## M M\&TBank

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

BUFFALO, N.Y., April 19, 2010 /PRNewswire via COMTEX News Network/ -- M\&T Bank Corporation ("M\&T")(NYSE: MTB) today reported its results of operations for the quarter ended March 31, 2010.

GAAP Results of Operations. Diluted earnings per common share measured in accordance with generally accepted accounting principles ("GAAP") for the first quarter of 2010 rose to $\$ 1.15$, up $135 \%$ from $\$ .49$ in the first quarter of 2009 and $11 \%$ higher than $\$ 1.04$ in the final 2009 quarter. GAAP-basis net income in the recently completed quarter totaled $\$ 151$ million, compared with $\$ 64$ million in the year-earlier quarter and $\$ 137$ million in the fourth quarter of 2009. GAAP-basis net income for the initial quarter of 2010 expressed as an annualized rate of return on average assets and average common stockholders' equity was $.89 \%$ and $7.86 \%$, respectively, improved from $.40 \%$ and $3.61 \%$, respectively, in the initial quarter of 2009 and from $.79 \%$ and $7.09 \%$, respectively, in the fourth quarter of 2009.

Commenting on the recent quarter's performance, René F. Jones, Executive Vice President and Chief Financial Officer, noted, "M\&T posted strong financial results in the first quarter, led by lower credit costs and further widening of our net interest margin. Average core deposits were up again for this period, rising an annualized $6 \%$ from the fourth quarter of last year. Our tangible common equity ratio rose significantly from the 2009 year-end, up 30 basis points to $5.43 \%$. The results illustrate how our fundamental business philosophy of offering banking services to consumers and businesses in our local communities, of prudent underwriting based on local knowledge and of making acquisitions only when and where they make sense has never been more relevant."

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 associated with merging acquired operations into M\&T, since such expenses 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 herein.

Diluted net operating earnings per common share, which exclude the impact of amortization of core deposit and other intangible assets and merger-related expenses, increased for the fourth consecutive quarter, aggregating $\$ 1.23$ in the recent quarter, up from $\$ .59$ and $\$ 1.16$ in the first and fourth quarters of 2009, respectively. Net operating income for the quarter ended March 31, 2010 rose to $\$ 161$ million, improved from $\$ 75$ million and $\$ 151$ million in the quarters ended March 31, 2009 and December 31, 2009, respectively. Expressed as an annualized rate of return on average tangible assets and average tangible common stockholders' equity, net operating income was $1.00 \%$ and $17.34 \%$, respectively, in the first quarter of 2010 , up from $.50 \%$ and $9.36 \%$ in the initial quarter of 2009 and $.92 \%$ and $16.73 \%$ in the final 2009 quarter.

Taxable-equivalent Net Interest Income. Taxable-equivalent net interest income totaled $\$ 562$ million in the first quarter of 2010, compared with $\$ 453$ million in the year-earlier quarter and $\$ 565$ million in the final quarter of 2009. The significant improvement from 2009's initial quarter reflects a 59 basis point widening of the net interest margin, or taxable-equivalent net interest income expressed as an annualized percentage of average earning assets, and a higher level of average earning assets, which rose $\$ 2.8$ billion or $5 \%$ to $\$ 60.3$ billion from $\$ 57.5$ billion in the first quarter of 2009. The net interest margin was $3.78 \%$ in the recent quarter, compared with $3.19 \%$ in the first 2009 quarter. The most significant factors for the higher net interest margin were lower interest rates paid on deposits and long-term borrowings. The higher earning asset level in the recent quarter resulted from the impact of assets obtained in the 2009 acquisitions related to Provident Bankshares Corporation ("Provident") and Bradford Bank ("Bradford"), which totaled approximately $\$ 5.5$ billion at the respective acquisition dates. Net interest margin in the recent quarter improved 7 basis points from $3.71 \%$ in last year's fourth quarter.

Provision for Credit Losses/Asset Quality. The provision for credit losses was $\$ 105$ million in the first quarter of 2010, down from $\$ 158$ million and $\$ 145$ million in the year-earlier quarter and in the fourth quarter of 2009, respectively. Net charge-offs of loans during the recent quarter were $\$ 95$ million, down from $\$ 100$ million in the initial quarter of 2009 and $\$ 135$ million in the final 2009 quarter. Expressed as an annualized percentage of average loans outstanding, net charge-offs were $.74 \%$ and $.83 \%$ in the first quarters of 2010 and 2009, respectively, and 1.03\% in 2009's final quarter.

Reflecting the impact of the poor economic environment on businesses and consumers, loans classified as nonaccrual totaled $\$ 1.34$ billion, or $2.60 \%$ of total loans at March 31, 2010, compared with $\$ 1.33$ billion or $2.56 \%$ at December 31,2009 and $\$ 1.00$ billion or $2.05 \%$ at March 31, 2009. During the recent quarter, an increase in loans obtained in the Provident and Bradford transactions classified as nonaccrual was largely offset by a decline in nonaccrual loans associated with the legacy M\&T portfolio. Assets taken in foreclosure of defaulted loans were $\$ 95$ million at each of March 31, 2010 and December 31, 2009, compared with $\$ 100$ million at March 31, 2009.

Loans past due 90 days or more and accruing interest totaled $\$ 203$ million at the end of the recently completed quarter, including loans guaranteed by government-related entities of $\$ 195$ million. Such past due loans were $\$ 143$ million and $\$ 208$ million at March 31, 2009 and December 31, 2009, respectively, including $\$ 127$ million and $\$ 193$ 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 totaled $\$ 891$ million at March 31, 2010, increased from $\$ 846$ million a year earlier and $\$ 878$ million at December 31, 2009. 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 carryover of the acquired entity's allowance for credit losses. Excluding loans obtained in the Provident and Bradford acquisition transactions, the allowance-to-legacy loan ratio increased to $1.86 \%$ at March 31, 2010 from $1.73 \%$ at March 31, 2009. That same ratio was $1.83 \%$ at December 31, 2009.

Noninterest Income and Expense. Noninterest income aggregated $\$ 258$ million in the first quarter of 2010, compared with $\$ 232$ million and $\$ 266$ million in the first and fourth quarters of 2009, respectively. Reflected in those amounts were losses from investment securities of $\$ 26$ million, $\$ 32$ million and $\$ 34$ million, respectively, each predominantly due to other-than-temporary impairment charges related to certain of M\&T's privately issued collateralized mortgage obligations held in the available-for-sale investment securities portfolio. Because those investment securities were previously reflected at fair value on the consolidated balance sheet, the impairment charges did not reduce stockholders' equity.

Excluding gains and losses from investment securities, noninterest income of $\$ 284$ million in the recently completed quarter was up $8 \%$ from $\$ 264$ million in the initial quarter of 2009. Contributing to that rise were service charges on acquisition-related deposit accounts and higher credit-related fees, partially offset by lower mortgage banking revenues. Noninterest income in the fourth quarter of 2009, also excluding gains and losses from investment securities, totaled $\$ 300$ million. The decline in such income during the recent quarter as compared with the final 2009 quarter was due, in part, to lower service charges on deposit accounts and mortgage banking revenues.

Noninterest expense in the first quarter of 2010 aggregated $\$ 489$ million, compared with $\$ 438$ million and $\$ 478$ million in the first and fourth quarters of 2009, respectively. 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 $\$ 473$ million in the recently completed quarter, $\$ 421$ million in the first quarter of 2009 and $\$ 455$ million in the final 2009 quarter. The higher level of operating expenses in the recent quarter as compared with the year-earlier quarter was due largely to the operations obtained in the 2009 acquisitions and higher FDIC assessments. The rise in expenses from the fourth quarter of 2009 was largely the result of seasonally higher costs for stock-based compensation, payroll-related taxes and the Company's contributions for retirement savings plan benefits related to incentive compensation payments.

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 gains on merger transactions), measures the relationship of operating expenses to revenues. M\&T's efficiency ratio was $55.9 \%$ in the first quarter of 2010, compared with $58.7 \%$ in the year-earlier period and $52.7 \%$ in the fourth quarter of 2009.

Balance Sheet. M\&T had total assets of $\$ 68.4$ billion at March 31, 2010, up from $\$ 64.9$ billion a year earlier. Loans and leases, net of unearned discount, were $\$ 51.4$ billion at the recent quarter-end, up $5 \%$ from $\$ 48.9$ billion at March 31, 2009. Total deposits rose $12 \%$ to $\$ 47.5$ billion at March 31, 2010 from $\$ 42.5$ billion a year earlier. Deposits at domestic offices increased $\$ 6.4$ billion, or $16 \%$, to $\$ 46.7$ billion at the most recent quarter-end from $\$ 40.3$ billion at March 31, 2009.

Total stockholders' equity increased $15 \%$ to $\$ 7.9$ billion at March 31, 2010 from $\$ 6.9$ billion at March 31, 2009, representing $11.57 \%$ of total assets at the recent quarter-end and $10.64 \%$ a year earlier. Common stockholders' equity was $\$ 7.2$ billion, or $\$ 60.40$ per share at March 31, 2010, up from $\$ 6.3$ billion, or $\$ 56.95$ per share, a year earlier. Tangible equity per common share rose to $\$ 29.59$ at March 31, 2010 from $\$ 26.90$ a year earlier. Common stockholders' equity per share and tangible equity per common share were $\$ 59.31$ and $\$ 28.27$, respectively, at December 31, 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, which aggregated $\$ 3.7$ billion and $\$ 3.3$ billion at March 31, 2010 and 2009, respectively. M\&T's tangible common equity to tangible assets ratio was $5.43 \%$ at March 31, 2010, compared with $4.86 \%$ and $5.13 \%$ at March 31, 2009 and December 31, 2009, respectively.

Conference Call. Investors will have an opportunity to listen to M\&T's conference call to discuss first quarter financial results today at 9:30 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 \#68684577. The conference call will be webcast live through M\&T's website at http://ir.mandtbank.com/conference.cfm. A replay of the call will be available until Wednesday, April 21, 2010 by calling (800) 642-1687, or (706)645-9291 for international participants, and by making reference to the ID \#68684577. The event will also be
archived and available by 7:00 p.m. today on M\&T's website at http://ir.mandtbank.com/conference.cfm.
M\&T is a bank holding company whose banking subsidiaries, M\&T Bank and M\&T Bank, National Association, operate branch offices in New York, Pennsylvania, Maryland, Virginia, West Virginia, Delaware, New Jersey and the District of Columbia.

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 required capital levels; 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.


| Diluted earnings Cash dividends | $\begin{aligned} & 1.15 \\ & \$ .70 \end{aligned}$ | .49 .70 | 135 |
| :---: | :---: | :---: | :---: |
| Common shares outstanding: |  |  |  |
| Average - diluted (1) | 118,256 | 110,439 | 7\% |
| Period end (2) | 118,823 | 111,132 | 7 |
| Return on (annualized) : |  |  |  |
| Average total assets | . $89 \%$ | . $40 \%$ |  |
| Average common stockholders' equity | 7.86\% | 3.61\% |  |
| Taxable-equivalent net interest |  |  |  |
| income | \$562,257 | 452,740 | 24\% |
| Yield on average earning assets | 4.59\% | 4.65\% |  |
| Cost of interest-bearing |  |  |  |
| liabilities | 1.04\% | 1.74\% |  |
| Net interest spread | 3.55\% | 2.91\% |  |
| Contribution of interest-free funds | . $23 \%$ | . $28 \%$ |  |
| Net interest margin | 3.78\% | 3.19\% |  |
| Net charge-offs to average total |  |  |  |
| Net operating results (3) |  |  |  |
| Net operating income | \$160,953 | 75,034 | 115\% |
| Diluted net operating earnings per common share -1.23 108 |  |  |  |
| Return on (annualized) : |  |  |  |
| Average tangible assets | 1.00\% | . $50 \%$ |  |
| Average tangible common equity | 17.34\% | 9.36\% |  |
| Efficiency ratio | 55.88\% | 58.68\% |  |


| Nonaccrual loans to total net loans | $2.60 \%$ | $2.05 \%$ |
| :--- | :--- | :--- |
| Allowance for credit losses to: |  |  |
| Legacy loans | $1.86 \%$ | $1.73 \%$ |
| Total loans | $1.73 \%$ | $1.73 \%$ |

(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

Three months ended


Yield on average earning assets
4.59\%
4.58\%
4.60\%

Cost of interestbearing liabilities $1.04 \%$ 1.13\% $1.26 \%$
Net interest spread interest-free funds .23\% .26\% 27\%
Net interest margin

Net charge-offs to average total net loans
(annualized)
$.74 \%$
1.03\%
1.07\%

Net operating results (3)
-------------

| Net operating income | \$160,953 | 150,776 | 128,761 |
| :---: | :---: | :---: | :---: |
| Diluted net operating earnings per common share | 1.23 | 1.16 | . 98 |
| ```Return on (annualized): Average tangible assets``` | 1.00\% | . $92 \%$ | . $78 \%$ |
| Average tangible common equity Efficiency ratio | $17.34 \%$ $55.88 \%$ | $16.73 \%$ $52.69 \%$ | $14.87 \%$ $55.21 \%$ |



| guaranteed loans |  |  |  |
| :---: | :---: | :---: | :---: |
| included in |  |  |  |
| totals |  |  |  |
| above: |  |  |  |
| Nonaccrual loans | \$37,048 | 38,579 | 38,590 |
| Accruing loans past due 90 days or more | 194,523 | 193,495 | 172,701 |
| Purchased |  |  |  |
| impaired loans |  |  |  |
| Outstanding |  |  |  |
| customer balance | \$148,686 | 172,772 | 209,138 |
| Carrying amount | 73,890 | 88,170 | 108,058 |
| Nonaccrual loans to total net |  |  |  |
| loans | 2.60\% | $2.56 \%$ | 2.35\% |
| Allowance for credit losses |  |  |  |
| to: |  |  |  |
| Legacy loans | 1.86\% | 1.83\% | 1.81\% |
| Total loans | 1.73\% | 1.69\% | 1.66\% |

guaranteed loans
included in
totals
above:
Nonaccrual loans 38,579 38,048 380
Accruing loans
past due 90 days
or more 194,523 193,495 172,701
Purchased
impaired loans
(4) :
Outstanding
customer balance $\$ 148,686$ 209,138
Carrying amount 73,89
108, 058
Nonaccrual loans
to total net
Allowance for
credit losses
to:
Total loans

Amounts in thousands, except per share

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

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' equity

Taxable-equivalent net interest income

Yield on average earning assets
Cost of interest-bearing
.36 . 49

| June 30, | March 31, |
| :---: | :---: |
| 2009 | 2009 |

51,188
64,221

40,964
55,322
.36
.49
.36 . 49
.70 . 70
$\begin{array}{ll}113,521 & 110,439 \\ 118,012 & 111,132\end{array}$
$.31 \% .40 \%$
$2.53 \%$
$3.61 \%$

506,781
452,740
4.62\%
4.65\%

| liabilities | $1.47 \%$ | $1.74 \%$ |
| :--- | :---: | ---: |
| Net interest spread | $3.15 \%$ | $2.91 \%$ |
| Contribution of interest-free <br> funds | $.28 \%$ | $.28 \%$ |
| Net interest margin | $3.43 \%$ | $3.19 \%$ |
| Net charge-offs to average total <br> net loans (annualized) |  |  |

Net operating results (3)
$\qquad$

| Net operating income | 100,805 | 75,034 |
| :--- | ---: | ---: |
| Diluted net operating earnings <br> per common share | .79 | .59 |
| Return on (annualized) : |  |  |
| $\quad$Average tangible assets <br> Average tangible common equity | $12.64 \%$ | $.50 \%$ |
| Efficiency ratio | $60.03 \%$ | $58.36 \%$ |


|  | June 30, | March 31, |
| :---: | :---: | :---: |
| Loan quality | 2009 | 2009 |
| Nonaccrual loans | 1,111,423 | 1,003,987 |
| Real estate and other foreclosed assets | 90,461 | 100,270 |
| Total nonperforming assets | 1,201,884 | 1,104,257 |
| Accruing loans past due 90 days or more | 155,125 | 142,842 |
| Renegotiated loans | 170,950 | 130,932 |
| Government guaranteed loans included in totals above: |  |  |
| Nonaccrual loans | 38,075 | 38,460 |
| Accruing loans past due 90 days or more | 143,886 | 127,237 |
| Purchased impaired loans (4): Outstanding customer balance | 170,400 | - |
| Carrying amount | 97,730 | - |
| Nonaccrual loans to total net loans | 2.11\% | 2.05\% |
| Allowance for credit losses to: Legacy loans Total loans | $1.76 \%$ $1.62 \%$ | $1.73 \%$ $1.73 \%$ |

(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 March 31``` |  | Change |
| :---: | :---: | :---: | :---: |
|  | 2010 | 2009 |  |
| Interest income | \$676,386 | 654,512 | 3\% |
| Interest expense | 120,052 | 206,705 | -42 |
| Net interest income | 556,334 | 447,807 | 24 |
| Provision for credit losses | 105,000 | 158,000 | -34 |
| Net interest income after |  |  |  |
| Other income |  |  |  |
| Mortgage banking revenues | 41,476 | 56,233 | -26 |
| Service charges on deposit accounts | 120,295 | 101,029 | 19 |
| Trust income | 30,928 | 34,880 | -11 |
| Brokerage services income | 13,106 | 15,393 | -15 |
| Trading account and foreign exchange gains | 4,699 | 1,435 | 227 |
| Gain on bank investment securities | 459 | 575 | - |
| Other-than-temporary impairment losses recognized in earnings | $(26,802)$ | $(32,199)$ | - |
| Equity in earnings of Bayview Lending Group LLC | $(5,714)$ | $(4,144)$ | - |
| Other revenues from operations | 79,259 | 59,139 | 34 |
| Total other income | 257,706 | 232,341 | 11 |
| Other expense |  |  |  |
| Salaries and employee benefits | 264,046 | 249,392 | 6 |
| Equipment and net occupancy | 55,401 | 48,172 | 15 |
| Printing, postage and supplies | 9,043 | 9,095 | -1 |
| Amortization of core deposit and other |  |  |  |
| intangible assets | 16,475 | 15,370 | 7 |
| FDIC assessments | 21,348 | 5,856 | 265 |
| Other costs of operations | 123,049 | 110,461 | 11 |
| Total other expense | 489,362 | 438,346 | 12 |


| Income before income taxes | 219,678 | 83,802 | 162 |
| :---: | :---: | :---: | :---: |
| Applicable income taxes | 68,723 | 19,581 | 251 |
| Net income | \$150,955 | 64,221 | 135\% |

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

|  | Three months ended |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  | March |  | December |$\quad$ September


| Interest income | \$676,386 | 692,669 | 700,593 |
| :---: | :---: | :---: | :---: |
| Interest expense | 120,052 | 133,950 | 152,938 |
| Net interest income | 556,334 | 558,719 | 547,655 |
| Provision for credit |  |  |  |
| losses | 105,000 | 145,000 | 154,000 |

```
Net interest income
    after
        provision for credit
            losses
    451,334
    413,719
    393,655
```

Other income
Mortgage banking
revenues
41,47
50,176
48,169
Service charges on
deposit accounts
Trust income
120,29
127,185 128,502
30,928 29,660 31,586
Brokerage services
income
13,106
14,396
14,329
Trading account and
foreign exchange gains
4,699
6,669
7,478
Gain (loss) on bank
investment securities
459
354
Other-than-temporary
impairment losses
recognized in earnings $(26,802)(34,296)(47,033)$
Equity in earnings of
Bayview Lending Group
LLC
$(5,714) \quad(10,635)$
$(10,912)$
Other revenues from
operations 79,259 82,381 106,163
--_--- $\quad 82,381 \quad 106,163$
Total other income
257,706
265,890
278,226
Other expense
Salaries and employee
benefits 264,046 247,080 255,449
Equipment and net



```
$68,439,222 64,883,195
\begin{tabular}{|c|c|c|c|}
\hline LIABILITIES AND STOCKHOLDERS' EQUITY & & & \\
\hline Noninterest-bearing deposits at U.S. offices & \$13, 622, 819 & 9,544,932 & 43\% \\
\hline Other deposits at U.S. offices & 33,125,761 & 30,763,204 & 8 \\
\hline Deposits at foreign office & 789,825 & 2,169,220 & -64 \\
\hline Total deposits & 47,538,405 & 42,477,356 & 12 \\
\hline Short-term borrowings & 1,870,763 & \(2,641,811\) & -29 \\
\hline Accrued interest and other liabilities & 1,048,473 & \(1,326,545\) & -21 \\
\hline Long-term borrowings & 10,065,894 & 11,535,644 & -13 \\
\hline Total liabilities & 60,523,535 & 57,981,356 & 4 \\
\hline Stockholders' equity: & & & \\
\hline Preferred & 732,769 & 568,284 & 29 \\
\hline Common (1) & 7,182,918 & 6,333,555 & 13 \\
\hline Total stockholders' equity & 7,915,687 & \(6,901,839\) & 15 \\
\hline Total liabilities and stockholders' equity & \$68,439,222 & 64,883,195 & 5\% \\
\hline
\end{tabular}
(1) Reflects accumulated other comprehensive loss, net of applicable income tax effect, of \(\$ 255.2\) million at March 31, 2010 and \(\$ 622.4\) million at March 31, 2009.

M\&T BANK CORPORATION
Condensed Consolidated Balance Sheet, Five Quarter Trend
\begin{tabular}{crrr} 
& March 31, & December 31, & September 30, \\
Dollars in \\
thousands & 2010 & 2009 & 2009
\end{tabular}

\section*{ASSETS}

Cash and due from
\begin{tabular}{|c|c|c|c|}
\hline banks & \$1,033,269 & 1,226,223 & 1,356,508 \\
\hline Interest-bearing deposits at banks & 121,305 & 133,335 & 54,443 \\
\hline ```
Federal funds sold
    and agreements
        to resell
        securities
``` & 10,400 & 20,119 & 17,206 \\
\hline Trading account assets & 403,476 & 386,984 & 497,064 \\
\hline Investment securities & 8,104,646 & 7,780,609 & 7,634,262 \\
\hline Loans and leases: & & & \\
\hline Commercial, financial, etc & 13,220,181 & 13,479,447 & 13,517,538 \\
\hline Real estate commercial & 20,724,118 & 20,949,931 & 21,007,376 \\
\hline Real estate consumer & 5,664,159 & 5,463,463 & 5,427,260 \\
\hline Consumer & 11,835,583 & 12,043,845 & 12,251,598 \\
\hline \begin{tabular}{l}
Total loans and leases, net of unearned discount \\
Less: allowance for credit losses
\end{tabular} & \(51,444,041\)
891,265 & \[
\begin{array}{r}
51,936,686 \\
878,022
\end{array}
\] & \[
\begin{array}{r}
52,203,772 \\
867,874
\end{array}
\] \\
\hline Net loans and leases & 50,552,776 & 51,058,664 & 51,335,898 \\
\hline Goodwill & 3,524,625 & 3,524,625 & 3,524,625 \\
\hline Core deposit and other intangible assets & 167,545 & 182,418 & 199,148 \\
\hline Other assets & 4,521,180 & 4,567,422 & 4,378,296 \\
\hline Total assets & \$68,439,222 & 68,880,399 & 68,997,450 \\
\hline
\end{tabular}
```

LIABILITIES AND
STOCKHOLDERS'
EQUITY

```
Noninterest-
    bearing deposits
    at U.S. offices
Other deposits at
    U.S. offices
    33,125,761
                            32,604,764
                            32,813,698
Deposits at
    foreign office
        789,825
        \(1,050,438\)
        \(1,318,070\)

47,538,405

1,870,763
borrowings
Accrued interest and other liabilities

Long-term borrowings

Total liabilities

Stockholders'
equity:
Preferred
732,769
7,182,918
730,235
7,022,672
727,748
6,884,615
Common (1)

Total
stockholders'
equity
7,915,687
7,752,907
7,612,363
----------
----------
---------

Total liabilities
and stockholders' equity
\$68,439,222
===========

Dollars in thousands

ASSETS

Cash and due from banks
Interest-bearing deposits at banks
Federal funds sold and agreements to resell securities

Trading account assets
Investment securities

Loans and leases:

Commercial, financial, etc
Real estate - commercial
Real estate - consumer Consumer

Total loans and leases, net of
\begin{tabular}{rr} 
June 30, & March 31, \\
2009 & 2009 \\
---- & ----
\end{tabular}
\begin{tabular}{rr}
\(1,148,428\) & \(1,117,845\) \\
59,950 & 27,374 \\
2,300 & 125,800 \\
495,324 & 591,802 \\
\(8,155,434\) & \(7,686,845\)
\end{tabular}
\begin{tabular}{rr}
\(14,180,609\) & \(13,986,663\) \\
\(20,787,198\) & \(18,833,865\) \\
\(5,471,775\) & \(5,171,953\) \\
\(12,275,062\) & \(10,925,659\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \begin{tabular}{l}
unearned discount \\
Less: allowance for credit losses
\end{tabular} & \[
\begin{array}{r}
52,714,644 \\
855,365
\end{array}
\] & \[
\begin{array}{r}
48,918,140 \\
845,971
\end{array}
\] \\
\hline Net loans and leases & 51,859,279 & 48,072,169 \\
\hline Goodwill & 3,524,625 & 3,192,128 \\
\hline \multicolumn{3}{|l|}{Core deposit and other intangible} \\
\hline Other assets & 4,451,805 & 3,901,106 \\
\hline Total assets & 69,913,217 & 64,883,195 \\
\hline \multicolumn{3}{|l|}{LIABILITIES AND STOCKHOLDERS' EQUITY} \\
\hline \multicolumn{3}{|l|}{} \\
\hline Other deposits at U.S. offices & 33,265,704 & 30,763,204 \\
\hline Deposits at foreign office & 1,085,004 & 2,169,220 \\
\hline Total deposits & 46,754,707 & 42,477,356 \\
\hline Short-term borrowings & 2,951,149 & 2,641,811 \\
\hline \multicolumn{3}{|l|}{Accrued interest and other} \\
\hline liabilities & 1,238,959 & 1,326,545 \\
\hline Long-term borrowings & 11,568,238 & 11,535,644 \\
\hline Total liabilities & 62,513,053 & 57,981,356 \\
\hline \multicolumn{3}{|l|}{Stockholders' equity:} \\
\hline Preferred & 725,472 & 568,284 \\
\hline Common (1) & 6,674,692 & 6,333,555 \\
\hline Total stockholders' equity & 7,400,164 & 6,901,839 \\
\hline \multicolumn{3}{|l|}{Total liabilities and stockholders' 69,913,217 64,883,195
equity} \\
\hline \multicolumn{3}{|l|}{(1) Reflects accumulated other comprehensive loss, net of applicable income tax effect, of \(\$ 255.2\) million at March 31, 2010, \(\$ 336.0\) million at December 31, 2009, \(\$ 419.3\) million at September 30, 2009, \(\$ 580.8\) million at June 30, 2009 and \(\$ 622.4\) million at March 31, 2009 .} \\
\hline
\end{tabular}
```

M\&T BANK CORPORATION

```
Condensed Consolidated Average Balance Sheet
and Annualized Taxable-equivalent Rates
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multirow{3}{*}{Dollars in millions} & \multicolumn{6}{|c|}{Three months ended} \\
\hline & March 3 & 31,
\[
2010
\] & March & 31,
\[
2009
\] & December & \[
\begin{aligned}
& 31, \\
& 2009
\end{aligned}
\] \\
\hline & Balance & Rate & Balance & Rate & Balance & Rate \\
\hline \multicolumn{7}{|l|}{ASSETS} \\
\hline Interest-bearing deposits at banks & \$127 & . \(02 \%\) & 20 & .16\% & 74 & . \(08 \%\) \\
\hline \multicolumn{7}{|l|}{```
Federal funds sold
    and agreements
        to resell securities 24 .22 102 . 23 23 . 19
```} \\
\hline Trading account assets & 60 & . 80 & 73 & . 67 & 70 & . 66 \\
\hline Investment securities & 8,172 & 4.44 & 8,490 & 4.81 & 8,197 & 4.63 \\
\hline \multicolumn{7}{|l|}{Loans and leases, net of unearned discount} \\
\hline financial, etc. & 13,408 & 3.88 & 14,031 & 3.74 & 13,527 & 3.87 \\
\hline Real estate commercial & 20,867 & 4.48 & 18,795 & 4.40 & 20,950 & 4.48 \\
\hline Real estate consumer & 5,742 & 5.31 & 5,033 & 5.59 & 5,457 & 5.37 \\
\hline Consumer & 11,931 & 5.26 & 10,965 & 5.62 & 12,153 & 5.32 \\
\hline Total loans and leases, net & 51,948 & 4.63 & 48,824 & 4.64 & 52,087 & 4.59 \\
\hline Total earning assets & 60,331 & 4.59 & 57,509 & 4.65 & 60,451 & 4.58 \\
\hline Goodwill & 3,525 & & 3,192 & & 3,525 & \\
\hline \multicolumn{7}{|l|}{```
Core deposit and
    other intangible
    assets 176 176 191
```} \\
\hline Other assets & 4,851 & & 3,889 & & 4,752 & \\
\hline Total assets & \$68,883 & & 64,766 & & 68,919 & \\
\hline
\end{tabular}

LIABILITIES AND STOCKHOLDERS' EQUITY

Interest-bearing deposits NOW accounts \(\$ 585\). 14 536 . 25 579 . 18
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Savings deposits & 25,068 & . 33 & 21,203 & . 80 & 24,237 & . 36 \\
\hline Time deposits & 7,210 & 1.66 & 8,720 & 2.81 & 8,304 & 1.89 \\
\hline Deposits at foreign office & 1,237 & . 11 & 2,473 & . 16 & 1,300 & . 11 \\
\hline Total interestbearing deposits & 34,100 & & 32,932 & 1.28 & 34,420 & . 72 \\
\hline Short-term borrowings & 2,367 & . 15 & 3,477 & . 27 & 2,308 & . 17 \\
\hline Long-term borrowings & 10,160 & 2.74 & 11,643 & 3.51 & 10,253 & 2.73 \\
\hline Total interestbearing liabilities & 46,627 & 1.04 & 48,052 & 1.74 & 46,981 & 1.13 \\
\hline Noninterest-bearing deposits & 13,294 & & 8,555 & & 12,945 & \\
\hline Other liabilities & 1,094 & & 1,379 & & 1,307 & \\
\hline Total liabilities & 61,015 & & 57,986 & & 61,233 & \\
\hline Stockholders' equity & 7,868 & & 6,780 & & 7,686 & \\
\hline Total liabilities and stockholders' equity & \[
\$ 68,883
\] & & 64,766 & & 68,919 & \\
\hline Net interest spread & & 3.55 & & 2.91 & & 3.45 \\
\hline Contribution of interest-free funds & & . 23 & & . 28 & & . 26 \\
\hline Net interest margin & & 3.78\% & & 3.19\% & & 3.71\% \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline & \multicolumn{2}{|l|}{Change in balance} \\
\hline Dollars in millions & \begin{tabular}{l}
March 31, \\
2009
\end{tabular} & ```
December
    31,
        2009
``` \\
\hline ASSETS & & \\
\hline Interest-bearing deposits at banks & 535\% & 73\% \\
\hline \begin{tabular}{l}
Federal funds sold and agreements \\
to resell securities
\end{tabular} & -76 & 4 \\
\hline Trading account assets & -18 & -14 \\
\hline Investment securities & -4 & - \\
\hline Loans and leases, net of unearned discount & & \\
\hline Commercial, financial, etc. & -4 & -1 \\
\hline Real estate - commercial & 11 & - \\
\hline
\end{tabular}


\section*{Three months ended}
\(\qquad\)
-_------------_-------
In thousands, except per share
Net income
Net income
\begin{tabular}{|c|c|c|}
\hline \$150,955 & 136,818 & 127,664 \\
\hline 9,998 & 10,152 & 10,270 \\
\hline - & - & \((17,684)\) \\
\hline - & 3,806 & 8,511 \\
\hline \$160,953 & 150,776 & 128,761 \\
\hline \$1.15 & 1.04 & . 97 \\
\hline . 08 & . 09 & . 09 \\
\hline - & - & (.15) \\
\hline - & . 03 & . 07 \\
\hline \$1.23 & 1.16 & . 98 \\
\hline \$489,362 & 478,451 & 500,056 \\
\hline \((16,475)\) & \((16,730)\) & \((16,924)\) \\
\hline - & \((6,264)\) & \((14,010)\) \\
\hline \$472,887 & 455,457 & 469,122 \\
\hline \$ & 381 & 870 \\
\hline - & 545 & 1,845 \\
\hline - & 233 & 629 \\
\hline - & 5,105 & 10,666 \\
\hline \$ & 6,264 & 14,010 \\
\hline == & ===== & = \(=\) \\
\hline
\end{tabular}

\section*{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 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
\begin{tabular}{rrr}
\((176)\) & \((191)\) & \((208)\) \\
34 & 37 & 41 \\
--- & --- & --- \\
\(\$ 3,469\) & 3,278 & 3,102 \\
\(======\) & \(=====\) & \(=====\)
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \[
\begin{aligned}
& \$ 68,439 \\
& (3,525)
\end{aligned}
\] & \[
\begin{aligned}
& 68,880 \\
& (3,525)
\end{aligned}
\] & \[
\begin{aligned}
& 68,997 \\
& (3,525)
\end{aligned}
\] \\
\hline (167) & (182) & (199) \\
\hline 31 & 35 & 39 \\
\hline \$64,778 & 65,208 & 65,312 \\
\hline \$7,916 & 7,753 & 7,612 \\
\hline (733) & (730) & (728) \\
\hline (6) & (6) & (5) \\
\hline 7,177 & 7,017 & 6,879 \\
\hline \((3,525)\) & \((3,525)\) & \((3,525)\) \\
\hline (167) & (182) & (199) \\
\hline 31 & 35 & 39 \\
\hline \$3,516 & 3,345 & 3,194 \\
\hline
\end{tabular}

Three months ended
\begin{tabular}{|c|c|c|}
\hline \multirow[t]{2}{*}{June} & 30, & March 31, \\
\hline & 2009 & 2009 \\
\hline
\end{tabular}

Income statement data
---------------------
In thousands, except per share
Net income
Net income 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
------
-----
.08
.09
-
-
51,188
64,221
\[
9,247
\]
9,337
\[
40,370
\]
\[
1,476
\]

100,805
75,034
\(============\)
.36
.49
.35
. 01
--- ---

\begin{tabular}{lcr} 
preferred dividends & 6,669 & 6,329 \\
Goodwill & \((3,525)\) & \((3,192)\) \\
Core deposit and other intangible & \((216)\) & \((168)\) \\
assets & 43 & 21 \\
Deferred taxes & --- & --- \\
Total tangible common equity & 2,971 & 2,990
\end{tabular}
(1) After any related tax effect.

SOURCE M\&T Bank Corporation

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