### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D. C. 20549

FORM 8-K

**CURRENT REPORT** 

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 10, 2012

#### **M&T BANK CORPORATION**

(Exact name of registrant as specified in its charter)

New York
(State or other jurisdiction of incorporation)

1-9861 (Commission File Number)

 16-0968385 (I.R.S. Employer Identification No.)

One M&T Plaza, Buffalo, New York (Address of principal executive offices)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e4(c) under the Exchange Act (17 CFR 240.13e-4(c))

14203 (Zip Code)

Registrant's telephone number, including area code: (716) 842-5445

(NOT APPLICABLE)

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Item 7.01. Regulation FD Disclosure.

On September 10, 2012, representatives of M&T Bank Corporation ("M&T") will deliver a presentation to analysts and investors at the Barclays Global Financial Services Conference in New York City. M&T's presentation is scheduled to begin at 9:45 a.m. Eastern Time. A copy of this presentation is attached as Exhibit 99.

The information in this Form 8-K, including Exhibit 99 attached hereto, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act"), or otherwise subject to the liability of such section, nor shall it be deemed incorporated by reference in any filing of M&T under the Securities Act of 1933 or the Exchange Act, regardless of any general incorporation language in such filing, unless expressly incorporated by specific reference in such filing.

#### **Cautionary Statements Regarding Forward-Looking Information**

This Current Report on Form 8-K contains forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 giving M&T's expectations or predictions of future financial or business performance or conditions. Forward-looking statements are typically identified by words such as "believe," "expect," "anticipate," "intend," "target," "estimate," "continue," "positions," "prospects" or "potential," by future conditional verbs such as "will," "would," "should," "could" or "may", or by variations of such words or by similar expressions. These forward-looking statements are subject to numerous assumptions, risks and uncertainties which change over time. Forward-looking statements speak only as of the date they are made and we assume no duty to update forward-looking statements.

On August 27, 2012, M&T Bank Corporation, a New York corporation ("M&T"), entered into an Agreement and Plan of Merger (the "Merger Agreement") with Hudson City Bancorp, Inc., a Delaware corporation ("Hudson City") and Wilmington Trust Corporation, a Delaware corporation and a wholly owned subsidiary of M&T ("WTC"). The Merger Agreement provides that, upon the terms and subject to the conditions set forth therein, Hudson City will merge with and into WTC, with WTC continuing as the surviving entity (the "Merger"). In addition to factors previously disclosed in M&T's reports filed with the SEC and those identified elsewhere in this filing, the following factors among others, could cause actual results to differ materially from forward-looking statements or historical performance: ability to obtain regulatory approvals and meet other closing conditions to the Merger, including approval by M&T and Hudson City shareholders, on the expected terms and schedule; delay in closing the Merger; difficulties and delays in integrating the M&T and Hudson City businesses or fully realizing cost savings and other benefits; business disruption following the Merger; changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and capital markets; inflation; customer acceptance of M&T products and services; customer borrowing, repayment, investment and deposit practices; customer disintermediation; the introduction, withdrawal, success and timing of business initiatives; competitive conditions; the inability to realize cost savings or revenues or to implement integration plans and other consequences associated with mergers, acquisitions and divestitures; economic conditions; and the impact, extent and timing of technological changes, capital management activities, and other actions of the Federal Reserve Board and legislative and regulatory actions and reforms.

#### Important Additional Information.

In connection with the Merger, M&T will file with the SEC a Registration Statement on Form S-4 that will include a Joint Proxy Statement of M&T and Hudson City and a Prospectus of M&T, as well as other relevant documents concerning the proposed transaction. SHAREHOLDERS OF M&T AND HUDSON CITY ARE URGED TO READ THE REGISTRATION STATEMENT AND THE JOINT PROXY STATEMENT/PROSPECTUS REGARDING THE MERGER WHEN IT BECOMES AVAILABLE AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THOSE DOCUMENTS, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.

A free copy of the Joint Proxy Statement/Prospectus, as well as other filings containing information about M&T and Hudson City, may be obtained at the SEC's Internet site (http://www.sec.gov). You will also be able to obtain these documents, free of charge, from M&T at www.mtb.com under the tab "About Us" and then under the heading "Investor Relations" or from Hudson City by accessing Hudson City's website at www.hcsbonline.com under the heading "Investor Relations." Copies of the Joint Proxy Statement/Prospectus can also be obtained, free of charge, by directing a request to Investor Relations, One M&T Plaza, Buffalo, New York 14203, (716) 842-5445.

M&T and Hudson City and certain of their directors and executive officers may be deemed to be participants in the solicitation of proxies from the shareholders of M&T and Hudson City in connection with the Merger. Information about the directors and executive officers of M&T and their ownership of M&T common stock is set forth in the proxy statement for M&T's 2012 annual meeting of shareholders, as filed with the SEC on Schedule 14A on March 7, 2012. Information about the directors and executive officers of Hudson City and their ownership of Hudson City common stock is set forth in the proxy statement for Hudson City's 2012 annual meeting of shareholders, as filed with the SEC on a Schedule 14A on March 19, 2012. Additional information regarding the interests of those participants and other persons who may be deemed participants in the transaction may be obtained by reading the Joint Proxy Statement/Prospectus regarding the Merger when it becomes available. Free copies of this document may be obtained as described in the preceding paragraph.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.

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M&T Bank Corporation Presentation.

#### SIGNATURES

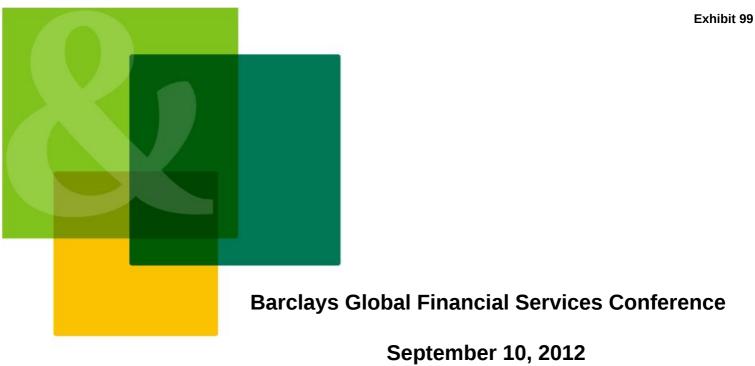
Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

#### M&T BANK CORPORATION

Date: September 10, 2012 By: /s/ René F. Jones

René F. Jones Executive Vice President and Chief Financial Officer Exhibit No.

99 M&T Bank Corporation Presentation. Filed herewith.





#### Disclaimer

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Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.



### Today's Agenda

Financial	l Upd	late
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- ☐ Opportunity in Metropolitan NYC with Hudson City Bancorp
- ☐ The M&T Bank Story

### **Financial Update**



### **Strong 2Q12 Earnings Results**

GAAP Earnings	2006	_2007_	_2008_	_2009_	_2010_	_2011_	_1Q12_	2Q12
Net Income (\$MM)	839	654	556	380	736	859	206	233
EPS (\$ per share)	7.37	5.95	5.01	2.89	5.69	6.35	1.50	1.71
Net Operating Earnings								
Net Operating Income (\$MM)	881	704	599	455	755	884	218	247
Net Operating EPS (\$ per share)	7.73	6.40	5.39	3.54	5.84	6.55	1.59	1.82

Net Operating Income and Net Operating EPS are non-GAAP financial measures (Excludes merger-related gains and expenses and amortization expense associated with intangible assets). Refer to the Appendix for a reconciliation between these measures and GAAP



### 2Q12 Earnings Results (continued)

- ☐ Continued strong linked-quarter loan / core deposit growth
  - EOP loans up 13% annualized
  - EOP core deposits up 14% annualized
  - Continued benefit from HSBC branch divestitures in Upstate NY
    - C&I loans up 18% annualized
    - Average core deposits up 15% annualized
- ☐ Net interest margin expanded by 5bp to 3.74%
- ☐ Wilmington Trust cost synergies driving improved efficiency
- ☐ Credit trends continue improvement, NPLs down to 1.54% of loans



### **Key Ratios**

	2006	2007	2008	2009	2010	2011	1Q12	2Q12	
Net Interest Margin	3.70%	3.60%	3.38%	3.49%	3.84%	3.73%	3.69%	3.74%	Superior
Efficiency Ratio -Tangible <sup>(1)</sup>	51.51%	52.77%	54.35%	56.50%	53.71%	60.43%	61.09%	56.86%	pre-credit
Pre-tax, Pre-provision Earnings (\$MM) <sup>(1)</sup>	1,312	1,156	1,152	1,123	1,461	1,495	357	412	earnings
Allowance to Loans (As At) Net Charge-Offs to Loans	1.51% 0.16%	1.58% 0.26%	1.61% 0.78%	1.69% 1.01%	1.74% 0.67%	1.51% 0.47%	1.49% 0.32%	1.46% 0.34%	Strong credit through crisis
Net Operating Return on Tangible Assets <sup>(2)</sup> Tangible Common Equity <sup>(2)</sup>	1.67% 29.55%	1.27% 22.58%	0.97% 19.63%	0.71% 13.42%	1.17% 18.95%	1.26% 17.96%	1.18% 16.79%	1.30% 18.54%	Focused on returns
Common Equity to Assets -Tangible	5.84%	5.01%	4.59%	5.13%	6.19%	6.40%	6.51%	6.65%	
Tier 1 Common Capital Ratio	6.42%	5.62%	6.08%	5.66%	6.51%	6.86%	7.04%	7.15%	Consistent
Tier 1 Capital Ratio	7.74%	6.84%	8.83%	8.59%	9.47%	9.68%	9.85%	9.92%	capital
Total Capital Ratio	11.78%	11.18%	12.83%	12.30%	13.08%	13.26%	13.43%	13.29%	generation
Leverage Ratio	7.20%	6.59%	8.35%	8.43%	9.33%	9.28%	9.53%	9.49%	
TBV per Share	28.57	27.98	25.94	28.27	33.26	37.79	38.89	40.52	

<sup>(1)</sup> The Efficiency Ratio and Pre-tax, Pre-provision Earnings are non-GAAP financial measures. A reconciliation of GAAP to non-GAAP financial measures is available in the appendix. The Efficiency Ratio reflects non-interest expense (excluding amortization expense associated with intangible assets and merger-related expenses) as a percentage of fully taxable equivalent net interest income and non-interest revenues (excluding gains or losses from securities transactions and merger-related gains).



### Disclosures on Acquired Loans in 10-K & 10-Q

#### Accretable Difference Rollforward <sup>1</sup>

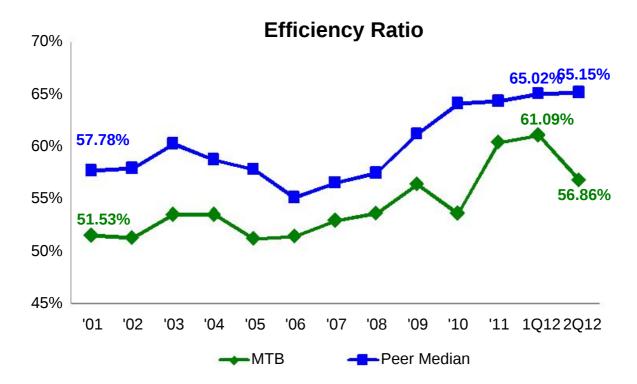
(\$ millions)	2011		1Q12	_2	Q12
Balance at beginning of period	\$ 457	\$	839	\$	770
Additions	688		-		-
Interest income	(295)		(81)		(90)
Reclassified from (to) nonaccretable balance, net	11 ¦		0		140
Other	(22)	_	12		(31)
Balance at end of period	\$ 839	\$	770	\$	789

#### Carrying Amount of Purchased Loan Portfolio as of June 30, 2012

(\$ millions)	Total
Commercial, finance, leasing, etc.	\$ 1,217
Commercial real estate	3,222
Residential real estate	814
Consumer	1,835
Total	\$ 7,088

<sup>(1)</sup> As disclosed in M&T Bank's 2011 SEC Form 10-K (page 117), 1Q12 SEC Form 10-Q (page 14), and 2Q12 SEC Form 10-Q (page 15)

## Wilmington Trust cost synergies help to mitigate increased environment costs



The Efficiency Ratio is a non-GAAP financial measure. M&T's Efficiency Ratio reflects non-interest expense (excluding amortization expense associated with intangible assets and merger-related expenses) as a percentage of fully taxable equivalent net interest income and non-interest revenues (excluding gains from securities transactions and merger-related gains). Refer to the Appendix for a reconciliation of the Efficiency Ratio with GAAP.

All Peer bank data as noted by SNL Financial; non-recurring income/expenses excluded from efficiency ratio as noted by SNL.



### Public Offering of M&T's TARP Preferred Stock by US Treasury

- ☐ Sold to third-party investors in two series:
  - Series A \$230mm remainder of \$600mm issued by M&T in Dec 2008
  - Series C \$151.5mm issued by Provident Bankshares in Nov 2008
- ☐ Modified certain terms of the two series¹:
  - Modify dividend at step-up to 6 3/8%, Fixed for Life (previously 9%)
  - Conform step-up date of the two series to November 2013
  - NC 5 years from step-up
- ☐ No change to M&T's capital ratios; continues to qualify as Tier 1 capital

M&T Bank

# Opportunity in Metropolitan NYC with Hudson City Bancorp



### **Hudson City Merger: Accretive to Earnings & Capital**

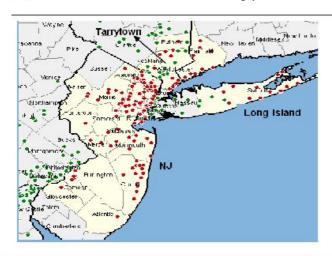
	☐ Tier 1 Common ratio 8.25% - 8.50% pro forma at closing
Accretive to	☐ Immediate 30 - 40 bps benefit to Tier 1 common ratio
Capital	☐ Comparable benefit under recent Basel III proposals <sup>(1)</sup>
	☐ Improves tangible capital generation
Financially	☐ IRR of 18%+
Attractive	☐ Accretive to earnings in 2013; high single-digit EPS accretion by 2014
A days a dissa	☐ 10% accretive to tangible book value per share
Attractive Returns	☐ Improves return on tangible equity
Enhanced	☐ Hudson City's wholesale borrowings and securities restructured post-closing
Risk Profile	<ul> <li>Mitigates interest rate risk; immediately enhances earnings</li> </ul>
	☐ Combines two institutions with superior credit performance
Extends M&T's	☐ Hudson City's retail network + M&T's full commercial banking product suite
Community Banking	☐ Expanded presence throughout attractive metro New York / New Jersey region
Franchise	☐ Increased access to broad base of middle-market / small businesses

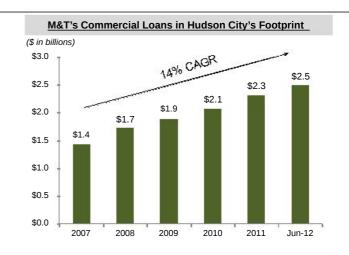
 $1.\ Preliminary\ estimate\ based\ on\ Federal\ Reserve\ Basel\ III\ and\ Standardized\ Approach\ NPRs\ dated\ June\ 7,\ 2012.$ 



#### M&T's Commercial Portfolio and Infrastructure in HCBK's Markets

- ☐ M&T's regional teams have successfully expanded its lending portfolio within these regions despite a limited branch network
- ☐ Established commercial lending presence would be augmented by expanded branch network





#### M&T's Current Total Loans & Deposits in Selected Regions

			Hudson City Markets			
(\$ in billions)	NYC Market	<u>Philadelphia</u>	NJ	<u>Tarrytown</u>	Long Island	<u>Total</u>
Loans	\$7.6	\$2.4	\$0.4	\$1.9	\$0.4	\$12.7
Deposits	\$2.1	\$1.0	\$0.1	\$0.9	\$0.8	\$4.9
Cmcl. Rel. Mgrs / Lenders	39	30	14	17	9	109

Opportunity to make these regions self-funded



### **Summary of Key Terms**

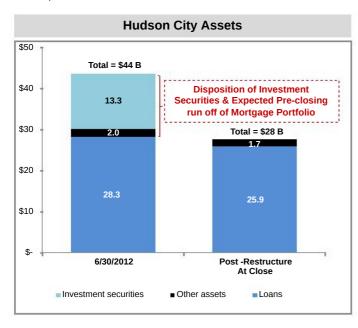
Consideration:	☐ Consideration per Share:	Value fixed at 0.08403 M&T shares				
	☐ Consideration Mix:	60% stock, 40% cash				
	Total Value at Announcement (1):	\$7.22 per share, or \$3.7 billion 0.8x tangible book value				
Due Diligence:	☐ Comprehensive review, including I	oans, securities, and borrowings				
Synergies and Expenses:	☐ 24% operating cost savings – drive	24% operating cost savings – driven by redundant outsourced operations				
	☐ No near-term revenue synergies a	near-term revenue synergies assumed, but anticipated				
	□ \$223 million in merger-related cha	3 million in merger-related charges; \$120 million through income statement (pre-tax				
Expected Closing:	☐ Second quarter of 2013					
Required Approvals:	☐ Approval of Hudson City and M&T	shareholders				
	☐ Customary Regulatory approvals					
Board Representation:	Ronald E. Hermance, Jr., Chairma Directors	n and CEO of Hudson City to join M&T's Board of				

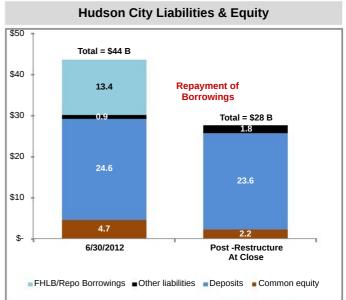
1. Based on M&T's closing price of \$85.87 on 8/24/2012

### **Restructuring Deleverages Balance Sheet and Improves Liquidity**

Balance sheet reduction results in a de-risked balance sheet comprised of residential mortgages funded with core deposits

- ☐ Unwind high cost FHLB and repo borrowings Q2'12 borrowing cost 4.20%
- ☐ Including fair value adjustments (\$2.5 billion), M&T would retire \$15.4 billion of Hudson City's long-term debt
- ☐ Prepayment to be funded by liquidating Hudson City's investment securities portfolio (Q2'12 yield = 2.66%), cash equivalents and FHLB stock







### **Loan Credit Marks**

### Favorable residential mortgage portfolio characteristics mitigate credit risk exposure

#### **Portfolio Review**

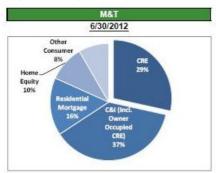
- ☐ Extensive due diligence by M&T, including detailed on-site loan-level file reviews
- ☐ Favorable underwriting characteristics
  - Original LTV: 68%
  - Average current FICO: 730
- □ ~80% of loans in Hudson City's core Tri-State footprint (NJ, NY, CT)
  - <0.25% of portfolio in "sunshine" states</p>
- ☐ Granular loan portfolio : 69,937 loans, Only 9 loans > \$3 million and 161 loans > \$2 million
- ☐ Small commercial portfolio of 109 loans; Only 12 loans > \$1 million with the largest loan balance of \$6 million

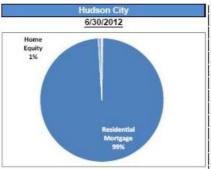
- Estimated credit mark of \$433 million
  - ~1.5% of total loans
- □ Represents >6 years of Hudson City's annualized YTD 6/30/12 net charge-offs

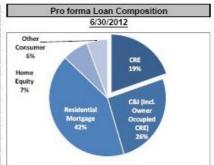
### Diversified and De-Risked Loan Portfolio

Transaction would mitigate Hudson City's residential mortgage monoline focus, resulting in a more diversified loan portfolio

- ☐ Commercial real estate (CRE) would comprise smaller share of M&T's pro forma loan portfolio
- ☐ Acquired residential mortgage portfolio is expected to run off quickly historical annual pay down of 20-23%
- ☐ Approximately 40% of the combined company's loan portfolio marked to fair value







#### Loan Portfolio Breakdown (\$ millions)

Hudson City (6/30/2012)

0%

0%

99%

1%

0%

34

20

243

22

28,284

27.965

WICH DATIK (0/30/2012)		
\$	%	
<del>2 21</del> W		
17,877	29%	
23,470	37%	
10,012	16%	
6,253	10%	
5,239	8%	
62,851		
11%		
	\$ 17,877 23,470 10,012 6,253 5,239 62,851	

<u> </u>	- %
17,911	19%
23,490	26%
37,977	42%
6,496	7%
5,261	6%
91,135	



Source: Regulatory Filings
Note: Owner Occupied CRE is included in C&I segment, as the repayment source for these loans are cash flow from operations rather



### **Low Integration Risk**

M&T will leverage its extensive integration experience, which includes integration of institutions significantly more complex than Hudson City

Extensive prior integration experience: 23 acquisitions in last 25 years
□ Demonstrated success in previous thrift conversions to M&T commercial banking model (East NY, Empire, Goldome, OnBanc, Partners Trust)
☐ Established presence and operating experience in Hudson City's markets
☐ Strong M&T management team and organization already in place in Hudson City's markets
☐ Hudson City's monoline residential mortgage-focused business model streamlines integration
☐ Active involvement of Hudson City's long-tenured management team
☐ Hudson City's core operating systems outsourced – minimizes systems integration complexities

### **M&T Integration Approach and Experience**

Our commitment to seamless merger and integration activity is practiced and refined. The following are staples of our approach:

#### Managing The Process

### Senior Management Experience

#### Attention To Detail

Rapid Integration

Placement of M&T's management in new markets

For our 70 most senior people, the Wilmington Trust merger was on average, the 12th such deal on which they've worked

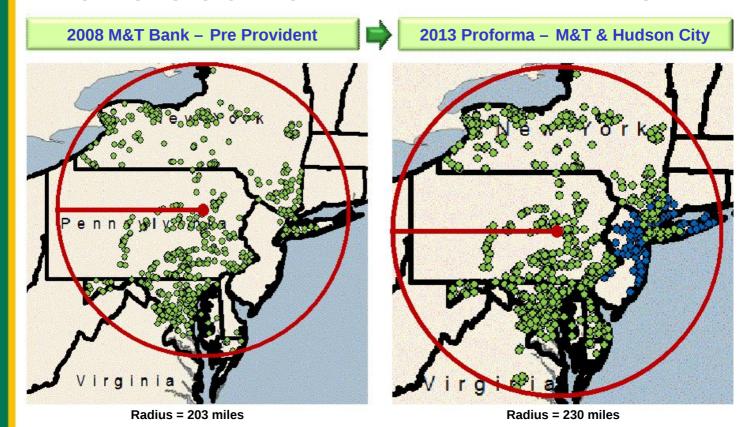
13 senior M&T executives have worked on all 23 acquisitions undertaken in the past 25 years Significant commitment on the part of thousands of back office and front line employees who touch each component of the customer experience M&T has demonstrated a consistent ability to efficiently integrate transactions – simultaneous close and conversion

#### Integration Timeline - Recent M&T Acquisitions

Transaction	Announcement Date	Closing Date	Conversion Date
Allfirst	9/26/02	4/1/03	7/4/03
Citibank Branches	4/25/06	6/30/06	Simultaneous
Partners Trust	7/19/07	11/30/07	Simultaneous
Provident	12/19/08	5/23/09	Simultaneous
Wilmington	11/1/10	5/16/11	8/27/11



2008-2013 Expanding the Franchise in a shareholder friendly manner Compact geography compatible with M&T's hands-on management

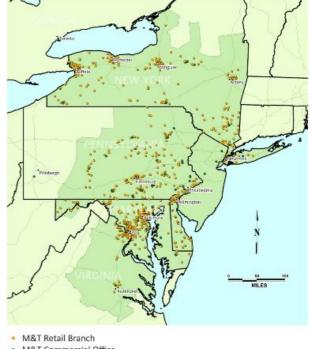


### The M&T Bank Story



### **M&T Bank Corporate Profile**

- ☐ Top 20 US-based full-service commercial bank holding company by assets and Top 15 by market cap
- ☐ Founded in 1856
- ☐ \$81 billion total assets
- ☐ 735 domestic branches and more than 2,000 ATMs
- ☐ 15,223 employees located in New York, Maryland, Pennsylvania, Washington, D.C., Virginia, West Virginia and Delaware
- ☐ Over 2 million consumer/retail household customers
- **□** 208,000 commercial customers



- M&T Commercial Office
- Footprint
- Major Roadway

As of 06/30/12



### M&T: A "Super-Community Bank"

Our approach is simple:

We provide banking services in communities where we live and work
We focus on carefully underwritten lending, based on local knowledge
We take a prudent approach to acquisitions – we grow when and where it makes sense
We view our long-tenured and engaged employees as key to our success
The result is a history of above-average shareholder returns

### **Commitment to Our Communities**







United Way Day of Caring in Baltimore



**Gettysburg Visitor Center** 

#### **Charitable Giving**

☐ Donated more than \$147 million to community-based organizations over the past 10 years

#### **Community Investment**

☐ Earned highest possible Community Reinvestment Act rating on every exam since 1982

#### **Volunteerism**

☐ In the first half of 2012, over 3,600 M&T employees reported volunteering their time with over 1,200 community and not-for-profit organizations, logging more than 30,000 volunteer hours

#### **Consistent and Conservative Lending**

- ☐ Winner of 14 2011 Greenwich Excellence Awards for small business banking
- #1 SBA lender in core Mid-Atlantic markets of Baltimore, Wilmington, Washington, DC and Philadelphia and Upstate New York markets of Binghamton, Buffalo, Syracuse and Rochester ranked 6<sup>th</sup> nationally

M&T Bank

### **Strong Presence In Our Communities**

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

#### **#1** market share for lead bank relationships among middle market clients in:(1)

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

#### **#1 Small Business Administration** Lender in:

Baltimore Binghamton Buffalo Philadelphia Rochester Syracuse Washington, DC Wilmington Ranked 6th Nationally Ranked 3rd in Eastern U.S.

#### **#1 or #2 deposit market share** in 8 of top 10 communities:

#2 in Baltimore #1 in Binghamton #1 in Buffalo #2 in Harrisburg #2 in Rochester #1 in Syracuse #1 Wilmington / State of Delaware (2) #1 in York



### A History of Above-Average Shareholder Returns

Our "super-community bank" model is validated through our long-term results

- ☐ M&T has been profitable in every quarter of the last 36 years 144 consecutive quarters
- □ Since 1983, when Chairman Robert Wilmers came to M&T, achieved compound annual growth in operating earnings per share of 17%
- ☐ M&T is the only commercial bank in S&P 500 not to cut dividend and execute dilutive equity offering during the financial crisis
- Over 16% annualized total return to shareholders from 1983 through 6/30/12
- 22<sup>nd</sup> highest annual total return to shareholders among the universe of 687 USbased stocks that have traded continuously since 1980
- ➤ M&T's stock has outperformed the S&P Bank Index by 18%, 37% and 47% over the 3-, 5-, and 10-year periods ending 6/30/12
- ➤ Highest stock price appreciation among 100 largest banks in 1983, of which only 23 remain today







### **Appendix**

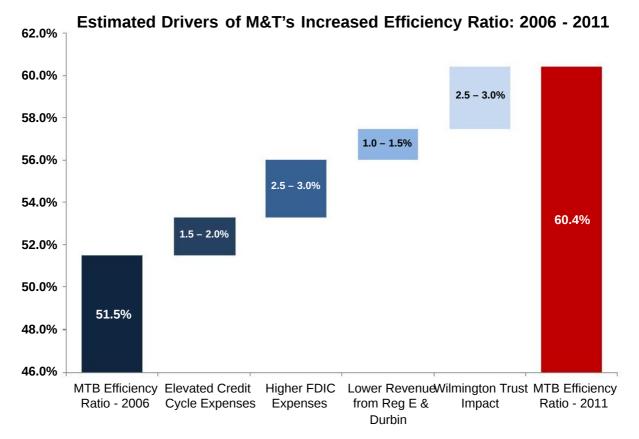


Outlook Consistent with Remarks on July earnings call
☐ For FY2012, expect NIM lower than FY2011's 3.73%
<ul> <li>Expect growth in net interest income throughout 2012</li> </ul>
■ Loan growth remains steady; usual seasonal slowdown in floor plan activity in 3Q12
■ Mortgage banking activity remains strong
■ Expect continued improvement in the non-accrual and criticized loan ratios
Net charge-offs remain stable
☐ Expect expenses will be well controlled through the remainder of the year.

No further Wilmington merger-related expenses.

M&T Bank

### **Drivers of Increase in Efficiency Ratio 2006 - 2011**



Efficiency Ratio reflects non-interest expense (excluding amortization expense associated with intangible assets, merger-related expenses and other non-recurring expenses) as a percentage of fully taxable equivalent net interest income and non-interest revenues (excluding gains from securities transactions and merger-related gains).

# Reconciliation of GAAP and Non-GAAP Measures

Net Income	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	1Q12	2Q12
\$'s in millions														
Net income	\$268.2	\$353.1	\$456.7	\$573.9	\$722.5	\$782.2	\$839.2	\$654.3	\$555.9	\$379.9	\$736.2	\$859.5	\$206.5	\$233.4
Intangible amortization*	56.1	99.4	32.5	47.8	46.1	34.7	38.5	40.5	40.5	39.0	35.3	37.6	10.2	9.7
Merger-related items*	16.4	4.8	-	39.2	-	-	3.0	9.1	2.2	36.5	(16.3)	(12.8)	1.7	4.3
Net operating income	\$340.7	\$457.3	\$489.2	\$660.9	\$768.6	\$816.9	\$880.7	\$703.8	\$598.6	\$455.4	\$755.2	\$884.3	\$218.4	\$247.4
Net operating income	<u>\$340.7</u>	Ф457.3	\$409.2	\$000.9	\$700.0	\$010.9	Φ000.7	\$703.6	Φ396.0	\$455.4	\$155.2	\$004.5	\$210.4	\$247.4
Pre-Tax, Pre-Provision														
Income														
Net Income for EPS	\$268.2	\$353.1	\$456.8	\$573.9	\$722.5	\$782.2	\$839.2	\$654.3	\$555.1	\$332.0	\$675.9	\$781.8	\$188.2	\$214.7
Preferred Div., Amort. of Pref. Stock & Unvested Stock Awards	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.8	\$47.9	\$60.3	\$77.7	\$18.2	\$18.7
Income Taxes	\$154.1	\$198.5	\$219.1	\$276.8	\$344.0	\$388.7	\$392.4	\$309.2	\$183.9	\$139.4	\$356.6	\$365.1	\$102.0	\$118.8
GAAP Pre-tax Income	\$422.3	\$551.6	\$675.9	\$850.7	\$1,066.5	\$1,170.9	\$1,231.6	\$963.5	\$739.8	\$519.3	\$1,092.8	\$1,224.6	\$308.4	\$352.2
Provision for credit losses	38.0	103.5	122.0	131.0	95.0	88.0	80.0	192.0	412.0	604.0	368.0	270.0	49.0	60.0
Pre-Tax, Pre-Provision Income	\$460.3	\$655.1	\$797.9	\$981.7	\$1,161.5	\$1,258.9	\$1,311.6	\$1,155.5	\$1,151.8	\$1,123.3	\$1,460.8	\$1,494.6	\$357.4	\$412.2
Earnings Per Share														
Diluted earnings per share	\$3.24	\$3.58	\$4.78	\$4.95	\$6.00	\$6.73	\$7.37	\$5.95	\$5.01	\$2.89	\$5.69	\$6.35	\$1.50	\$1.71
Intangible amortization*	0.67	1.00	0.34	0.41	0.38	0.30	0.33	0.37	0.36	0.34	0.29	0.31	0.08	0.08
Merger-related items*	0.20	0.05	-	0.34	-	-	0.03	0.08	0.02	0.31	(0.14)	(0.10)	0.01	0.03
Diluted net operating	-													
earnings per share	\$4.11	\$4.63	\$5.12	\$5.70	\$6.38	\$7.03	\$7.73	\$6.40	\$5.39	\$3.54	\$5.84	\$6.55	\$1.59	\$1.82
Efficiency Ratio														
\$'s in millions														
Non-interest expenses	\$718.6	\$980.6			\$1,516.0			\$1,627.7			\$1,914.8		\$639.7	\$627.4
less: intangible amortization	69.6	121.7	51.5	78.2	75.4	56.8	63.0	66.5	66.6	64.3	58.1	61.6	16.8	15.9
less: merger-related expenses	26.0	8.0	- 0010.1	60.4		- 400.0	5.0	14.9	3.5	89.2	0.8	83.7	2.7	7.2
Non-interest operating expenses	\$623.0	\$850.9	\$910.1	\$1,309.6	\$1,440.6	\$1,428.3	\$1,483.7	\$1,546.3	\$1,656.8	\$1,827.2	\$1,856.0	\$2,332.8	\$620.2	\$604.3
Tax equivalent revenues	\$1,189.4	¢1 652 2	¢1 772 6	¢2 //6 2	\$2 604 0	\$2,761.3	¢2 992 1	\$2,804.1	\$2,900.6	\$3.125.7	\$3.399.6	\$3.998.6	\$1.003.8	\$1.046.3
less: gain/(loss) on sale of securities	(3.1)	1.9	(0.6)	2.5	2.9	1.2	2.6	1.2	34.4	1.2	2.8	150.2	0.05	(0.4)
less: net OTTI losses recognized	(5.1)	-	-	-	-	(29.4)	-	(127.3)	(182.2)	(138.3)	(86.3)	(77.0)	(11.5)	(16.2)
less: merger-related gains	_	_	_	_	_	(23.4)	_	(127.0)	(102.2)	29.1	27.5	64.9	(11.0)	(10.2)
Denominator for efficiency ratio	\$1,192.5	\$1.651.4	\$1.774.2	\$2,443 7				\$2,930.2		\$3,233.7	\$3,455.6		\$1.015.3	
•	-				-	-						:	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	. ,
Net operating efficiency ratio	52.3%	51.5%	51.3%	53.6%	53.5%	51.2%	51.5%	52.8%	54.4%	56.5%	53.7%	60.4%	61.1%	56.9%



### **Reconciliation of GAAP and Non-GAAP Measures**

Average Assets	2006	2007	2008	2009	2010	2011	1Q12	2Q12
\$'s in millions								
Average assets	\$ 55,839	\$ 58,545	\$65,132	\$67,472	\$ 68,380	\$73,977	\$ 78,026	\$80,087
Goodwill	(2,908)	(2,933)	(3,193)	(3,393)	(3,525)	(3,525)	(3,525)	(3,525)
Core deposit and other								
intangible assets	(191)	(221)	(214)	(191)	(153)	(168)	(168)	(151)
Deferred taxes	38	24	30	33	29	43	48	44
Average tangible assets	\$ 52,778	\$ 55,415	\$ 61,755	\$ 63,921	\$ 64,731	\$ 70,327	\$ 74,381	\$ 76,455
Average Common Equity								
\$'s in millions								
Average common equity	\$ 6,041	\$ 6,247	\$ 6,423	\$ 6,616	\$ 7,367	\$ 8,207	\$ 8,510	\$ 8,668
Goodwill	(2,908)	(2,933)	(3,193)	(3,393)	(3,525)	(3,525)	(3,525)	(3,525)
Core deposit and other								
intangible assets	(191)	(221)	(214)	(191)	(153)	(168)	(168)	(151)
Deferred taxes	38	24	30	33	29	43	48	44
Average tangible common equity	\$ 2 980	\$ 3 117	\$ 3,046	\$ 3,065	\$ 3.718	\$ 4557	\$ 4.865	\$ 5,036



### **Important Additional Information**

In connection with the Merger, M&T Bank Corporation ("M&T") will file with the U.S. Securities and Exchange Commission (the "SEC") a Registration Statement on Form S-4 that will include a Joint Proxy Statement of M&T and Hudson City Bancorp, Inc. ("Hudson City") and a Prospectus of M&T, as well as other relevant documents concerning the proposed transaction. SHAREHOLDERS OF M&T AND HUDSON CITY ARE URGED TO READ THE REGISTRATION STATEMENT AND THE JOINT PROXY STATEMENT/PROSPECTUS REGARDING THE MERGER WHEN IT BECOMES AVAILABLE AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THOSE DOCUMENTS, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.

A free copy of the Joint Proxy Statement/Prospectus, as well as other filings containing information about M&T and Hudson City, may be obtained at the SEC's Internet site (http://www.sec.gov). You will also be able to obtain these documents, free of charge, from M&T at www.mtb.com under the tab "About Us" and then under the heading "Investor Relations" and then under "SEC Filings" or from Hudson City by accessing Hudson City's website at www.hcsbonline.com under the heading "Investor Relations." Copies of the Joint Proxy Statement/Prospectus can also be obtained, free of charge, by directing a request to Investor Relations, One M&T Plaza, Buffalo, New York 14203, (716) 842-5445.

M&T and Hudson City and certain of their directors and executive officers may be deemed to be participants in the solicitation of proxies from the shareholders of M&T and Hudson City in connection with the Merger. Information about the directors and executive officers of M&T and their ownership of M&T common stock is set forth in the proxy statement for M&T's 2012 annual meeting of shareholders, as filed with the SEC on Schedule 14A on March 7, 2012. Information about the directors and executive officers of Hudson City and their ownership of Hudson City common stock is set forth in the proxy statement for Hudson City's 2012 annual meeting of shareholders, as filed with the SEC on a Schedule 14A on March 19, 2012. Additional information regarding the interests of those participants and other persons who may be deemed participants in the transaction may be obtained by reading the Joint Proxy Statement/Prospectus regarding the Merger when it becomes available. Free copies of this document may be obtained as described in the preceding paragraph.

