission (the “SEC”) a Registration Statement on Form S-4 that will include a Proxy Statement of Wilmington Trust Corporation (“Wilmington Trust”) and a Prospectus of M&T, as well as other relevant documents concerning the proposed transaction. INVESTORS ARE URGED TO READ THE REGISTRATION STATEMENT AND THE PROXY STATEMENT/PROSPECTUS REGARDING THE MERGER WHEN IT BECOMES AVAILABLE AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THOSE DOCUMENTS, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.

Investors will be able to obtain a free copy of the Proxy Statement/Prospectus, as well as other filings containing information about M&T and Wilmington Trust at the SEC’s Internet site (<http://www.sec.gov>). You will also be able to obtain these documents, free of charge, at <http://www.mtb.com> under the tab “About Us” and then under the heading “Investor Relations” and then under “SEC Filings.” Copies of the Proxy Statement/Prospectus and the SEC filings that will be incorporated by reference in the Proxy Statement/Prospectus can also be obtained, free of charge, by directing a request to Investor Relations, One M&T Plaza, Buffalo, New York 14203, (716) 842-5138.

M&T and Wilmington Trust and their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from the stockholders of Wilmington Trust in connection with the proposed merger. Information about the directors and executive officers of M&T is set forth in the proxy statement for M&T’s 2010 annual meeting of stockholders, as filed with the SEC on a Schedule 14A on March 5, 2010. Information about the directors and executive officers of Wilmington Trust is set forth in the proxy statement for Wilmington Trust’s 2010 annual meeting of stockholders, as filed with the SEC on a Schedule 14A on February 22, 2010. Additional information regarding the interests of those persons and other persons who may be deemed participants in the transaction may be obtained by reading the Proxy Statement/Prospectus regarding the proposed merger when it becomes available. You may obtain free copies of this document as described in the preceding paragraph.