## M M\&TBank

## M\&T Bank Corporation Announces 2009 Fourth Quarter and Full-Year Profits

BUFFALO, N.Y., Jan 20, 2010 /PRNewswire via COMTEX News Network -- M\&T Bank Corporation ("M\&T") (NYSE: MTB) today reported its results of operations for 2009.

GAAP Results of Operations. Diluted earnings per common share measured in accordance with generally accepted accounting principles ("GAAP") increased to $\$ 1.04$ in the fourth quarter of 2009, up $13 \%$ from 2008's fourth quarter. GAAP-basis net income in the recent quarter totaled $\$ 137$ million. Expressed as an annualized rate of return on average assets and average common stockholders' equity, GAAP-basis net income for the fourth quarter of 2009 was $.79 \%$ and $7.09 \%$, respectively.

During the recent quarter, M\&T recognized $\$ 21$ million of after-tax other-than-temporary impairment charges on certain available-for-sale investment securities. However, because those investment securities were previously reflected at fair value on the consolidated balance sheet, the impairment charges did not reduce shareholders' equity. M\&T also incurred merger-related expenses of $\$ 4$ million, after applicable tax effect, associated with its second quarter acquisition of Provident Bankshares Corporation ("Provident") and with its third quarter agreement with the Federal Deposit Insurance Corporation ("FDIC") to assume all of the deposits and acquire certain assets of Bradford Bank ("Bradford"). Aggregating $\$ 25$ million, those two charges reduced diluted earnings per common share in the final quarter of 2009 by $\$ .21$. GAAP-basis diluted earnings per common share and net income for the year ended December 31, 2009 were $\$ 2.89$ and $\$ 380$ million, respectively. Reflected in 2009's results were $\$ 36$ million of net merger-related expenses, after tax effect, or $\$ .31$ of diluted earnings per common share. GAAPbasis net income for 2009 expressed as a rate of return on average assets and average common stockholders' equity was $.56 \%$ and $5.07 \%$, respectively.

Reflecting on M\&T's financial performance, René F. Jones, Executive Vice President and Chief Financial Officer, commented, "By sticking with our approach of providing lending and banking services in our local markets, M\&T produced solid earnings for both the fourth quarter and the full-year of 2009. We were pleased to see a continued widening of our net interest margin, which improved 10 basis points to $3.71 \%$ in the quarter. That key measure has increased for three consecutive quarters. Credit costs in the fourth quarter were down slightly and continue to be below current industry experience. The tangible common equity ratio strengthened impressively during the recent quarter, and was $5.13 \%$ at the end of 2009 , up from $4.89 \%$ at September 30, 2009. Finally, our 2009 acquisitions of Provident and Bradford in the Mid-Atlantic region have proved to be meaningful, both in terms of the customer base to which we now provide our banking services and in our profitability, as they supplemented M\&T's full-year diluted net operating earnings per common share by \$.16."

Diluted earnings per common share were $\$ .92$ and $\$ .97$ in the fourth quarter of 2008 and the third quarter of 2009, respectively. Net income for those respective quarters was $\$ 102$ million and $\$ 128$ million. Net income expressed as an annualized rate of return on average assets and average common stockholders' equity for the fourth quarter of 2008 was . 63\% and $6.41 \%$, respectively, compared with $.73 \%$ and $6.72 \%$, respectively, in the third quarter of 2009. For the year ended December 31, 2008, diluted earnings per common share and net income were $\$ 5.01$ and $\$ 556$ million, respectively. Expressed as a rate of return on average assets and average common stockholders' equity, net income was $.85 \%$ and $8.64 \%$, respectively, in 2008.

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.

During the fourth quarter of 2009 , diluted net operating earnings per common share were $\$ 1.16$, up $16 \%$ from $\$ 1.00$ in the similar 2008 period and $18 \%$ above $\$ .98$ in 2009's third quarter. Net operating income for the fourth quarters of 2009 and 2008 was $\$ 151$ million and $\$ 112$ million, respectively, compared with $\$ 129$ million in the third quarter of 2009. For the three months ended December 31, 2009, net operating income expressed as an annualized rate of return on average tangible assets and average tangible common equity was $.92 \%$ and $16.73 \%$, respectively, up from $.72 \%$ and $15.01 \%$ in the corresponding period of 2008 and $.78 \%$ and $14.87 \%$, respectively, in 2009's third quarter.

Diluted net operating earnings per common share were $\$ 3.54$ in 2009 and $\$ 5.39$ in 2008. Net operating income for 2009 and 2008 aggregated $\$ 455$ million and $\$ 599$ million, respectively. Net operating income in 2009 expressed as a rate of return on average tangible assets and average tangible common stockholders' equity was $.71 \%$ and $13.42 \%$, respectively, compared with $.97 \%$ and $19.63 \%$ in 2008.

Taxable-equivalent Net Interest Income. Taxable-equivalent net interest income was $\$ 565$ million during the fourth quarter of 2009, up $15 \%$ from $\$ 491$ million in the similar 2008 quarter and $2 \%$ higher than $\$ 553$ million in the third quarter of 2009. The growth in such income as compared with the third quarter of 2009 reflects a widening of the net interest margin, which improved to $3.71 \%$ from $3.61 \%$. That improvement resulted from lower interest rates paid on deposits and borrowings and continued growth in noninterest-bearing deposits.

Taxable-equivalent net interest income was $\$ 2.08$ billion in 2009, $6 \%$ higher than $\$ 1.96$ billion in 2008. Contributing to that improvement was growth in average loans and leases outstanding, which rose $4 \%$ to $\$ 51.0$ billion in 2009 from $\$ 48.8$ billion in 2008, and a widening of the net interest margin, which rose to $3.49 \%$ from $3.38 \%$. The increase in average loans and leases was attributable to the 2009 acquisition transactions and the improved net interest margin resulted from lower interest rates paid on deposits and borrowings.

Provision for Credit Losses/Asset Quality. The provision for credit losses was $\$ 145$ million during the recently completed quarter, compared with $\$ 151$ million in the corresponding 2008 period. Net charge-offs of loans were $\$ 135$ million in the final quarter of 2009, representing an annualized $1.03 \%$ of average loans outstanding, improved from $\$ 144$ million or $1.17 \%$ in the year-earlier quarter. During 2009's third quarter, the provision for credit losses totaled $\$ 154$ million and net charge-offs aggregated $\$ 141$ million, or $1.07 \%$ of average loans outstanding. The provision for credit losses rose to $\$ 604$ million for the year ended December 31, 2009 from $\$ 412$ million in 2008. Net loan charge-offs in 2009 totaled $\$ 514$ million, or $1.01 \%$ of average loans outstanding, compared with $\$ 383$ million or $.78 \%$ of average loans in 2008.

Reflecting the poor economic environment and its impact on businesses and consumers, loans classified as nonaccrual totaled $\$ 1.33$ billion, or $2.56 \%$ of total loans at December 31, 2009, compared with $\$ 755$ million or $1.54 \%$ a year earlier and $\$ 1.23$ billion or $2.35 \%$ at September 30, 2009. Assets taken in foreclosure of defaulted loans were $\$ 95$ million at December 31, 2009, compared with $\$ 100$ million at December 31, 2008 and $\$ 85$ million at September 30, 2009.

In an effort to assist borrowers, M\&T has modified the terms of select residential real estate loans, consisting largely of loans in M\&T's portfolio of Alt-A loans. At December 31, 2009, outstanding balances of those modified loans totaled $\$ 292$ million, of which $\$ 108$ million were classified as nonaccrual. The remaining modified loans have demonstrated payment capability consistent with the modified terms and, accordingly, were classified as renegotiated loans and were accruing interest at the 2009 year-end.

Loans past due 90 days or more and accruing interest totaled $\$ 208$ million at the recent year-end, including loans guaranteed by government-related entities of $\$ 193$ million. Such past due loans were $\$ 159$ million and $\$ 183$ million at December 31, 2008 and September 30, 2009, respectively, including $\$ 114$ million and $\$ 173$ 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 $\$ 878$ million at December 31, 2009, increased from $\$ 788$ million a year earlier and $\$ 868$ million at September 30, 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 an allowance for credit losses. Excluding loans obtained in the Provident and Bradford acquisition transactions, the allowance-to-legacy loan ratio increased to $1.83 \%$ at December 31, 2009 from $1.61 \%$ at December 31, 2008. That same ratio was $1.81 \%$ at September 30, 2009.

Noninterest Income and Expense. Excluding gains and losses from investment securities, noninterest income of $\$ 300$ million in the fourth quarter of 2009 was up $13 \%$ from $\$ 265$ million in the similar 2008 quarter. Also excluding gains and losses from investment securities and the $\$ 29$ million gain recorded on the Bradford transaction, noninterest income in 2009's third quarter was $\$ 296$ million. On the same basis, noninterest income was $\$ 1.16$ billion in 2009, $6 \%$ higher than $\$ 1.09$ billion in 2008. Contributing to the improvements in the 2009 periods as compared with 2008 were higher mortgage banking revenues and service charges on acquisition-related deposit accounts.

Noninterest expense in the final quarter of 2009 totaled $\$ 478$ million, compared with $\$ 447$ million in the year-earlier quarter and $\$ 500$ million in 2009's third quarter. 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 $\$ 455$ million in the recent quarter, compared with $\$ 431$ million in 2008's fourth quarter and $\$ 469$ million in the third quarter of 2009. Noninterest expense for the year ended December 31, 2009 totaled $\$ 1.98$ billion, compared with $\$ 1.73$ billion in 2008. Excluding those expenses considered to be nonoperating in nature, noninterest operating expenses were $\$ 1.83$ billion in 2009 and $\$ 1.66$ billion in 2008. The higher levels of operating expenses in the 2009 periods as compared with 2008 were due largely to the operations obtained in the 2009 acquisitions and higher deposit insurance assessments, including a $\$ 33$ million special assessment levied by the FDIC in the second quarter of 2009. Partially offsetting those factors were reversals of the valuation allowance for capitalized residential mortgage servicing rights of $\$ 4$ million in the fourth quarter and $\$ 22$ million for the full year of 2009, as compared with additions to that allowance of $\$ 19$ million and $\$ 16$ million in those respective periods of 2008. Contributing to the decline in noninterest operating expenses from the third to the fourth quarter of 2009 were lower costs for salaries, including incentive compensation.

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 improved to $52.7 \%$ in the fourth quarter of 2009 from $57.0 \%$ in the year-earlier quarter and $55.2 \%$ in the third quarter of 2009. M\&T's efficiency ratio for the years ended December 31, 2009 and 2008 was $56.5 \%$ and $54.4 \%$, respectively.

If the second quarter 2009 special assessment by the FDIC was excluded from the computation, the efficiency ratio for 2009 would have been $55.5 \%$.

Balance Sheet. M\&T had total assets of $\$ 68.9$ billion at December 31, 2009, up from $\$ 65.8$ billion a year earlier. Loans and leases, net of unearned discount, totaled $\$ 51.9$ billion at the 2009 year-end, up $6 \%$ from $\$ 49.0$ billion at December 31, 2008. Total deposits were $\$ 47.4$ billion at December 31, 2009, $11 \%$ higher than $\$ 42.6$ billion at the end of 2008. Deposits at domestic offices rose $\$ 7.9$ billion, or $20 \%$, to $\$ 46.4$ billion at the recent year-end from $\$ 38.5$ billion at December 31, 2008. When excluding the impact of the 2009 acquisition transactions, core customer deposits jumped $16 \%$ to $\$ 39.9$ billion at December 31, 2009 from $\$ 34.3$ billion a year earlier. That substantial rise was largely driven by a $\$ 4.0$ billion or $45 \%$ increase in noninterestbearing deposits.

Total stockholders' equity was $\$ 7.8$ billion and $\$ 6.8$ billion at December 31, 2009 and 2008, representing 11.26\% and $10.31 \%$ respectively, of total assets. Common stockholders' equity was $\$ 7.0$ billion, or $\$ 59.31$ per share at December 31, 2009, up from $\$ 6.2$ billion, or $\$ 56.29$ per share, a year earlier. Tangible equity per common share was $\$ 28.27$ and $\$ 25.94$ at December 31, 2009 and 2008, respectively. In the calculation of tangible equity per common share, 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 $\$ 3.4$ billion at December 31, 2009 and 2008, respectively. M\&T's tangible common equity to tangible assets ratio was $5.13 \%$ at December 31, 2009, compared with $4.59 \%$ and $4.89 \%$ at December 31, 2008 and September 30, 2009, respectively.

Conference Call. Investors will have an opportunity to listen to M\&T's conference call to discuss fourth quarter and full year financial results today at 2:00 p.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 \#49940743. 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, January 22, 2010 by calling 800-6421687, or 706-645-9291 for international participants, and by making reference to ID \#49940743. 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.

M\&T BANK CORPORATION
Financial Highlights

| Amounts in thousands, except per share | Three months ended <br> December 31 |  |  | Year ended <br> December 31 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | Change | 2009 | 2008 | Change |

Performance
-_-----_-_--

| Net income <br> Net income <br> available to <br> common <br> shareholders | $\$ 136,818$ | 102,241 | $34 \%$ | $\$$ | 379,891 | 555,887 | $-32 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Per common share:

| Basic earnings | $\$$ | 1.05 | .92 | $14 \%$ | $\$$ | 2.90 | 5.04 | $-42 \%$ |
| :--- | :---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted earnings |  | 1.04 | .92 | 13 |  | 2.89 | 5.01 | -42 |
| Cash dividends | $\$$ | .70 | .70 | - | $\$$ | 2.80 | 2.80 | - |

Common shares
outstanding: Average diluted (1) 117,672 110,620 6\% $114,776 \quad 110,904 \quad 3 \%$ $\begin{array}{lllllll}\text { Period end (2) } & 118,298 & 110,444 & 7 & 118,298 & 110,444 & 7\end{array}$

Return on (annualized):
Average total assets .79\% . 63\% . $56 \%$.85\%
Average common stockholders' equity

Taxable-equivalent net interest
income $\$ 564,606$ 491,042 15\% \$2,077,577 1,961,657 6\%

Yield on average
earning assets
$4.58 \% 5.35 \% \quad 4.61 \%$ 5.69\%
Cost of
interest-bearing
liabilities
1.13\% 2.32
.618

Net interest spread
$3.45 \% 3.03 \%$
1.40\% $2.68 \%$

Contribution
of interest-free
funds
$.26 \%$.34\% .28\% .37\%
Net interest margin
3.71\% 3.37\%
$3.49 \%$
$3.38 \%$

Net charge-offs to
average total
net loans
(annualized) 1.03\% 1.17\% 1.01\% .78\%

Net operating

```
results (3)
```

---------------

| Net operating income | \$150,776 | 111,784 | 35\% | \$ | 455,376 | 598,551 | -24\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted net operating earnings per common share | 1.16 | 1.00 | 16 |  | 3.54 | 5.39 | -34 |
| ```Return on (annualized): Average tangible assets``` | . $92 \%$ | . $72 \%$ |  |  | . $71 \%$ | . $97 \%$ |  |
| Average tangible common equity Efficiency ratio | $16.73 \%$ $52.69 \%$ | $15.01 \%$ $57.03 \%$ |  |  | $13.42 \%$ $56.50 \%$ | $19.63 \%$ $54.35 \%$ |  |


| Loan quality | At December 31 |  |  |
| :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | Change |
| Nonaccrual loans | \$1,331,702 | 755,397 | 76\% |
| Real estate and other foreclosed assets | 94,604 | 99,617 | -5\% |
| Total nonperforming assets | \$1,426,306 | 855,014 | 67\% |
| Accruing loans past due 90 days or more | \$ 208,080 | 158,991 | 31\% |
| ```Government guaranteed loans included in totals above:``` |  |  |  |
| Nonaccrual loans Accruing loans past due 90 days or more | $\$ \quad 38,579$ 193,495 | 32,506 114,183 | $19 \%$ $69 \%$ |
| Renegotiated loans | \$ 212,548 | 91,575 | 132\% |
| Purchased impaired loans <br> Outstanding customer balance <br> Carrying amount | $\begin{array}{r} 172,772 \\ 88,170 \end{array}$ | - | $-\%$ $-\%$ |
| Nonaccrual loans to total net loans | 2.56\% | 1.54\% |  |
| Allowance for credit |  |  |  |
| losses to: <br> M\&T legacy loans Total loans | $\begin{aligned} & 1.83 \% \\ & 1.69 \% \end{aligned}$ | $\begin{aligned} & 1.61 \% \\ & 1.61 \% \end{aligned}$ |  |

(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

| Amounts in |  | Three | hs en |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| thousands, except per share | $\begin{gathered} \text { December } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2009 \end{gathered}$ | June 30 $2009$ | $\begin{gathered} \text { March } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 2008 \end{gathered}$ |

## Performance

```
-----------
```

| Net income \$ | \$136,818 | 127,664 | 51,188 | 64,221 | 102,241 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net income available to common |  |  |  |  |  |
| shareholders | 122,910 | 113,894 | 40,516 | 54,618 | 101,451 |
| Per common share: |  |  |  |  |  |
| Basic earnings | \$1.05 | . 97 | . 36 | . 49 | . 92 |
| Diluted earnings | s 1.04 | . 97 | . 36 | . 49 | . 92 |
| Cash dividends | \$ . 70 | . 70 | . 70 | . 70 | 70 |


| Common shares outstanding: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average - |  |  |  |  |  |
| diluted (1) | 117,672 | 117,547 | 113,521 | 110,439 | 110,620 |
| Period end (2) | 118,298 | 118,156 | 118,012 | 111,132 | 110,444 |

Return on
(annualized):
Average total
assets .79\% .73\% .31\% .40\% .63\%

Average common stockholders' $\begin{array}{llllll}\text { equity } & 7.09 \% & 6.72 \% & 2.53 \% & 3.61 \% & 6.41 \%\end{array}$

Taxable-equivalent
net interest
income $\$ 564,606$ 553,450 506,781 452,740 491,042

Yield on average
earning assets 4.58\% 4.60\% 4.62\% 4.65\% 5.35\%
Cost of interest-
bearing
liabilities 1.13\% 1.26\% 1.47\% 1.74\% 2.32\%

Net interest spread
Contribution of
interest-free funds .26\% .27\% .28\% .28\% .34\%

Net interest margin 3.71\% 3.61\% 3.43\% 3.19\% 3.37\%

Net charge-offs to

```
average total
net loans
    (annualized) 1.03% 1.07% 1.09% .83% 1.17%
```

Net operating
results (3)

| Net operating income | \$150,776 | 128,761 | 100,805 | 75,034 | 111,784 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted net operating earnings per common share | 1.16 | . 98 | . 79 | . 59 | 1.00 |
| ```Return on (annualized): Average tangible assets``` | e .92\% | . $78 \%$ | . $64 \%$ | . $50 \%$ | . $72 \%$ |
| Average tangible common equity | e 16.73\% | 14.87\% | 12.08\% | 9.36\% | 15.01\% |
| Efficiency ratio | 52.69\% | 55.21\% | 60.03\% | 58.68\% | 57.03\% |


|  | December 31, September 30, June 30, March 31, December 31, |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Loan quality | 2009 | 2009 | 2009 | 2009 | 2008 |

Nonaccrual
loans \$1,331,702 1,228,341 1,111,423 1,003,987 755,397
Real estate
and other
foreclosed
$\begin{array}{llllll}\text { assets } \quad 94,604 & 84,676 & 90,461 & 100,270 & 99,617\end{array}$
Total
nonperforming

$\begin{aligned} & \text { Accruing loans } \\ & \text { past due } \\ & \begin{array}{l}\text { 90 days or } \\ \text { more }\end{array} \\ & \end{aligned} \$ \quad 208,080 \quad 182,750 \quad 155,125 \quad 142,842 \quad 158,991$
Government
guaranteed loans
included in
totals above:
Nonaccrual
$\begin{array}{llllll}\text { loans } & \$ 38,579 & 38,590 & 38,075 & 38,460 & 32,506\end{array}$
Accruing loans
past due 90
days or more 193,495 172,701 143,886 127,237 114,183
Renegotiated
loans \$ 212,548 190,917 170,950 130,932 91,575

```
Purchased
    impaired
    loans (4):
        Outstanding
        customer
```


(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

|  | Three months ended December 31 |  |  | Year ended <br> December 31 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars in thousands | 2009 | 2008 | Change | 2009 | 2008 | Change |
| Interest income | \$692,669 | 774,501 | -11\% | \$2,725,197 | 3,277,591 | -17\% |
| Interest expense | 133,950 | 288,426 | -54 | 669,449 | 1,337,795 | -50 |
| Net interest income | 558,719 | 486,075 | 15 | 2,055,748 | 1,939,796 | 6 |
| Provision for credit |  |  |  |  |  |  |
| losses | 145,000 | 151,000 | -4 | 604,000 | 412,000 | 47 |

Net interest income
after provision for
credit losses 413,719 335,075 23 1,451,748 1,527,796 -5

Other income
Mortgage banking
revenues 50,176 39,721 26 207,561 156,012 33

Service charges on
deposit accounts 127,185 106,367 20 469,195 430,532 9

| Trust income | 29,660 | 36,630 | -19 | 128,568 | 156,149 | -18 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Brokerage services

| income | 14,396 | 15,284 | -6 | 57,611 | 64,186 | -10 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Trading account and foreign exchange gains 6,669 2,003 233 23,125 17,630 31
Gain on bank investment

| securities | 354 | 392 | - | 1,165 | 34,470 | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ```Total other-than- temporary impairment ("OTTI") losses``` | $(61,626)$ | $(23,896)$ | - | $(264,363)$ | $(182,221)$ | - |
| ```Portion of OTTI losses recognized in other comprehensive income (before taxes)``` | 27,330 | - | - | 126,066 | - | - |
| Net OTTI losses recognized in earnings | $(34,296)$ | $(23,896)$ | - | $(138,297)$ | $(182,221)$ | - |
| Equity in earnings of Bayview Lending Group LLC | $(10,635)$ | $(8,687)$ | - | $(25,898)$ | $(37,453)$ | - |
| Other revenues from operations | 82,381 | 73,603 | 12 | 325,076 | 299,674 | 8 |
| Total other income | 265,890 | 241,417 | 10 | ,048,106 | 938,979 | 12 |

Other expense
Salaries and
employee benefits 247,080 232,410 6 1,001,873 957,086 5

Equipment and net $\begin{array}{lllllll}\text { occupancy } & 53,703 & 47,795 & 12 & 211,391 & 188,845 & 12\end{array}$
Printing, postage

| and supplies | 9,338 | 8,401 | 11 | 38,216 | 35,860 | 7 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Amortization of
core deposit
and other
intangible

| assets | 16,730 | 15,708 | 7 | 64,255 | 66,646 | -4 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Deposit insurance <br> Other costs of <br> operations | 19,902 | 2,094 | 850 | 96,519 | 6,689 | 1,343 |
|  | 131,698 | 140,411 | -6 | 568,309 | 471,870 | 20 |
| Total other |  |  |  |  |  |  |
| expense | 478,451 | 446,819 | 7 | $1,980,563$ | $1,726,996$ | 15 |



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

Three months ended

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



Other expense
Salaries and
employee benefit
Equipment and net occupancy

247,080
$255,449 \quad 249,952 \quad 249,392 \quad 232,410$

Printing, postage and supplies 53,703 58,195

51,321
48,172
47,795

Amortization of
core deposit and

8,229
11,554

9,095
8,401

| assets | 16,730 | 16,924 | 15,231 | 15,370 | 15,708 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Deposit insurance | 19,902 | 21,124 | 49,637 | 5,856 | 2,094 |
| Other costs of operations | 131,698 | 140,135 | 186,015 | 110,461 | 140,411 |
| Total other expense | 478,451 | 500,056 | 563,710 | 438,346 | 446,819 |
| Income before income taxes | 201,158 | 171,825 | 62,506 | 83,802 | 129,673 |
| Applicable income taxes | 64,340 | 44,161 | 11,318 | 19,581 | 27,432 |
| Net income | \$136,818 | 127,664 | 51,188 | 64,221 | 102,241 |

M\&T BANK CORPORATION
Condensed Consolidated Balance Sheet

Dollars in thousands

| 2009 | 2008 |
| :---: | :---: |

ASSETS

| Cash and due from banks | \$ 1,226,223 | 1,546,804 | -21\% |
| :---: | :---: | :---: | :---: |
| Interest-bearing deposits at banks | 133,335 | 10,284 | 1,197 |
| Federal funds sold and agreements to resell securities | 20,119 | 111,347 | -82 |
| Trading account assets | 386,984 | 617,821 | -37 |
| Investment securities | 7,780,609 | 7,919,207 | -2 |
| Loans and leases: |  |  |  |
| Commercial, financial, etc. | 13,479,447 | 14,261,882 | -5 |
| Real estate - commercial | 20,949,931 | 18,837,665 | 11 |
| Real estate - consumer | 5,463,463 | 4,904,424 | 11 |
| Consumer | 12,043,845 | 10,996,492 | 10 |
| ```Total loans and leases, net of unearned discount Less: allowance for credit losses``` | $51,936,686$ 878,022 | $49,000,463$ 787,904 | 11 |
| Net loans and leases | 51,058,664 | 48,212,559 | 6 |
| Goodwill | 3,524,625 | 3,192,128 | 10 |
| Core deposit and other intangible assets | 182,418 | 183,496 | -1 |


(1) Reflects accumulated other comprehensive loss, net of applicable income tax effect, of $\$ 336.0$ million at December 31, 2009 and $\$ 736.9$ million at December 31, 2008.

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

|  | December | September | June | March | December |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars in | 31, | 30, | 30, | 31, | 31, |
| thousands | 2009 | 2009 | 2009 | 2009 | 2008 |

ASSETS

```
Cash and due from
    banks $ 1,226,223 1,356,508 1,148,428 1,117,845 1,546,804
```

| Interest-bearing deposits at banks | 133,335 | 54,443 | 59,950 | 27,374 | 10,284 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ```Federal funds sold and agreements to resell securities``` | $\text { es } 20,119$ | 17,206 | 2,300 | 125,800 | 111,347 |
| Trading account assets | 386,984 | 497,064 | 495,324 | 591,802 | 617,821 |
| Investment securities | 7,780,609 | 7,634,262 | 8,155,434 | 7,686,845 | 7,919,207 |
| Loans and leases: |  |  |  |  |  |
| $\begin{aligned} & \text { Commercial, } \\ & \text { financial, } \\ & \text { etc. } \end{aligned}$ | 13,479,447 | 13,517,538 | 14,180,609 | 13,986,663 | 14,261,882 |
| Real estate commercial | $20,949,931$ | 21,007,376 | 20,787,198 | 18,833,865 | 18,837,665 |
| Real estate consumer | $5,463,463$ | 5,427,260 | 5,471,775 | 5,171,953 | 4,904,424 |
| Consumer | 12,043,845 | 12,251,598 | 12,275,062 | 10,925,659 | 10,996,492 |
| Total loans and leases, net of unearned discount | 51,936,686 | 52,203,772 | 52,714,644 | 48,918,140 |  |
| Less: <br> allowance <br> for credit <br> losses | $878,022$ | 867,874 | 855,365 | 845,971 | 787,904 |
| Net loans and leases | 51,058,664 | 51,335,898 | 51,859,279 | 48,072,169 | 48,212,559 |
| Goodwill | 3,524,625 | 3,524,625 | 3,524,625 | 3,192,128 | 3,192,128 |
| ```Core deposit and other intangible assets``` | 182,418 | 199,148 | 216,072 | 168,126 | 183,496 |
| Other assets | 4,567,422 | 4,378,296 | 4,451,805 | 3,901,106 | 4,022,111 |
| Total assets \$68 | 68,880,399 | 68,997,450 | 69,913,217 | 64,883,195 | 65,815,757 |

LIABILITIES AND STOCKHOLDERS' EQUITY

Noninterest-
bearing deposits at U.S. offices $\$ 13,794,63612,730,08312,403,999$ 9,544,932 8,856,114

Other deposits at U.S. offices $32,604,76432,813,69833,265,70430,763,20429,677,163$

Deposits at foreign office $\quad 1,050,438$ 1,318,070 1,085,004 2,169,220 4,047,986

Total deposits $47,449,83846,861,85146,754,70742,477,35642,581,263$

| Short-term borrowings | 2,442,582 | 2,927,268 | 2,951,149 | 2,641,811 | 3,009,735 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Accrued interest and other |  |  |  |  |  |
|  | 995,056 | 1,241,576 | 1,238,959 | 1,326,545 | 1,364,879 |
| Long-term borrowings | 10,240,016 | 10,354,392 | 11,568,238 | 11,535,644 | 12,075,149 |
| Total |  |  |  |  |  |
| liabilities | 61,127,492 | 61,385,087 | 62,513,053 | 57,981,356 | 59,031,026 |
| Stockholders' equity: |  |  |  |  |  |
| Preferred | 730,235 | 727,748 | 725,472 | 568,284 | 567,463 |
| Common (1) | 7,022,672 | 6,884,615 | 6,674,692 | 6,333,555 | 6,217,268 |

Total
stockholders'
equity 7,752,907 7,612,363 7,400,164 6,901,839 6,784,731
------------ ---------- ---------- -----------------------

Total liabilities
and
stockholders'
equity $\$ 68,880,39968,997,45069,913,21764,883,19565,815,757$
=========== ========== ========== ======================1
(1) Reflects accumulated other comprehensive loss, net of applicable income tax effect, of $\$ 336.0$ million at December 31, 2009, $\$ 419.3$ million at September 30, 2009, $\$ 580.8$ million at June 30 , 2009, $\$ 622.4$ million at March 31, 2009, and $\$ 736.9$ million at December 31, 2008.

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

|  | Three months ended |  |  |
| :---: | :---: | :---: | :---: |
| Dollars in millions | $\begin{aligned} & \text { December } 31, \\ & 2009 \end{aligned}$ | $\begin{gathered} \text { December 31, } \\ 2008 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2009 \end{gathered}$ |
|  | Balance Rate | Balance Rate | Balance Rate |
| ASSETS |  |  |  |
| Interest-bearing deposits at banks | \$ $74.08 \%$ | $13.55 \%$ | $66.04 \%$ |

Federal funds sold and agreements

| to resell securities | 23 | . 19 | 103 | . 41 | 11 | . 58 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trading account assets | 70 | . 66 | 99 | 3.16 | 83 | . 82 |
| Investment securities | 8,197 | 4.63 | 8,894 | 4.90 | 8,420 | 4.81 |
| Loans and leases, net of unearned discount |  |  |  |  |  |  |
| Commercial, financial, etc. | 13,527 | 3.87 | 14,213 | 4.74 | 13,801 | 3.78 |
| Real estate - commercial | 20,950 | 4.48 | 18,666 | 5.55 | 20,843 | 4.48 |
| Real estate - consumer | 5,457 | 5.37 | 4,904 | 5.85 | 5,429 | 5.43 |
| Consumer | 12,153 | 5.32 | 11,027 | 6.08 | 12,247 | 5.37 |
| Total loans and leases, net | 52,087 | 4.59 | 48,810 | 5.45 | 52,320 | 4.58 |
| Total earning assets | 60,451 | 4.58 | 57,919 | 5.35 | 60,900 | 4.60 |
| Goodwill | 3,525 |  | 3,192 |  | 3,525 |  |
| Core deposit and other intangible assets | 191 |  | 191 |  | 208 |  |
| Other assets | 4,752 |  | 3,640 |  | 4,521 |  |
| Total assets | \$68,919 |  | 64,942 |  | 69,154 |  |

LIABILITIES AND STOCKHOLDERS' EQUITY

| NOW accounts | \$ 579 | . 18 | 528 | . 45 | 541 | . 21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings deposits | 24,237 | . 36 | 19,540 | 1.27 | 23,367 | . 37 |
| Time deposits | 8,304 | 1.89 | 9,388 | 3.06 | 9,246 | 2.17 |
| Deposits at foreign office | 1,300 | . 11 | 2,985 | . 71 | 1,444 | 13 |
| Total interest-bearing deposits | 34,420 | . 72 | 32,441 | 1.72 | 34,598 | . 84 |
| Short-term borrowings | 2,308 | . 17 | 4,950 | . 82 | 2,663 | . 26 |
| Long-term borrowings | 10,253 | 2.73 | 12,058 | 4.55 | 11,008 | 2.80 |
| Total interest-bearing |  |  |  |  |  |  |
| liabilities | 46,981 | 1.13 | 49,449 | 2.32 | 48,269 | 1.26 |
| Noninterest-bearing deposits | 12,945 |  | 8,006 |  | 12,122 |  |
| Other liabilities | 1,307 |  | 1,133 |  | 1,242 |  |
| Total liabilities | 61,233 |  | 58,588 |  | 61,633 |  |
| Stockholders' equity | 7,686 |  | 6,354 |  | 7,521 |  |
| Total liabilities and stockholders' equity | \$68,919 |  | 64,942 |  | 69,154 |  |



| Total liabilities | 5 | -1 |
| :---: | :---: | :---: |
| Stockholders' equity | 21 | 2 |
| Total liabilities and stockholders' equity | $6 \%$ | $-\%$ |


| Dollars in millions | Year ended <br> December 31 |  |  |  | Change in balance |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  |  |
|  | Balance | Rate | Balance | Rate |  |
| ASSETS |  |  |  |  |  |
| Interest-bearing deposits at banks | \$ 50 | . $07 \%$ | 10 | 1.07\% | 397\% |
| Federal funds sold and agreements to resell securities | 52 | . 25 | 109 | 1.91 | -52 |
| Trading account assets | 87 | . 74 | 79 | 1.95 | 9 |
| Investment securities | 8,403 | 4.79 | 8,973 | 5.05 | -6 |
| Loans and leases, net of unearned discount |  |  |  |  |  |
| Commercial, financial, etc. | 13,855 | 3.79 | 13,802 | 5.24 | - |
| Real estate - commercial | 20,085 | 4.45 | 18,428 | 5.82 | 9 |
| Real estate - consumer | 5,297 | 5.45 | 5,465 | 6.03 | -3 |
| Consumer | 11,722 | 5.43 | 11,150 | 6.43 | 5 |
| Total loans and leases, net | 50,959 | 4.60 | 48,845 | 5.82 | 4 |
| Total earning assets | 59,551 | 4.61 | 58,016 | 5.69 | 3 |
| Goodwill | 3,393 |  | 3,193 |  | 6 |
| Core deposit and other intangible assets | 191 |  | 214 |  | -11 |
| Other assets | 4,337 |  | 3,709 |  | 17 |
| Total assets | \$67,472 |  | 65,132 |  | 4\% |

LIABILITIES AND STOCKHOLDERS' EQUITY


| Short-term borrowings | 2,911 | . 24 | 6,086 | 2.34 | -52 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Long-term borrowings | 11,092 | 3.07 | 11,605 | 4.56 | -4 |
| Total interest-bearing |  |  |  |  |  |
| liabilities | 47,825 | 1.40 | 49,932 | 2.68 | -4 |
| Noninterest-bearing deposits | 11,054 |  | 7,674 |  | 44 |
| Other liabilities | 1,311 |  | 1,089 |  | 20 |
| Total liabilities | 60,190 |  | 58,695 |  | 3 |
| Stockholders' equity | 7,282 |  | 6,437 |  | 13 |
| Total liabilities and stockholders' equity | \$67,472 |  | 65,132 |  | 4\% |
| Net interest spread |  | 3.21 |  | 3.01 |  |
| Contribution of interest-free funds |  | . 28 |  | . 37 |  |
| Net interest margin |  | 3.49\% |  | 3.38\% |  |

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

|  | Three months ended December 31 |  | Year ended December 31 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 |  | 2009 | 2008 |
| Income statement data |  |  |  |  |  |
| In thousands, except per share Net income |  |  |  |  |  |
|  |  |  |  |  |  |
| Net income | \$136,818 | 102,241 | \$ | 379,891 | 555,887 |
| Amortization of core deposit and other intangible assets <br> (1) | 10,152 | 9,543 |  | 39,006 | 40,504 |
| Merger-related gain (1) | - | - |  | $(17,684)$ | - |
| Merger-related expenses (1) | 3,806 | - |  | 54,163 | 2,160 |
| Net operating income | \$150,776 | 111,784 | \$ | 455,376 | 598,551 |
| Earnings per common share |  |  |  |  |  |
| Diluted earnings per common share | \$ 1.04 | . 92 | \$ | 2.89 | 5.01 |
| Amortization of core deposit and other intangible |  |  |  |  |  |
| Merger-related gain (1) | - | - |  | (.15) | - |
| Merger-related expenses (1) | . 03 | - |  | . 46 | . 02 |
| Diluted net operating earnings per common share | $\$ \quad 1.16$ | 1.00 | \$ | 3.54 | 5.39 |

Income statement data
---------------------
In thousands, except per share
Net income

|  | Three months ended December 31 |  | Year ended December 31 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 |  | 2009 | 2008 |
| Income statement data |  |  |  |  |  |
| In thousands, except per share Net income |  |  |  |  |  |
|  |  |  |  |  |  |
| Net income | \$136,818 | 102,241 | \$ | 379,891 | 555,887 |
| Amortization of core deposit and other intangible assets <br> (1) | 10,152 | 9,543 |  | 39,006 | 40,504 |
| Merger-related gain (1) | - | - |  | $(17,684)$ | - |
| Merger-related expenses (1) | 3,806 | - |  | 54,163 | 2,160 |
| Net operating income | \$150,776 | 111,784 | \$ | 455,376 | 598,551 |
| Earnings per common share |  |  |  |  |  |
| Diluted earnings per common share | \$ 1.04 | . 92 | \$ | 2.89 | 5.01 |
| Amortization of core deposit and other intangible |  |  |  |  |  |
| Merger-related gain (1) | - | - |  | (.15) | - |
| Merger-related expenses (1) | . 03 | - |  | . 46 | . 02 |
| Diluted net operating earnings per common share | $\$ \quad 1.16$ | 1.00 | \$ | 3.54 | 5.39 |

Amortization of core deposit
and other intangible

|  | Three months ended December 31 |  | Year ended December 31 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 |  | 2009 | 2008 |
| Income statement data |  |  |  |  |  |
| In thousands, except per share Net income |  |  |  |  |  |
|  |  |  |  |  |  |
| Net income | \$136,818 | 102,241 | \$ | 379,891 | 555,887 |
| Amortization of core deposit and other intangible assets <br> (1) | 10,152 | 9,543 |  | 39,006 | 40,504 |
| Merger-related gain (1) | - | - |  | $(17,684)$ | - |
| Merger-related expenses (1) | 3,806 | - |  | 54,163 | 2,160 |
| Net operating income | \$150,776 | 111,784 | \$ | 455,376 | 598,551 |
| Earnings per common share |  |  |  |  |  |
| Diluted earnings per common share | \$ 1.04 | . 92 | \$ | 2.89 | 5.01 |
| Amortization of core deposit and other intangible |  |  |  |  |  |
| Merger-related gain (1) | - | - |  | (.15) | - |
| Merger-related expenses (1) | . 03 | - |  | . 46 | . 02 |
| Diluted net operating earnings per common share | $\$ \quad 1.16$ | 1.00 | \$ | 3.54 | 5.39 |

Earnings per common share
Diluted earnings per common share $\$ 1.04$.92 $\$ 2.89 \quad 5.01$
Amortization of core deposit and other intangible assets (1) .09 .08 .34 . 36
Merger-related gain (1)
Merger-related expenses (1)
136,818 102,241
\$ 379,891
555,887

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
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 common equity
Total equity
Preferred stock
Unamortized discount and undeclared dividends -

| \$478,451 | 446,819 | \$1,980,563 | 1,726,996 |
| :---: | :---: | :---: | :---: |
| $(16,730)$ | $(15,708)$ | $(64,255)$ | $(66,646)$ |
| $(6,264)$ | - | $(89,157)$ | $(3,547)$ |
| \$455,457 | 431,111 | \$1,827,151 | 1,656,803 |
| \$ 381 | - | \$ 10,030 | 62 |
| 545 | - | 2,975 | 49 |
| 233 | - | 3,677 | 367 |
| 5,105 | - | 72,475 | 3,069 |
| \$ 6,264 | - | \$ 89,157 | 3,547 |


| \$ | $\begin{aligned} & 68,919 \\ & (3,525) \end{aligned}$ | $\begin{aligned} & 64,942 \\ & (3,192) \end{aligned}$ | \$ | $\begin{aligned} & 67,472 \\ & (3,393) \end{aligned}$ | $\begin{aligned} & 65,132 \\ & (3,193) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (191) | (191) |  | (191) | (214) |
|  | 37 | 25 |  | 33 | 30 |
| \$ | 65,240 | 61,584 | \$ | 63,921 | 61,755 |
| \$ | $\begin{array}{r} 7,686 \\ (729) \end{array}$ | $\begin{array}{r} 6,354 \\ \quad(55) \end{array}$ | \$ | $\begin{aligned} & 7,282 \\ & (666) \end{aligned}$ | $\begin{array}{r} 6,437 \\ \quad(14) \end{array}$ |
|  | 6,957 | 6,299 |  | 6,616 | 6,423 |
|  | $(3,525)$ | $(3,192)$ |  | $(3,393)$ | $(3,193)$ |
|  | (191) | (191) |  | (191) | (214) |
|  | 37 | 25 |  | 33 | 30 |
| \$ | 3,278 | 2,941 | \$ | 3,065 | 3,046 |


| \$ | $\begin{aligned} & 68,880 \\ & (3,525) \end{aligned}$ | $\begin{aligned} & 65,816 \\ & (3,192) \end{aligned}$ | \$ | $\begin{aligned} & 68,880 \\ & (3,525) \end{aligned}$ | $\begin{aligned} & 65,816 \\ & (3,192) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (182) | (183) |  | (182) | (183) |
|  | 35 | 23 |  | 35 | 23 |
| \$ | 65,208 | 62,464 | \$ | 65,208 | 62,464 |
| \$ | 7,753 | 6,785 | \$ | 7,753 | 6,785 |
|  | (730) | (568) |  | (730) | (568) |


| preferred stock |  | (6) | - | (6) | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total common eq | quity | 7,017 | 6,217 | 7,017 | 6,217 |
| Goodwill |  | $(3,525)$ | $(3,192)$ | $(3,525)$ | $(3,192)$ |
| Core deposit and intangible asset | other <br> s | (182) | (183) | (182) | (183) |
| Deferred taxes |  | 35 | 23 | 35 | 23 |
| Total tangible equity | common | 3,345 | 2,865 | \$ 3,345 | 2,865 |
| (1) After any related tax effect. |  |  |  |  |  |
| M\&T BANK CORPORATION |  |  |  |  |  |
| Reconciliation of Quarterly GAAP to Non-GAAP Measures, Five Quarter Trend |  |  |  |  |  |
| Three months ended |  |  |  |  |  |
|  | $\begin{aligned} & \text { rember 31, } \\ & 2009 \end{aligned}$ | $\begin{aligned} & \text { ember } 30, \\ & 2009 \end{aligned}$ | $\begin{gathered} \text { June } 30 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { March } 31, \\ 2009 \end{gathered}$ | $\begin{aligned} & \text { ember } 31 \\ & 2008 \end{aligned}$ |
| Income statement data |  |  |  |  |  |
| In thousands, except per share |  |  |  |  |  |
| Net income |  |  |  |  |  |
| Net income \$136,818 |  | 127,664 | 51,188 | 64,221 | 102,241 |
| Amortization of core deposit and |  |  |  |  |  |
| ```Merger-related gain (1)``` |  | $(17,684)$ | - | _ | - |
| Merger-related <br> expenses (1) 3,806 8,511 40,370 1,476 |  |  |  |  |  |
| Net operating      <br> income $\$ 150,776$ 128,761 100,805 75,034 111,784 |  |  |  |  |  |
| Earnings per common share |  |  |  |  |  |
| Diluted earnings <br> per common |  |  |  |  |  |
| Amortization of core deposit and other intangible |  |  |  |  |  |
| Merger-related |  |  |  |  |  |
| Merger-related |  |  |  |  |  |
| Diluted net operating earnings |  |  |  |  |  |


| Other expense |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other expense | \$478,451 | 500,056 | 563,710 | 438,346 | 446,819 |
| ```Amortization of core deposit and other intangible assets``` | $(16,730)$ | $(16,924)$ | $(15,231)$ | $(15,370)$ | $(15,708)$ |
| Merger-related expenses | $(6,264)$ | $(14,010)$ | $(66,457)$ | $(2,426)$ | - |
| Noninterest operating expense | \$455,457 | 469,122 | 482,022 | 420,550 | 431,111 |
| Merger-related expenses |  |  |  |  |  |
| Salaries and employee benefits | \$ 381 | 870 | 8,768 | 11 | - |
| Equipment and net occupancy | 545 | 1,845 | 581 | 4 | - |
| Printing, postage and supplies | 233 | 629 | 2,514 | 301 | - |
| Other costs of operations | 5,105 | 10,666 | 54,594 | 2,110 | - |
| Total | \$ 6,264 | 14,010 | 66,457 | 2,426 | - |
| Balance sheet data |  |  |  |  |  |
| In millions <br> Average assets |  |  |  |  |  |
| Average assets \$ | \$ 68,919 | 69,154 | 66,984 | 64,766 | 64,942 |
| Goodwill | $(3,525)$ | $(3,525)$ | $(3,326)$ | $(3,192)$ | $(3,192)$ |
| Core deposit and other intangible assets | (191) | (208) | (188) | (176) | (191) |
| Deferred taxes | 37 | 41 | 30 | 22 | 25 |
| Average <br> tangible assets | \$ 65,240 | 65,462 | 63,500 | 61,420 | 61,584 |
| Average common equity |  |  |  |  |  |
| Average total equity | \$ 7,686 | 7,521 | 7,127 | 6,780 | 6,354 |
| Preferred stock | (729) | (727) | (636) | (568) | (55) |
| Average common |  |  |  |  |  |
| Goodwill | $(3,525)$ | $(3,525)$ | $(3,326)$ | $(3,192)$ | $(3,192)$ |
| Core deposit and other intangible assets | (191) | (208) | (188) | (176) | (191) |
| Deferred taxes | 37 | 41 | 30 | 22 | 25 |

```
Average
    tangible
    common
    equity $ 3,278 3,102 3,007 2,866 2,941
```


Total common
equity
$\begin{array}{lccccc}\text { Total equity } & \$ & 7,753 & 7,612 & 7,400 & 6,902 \\ \text { Preferred stock } & (730) & (728) & (725) & (568) & 6,785 \\ & & & (568)\end{array}$
Preferred stock (730) (728) (725) (568)
Unamortized
discount and
undeclared
dividends -
preferred
stock
(6)
(5)
(6)
(5)
Total common
equity
Goodwill $\quad(3,525) \quad(3,525) \quad(3,525) \quad(3,192)$
7,017
6,879
6,669
6,329
6,217
Core deposit
and other
intangible
$\begin{array}{ccccc}\text { assets } & (182) & (199) & (216) & (168) \\ \text { Deferred taxes } & 35 & 39 & 43 & 21\end{array}$
Total
tangible
common

(1) After any related tax effect.

## SOURCE M\&T Bank Corporation

Copyright (C) 2010 PR Newswire. All rights reserved

