

## CONSOLIDATED FINANCIAL HIGHLIGHTS

	Three months ended			Year ended December 31	
	December 31, 2017	September 30, 2017	December 31, 2016	2017	2016
(Dollars in thousands, except share data; unaudited)					
<b>SUMMARY OF OPERATIONS</b>					
Interest income	\$ 285,958	\$ 284,333	\$ 254,782	\$ 1,103,690	\$ 987,757
Interest expense	11,189	11,158	10,865	43,794	43,082
Net interest income	274,769	273,175	243,917	1,059,896	944,675
(Credit) provision for loan and lease losses	(2,809)	7,946	16,029	25,692	32,941
Net interest income after provision for loan and lease losses	277,578	265,229	227,888	1,034,204	911,734
Gain on acquisitions	—	—	—	134,745	5,831
Noninterest income	140,150	125,387	124,698	506,284	482,240
Noninterest expense	294,617	286,967	271,531	1,131,535	1,048,738
Income before income taxes	123,111	103,649	81,055	543,698	351,067
Income taxes	68,704	36,585	28,365	219,946	125,585
Net income	\$ 54,407	\$ 67,064	\$ 52,690	\$ 323,752	\$ 225,482
Taxable-equivalent net interest income	\$ 276,002	\$ 274,272	\$ 245,330	\$ 1,064,415	\$ 949,768
<b>PER SHARE DATA</b>					
Net income	\$ 4.53	\$ 5.58	\$ 4.39	\$ 26.96	\$ 18.77
Cash dividends	0.35	0.30	0.30	1.25	1.20
Book value at period-end	277.60	275.91	250.82	277.60	250.82
<b>CONDENSED BALANCE SHEET</b>					
Cash and due from banks	\$ 336,150	\$ 296,386	\$ 539,741	\$ 336,150	\$ 539,741
Overnight investments	1,387,927	2,432,233	1,872,594	1,387,927	1,872,594
Investment securities	7,180,256	6,992,955	7,006,678	7,180,256	7,006,678
Loans and leases	23,596,825	23,149,073	21,737,878	23,596,825	21,737,878
Less allowance for loan and lease losses	(221,893)	(231,842)	(218,795)	(221,893)	(218,795)
Other assets	2,248,247	1,945,349	2,052,740	2,248,247	2,052,740
Total assets	\$ 34,527,512	\$ 34,584,154	\$ 32,990,836	\$ 34,527,512	\$ 32,990,836
Deposits	29,266,275	29,333,949	28,161,343	29,266,275	28,161,343
Other liabilities	1,927,173	1,936,374	1,817,066	1,927,173	1,817,066
Shareholders' equity	3,334,064	3,313,831	3,012,427	3,334,064	3,012,427
Total liabilities and shareholders' equity	\$ 34,527,512	\$ 34,584,154	\$ 32,990,836	\$ 34,527,512	\$ 32,990,836
<b>SELECTED PERIOD AVERAGE BALANCES</b>					
Total assets	\$ 34,864,720	\$ 34,590,503	\$ 33,223,995	\$ 34,302,867	\$ 32,439,492
Investment securities	7,044,534	6,906,345	6,716,873	7,036,564	6,616,355
Loans and leases	23,360,235	22,997,195	21,548,313	22,725,665	20,897,395
Interest-earning assets	32,874,233	32,555,597	31,078,428	32,213,646	30,267,788
Deposits	29,525,843	29,319,384	28,231,477	29,119,344	27,515,161
Interest-bearing liabilities	19,425,404	19,484,663	19,357,282	19,576,353	19,158,317
Shareholders' equity	\$ 3,329,562	\$ 3,284,044	\$ 3,056,426	\$ 3,206,250	\$ 3,001,269
Shares outstanding	12,010,405	12,010,405	12,010,405	12,010,405	12,010,405
<b>SELECTED RATIOS</b>					
Annualized return on average assets	0.62%	0.77%	0.63%	0.94%	0.70%
Annualized return on average equity	6.48	8.10	6.86	10.10	7.51
Taxable-equivalent net interest margin	3.34	3.35	3.14	3.30	3.14
Efficiency ratio <sup>(1)</sup>	73.14	72.24	75.54	73.03	75.79
Tier 1 risk-based capital ratio	12.88	12.95	12.42	12.88	12.42
Common equity Tier 1 ratio	12.88	12.95	12.42	12.88	12.42
Total risk-based capital ratio	14.21	14.34	13.85	14.21	13.85
Leverage capital ratio	9.47	9.43	9.05	9.47	9.05

<sup>(1)</sup>The efficiency ratio is a non-GAAP financial measure which measures productivity and is generally calculated as noninterest expense divided by total revenue (net interest income and noninterest income). The efficiency ratio removes the impact of BancShares' securities gains, acquisition gains and other non-recurring gains or losses from the calculation. Management uses this ratio to monitor performance and believes this measure provides meaningful information to investors.

## ALLOWANCE FOR LOAN AND LEASE LOSSES AND ASSET QUALITY DISCLOSURES

(Dollars in thousands, unaudited)	Three months ended			Year ended December 31	
	December 31, 2017	September 30, 2017	December 31, 2016	2017	2016
<b>ALLOWANCE FOR LOAN AND LEASE LOSSES (ALLL)</b>					
ALLL at beginning of period	\$ 231,842	\$ 228,798	\$ 211,950	\$ 218,795	\$ 206,216
(Credit) provision for loan and lease losses:					
PCI loans <sup>(1)</sup>	(2,637)	(537)	2,137	(3,447)	(1,929)
Non-PCI loans <sup>(1)</sup>	(172)	8,483	13,892	29,139	34,870
Net charge-offs of loans and leases:					
Charge-offs	(9,994)	(8,494)	(11,316)	(36,682)	(30,201)
Recoveries	2,854	3,592	2,132	14,088	9,839
Net charge-offs of loans and leases	(7,140)	(4,902)	(9,184)	(22,594)	(20,362)
ALLL at end of period	\$ 221,893	\$ 231,842	\$ 218,795	\$ 221,893	\$ 218,795
ALLL at end of period allocated to loans and leases:					
PCI	\$ 10,026	\$ 12,959	\$ 13,769	\$ 10,026	\$ 13,769
Non-PCI	211,867	218,883	205,026	211,867	205,026
ALLL at end of period	\$ 221,893	\$ 231,842	\$ 218,795	\$ 221,893	\$ 218,795
Net charge-offs of loans and leases:					
PCI	\$ 296	\$ —	\$ —	\$ 296	\$ 614
Non-PCI	6,844	4,902	9,184	22,298	19,748
Total net charge-offs	\$ 7,140	\$ 4,902	\$ 9,184	\$ 22,594	\$ 20,362
Reserve for unfunded commitments	\$ 1,032	\$ 1,309	\$ 1,133	\$ 1,032	\$ 1,133
<b>SELECTED LOAN DATA</b>					
Average loans and leases:					
PCI	\$ 799,399	\$ 865,580	\$ 831,858	\$ 845,030	\$ 898,706
Non-PCI	22,560,836	22,131,615	20,716,455	21,880,635	19,998,689
Loans and leases at period-end:					
PCI	762,998	834,167	809,169	762,998	809,169
Non-PCI	22,833,827	22,314,906	20,928,709	22,833,827	20,928,709
<b>RISK ELEMENTS</b>					
Nonaccrual loans and leases:					
PCI	\$ 624	\$ 1,017	\$ 3,451	\$ 624	\$ 3,451
Non-PCI	92,534	90,064	82,307	92,534	82,307
Other real estate	51,097	53,988	61,231	51,097	61,231
Total nonperforming assets	\$ 144,255	\$ 145,069	\$ 146,989	\$ 144,255	\$ 146,989
Accruing loans and leases 90 days or more past due	\$ 61,718	\$ 68,250	\$ 68,241	\$ 61,718	\$ 68,241
<b>RATIOS</b>					
Net charge-offs (annualized) to average loans and leases:					
PCI	0.15%	—%	—%	0.04%	0.07%
Non-PCI	0.12	0.09	0.18	0.10	0.10
Total	0.12	0.08	0.17	0.10	0.10
ALLL to total loans and leases:					
PCI	1.31	1.55	1.70	1.31	1.70
Non-PCI	0.93	0.98	0.98	0.93	0.98
Total	0.94	1.00	1.01	0.94	1.01
Ratio of nonperforming assets to total loans, leases and other real estate					
Covered	0.54	0.35	0.66	0.54	0.66
Noncovered	0.61	0.63	0.67	0.61	0.67
Total	0.61	0.63	0.67	0.61	0.67

<sup>(1)</sup> Loans and leases are evaluated at acquisition and where a discount is noted at least in part due to credit quality, the loans are accounted for under the guidance in ASC Topic 310-30, *Loans and Debt Securities Acquired with Deteriorated Credit Quality*. Loans for which it is probable at acquisition that all required payments will not be collected in accordance with the contractual terms are considered purchased credit-impaired (PCI) loans. PCI loans and leases are recorded at fair value at the date of acquisition. No allowance for loan and lease losses is recorded on the acquisition date as the fair value of the acquired assets incorporates assumptions regarding credit risk. An allowance is recorded if there is additional credit deterioration after the acquisition date. Conversely, Non-PCI loans include originated and purchased non-impaired loans.

## AVERAGE BALANCE AND NET INTEREST MARGIN SUMMARY

	Three months ended									
	December 31, 2017			September 30, 2017			December 31, 2016			
	Average Balance	Interest	Yield/ Rate <sup>(2)</sup>	Average Balance	Interest	Yield/ Rate <sup>(2)</sup>	Average Balance	Interest	Yield/ Rate <sup>(2)</sup>	
(Dollars in thousands, unaudited)										
<b>INTEREST-EARNING ASSETS</b>										
Loans and leases <sup>(1)</sup>	\$ 23,360,235	\$ 248,151	4.22	%\$ 22,997,195	\$ 247,262	4.27	%\$ 21,548,313	\$ 226,651	4.19	%
Investment securities:										
U. S. Treasury	1,627,968	4,784	1.17	1,617,153	4,580	1.12	1,593,610	3,328	0.83	
Government agency	9,659	69	2.85	41,001	171	1.66	172,037	396	0.92	
Mortgage-backed securities	5,233,293	25,351	1.94	5,075,795	23,912	1.88	4,802,198	20,937	1.74	
Corporate bonds	63,911	991	6.20	62,338	974	6.25	54,255	772	5.69	
Other	109,703	246	0.89	110,058	164	0.59	94,773	253	1.06	
Total investment securities	7,044,534	31,441	1.78	6,906,345	29,801	1.72	6,716,873	25,686	1.53	
Overnight investments	2,469,464	7,599	1.22	2,652,057	8,367	1.25	2,813,242	3,858	0.55	
Total interest-earning assets	\$ 32,874,233	\$ 287,191	3.47	%\$ 32,555,597	\$ 285,430	3.48	%\$ 31,078,428	\$ 256,195	3.28	%
<b>INTEREST-BEARING LIABILITIES</b>										
Interest-bearing deposits:										
Checking with interest	\$ 5,028,978	\$ 262	0.02	%\$ 4,981,667	\$ 255	0.02	%\$ 4,696,279	\$ 261	0.02	%
Savings	2,337,993	172	0.03	2,320,899	173	0.03	2,080,598	161	0.03	
Money market accounts	8,047,691	1,732	0.09	8,053,197	1,690	0.08	8,113,686	1,619	0.08	
Time deposits	2,421,749	1,623	0.27	2,559,977	1,721	0.27	2,892,143	2,411	0.33	
Total interest-bearing deposits	17,836,411	3,789	0.08	17,915,740	3,839	0.09	17,782,706	4,452	0.10	
Repurchase agreements	615,244	622	0.40	594,344	613	0.41	726,318	485	0.27	
Other short-term borrowings	107,551	1,031	3.77	86,631	816	3.71	12,749	52	1.63	
Long-term obligations	866,198	5,747	2.61	887,948	5,890	2.61	835,509	5,876	2.81	
Total interest-bearing liabilities	\$ 19,425,404	\$ 11,189	0.23	%\$ 19,484,663	\$ 11,158	0.22	%\$ 19,357,282	\$ 10,865	0.22	%
Interest rate spread			3.24	%		3.26	%		3.06	%
Net interest income and net yield on interest-earning assets		\$ 276,002	3.34	%	\$ 274,272	3.35	%	\$ 245,330	3.14	%

<sup>(1)</sup> Loans and leases include PCI loans, non-PCI loans, nonaccrual loans and loans held for sale.

<sup>(2)</sup> Yields related to loans, leases and securities exempt from both federal and state income taxes, federal income taxes only, or state income taxes only are stated on a taxable-equivalent basis assuming statutory federal income tax rates of 35.0 percent for each period and state income tax rates of 3.1 percent for the three months ended December 31, 2017, September 30, 2017 and December 31, 2016. The taxable-equivalent adjustment was \$1,233, \$1,097 and \$1,413 for the three months ended December 31, 2017, September 30, 2017 and December 31, 2016, respectively. The rate/volume variance is allocated equally between the changes in volume and rate.