M\&T Bank Newsroom

## M\&T Bank Corporation Announces Second Quarter Results

PRNewswire-FirstCall<br>BUFFALO, New York

M\&T Bank Corporation ("M\&T") today reported its results of operations for the quarter ended June 30, 2007.
GAAP Results of Operations. Diluted earnings per share measured in accordance with generally accepted accounting principles ("GAAP") for the second quarter of 2007 were $\$ 1.95$, up from $\$ 1.87$ in the year-earlier quarter. GAAP-basis net income in the recently completed quarter totaled $\$ 214$ million, compared with $\$ 213$ million in the second quarter of 2006. GAAP-basis net income for 2007's second quarter expressed as an annualized rate of return on average assets and average common stockholders' equity was $1.49 \%$ and $13.92 \%$, respectively, compared with $1.54 \%$ and $14.35 \%$, respectively, in the corresponding quarter of 2006.

Reflecting on M\&T's financial performance in the recently completed quarter, Rene F. Jones, Executive Vice President and Chief Financial Officer, stated, "In contrast to the first quarter, M\&T experienced a 3 basis point improvement in our net interest margin and growth in several noninterest income categories, including mortgage banking revenues that were consistent with our historical performance. In addition to revenue growth, operating expenses continued to be well-controlled."

For the first six months of 2007, GAAP-basis diluted earnings per share were $\$ 3.51$, compared with $\$ 3.64$ in the similar 2006 period. On the same basis, net income for the first half of the year totaled $\$ 390$ million in 2007 and $\$ 415$ million in 2006. GAAP-basis net income for the six-month period ended June 30, 2007 expressed as an annualized rate of return on average assets and average common stockholders' equity was $1.37 \%$ and $12.65 \%$, respectively, compared with $1.52 \%$ and $14.16 \%$, respectively, in the similar 2006 period.

Supplemental Reporting of Non-GAAP Results of Operations. Since 1998, M\&T has consistently provided 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. Amortization of core deposit and other intangible assets, after tax effect, was $\$ 10$ million ( $\$ .09$ per diluted share) in the second quarter of 2007, compared with $\$ 7$ million ( $\$ .06$ per diluted share) in the second quarter of 2006. Similar after tax effect amortization charges for the six-month periods ended June 30, 2007 and 2006 were $\$ 21$ million ( $\$ .19$ per diluted share) and $\$ 15$ million ( $\$ .13$ per diluted share), respectively. The increased amortization in 2007 as compared with the corresponding 2006 periods reflects the June 30, 2006 acquisition of 21 banking offices in Buffalo and Rochester, including $\$ 1$ billion of deposits and $\$ 269$ million of loans. Expenses related to the acquisition and integration of those banking offices, deposits and loans totaled $\$ 2$ million, after applicable tax effect, or $\$ .02$ per diluted share in the three- and six-month periods ended June 30, 2006. There were no similar expenses in 2007.

Diluted net operating earnings per share, which exclude the impact of amortization of core deposit and other intangible assets and banking office acquisition-related expenses, were $\$ 2.04$ in the recent quarter, up $5 \%$ from $\$ 1.95$ in the year-earlier quarter. Net operating income during 2007's second quarter was $\$ 224$ million, compared with $\$ 222$ million in the corresponding 2006 period. Expressed as an annualized rate of return on average tangible assets and average tangible stockholders' equity, net operating income was $1.65 \%$ and $29.35 \%$, respectively, in the recent quarter, compared with $1.69 \%$ and $30.02 \%$ in the year-earlier quarter.

Diluted net operating earnings per share for the six-month period ended June 30, 2007 were $\$ 3.70$, compared with $\$ 3.79$ in the first six months of 2006. Net operating income for the first half of 2007 was $\$ 411$ million, compared with $\$ 433$ million in the similar 2006 period. For the first two quarters of 2007, net operating income expressed as an annualized rate of return on average tangible assets and average tangible equity was $1.53 \%$ and $26.71 \%$, respectively, compared with $1.67 \%$ and $29.67 \%$ in the first half of 2006.

Reconciliation of GAAP and Non-GAAP Results of Operations. A reconciliation of diluted earnings per share and net income with diluted net operating earnings per share and net operating income follows:


(1) After any related tax effect

Reconciliation of Total Assets and Equity to Tangible Assets and Equity. A reconciliation of average assets and equity with average tangible assets and average tangible equity follows:

Three months ended Six months ended



Taxable-equivalent Net Interest Income. Taxable-equivalent net interest income totaled $\$ 467$ million in the second quarter of 2007, up $3 \%$ from $\$ 451$ million in the year-earlier period. Growth in average loans and leases, which rose $6 \%$ to $\$ 43.6$ billion in the recent quarter from $\$ 41.0$ billion in the second quarter of 2006 , was the most significant contributor to the improvement. Such growth was attributable to average outstanding balance increases in commercial loans, commercial real estate loans and residential real estate loans. Net interest margin, or taxable-equivalent net interest income expressed as an annualized percentage of average earning assets, was $3.67 \%$ in the recent quarter, compared with $3.66 \%$ in the corresponding quarter of 2006. The recent quarter's net interest margin was also improved from 3.64\% in 2007's initial quarter.

Provision for Credit Losses/Asset Quality. The provision for credit losses totaled $\$ 30$ million in the second quarter of 2007, up from $\$ 17$ million in the year-earlier quarter. Net charge-offs of loans were $\$ 22$ million during the recent quarter, compared with $\$ 10$ million in the second quarter of 2006. Expressed as an annualized percentage of average loans outstanding, net charge-offs were . $20 \%$ and $.10 \%$ in the second quarter of 2007 and 2006, respectively. With regard to credit, Mr. Jones noted, "Consistent with our expectations, loan chargeoff rates have risen although they are still well below historical norms."

Loans classified as nonperforming totaled $\$ 296$ million, or . $68 \%$ of total loans at June 30, 2007, compared with $\$ 156$ million or $.38 \%$ a year earlier, $\$ 224$ million or $.52 \%$ at December 31, 2006 and $\$ 273$ million or $.63 \%$ at

March 31, 2007. Contributing to the increase in nonperforming loans from March 31, 2007 was the addition of a $\$ 34$ million loan to a residential home builder and developer in the Mid-Atlantic region. Loans past due 90 days or more and accruing interest were $\$ 135$ million at the end of the recent quarter, compared with $\$ 101$ million at June 30, 2006. Included in these past due but accruing amounts were loans guaranteed by government-related entities of $\$ 70$ million and $\$ 79$ million at June 30, 2007 and 2006, respectively. Assets taken in foreclosure of defaulted loans were $\$ 18$ million at June 30, 2007, compared with $\$ 14$ million a year earlier.

Allowance for Credit Losses. The allowance for credit losses totaled $\$ 668$ million, or $1.53 \%$ of total loans, at June 30,2007 , compared with $\$ 646$ million, or $1.55 \%$, a year earlier and $\$ 650$ million, or $1.51 \%$, at December 31, 2006. The decline in the allowance as a percentage of loans from June 30, 2006 to the recent quarter-end reflects increased holdings of residential real estate loans in the loan portfolio. In general, M\&T experiences lower charge-offs on residential real estate loans than on most other loan types. The ratio of M\&T's allowance for credit losses to nonperforming loans was $226 \%, 414 \%$ and $290 \%$ at June 30, 2007, June 30, 2006 and December 31, 2006, respectively.

Noninterest Income and Expense. Noninterest income in the second quarter of 2007 totaled $\$ 283$ million, an increase of $8 \%$ from $\$ 263$ million in the year- earlier quarter. Contributing to the increase were higher deposit account service charges, revenues from providing brokerage, trust and corporate advisory services, and $\$ 8$ million relating to M\&T's pro-rata portion of the operating results of Bayview Lending Group, LLC ("BLG"), a privately-held commercial mortgage lender in which M\&T invested on February 5, 2007. Including expenses associated with M\&T's investment in BLG, most notably interest expense, that investment added approximately $\$ 2$ million (after tax effect) to M\&T's net income in the second quarter of 2007. BLG specializes in originating, securitizing and servicing small balance commercial real estate loans in the United States, and to a lesser extent in Canada and the United Kingdom.

Noninterest expense in the second quarter of 2007 aggregated $\$ 393$ million, compared with $\$ 377$ million in the second quarter of 2006. Included in such amounts are expenses considered to be nonoperating in nature consisting of amortization of core deposit and other intangible assets of $\$ 16$ million in 2007 and $\$ 11$ million in 2006, and banking office acquisition-related expenses of $\$ 4$ million in 2006. The increased amortization and the acquisition-related expenses reflect M\&T's June 30, 2006 transaction to acquire 21 banking offices in Western New York. Exclusive of these nonoperating expenses, noninterest operating expenses were $\$ 376$ million in the recent quarter, compared with $\$ 362$ million in the second quarter of 2006. Higher salaries expense in the recent quarter as compared with the second quarter of 2006 was the largest contributor to the increase in noninterest operating expenses. During the recent quarter, the allowance for impairment of capitalized residential mortgage servicing rights was reduced by $\$ 5$ million, compared with a similar reversal of $\$ 8$ million in the second quarter of 2006. Those reversals reduced noninterest operating expenses and resulted from higher interest rate environments at the end of the respective quarters as compared with the immediately preceding quarter-ends.

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 improved to $50.2 \%$ in the second quarter of 2007 from $50.7 \%$ in the year-earlier period.

Balance Sheet. M\&T had total assets of $\$ 57.9$ billion at June 30, 2007, up from $\$ 56.5$ billion at June 30, 2006. Loans and leases, net of unearned discount, rose $5 \%$ to $\$ 43.7$ billion at the recent quarter-end from $\$ 41.6$ billion a year earlier. Deposits were $\$ 39.4$ billion at June 30, 2007, compared with $\$ 38.5$ billion at June 30,2006 . Total stockholders' equity was $\$ 6.2$ billion at June 30, 2007, representing $10.67 \%$ of total assets, compared with $\$ 6.0$ billion or $10.62 \%$ a year earlier. Common stockholders' equity per share was $\$ 57.59$ and $\$ 54.01$ at June 30, 2007 and 2006, respectively. Tangible equity per common share was $\$ 28.66$ at June 30,2007 , compared with $\$ 25.55$ at June 30, 2006. 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 $\$ 3.1$ billion and $\$ 3.2$ billion at June 30, 2007 and 2006, respectively.

During the recent quarter, M\&T repurchased $1,978,000$ shares of common stock at an average cost per share of $\$ 109.77$ under a plan authorized in February 2007 by M\&T's Board of Directors allowing for the purchase of up to $5,000,000$ shares of common stock. During the first half of 2007, M\&T repurchased $3,714,800$ shares of its common stock pursuant to authorized repurchased plans (including 1,696,300 shares that were repurchased under a previous authorization that was completed in March 2007) at an average cost of $\$ 114.41$ per share.

Conference Call. Investors will have an opportunity to listen to M\&T's conference call to discuss second quarter financial results today at 10:00 a.m. Eastern Daylight Saving 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 conference ID\# 8942628. 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, July 13, 2007 by calling 877-519-4471, or 973-341-3080 for international participants, and by making reference to ID\# 8942628. The event will also be archived and available by 3:00 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 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; 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.



Net operating results (3)


At June 30
Loan quality 20072006 Change

(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. A reconciliation of net income and net operating income is included herein.

M\&T BANK CORPORATION
Condensed Consolidated Statement of Income

|  | Three months ended June 30 |  |  |
| :---: | :---: | :---: | :---: |
| Dollars in thousands | 2007 | 2006 | Change |
| Interest income | \$878,176 | 812,911 | 8 \% |
| Interest expense | 416,264 | 366,298 | 14 |
| Net interest income | 461,912 | 446,613 | 3 |
| Provision for credit losses | 30,000 | 17,000 | 76 |
| Net interest income after provision for credit losses | 431,912 | 429,613 | 1 |



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Six months ended June 30

| Dollars in thousands | 2007 | 2006 Change |  |
| :---: | :---: | :---: | :---: |
| Interest income | \$1,739,225 | 1,590,183 | 9 |
| Interest expense | 826,886 | 696,544 | 19 |
| Net interest income | 912,339 | 893,639 | 2 |
| Provision for credit losses | 57,000 | 35,000 | 63 |
| Net interest income after provision for credit losses | 855,339 | 858,639 |  |

Other income


| Other expense |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Salaries and employee benefits | 461,454 | 441,24 |  | 5 |
| Equipment and net occupancy | 83,945 | 5 85,929 |  | -2 |
| Printing, postage and supplies | 17,890 | 16,639 |  | 8 |
| Amortization of core deposit and |  |  |  |  |
| Other costs of operations | 193,586 | 190,803 | 1 |  |
| Total other expense | 791,688 | 759,000 | 4 |  |
| Income before income taxes | 583,251 | 615,172 |  | -5 |
| Applicable income taxes | 193,109 | 199,682 | -3 |  |
| Net income \$390 | 20,142 415, | 15,490 -6 |  |  |

M\&T BANK CORPORATION
Condensed Consolidated Balance Sheet


Federal funds sold and agreements

| to resell securities | 334,924 | 16,649 |
| :--- | :--- | :--- |


| Trading account assets | 152,410 | 208,291 | -27 |
| :--- | ---: | ---: | ---: |
| Investment securities | $6,982,323$ | $7,903,142$ | -12 |

Loans and leases, net of unearned
discount 43,743,822 41,599,461 5
Less: allowance for credit losses $668,138 \quad 645,851 \quad 3$

| Goodwill | 2,908,849 | 2,908,849 | - |
| :---: | :---: | :---: | :---: |
| Core deposit and other intangible |  |  |  |
| assets | 215,897 | 290,847 -26 |  |
| Other assets | 2,890,134 | 2,637,914 | 10 |
| Total assets | \$57,869,069 | 56,507,088 | 2 \% |

LIABILITIES AND STOCKHOLDERS' EQUITY
Noninterest-bearing deposits at U.S.


Accrued interest and other

| liabilities | 897,249 | 953,858 | -6 |  |
| :--- | :--- | :--- | :--- | :--- |
| Long-term borrowings | $8,444,797$ | $5,734,509$ | 47 |  |

Total liabilities $\quad 51,693,762 \quad 50,506,864 \quad 2$
Stockholders' equity (1) 6,175,307 6,000,224 3

| equity | \$57,869,069 | 56,507,088 | $2 \%$ |
| :---: | :---: | :---: | :---: |

(1) Reflects accumulated other comprehensive loss, net of applicable income tax effect, of $\$ 66.8$ million at June 30, 2007 and $\$ 147.8$ million at June 30, 2006.

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


| Interest-bearing deposits at |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| banks \$ | 9 | 3.12 \% | 16 | 2.85 \% | \% -45 |  |
| Federal funds sold and agreements to resell |  |  |  |  |  |  |
| Trading account assets |  | 67 1 | 1.40 | 1032 | 2.94 | -35 |
| Investment securities |  | 6,886 | 5.01 | 8,314 | 4.81 | -17 |
| Loans and leases, net of unearned discount |  |  |  |  |  |  |
| Commercial, financial, | etc. | 12,155 | 7.23 | 11,274 | 7. | 4 |
| Real estate - commercia |  | 15,578 | 7.45 | 14,947 | 77. | 2 |
| Real estate - consumer |  | 5,875 | 6.49 | 4,860 | 6.2 | 21 |
| Consumer | 9,96 | 647.47 | 7 9,89 | 8996.99 | 99 | 1 |


| Total earning assets | 50,982 | 6.95 49,443 | 6.63 |
| :---: | :---: | :---: | :---: |
| Goodwill | 2,909 | 2,909 | - |
| Core deposit and othe intangible assets | 223 | 107 | 109 |
| Other assets | 3,409 | 3,039 | 12 |
| Total assets | \$57,523 | 55,498 | 4 \% |

## LIABILITIES AND STOCKHOLDERS' EQUITY



Total interest-bearing

| liabilities | 43,169 | 3.87 | 41,245 | 3.56 | 5 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noninterest-bearing d | deposits | 7,339 |  | 7,446 |  | -1 |
| Other liabilities | 843 |  | 867 | -3 |  |  |
| Total liabilities | 51,351 |  | 49,558 |  | 4 |  |
| Stockholders' equity |  | 172 | 5,940 |  |  | 4 |
| Total liabilities and stockholders' equity | ty \$57 | ,523 | 55,49 |  |  | 4 \% |


| Net interest spread |  | 3.08 |  | 3.07 |
| :--- | :--- | :--- | :--- | :--- |
| Contribution of interest-free <br> funds | .59 |  |  |  |
| Net interest margin |  | $3.69 \%$ | $3.66 \%$ |  |


|  | Six months ended |  |
| :--- | :--- | :--- |
| June 30 |  |  |


| Interest-bearing deposits at <br> banks | $\$$ | $8.33 \%$ | 13 | 2.91 | $\%$ | -37 | $\%$ |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Federal funds sold and |  |  |  |  |  |  |  |
| agreements to resell <br> securities | 377 | 6.18 | 31 | 5.12 | - |  |  |
| Trading account assets | 60 | 1.15 | 100 | 2.85 | -40 |  |  |
| Investment securities | 7,049 | 5.03 | 8,349 | 4.76 | -16 |  |  |

Loans and leases, net of



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Web site: http://www.mandtbank.com/
https://newsroom.mtb.com/2007-07-12-M-T-Bank-Corporation-Announces-Second-Quarter-Results

