

Small Business Customers Rate M&T Bank One of the Nation's Best Banks in Annual Greenwich Excellence Awards

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BUFFALO, N.Y., March 13, 2017 -- [M&T Bank](#) has again been recognized as one of the top small business banks in the country by [Greenwich Associates](#), earning 10 Greenwich Excellence Awards for Small Business Banking – seven national and three regional awards – for providing excellent banking solutions and services to its small business customers.

In 2016, M&T ranked 5th in the nation in number of awards won for Small Business Banking and has been in the top 5 percent of banks evaluated for award recognition for the past five years.

Greenwich Associates, a leading global financial services research firm, surveys small businesses annually about their overall satisfaction with their bank, the capability of their relationship manager, the bank's treasury management services and a number of other service categories.

"We succeed when our branches and relationship managers are providing their clients with the right advice and technical assistance to help their small businesses grow. We are gratified to receive these honors through the annual Greenwich Excellence Awards, particularly in the categories that highlight our industry expertise and proactive business advice to our clients," said M&T Senior Vice President for Business Banking Eric Feldstein.

A full list of the Greenwich Excellence Award can be found at this [link](#).

Greenwich Associates evaluates more than 600 banks across the U.S., and only 30 earned excellence awards as measured by client feedback in Small Business Banking and 37 in Middle Market Banking.

Small business banking has historically been one of M&T's core strengths. The bank ranks as the 6th largest U.S. Small Business Administration lender in the nation, based on the total number of loans made through the SBA's most popular loan guaranty programs, and has been the leading small business lender in many of its largest markets for many years.

About the Greenwich Excellence Awards Methodology

Greenwich Excellence Award winners were determined at a National level and in four geographic regions: Midwest, Northeast, South, and West.

To qualify for consideration for the National awards, each winning bank had to have a minimum of 50 clients that responded to the survey. To qualify for Regional awards, each winning bank had to have a minimum of 30 clients responding in the region.

Greenwich Excellence Award selection is based on Top Box ratings on Greenwich Associates 5-point evaluation scale. The banks selected must receive a statistically significant proportion of "Excellent" ratings relative to the overall mean (at a 95% confidence level.)

About M&T Bank Corporation

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, Maryland, New Jersey, Pennsylvania, Delaware, Connecticut, Virginia, West Virginia and the District of Columbia. Trust-related services are provided by M&T's Wilmington Trust-affiliated companies and by M&T Bank.

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