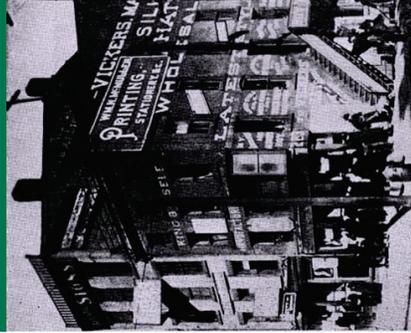


The M&T Story



M&T's first branch location

M&T History

In 1856, two business leaders, Pascal P. Pratt and Bronson C. Rumsey, discussed the need for a new bank for Buffalo's rapidly expanding business and manufacturing industry. Originally called Manufacturers and Traders Bank, M&T Bank officially opened its doors on August 29.



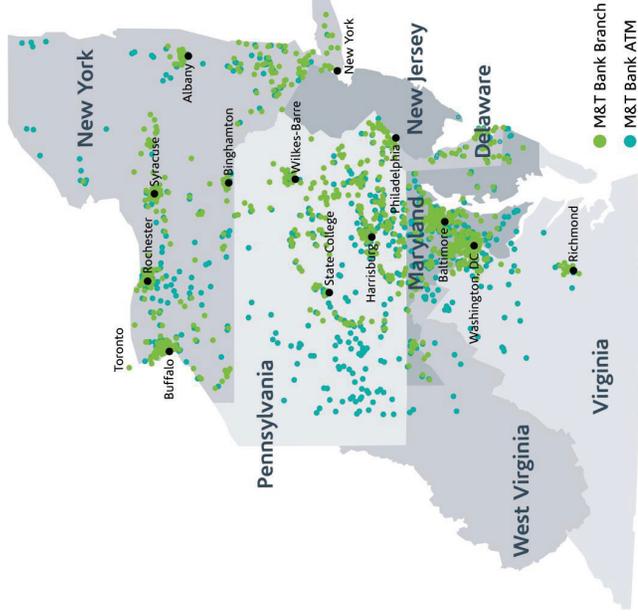
Pascal P. Pratt
Founder



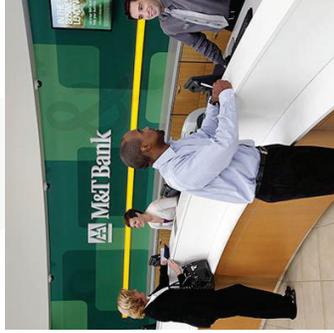
Bronson C. Rumsey
Founder

M&T Overview

- One of the 20 largest banks in the U.S.
- \$85.1 billion in assets
- Nearly 16,000 employees
- Approximately 700 branches, 1,500 ATMs
- Two million consumer household customers
- 220,000 business clients
- Oversees \$79 billion assets under management



About M&T



Who is M&T?

- M&T Bank's history of stability and success comes from recognizing that we succeed when our customers do
- Through experience, hard work and understanding what's important to our customers, we guide and help them to achieve their financial goals or business objectives
- This approach helps us build long-term relationships with our customers and the communities we serve

Our Vision

WE STRIVE TO BE

- the **best place** our employees ever work
- the **best bank** our customers ever do business with
- and the **best investment** our shareholders ever make

Consistent, Conservative Operating Philosophy



At M&T, we:

- maintain a constant focus on customers, employees, communities and shareholders
- measure success by long-term returns to shareholders, not size or volume
- underwrite loans carefully to customers we know, in markets we serve
- are owner-operators. Directors, managers and employees control nearly 20% of the company's stock and nearly 60% of M&T's employees own stock in the company

Strong Presence Within Our Markets

We lend in the markets where we live and work, to people and enterprises whom we know.

#1 Market Share for Middle Market Clients in:

Baltimore
Binghamton
Buffalo
Harrisburg
Northern Pennsylvania
Rochester
State of Maryland
State of Delaware
Syracuse

#1 Small Business Administration Lender in:

Baltimore
Binghamton
Buffalo
Philadelphia
Rochester
Syracuse
Washington, DC
Wilmington

#1 or #2 Deposit share our 8 largest markets:

#1 in Binghamton
#1 in Buffalo
#1 in Rochester
#1 in State of Delaware
#1 in Syracuse
#1 in York
#2 in Baltimore
#2 in Harrisburg

M&T STORY | 8

Serving Our Customers



M&T made over 156,000 new loans in 2013, totaling more than \$24 billion.

- More than 139,000 new loans to consumers totaling \$9.6 billion
- More than 10,400 new small business loans totaling more than \$1.5 billion
- More than 6,500 new commercial loans and leases totaling \$13.4 billion

Small Business Excellence

In 2013, M&T received 14 Greenwich Excellence Awards for Small Business and Middle Market Banking; nine national awards and five regional awards.



M&T Bank Earns Honors
In Small Business Banking



M&T STORY | 9

Committed to Our Employees

The 10.6 year average tenure of M&T's employees is more than twice the U.S. Labor Department's average for the financial services industry at 4.8 years.

Our average employee tenure

- M&T's Management Group:
22.7 years
- Branch managers:
13.9 years
- Tellers:
8.6 years



M&T STORY | 10

Involved in Our Communities

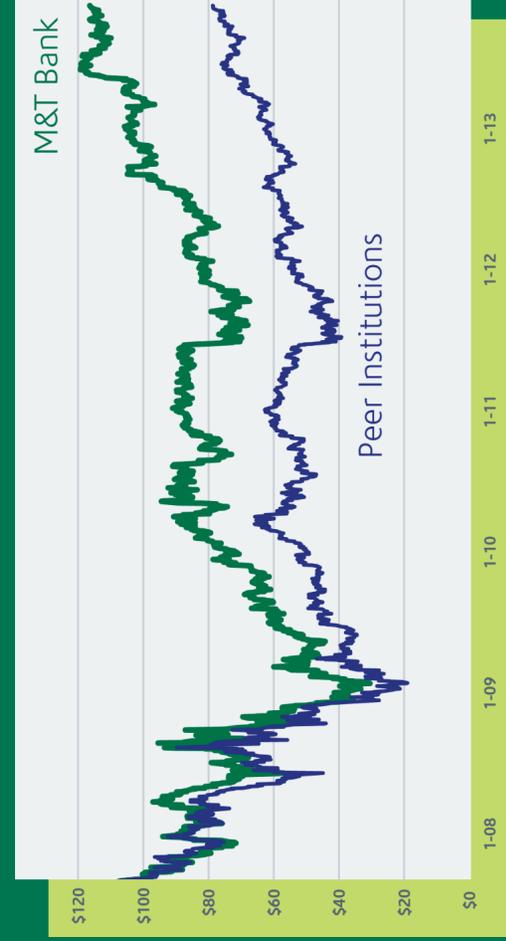
M&T employs nearly 16,000 people in our communities and in 2013 paid more than \$1 billion in salaries and benefits.

- M&T earned the highest possible Community Reinvestment Act rating on every exam since 1982
- The M&T Charitable Foundation donated more than \$22 million to more than 3,300 not-for-profits in 2013



M&T STORY | 11

Superior Financial Performance in the Short Term



CAGR
(11/01/2007 – 12/31/2013)
MTB: 7.5%
Peer Median: –3.3%

Data from 11/01/2007 through 12/31/2013
Peer index includes: BB&T, CMA, KEY, HBAN, ZION, RF, STI, USB, WFC, FITB, PNC
CAGR calculated assuming reinvestment of dividends through December 31, 2013.

M&T STORY | 14

M&T Bank Corporation... A Solid Investment

Of the largest 100 banks operating in 1983, only 23 remain today. Among the remaining, M&T ranks 1st in stock price growth.

Rank	Company	CLOSING PRICE AT		Stock Return CAGR
		3/31/1983	12/31/2013	
1	M&T Bank Corporation	\$1.34	\$116.42	15.6%
2	State Street Corporation	\$1.06	\$73.39	14.8%
3	U.S. Bancorp	\$0.92	\$40.40	13.1%
4	Northern Trust Corporation	\$1.51	\$61.89	12.8%
5	Wells Fargo & Company	\$1.18	\$45.40	12.6%

* CAGR calculated assuming reinvestment of dividends through December 31, 2013.
1983 Stock Prices Source: Compustat and/or Bigcharts.com

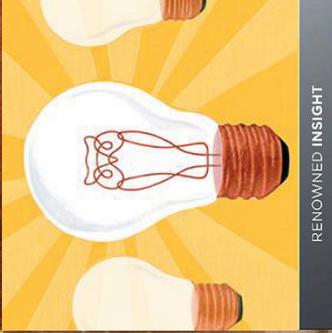
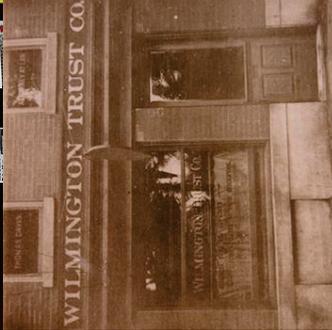
M&T STORY | 15

About Wilmington Trust



The Wilmington Trust Acquisition

- Established by T. Coleman duPont in 1903, Wilmington Trust has been serving successful individuals and families for generations
- In a compelling partnership, Wilmington Trust merged with M&T in May 2011
- M&T continues to leverage and grow the established value of the Wilmington Trust brand in wealth management and institutional services
- The merger increased and diversified M&T's non-interest income

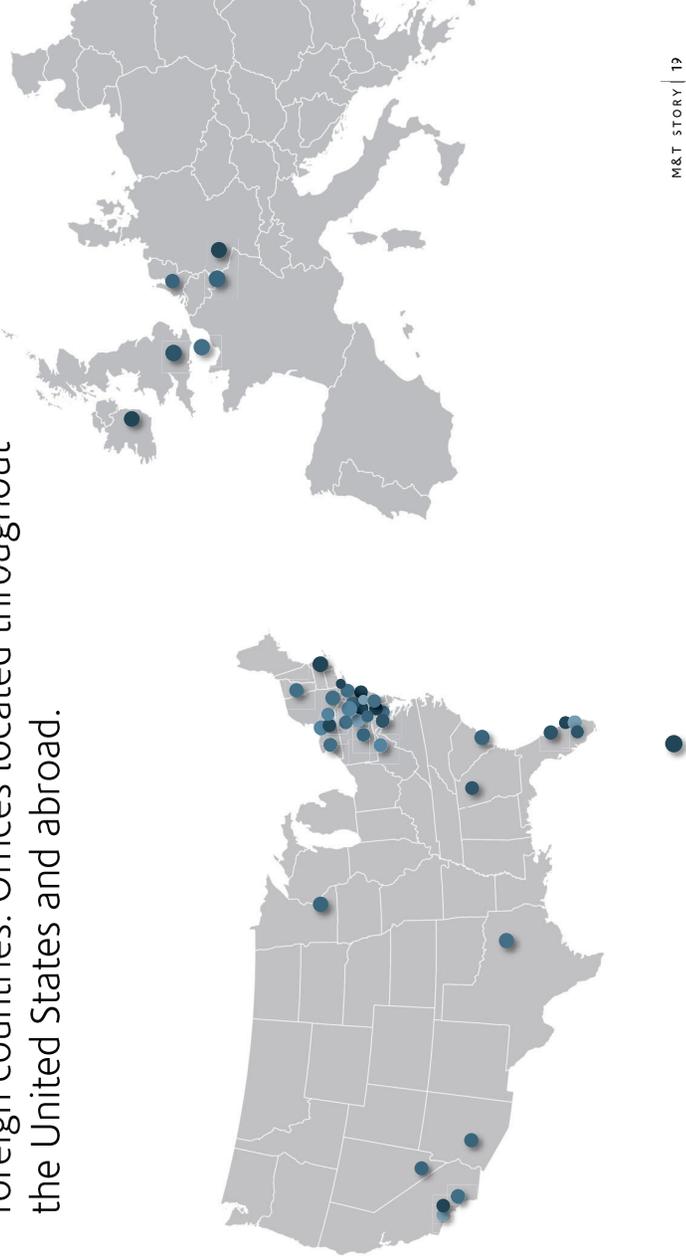


Are you doing enough to prepare your family for your money?
 Today, even the most successful families often overlook the key factors for sustaining wealth over generations. Research shows:
 • 80% of wealth dissipations is due to a lack of family communication and trust or unprepared heirs
 • Only 2% of wealth recipients is due to poor financial planning or investments.
 Learn how to lower transfer taxes and prepare for your heirs to ensure a lasting legacy. Download our Wealth Planning Guide for Personal Income through family governance, including "Succession Planning."

RENOWNED INSIGHT

Wilmington Trust

Serves clients in all 50 states and numerous foreign countries. Offices located throughout the United States and abroad.



One Company— Two Strong Brands



- For the first time in our history, we've retained a brand separate and distinct from the M&T brand
- We did so because Wilmington Trust's name and brand is strongly recognized in the marketplace as a renowned provider of wealth management and institutional client services
- Continuing to build upon that positive reputation makes good sense for our business

M&T STORY | 20

Premier Wealth and Institutional Services



Wealth Advisory:

- Two distinct client segments:
 - Multigenerational wealth family offices - complex fiduciary, investment and private banking needs
 - Wealth creators - entrepreneurs and privately held business owners that need both traditional commercial loan and deposit services for their business plus personal fiduciary and investment services
- M&T's middle market customer base includes some 8,500 commercial clients which can now take advantage of our new wealth advisory services

Institutional Client Services:

- Four discrete business groups:
 - Corporate Trust / Capital Markets
 - Retirement & Institutional Services
 - M&T Insurance Agency
 - Investment Management
- Provide administrative and/or fiduciary solutions to corporations, governments & large institutions for complex transactions and legal structures
- Opportunities typically arise through referrals from lawyers, accountants, record keepers, investment bankers, financial advisors and consultants

M&T STORY | 21

Together, we share...

- A heritage of strength and stability
- Exceptional and long-tenured employees
- A focus on long-term client relationships
- A commitment to the communities we serve
- A commitment to our shareholders



"M&T Bank is a community bank.

"We work in partnership with our customers to understand what's important to them. When a client reaches a financial goal our success is shared.

"We've been working to make a positive impact on the communities we serve for 157 years and it's my hope and belief that we'll be doing so for many years to come. You can count on M&T Bank and our unwavering commitment to you, your family, your business and the communities we together share.

"I thank you for your business and for the chance to tell the M&T Story."

Bob Wilmers



M&T Bank

Understanding what's important®
