## A M\&T Bank

## M\&T Bank Corporation Announces Third Quarter Profits

BUFFALO, N.Y., Oct 20, 2010 /PRNewswire via COMTEX News Network/ -- M\&T Bank Corporation ("M\&T")(NYSE: MTB) today reported its results of operations for the quarter ended September 30, 2010.

GAAP Results of Operations. Diluted earnings per common share measured in accordance with generally accepted accounting principles ("GAAP") for the third quarter of 2010 rose $53 \%$ to $\$ 1.48$ from $\$ .97$ in the year-earlier quarter and were $1 \%$ above the $\$ 1.46$ earned in the second quarter of 2010. GAAP-basis net income in the recent quarter aggregated $\$ 192$ million, up from $\$ 128$ million and $\$ 189$ million in the third quarter of 2009 and the second 2010 quarter, respectively. GAAP-basis net income for the third quarter of 2010 expressed as an annualized rate of return on average assets and average common stockholders' equity was $1.12 \%$ and $9.56 \%$, respectively, compared with $.73 \%$ and $6.72 \%$, respectively, in the year-earlier quarter and $1.11 \%$ and $9.67 \%$, respectively, in the second quarter of 2010.

Commenting on M\&T's financial results in the recent quarter, Rene F. Jones, Executive Vice President and Chief Financial Officer, noted, "Revenues and net income held up nicely this quarter and were each improved from a year-earlier, despite lower fee income from deposit service charges resulting from the recently adopted changes in regulation. Once again, credit costs remained well-controlled. Customer loan balances charged off during the recent quarter declined by $\$ 49$ million, or $34 \%$, from last year's third quarter. This represents a welcome sign of the improvement in economic conditions relative to a year ago."

The recent quarter's earnings as compared with the third quarter of 2009 reflect higher net interest income, resulting from a widening of the net interest margin, and a lower provision for credit losses. Also contributing to the improved performance as compared with the year-earlier quarter were lower other-than-temporary impairment charges on certain available-for-sale investment securities, which after applicable tax effect totaled $\$ 6$ million and $\$ 29$ million during the quarters ended September 30, 2010 and 2009, respectively. Reflected in the results for the third quarter of 2009 were net merger-related gains of $\$ 9$ million (after-tax), or $\$ .08$ of diluted earnings per common share, related to 2009 acquisitions. As compared with the second quarter of 2010, a recent quarter rise in mortgage banking revenues and lower other-than-temporary impairment charges on available-for-sale investment securities were partially offset by a decline in service charges on deposit accounts.

Supplemental Reporting of Non-GAAP Results of Operations. M\&T consistently provides supplemental reporting of its results on a "net operating" or "tangible" basis, from which M\&T excludes the after-tax effect of amortization of core deposit and other intangible assets (and the related goodwill, core deposit intangible and other intangible asset balances, net of applicable deferred tax amounts) and expenses and gains associated with merging acquired operations into M\&T, since such amounts are considered by management to be "nonoperating" in nature. Although "net operating income" as defined by M\&T is not a GAAP measure, M\&T's management believes that this information helps investors understand the effect of acquisition activity in reported results. Reconciliations of GAAP to non-GAAP measures are provided in the financial tables included herein.

Diluted net operating earnings per common share, which exclude the impact of amortization of core deposit and other intangible assets and merger-related gains and expenses, rose for the sixth consecutive quarter, totaling $\$ 1.55$ in the recent quarter, improved from $\$ .98$ in the third quarter of 2009 and $\$ 1.53$ in the second quarter of 2010. Net operating income during the third quarter of 2010 was $\$ 200$ million, up from $\$ 129$ million and $\$ 198$ million in the third quarter of 2009 and the second quarter of 2010, respectively. Expressed as an annualized rate of return on average tangible assets and average tangible common stockholders' equity, net operating income was $1.24 \%$ and $19.58 \%$, respectively, in the recent quarter, compared with $.78 \%$ and $14.87 \%$ in the year-earlier quarter and $1.23 \%$ and $20.36 \%$ in the second quarter of 2010.

Taxable-equivalent Net Interest Income. Taxable-equivalent net interest income totaled $\$ 576$ million in the third quarter of 2010, up from $\$ 553$ million in the year-earlier period and $\$ 573$ million in the second quarter of 2010 . The improvement in such income from the third quarter of 2009 reflects a 26 basis point widening of the net interest margin, which rose to $3.87 \%$ from $3.61 \%$. As compared with the second quarter of 2010, a 3 basis point improvement in the recent quarter's net interest margin was partly offset by a $1 \%$ decline in average earning assets.

Provision for Credit Losses/Asset Quality. The provision for credit losses was $\$ 93$ million in the recent quarter, compared with $\$ 154$ million in the third quarter of 2009 and $\$ 85$ million in 2010's second quarter. Net charge-offs of loans totaled $\$ 93$ million during the third quarter of 2010, compared with $\$ 141$ million and $\$ 82$ million in the quarters ended September 30, 2009 and June 30, 2010, respectively. Expressed as an annualized percentage of average loans outstanding, net charge-offs were . $73 \%$ and $1.07 \%$ in the third quarter of 2010 and 2009, respectively, and $.64 \%$ in the second quarter of 2010.

Loans classified as nonaccrual totaled $\$ 1.10$ billion, or $2.16 \%$ of total loans at September 30, 2010, compared with $\$ 1.23$ billion or $2.35 \%$ a year earlier and $\$ 1.09$ billion or $2.13 \%$ at June 30, 2010. Assets taken in foreclosure of defaulted loans were $\$ 193$ million at each of June 30 and September 30, 2010, up from $\$ 85$ million at September 30, 2009. The higher level of such assets
at the two most recent quarter-ends resulted from the second quarter 2010 transfer of $\$ 98$ million of collateral related to a single commercial real estate loan. The ratio of nonperforming assets to total loans plus real estate and other foreclosed assets was $2.53 \%$ at September 30, 2010, compared with $2.51 \%$ and $2.50 \%$ at September 30, 2009 and June 30, 2010, respectively.

Loans past due 90 days or more and accruing interest totaled $\$ 215$ million at the end of the recent quarter, including loans guaranteed by government-related entities of $\$ 194$ million. Such past due loans were $\$ 183$ million and $\$ 203$ million at September 30, 2009 and June 30, 2010, respectively, including $\$ 173$ million and $\$ 188$ million of government guaranteed loans at those respective dates.

Allowance for Credit Losses. M\&T regularly performs detailed analyses of individual borrowers and portfolios for purposes of assessing the adequacy of the allowance for credit losses. Reflecting those analyses, the allowance for credit losses was $\$ 895$ million at each of June 30 and September 30, 2010, compared with $\$ 868$ million at September 30, 2009. That allowance expressed as a percentage of outstanding loans was $1.76 \%$ at the recent quarter-end, compared with $1.66 \%$ at September 30, 2009 and $1.75 \%$ at June 30, 2010. Beginning in 2009, GAAP requires that expected credit losses associated with loans obtained in an acquisition be reflected in the estimation of loan fair value as of each respective acquisition date and prohibits any carry-over of the acquired entity's allowance for credit losses. Excluding amounts related to loans obtained in 2009 acquisition transactions, the allowance-to-legacy loan ratio was $1.86 \%$ at the two most recent quarter-ends, compared with $1.81 \%$ at September 30, 2009.

Noninterest Income and Expense. Noninterest income totaled $\$ 290$ million in the recent quarter, compared with $\$ 278$ million and $\$ 274$ million in the third quarter of 2009 and the second quarter of 2010, respectively. Reflected in those amounts were net losses from investment securities of $\$ 8$ million, $\$ 47$ million and $\$ 22$ million, each predominantly due to other-than-temporary impairment charges. During each of those quarters, such charges reflected write-downs of certain of M\&T's holdings of privately issued collateralized mortgage obligations and collateralized debt obligations backed by pooled trust preferred securities. In addition, during 2010's second quarter, other-than-temporary impairment charges included a $\$ 12$ million write-down of American Depositary Shares of Allied Irish Banks, p.l.c., which were obtained in M\&T's acquisition of Allfirst Financial Inc. in 2003. Excluding gains and losses from investment securities and a pre-tax merger-related gain of $\$ 29$ million in the third quarter of 2009 , noninterest income in the third quarter of 2010 aggregated $\$ 298$ million, up from $\$ 296$ million in each of the third quarter of 2009 and the second 2010 quarter. The higher level of noninterest income in the recent quarter resulted largely from higher mortgage banking revenues that were largely offset by declines in service charges on deposit accounts. The lower level of deposit service charge revenues was attributable to new regulations that went into effect July 1, 2010 for new customers and August 15, 2010 for pre-existing customers. Such regulations require depositors to elect to be subject to fees for certain deposit account services.

Noninterest expense in the third quarter of 2010 aggregated $\$ 480$ million, compared with $\$ 500$ million in the year-earlier quarter and $\$ 476$ million in the second quarter of 2010. Included in such amounts are expenses considered to be nonoperating in nature consisting of amortization of core deposit and other intangible assets and merger-related expenses. Exclusive of these expenses, noninterest operating expenses were $\$ 467$ million in the recent quarter, compared with $\$ 469$ million in the third quarter of 2009 and $\$ 461$ million in 2010's second quarter.

The efficiency ratio, or noninterest operating expenses divided by the sum of taxable-equivalent net interest income and noninterest income (exclusive of gains and losses from bank investment securities and merger-related expenses and gains), measures the relationship of operating expenses to revenues. M\&T's efficiency ratio was $53.4 \%$ in the recent quarter, compared with $55.2 \%$ and $53.1 \%$ in the year-earlier quarter and the second quarter of 2010, respectively.

Balance Sheet. M\&T had total assets of $\$ 68.2$ billion at September 30, 2010, compared with $\$ 69.0$ billion at September 30, 2009. Loans and leases, net of unearned discount, were $\$ 50.8$ billion at September 30, 2010, down $3 \%$ from $\$ 52.2$ billion a year earlier. Total deposits aggregated $\$ 48.7$ billion at the recent quarter-end, up $4 \%$ from $\$ 46.9$ billion at September 30, 2009. Reflecting a $\$ 1.9$ billion or $15 \%$ increase in noninterest-bearing deposits, deposits at domestic offices rose $\$ 2.5$ billion, or $5 \%$, to $\$ 48.0$ billion at the recent quarter-end from $\$ 45.5$ billion at September 30, 2009.

Total stockholders' equity rose $8 \%$ to $\$ 8.2$ billion at September 30, 2010 from $\$ 7.6$ billion a year earlier, representing $12.06 \%$ and $11.03 \%$, respectively, of total assets. Common stockholders' equity was $\$ 7.5$ billion, or $\$ 62.69$ per share, at September 30, 2010, compared with $\$ 6.9$ billion, or $\$ 58.22$ per share, at September 30, 2009. Tangible equity per common share rose to $\$ 32.23$ at September 30, 2010 from $\$ 27.03$ at September 30, 2009. In the calculation of tangible equity per common share, common stockholders' equity is reduced by the carrying values of goodwill and core deposit and other intangible assets, net of applicable deferred tax balances. M\&T's tangible common equity to tangible assets ratio was $5.96 \%$ at September 30, 2010, compared with $4.89 \%$ and $5.75 \%$ at September 30, 2009 and June 30, 2010, respectively.

Allied Irish Banks, p.I.c. initiated steps in early October to divest its holdings of M\&T common shares. In a public offering, 26.7 million of Contingent Mandatorily Exchangeable Notes, each note exchangeable for one share of M\&T common stock, were sold in a single day. The notes were distributed directly to one hundred twenty-three institutional investors as well as through retail delivery channels.

Conference Call. Investors will have an opportunity to listen to M\&T's conference call to discuss third quarter financial results today at 10:30 a.m. Eastern Time. Those wishing to participate in the call may dial (877)780-2276. International participants, using any applicable international calling codes, may dial (973)582-2700. Callers should reference M\&T Bank Corporation or the conference ID \#17941643. The conference call will be webcast live on M\&T's website at http://ir.mandtbank.com/conference.cfm. A replay of the call will be available until Friday, October 22, 2010 by calling (800)6421687, or (706)645-9291 for international participants, and by making reference to ID \#17941643. The event will also be archived and available by 6:00 p.m. today on M\&T's website at http://ir.mandtbank.com/conference.cfm.

M\&T is a bank holding company headquartered in Buffalo, New York. M\&T's banking subsidiaries, M\&T Bank and M\&T Bank, National Association, operate retail and commercial bank branches in New York, Pennsylvania, Maryland, Virginia, West Virginia, Delaware, New Jersey, the District of Columbia and Ontario, Canada.

Forward-Looking Statements. This news release contains forward-looking statements that are based on current expectations, estimates and projections about M\&T's business, management's beliefs and assumptions made by management. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions ("Future Factors") which are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements.

Future Factors include changes in interest rates, spreads on earning assets and interest-bearing liabilities, and interest rate sensitivity; prepayment speeds, loan originations, credit losses and market values on loans, collateral securing loans, and other assets; sources of liquidity; common shares outstanding; common stock price volatility; fair value of and number of stock-based compensation awards to be issued in future periods; legislation affecting the financial services industry as a whole, and M\&T and its subsidiaries individually or collectively, including tax legislation; regulatory supervision and oversight, including monetary policy and capital requirements; changes in accounting policies or procedures as may be required by the Financial Accounting Standards Board or other regulatory agencies; increasing price and product/service competition by competitors, including new entrants; rapid technological developments and changes; the ability to continue to introduce competitive new products and services on a timely, cost-effective basis; the mix of products/services; containing costs and expenses; governmental and public policy changes; protection and validity of intellectual property rights; reliance on large customers; technological, implementation and cost/financial risks in large, multi-year contracts; the outcome of pending and future litigation and governmental proceedings, including tax-related examinations and other matters; continued availability of financing; financial resources in the amounts, at the times and on the terms required to support M\&T and its subsidiaries' future businesses; and material differences in the actual financial results of merger, acquisition and investment activities compared with M\&T's initial expectations, including the full realization of anticipated cost savings and revenue enhancements.

These are representative of the Future Factors that could affect the outcome of the forward-looking statements. In addition, such statements could be affected by general industry and market conditions and growth rates, general economic and political conditions, either nationally or in the states in which M\&T and its subsidiaries do business, including interest rate and currency exchange rate fluctuations, changes and trends in the securities markets, and other Future Factors.

M\&T BANK CORPORATION
Financial Highlights

| Amounts in thousands, | Three months ended |  |  |
| :---: | :---: | :---: | :---: |
|  | Sep | 30 |  |
| except per share | 2010 | 2009 | Change |
| Performance |  |  |  |
| Net income | \$192, 015 | 127,664 | 50\% |
| Net income available to common |  |  |  |
| Per common share: |  |  |  |
| Basic earnings | \$1.49 | . 97 | $54 \%$ |
| Diluted earnings | 1.48 | . 97 | 53 |
| Cash dividends | \$. 70 | . 70 | - |
| Common shares outstanding: <br> Average - diluted (1) | 119,155 | 117,547 | 1\% |

Return on (annualized):
Average total assets Average common stockholders' equity

Taxable-equivalent net interest income

Yield on average earning assets
Cost of interest-bearing liabilities
1.12\%
$.73 \%$
9.56\% $6.72 \%$
\$575,733 553,450
4.65\% 4.60\%
1.03\% $1.26 \%$
$3.62 \% \quad 3.34 \%$
.25\% .27\%
3.87\% 3.61\%

Net interest margin
Net charge-offs to average total
net loans (annualized)
Net operating results (3)
-------------------------------

Net operating income
Diluted net operating earnings per common share
Return on (annualized):
Average tangible assets
Average tangible common equity
Efficiency ratio
$\$ 200,225$
128,761
1.55
. 98
$1.24 \%$
$.78 \%$
19.58\%
14.87\%
$53.40 \%$
55.21\%

Nine months ended

| September 30 |  |  |
| :---: | ---: | :---: |
| ------------ |  |  |
| 2010 | 2009 | Change |
| -- | -- | ------ |

## Performance

-----------
Net income
Net income available to common equity

Per common share:
Basic earnings
Diluted earnings
Cash dividends
Common shares outstanding:
Average - diluted (1)
Period end (2)
Return on (annualized):
Average total assets
Average common stockholders'
\$531,719 243,073
243,073
119\%

493,735
211,429
134

| $\$ 4.12$ | 1.84 | $124 \%$ |
| ---: | ---: | ---: |
| 4.10 | 1.84 | 123 |
| $\$ 2.10$ | 2.10 |  |
|  |  |  |
| 118,766 | 113,800 | $4 \%$ |
| 119,435 | 118,156 | 1 |

equity
Taxable-equivalent net interest income

Yield on average earning assets
Cost of interest-bearing liabilities 1.04\%
Net interest spread $\quad 3.58 \%-1.49 \%$
Contribution of interest-free funds $\$ 1,711,322$

1,512,971

| $4.62 \%$ | $4.62 \%$ |
| ---: | ---: |
|  |  |
| $1.04 \%$ | $1.49 \%$ |
| $3.58 \%$ | $3.13 \%$ |
|  |  |
| $.25 \%$ | $.28 \%$ |
| $3.83 \%$ | $3.41 \%$ |

Net charge-offs to average total
net loans (annualized)
$.70 \%$
1.00\%

Net operating results (3)


| Net operating income | $\$ 558,930$ | 304,600 | $83 \%$ |
| :--- | :---: | :---: | :---: |
| Diluted net operating earnings <br> per common share | 4.33 | 2.37 | 83 |
| Return on (annualized): | $1.16 \%$ | $.64 \%$ |  |
| Average tangible assets | $19.13 \%$ | $12.19 \%$ |  |
| Average tangible common equity | $54.10 \%$ | $57.90 \%$ |  |

9.05\%
4.35\%
3.83\% 3.41\%

$$
.70 \% 1.00 \%
$$

At September 30
Loan quality


| Accruing loans past due 90 <br> days or more | $\$ 214,769$ | 182,750 | $18 \%$ |
| :--- | :--- | :--- | :--- |
| Renegotiated loans | $\$ 233,671$ | 190,917 | $22 \%$ |
| Government guaranteed loans <br> included in totals <br> above: |  |  |  |
| Nonaccrual loans <br> Accruing loans past due 90 <br> days or more | $\$ 38,232$ | 38,590 | $-1 \%$ |
| Purchased impaired loans (4): <br> Outstanding customer balance <br> Carrying amount | $\$ 113,964$ | 172,701 | $12 \%$ |

Nonaccrual loans to total net loans

```
Allowance for credit losses
    to:
        Legacy loans 1.86% 1.81%
        Total loans 1.76% 1.66%
```

(1) Includes common stock equivalents.
(2) Includes common stock issuable under deferred compensation plans.
(3) Excludes amortization and balances related to goodwill and core
deposit and other intangible assets and merger-related gains and
expenses which, except in the calculation of the efficiency ratio,
are net of applicable income tax effects. Reconciliations of net
income with net operating income appear herein.
(4) Accruing loans that were impaired at acquisition date and
recorded at fair value.

M\&T BANK CORPORATION
Financial Highlights, Five Quarter Trend


| bearing liabilities | $1.03 \%$ | $1.04 \%$ | $1.04 \%$ |
| :--- | ---: | ---: | ---: |
| Net interest spread | $3.62 \%$ | $3.59 \%$ | $3.55 \%$ |
| Contribution of |  |  |  |
| interest－free funds |  |  |  |
| Net interest margin | $.25 \%$ | $.25 \%$ | $3.84 \%$ |
| Net charge－offs to | $3.87 \%$ |  | $3.78 \%$ |
| average total <br> net loans（annualized） | $.73 \%$ | $.64 \%$ | $.74 \%$ |

Net operating results （3）

Net operating income $\$ 200,225$
Diluted net operating earnings per common share
Return on （annualized）： Average tangible assets
Average tangible common equity
Efficiency ratio

## Loan quality

－－－－－－－－－－－－－
Nonaccrual loans
Real estate and other foreclosed assets Total nonperforming assets

Accruing loans past due 90 days or more

Renegotiated loans
Government guaranteed loans included in totals above： Nonaccrual loans Accruing loans past due 90 days or more

Purchased impaired
loans（4）：
Outstanding customer balance Carrying amount

Nonaccrual loans to
\＄38，232
194，223
June 30，March 31， 2010
－－－－

$$
1,090,135
$$

192,631
192，600
－－ー－ー－ー

## \＄1，292，160

1，282，766
$1,435,354$
$=========$
$\$ 214,769$
$\$ 233,671$
，
194，523
37，048
\＄113，964
52，728

187，682
203，081
228，847

40，271

130，808
61，524

203，443
220,885

2010
－－－－

| total net loans | $2.16 \%$ | $2.13 \%$ | $2.60 \%$ |
| :--- | :--- | :--- | :--- |
| Allowance for credit |  |  |  |
| losses to: | $1.86 \%$ | $1.86 \%$ | $1.86 \%$ |
| Legacy loans | $1.76 \%$ | $1.75 \%$ | $1.73 \%$ |

Allowance for credit
losses to:

## Amounts in thousands, except per share

| Three months ended |  |
| :--- | ---: |
| December September <br> 31, 30, <br> 2009 2009 |  |

Performance
------------

Net income
Net income available to common
equity

Per common share:
Basic earnings
Diluted earnings
1.05
. 97
Cash dividends . 70 . 70

Common shares outstanding:
Average - diluted (1)
Period end (2)

Return on (annualized):
Average total assets
Average common stockholders' equity

Taxable-equivalent net interest income

Yield on average earning assets
Cost of interest-bearing liabilities
Net interest spread
Contribution of interest-free funds
Net interest margin
Net charge-offs to average total net loans (annualized)

Net operating results (3)


Net operating income
Diluted net operating earnings per common share
Return on (annualized):
Average tangible assets

150,776
128,761
1.16
. 98

| 117,672 | 117,547 |
| :--- | :--- |
| 118,298 | 118,156 |

$.79 \%$
$.73 \%$
7.09\%
$6.72 \%$

564,606
553,450
4.58\%
$4.60 \%$
1.13\%
1.26\%
3.45\%
3.34\%
. $26 \%$
. $27 \%$
$3.71 \%$
3.61\%
1.03\%
1.07\%
$.78 \%$

| Average tangible common equity | $16.73 \%$ | $14.87 \%$ |
| :--- | :--- | :--- |
| Efficiency ratio | $52.69 \%$ | $55.21 \%$ |


| Loan quality | $\begin{aligned} & \text { December } \\ & 31, \\ & 2009 \end{aligned}$ | September 30, | 2009 |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| Nonaccrual loans | 1,331,702 | 1,228,341 |  |
| Real estate and other foreclosed assets | 94,604 | 84,676 |  |
| Total nonperforming assets | 1,426,306 | 1,313,017 |  |
| Accruing loans past due 90 days or more | 208,080 | 182,750 |  |
| Renegotiated loans | 212,548 | 190,917 |  |
| Government guaranteed loans included in totals above: |  |  |  |
| Nonaccrual loans | 38,579 | 38,590 |  |
| Accruing loans past due 90 days or more | 193,495 | 172,701 |  |
| Purchased impaired loans (4) : |  |  |  |
| Outstanding customer balance | 172,772 | 209,138 |  |
| Carrying amount | 88,170 | 108,058 |  |
| Nonaccrual loans to total net |  |  |  |
| loans | 2.56\% | 2.35\% |  |
| Allowance for credit losses to: |  |  |  |
| Legacy loans | 1.83\% | 1.81\% |  |
| Total loans | 1.69\% | 1.66\% |  |

(1) Includes common stock equivalents.
(2) Includes common stock issuable under deferred compensation plans.
(3) Excludes amortization and balances related to goodwill and core deposit and other intangible assets and merger-related gains and expenses which, except in the calculation of the efficiency ratio, are net of applicable income tax effects. Reconciliations of net income with net operating income appear herein.
(4) Accruing loans that were impaired at acquisition date and recorded at fair value.

M\&T BANK CORPORATION

Condensed Consolidated Statement of Income

| Dollars in thousands | Three months ended <br> September 30 |  | Change |
| :---: | :---: | :---: | :---: |
|  | 2010 | 2009 |  |
| Interest income | \$685,900 | 700,593 | -2\% |
| Interest expense | 116,032 | 152,938 | -24 |
| Net interest income | 569,868 | 547,655 | 4 |
| Provision for credit losses | 93,000 | 154,000 | -40 |
| Net interest income after |  |  |  |
| Other income |  |  |  |
| Mortgage banking revenues | 61,052 | 48,169 | 27 |
| Service charges on deposit accounts | 117,733 | 128,502 | -8 |
| Trust income | 30,485 | 31,586 | -3 |
| Brokerage services income | 12,127 | 14,329 | -15 |
| Trading account and foreign exchange gains | 6,035 | 7,478 | -19 |
| Gain (loss) on bank investment securities | 1,440 | (56) | - |
| Other-than-temporary impairment losses |  |  |  |
| recognized in earnings | $(9,532)$ | $(47,033)$ | - |
| Equity in earnings of Bayview Lending Group LLC | $(6,460)$ | $(10,912)$ | - |
| Other revenues from operations | 77,019 | 106,163 | -27 |
| Total other income | 289,899 | 278,226 | 4 |
| Other expense |  |  |  |
| Salaries and employee benefits | 246,389 | 255,449 | -4 |
| Equipment and net occupancy | 54,353 | 58,195 | -7 |
| Printing, postage and supplies | 7,820 | 8,229 | -5 |
| Amortization of core deposit and other |  |  |  |
| intangible assets | 13,526 | 16,924 | -20 |
| FDIC assessments | 18,039 | 21,124 | -15 |
| Other costs of operations | 140,006 | 140,135 | - |
| Total other expense | 480,133 | 500,056 | -4 |
| Income before income taxes | 286,634 | 171,825 | 67 |
| Applicable income taxes | 94,619 | 44,161 | 114 |
| Net income | \$192,015 | 127,664 | 50\% |


| Dollars in thousands | Nine months ended September 30 |  | Change |
| :---: | :---: | :---: | :---: |
|  | 2010 | 2009 |  |
| Interest income | \$2,047,070 | 2,032,528 | 1\% |
| Interest expense | 353,641 | 535,499 | -34 |
| Net interest income | 1,693,429 | 1,497,029 | 13 |
| Provision for credit losses | 283,000 | 459,000 | -38 |
| Net interest income after |  |  |  |
| Other income |  |  |  |
| Mortgage banking revenues | 149,612 | 157,385 | -5 |
| Service charges on deposit accounts | 367,004 | 342,010 | 7 |
| Trust income | 91,582 | 98,908 | -7 |
| Brokerage services income | 38,021 | 43,215 | -12 |
| Trading account and foreign exchange gains | 14,531 | 16,456 | -12 |
| Gain (loss) on bank investment securities | 1,909 | 811 | - |
| Other-than-temporary impairment losses recognized in earnings | $(58,714)$ | $(104,001)$ | - |
| Equity in earnings of Bayview Lending Group LLC | $(18,353)$ | $(15,263)$ | - |
| Other revenues from operations | 235,570 | 242,695 | -3 |
| Total other income | 821,162 | 782,216 | 5 |
| Other expense |  |  |  |
| Salaries and employee benefits | 756,296 | 754,793 | - |
| Equipment and net occupancy | 165,185 | 157,688 | 5 |
| Printing, postage and supplies | 25,412 | 28,878 | -12 |
| Amortization of core deposit and other |  |  |  |
| intangible assets | 44,834 | 47,525 | -6 |
| FDIC assessments | 60,995 | 76,617 | -20 |
| Other costs of operations | 392,841 | 436,611 | -10 |
| Total other expense | 1,445,563 | 1,502,112 | -4 |
| Income before income taxes | 786,028 | 318,133 | 147 |
| Applicable income taxes | 254,309 | 75,060 | 239 |
| Net income | \$531,719 | 243,073 | 119\% |

M\&T BANK CORPORATION
Condensed Consolidated Statement of Income, Five Quarter Trend

Three months ended

Dollars in thousands

Interest income
Interest expense

Net interest income

Provision for credit losses

Net interest income after
provision for credit losses
Other income
Mortgage banking revenues
Service charges on deposit accounts
Trust income
Brokerage services income
Trading account and foreign exchange gains
Gain (loss) on bank investment securities
Other-than-temporary
impairment losses
recognized in earnings
Equity in earnings of Bayview Lending Group LLC
Other revenues from operations

Total other income

Other expense
Salaries and employee benefits Equipment and net occupancy Printing, postage and supplies Amortization of core deposit and other

> intangible assets

FDIC assessments
Other costs of operations

Total other expense

Income before income taxes

Applicable income taxes

| 246,389 | 245,861 | 264,046 |
| ---: | ---: | ---: |
| 54,353 | 55,431 | 55,401 |
| 7,820 | 8,549 | 9,043 |


| 13,526 | 14,833 | 16,475 |
| ---: | ---: | ---: |
| 18,039 | 21,608 | 21,348 |
| 140,006 | 129,786 | 123,049 |
| ------- | ------ | ------ |
| 480,133 | 476,068 | 489,362 |
| 286,634 | 279,716 | 219,678 |
| 94,619 | 90,967 | 68,723 |
| ----- | ------ | ----- |


|  | Three months ended |  |
| :---: | :---: | :---: |
| Dollars in thousands | $\begin{gathered} \text { December } \\ 31, \\ 2009 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2009 \end{gathered}$ |
| Interest income | 692,669 | 700,593 |
| Interest expense | 133,950 | 152,938 |
| Net interest income | 558,719 | 547,655 |
| Provision for credit losses | 145,000 | 154,000 |
| Net interest income after |  |  |
| Other income |  |  |
| Mortgage banking revenues | 50,176 | 48,169 |
| Service charges on deposit accounts | 127,185 | 128,502 |
| Trust income | 29,660 | 31,586 |
| Brokerage services income | 14,396 | 14,329 |
| Trading account and foreign exchange gains | 6,669 | 7,478 |
| Gain (loss) on bank investment securities | 354 | (56) |
| Other-than-temporary impairment losses recognized in earnings | $(34,296)$ | $(47,033)$ |
| Equity in earnings of Bayview Lending Group LLC | $(10,635)$ | $(10,912)$ |
| Other revenues from operations | 82,381 | 106,163 |
| Total other income | 265,890 | 278,226 |
| Other expense |  |  |
| Salaries and employee benefits | 247,080 | 255,449 |
| Equipment and net occupancy | 53,703 | 58,195 |
| Printing, postage and supplies | 9,338 | 8,229 |
| Amortization of core deposit and other |  |  |
| intangible assets | 16,730 | 16,924 |
| FDIC assessments | 19,902 | 21,124 |
| Other costs of operations | 131,698 | 140,135 |
| Total other expense | 478,451 | 500,056 |
| Income before income taxes | 201,158 | 171,825 |
| Applicable income taxes | 64,340 | 44,161 |
| Net income | 136,818 | 127,664 |

M\&T BANK CORPORATION
Condensed Consolidated Balance Sheet

|  | September 30 |  |  |
| :---: | :---: | :---: | :---: |
| Dollars in thousands | 2010 | 2009 | Change |
| ASSETS |  |  |  |
| Cash and due from banks | \$1,070,625 | 1,356,508 | -21\% |
| Interest-bearing deposits at banks | 401,624 | 54,443 | 638 |
| Federal funds sold and agreements to resell securities | 443,700 | 17,206 | - |
| Trading account assets | 536,702 | 497,064 | 8 |
| Investment securities | 7,662,715 | 7,634,262 | - |
| Loans and leases: |  |  |  |
| Commercial, financial, etc | 12,788,136 | 13,517,538 | -5 |
| Real estate - commercial | 20,580,450 | 21,007,376 | -2 |
| Real estate - consumer | 5,754,432 | 5,427,260 | 6 |
| Consumer | 11,668,540 | 12,251,598 | -5 |
| Total loans and leases, net of unearned discount <br> Less: allowance for credit losses | $\begin{array}{r} 50,791,558 \\ 894,720 \end{array}$ | $\begin{array}{r} 52,203,772 \\ 867,874 \end{array}$ | $\begin{array}{r} -3 \\ 3 \end{array}$ |
| Net loans and leases | 49,896,838 | 51,335,898 | -3 |
| Goodwill | 3,524,625 | 3,524,625 | - |
| Core deposit and other intangible assets | 139,186 | 199,148 | -30 |
| Other assets | 4,570,822 | 4,378,296 | 4 |
| Total assets | \$68,246,837 | 68,997,450 | -1\% |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |
| Noninterest-bearing deposits at |  |  |  |
| Other deposits at U.S. offices | 33,335,104 | 32,813,698 | 2 |
| Deposits at foreign office | 653,916 | 1,318,070 | -50 |

Total deposits

$$
48,654,623 \quad 46,861,851 \quad 4
$$

| Short-term borrowings | 1,211,683 | 2,927,268 | -59 |
| :---: | :---: | :---: | :---: |
| Accrued interest and other |  |  |  |
| liabilities | 1,157,250 | 1,241,576 | -7 |
| Long-term borrowings | 8,991,508 | 10,354,392 | -13 |
| Total liabilities | 60,015,064 | 61,385,087 | -2 |
| Stockholders' equity: |  |  |  |
| Preferred | 737,979 | 727,748 | 1 |
| Common (1) | 7,493,794 | 6,884,615 | 9 |
| Total stockholders' equity | 8,231,773 | 7,612,363 | 8 |
| Total liabilities and |  |  |  |
| stockholders' equity | \$68,246,837 | 68,997,450 | -1\% |

(1) Reflects accumulated other comprehensive loss, net of applicable income tax effect, of $\$ 192.6$ million at September 30, 2010 and $\$ 419.3$ million at September 30, 2009.

M\&T BANK CORPORATION
Condensed Consolidated Balance Sheet, Five Quarter Trend

| Dollars in thousands | September $30,$ <br> 2010 | June 30, $2010$ | $\begin{aligned} & \text { March } 31, \\ & 2010 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
|  | -- | --- | --- |
| ASSETS |  |  |  |
| Cash and due from banks | \$1,070,625 | 1,045,886 | 1,033,269 |
| Interest-bearing deposits at banks | 401,624 | 117,826 | 121,305 |
| Federal funds sold and agreements to resell securities | 443,700 | 10,000 | 10,400 |
| Trading account assets | 536,702 | 487,692 | 403,476 |
| Investment securities | 7,662,715 | 8,097,572 | 8,104,646 |


| ```Commercial, financial, etc``` | 12,788,136 | 13,017,598 | 13,220,181 |
| :---: | :---: | :---: | :---: |
| Real estate commercial | 20,580,450 | 20,612,905 | 20,724,118 |
| Real estate consumer | 5,754,432 | 5,729,126 | 5,664,159 |
| Consumer | 11,668,540 | 11,701,657 | 11,835,583 |
| Total loans and leases, net of unearned discount <br> Less: allowance for credit losses | $\begin{array}{r} 50,791,558 \\ 894,720 \end{array}$ | $\begin{array}{r} 51,061,286 \\ 894,667 \end{array}$ | $\begin{array}{r} 51,444,041 \\ 891,265 \end{array}$ |
| Net loans and leases | 49,896,838 | 50,166,619 | 50,552,776 |
| Goodwill | 3,524,625 | 3,524,625 | 3,524,625 |
| ```Core deposit and other intangible assets``` | 139,186 | 152,712 | 167,545 |
| Other assets | 4,570,822 | 4,550,684 | 4,521,180 |
| Total assets | \$68,246,837 | 68,153,616 | 68,439,222 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |
| Noninterest-bearing deposits at U.S. offices | \$14,665,603 | 13,960,723 | 13,622,819 |
| Other deposits at U.S. offices | 33,335,104 | 33,010,520 | 33,125,761 |
| Deposits at foreign office | 653,916 | 551,428 | 789,825 |
| Total deposits | 48,654,623 | 47,522,671 | 47,538,405 |
| Short-term borrowings | 1,211,683 | 2,158,957 | 1,870,763 |
| Accrued interest and other liabilities | 1,157,250 | 1,114,615 | 1,048,473 |
| Long-term borrowings | 8,991,508 | 9,255,529 | 10,065,894 |
| Total liabilities | 60,015,064 | 60,051,772 | 60,523,535 |
| Stockholders' equity: |  |  |  |
| Preferred <br> Common (1) | $\begin{array}{r} 737,979 \\ 7,493,794 \end{array}$ | 735,350 $7,366,494$ | 732,769 $7,182,918$ |

Total stockholders＇

| equity | 8，231，773 | 8，101，844 | 7，915，687 |
| :---: | :---: | :---: | :---: |
| al liabilities and |  |  |  |
| ockholders＇equity | \＄68，246，837 | 68，153，616 | 68，439，222 |

Total liabilities and stockholders＇equity
$=========$

Dollars in thousands

ASSETS

| December | September |
| :---: | :---: |
| 31, | 30, |
| 2009 | 2009 |
| ＿－＿－ | ＿－＿－＿ |

Interest-bearing deposits at
banks
Federal funds sold and agreements
to resell securities
Trading account assets
Investment securities
$7,780,6097,634,262$
Loans and leases:
Commercial, financial, etc
13,479,44713,517,538
Real estate - commercial
$20,949,93121,007,376$
Real estate - consumer
$5,463,4635,427,260$
$12,043,84512,251,598$
---------- ----------
$51,936,68652,203,772$
878,022 867,874
Net loans and leases
$51,058,66451,335,898$
$3,524,625 \quad 3,524,625$
182,418 199,148
$4,567,4224,378,296$
--------- ---------
$68,880,39968,997,450$
$==================$


```
(1) Reflects accumulated other comprehensive loss, net of applicable
income tax effect, of $192.6 million
            at September 30, 2010, $197.2 million at June 30, 2010, $255.2
            million at March 31, 2010, $336.0
            million at December 31, 2009 and $419.3 million at September 30,
            2009.
```

M\&T BANK CORPORATION
Condensed Consolidated Average Balance Sheet
and Annualized Taxable-equivalent Rates

| Three months ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| September | Septem | mber |  |  |
| 30, |  | 30, | June | 30, |
| 2010 |  | 2009 |  | 2010 |
| Balance Rate | Balance | Rate | Balance | Rate |


| Interest-bearing deposits at banks | \$92 | . $15 \%$ | 66 | . $04 \%$ | 81 | . $02 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and agreements <br> to resell securities | 64 | . 26 | 11 | . 58 | 10 | . 41 |
| Trading account assets | 82 | . 65 | 83 | . 82 | 66 | . 96 |
| Investment securities | 7,993 | 4.16 | 8,420 | 4.81 | 8,376 | 4.27 |
| ```Loans and leases, net of unearned discount Commercial, financial, etc``` | 12,856 | 3.97 | 13,801 | 3.78 | 13,096 | 4.03 |
| Real estate commercial. | 20,612 | 4.85 | 20,843 | 4.48 | 20,759 | 4.64 |
| Real estate -consumer | 5,680 | 5.30 | 5,429 | 5.43 | 5,653 | 5.35 |
| Consumer <br> Total loans and leases, net | 11,687 50,835 | 5.22 4.74 | 12,247 52,320 | 5.37 4.58 | 11,770 | 5.24 |
| leases, net | 50,835 |  | 52,320 |  | 51,278 | 4.71 |
| Total earning assets | 59,066 | 4.65 | 60,900 | 4.60 | 59,811 | 4.63 |
| Goodwill | 3,525 |  | 3,525 |  | 3,525 |  |
| Core deposit and other intangible assets | 146 |  | 208 |  | 160 |  |
| Other assets | 5,074 |  | 4,521 |  | 4,838 |  |
| Total assets | \$67,811 |  | 69,154 |  | 68,334 |  |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Interest-bearing deposits |  |  |  |  |  |  |
| NOW accounts | \$592 | . 15 | 541 | . 21 | 619 | . 14 |
| Savings deposits | 26,177 | . 33 | 23,367 | . 37 | 25,942 | . 33 |
| Time deposits | 6,312 | 1.46 | 9,246 | 2.17 | 6,789 | 1.55 |
| ```Deposits at foreign office Total interest- bearing deposits``` | 802 33,883 | .16 .53 | 1,444 34,598 | .13 .84 | 972 34,322 | .16 .56 |
| Short-term borrowings | 1,858 | . 16 | 2,663 | . 26 | 1,763 | . 17 |
| Long-term borrowings | 8,948 | 3.10 | 11,008 | 2.80 | 9,454 | 2.91 |
| Total interestbearing liabilities | 44,689 | 1.03 | 48,269 | 1.26 | 45,539 | 1.04 |


| deposits | 13,647 | 12,122 | 13,610 |
| :---: | :---: | :---: | :---: |
| Other liabilities | 1,294 | 1,242 | 1,149 |
| Total liabilities | 59,630 | 61,633 | 60,298 |
| Stockholders' equity | 8,181 | 7,521 | 8,036 |
| Total liabilities and stockholders' equity | \$67,811 | 69,154 | 68,334 |

Net interest spread Contribution of interest-free funds Net interest margin
3.62
. 25
3.87\%
3.34
3.59
. 27
3.61\%
. 25
3.84\%

## ASSETS

Interest-bearing deposits at banks

Federal funds sold and agreements to resell securities

Trading account assets

Investment securities

Loans and leases, net of unearned discount Commercial, financial, etc -7 -2
Real estate - commercial.
$-1 \quad-1$
Real estate - consumer Consumer
Total loans and leases, net
Total earning assets

Goodwill

Core deposit and other intangible assets

Other assets
$-30 \quad-9$

September 30, 2010 from
September June

30, 30,
20092010
---- ----

| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| :---: | :---: | :---: |
| Interest-bearing deposits |  |  |
| NOW accounts | 9\% | -4\% |
| Savings deposits | 12 | 1 |
| Time deposits | -32 | -7 |
| Deposits at foreign office | -44 | -18 |
| Total interest-bearing deposits | -2 | -1 |
| Short-term borrowings | -30 | 5 |
| Long-term borrowings | -19 | -5 |
| Total interest-bearing |  |  |
| liabilities | -7 | -2 |
| Noninterest-bearing deposits | 13 | - |
| Other liabilities | 4 | 13 |
| Total liabilities | -3 | -1 |
| Stockholders' equity | 9 | 2 |
| Total liabilities and stockholders' equity | -2\% | -1\% |

```
Net interest spread
Contribution of interest-free
    funds
Net interest margin
```

|  | Nine months ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 |  | 2009 |
|  | Balance | Rate | Balance | Rate |
| ASSETS |  |  |  |  |
| Interest-bearing deposits at banks | \$100 | . $06 \%$ | 43 | . $06 \%$ |
| Federal funds sold and agreements to resell securities |  |  |  |  |
|  | 33 | . 27 | 62 | . 25 |
| Trading account assets | 69 | . 79 | 92 | . 76 |
| Investment securities | 8,180 | 4.29 | 8,472 | 4.84 |
| Loans and leases, net of unearned discount |  |  |  |  |


| Commercial, financial, etc | 13,118 | 3.96 | 13,965 | 3.76 |
| :---: | :---: | :---: | :---: | :---: |
| Real estate - commercial. | 20,745 | 4.66 | 19,793 | 4.45 |
| Real estate - consumer | 5,691 | 5.32 | 5,243 | 5.47 |
| Consumer | 11,795 | 5.24 | 11,578 | 5.47 |
| Total loans and leases, net | 51,349 | 4.69 | 50,579 | 4.60 |
| Total earning assets | 59,731 | 4.62 | 59,248 | 4.62 |
| Goodwill | 3,525 |  | 3,349 |  |
| Core deposit and other intangible assets | 160 |  | 191 |  |
| Other assets | 4,923 |  | 4,196 |  |
| Total assets | \$68,339 |  | 66,984 |  |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Interest-bearing deposits |  |  |  |  |
| NOW accounts | \$599 | . 14 | 531 | . 22 |
| Savings deposits | 25,733 | . 33 | 22,358 | . 54 |
| Time deposits | 6,767 | 1.56 | 8,943 | 2.49 |
| Deposits at foreign office | 1,002 | . 14 | 1,788 | . 15 |
| Total interest-bearing deposits | 34,101 | . 56 | 33,620 | 1.03 |
| Short-term borrowings | 1,994 | . 16 | 3,114 | . 26 |
| Long-term borrowings | 9,516 | 2.91 | 11,376 | 3.17 |
| Total interest-bearing |  |  |  |  |
| liabilities | 45,611 | 1.04 | 48,110 | 1.49 |
| Noninterest-bearing deposits | 13,518 |  | 10,416 |  |
| Other liabilities | 1,180 |  | 1,313 |  |
| Total liabilities | 60,309 |  | 59,839 |  |
| Stockholders' equity | 8,030 |  | 7,145 |  |
| Total liabilities and stockholders' equity | \$68,339 |  | 66,984 |  |
| Net interest spread |  | 3.58 |  | 3.13 |
| Contribution of interest-free funds |  | . 25 |  | . 28 |
| Net interest margin |  | 3.83\% |  | 3.41\% |


|  | Change in balance |
| :---: | :---: |
| ASSETS |  |
| Interest-bearing deposits at banks | 134\% |
| Federal funds sold and agreements <br> to resell securities | -47 |
| Trading account assets | -24 |
| Investment securities | -3 |
| Loans and leases, net of unearned discount |  |
| Commercial, financial, etc | -6 |
| Real estate - commercial. | 5 |
| Real estate - consumer | 9 |
| Consumer | 2 |
| Total loans and leases, net | 2 |
| Total earning assets | 1 |
| Goodwill | 5 |
| Core deposit and other intangible assets | -16 |
| Other assets | 17 |
| Total assets | 2\% |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |
| Interest-bearing deposits |  |
| NOW accounts | 13\% |
| Savings deposits | 15 |
| Time deposits | -24 |
| Deposits at foreign office Total interest-bearing deposits | -44 |
| Short-term borrowings | -36 |
| Long-term borrowings | -16 |
| Total interest-bearing liabilities | -5 |

```
Noninterest-bearing deposits
Other liabilities -10
    Total liabilities 1
Stockholders' equity 12
    Total liabilities and
        stockholders' equity 2%
```

Net interest spread
Contribution of interest-free
funds
Net interest margin

M\&T BANK CORPORATION
Reconciliation of Quarterly GAAP to Non-GAAP Measures

|  |  | Three months ended September 30 |  |
| :---: | :---: | :---: | :---: |
|  |  | 2010 | 2009 |
| Income statement data |  |  |  |
| In thousands, except per share |  |  |  |
| Net income |  |  |  |
| Net income |  | \$192,015 | 127,664 |
| Amortization of core deposit and other |  |  |  |
| intangible assets (1) |  | 8,210 | 10,270 |
| Merger-related gain (1) |  | - | $(17,684)$ |
| Merger-related expenses (1) |  | - | 8,511 |
| Net operating income |  | \$200,225 | 128,761 |
| Earnings per common share |  |  |  |
| Diluted earnings per common share |  | \$1.48 | . 97 |
| Amortization of core deposit and other |  |  |  |
| intangible assets (1) |  | . 07 | . 09 |
| Merger-related gain (1) |  | - | (.15) |
| Merger-related expenses (1) |  | - | . 07 |
| Diluted net operating earnings per common share \$1.55 .98 |  |  |  |
| Other expense |  |  |  |
| Other expense |  | \$480,133 | 500,056 |
| Amortization of core deposit and other |  |  |  |
| intangible assets |  | $(13,526)$ | $(16,924)$ |
| Merger-related expenses |  | - | $(14,010)$ |
| Noninterest operating expense |  | \$466,607 | 469,122 |
| Merger-related expenses |  |  |  |
| Salaries and employee benefits | \$ | - | 870 |
| Equipment and net occupancy |  | - | 1,845 |
| Printing, postage and supplies |  | - | 629 |

```
Other costs of operations
    -
$ - == 
$ - == 
    Total
```

| Balance sheet data |  |  |
| :---: | :---: | :---: |
| In millions |  |  |
| Average assets |  |  |
| Average assets | \$67,811 | 69,154 |
| Goodwill | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible |  |  |
| Deferred taxes | 27 | 41 |
| Average tangible assets | \$64,167 | 65,462 |
| Average common equity |  |  |
| Average total equity | \$8,181 | 7,521 |
| Preferred stock | (737) | (727) |
| Average common equity | 7,444 | 6,794 |
| Goodwill | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible |  |  |
| Deferred taxes | 27 | 41 |
| Average tangible common equity | \$3,800 | 3,102 |
| At end of quarter |  |  |
| Total assets |  |  |
| Total assets | \$68,247 | 68,997 |
| Goodwill | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible |  |  |
| Deferred taxes | 26 | 39 |
| Total tangible assets | \$64,609 | 65,312 |
| Total common equity |  |  |
| Total equity | \$8,232 | 7,612 |
| Preferred stock | (738) | (728) |
| Undeclared dividends -preferred stock | (6) | (5) |
| Common equity, net of undeclared |  |  |
| Goodwill | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible |  |  |
| Deferred taxes | 26 | 39 |
| Total tangible common equity | \$3,850 | 3,194 |

Nine months ended September 30
-------------

Income statement data
－－－－－－－－－－－－－－－－－－－－－－－－－
In thousands，except per share
Net income
Net income
Amortization of core deposit and other
intangible assets（1）27，211 28，854
Merger－related gain（1）
Merger－related expenses（1）
Net operating income
Earnings per common share
Diluted earnings per common share
Amortization of core deposit and other
intangible assets（1）． 23 ． 25
Merger－related gain（1）
－
（．15）
Merger－related expenses（1）
－
Diluted net operating earnings per common share

Other expense
Other expense
Amortization of core deposit and other intangible assets
Merger－related expenses Noninterest operating expense

Merger－related expenses
Salaries and employee benefits
Equipment and net occupancy
Printing，postage and supplies
Other costs of operations
$\$ 4.33$
.43
＝＝＝＝
2.37

ーニーニー
$\$ 1,445,563 \quad 1,502,112$

Total

Balance sheet data
－－－－－－－－－－－－－－－－－－－
In millions
Average assets
Average assets
Goodwill
Core deposit and other intangible assets
Deferred taxes
Average tangible assets

Average common equity
Average total equity

| $\$ 68,339$ | 66,984 |
| ---: | ---: |
| $(3,525)$ | $(3,349)$ |
| $(160)$ | $(191)$ |
| 30 | 31 |
| --- | --- |
| $\$ 64,684$ | 63,475 |
| $======$ | $======$ |
| $\$ 8,030$ | 7,145 |
| $(735)$ | $(644)$ |
| 7,295 | 6,501 |
| $(3,525)$ | $(3,349)$ |
| $(160)$ | $(191)$ |
| 30 | 31 |
| --- | --- |
| $\$ 3,640$ | 2,992 |

At end of quarter
Total assets
Total assets
Goodwill
Core deposit and other intangible assets
Deferred taxes
Total tangible assets
Total common equity
Total equity
Preferred stock
Undeclared dividends -preferred stock
Common equity, net of undeclared
preferred dividends
Goodwill
Core deposit and other intangible assets
Deferred taxes
Total tangible common equity
(1) After any related tax effect.

M\&T BANK CORPORATION
Reconciliation of Quarterly GAAP to Non-GAAP Measures, Five Quarter Trend

Three months ended

|  |  |  |
| :---: | :---: | :---: |
| September | June | March |
| 30, | 30, | 31, |
| 2010 | 2010 | 2010 |
| --- | --- |  |

Income statement data

| In thousands, except per share Net income |  |  |  |
| :---: | :---: | :---: | :---: |
| Net income | \$192,015 | 188,749 | 150,955 |
| Amortization of core deposit and other <br> intangible assets (1) | 8,210 | 9,003 | 9,998 |
| Merger-related gain (1) | - |  | - |
| Merger-related expenses (1) | - | - | - |
| Net operating income | \$200,225 | 197,752 | 160,953 |
| Earnings per common share |  |  |  |
| Diluted earnings per common share | \$1.48 | 1.46 | 1.15 |
| Amortization of core deposit and other |  |  |  |
| intangible assets (1) | . 07 | . 07 | . 08 |
| Merger-related gain (1) | - | - | - |
| Merger-related expenses (1) | - | - | - |
| Diluted net operating earnings per common share | \$1.55 | 1.53 | 1.23 |

Other expense
Other expense
480,133
476,068
489,362
Amortization of core deposit and other intangible assets
Merger-related expenses
Noninterest operating expense
$(13,526)$
$(14,833)$
$(16,475)$
\$466,607
461,235
472,887
$=======$
$======$
=======
Merger-related expenses
Salaries and employee benefits
Equipment and net occupancy
\$
Printing, postage and supplies
Other costs of operations Total
$\$$
-
-
-
-
-
$=$
$=$

Balance sheet data
---------------------
In millions
Average assets
Average assets
Goodwill
Core deposit and other intangible assets
Deferred taxes
Average tangible assets
Average common equity
Average total equity
Preferred stock
Average common equity
Goodwill
Core deposit and other intangible assets
Deferred taxes
Average tangible common equity

At end of quarter
Total assets
Total assets
Goodwill
Core deposit and other intangible assets
Deferred taxes
Total tangible assets

Total equity
Preferred stock
Undeclared dividends -preferred stock

Common equity, net of undeclared preferred dividends
Goodwill
Core deposit and other intangible assets
\$68,247
$(139)$
26
\$64,609
=======
\$8,232
(738)
$\$ 67$,
$(3$,

$\$ 64$
$==$

$\$ 8$
7
7
13
\$3,800
$=====$

$$
(3,525)
$$

(738)
(6)

7,488
$(3,525)$
(139)

$$
68,154
$$

(167)

| 68,334 | 68,883 |
| ---: | ---: |
| $(3,525)$ | $(3,525)$ |
| $(160)$ | $(176)$ |
| 30 | 34 |
| --- | --- |
| 64,679 | 65,216 |
| $======$ | $======$ |

7,868
(732)

7,136
$(3,525)$
(176)

34
3,469
=====

$$
68,439
$$

$$
(3,525)
$$

$$
(3,525)
$$

(152)

31
64,778
======

7,916
(733)
(6)
---
7,177
$(3,525)$
(167)

| Deferred taxes | 26 | 28 | 31 |
| :--- | ---: | ---: | ---: |
| Total tangible common equity | $\$, 850$  <br> $======$ 3,711 | 3,516 |  |
|  |  | $=====$ | $=====$ |

Three months ended

| ------------------- |  |
| :---: | :---: |
| December | September |
| 31, | 30, |
| 2009 | 2009 |
| ---- | $---\quad$ |

Income statement data
$\qquad$
In thousands, except per share
Net income
Net income
Amortization of core deposit and other
intangible assets (1)
Merger-related gain (1)
Merger-related expenses (1)
Net operating income

Earnings per common share
Diluted earnings per common share
Amortization of core deposit and other intangible assets (1)
Merger-related gain (1)
Merger-related expenses (1) Diluted net operating earnings per common share

Other expense
Other expense
Amortization of core deposit and other
intangible assets
Merger-related expenses
Noninterest operating expense

Merger-related expenses
Salaries and employee benefits
Equipment and net occupancy
Printing, postage and supplies
Other costs of operations
Total

136,818
127,664

10,152
10,270
$(17,684)$
3,806
150,776
=======
8,511
128,761
=======
1.04
.09
.09
(.15)
.07
. 98
1.16
===

478,451
500,056
$(16,730)$
$(16,924)$
$(6,264)$
$(14,010)$
455,457
469,122
$======$

870
1,845
629
10,666
14, 010
======

## 6,264

=====

69,154
$(3,525)$
$(3,525)$

| assets | (191) | (208) |
| :---: | :---: | :---: |
| Deferred taxes | 37 | 41 |
| Average tangible assets | 65,240 | 65,462 |
| Average common equity |  |  |
| Average total equity | 7,686 | 7,521 |
| Preferred stock | (729) | (727) |
| Average common equity | 6,957 | 6,794 |
| Goodwill | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets | (191) | (208) |
| Deferred taxes | 37 | 41 |
| Average tangible common equity | 3,278 | 3,102 |
| At end of quarter |  |  |
| Total assets |  |  |
| Total assets | 68,880 | 68,997 |
| Goodwill | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets | (182) | (199) |
| Deferred taxes | 35 | 39 |
| Total tangible assets | 65,208 | 65,312 |
| Total common equity |  |  |
| Total equity | 7,753 | 7,612 |
| Preferred stock | (730) | (728) |
| Undeclared dividends -preferred stock | (6) | (5) |
| Common equity, net of undeclared |  |  |
| Goodwill | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets | (182) | (199) |
| Deferred taxes | 35 | 39 |
| Total tangible common equity | 3,345 | 3,194 |

(1) After any related tax effect.

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| :--- | :--- |
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