

New M&T Bank Site Offers Convenient Car Shopping and Financing for Bank Customers

BUFFALO, N.Y.—M&T Bank has launched the [M&T Bank Car Buying Program](#), a new Web-based service making the purchasing and financing of a new or used vehicle easier for M&T customers.

The service is a partnership with TrueCar, the negotiation-free car buying and selling platform, which will provide M&T customers access to TrueCar's network of more than 9,000 Certified Dealers. Using the M&T Bank Car Buying Program, M&T's customers can find upfront pricing information on thousands of vehicle makes and models and get easy access to financing information.

"The M&T Bank Car Buying Program offers our customers a convenient and hassle-free experience. They can receive upfront pricing information directly from dealers in TrueCar's national network of Certified Dealers, as well as all the service needed to finance their vehicle purchases," said Mike Drury, senior vice president for consumer lending at M&T.

More than 1.5 million vehicles have been purchased by users of TrueCar and its affinity auto-buying programs to date, and TrueCar users save, on average, more than \$3,000 off the Manufacturer's Suggested Retail Price.

"TrueCar is on a mission to make car buying simple, fair, and fun and we're excited to work with M&T Bank to provide an integrated financing and car buying experience to M&T customers," said Jim Nguyen, EVP of Partner & Corporate Development. "Through the Car Buying Program, M&T customers will be able to save time, money."

The M&T Bank Car Buying Program allows customers to apply for financing online in just a few clicks. M&T Bank has a long history of providing new and used car financing to customers through its network of more than 700 bank branches and through [mtb.com](#). Auto financing is contingent on applicant credit approval.

M&T Insurance Agency also allows customers an easy and convenient way to insure their vehicles through a partnership with Liberty Insurance, which offers discounted rates directly to M&T customers.

About M&T Bank

Founded in 1856, M&T Bank Corp. (NYSE:MTB) is one of the 20 largest U.S. bank holding companies, with more than 700 branch offices and 1,500 ATMs in New York, Pennsylvania, Maryland, Virginia, West Virginia, Delaware and Washington D.C.

About TrueCar

TrueCar, Inc. (NASDAQ: TRUE) is the negotiation-free car buying and selling platform. TrueCar enables a negotiation-free car buying experience by giving buyers transparent insight into what others actually paid (price confidence), upfront pricing information (price discovery), and access to a network of trusted TrueCar Certified Dealers who provide guaranteed savings certificates and seamlessly complete the car purchase. The reality is that buying a car is painful and buyers fear they are going to overpay or be surprised with hidden fees.

TrueCar's transparent upfront pricing information makes the car buying process simple so there are no surprises and buyers never overpay. TrueCar's mission is to make car buying simple, fair and fun. Its national network of more than 9,000 TrueCar Certified Dealers, including both new car franchise dealers and non-franchise dealers, is committed to providing negotiation-free savings off MSRP and upfront pricing information for all car-buyers, including members of some of the country's largest membership and service organizations such as AARP, American Express, AAA and USAA. Note: Not all program features are available in all states. Go to [www.truecar.com](#) for program details. TrueCar is headquartered in Santa Monica, Calif., with offices in Santa Barbara, Calif., San Francisco, Calif., and Austin, Texas.