

# In The News

## UMB Financial Corporation – Recent Media Coverage

### *SmartMoney* – March 1, 2009

“People would just as soon give up food as their phone,” said Michael Fogarty, director of international equity research for UMB Asset Management, commenting on Vodafone Group in an article on dividend stocks.

### *BusinessWeek* – March 2, 2009

UMB Chief Executive Mariner Kemper explained his bank’s philosophy while unveiling end-of-year results. “We know our customers. We lend to businesses with strong balance sheets and income statements. We lend within our footprint, and we do not go through intermediaries,” he said. “Loans stay on our balance sheet. While it may sound simplistic, we stick to what we know, a philosophy that has served us nearly 100 years.”

### *Ignites* – March 2, 2009

UMB Scout Funds promotes Tony DeMarino to national sales director, and Lance Peterson to director of national accounts for institutional sales.

### *Springfield News-Leader* – March 2, 2009

UMB Bank announces the promotion of Gil Trout to CEO of the Greater Missouri Region and Ann Marie Baker Southwest Missouri Region President.

### *St. Louis Post-Dispatch* – March 8, 2009

“Until things become more clear, it is best to stay away from stocks,” says Bill Greiner, chief investment officer of UMB Asset Management. “Wait for clarity,” he says. “Wait for vision that says, ‘Here’s how we get out of this mess.’”

Greiner suspects the economy will bottom out this fall, rescued by federal stimulus spending and the Fed’s policy of flooding the economy with cheap money.

### *Kansas City Star* – March 11, 2009

UMB Financial Corp., Bernstein-Rein and Kuhn & Wittenborn will receive this year’s Arts Council awards for their investments in time and money in the area’s arts community.

### *Kansas City Business Journal* – March 13, 2009

Community banks agree on the importance of replenishing the Federal Deposit Insurance Corp.’s reserve fund. They just differ with the agency about how to do it. UMB CEO Mariner Kemper said he supports any measure that spreads out the payments.

“The special assessment seems counterintuitive,” Kemper said. “The government is in the middle of outlaying all this capital to buoy the system, and then they turn around and assess them big fees.”

### *St. Louis Business Journal* – March 13, 2009

St. Louis bankers are fed up with being lumped in with the giant financial institutions responsible for much of the current economic turmoil.

Tom Chulick, St. Louis chairman of UMB, a regional bank, said, “The federal government talks down banking and fails to make the distinction between those who maintained prudent credit standards and those who have not.” Chulick notes that most of the giant financial institutions with the outsized problems aren’t even banks in the traditional sense. “Mortgage banks have ‘bank’ in their name, but they aren’t really banks. They are processors,” he said. “Investment banks have ‘bank’ in their name, but they don’t take in deposits or make loans. They create synthetic products.”



### ***The Wichita Eagle – March 15, 2009***

Reacting to more banks doing business in the Wichita area that lost money in 2008, Craig Anderson, chairman and chief executive of UMB Bank's Kansas and West Division said, *"We're in a very challenging environment. Margins are going to be very difficult because of rates coming down, and loan growth will be difficult to obtain because companies are not borrowing at the same levels."*

### ***Arizona Republic – March 15, 2009***

*"We need to be more optimistic about this and stop trash talking the industry,"* said Mariner Kemper, chairman and chief executive officer of UMB Financial Corp. *"Let the banks recover."*

### ***Boonville Daily News – March 18, 2009***

UMB Bank donated the building and parking lot at 401 Main Street to the city of Boonville. Marty James, president of UMB Bank's North Central Region of the Greater Missouri Region, made the announcement at a city council meeting. *"We believe this is a necessary contribution to preserve the culture and integrity of downtown and support the city's future growth initiatives,"* James said.

### ***Kansas City Star – March 21, 2009***

Kemper's UMB Bank is one area lender that has stepped up its game. The Kansas City-based bank ended 2008 with 12.8 percent more loans than it had at the beginning of the year. That's almost twice the loan growth it showed for 2007. Kemper said it hasn't changed its lending standards. More borrowers are knocking on its doors. They're shopping for loans because their current banks can't or won't lend to them, he said. And UMB is ready to pick up the business.

### ***The Wall Street Journal – March 24, 2009***

*"The public in general has learned somewhat of a lesson and the demand side for capital for silly risky reasons is going to probably be muted,"* says Bill Greiner, chief investment officer at UMB Asset Management in Kansas City. *"Sometime this year, we're going to see new regulation coming out of Washington on how levered [the banking system] can truly get."*

### ***Bank Wide – March 25, 2009***

UMB Financial announces the hiring of Michael F. Jackson as senior vice president and chief technology officer.

### ***Colorado Springs Business Journal – March 27, 2009***

Gregory Welch, vice president of commercial lending at UMB Financial Corp., was interviewed in this issue. Responding to the question, How will your business change during the next decade? Welch said, *"... Although technology will continue to advance, which will allow greater access for customers to their accounts and services, I believe that the old fashion method of relationship banking, and knowing who your banker is, will still play a big role in the future."*

### ***Kansas City Star – March 30, 2009***

The Working Towards Equality Award was presented to UMB Bank on March 25<sup>th</sup> during the Urban League of Greater Kansas City Third Annual Equalizer Awards Luncheon.

### ***Morningstar – March 31, 2009***

One need not have superhuman powers to avoid the siren call of the chart-toppers. Prominent fund managers make such decisions and stick to them, even when maintaining their stance can cost them professionally. Jim Moffett, lead manager of UMB Scout International, has avoided all stocks in China for a long time. He says that he doesn't feel sufficiently comfortable with the legal protection or shareholder culture to own companies there. So even when the Chinese market caught fire in 2006-07, helping juice returns of competitors, he didn't buy.