## M M\&T Bank Corporation

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## M\&T BANK CORPORATION ANNOUNCES SECOND QUARTER RESULTS

BUFFALO, NEW YORK -- M\&T Bank Corporation ("M\&T") (NYSE: MTB) today reported its results of operations for the quarter ended June 30, 2014.

GAAP Results of Operations. Diluted earnings per common share measured in accordance with generally accepted accounting principles ("GAAP") for the second quarter of 2014 were $\$ 1.98$, up $23 \%$ from $\$ 1.61$ in the first quarter of 2014. GAAP-basis net income in the recent quarter totaled $\$ 284$ million, compared with $\$ 229$ million in the initial 2014 quarter. Expressed as an annualized rate of return on average assets and average common shareholders' equity, GAAP-basis net income for the recent quarter was $1.27 \%$ and $9.79 \%$, respectively, compared with $1.07 \%$ and 8.22\%, respectively, in the first quarter of 2014.

The recent quarter's results reflect two noteworthy, but largely offsetting, items. The resolution with tax authorities of previously uncertain tax positions required M\&T to reduce its accrual for income taxes and increase net income by $\$ 8$ million, while an increase to M\&T's litigation reserves of $\$ 12$ million reduced net income by $\$ 7$ million after applicable tax effect. Both accrual items were associated with pre-acquisition activities of M\&T's Wilmington Trust entities.

Diluted earnings per common share and net income in last year's second quarter were $\$ 2.55$ and $\$ 348$ million, respectively. Those

2-2-2-2-2
M\&T BANK CORPORATION
results include after-tax gains from the sale of investment securities of $\$ 34$ million and the effect of the reversal of an accrual for a contingent compensation obligation assumed in the May 2011 acquisition of Wilmington Trust that resulted in a reduction of expenses having an after-tax impact of $\$ 15$ million. Those items increased diluted earnings per common share by $\$ .38$ in 2013's second quarter.

Reflecting on the recent quarter's performance, René F. Jones, Vice Chairman and Chief Financial Officer, noted, "Results for the second quarter reflected an improvement in revenue from the first quarter in the areas of mortgage banking, trust and deposit services. M\&T's credit quality measures were strong during the quarter. While operating expense levels continue to be elevated, significant progress has been made on several key initiatives related to BSA/AML activities, Compliance, Risk Management and Capital Planning."

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 gains and expenses associated with merging acquired operations into M\&T, since such items 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.

3-3-3-3-3
M\&T BANK CORPORATION

Diluted net operating earnings per common share were $\$ 2.02$ in the recent quarter, compared with $\$ 1.66$ and $\$ 2.65$ in the initial quarter of 2014 and last year's second quarter, respectively. Net operating income during the second quarter of 2014 was $\$ 290$ million, compared with $\$ 235$ million in the first quarter of 2014 and $\$ 361$ million in the second quarter of 2013. Expressed as an annualized rate of return on average tangible assets and average tangible common shareholders' equity, net operating income was $1.35 \%$ and $14.92 \%$, respectively, in the second quarter of 2014 . The comparable returns were $1.15 \%$ and $12.76 \%$ in the first quarter of 2014 and $1.81 \%$ and $22.72 \%$ in the second quarter of 2013.

Taxable-equivalent Net Interest Income. Net interest income expressed on a taxable-equivalent basis aggregated $\$ 675$ million in the second quarter of 2014, down slightly from $\$ 684$ million in the year-earlier period. The effect of growth in average earning assets, predominantly due to a $\$ 5.7$ billion rise in average investment securities, was offset by a 31 basis point narrowing of the net interest margin to $3.40 \%$ in the recent quarter from $3.71 \%$ in the second quarter of 2013. The significant increase in investment securities reflects M\&T's continued efforts to meet proposed regulatory liquidity requirements. Taxable-equivalent net interest income in the recent quarter was up $2 \%$ from $\$ 662$ million in the first quarter of 2014. That improvement reflects a $\$ 3.3$ billion increase in average earning assets, including a $\$ 1.7$ billion or 18\% rise in average investment securities resulting from continued purchases of mortgage-backed securities, partially offset by a 12 basis point decline in the net interest margin. The narrowing of the recent quarter's net interest margin as compared with the second quarter of 2013 and the initial 2014 quarter reflects continuing downward pressure on loan yields, increased balances of investment securities and higher levels of deposits held at the Federal Reserve Bank of New York.

4-4-4-4-4
M\&T BANK CORPORATION

Provision for Credit Losses/Asset Quality. The provision for credit losses was $\$ 30$ million in the second quarter of 2014, compared with $\$ 57$ million and $\$ 32$ million in the year-earlier quarter and the first quarter of 2014, respectively. Net chargeoffs of loans were $\$ 29$ million during the recent quarter, improved from $\$ 57$ million in the second quarter of 2013 and $\$ 32$ million in the first quarter of 2014. Expressed as an annualized percentage of average loans outstanding, net charge-offs were .18\% and . $35 \%$ in the second quarters of 2014 and 2013, respectively, and .20\% in the first quarter of 2014.

Loans classified as nonaccrual declined to $\$ 880$ million, or $1.36 \%$ of total loans outstanding at June 30, 2014, compared with \$965 million or $1.46 \%$ y year earlier and $\$ 891$ million or $1.39 \%$ at March 31, 2014. Assets taken in foreclosure of defaulted loans were $\$ 60$ million at June 30, 2014, improved from $\$ 82$ million at June 30, 2013 and comparable to \$59 million at March 31, 2014.

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. As a result of those analyses, the allowance totaled $\$ 918$ million or $1.42 \%$ of loans outstanding at June 30, 2014, compared with $\$ 927$ million or $1.41 \%$ of loans at June 30,2013 and $\$ 917$ million or 1.43\% of loans at March 31, 2014.

Noninterest Income and Expense. Noninterest income aggregated $\$ 456$ million in the second quarter of 2014, compared with $\$ 509$ million in the year-earlier quarter and $\$ 420$ million in the first quarter of 2014. Reflected in the second quarter of 2013 were net pre-tax gains of $\$ 56$ million from the noted sales of investment securities. Excluding those gains, noninterest income in the second quarter of 2014 was up from $\$ 452$ million in the year--more-

5-5-5-5-5
M\&T BANK CORPORATION
earlier quarter and was 9\% higher than the $\$ 420$ million in the initial quarter of 2014. Higher mortgage banking revenues and trust income in the recent quarter contributed to those improvements.

Noninterest expense in the second quarter of 2014 totaled $\$ 681$ million, up from $\$ 599$ million in the year-earlier quarter, but down from $\$ 702$ million in the first quarter of 2014. 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 those expenses, noninterest operating expenses were $\$ 672$ million in the recent quarter, compared with $\$ 578$ million in the second quarter of 2013 and $\$ 692$ million in 2014's initial quarter. The higher level of operating expenses in the recent quarter as compared with the year-earlier period was predominantly the result of costs for professional services and salaries associated with BSA/AML activities, compliance, capital planning and stress testing, risk management, and other operational initiatives. As compared with the first quarter of 2014, the recent quarter's lower level of operating expenses was due, in large part, to a decline in salaries and employee benefits, including stock-based compensation, which were seasonally higher in the initial 2014 period, partially offset by the noted increase in litigation reserves.

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), measures the relationship of operating expenses to revenues. M\&T's efficiency ratio was $59.4 \%$ in the second quarter of 2014, compared with $50.9 \%$ in the year-earlier quarter and $63.9 \%$ in the first quarter of 2014.

6-6-6-6-6
M\&T BANK CORPORATION

Balance Sheet. M\&T had total assets of $\$ 90.8$ billion at June 30, 2014, up 9\% from $\$ 83.2$ billion a year earlier. Investment securities were $\$ 12.1$ billion at June 30, 2014, up $\$ 6.9$ billion or 133\% from June 30, 2013. M\&T has added investment securities during 2013 and 2014 through purchase and loan securitization transactions in order to enhance its liquidity position in response to proposed regulatory requirements. Loans and leases, net of unearned discount, totaled $\$ 64.7$ billion at the recent quarter-end, compared with $\$ 66.0$ billion at June 30, 2013. Total deposits rose 6\% to $\$ 69.8$ billion at June 30, 2014 from $\$ 65.7$ billion a year earlier.

Total shareholders' equity rose $14 \%$ to $\$ 12.2$ billion at June 30, 2014 from $\$ 10.7$ billion a year earlier, representing 13.40\% and 12.88\%, respectively, of total assets. Common shareholders' equity was $\$ 10.9$ billion, or $\$ 82.86$ per share, at June 30 , 2014, up from $\$ 9.8$ billion, or $\$ 75.98$ per share, at June 30, 2013. Tangible equity per common share rose $16 \%$ to $\$ 55.89$ at the recent quarter-end from $\$ 48.26$ a year earlier. Common shareholders' equity per share and tangible equity per common share were $\$ 81.05$ and $\$ 53.92$, respectively, at March 31, 2014. In the calculation of tangible equity per common share, common shareholders' 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 estimated Tier 1 common ratio, a regulatory capital measure, was $9.62 \%$ at June 30 , 2014, compared with $8.55 \%$ and 9.45\% at June 30, 2013 and March 31, 2014, respectively. M\&T estimates that the ratio of Common Equity Tier 1 to risk-weighted assets under the capital rules approved in July 2013 on a fully phased-in basis was approximately 9.35\% as of June 30, 2014.

Conference Call. Investors will have an opportunity to listen to M\&T's conference call to discuss second quarter financial results

7-7-7-7-7
M\&T BANK CORPORATION
today at 11:00 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\# 66984191. The conference call will be webcast live through M\&T's website at http://ir.mandtbank.com/events.cfm. A replay of the call will be available through Sunday, July 20, 2014 by calling (800)585-8367, or (404)537-3406 for international participants, and by making reference to ID\# 66984191. The event will also be archived and available by 7:00 p.m. today on M\&T's website at http://ir.mandtbank.com/events.cfm.

M\&T is a financial holding company headquartered in Buffalo, New York. M\&T's principal banking subsidiary, M\&T Bank, operates banking offices in New York, Pennsylvania, Maryland, Virginia, West Virginia, Delaware and the District of Columbia. Trustrelated services are provided by M\&T's Wilmington Trustaffiliated companies and by M\&T Bank.

Forward-Looking Statements. This news release contains forwardlooking 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

8-8-8-8-8
M\&T BANK CORPORATION
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 stockbased compensation awards to be issued in future periods; the impact of changes in market values on trust-related revenues; 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

9-9-9-9-9
M\&T BANK CORPORATION
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 |  |
| :--- | :---: |
| June 30 |  |
| 2014 |  |


| Six months ended <br> June 30 |  |
| :--- | :--- |
| $2014 \quad 2013$ |  | Change

Performance

| Net income....................................................... | \$ | 284,336 | 348,466 | -18\% | \$ | 513,353 | 622,579 | -18\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income available to common shareholders........... |  | 260,695 | 328,557 | -21 |  | 472,429 | 583,633 | -19 |
| Per common share: |  |  |  |  |  |  |  |  |
| Basic earnings................................................ | \$ | 1.99 | 2.56 | -22\% | \$ | 3.62 | 4.56 | -21\% |
| Diluted earnings................................................ |  | 1.98 | 2.55 | -22 |  | 3.59 | 4.53 | -21 |
| Cash dividends................................................ | \$ | . 70 | . 70 | - | \$ | 1.40 | 1.40 | - |
| Common shares outstanding: |  |  |  |  |  |  |  |  |
| Average - diluted (1).......................................... |  | 131,828 | 129,017 | 2 \% |  | 131,479 | 128,828 | 2 \% |
| Period end (2)................................................. |  | 131,953 | 129,464 | 2 |  | 131,953 | 129,464 | 2 |
| Return on (annualized): |  |  |  |  |  |  |  |  |
| Average total assets ......................................... |  | 1.27 \% | 1.68 \% |  |  | 1.17 \% | 1.52 \% |  |
| Average common shareholders' equity ................... |  | 9.79 \% | 13.78 \% |  |  | 9.02 \% | 12.47 \% |  |
| Taxable-equivalent net interest income..................... | \$ | 674,963 | 683,804 | -1 \% | \$ | 1,337,341 | 1,346,304 | -1 \% |
| Yield on average earning assets............................ |  | 3.73 \% | 4.10 \% |  |  | 3.80 \% | 4.12 \% |  |
| Cost of interest-bearing liabilities.............................. |  | . 51 \% | . 62 \% |  |  | . 53 \% | . 63 \% |  |
| Net interest spread............................................... |  | 3.22 \% | $3.48 \%$ |  |  | 3.27 \% | $3.49 \%$ |  |
| Contribution of interest-free funds. |  | . 18 \% | . 23 \% |  |  | . 19 \% | . 22 \% |  |
| Net interest margin .............................................. |  | 3.40 \% | 3.71 \% |  |  | 3.46 \% | 3.71 \% |  |
| Net charge-offs to average total net loans (annualized) $\qquad$ |  | . 18 \% | . 35 \% |  |  | . 19 \% | . 29 \% |  |
| Net operating results (3) |  |  |  |  |  |  |  |  |
| Net operating income ........................................... | \$ | 289,974 | 360,734 | -20\% | \$ | 525,136 | 645,870 | -19\% |
| Diluted net operating earnings per common share........ |  | 2.02 | 2.65 | -24 |  | 3.68 | 4.71 | -22 |
| Return on (annualized): |  |  |  |  |  |  |  |  |
| Average tangible assets....................................... |  | 1.35 \% | 1.81 \% |  |  | 1.25 \% | 1.65 \% |  |
| Average tangible common equity........................... |  | 14.92 \% | 22.72 \% |  |  | 13.86 \% | 20.76 \% |  |
| Efficiency ratio.................................................. |  | 59.39 \% | 50.92 \% |  |  | 61.62 \% | 53.36 \% |  |


| Loan quality | At June 30 |  |  | Change |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 | 2013 |  |
| Nonaccrual loans. | \$ | 880,134 | 964,906 | -9 \% |
| Real estate and other foreclosed assets. |  | 59,793 | 82,088 | -27 \% |
| Total nonperforming assets................................. | \$ | 939,927 | 1,046,994 | -10\% |
| Accruing loans past due 90 days or more (4).............. | \$ | 289,016 | 340,467 | -15\% |
| Government guaranteed loans included in totals above: |  |  |  |  |
| Nonaccrual loans. | \$ | 81,817 | 69,508 | 18 \% |
| Accruing loans past due 90 days or more................ |  | 275,846 | 315,281 | -13\% |
| Renegotiated loans........................................... | \$ | 270,223 | 263,351 | 3 \% |
| Acquired accruing loans past due 90 days or more (5). $\qquad$ | Acquired accruing loans past due 90 |  |  | -20\% |
| Purchased impaired loans (6): |  |  |  |  |
| Outstanding customer balance. | \$ | 504,584 | 725,196 | -30\% |
| Carrying amount........................................... |  | 282,517 | 394,697 | -28\% |
| Nonaccrual loans to total net loans.......................... |  | 1.36 \% | 1.46 \% |  |
| Allowance for credit losses to total loans................... |  | 1.42 \% | 1.41 \% |  |

(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 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 on page 17.
(4) Excludes acquired loans
(5) Acquired loans that were recorded at fair value at acquisition date. This category does not include purchased impaired loans that are presented separately.
(6) Accruing loans that were impaired at acquisition date and recorded at fair value.

M\&T BANK CORPORATION

| Amounts in thousands, except per share | Three months ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { June 30, } \\ 2014 \\ \hline \end{gathered}$ | March 31, $2014$ | $\begin{gathered} \hline \text { December 31, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2013 \\ \hline \end{gathered}$ | June 30, <br> 2013 |
| Performance |  |  |  |  |  |  |
| Net income. | \$ | 284,336 | 229,017 | 221,422 | 294,479 | 348,466 |
| Net income available to common shareholders........... |  | 260,695 | 211,731 | 203,451 | 275,356 | 328,557 |
| Per common share: |  |  |  |  |  |  |
| Basic earnings.. | \$ | 1.99 | 1.63 | 1.57 | 2.13 | 2.56 |
| Diluted earnings.............................................. |  | 1.98 | 1.61 | 1.56 | 2.11 | 2.55 |
| Cash dividends................................................ | \$ | . 70 | . 70 | . 70 | . 70 | . 70 |
| Common shares outstanding: |  |  |  |  |  |  |
| Average - diluted (1)......................................... |  | 131,828 | 131,126 | 130,464 | 130,265 | 129,017 |
| Period end (2).................................................. |  | 131,953 | 131,431 | 130,564 | 130,241 | 129,464 |
| Return on (annualized): |  |  |  |  |  |  |
| Average total assets .. |  | 1.27 \% | 1.07 \% | 1.03 \% | 1.39 \% | 1.68 \% |
| Average common shareholders' equity . |  | 9.79 \% | 8.22 \% | 7.99 \% | 11.06 \% | 13.78 \% |
| Taxable-equivalent net interest income...... | \$ | 674,963 | 662,378 | 672,683 | 679,213 | 683,804 |
| Yield on average earning assets.................. |  | 3.73 \% | 3.87 \% | 3.92 \% | 3.98 \% | 4.10 \% |
| Cost of interest-bearing liabilities....................... |  | . 51 \% | . 55 \% | . 56 \% | . 58 \% | . 62 \% |
| Net interest spread............................................. |  | 3.22 \% | 3.32 \% | $3.36 \%$ | 3.40 \% | 3.48 \% |
| Contribution of interest-free funds......................... |  | . 18 \% | 20\% | . 20 \% | . 21 \% | . 23 \% |
| Net interest margin |  | 3.40 \% | 3.52 \% | 3.56 \% | 3.61 \% | 3.71 \% |
| Net charge-offs to average total net loans (annualized). |  | . 18 \% | . 20 \% | . 26 \% | . 29 \% | . 35 \% |



| Loan quality | June 30, 2014 |  | March 31, <br> 2014 | $\begin{gathered} \text { December 31, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2013 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonaccrual loans... | \$ | 880,134 | 890,893 | 874,156 | 915,871 | 964,906 |
| Real estate and other foreclosed assets................... |  | 59,793 | 59,407 | 66,875 | 89,203 | 82,088 |
| Total nonperforming assets.. | \$ | 939,927 | 950,300 | 941,031 | 1,005,074 | 1,046,994 |
| Accruing loans past due 90 days or more (4).............. | \$ | 289,016 | 307,017 | 368,510 | 339,792 | 340,467 |
| Government guaranteed loans included in totals above: |  |  |  |  |  |  |
| Nonaccrual loans............................................ | \$ | 81,817 | 75,959 | 63,647 | 68,519 | 69,508 |
| Accruing loans past due 90 days or more................. |  | 275,846 | 291,418 | 297,918 | 320,732 | 315,281 |
| Renegotiated loans.. | \$ | 270,223 | 257,889 | 257,092 | 259,301 | 263,351 |
| Acquired accruing loans past due 90 days or more (5). | \$ | 124,217 | 120,996 | 130,162 | 153,585 | 155,686 |
| Purchased impaired loans (6): |  |  |  |  |  |  |
| Outstanding customer balance. | \$ | 504,584 | 534,331 | 579,975 | 648,118 | 725,196 |
| Carrying amount............................................. |  | 282,517 | 303,388 | 330,792 | 357,337 | 394,697 |
| Nonaccrual loans to total net loans......................... |  | $1.36 \%$ | 1.39 \% | 1.36 \% | 1.44 \% | $1.46 \%$ |
| Allowance for credit losses to total loans.................. |  | 1.42 \% | $1.43 \%$ | 1.43 \% | 1.44 \% | 1.41 \% |

(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 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 on page 18
(4) Excludes acquired loans.
(5) Acquired loans that were recorded at fair value at acquisition date. This category does not include purchased impaired loans that are presented separately.
(6) 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 June 30 |  |  | Change | Six months ended June 30 |  |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 | 2013 |  |  | 2014 | 2013 |  |
| Interest income. | \$ | 734,290 | 750,207 | -2 \% | \$ | 1,457,242 | 1,480,182 | -2 \% |
| Interest expense. |  | 65,176 | 72,620 | -10 |  | 131,695 | 146,545 | -10 |
| Net interest income................................................... |  | 669,114 | 677,587 | -1 |  | 1,325,547 | 1,333,637 | -1 |
| Provision for credit losses. |  | 30,000 | 57,000 | -47 |  | 62,000 | 95,000 | -35 |
| Net interest income after provision for credit losses. |  | 639,114 | 620,587 | 3 |  | 1,263,547 | 1,238,637 | 2 |
| Other income |  |  |  |  |  |  |  |  |
| Mortgage banking revenues......................................... |  | 95,656 | 91,262 | 5 |  | 175,705 | 184,365 | -5 |
| Service charges on deposit accounts............................. |  | 107,368 | 111,717 | -4 |  | 211,566 | 222,666 | -5 |
| Trust income |  | 129,893 | 124,728 | 4 |  | 251,145 | 246,331 | 2 |
| Brokerage services income. |  | 17,487 | 17,258 | 1 |  | 33,987 | 32,969 | 3 |
| Trading account and foreign exchange gains. |  | 8,042 | 9,224 | -13 |  | 14,489 | 18,151 | -20 |
| Gain on bank investment securities. |  | - | 56,457 | - |  | - | 56,457 | - |
| Other-than-temporary impairment losses recognized in earnings. |  | - ${ }^{-}$ | - | - |  | (8,5) | $(9,800)$ | - |
| Equity in earnings of Bayview Lending Group LLC............ |  | $(4,055)$ | $(2,453)$ | - |  | $(8,509)$ | $(6,109)$ | - |
| Other revenues from operations..................................... |  | 102,021 | 100,496 | 2 |  | 198,136 | 196,541 | 1 |
| Total other income. |  | 456,412 | 508,689 | -10 |  | 876,519 | 941,571 | -7 |
| Other expense |  |  |  |  |  |  |  |  |
| Salaries and employee benefits.. |  | 339,713 | 323,136 | 5 |  | 711,039 | 679,687 | 5 |
| Equipment and net occupancy... |  | 68,084 | 64,278 | 6 |  | 139,251 | 129,437 | 8 |
| Printing, postage and supplies. |  | 9,180 | 10,298 | -11 |  | 20,136 | 20,997 | -4 |
| Amortization of core deposit and other intangible assets. |  | 9,234 | 12,502 | -26 |  | 19,296 | 25,845 | -25 |
| FDIC assessments. |  | 15,155 | 17,695 | -14 |  | 30,643 | 37,133 | -17 |
| Other costs of operations |  | 239,828 | 170,682 | 41 |  | 463,100 | 341,088 | 36 |
| Total other expense. |  | 681,194 | 598,591 | 14 |  | 1,383,465 | 1,234,187 | 12 |
| Income before income taxes.. |  | 414,332 | 530,685 | -22 |  | 756,601 | 946,021 | -20 |
| Applicable income taxes................................................... |  | 129,996 | 182,219 | -29 |  | 243,248 | 323,442 | -25 |
| Net income... | \$ | 284,336 | 348,466 | -18 \% | \$ | 513,353 | 622,579 | -18 \% |

## M\&T BANK CORPORATION

Condensed Consolidated Statement of Income, Five Quarter Trend

| Dollars in thousands | Three months ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | June 30, 2014 | $\begin{gathered} \text { March 31, } \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2013 \\ \hline \end{gathered}$ |
| Interest income.. | \$ | 734,290 | 722,952 | 734,466 | 742,686 | 750,207 |
| Interest expense...................................................... |  | 65,176 | 66,519 | 67,982 | 69,578 | 72,620 |
| Net interest income................................................... |  | 669,114 | 656,433 | 666,484 | 673,108 | 677,587 |
| Provision for credit losses............................................ |  | 30,000 | 32,000 | 42,000 | 48,000 | 57,000 |
| Net interest income after provision for credit losses. $\qquad$ |  | 639,114 | 624,433 | 624,484 | 625,108 | 620,587 |
| Other income |  |  |  |  |  |  |
| Mortgage banking revenues. |  | 95,656 | 80,049 | 82,169 | 64,731 | 91,262 |
| Service charges on deposit accounts............................ |  | 107,368 | 104,198 | 110,436 | 113,839 | 111,717 |
| Trust income |  | 129,893 | 121,252 | 125,876 | 123,801 | 124,728 |
| Brokerage services income. |  | 17,487 | 16,500 | 15,807 | 16,871 | 17,258 |
| Trading account and foreign exchange gains.................. |  | 8,042 | 6,447 | 13,690 | 8,987 | 9,224 |
| Gain on bank investment securities..... |  | - | - | - | - | 56,457 |
| Equity in earnings of Bayview Lending Group LLC............ |  | $(4,055)$ | $(4,454)$ | $(6,136)$ | $(3,881)$ | $(2,453)$ |
| Other revenues from operations.................................... |  | 102,021 | 96,115 | 104,404 | 153,040 | 100,496 |
| Total other income............................................. |  | 456,412 | 420,107 | 446,246 | 477,388 | 508,689 |
| Other expense |  |  |  |  |  |  |
| Salaries and employee benefits................................... |  | 339,713 | 371,326 | 336,159 | 339,332 | 323,136 |
| Equipment and net occupancy..................................... |  | 68,084 | 71,167 | 68,670 | 66,220 | 64,278 |
| Printing, postage and supplies.................................... |  | 9,180 | 10,956 | 8,808 | 9,752 | 10,298 |
| Amortization of core deposit and other intangible assets. |  | 9,234 | 10,062 | 10,439 | 10,628 | 12,502 |
| FDIC assessments.................................................. |  | 15,155 | 15,488 | 17,574 | 14,877 | 17,695 |
| Other costs of operations ............................................ |  | 239,828 | 223,272 | 301,422 | 217,817 | 170,682 |
| Total other expense.......................................... |  | 681,194 | 702,271 | 743,072 | 658,626 | 598,591 |
| Income before income taxes........................................... |  | 414,332 | 342,269 | 327,658 | 443,870 | 530,685 |
| Applicable income taxes............................................... |  | 129,996 | 113,252 | 106,236 | 149,391 | 182,219 |
| Net income.................................................................. | \$ | 284,336 | 229,017 | 221,422 | 294,479 | 348,466 |

## M\&T BANK CORPORATION

Condensed Consolidated Balance Sheet

| Dollars in thousands | June 30 |  |  | Change |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 | 2013 |  |
| ASSETS |  |  |  |  |
| Cash and due from banks......................................... | \$ | 1,827,197 | 1,350,015 | 35 \% |
| Interest-bearing deposits at banks.............................. |  | 3,032,530 | 2,555,354 | 19 |
| Federal funds sold and agreements to resell securities. |  | 90,239 | 124,487 | -28 |
| Trading account assets................................................ |  | 313,325 | 378,235 | -17 |
| Investment securities... |  | 12,120,195 | 5,210,526 | 133 |
| Loans and leases: |  |  |  |  |
| Commercial, financial, etc. |  | 19,105,892 | 18,021,812 | 6 |
| Real estate - commercial. |  | 26,374,274 | 26,116,394 | 1 |
| Real estate - consumer. |  | 8,656,766 | 10,399,749 | -17 |
| Consumer.. |  | 10,610,761 | 11,433,911 | -7 |
| Total loans and leases, net of unearned discount..... |  | 64,747,693 | 65,971,866 | -2 |
| Less: allowance for credit losses........................ |  | 917,666 | 927,065 | -1 |
| Net loans and leases................................................. |  | 63,830,027 | 65,044,801 | -2 |
| Goodwill. |  | 3,524,625 | 3,524,625 | - |
| Core deposit and other intangible assets.................. |  | 49,555 | 89,918 | -45 |
| Other assets.......................................................... |  | 6,047,309 | 4,951,044 | 22 |
| Total assets.......................................................... | \$ | 90,835,002 | 83,229,005 | $9 \%$ |

LIABILITIES AND SHAREHOLDERS' EQUITY

| Noninterest-bearing deposits.................................. | \$ | 26,088,763 | 24,074,815 | 8 \% |
| :---: | :---: | :---: | :---: | :---: |
| Interest-bearing deposits.......................................... |  | 43,502,602 | 41,302,212 | 5 |
| Deposits at Cayman Islands office.............................. |  | 237,890 | 284,443 | -16 |
| Total deposits...................................................... |  | 69,829,255 | 65,661,470 | 6 |
| Short-term borrowings............................................. |  | 161,631 | 307,740 | -47 |
| Accrued interest and other liabilities.... |  | 1,283,430 | 1,421,067 | -10 |
| Long-term borrowings.. |  | 7,391,931 | 5,122,398 | 44 |
| Total liabilities. |  | 78,666,247 | 72,512,675 | 8 |
| Shareholders' equity: |  |  |  |  |
| Preferred. |  | 1,231,500 | 876,796 | 40 |
| Common (1) ............................................. |  | 10,937,255 | 9,839,534 | 11 |
| Total shareholders' equity.............................. |  | 12,168,755 | 10,716,330 | 14 |
| Total liabilities and shareholders' equity...................... | \$ | 90,835,002 | 83,229,005 | $9 \%$ |

[^0]
## M\&T BANK CORPORATION

Condensed Consolidated Balance Sheet, Five Quarter Trend

| Dollars in thousands |  | June 30, $2014$ | $\begin{gathered} \text { March 31, } \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2013 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |
| Cash and due from banks........................................ | \$ | 1,827,197 | 1,671,052 | 1,573,361 | 1,941,944 | 1,350,015 |
| Interest-bearing deposits at banks............................ |  | 3,032,530 | 3,299,185 | 1,651,138 | 1,925,811 | 2,555,354 |
| Federal funds sold and agreements to resell securities. |  | 90,239 | 92,066 | 99,573 | 117,809 | 124,487 |
| Trading account assets......................................... |  | 313,325 | 314,807 | 376,131 | 371,370 | 378,235 |
| Investment securities. |  | 12,120,195 | 10,364,249 | 8,796,497 | 8,309,773 | 5,210,526 |
| Loans and leases: |  |  |  |  |  |  |
| Commercial, financial, etc. |  | 19,105,892 | 18,896,070 | 18,705,216 | 17,911,149 | 18,021,812 |
| Real estate - commercial. |  | 26,374,274 | 26,104,086 | 26,148,208 | 26,345,267 | 26,116,394 |
| Real estate - consumer. |  | 8,656,766 | 8,774,095 | 8,928,221 | 9,228,003 | 10,399,749 |
| Consumer. |  | 10,610,761 | 10,360,827 | 10,291,514 | 10,174,623 | 11,433,911 |
| Total loans and leases, net of unearned discount.... |  | 64,747,693 | 64,135,078 | 64,073,159 | 63,659,042 | 65,971,866 |
| Less: allowance for credit losses...... |  | 917,666 | 916,768 | 916,676 | 916,370 | 927,065 |
| Net loans and leases............................................ |  | 63,830,027 | 63,218,310 | 63,156,483 | 62,742,672 | 65,044,801 |
| Goodwill. |  | 3,524,625 | 3,524,625 | 3,524,625 | 3,524,625 | 3,524,625 |
| Core deposit and other intangible assets.................. |  | 49,555 | 58,789 | 68,851 | 79,290 | 89,918 |
| Other assets........................................................ |  | 6,047,309 | 5,987,277 | 5,915,732 | 5,414,191 | 4,951,044 |
| Total assets....................................................... | \$ | 90,835,002 | 88,530,360 | 85,162,391 | 84,427,485 | 83,229,005 |

LIABILITIES AND SHAREHOLDERS' EQUITY

| Noninterest-bearing deposits................................... | \$ | 26,088,763 | 25,244,200 | 24,661,007 | 24,150,771 | 24,074,815 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing deposits......................................... |  | 43,502,602 | 43,207,286 | 42,134,859 | 42,084,860 | 41,302,212 |
| Deposits at Cayman Islands office............................. |  | 237,890 | 247,880 | 322,746 | 316,510 | 284,443 |
| Total deposits..................................................... |  | 69,829,255 | 68,699,366 | 67,118,612 | 66,552,141 | 65,661,470 |
| Short-term borrowings............................................. |  | 161,631 | 230,209 | 260,455 | 246,019 | 307,740 |
| Accrued interest and other liabilities............................ |  | 1,283,430 | 1,462,725 | 1,368,922 | 1,491,797 | 1,421,067 |
| Long-term borrowings.............................................. |  | 7,391,931 | 6,251,197 | 5,108,870 | 5,121,326 | 5,122,398 |
| Total liabilities......................................................... |  | 78,666,247 | 76,643,497 | 73,856,859 | 73,411,283 | 72,512,675 |
| Shareholders' equity: |  |  |  |  |  |  |
| Preferred |  | 1,231,500 | 1,231,500 | 881,500 | 879,010 | 876,796 |
| Common (1) |  | 10,937,255 | 10,655,363 | 10,424,032 | 10,137,192 | 9,839,534 |
| Total shareholders' equity..................................... |  | 12,168,755 | 11,886,863 | 11,305,532 | 11,016,202 | 10,716,330 |
| Total liabilities and shareholders' equity................... | \$ | 90,835,002 | 88,530,360 | 85,162,391 | 84,427,485 | 83,229,005 |
| (1) Reflects accumulated other comprehensive income, net of applicable income tax effect, of $\$ 40.3$ million at June 30, 2014, and accumulated other comprehensive loss, net of applicable income tax effect, of $\$ 25.3$ million at March 31, 2014, $\$ 64.2$ million at December 31, 2013 , $\$ 198.1$ million at September 30, 2013 and $\$ 227.8$ million at June 30, 2013. |  |  |  |  |  |  |

16-16-16-16-16
M\&T BANK CORPORATION
Condensed Consolidated Average Balance Sheet
and Annualized Taxable-equivalent Rates


LIABILITIES AND SHAREHOLDERS' EQUITY

| Interest-bearing deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW accounts.......................................... | \$ | 1,026 | . 13 |  | 941 | . 14 | 988 | . 12 | $9 \%$ | 4 \% | \$ | 1,007 | . 13 | 917 | . 14 | 10 \% |
| Savings deposits...................................... |  | 39,478 | . 11 |  | 36,459 | . 15 | 38,358 | . 12 | 8 | 3 |  | 38,921 | . 12 | 35,930 | . 16 | 8 |
| Time deposits...................................... |  | 3,350 | . 46 |  | 4,210 | . 71 | 3,460 | . 46 | -20 | -3 |  | 3,404 | . 46 | 4,323 | . 73 | -21 |
| Deposits at Cayman Islands office................. |  | 339 | . 21 |  | 326 | . 25 | 380 | . 22 | 4 | -11 |  | 360 | . 22 | 591 | . 20 | -39 |
| Total interest-bearing deposits.................. |  | 44,193 | . 14 |  | 41,936 | . 21 | 43,186 | . 15 | 5 | 2 |  | 43,692 | . 15 | 41,761 | . 22 | 5 |
| Short-term borrowings.............................. |  | 220 | . 05 |  | 343 | . 11 | 264 | . 05 | -36 | -17 |  | 242 | . 05 | 489 | . 13 | -51 |
| Long-term borrowings.................................... |  | 6,525 | 3.05 |  | 5,051 | 4.03 | 5,897 | 3.47 | 29 | 11 |  | 6,213 | 3.25 | 4,871 | 4.20 | 28 |
| Total interest-bearing liabilities....................... |  | 50,938 | . 51 |  | 47,330 | . 62 | 49,347 | . 55 | 8 | 3 |  | 50,147 | . 53 | 47,121 | . 63 | 6 |
| Noninterest-bearing deposits.......................... |  | 25,466 |  |  | 23,744 |  | 24,141 |  | 7 | 5 |  | 24,807 |  | 23,352 |  | 6 |
| Other liabilities.............................................. |  | 1,430 |  |  | 1,715 |  | 1,529 |  | -17 | -6 |  | 1,479 |  | 1,720 |  | -14 |
| Total liabilities............................................. |  | 77,834 |  |  | 72,789 |  | 75,017 |  | 7 | 4 |  | 76,433 |  | 72,193 |  | 6 |
| Shareholders' equity..................................... |  | 12,039 |  |  | 10,563 |  | 11,648 |  | 14 | 3 |  | 11,845 |  | 10,444 |  | 13 |
| Total liabilities and shareholders' equity........ | \$ | 89,873 |  |  | 83,352 |  | 86,665 |  | $8 \%$ | $4 \%$ | \$ | 88,278 |  | 82,637 |  | $7 \%$ |
| Net interest spread................................... |  |  | 3.22 |  |  | 3.48 |  | 3.32 |  |  |  |  | 3.27 |  | 3.49 |  |
| Contribution of interest-free funds................... |  |  | . 18 |  |  | . 23 |  | . 20 |  |  |  |  | . 19 |  | . 22 |  |
| Net interest margin ................................. |  |  | 3.40 | \% |  | 3.71 \% |  | 3.52 \% |  |  |  |  | 3.46 \% |  | 3.71 \% |  |

17-17-17-17-17
M\&T BANK CORPORATION
Reconciliation of Quarterly GAAP to Non-GAAP Measures

|  | Three months ended June 30 |  |  | Six months ended June 30 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 | 2013 |  | 2014 | 2013 |
| Income statement data |  |  |  |  |  |  |
| In thousands, except per share |  |  |  |  |  |  |
| Net income |  |  |  |  |  |  |
| Net income................................................ | \$ | 284,336 | 348,466 | \$ | 513,353 | 622,579 |
| Amortization of core deposit and other intangible assets (1). |  | 5,638 | 7,632 |  | 11,783 | 15,780 |
| Merger-related expenses (1)............ |  |  | 4,636 |  |  | 7,511 |
| Net operating income.................................... | \$ | 289,974 | 360,734 | \$ | 525,136 | 645,870 |
| Earnings per common share |  |  |  |  |  |  |
| Diluted earnings per common share...................... | \$ | 1.98 | 2.55 | \$ | 3.59 | 4.53 |
| Amortization of core deposit and other intangible assets (1) $\qquad$ |  | . 04 | . 06 |  | . 09 | . 12 |
| Merger-related expenses (1)............................... |  | - | 04 |  | - | . 06 |
| Diluted net operating earnings per common share..... | \$ | 2.02 | 2.65 | \$ | 3.68 | 4.71 |
| Other expense |  |  |  |  |  |  |
| Other expense............................................. | \$ | 681,194 | 598,591 | \$ | 1,383,465 | 1,234,187 |
| Amortization of core deposit and other intangible assets.. |  | $(9,234)$ | $(12,502)$ |  | $(19,296)$ | $(25,845)$ |
| Merger-related expenses.................................... |  | - | $(7,632)$ |  | - | $(12,364)$ |
| Noninterest operating expense........................... | \$ | 671,960 | 578,457 |  | 1,364,169 | $\underline{\text { 1,195,978 }}$ |
| Merger-related expenses |  |  |  |  |  |  |
| Salaries and employee benefits.......................... | \$ | - | 300 | \$ | - | 836 |
| Equipment and net occupancy..... |  |  | 489 |  |  | 690 |
| Printing, postage and supplies............................. |  | - | 998 |  | - | 1,825 |
| Other costs of operations.................................. |  | - | 5,845 |  | - | 9,013 |
| Total. | \$ | - | 7,632 | \$ | - | 12,364 |
| Efficiency ratio |  |  |  |  |  |  |
| Noninterest operating expense (numerator)............... | \$ | 671,960 | 578,457 |  | 1,364,169 | 1,195,978 |
| Taxable-equivalent net interest income. |  | 674,963 | 683,804 |  | 1,337,341 | 1,346,304 |
| Other income... |  | 456,412 | 508,689 |  | 876,519 | 941,571 |
| Less: Gain on bank investment securities............... |  | - | 56,457 |  | - | 56,457 |
| Net OTTI losses recognized in earnings.......... |  | $-$ | - |  | - | $(9,800)$ |
| Denominator.................................................... |  | 1,131,375 | 1,136,036 |  | 2,213,860 | 2,241,218 |
| Efficiency ratio... |  | 59.39 \% | 50.92 \% |  | 61.62 \% | 53.36 |
| Balance sheet data |  |  |  |  |  |  |
| In millions |  |  |  |  |  |  |
| Average assets |  |  |  |  |  |  |
| Average assets.............................................. | \$ | 89,873 | 83,352 | \$ | 88,278 | 82,637 |
| Goodwill.................................................... |  | $(3,525)$ | $(3,525)$ |  | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets................. |  | (53) | (95) |  | (59) | (102) |
| Deferred taxes............................................... |  | 16 | 28 |  | 18 | 30 |
| Average tangible assets................................. | \$ | 86,311 | 79,760 | \$ | 84,712 | 79,040 |
| Average common equity |  |  |  |  |  |  |
| Average total equity... | \$ | 12,039 | 10,563 | \$ | 11,845 | 10,444 |
| Preferred stock..... |  | $(1,231)$ | (876) |  | $(1,152)$ | (876) |
| Average common equity..... |  | 10,808 | 9,687 |  | 10,693 | 9,568 |
| Goodwill............... |  | $(3,525)$ | $(3,525)$ |  | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets................. |  | (53) | (95) |  | (59) | (102) |
| Deferred taxes................................................ |  | 16 | 28 |  | 18 | 30 |
| Average tangible common equity........................ | \$ | 7,246 | 6,095 | \$ | 7,127 | 5,971 |
| At end of quarter |  |  |  |  |  |  |
| Total assets |  |  |  |  |  |  |
| Total assets................................................... | \$ | 90,835 | 83,229 |  |  |  |
| Goodwill...................................................... |  | $(3,525)$ | $(3,525)$ |  |  |  |
| Core deposit and other intangible assets.................. |  | (49) | (90) |  |  |  |
| Deferred taxes................................................ |  | 15 | 27 |  |  |  |
| Total tangible assets.. | \$ | 87,276 | 79,641 |  |  |  |
| Total common equity |  |  |  |  |  |  |
| Total equity..................................................... | \$ | 12,169 | 10,716 |  |  |  |
| Preferred stock.............................................. |  | $(1,232)$ | (877) |  |  |  |
| Undeclared dividends - cumulative preferred stock...... |  | (3) | (3) |  |  |  |
| Common equity, net of undeclared cumulative preferred dividends. |  | 10,934 | 9,836 |  |  |  |
| Goodwill...................................................... |  | $(3,525)$ | $(3,525)$ |  |  |  |
| Core deposit and other intangible assets.................. |  | (49) | (90) |  |  |  |
| Deferred taxes................................................ |  | 15 | 27 |  |  |  |
| Total tangible common equity............................. | \$ | 7,375 | 6,248 |  |  |  |

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

|  | Three months ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, <br> 2014 |  | March 31, <br> 2014 | $\begin{gathered} \text { December 31, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2013 \\ \hline \end{gathered}$ | June 30, $2013$ |
| Income statement data |  |  |  |  |  |  |
| In thousands, except per share |  |  |  |  |  |  |
| Net income |  |  |  |  |  |  |
| Net income.. | \$ | 284,336 | 229,017 | 221,422 | 294,479 | 348,466 |
| Amortization of core deposit and other |  |  |  |  |  |  |
| intangible assets (1).. |  | 5,638 | 6,145 | 6,375 | 6,489 | 7,632 |
| Merger-related expenses (1)...... |  | - | - | - | - | 4,636 |
| Net operating income... | \$ | 289,974 | 235,162 | 227,797 | 300,968 | 360,734 |
| Earnings per common share |  |  |  |  |  |  |
| Diluted earnings per common share... | \$ | 1.98 | 1.61 | 1.56 | 2.11 | 2.55 |
| Amortization of core deposit and other |  |  |  |  |  |  |
| intangible assets (1)... |  | . 04 | . 05 | . 05 | . 05 | . 06 |
| Merger-related expenses (1)................................ |  | - | - | - | - | . 04 |
| Diluted net operating earnings per common share..... | \$ | 2.02 | 1.66 | 1.61 | 2.16 | 2.65 |
| Other expense |  |  |  |  |  |  |
| Other expense... | \$ | 681,194 | 702,271 | 743,072 | 658,626 | 598,591 |
| Amortization of core deposit and other |  |  |  |  |  |  |
| intangible assets.............................................. |  | $(9,234)$ | $(10,062)$ | $(10,439)$ | $(10,628)$ | $(12,502)$ |
| Merger-related expenses....................................... |  | - | - | - | - | $(7,632)$ |
| Noninterest operating expense.. | \$ | 671,960 | 692,209 | 732,633 | 647,998 | 578,457 |
| Merger-related expenses |  |  |  |  |  |  |
| Salaries and employee benefits...................... | \$ | - | - | - | - | 300 |
| Equipment and net occupancy.......................... |  | - | - | - | - | 489 |
| Printing, postage and supplies... |  | - | - | - | - | 998 |
| Other costs of operations............ |  | $-$ | $-$ | $-$ | - | 5,845 |
| Total.............. | \$ | - | - | - | - | 7,632 |
| Efficiency ratio |  |  |  |  |  |  |
| Noninterest operating expense (numerator)................ | \$ | 671,960 | 692,209 | 732,633 | 647,998 | 578,457 |
| Taxable-equivalent net interest income.................... |  | 674,963 | 662,378 | 672,683 | 679,213 | 683,804 |
| Other income.................. |  | 456,412 | 420,107 | 446,246 | 477,388 | 508,689 |
| Less: Gain on bank investment securities................ |  | - | - | - | - | 56,457 |
| Net OTTI losses recognized in earnings............ |  | $\checkmark$ | - | - | - | - |
| Denominator...................................................... | \$ | 1,131,375 | 1,082,485 | 1,118,929 | 1,156,601 | 1,136,036 |
| Efficiency ratio................................................ |  | 59.39 \% | 63.95 \% | 65.48 \% | 56.03 \% | $50.92 \%$ |


| Balance sheet data |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions |  |  |  |  |  |  |
| Average assets |  |  |  |  |  |  |
| Average assets... | \$ | 89,873 | 86,665 | 85,330 | 84,011 | 83,352 |
| Goodwill.. |  | $(3,525)$ | $(3,525)$ | $(3,525)$ | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets.................... |  | (53) | (64) | (74) | (84) | (95) |
| Deferred taxes.......................................... |  | 16 | 20 | 23 | 25 | 28 |
| Average tangible assets. | \$ | 86,311 | 83,096 | 81,754 | 80,427 | 79,760 |
| Average common equity |  |  |  |  |  |  |
| Average total equity... | \$ | 12,039 | 11,648 | 11,109 | 10,881 | 10,563 |
| Preferred stock... |  | $(1,231)$ | $(1,072)$ | (881) | (878) | (876) |
| Average common equity.. |  | 10,808 | 10,576 | 10,228 | 10,003 | 9,687 |
| Goodwill... |  | $(3,525)$ | $(3,525)$ | $(3,525)$ | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets................... |  | (53) | (64) | (74) | (84) | (95) |
| Deferred taxes.. |  | 16 | 20 | 23 | 25 | 28 |
| Average tangible common equity. | \$ | 7,246 | 7,007 | 6,652 | 6,419 | 6,095 |
| At end of quarter |  |  |  |  |  |  |
| Total assets |  |  |  |  |  |  |
| Total assets...................................................... | \$ | 90,835 | 88,530 | 85,162 | 84,427 | 83,229 |
| Goodwill..... |  | $(3,525)$ | $(3,525)$ | $(3,525)$ | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets................. |  | (49) | (59) | (69) | (79) | (90) |
| Deferred taxes.. |  | 15 | 19 | 21 | 24 | 27 |
| Total tangible assets.. | \$ | 87,276 | 84,965 | 81,589 | 80,847 | 79,641 |
| Total common equity |  |  |  |  |  |  |
| Total equity. | \$ | 12,169 | 11,887 | 11,306 | 11,016 | 10,716 |
| Preferred stock.. |  | $(1,232)$ | $(1,232)$ | (882) | (879) | (877) |
| Undeclared dividends - cumulative preferred stock...... |  | (3) | (3) | (3) | (4) | (3) |
| Common equity, net of undeclared cumulative preferred dividends. |  | 10,934 | 10,652 | 10,421 | 10,133 | 9,836 |
| Goodwill...................................................... |  | $(3,525)$ | $(3,525)$ | $(3,525)$ | $(3,525)$ | $(3,525)$ |
| Core deposit and other intangible assets................... |  | (49) | (59) | (69) | (79) | (90) |
| Deferred taxes.. |  | 15 | 19 | 21 | 24 | 27 |
| Total tangible common equity... | \$ | 7,375 | 7,087 | 6,848 | 6,553 | 6,248 |


[^0]:    (1) Reflects accumulated other comprehensive income, net of applicable income tax effect, of $\$ 40.3$ million at June 30, 2014 and accumulated other comprehensive loss, net of applicable income tax effect, of $\$ 227.8$ million at June 30, 2013.

