

Investor Presentation  
May 2018  
F.N.B. Corporation

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# Cautionary Statement Regarding Forward-Looking Information and Non-GAAP Financial Information

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This document contains forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which contain F.N.B. Corporation's (F.N.B.) expectations or predictions of future financial or business performance or conditions. Forward-looking statements are typically identified by words such as "believe," "plan," "expect," "anticipate," "intend," "outlook," "estimate," "forecast," "will," "should," "project," "goal," and other similar words and expressions. These forward-looking statements involve certain risks and uncertainties. In addition to factors previously disclosed in F.N.B.'s reports filed with the SEC, the following factors among others, could cause actual results to differ materially from forward-looking statements or historical performance: changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and capital markets; inflation; potential difficulties encountered in expanding into a new and remote geographic market; customer borrowing, repayment, investment and deposit practices; customer disintermediation; the introduction, withdrawal, success and timing of business and technology initiatives; competitive conditions; the inability to realize cost savings or revenues or to implement integration plans and other consequences associated with acquisitions and divestitures; economic conditions; interruption in or breach of security of our information systems; integrity and functioning of products, information systems and services provided by third party external vendors; changes in tax rules and regulations or interpretations including, but not limited to the recently enacted Tax Cuts and Jobs Act; changes in accounting policies, standards and interpretations; liquidity risk; changes in asset valuations; and the impact, extent and timing of technological changes, capital management activities, and other actions of the Office of the Comptroller of the Currency, the Board of Governors of the Federal Reserve System, the Consumer Financial Protection Bureau, the Federal Deposit Insurance Company and legislative and regulatory actions and reforms. F.N.B. does not undertake any obligation to revise these forward-looking statements or to reflect events or circumstances after the date of this document.

This presentation contains "snapshot" information about F.N.B. and is not intended as a full business or financial review and should be viewed in the context of all the information made available by F.N.B. in our SEC filings. To supplement its consolidated financial statements presented in accordance with Generally Accepted Accounting Principles (GAAP), F.N.B. provides additional measures of operating results, net income and earnings per share adjusted to exclude certain costs, expenses, and gains and losses. F.N.B. believes that these non-GAAP financial measures are appropriate to enhance understanding of our past performance and facilitate comparisons with the performance of F.N.B.'s peers. In the event of such a disclosure or release, the Securities and Exchange Commission's Regulation G requires: (i) the presentation of the most directly comparable financial measure calculated and presented in accordance with GAAP and (ii) a reconciliation of the differences between the non-GAAP financial measure presented and the most directly comparable financial measure calculated and presented in accordance with GAAP.

The Appendix to this presentation contains a reconciliation of the non-GAAP financial measures used by F.N.B. to the most directly comparable GAAP financial measures. While F.N.B. believes that these non-GAAP financial measures are useful in evaluating results, the information should be considered supplemental in nature and not as a substitute for or superior to the relevant financial information prepared in accordance with GAAP. The non-GAAP financial measures used by F.N.B. may differ from the non-GAAP financial measures other financial institutions use to measure their results of operations. This information should be reviewed in conjunction with F.N.B.'s financial results disclosed on April 24, 2018, as well as F.N.B.'s corresponding Form 10-Q filing and its other periodic filings with the SEC.

Actual results may differ materially from those expressed or implied as a result of these risks and uncertainties, including, but not limited to, the risk factors and other uncertainties described in F.N.B.'s Annual Report on Form 10-K for the year ended December 31, 2017, our subsequent quarterly 2018 Form 10-Q filings (including the risk factors and risk management discussions) and F.N.B.'s other subsequent filings with the SEC, which are available on our corporate website at <https://www.fnb-online.com/about-us/investor-relations-shareholder-services> by clicking on the hyperlink "Reports and Filings." We have included our web address as an inactive textual reference only. Information on our website is not part of this earnings presentation.

# Key Investment Considerations

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- FNB's business model is designed to deliver long-term shareholder value
- Past infrastructure investments have positioned FNB well for sustainable growth
- We intend to achieve consistent growth while adhering to our risk profile
- We are committed to continued efficiency improvement while investing for the future
- We are focused on delivering earnings growth and achieving our financial objectives

# About FNB Corporation

**High-Quality,  
Growing Regional Financial  
Institution**

**Business Model**

**Well-Positioned for Sustained  
Growth**

**Consistent Operating Results**

- 
- Headquarters: Pittsburgh, PA
  - Market capitalization: \$4.3 billion<sup>1</sup>
  - Banking locations: Over 400<sup>1</sup>
  - Total Assets: \$32 Billion<sup>1</sup>
  
  - Regional bank focused on serving consumer and wholesale banking clients
    - Adhere to a low-risk profile
    - Increase market share through growth opportunities
    - Demonstrate disciplined expense control and improve efficiency
    - Deliver long-term value
  
  - Attractive Mid-Atlantic footprint: Banking locations spanning eight states
  - Established presence with top regional bank market share in metropolitan markets<sup>2</sup>
    - #3 in Pittsburgh
    - #8 in Baltimore
    - #14 in Cleveland
    - #10 in Raleigh
    - #8 in Charlotte
    - #6 in Piedmont Triad<sup>3</sup>
  
  - High-quality earnings
  - Solid profitability performance
  - Consistently strong organic loan and deposit growth results

# An Infrastructure Built for Long-Term Sustainable Growth

		2014	2015	2016	2017	2018
PEOPLE	<b>Talent Management</b> <i>Strengthened team through key hires; Continuous team development</i>	Chief Technology & Chief Marketing Officer filled, launched Project Management Office	Chief Wholesale Banking and Chief Consumer Banking Officer filled	Chief Information Security Officer filled	Retention of support personnel, regional leadership in Carolinas hired/retained	Hired EVP of Capital Markets and Specialty Finance
	<b>Geographic Segmentation</b> <i>Regional Model</i>	Announced Pittsburgh as HQ		Improved market share in Central PA, Expanded HQ, Operations and Technology functions, entrance into Carolinas, creation of 4 new Carolina regions		Expanded commercial banking services into Washington D.C.
PROCESS	<b>Sales Management</b> <i>Proprietary sales management system developed &amp; implemented: Balanced scorecards aligned with shareholder value proposition</i>	Consumer Banking scorecards, Consumer Banking refinement/ daily monitoring		Enhancement of CRM Data Analytics		
		Continued enhancements to Commercial Banking sales mgt., expansion of additional lines of business: Private Banking, Insurance, Wealth Management			SBA Lending and Builder Finance	Identification of process improvements to drive efficiency
PRODUCT	<b>Product Development</b> <i>Deepened product set and niche areas</i>	Mobile Banking Enhancements	New website launched, ApplePay™, International Banking	Intelligent Teller Machines, digital in-branch kiosks and solutions centers, new commercial banking app, CardGuard debit card controls, upgrades to online banking & mobile app including Touch ID & FNB Direct, introduction of Zelle <sup>SM</sup>		
PRODUCTIVITY	<b>Branch Optimization</b> <i>Continuous Evolution of branch network to optimize profitability</i>	De-Novo expansion	BAC branches	FITB branches, Opened innovative banking center in State College, PA	Introduction and expansion of Concept Branches	
		Consolidate 1 location	Consolidate 6 locations	Consolidate 9 locations	Consolidate 8 locations	Continued evaluation of consolidation and de novo expansion

# Strategic Objectives 2018 and Beyond

## Consumer

- Enhance analytics capabilities to better understand customers' needs and increase share of wallet
- Fully deploy Clicks-to-Bricks strategy across the footprint
- Continue to rationalize branch network to improve efficiency
- Enhance private banking to provide a more comprehensive solution to high-net-worth clients
- Continue build-out of mortgage banking in new and attractive markets

## Commercial

- Continue expansion of equipment finance for middle market borrowers
- Disciplined expansion into attractive markets via loan production offices (LPOs)
- Develop unified customer view to better identify cross selling opportunities
- Add local product specialists to support the needs of sophisticated borrowers
- Develop specialty verticals such as government contracting and healthcare financing

## Fee-Based

- Develop a new SBA loan product offering for smaller businesses
- Expand insurance in new markets and leverage data analytics to increase growth in personal lines
- Introduce additional mobile and online offerings for wealth management and expand in new markets
- Reorganize capital markets and specialized finance businesses

**FNB is Well-Positioned to Deliver Greater Shareholder Value**

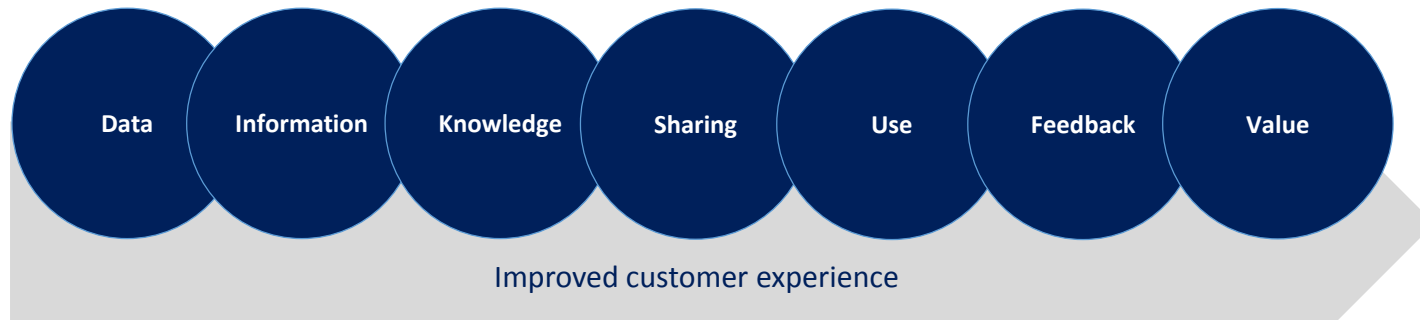
# Becoming a Data-Driven Bank

## Evolving Our Marketing Data Capabilities

- Investments in proprietary data science and targeted marketing capabilities
- Development of proprietary models to identify specific product opportunities based upon client needs
- Alignment of data analytics and online/web-based marketing efforts

## Front-Line Impact

- Internally generated leads incorporated into targeted marketing campaigns
- Leads shared with front line to initiate consultative customer conversations based upon client needs
- Improved customer segmentation used in product and marketing resource deployment
- Front line staff equipped with better information to increase value of branch visits

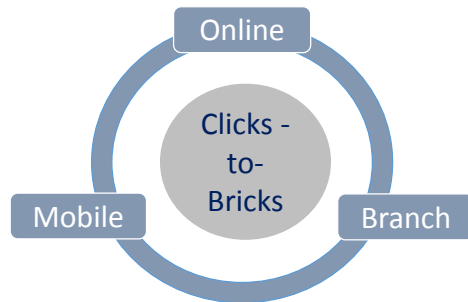




# A Consistent Experience across Channels

Clicks-to-Bricks is the seamless integration of traditional and digital channels to create a consistent, exceptional customer experience whether in the branch, online, or mobile

		Channel	
		Branch Experience	Digital Experience
Experience	Learn	<ul style="list-style-type: none"> <li>○ Solution Center featuring product boxes and touch-screen tablets</li> <li>○ Product videos, Help Me Decide comparison tools on tablets and kiosk in branch</li> </ul>	<ul style="list-style-type: none"> <li>○ Online Product “boxes” mimic retail experience</li> <li>○ Product videos, Help Me Decide comparison tools online</li> </ul>
	Apply	<ul style="list-style-type: none"> <li>○ iPads for streamlined deposit opening</li> <li>○ Unified product application via solution center</li> </ul>	<ul style="list-style-type: none"> <li>○ Intuitive, easy-to-navigate website</li> <li>○ Enhanced online application</li> </ul>
	Transact	<ul style="list-style-type: none"> <li>○ Intelligent Teller Machines</li> <li>○ Smart ATMs</li> </ul>	<ul style="list-style-type: none"> <li>○ Online banking and bill pay</li> <li>○ Mobile banking with remote deposit capture, Touch ID, CardGuard<sup>SM</sup>, bill pay, Apple Pay<sup>TM</sup>, Zelle<sup>SM,1</sup></li> </ul>
	Consult	<ul style="list-style-type: none"> <li>○ Focus on consultative conversations, not product push</li> <li>○ Financial literacy and education</li> </ul>	<ul style="list-style-type: none"> <li>○ Online financial education tools and resources</li> <li>○ Budget tools with notifications included in base offering</li> </ul>



## A differentiated mobile experience:

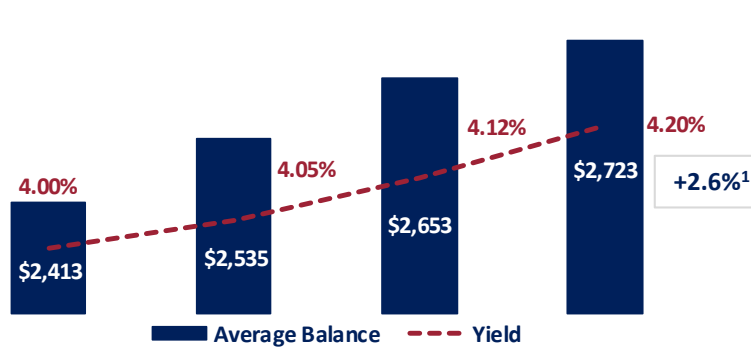
- FNB offers all of the most frequently used features according to the S&P Global Market Intelligence, as well as several popular features not available on many competing apps
- S&P also cited Clicks-to-Bricks as an example of a strategy that brings a digital experience into the branch



# Select Loan Portfolios

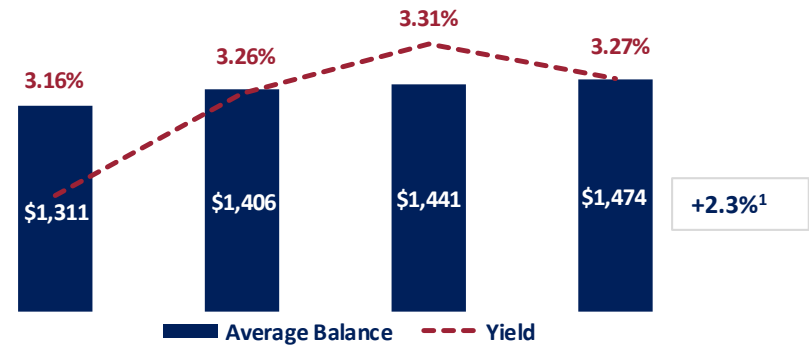
2Q17	3Q17	4Q17	1Q18
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## Residential Mortgage

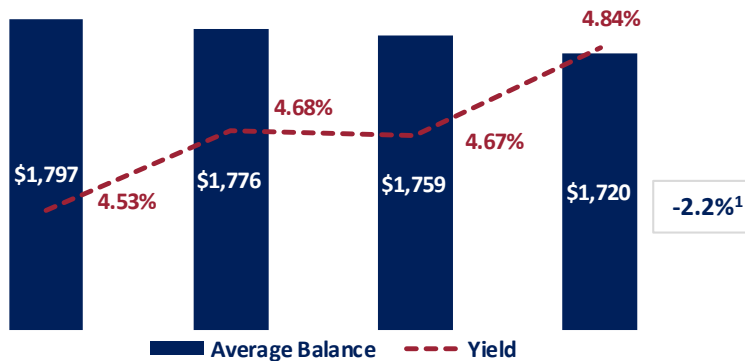


2Q17	3Q17	4Q17	1Q18
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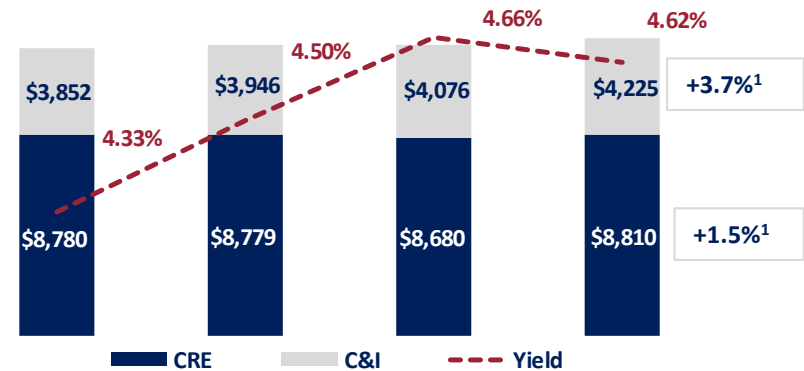
## Indirect Installment



## Consumer LOC



## Commercial



# Key Fee-Based Businesses



# Capital Markets and Specialty Finance

\$ in millions

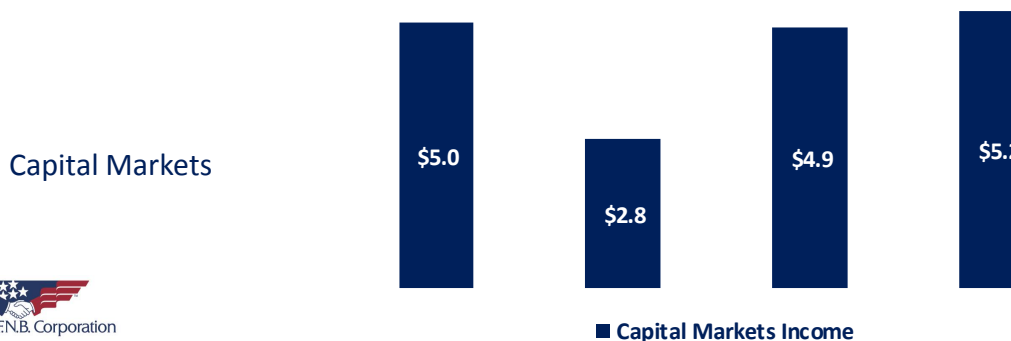
	2Q17	3Q17	4Q17	1Q18
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- Realigned strategy supports FNB LOBs in our core footprint and nearby states
- Focus on credit quality, documentation process, and mitigating “put-back” risk



- Fast-growing portfolio with attractive economics
- Focus on value-added cross-sell to commercial clients



- Suite of solutions for sophisticated borrowers including interest rate derivatives, international banking services, and loan syndication capabilities
- Focus on multi-product relationships

# Execution of FNB's Long-Term Growth Strategy

	<u>Key Performance Indicators</u>	<u>1Q18</u>	<u>2-3 Year Target</u>	<u>Key Strategy</u>
<b>Maintain Low-Risk Profile</b>	Originated net charge-offs /average loans	20 bps	25-50 bps	Remain disciplined through the cycle
<b>Drive Loan and Deposit Growth</b>	Average loans Average deposits	7% <sup>1</sup> (1%) <sup>1</sup>	Mid-to-High Single Digit	Grow and deepen customer relationships
<b>Drive Fee Income Growth</b>	Noninterest income	5% <sup>2</sup>	>10% / Year	Grow SBA and Capital Markets; Leverage newer markets
<b>Improve Efficiency</b>	Efficiency ratio	55.8%	<50%	Generate positive operating leverage
<b>Optimize the Retail Bank</b>	Deposits/branch	\$53 million	Continued Growth	Project REDI branch optimization; "Clicks to Bricks"
<b>Key Profitability Measure</b>	<b>ROAA</b>	<b>1.12%</b>	<b>&gt;1.25%</b>	<b>Deliver on FNB Business Model</b>

**FNB Has a Clear Path to Our Financial Objectives**

# Full Year 2018 Financial Objectives

	<u>Category</u>	<u>FY 2018 Target</u>
<b>Balance Sheet</b>	Loans	High-single digit growth <sup>1</sup>
	Deposits	Mid-to-high-single digit growth <sup>1</sup>
<b>Income Statement</b>	Net interest income	Mid-single digit growth <sup>2</sup>
	Provision expense	\$70-\$80 million
	Noninterest income	Mid-to-high single digit growth <sup>2</sup>
	Noninterest expense	Mid-single digit growth <sup>2</sup>
	Effective tax rate	Approximately 20%

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# Operating Results

## 1Q18 Highlights

# 1Q18 Financial Highlights

		1Q18	4Q17	1Q17
<b>Reported Results</b>	Net income available to common stockholders	\$84.8	\$22.1	\$21.0
	Earnings per diluted common share	\$0.26	\$0.07	\$0.09
	Book value per common share	\$13.37	\$13.30	\$13.16
<b>Key Operating Results (non-GAAP)<sup>1</sup></b>	Operating net income available to common stockholders (millions)	\$84.8	\$76.8	\$54.4
	Operating earnings per diluted common share	\$0.26	\$0.24	\$0.23
	Total organic average loan growth <sup>2</sup>	6.7%	3.0%	5.3%
	Total organic average deposit growth <sup>2</sup>	(0.7%)	19.0%	(1.1%)
	Efficiency Ratio	55.8%	53.1%	57.2%
	Tangible common equity / tangible assets	6.78%	6.74%	6.80%
	Tangible book value per common share	\$6.14	\$6.06	\$5.86



# Asset Quality<sup>1</sup>

\$ in thousands	1Q18	4Q17	1Q17	1Q18 Highlights
<b>NPLs+OREO/Total average originated loans and leases + OREO</b>	0.81%	0.81%	1.12%	
<b>Originated Delinquency</b>	0.79%	0.88%	0.94%	
<b>Provision for credit losses<sup>2</sup></b>	\$14,495	\$16,699	\$10,850	
<b>Net charge-offs (NCOs)<sup>2</sup></b>	\$10,628	\$11,335	\$8,127	○ Consistent and stable credit quality results across the portfolio
<b>NCOs (annualized)/Total average loans and leases<sup>2</sup></b>	0.20%	0.22%	0.20%	○ Improved levels of originated loan delinquency from 0.88% to 0.79%
<b>NCOs (annualized)/Total average originated loans and leases</b>	0.29%	0.35%	0.25%	
<b>Allowance for credit losses/ Total originated loans and leases</b>	1.08%	1.10%	1.19%	
<b>Allowance for credit losses/ Total non-performing loans and leases<sup>2</sup></b>	186.2%	193.6%	153.8%	

# Balance Sheet Highlights

Average, \$ in millions	1Q18	4Q17	1Q17	QoQ Δ	YoY Δ	QoQ Organic <sup>1</sup> Δ	YoY Organic <sup>1</sup> Δ	1Q18 Highlights
<b>Securities</b>	\$5,997	\$5,855	\$4,980	2.4%	20.4%			<ul style="list-style-type: none"> <li>○ Growth in commercial loans was driven by strong performance in our Central Pennsylvania, Cleveland, and Greater Baltimore - Washington D.C. markets</li> </ul>
<b>Total Loans</b>	\$21,156	\$20,812	\$16,190	1.7%	30.7%	6.7%	5.5%	
<b>Commercial Loans</b>	\$13,354	\$13,043	\$9,709	2.4%	37.5%	9.7%	4.7%	
<b>Consumer Loans<sup>2</sup></b>	\$7,801	\$7,769	\$6,481	0.4%	20.4%	1.7%	3.3%	<ul style="list-style-type: none"> <li>○ Growth in savings and time deposits, offset by seasonal outflows of business and municipal balances</li> </ul>
<b>Earning Assets</b>	\$27,323	\$26,864	\$21,273	1.7%	28.4%			
<b>Total Deposits</b>	\$22,170	\$22,210	\$17,133	(0.2%)	29.4%	(0.7%)	5.1%	<ul style="list-style-type: none"> <li>○ Transaction deposits<sup>3</sup> represent 78.9% of total deposits<sup>4</sup></li> <li>○ Loan to deposit ratio of 94.5%<sup>4</sup></li> </ul>
<b>Transaction Deposits<sup>3</sup></b>	\$17,533	\$17,740	\$14,244	(1.2%)	23.1%	(4.7%)	2.2%	
<b>Time Deposits</b>	\$4,637	\$4,470	\$2,889	3.7%	60.5%	15.1%	17.6%	

# Balance Sheet Yields/Rates

% , presented on an FTE basis		1Q18	4Q17	3Q17	2Q17	1Q17
<b>Assets</b>	Interest bearing deposits with banks	1.40	1.08	1.08	0.74	0.85
	Investment securities	2.34	2.37	2.32	2.30	2.22
	Loans and leases	4.59	4.59	4.49	4.37	4.26
	<b>Total earning assets</b>	<b>4.08</b>	<b>4.09</b>	<b>4.01</b>	<b>3.92</b>	<b>3.77</b>
<b>Liabilities</b>	Interest-bearing demand	0.49	0.43	0.40	0.36	0.26
	Savings	0.17	0.14	0.13	0.10	0.09
	Certificates and other time	1.20	1.12	0.92	0.83	0.90
	Borrowings	1.77	1.59	1.51	1.39	1.10
	Total interest-bearing liabilities	0.89	0.78	0.73	0.65	0.54
	<b>Cost of Interest-bearing deposits</b>	<b>0.65</b>	<b>0.58</b>	<b>0.48</b>	<b>0.43</b>	<b>0.37</b>
	<b>Cost of deposits</b>	<b>0.48</b>	<b>0.43</b>	<b>0.36</b>	<b>0.32</b>	<b>0.28</b>
	<b>Cost of funds</b>	<b>0.71</b>	<b>0.62</b>	<b>0.58</b>	<b>0.51</b>	<b>0.43</b>
	Net interest spread	3.19	3.31	3.28	3.27	3.23
	<b>Net interest margin<sup>1</sup></b>	<b>3.39</b>	<b>3.49</b>	<b>3.44</b>	<b>3.42</b>	<b>3.35</b>

# Revenue Highlights

\$ in thousands	1Q18	4Q17	1Q17	QoQ Δ	YoY Δ	1Q18 Highlights
<b>Total interest income</b>	\$272,927	\$271,085	\$194,693	0.7%	40.2%	○ Interest income supported by continued loan growth and increase in average securities
<b>Total interest expense</b>	46,822	41,049	21,941	14.1%	113.4%	
<b>Net interest income</b>	\$226,105	\$230,036	\$172,752	(1.7%)	30.9%	○ Interest expense reflects growth in customer time deposits and increased short-term borrowing costs
<b>Non-interest income</b>	67,503	65,104	55,116	3.7%	22.5%	
<b>Total revenue</b>	\$293,608	\$295,140	\$227,868	(0.5%)	28.9%	○ 1Q18 net interest income reflects lower cash recoveries and fewer days compared to 4Q17
<b>Net interest margin (FTE)<sup>1</sup></b>	3.39%	3.49%	3.35%	(10 bps)	4 bps	○ Net interest margin narrowed 10 basis points (bps), due primarily to a 6 bps decline in cash recoveries benefit and a 3 bps decline in FTE adjustment from the fourth quarter
<b>Incremental purchase accounting accretion impact<sup>2</sup></b>	0.07%	0.07%	0.06%	-	1 bp	
<b>Cash recoveries impact<sup>2</sup></b>	0.02%	0.08%	0.01%	(6 bps)	1 bp	
<b>FTE adjustment impact</b>	0.05%	0.08%	0.07%	(3 bps)	(2 bps)	

# Non-Interest Income

\$ in thousands	1Q18	4Q17	1Q17	QoQ Δ	YoY Δ	1Q18 Highlights
<b>Service charges</b>	\$30,077	\$31,550	\$24,581	(4.7%)	22.4%	<ul style="list-style-type: none"> <li>○ Wealth management<sup>1</sup> benefitted from customer acquisition, increased brokerage activity, seasonal tax revenue and growth in the Carolinas</li> <li>○ Insurance continued to deliver strong results</li> <li>○ Capital markets was led by increased swap income in the Carolinas and increased syndications and international activity</li> <li>○ 1Q18 SBA gain-on-sale revenue exceeded \$1 million for the first time</li> </ul>
<b>Trust income</b>	6,448	5,911	5,747	9.1%	12.2%	
<b>Insurance commissions and fees</b>	5,135	4,546	5,141	13.0%	(0.1%)	
<b>Securities commissions and fees</b>	4,319	3,738	3,623	15.5%	19.2%	
<b>Capital markets income</b>	5,214	4,930	3,847	5.8%	35.5%	
<b>Mortgage banking operations</b>	5,529	5,577	3,790	(0.9%)	45.9%	
<b>Net securities gains (losses)</b>	0	21	2,625	NM	NM	
<b>Other</b>	10,781	8,831	5,762	22.1%	87.1%	
<b>Total non-interest income</b>	\$67,503	\$65,104	\$55,116	3.7%	22.5%	

# Non-Interest Expense

\$ in thousands	1Q18	4Q17	1Q17	QoQ Δ	YoY Δ	1Q18 Highlights
<b>Salaries and employee benefits</b>	\$89,326	\$86,033	\$73,578	3.8%	21.4%	<ul style="list-style-type: none"> <li>○ Salaries and benefits expense includes seasonally higher employee taxes</li> <li>○ Occupancy and equipment impacted by seasonally higher maintenance and utilities</li> <li>○ Other expense includes \$1.7 million increase in shares tax expense</li> </ul>
<b>Occupancy and equipment</b>	30,033	28,255	20,979	6.3%	43.2%	
<b>FDIC insurance</b>	8,834	8,956	5,387	(1.4%)	64.0%	
<b>Amortization of intangibles</b>	4,218	4,801	3,098	(12.1%)	36.2%	
<b>Other real estate owned</b>	1,367	1,026	983	33.2%	39.1%	
<b>Other</b>	37,305	36,404	30,806	2.5%	21.1%	
<b>Non-interest expense before merger-related expense</b>	\$171,083	\$165,475	\$134,831	3.4%	26.9%	
<b>Merger-related expense</b>	\$0	1,054	52,724	NM	NM	
<b>Total non-interest expense</b>	\$171,083	\$166,529	\$187,555	2.7%	(8.8%)	

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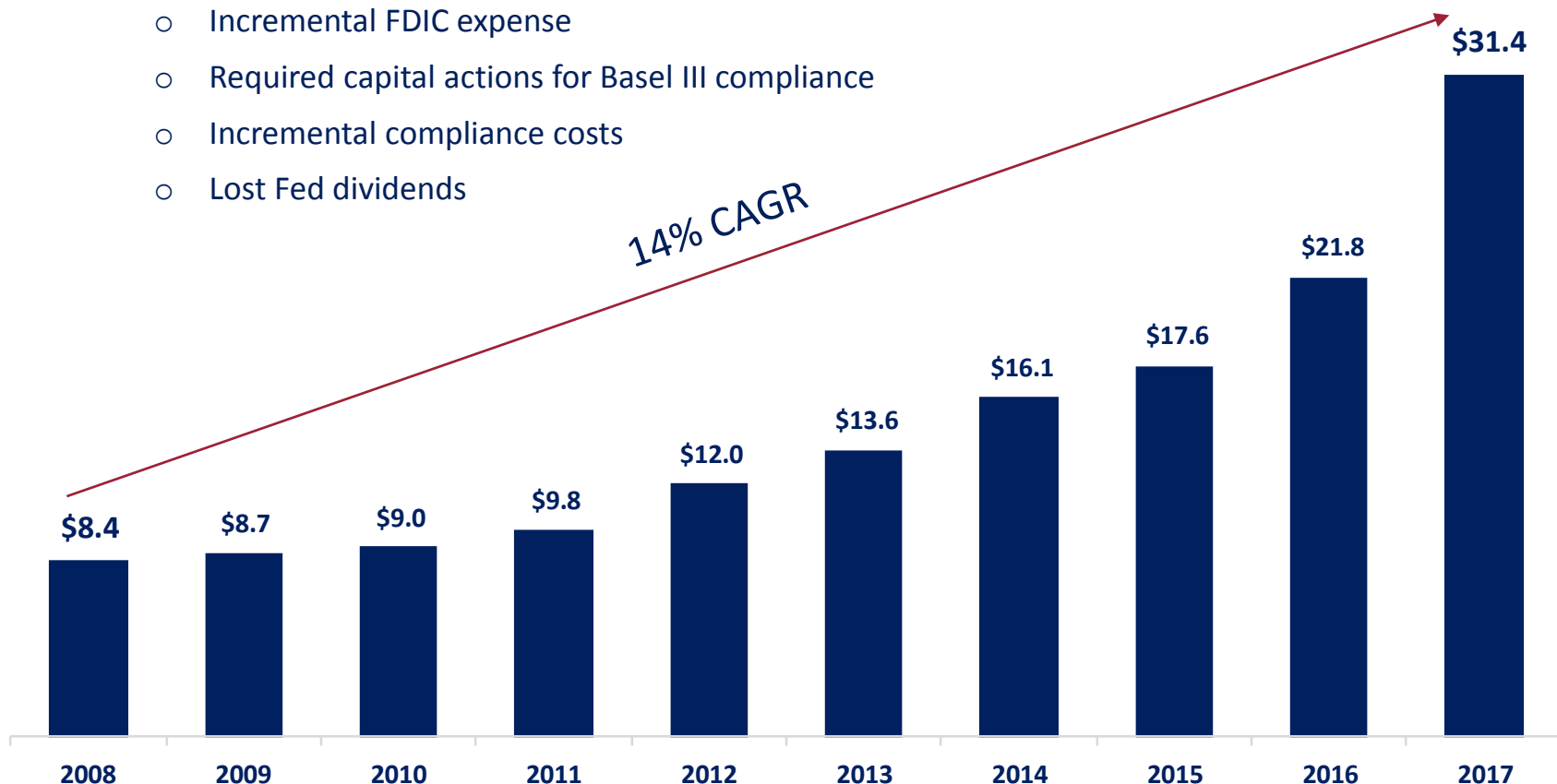
# Historical Performance

# Total Assets (\$ in Billions)

2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
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## Impact of crossing \$10 Billion threshold

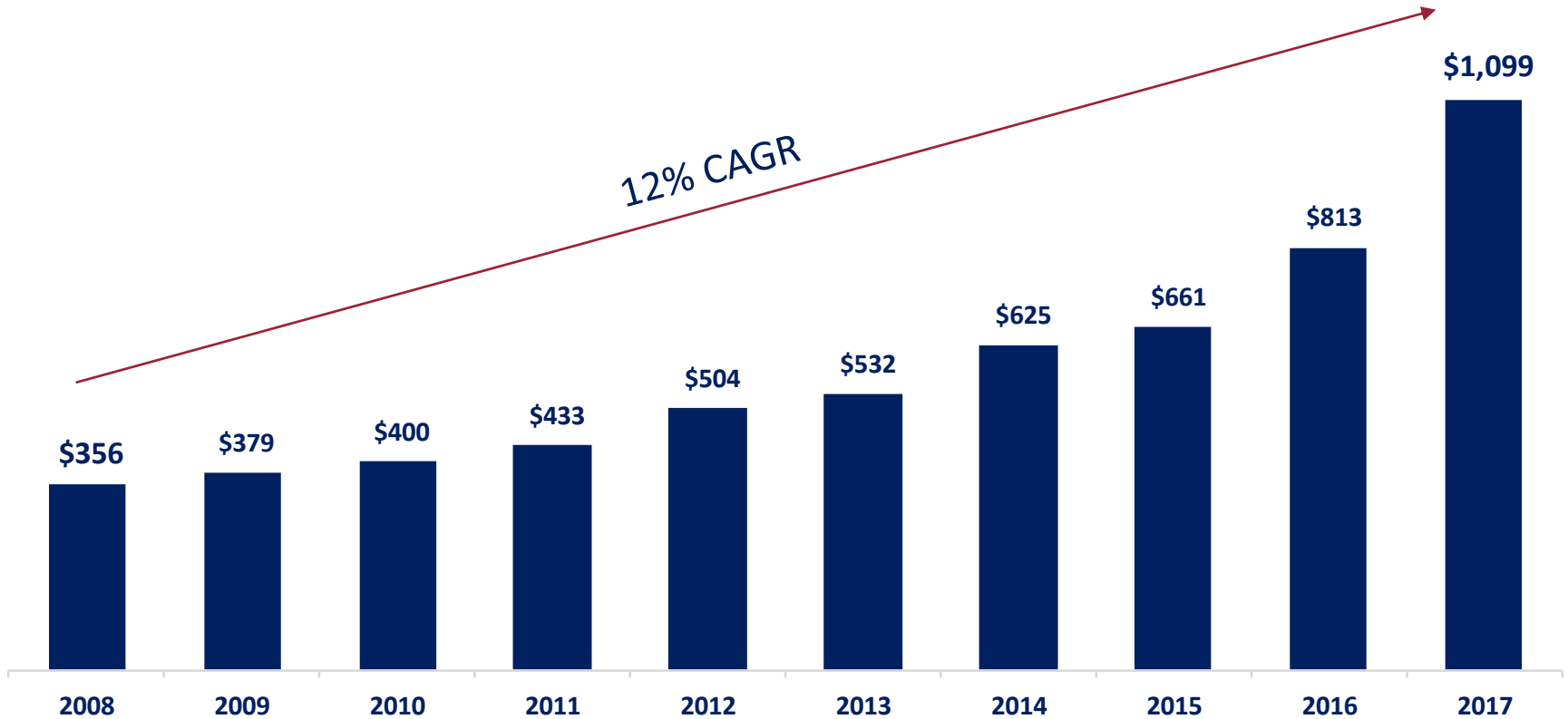
- Durbin amendment and other revenue constraints
- Incremental FDIC expense
- Required capital actions for Basel III compliance
- Incremental compliance costs
- Lost Fed dividends





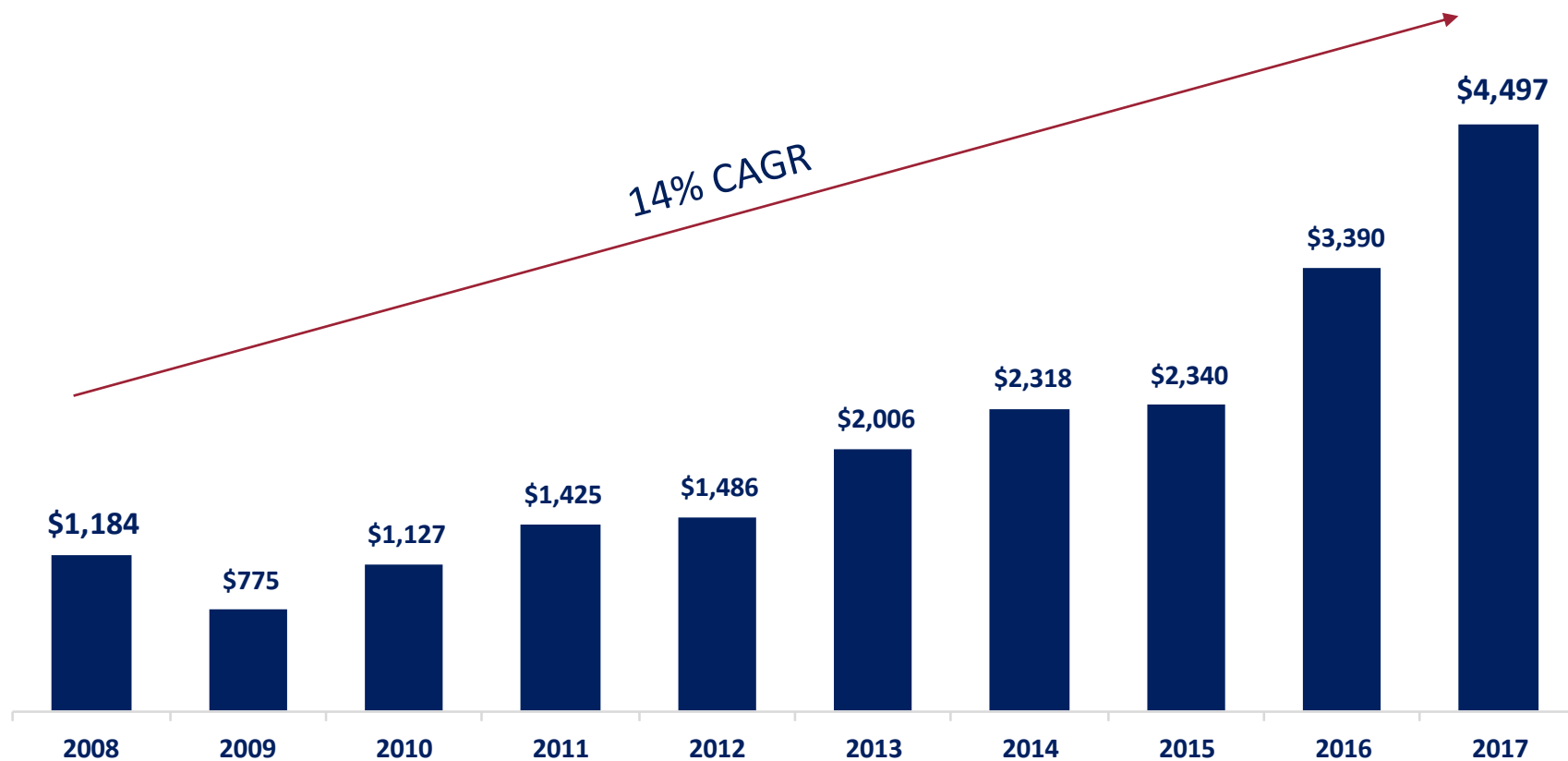
# Total Revenue (\$ in Millions)

2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
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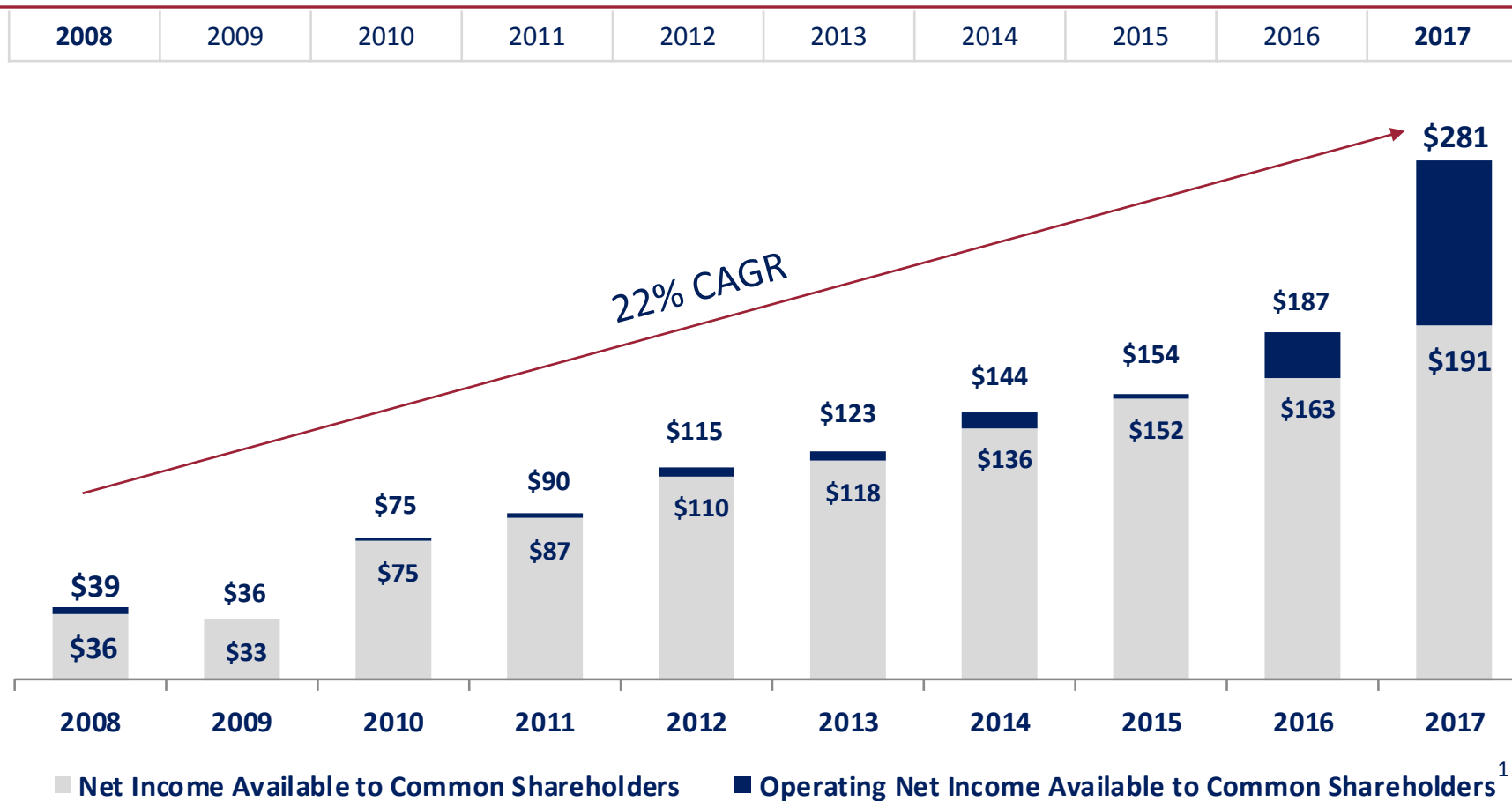


# Market Capitalization (\$ in Millions)

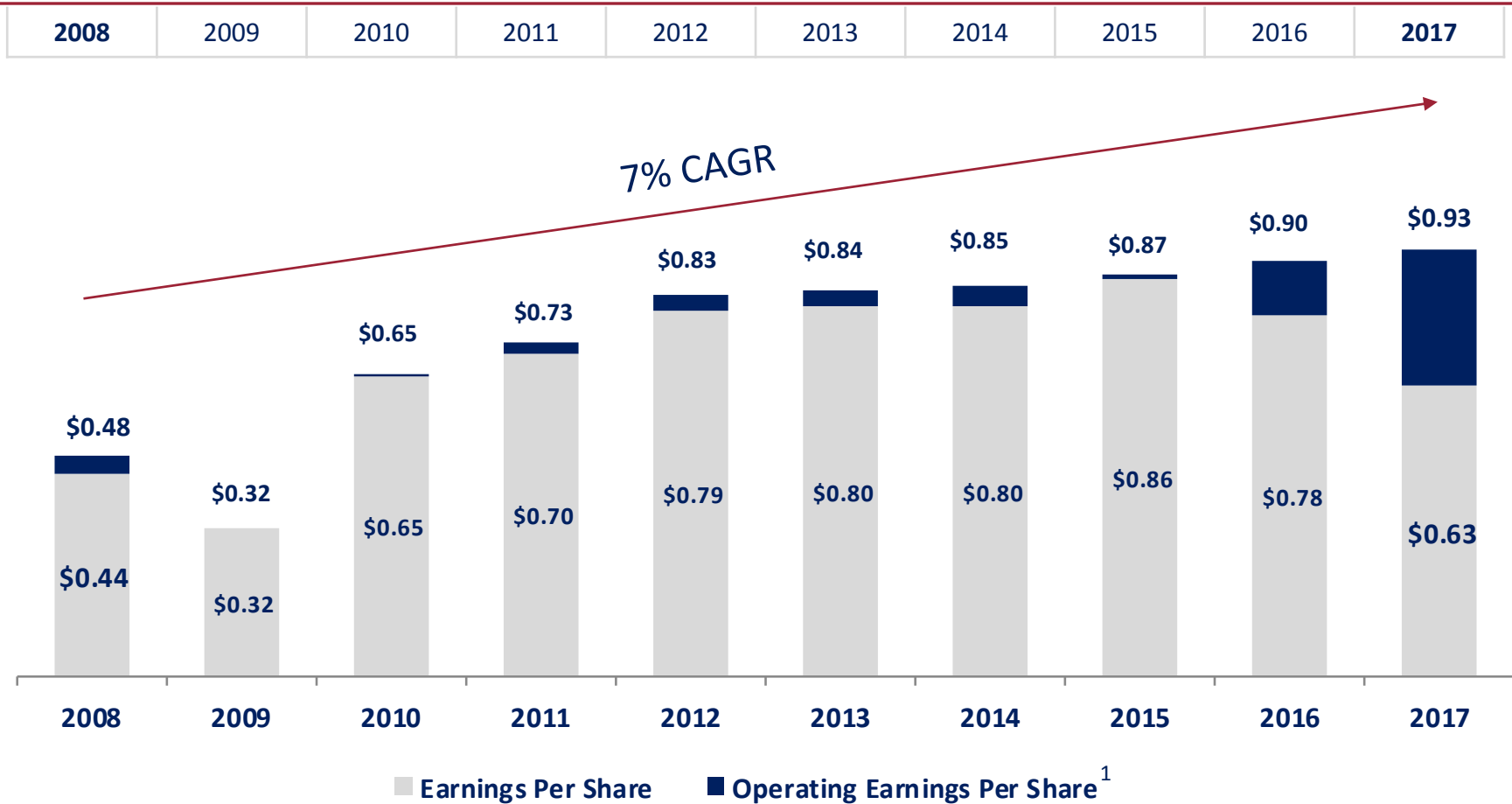
2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
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# Net Income Available to Common Shareholders (\$ in Millions)



# Earnings Per Share



Over the past 10 years, FNB has returned over \$800 million to our shareholders

(1) Includes adjustments to reflect operating results, a non-GAAP measure, refer to Appendix for non-GAAP to GAAP Reconciliation details and the cautionary statement preamble for rationale for use of non-GAAP measures.

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# Supplemental Information

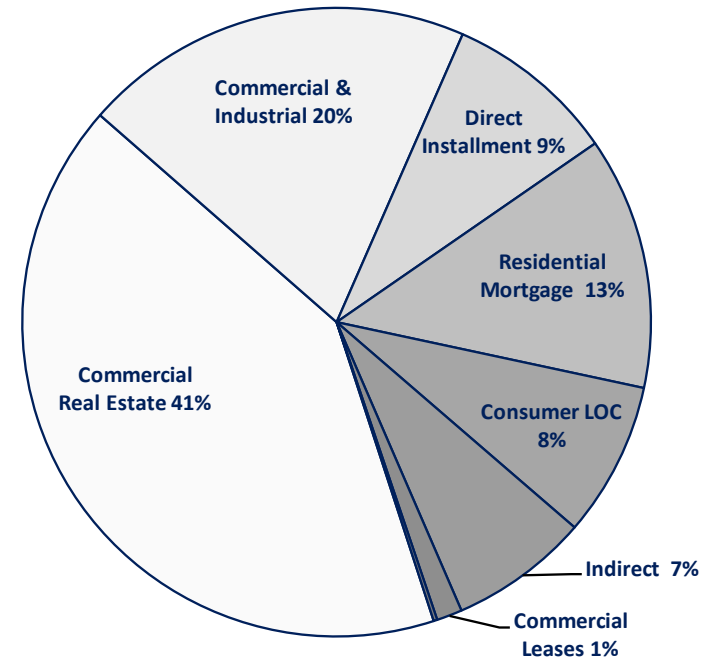
# Annual Operating Trends

		2017	2016	2015	2014	2013
<b>Operating Earnings<sup>1</sup> (Non-GAAP)</b>	Net income available to common stockholders	<b>\$282.9</b>	<b>\$187.7</b>	<b>\$153.7</b>	<b>\$143.6</b>	<b>\$123.1</b>
	Net income per diluted common share	\$0.93	\$0.90	\$0.87	\$0.85	\$0.84
<b>Profitability Performance<sup>1</sup> (non-GAAP)</b>	Return on average assets	0.99%	0.95%	0.97%	1.02%	0.97%
	Return on average tangible common equity	15.7%	14.8%	14.7%	15.6%	18.2%
	Efficiency ratio	<b>54.2%</b>	<b>55.4%</b>	<b>56.1%</b>	<b>57.2%</b>	<b>58.9%</b>
<b>Balance Sheet Organic Growth Trends<sup>2</sup></b>	Total loan growth	<b>6.3%</b>	<b>8.0%</b>	<b>9.7%</b>	<b>9.0%</b>	<b>6.3%</b>
	Commercial loan growth	3.6%	7.4%	8.6%	9.1%	7.1%
	Consumer loan growth <sup>3</sup>	10.4%	8.6%	11.4%	13.8%	12.8%
	Transaction deposit and customer repo growth <sup>4</sup>	3.5%	8.0%	7.4%	6.3%	7.9%
<b>Asset Quality</b>	NPL's + OREO/Total avg. originated loans and leases + OREO	0.81%	0.91%	0.99%	1.13%	1.44%
	NCO's/Total average originated loans leases	0.33%	0.34%	0.24%	0.24%	0.28%
	Allowance for credit losses/Total originated loans and leases	<b>1.10%</b>	<b>1.20%</b>	<b>1.23%</b>	<b>1.22%</b>	<b>1.29%</b>
<b>Capital</b>	Tangible Common Equity/Tangible Assets	6.74%	6.64%	6.71%	6.83%	6.71%
	Tangible book value per share	\$6.06	\$6.53	\$6.38	\$5.99	\$5.38

# Diversified Loan Portfolio

	<u>03/31/2018</u>	<u>% of Portfolio</u>
(\$ in millions)		
	<u>Balance</u>	<u>03/31/18</u>
Commercial Real Estate	\$8,811	41%
Commercial & Industrial	4,280	20%
Commercial Leases	280	1%
Other	39	<1%
<b>Total Commercial</b>	<b>\$13,410</b>	<b>63%</b>
Direct Installment	1,872	9%
Residential Mortgage	2,762	13%
Indirect Installment	1,525	7%
Consumer LOC	1,694	8%
<b>Total Consumer</b>	<b>\$7,853</b>	<b>37%</b>
<b>Total Loan Portfolio</b>	<b>\$21,262</b>	<b>100%</b>

\$21 Billion Loan Portfolio  
March 31, 2018



# Loan Risk Profile

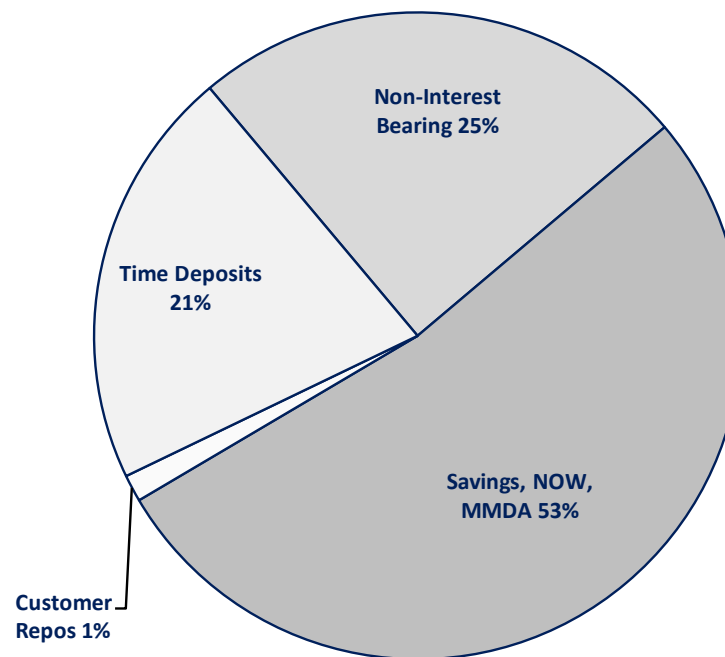
(\$ in millions)	% of Loans	NPL's/Loans <sup>1</sup>	YTD Net Charge-Offs/Loans <sup>1</sup>	Total Past Due/Loans <sup>1</sup>
Commercial and Industrial	19.2%	0.65%	0.75%	0.72%
CRE: Non-Owner Occupied	26.9%	0.32%	-0.04%	0.35%
CRE: Owner Occupied	14.6%	1.24%	0.08%	1.28%
Home Equity and Other Consumer	16.2%	0.73%	0.15%	1.04%
Residential Mortgage	12.9%	0.53%	0.02%	1.08%
Indirect Consumer	7.1%	0.16%	0.38%	0.90%
Regency Finance	0.8%	4.68%	4.72%	4.66%
Equipment Finance Loans and Leases	2.2%	0.58%	0.30%	1.14%
Other	0.2%	5.86%	6.09%	2.58%
<b>Total</b>	<b>100.0%</b>	<b>0.64%</b>	<b>0.33%</b>	<b>0.88%</b>



# Deposits and Customer Repurchase Agreements

(\$ in millions)	03/31/2018	Mix %
	Balance	03/31/18
Savings, NOW, MMDA	\$12,007	53%
Non-Interest Bearing	5,749	25%
<b>Transaction Deposits</b>	<b>\$17,756</b>	
Time Deposits	4,741	21%
<b>Total Deposits</b>	<b>\$22,497</b>	
Customer Repos	280	1%
<b>Total Deposits and Customer Repo Agreements</b>	<b>\$22,777</b>	100%
<b>Transaction Deposits and Customer Repo Agreements</b>	<b>\$18,036</b>	78%

\$22.8 Billion Deposits and Customer Repo Agreements  
March 31, 2018



**Loans to Deposits Ratio = 94.5% (03/31/2018)**

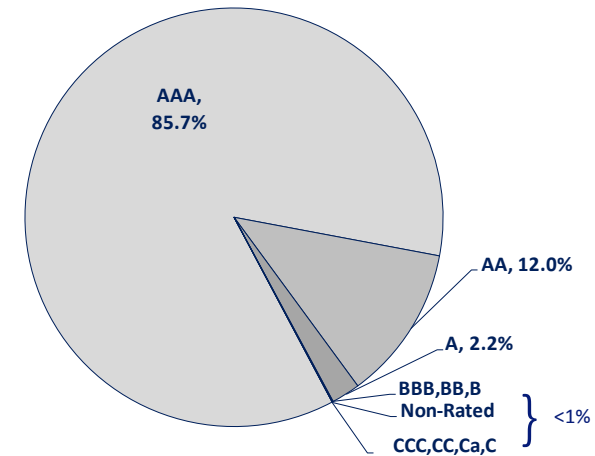
- New client acquisition and relationship-based focus reflected in favorable deposit mix
  - 78% of total deposits and customer repo agreements are transaction-based deposits

# Investment Portfolio

(\$ in millions <sup>1</sup> )		%		Ratings	
		Portfolio	Investment %		
Agency MBS	\$2,846	46%	AAA	100%	
Agency CMO	1,616	26%	AAA	100%	
Agency Debentures	606	10%	AAA	100%	
Municipals	960	16%	AAA	9%	
			AA	76%	
			A	14%	
Commercial MBS <sup>2</sup>	119	2%	AAA	100%	
US Treasury	1	<1%	AAA	100%	
Other	5	<1%	Various/ NR		
<b>Total Investment Portfolio</b>	<b>\$6,152</b>	<b>100%</b>			

- 98% of total portfolio rated AA or better, 99% rated A or better
- Relatively low duration of 4.6
- Municipal bond portfolio
  - Highly rated with an average rating of AA and 100% of the portfolio rated A or better
  - General obligation bonds = 100% of municipal portfolio

Highly Rated \$6.2 Billion Investment Portfolio  
March 31, 2018



# 2018 Peer Group Listing

<b>Ticker</b>	<b>Institution</b>	<b>Ticker</b>	<b>Institution</b>
ASB	Associated Banc-Corp	PBCT	People's United Financial, Inc.
CBSH	Commerce Bancshares, Inc.	PB	Prosperity Bancshares, Inc.
CMA	Comerica, Inc.	SNV	Synovus Financial Corp.
CFR	Cullen/Frost Bankers, Inc.	TCF	TCF Financial Corp.
EWBC	East West Bancorp, Inc.	UMPQ	Umpqua Holdings Corp.
FHN	First Horizon National Corp.	VLY	Valley National Bancorp
FRC	First Republic Bank	WBS	Webster Financial Corp.
HBHC	Hancock Holding Company	WTFC	Wintrust Financial Corp.
ISBC	Investors Bancorp, Inc.	ZION	Zions Bancorp
NYCB	New York Community Bancorp		

# Non-GAAP to GAAP Reconciliation

\$ in thousands except per share amounts

## Operating net income available to common stockholders

Net income available to common stockholders
Merger-related expense
Tax benefit of merger-related expense
Merger-related net securities gains
Tax expense of merger-related securities gains
Reduction in valuation of deferred tax assets
Operating net income available to common stockholders (non-GAAP)

For The Quarter Ended					
	31-Mar-18	31-Dec-17	30-Sep-17	30-Jun-17	31-Mar-17
\$	84,752	\$ 22,115	\$ 75,683	\$ 72,396	\$ 20,969
	-	1,054	1,381	1,354	52,724
	-	(365)	(483)	(419)	(17,579)
	-	-	-	-	(2,609)
	-	-	-	-	913
	-	54,042	-	-	-
\$	84,752	\$ 76,846	\$ 76,581	\$ 73,331	\$ 54,418

## Operating earnings per diluted common share

Earnings per diluted common share
Merger-related expense
Tax benefit of merger-related expense
Merger-related net securities gains
Tax expense of merger-related securities gains
Reduction in valuation of deferred tax assets
Operating earnings per diluted common share (non-GAAP)

\$	0.26	\$ 0.07	\$ 0.23	\$ 0.22	\$ 0.09
	-	0.00	0.01	0.01	0.22
	-	(0.00)	(0.00)	(0.00)	(0.07)
	-	-	-	-	(0.01)
	-	-	-	-	0.00
	-	0.17	-	-	-
\$	0.26	\$ 0.24	\$ 0.24	\$ 0.23	\$ 0.23

# Non-GAAP to GAAP Reconciliation

\$ in thousands	For The Quarter Ended				
	31-Mar-18	31-Dec-17	30-Sep-17	30-Jun-17	31-Mar-17
<b>Return on average tangible common equity (ROATCE)</b>					
Net income available to common stockholders (annualized)	\$ 343,715	\$ 87,740	\$ 300,266	\$ 290,381	\$ 85,042
Amortization of intangibles, net of tax (annualized)	13,513	12,381	12,392	12,547	8,166
Tangible net income available to common stockholders (annualized) (non-GAAP)	\$ 357,228	\$ 100,121	\$ 312,658	\$ 302,928	\$ 93,208
Average total stockholders' equity	\$ 4,430,269	\$ 4,453,760	\$ 4,426,980	\$ 4,386,438	\$ 3,007,853
Less: Average preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: Average intangible assets(1)	2,339,783	2,344,675	2,344,077	2,348,767	1,381,712
Average tangible common equity (non-GAAP)	\$ 1,983,604	\$ 2,002,203	\$ 1,976,021	\$ 1,930,789	\$ 1,519,259
Return on average tangible common equity (non-GAAP)	18.01%	5.00%	15.82%	15.69%	6.14%
<b>Operating ROATCE</b>					
Operating net income avail. to common stockholders (annualized)(2)	\$ 343,715	\$ 304,878	\$ 303,825	\$ 294,129	\$ 220,695
Amortization of intangibles, net of tax (annualized)	13,513	12,381	12,392	12,547	8,166
Tangible operating net income avail. to common stockholders (annualized) (non-GAAP)	\$ 357,228	\$ 317,259	\$ 316,217	\$ 306,676	\$ 228,861
Average total stockholders' equity	\$ 4,430,269	\$ 4,453,760	\$ 4,426,980	\$ 4,386,438	\$ 3,007,853
Less: Average preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: Average intangible assets(1)	2,339,783	2,344,675	2,344,077	2,348,767	1,381,712
Average tangible common equity (non-GAAP)	\$ 1,983,604	\$ 2,002,203	\$ 1,976,021	\$ 1,930,789	\$ 1,519,259
Operating return on average tangible common equity (non-GAAP)	18.01%	15.85%	16.00%	15.88%	15.06%

# Non-GAAP to GAAP Reconciliation

\$ in thousands	For The Quarter Ended				
	31-Mar-18	31-Dec-17	30-Sep-17	30-Jun-17	31-Mar-17
<b>Return on average tangible assets (ROATA)</b>					
Net income (annualized)	\$ 351,867	\$ 95,719	\$ 308,237	\$ 298,443	\$ 93,191
Amortization of intangibles, net of tax (annualized)	13,513	12,381	12,392	12,547	8,166
Tangible net income (annualized) (non-GAAP)	\$ 365,380	\$ 108,100	\$ 320,629	\$ 310,990	\$ 101,357
Average total assets	\$ 31,494,506	\$ 31,097,722	\$ 30,910,664	\$ 30,364,645	\$ 24,062,099
Less: Average intangible assets(1)	2,339,783	2,344,675	2,344,077	2,348,767	1,381,712
Average tangible assets (non-GAAP)	\$ 29,154,723	\$ 28,753,047	\$ 28,566,587	\$ 28,015,878	\$ 22,680,387
Return on average tangible assets (non-GAAP)	1.25%	0.38%	1.12%	1.11%	0.45%
<b>Operating ROATA</b>					
Operating net income (annualized)(2)	\$ 351,867	\$ 312,857	\$ 311,800	\$ 302,191	\$ 228,847
Amortization of intangibles, net of tax (annualized)	13,513	12,381	12,392	12,547	8,166
Tangible operating net income (annualized) (non-GAAP)	\$ 365,380	\$ 325,238	\$ 324,192	\$ 314,738	\$ 237,013
Average total assets	\$ 31,494,506	\$ 31,097,722	\$ 30,910,664	\$ 30,364,645	\$ 24,062,099
Less: Average intangible assets(1)	2,339,783	2,344,675	2,344,077	2,348,767	1,381,712
Average tangible assets (non-GAAP)	\$ 29,154,723	\$ 28,753,047	\$ 28,566,587	\$ 28,015,878	\$ 22,680,387
Operating return on average tangible assets (non-GAAP)	1.25%	1.13%	1.13%	1.12%	1.05%

# Non-GAAP to GAAP Reconciliation

\$ in thousands	For The Quarter Ended				
	31-Mar-18	31-Dec-17	30-Sep-17	30-Jun-17	31-Mar-17
<b>Operating net income</b>					
Net income	\$ 86,762	\$ 24,126	\$ 77,693	\$ 74,406	\$ 22,979
Merger-related expense	-	1,054	1,381	1,354	52,724
Tax benefit of merger-related expense	-	(365)	(483)	(419)	(17,579)
Merger-related net securities gains	-	-	-	-	(2,609)
Tax expense of merger-related securities gains	-	-	-	-	913
Reduction in valuation of deferred tax assets	-	54,042	-	-	-
Operating net income (non-GAAP)	<u>\$ 86,762</u>	<u>\$ 78,857</u>	<u>\$ 78,591</u>	<u>\$ 75,341</u>	<u>\$ 56,428</u>
<b>Operating return on average assets (ROAA)</b>					
Operating net income (annualized)(1)	<u>\$ 351,868</u>	<u>\$ 312,857</u>	<u>\$ 311,800</u>	<u>\$ 302,191</u>	<u>\$ 228,847</u>
Average total assets	<u>\$ 31,494,506</u>	<u>\$ 31,097,722</u>	<u>\$ 30,910,664</u>	<u>\$ 30,364,645</u>	<u>\$ 24,062,099</u>
Operating return on average assets (non-GAAP)	<u>1.12%</u>	<u>1.01%</u>	<u>1.01%</u>	<u>1.00%</u>	<u>0.95%</u>

# Non-GAAP to GAAP Reconciliation

\$ in thousands except per share amounts

## Tangible book value per common share (at period-end)

	For The Quarter Ended				
	31-Mar-18	31-Dec-17	30-Sep-17	30-Jun-17	31-Mar-17
Total stockholders' equity	\$ 4,433,453	\$ 4,409,194	\$ 4,435,921	\$ 4,392,438	\$ 4,355,795
Less: preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: intangibles(1)	2,339,139	2,341,263	2,351,707	2,346,653	2,356,800
Tangible common equity (non-GAAP)	<u>\$ 1,987,432</u>	<u>\$ 1,961,049</u>	<u>\$ 1,977,332</u>	<u>\$ 1,938,903</u>	<u>\$ 1,892,113</u>
Ending common shares outstanding	<u>323,686,993</u>	<u>323,465,140</u>	<u>323,301,548</u>	<u>323,226,474</u>	<u>322,906,763</u>
Tangible book value per common share (non-GAAP)	<u>\$ 6.14</u>	<u>\$ 6.06</u>	<u>\$ 6.12</u>	<u>\$ 6.00</u>	<u>\$ 5.86</u>

## Tangible common equity / Tangible assets (at period-end)

Total stockholders equity	\$ 4,433,453	\$ 4,409,194	\$ 4,435,921	\$ 4,392,438	\$ 4,355,795
Less: preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: intangibles(1)	2,339,139	2,341,263	2,351,707	2,346,653	2,356,800
Tangible common equity (non-GAAP)	<u>\$ 1,987,432</u>	<u>\$ 1,961,049</u>	<u>\$ 1,977,332</u>	<u>\$ 1,938,903</u>	<u>\$ 1,892,113</u>
Total assets	\$ 31,652,353	\$ 31,417,635	\$ 31,123,295	\$ 30,753,726	\$ 30,190,695
Less: intangibles(1)	2,339,139	2,341,263	2,351,707	2,346,653	2,356,800
Tangible assets (non-GAAP)	<u>\$ 29,313,214</u>	<u>\$ 29,076,372</u>	<u>\$ 28,771,588</u>	<u>\$ 28,407,073</u>	<u>\$ 27,833,895</u>
Tangible common equity / Tangible assets (period end) (non-GAAP)	<u>6.78%</u>	<u>6.74%</u>	<u>6.87%</u>	<u>6.83%</u>	<u>6.80%</u>



# Non-GAAP to GAAP Reconciliation

\$ in thousands	For The Quarter Ended				
	31-Mar-18	31-Dec-17	30-Sep-17	30-Jun-17	31-Mar-17
<b>Efficiency Ratio (FTE)</b>					
Non-interest expense	\$ 171,083	\$ 166,529	\$ 163,743	\$ 163,714	\$ 187,555
Less: amortization of intangibles	4,218	4,801	4,805	4,813	3,098
Less: OREO expense	1,367	1,026	1,421	1,008	983
Less: merger costs	-	1,054	1,381	1,354	52,724
Adjusted non-interest expense	<u>\$ 165,498</u>	<u>\$ 159,648</u>	<u>\$ 156,136</u>	<u>\$ 156,539</u>	<u>\$ 130,750</u>
Net interest income	\$ 226,105	\$ 230,036	\$ 225,231	\$ 218,415	\$ 172,752
Taxable equivalent adjustment	3,103	5,597	5,173	4,474	3,522
Non-interest income	67,503	65,104	66,151	66,078	55,116
Less: net securities gains	-	21	2,777	493	2,625
Adjusted net interest income (FTE) (non-GAAP) + non-interest income	<u>\$ 296,711</u>	<u>\$ 300,716</u>	<u>\$ 293,778</u>	<u>\$ 288,474</u>	<u>\$ 228,765</u>
Efficiency Ratio (FTE) (non-GAAP)	<u>55.78%</u>	<u>53.09%</u>	<u>53.15%</u>	<u>54.26%</u>	<u>57.15%</u>

# Non-GAAP to GAAP Reconciliation

\$ in thousands	For The Quarter Ended				
	31-Mar-18	31-Dec-17	30-Sep-17	30-Jun-17	31-Mar-17
<b>Components of net interest income</b>					
Net interest income	\$ 226,105	\$ 230,036	\$ 225,231	\$ 218,415	\$ 172,752
Net interest margin (FTE)(1)	3.39%	3.49%	3.44%	3.42%	3.35%
Incremental purchase accounting accretion included in net interest income	\$ 4,841	\$ 4,695	\$ 2,154	\$ 504	\$ 3,050
Incremental purchase accounting accretion impact to net interest margin	0.07%	0.07%	0.04%	0.01%	0.06%
Cash recoveries included in net interest income	\$ 1,085	\$ 5,313	\$ 4,340	\$ 1,145	\$ 338
Cash recoveries impact to net interest margin	0.02%	0.08%	0.06%	0.02%	0.01%

# Non-GAAP to GAAP Reconciliation

\$ in thousands except per share amounts

## Operating net income available to common stockholders

	For The Fiscal Year				
	2017	2016	2015	2014	2013
Net Income available to common stockholders	\$ 191,163	\$ 162,850	\$ 151,608	\$ 135,698	\$ 117,804
Merger-related expense, net of tax	37,667	24,889	2,084	7,897	5,337
Merger-related net securities gains, net of tax	(1,696)	-	-	-	-
Reduction in valuation of deferred tax assets	54,042	-	-	-	-
Operating net income available to common stockholders (non-GAAP)	\$ 281,176	\$ 187,739	\$ 153,692	\$ 143,595	\$ 123,141

## Operating net income per diluted common share

Net income per diluted common share	\$ 0.63	\$ 0.78	\$ 0.86	\$ 0.80	\$ 0.80
Merger-related expenses, net of tax	0.13	0.12	0.01	0.05	0.04
Merger-related net securities gains, net of tax	(0.01)	-	-	-	-
Reduction in valuation of deferred tax assets	0.18	-	-	-	-
Operating net income per diluted common share (non-GAAP)	\$ 0.93	\$ 0.90	\$ 0.87	\$ 0.85	\$ 0.84

\$ in thousands except per share amounts

## Operating net income available to common stockholders

	2012	2011	2010	2009	2008
Net Income available to common stockholders	\$ 110,410	\$ 87,047	\$ 74,652	\$ 32,803	\$ 35,615
Merger-related expense, net of tax	5,203	3,238	402	-	3,071
Merger-related net securities gains, net of tax	-	-	-	-	-
Reduction in valuation of deferred tax assets	-	-	-	-	-
Operating net income available to common stockholders (non-GAAP)	\$ 115,613	\$ 90,285	\$ 75,054	\$ 32,803	\$ 38,686

## Operating net income per diluted common share

Net income per diluted common share	\$ 0.79	\$ 0.70	\$ 0.65	\$ 0.32	\$ 0.44
Merger-related expenses, net of tax	0.04	0.03	0.00	-	0.04
Merger-related net securities gains, net of tax	-	-	-	-	-
Reduction in valuation of deferred tax assets	-	-	-	-	-
Operating net income per diluted common share (non-GAAP)	\$ 0.83	\$ 0.73	\$ 0.65	\$ 0.32	\$ 0.48

# Non-GAAP to GAAP Reconciliation

	For The Fiscal Year				
	2017	2016	2015	2014	2013
\$ in thousands except per share amounts					
<b>Return on average tangible common equity (ROATCE)</b>					
Net income available to common stockholders	\$ 191,163	\$ 162,850	\$ 151,608	\$ 135,698	\$ 117,804
Amortization of intangibles, net of tax	11,386	8,943	6,861	6,316	5,465
Tangible net income available to common stockholders (non-GAAP)	\$ 202,549	\$ 171,793	\$ 158,469	\$ 142,014	\$ 123,269
Average total stockholders' equity	\$ 4,073,700	\$ 2,499,976	\$ 2,072,170	\$ 1,920,440	\$ 1,478,682
Less: Average preferred stockholder's equity	106,882	106,882	106,882	106,882	17,862
Less: Average intangible assets(1)	2,108,102	1,059,856	869,347	849,934	752,894
Average tangible stockholder's equity (non-GAAP)	\$ 1,858,716	\$ 1,333,238	\$ 1,095,941	\$ 963,624	\$ 707,925
Return on average tangible common equity (non-GAAP)	10.90%	12.89%	14.46%	14.74%	17.41%
<b>Operating ROATCE</b>					
Operating net income available to common stockholders(2)	\$ 281,176	\$ 187,739	\$ 153,692	\$ 143,595	\$ 123,141
Amortization of intangibles, net of tax	11,386	8,943	6,861	6,316	5,465
Operating tangible net income available to common stockholders (non-GAAP)	\$ 292,562	\$ 196,682	\$ 160,553	\$ 149,911	\$ 128,606
Average total stockholders' equity	\$ 4,073,700	\$ 2,499,976	\$ 2,072,170	\$ 1,920,440	\$ 1,478,682
Less: Average preferred stockholders' equity	106,882	106,882	106,882	106,882	17,862
Less: Average intangible assets(1)	2,108,102	1,059,856	869,347	849,934	752,894
Average tangible common equity (non-GAAP)	\$ 1,858,716	\$ 1,333,238	\$ 1,095,941	\$ 963,624	\$ 707,925
Operating return on average tangible common equity (non-GAAP)	15.74%	14.75%	14.65%	15.56%	18.17%

# Non-GAAP to GAAP Reconciliation

\$ in thousands	For The Fiscal Year				
	2017	2016	2015	2014	2013
<b>Operating net income</b>					
Net income	\$ 199,204	\$ 170,891	\$ 159,649	\$ 144,050	\$ 117,804
Merger-related expense, net of tax	37,667	24,889	2,084	7,897	5,337
Tax expense of merger-related securities gains	(1,696)	-	-	-	-
Reduction in valuation of deferred tax assets	54,042	-	-	-	-
Operating net income (non-GAAP)	<u>\$ 289,217</u>	<u>\$ 195,780</u>	<u>\$ 161,733</u>	<u>\$ 151,947</u>	<u>\$ 123,141</u>
Average total assets	<u>\$ 29,136,473</u>	<u>\$ 20,677,717</u>	<u>\$ 16,606,147</u>	<u>\$ 14,962,140</u>	<u>\$ 12,640,685</u>
<b>Operating return on average assets</b>					
Operating net income(1)	<u>\$ 289,217</u>	<u>\$ 195,780</u>	<u>\$ 161,733</u>	<u>\$ 151,947</u>	<u>\$ 123,141</u>
Average total assets	<u>\$ 29,136,473</u>	<u>\$ 20,677,717</u>	<u>\$ 16,606,147</u>	<u>\$ 14,962,140</u>	<u>\$ 12,640,685</u>
Operating return on average assets (non-GAAP)	<u>0.99%</u>	<u>0.95%</u>	<u>0.97%</u>	<u>1.02%</u>	<u>0.97%</u>

# Non-GAAP to GAAP Reconciliation

	For The Fiscal Year				
	2017	2016	2015	2014	2013
\$ in thousands except per share amounts					
<b>Tangible book value per common share (at-period-end)</b>					
Total stockholders' equity	\$ 4,409,194	\$ 2,571,617	\$ 2,096,182	\$ 2,021,456	\$ 1,774,383
Less: preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: intangibles (1)	2,341,263	1,085,935	869,809	872,859	811,856
Tangible common equity (non-GAAP)	<u>\$ 1,961,049</u>	<u>\$ 1,378,800</u>	<u>\$ 1,119,491</u>	<u>\$ 1,041,715</u>	<u>\$ 855,645</u>
Ending common shares outstanding	<u>323,465,140</u>	<u>211,059,547</u>	<u>175,441,670</u>	<u>173,992,258</u>	<u>158,967,211</u>
Tangible book value per common share (non-GAAP)	<u>\$ 6.06</u>	<u>\$ 6.53</u>	<u>\$ 6.38</u>	<u>\$ 5.99</u>	<u>\$ 5.38</u>
<b>Tangible common equity / Tangible assets (at period-end)</b>					
Total stockholders equity	\$ 4,409,194	\$ 2,571,617	\$ 2,096,182	\$ 2,021,456	\$ 1,774,383
Less: preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: intangibles(1)	2,341,263	1,085,935	869,809	872,859	811,856
Tangible common equity (non-GAAP)	<u>\$ 1,961,049</u>	<u>\$ 1,378,800</u>	<u>\$ 1,119,491</u>	<u>\$ 1,041,715</u>	<u>\$ 855,645</u>
Total assets	\$ 31,417,635	\$ 21,844,817	\$ 17,557,222	\$ 16,127,090	\$ 13,563,405
Less: intangibles(1)	2,341,263	1,085,935	869,809	872,859	811,856
Tangible assets (non-GAAP)	<u>\$ 29,076,372</u>	<u>\$ 20,758,882</u>	<u>\$ 16,687,413</u>	<u>\$ 15,254,231</u>	<u>\$ 12,751,549</u>
Tangible common equity / Tangible assets (period end) (non-GAAP)	<u>6.74%</u>	<u>6.64%</u>	<u>6.71%</u>	<u>6.83%</u>	<u>6.71%</u>

# Non-GAAP to GAAP Reconciliation

\$ in thousands except per share amounts

## Efficiency Ratio

	For The Fiscal Year				
	2017	2016	2015	2014	2013
Non-interest expense	\$ 681,542	\$ 511,133	\$ 390,549	\$ 379,253	\$ 338,170
Less: amortization of intangibles	17,517	11,210	8,305	9,717	8,407
Less: OREO expense	4,438	5,154	4,637	4,400	3,215
Less: merger-related expenses	56,513	37,439	3,033	12,150	8,210
Less: impairment charge on other assets	-	2,585	-	-	-
Less: other non-recurring items	-	-	-	-	2,172
Adjusted non-interest expense	\$ 603,074	\$ 454,745	\$ 374,574	\$ 352,986	\$ 316,166
Net interest income	\$ 846,434	\$ 611,512	\$ 498,222	\$ 466,297	\$ 396,042
Taxable equivalent adjustment	18,766	11,248	7,636	6,899	6,969
Non-interest income	252,449	201,761	162,410	158,274	135,778
Less: net securities gains	5,916	712	822	11,717	808
Less: gain on redemption of trust preferred securities	-	2,422	-	-	-
Less: other non-recurring items	-	-	-	2,713	1,532
Adjusted net interest income (FTE) + non-interest income	\$ 1,111,733	\$ 821,387	\$ 667,447	\$ 617,040	\$ 536,449
Efficiency Ratio (non-GAAP)	54.25%	55.36%	56.12%	57.21%	58.94%