

## CONSOLIDATED FINANCIAL HIGHLIGHTS

For the three months ended

(Dollars in thousands, except share data; unaudited)

	March 31, 2019	December 31, 2018	March 31, 2018
<b>SUMMARY OF OPERATIONS</b>			
Interest income	\$ 336,924	\$ 333,573	\$ 292,601
Interest expense	16,452	12,691	8,164
Net interest income	320,472	320,882	284,437
Provision for loan and lease losses	11,750	11,585	7,605
Net interest income after provision for loan and lease losses	308,722	309,297	276,832
Noninterest income	103,663	82,007	122,684
Noninterest expense	267,657	275,378	268,063
Income before income taxes	144,728	115,926	131,453
Income taxes	33,369	26,453	31,222
Net income	\$ 111,359	\$ 89,473	\$ 100,231
Taxable-equivalent net interest income	\$ 321,372	\$ 321,804	\$ 285,248
<b>PER SHARE DATA</b>			
Net income per share	\$ 9.67	\$ 7.62	\$ 8.35
Cash dividends per share	0.40	0.40	0.35
Book value at period-end	309.46	300.04	280.77
<b>CONDENSED BALANCE SHEET</b>			
Cash and due from banks	\$ 268,599	\$ 327,440	\$ 248,139
Overnight investments	1,386,525	797,406	1,946,882
Investment securities	6,914,513	6,834,362	6,967,921
Loans and leases	25,463,785	25,523,276	23,611,977
Less allowance for loan and lease losses	(228,775)	(223,712)	(223,116)
Other assets	2,157,023	2,149,857	1,884,634
Total assets	\$ 35,961,670	\$ 35,408,629	\$ 34,436,437
Deposits	\$ 31,198,093	\$ 30,672,460	\$ 29,969,245
Other liabilities	1,240,268	1,247,215	1,095,078
Shareholders' equity	3,523,309	3,488,954	3,372,114
Total liabilities and shareholders' equity	\$ 35,961,670	\$ 35,408,629	\$ 34,436,437
<b>SELECTED PERIOD AVERAGE BALANCES</b>			
Total assets	\$ 35,625,885	\$ 35,625,500	\$ 34,267,495
Investment securities	6,790,671	7,025,889	7,053,001
Loans and leases	25,515,988	25,343,813	23,666,098
Interest-earning assets	33,432,162	33,500,732	32,320,431
Deposits	30,802,567	30,835,157	29,472,125
Interest-bearing liabilities	19,655,434	19,282,749	19,031,404
Shareholders' equity	3,509,746	3,491,914	3,333,114
Shares outstanding	11,519,008	11,763,832	12,010,405
<b>SELECTED RATIOS</b>			
Annualized return on average assets	1.27 %	1.00 %	1.19 %
Annualized return on average equity	12.86	10.17	12.20
Taxable-equivalent net interest margin	3.89	3.82	3.57
Efficiency ratio <sup>(1)</sup>	64.8	65.7	70.5
Tier 1 risk-based capital ratio	12.7	12.7	13.4
Common equity Tier 1 ratio	12.7	12.7	13.4
Total risk-based capital ratio	14.0	14.0	14.7
Leverage capital ratio	9.8	9.8	10.0

<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, one-time gains on extinguishment of debt, fair market value adjustment on marketable equity securities and FDIC shared-loss termination 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

	Three months ended		
	March 31, 2019	December 31, 2018	March 31, 2018
(Dollars in thousands, unaudited)			
<b>ALLOWANCE FOR LOAN AND LEASE LOSSES (ALLL)</b>			
ALLL at beginning of period	\$ 223,712	\$ 219,197	\$ 221,893
Provision (credit) for loan and lease losses:			
PCI loans <sup>(1)</sup>	(164)	(1,765)	2,354
Non-PCI loans <sup>(1)</sup>	11,914	13,350	5,251
Net charge-offs of loans and leases:			
Charge-offs	(10,154)	(10,768)	(9,697)
Recoveries	3,467	3,698	3,315
Net charge-offs of loans and leases	(6,687)	(7,070)	(6,382)
ALLL at end of period	\$ 228,775	\$ 223,712	\$ 223,116
ALLL at end of period allocated to loans and leases:			
PCI	\$ 8,980	\$ 9,144	\$ 12,296
Non-PCI	219,795	214,568	210,820
ALLL at end of period	\$ 228,775	\$ 223,712	\$ 223,116
Net charge-offs of loans and leases:			
PCI	\$ —	\$ —	\$ 84
Non-PCI	6,687	7,070	6,298
Net charge-offs of loans and leases	\$ 6,687	\$ 7,070	\$ 6,382
Reserve for unfunded commitments	\$ 1,052	\$ 1,107	\$ 1,116
<b>SELECTED LOAN DATA</b>			
Average loans and leases:			
PCI	\$ 579,090	\$ 616,664	\$ 733,830
Non-PCI	24,936,898	24,727,149	22,932,268
Loans and leases at period-end:			
PCI	557,356	606,576	703,837
Non-PCI	24,906,429	24,916,700	22,908,140
<b>RISK ELEMENTS</b>			
Nonaccrual loans and leases	\$ 90,625	\$ 85,822	\$ 90,840
Other real estate	43,306	48,030	48,089
Total nonperforming assets	\$ 133,931	\$ 133,852	\$ 138,929
Accruing loans and leases 90 days or more past due	\$ 37,474	\$ 39,908	\$ 51,259
<b>RATIOS</b>			
Net charge-offs (annualized) to average loans and leases	0.11	0.11	0.11
ALLL to total loans and leases:			
PCI	1.61	1.51	1.75
Non-PCI	0.88	0.86	0.92
Total	0.90	0.88	0.94
Ratio of total nonperforming assets to total loans, leases and other real estate owned	0.53	0.52	0.59

<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. Non-PCI loans include originated and purchased non-impaired loans.

## AVERAGE BALANCE AND NET INTEREST MARGIN SUMMARY

	Three months ended								
	March 31, 2019			December 31, 2018			March 31, 2018		
	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>	\$ 25,515,988	\$ 291,569	4.62 %	\$ 25,343,813	\$ 288,484	4.52 %	\$ 23,666,098	\$ 252,627	4.32 %
Investment securities:									
U. S. Treasury	1,208,231	6,496	2.18	1,454,889	7,261	1.98	1,567,388	6,774	1.75
Government agency	286,514	2,309	3.22	192,830	1,288	2.67	14,952	100	2.67
Mortgage-backed securities	5,051,416	28,834	2.28	5,136,489	29,261	2.28	5,295,273	27,093	2.05
Corporate bonds and other	145,127	1,937	5.34	135,962	1,810	5.32	66,009	1,010	6.12
State, county and municipal	—	—	—	78	3	17.14	—	—	—
Marketable equity securities	99,383	282	1.15	105,641	323	1.22	109,379	209	0.77
Total investment securities	6,790,671	39,858	2.35	7,025,889	39,946	2.27	7,053,001	35,186	2.00
Overnight investments	1,125,503	6,397	2.31	1,131,030	6,065	2.13	1,601,332	5,599	1.42
Total interest-earning assets	\$ 33,432,162	\$ 337,824	4.09 %	\$ 33,500,732	\$ 334,495	3.97 %	\$ 32,320,431	\$ 293,412	3.67 %
<b>INTEREST-BEARING LIABILITIES</b>									
Interest-bearing deposits:									
Checking with interest	\$ 5,237,019	\$ 345	0.03 %	\$ 5,254,677	\$ 332	0.03 %	\$ 5,091,670	\$ 293	0.02 %
Savings	2,523,543	206	0.03	2,511,444	213	0.03	2,378,499	171	0.03
Money market accounts	8,168,712	5,172	0.26	7,971,726	4,335	0.22	8,139,405	1,749	0.09
Time deposits	2,843,773	7,203	1.03	2,599,498	4,179	0.64	2,340,698	1,543	0.27
Total interest-bearing deposits	18,773,047	12,926	0.28	18,337,345	9,059	0.20	17,950,272	3,756	0.08
Securities sold under customer repurchase agreements	538,162	459	0.35	572,442	419	0.29	585,627	548	0.37
Other short-term borrowings	—	—	—	53,552	298	2.21	91,440	886	3.88
Long-term borrowings	344,225	3,067	3.56	319,410	2,915	3.58	404,065	2,974	2.94
Total interest-bearing liabilities	\$ 19,655,434	\$ 16,452	0.34	\$ 19,282,749	\$ 12,691	0.26	\$ 19,031,404	\$ 8,164	0.17
Interest rate spread			3.75 %			3.71 %			3.50 %
Net interest income and net yield on interest-earning assets		\$ 321,372	3.89 %		\$ 321,804	3.82 %		\$ 285,248	3.57 %

<sup>(1)</sup> Loans and leases include PCI and 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 21.0%, as well as state income tax rates of 3.4% for all periods presented. The taxable-equivalent adjustment was \$900, \$922 and \$811 for the three months ended March 31, 2019, December 31, 2018 and March 31, 2018, respectively.