

# News Alert

## UMB Financial Corporation – Recent Media Coverage

### *Arizona Republic – October 5, 2009*

Bill Koenig, chairman and CEO of UMB Bank Arizona, insists that his bank has money to lend, and said he senses that business borrowing in Arizona has indeed dropped this year. He attributes that to both lower demand for financing from potential customers, due to the recession, as well as reduced willingness by lenders to take risks. *“A few years ago, there were perhaps 80 banks competing for the same customers,”* he said. *“Now that’s down to two or three.”*

### *Springfield Business Journal – October 5, 2009*

Seeking to replenish its reserves with a \$45 billion transfusion, the Federal Deposit Insurance Corp. is requiring member banks to prepay premiums for the next three years on Dec. 30 - a strategy that’s largely viewed as ill-timed yet necessary. Ann Marie Baker, southwest region president for Kansas City-based UMB Bank, said that prepaying premiums at the end of the year would affect banks differently, depending on their financial health. *“There’s also a concern that this sets cash aside as a nonearning asset,”* she said. *“For some, it may be a liquidity issue, but for some, it’s an earnings issue. ... This is probably a good policy choice, but we wish it could be different.”*

### *Euromoney – October 8, 2009*

A romantic, old-fashioned style of banking business is enjoying a revival in the US. Smaller banks are gaining customers who are disillusioned with their bigger, national competitors. Some regional banks are doing better now than ever. UMB Chairman and CEO Mariner Kemper is expecting the regional banking model to come out stronger than ever as regional banks pick up business from failed institutions. He expects as many as 500 banks to close their doors, and questions whether the FDIC will have enough resources to cope with the rate of closures. *“The economy just cannot support 8,000-odd banks,”* he adds. He believes that a key area of consolidation will be among banks that rely on wholesale funding.

### *Kansas City Business Journal – October 9, 2009*

The FDIC is expected to give final approval next month to a plan calling for banks to pay three years’ worth of premiums at the end of this year – a move it said would raise about \$46 billion. Peter deSilva, chairman and CEO of UMB Bank, said he favors prepayment over options that included the FDIC selling bonds to its members, tapping a \$100 billion credit line with the U.S. Treasury or implementing another special assessment – a measure most bankers despise. *“You have to ship cash off to the FDIC before the end of the year, but it doesn’t directly hit capital,”* deSilva said. *“It strings it out over the next couple of years, and we can recover that by drawing down against that prepayment on our books. It shouldn’t constrain lending in any way.”*

### *Phoenix Business Journal – October 9, 2009*

UMB Bank Arizona, Phoenix, hired James Patterson Jr. as senior vice president and market president of UMB Asset Management.



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### **Kansas City Star – October 14, 2009**

An innovative venture intended to shatter the reluctance of Kansas City residents to recycle glass containers is being called the nation's first self-contained metropolitan recycling system. Backers of the new company, Ripple Glass LLC, hope the effort will dramatically increase the amount of glass recycled. *"It's going to be one of Kansas City's greatest assets,"* predicted Mariner Kemper, chairman and chief executive of UMB Financial Corp. *"It's a company founded from the beginning to make a difference... It brings the heart beat of sustainable practices to the heart of the Kansas City."*

### **Financial News – October 15, 2009**

UMB Corporate Trust & Escrow Services, a division of UMB Financial Corporation, leads the Missouri and Midwestern markets as one of the first agents to be selected for all three bond types created by The American Recovery and Reinvestment Act of 2009: Build America Bonds, Qualified School Construction Bonds, and Recovery Zone Economic Development Bonds. *"A year ago, the economy's volatility put a hold on many public projects,"* Clyde Wendel, president of UMB Asset Management, said in a statement. *"As a leading provider of corporate trust and escrow services to the Midwest and Rocky Mountain marketplace, we are proud to offer our expertise in moving these projects, and ultimately the economy, forward once again."*

### **St. Louis Post-Dispatch – October 18, 2009**

The Dow Jones industrial average crossed the 10,000 mark twice – once on the way up, once on the way down. What if sales remain sluggish, though? Banks have cut credit lines, and house prices aren't rising, so consumers aren't in the mood to spend. *"So far, there isn't overwhelming evidence of companies showing top-line revenue growth,"* says Gary Guthrie, senior vice president in the trust department of UMB Bank.

### **Denver Business Journal – October 19, 2009**

UMB Financial Corp., parent company of UMB Bank Colorado, was named as one of the 10 best companies supporting the arts in America by the Business Committee for the Arts. The committee cited UMB's century-long support for the arts that was ignited by the passion of its founding family, the Kempers. Today, the company continues to dedicate time and monetary resources towards the education, promotion and support of arts programs and artists on both a local and national scale.

### **Denver Business Journal – October 19, 2009**

UMB Bank Colorado has bought naming rights to the Denver Botanic Gardens amphitheater, and now the venue will be known as UMB Bank Amphitheater for three years. *"UMB has a long history of involvement with Denver Botanic Gardens and we're pleased to expand that commitment with the sponsorship of the amphitheater and concert series,"* said Mariner Kemper, Denver-based chairman and CEO of UMB Financial Corp.

### **TheStreet.com – October 23, 2009**

American workers have had to endure millions of job losses, a decade's worth of declines in their retirement plans and higher health-insurance contributions. And now flexible-spending accounts, used by 35 million people in the country, are under threat. *"There is always the danger when you are doing something as large as health-care reform of unintended consequences,"* says Dennis Triplett, chief executive of UMB Bank Healthcare Services and chairman of the Employers Council on Flexible Compensation. *"When you are trying to reform a sixth of the economy in one sitting, you may well be doing something that looks appropriate but find out that you have caused angst and pain."*

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### *Denver Business Journal* – October 23, 2009

UMB Financial Corp. was highlighted in a listing of nine finalists in the Banking and Finance category for the *Denver Business Journal's* *Power Book*. UMB Financial's careful approach during the boom years has paid off for the company as the economy faltered in 2008 and early 2009. Even in the years when credit was flowing freely, Kansas City, Mo.-based UMB stuck to its core principles: Know your customers, lend to businesses with strong balance sheets and income statements, lend within the company footprint and don't use intermediaries. Chairman and CEO Mariner Kemper, who lives in Denver, has spent the past year calling publicly for a renewed focus on business ethics, not only in the financial services industry but across the board.

### *Forbes (Associated Press)* – October 27, 2009

Bank holding company UMB Financial Corp. on Tuesday reported a 10 percent jump in its third-quarter profit, fueled in part by a jump in total deposits. The company also boosted its quarterly dividend by 5.7 percent to 18.5 cents per share. Investors responded by pushing the company's stock up \$2.18, or 5.6 percent, to \$41.33 in afternoon trading. For the three months ending Sept. 30, UMB said it earned \$24 million or 59 cents per share. That compared to \$21.8 million or 53 cents per share, in the year-ago period. The performance beat Wall Street expectations. On average, analysts polled by Thomson Reuters forecast earnings of 49 cents per share. Total deposits grew to \$7.9 billion as of Sept. 30, compared to \$7.1 billion a year earlier.

### *Kansas City Star* – October 29, 2009

Peter deSilva, president and chief operating officer of UMB Financial Corp., will become chairman of the Greater Kansas City Chamber of Commerce on Nov. 1.

### *Wichita Eagle* – October 30, 2009

Craig Anderson has been promoted to president of regional banking for UMB Financial Corp. Bill Watson will take Anderson's position as chairman and CEO of UMB's Kansas region and will oversee 16 banks in eight communities.