# First Quarter 2023 Results

## **Earnings Release**

April 20, 2023

## **SYNOVUS**®

## **Forward-Looking Statements**

This slide presentation and certain of our other filings with the Securities and Exchange Commission contain statements that constitute "forward-looking statements" within the meaning of, and subject to the protections of, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact are forward-looking statements. You can identify these forward-looking statements through Synovus' use of words such as "believes," "anticipates," "expects," "may," "will," "assumes," "predicts," "could," "should," "would," "intends," "targets," "estimates," "projects," "plans," "potential" and other similar words and expressions of the future or otherwise regarding the outlook for Synovus' future business and financial performance and/or the performance of the banking industry and economy in general. These forward-looking statements include, among others, statements on our expectations related to (1) loan growth and utilization rates; (2) deposit growth, pricing, and betas; (3) non-interest expense; (6) credit trends and key credit performance metrics; (7) our capital position; (8) our contingent sources of liquidity; (9) our future operating and financial performance; (10) our strategy and initiatives for future revenue growth, balance sheet management, capital management, and expense savings; (11) our effective tax rate; and (12) our assumptions underlying these expectations. Prospective investors are cautioned that any such forward-looking statements are not guarantees of future performance and involve known and unknown risks and uncertainties which may cause the actual results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements. Forward-looking statements are based on the information known to, and current beliefs and expectations of, Synovus' management and are subject to significant risks and uncertainties. Actual results may differ materially from th

These forward-looking statements are based upon information presently known to Synovus' management and are inherently subjective, uncertain and subject to change due to any number of risks and uncertainties, including, without limitation, the risks and other factors set forth in Synovus' filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended December 31, 2022 under the captions "Cautionary Notice Regarding Forward-Looking Statements" and "Risk Factors" and in Synovus' quarterly reports on Form 10-Q and current reports on Form 8-K. We believe these forward-looking statements are reasonable; however, undue reliance should not be placed on any forward-looking statements, which are based on current expectations and speak only as of the date that they are made. We do not assume any obligation to update any forward-looking statements as a result of new information, future developments or otherwise, except as otherwise may be required by law.

## **Use of Non-GAAP Financial Measures**

This slide presentation contains certain non-GAAP financial measures determined by methods other than in accordance with generally accepted accounting principles. Such non-GAAP financial measures include the following: adjusted net income available to common shareholders; adjusted diluted earnings per share; adjusted return on average assets; return on average tangible common equity; adjusted return on average tangible common equity; adjusted non-interest revenue; adjusted revenue; adjusted non-interest expense; adjusted tangible efficiency ratio; adjusted pre-provision net revenue (PPNR); and tangible common equity ratio. The most comparable GAAP measures to these measures are net income available to common shareholders; diluted earnings per share; return on average assets; return on average common equity; total non-interest revenue; taxable equivalent (TE) revenue; total non-interest expense; efficiency ratio-TE; PPNR; and total shareholders' equity to total assets ratio, respectively. Management uses these non-GAAP financial measures to assess the performance of Synovus' business and the strength of its capital position. Management believes that these non-GAAP financial measures provide meaningful additional information about Synovus to assist management, investors, and bank regulators in evaluating Synovus' operating results, financial strength, the performance of its business and the strength of its capital position. However, these non-GAAP financial measures have inherent limitations as analytical tools and should not be considered in isolation or as a substitute for analyses of operating results or capital position as reported under GAAP. The non-GAAP financial measures should be considered as additional views of the way our financial measures are affected by significant items and other factors, and since they are not required to be uniformly applied, they may not be comparable to other similarly titled measures at other companies. Adjusted net income available to common shareholders, adjusted diluted earnings per share and adjusted return on average assets are measures used by management to evaluate operating results exclusive of items that are not indicative of ongoing operations and impact period-to-period comparisons. Return on average tangible common equity and adjusted return on average tangible common equity are measures used by management to compare Synovus' performance with other financial institutions because it calculates the return available to common shareholders without the impact of intangible assets and their related amortization, thereby allowing management to evaluate the performance of the business consistently. Adjusted non-interest revenue and adjusted revenue are measures used by management to evaluate non-interest revenue exclusive of net investment securities gains (losses), fair value adjustment on non-qualified deferred compensation, and other items not indicative of ongoing operations that could impact period-to-period comparisons. Adjusted non-interest expense and the adjusted tangible efficiency ratio are measures utilized by management to measure the success of expense management initiatives focused on reducing recurring controllable operating costs. Adjusted PPNR is used by management to evaluate PPNR exclusive of items that management believes are not indicative of ongoing operations and impact period-to-period comparisons. The tangible common equity ratio is used by management and bank regulators to assess the strength of our capital position. The computations of the non-GAAP financial measures used in this slide presentation are set forth in the appendix to this slide presentation.

Management does not provide a reconciliation for forward-looking non-GAAP financial measures where it is unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the inherent difficulty of forecasting the occurrence and the financial impact of various items that have not yet occurred, are out of Synovus' control, or cannot be reasonably predicted. For the same reasons, Synovus' management is unable to address the probable significance of the unavailable information. Forward-looking non-GAAP financial measures provided without the most directly comparable GAAP financial measures may vary materially from the corresponding GAAP financial measures.

## Stability in a Volatile Environment



## **SYNOVUS**®



Liquidity

- Core deposits<sup>(1)</sup> increased in 1Q23; deposit production<sup>(2)</sup> up 44% QoQ
- Stable core deposit<sup>(1)</sup> balances throughout March
- Arranged \$5B+ in incremental Fed and FHLB borrowing capacity, with \$25B+ of overall contingent liquidity<sup>(3)</sup>



**20** Greenwich Excellence and Best Brand Awards

J.D. Power 2023 Best Retail Banking Customer Satisfaction in the Southeast Region and #1 for Trust





- Continue to grow CET1, ending the quarter at 9.76%<sup>(4)</sup>
- Incremental loan growth focused on core relationships & most accretive opportunities



- Stability of deposit base highlights strength of client relationships
- Market disruption resulted in new client wins and additional growth opportunities



- Organization-wide response to market disruption
- Branches, Customer Care,
   Relationship Managers, Corporate
   Communications all equipped to
   respond
- Efficiently facilitated movement to insured ICS deposit product where appropriate



- Net Income<sup>(5)</sup> up 19% YoY
- Positive YoY operating leverage while staying the course on strategic investments
- Credit performance remains strong



## First Quarter 2023 Financial Highlights

#### **Key Highlights**

- Net Income<sup>(1)</sup> and EPS growth of 19% and \$0.21 YoY, respectively
  - Total revenue of \$614 million, a 23% YoY increase
    - Net interest income growth of 23% YoY
    - Core client fee income growth, ex-mortgage, of 19% YoY
  - PPNR<sup>(2)</sup> of \$292 million, a 30% YoY increase
- Loan growth of \$329 million, or 1% QoQ
  - Third-party consumer loan decline of \$554 million, a result of runoff as well as \$424 million move to held-for-sale
  - Loan growth, ex. third-party move to held-for-sale, of \$753 million or 2%
- Total deposits up \$1.1 billion, or 2% QoQ
  - Core deposits<sup>(3)</sup> up \$133 million for the quarter with stable balances throughout March
  - Production<sup>(4)</sup> remains robust, up 44% QoQ
  - Cumulative total deposit beta expectations trending to low 40's
- Credit quality metrics continue to remain strong
  - Charge-off ratio of 0.17% remains near historically low levels
  - ACL ratio up slightly to 1.17% due to higher weightings to downside economic scenarios
- Grew CET1 ratio to 9.76%<sup>(5)</sup>
  - Continue to prioritize supporting core client growth while also increasing capital levels

Key Performance Metrics	Reported	Adjusted <sup>(6)</sup>
Net Income Available to Common Shareholders <sup>(7)</sup>	\$193,868	\$195,276
Diluted Earnings Per Share	\$1.32	\$1.33
Return on Average Assets	1.36%	1.37%
Return on Average Tangible Common Equity	21.9%	22.1%
Efficiency Ratio-TE <sup>(8)</sup>	52.3%	50.5% <sup>(9)</sup>
Balance Sheet (Period-end, \$ in millions)		Total
Loans, Net of Unearned		\$44,045
Deposits		\$49,954

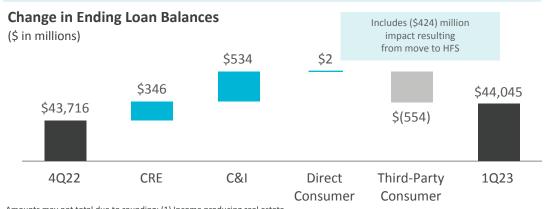


## Total Loans \$44.0 billion

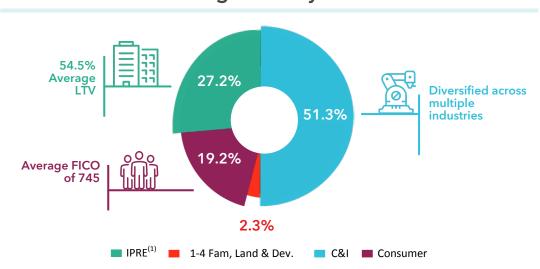
#### Summary

- Loan growth of \$329 million, or 1% QoQ
- Loan growth impacted by third-party decline from both runoff and move to held-forsale of \$424 million
  - Loan growth, ex. HFS move, of \$753 million, or 2%
- Leveraging strength in current environment to grow market share
  - 1Q23 spreads to index on floating rate new commercial production ~40bps higher than 2022 full year average
- C&I utilization increase a result of new production with higher utilization levels
  - Utilization from C&I commitments existing at the end of 4Q22 was flat QoQ

#### **Loan Growth Attribution**



#### Diversified/High Quality Loan Portfolio



#### **Total C&I Revolving Commitments and Line Utilization**





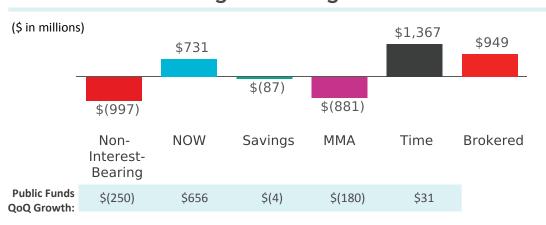


## Total Deposits \$50.0 billion

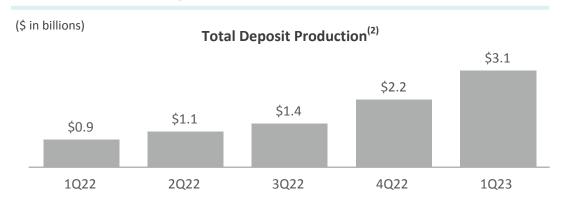
#### **Summary**

- Total deposits increased \$1.1 billion, or 2% QoQ
  - Core Deposit<sup>(1)</sup> growth of \$133 million QoQ
  - Non-interest bearing decline impacted primarily by commercial seasonality, normal cash deployment and to a lesser extent continued rate pressures
  - Growth in Time deposits a result of continued mix shift from MMA as well as new customer acquisition
- Deposit production<sup>(2)</sup> increased 44% from previous quarter with increases in both commercial and consumer business lines
- In current rate environment, cumulative total deposit beta tracking to low 40's
- Core deposits<sup>(1)</sup>, excluding public funds, are up \$287 million QTD through April 17th<sup>(3)</sup>

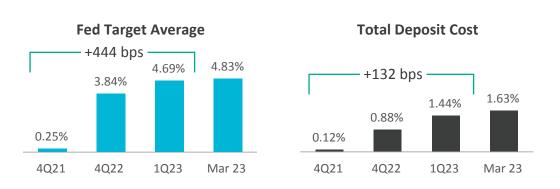
#### **QoQ** Change in Ending Balances<sup>(4)</sup>



#### **Deposit Production Focus**



## Cumulative Total Avg. Deposit Beta of 30% through 1Q23



<sup>(1)</sup> Excludes brokered; (2) Includes balances associated with new accounts originated in the quarter including the impact of existing customers switching account types, excluding public funds; (3) Growth from 3/31/23 - 4/17/23; (4) Balances in bar chart include the public funds changes QoQ seen below the chart.

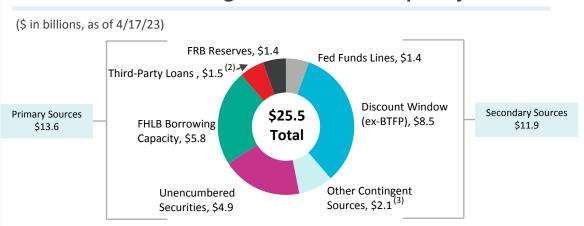


## Liquidity

#### **Summary**

- Stable core deposit<sup>(1)</sup> balances in the quarter, including throughout March
- Opportunistically added FHLB borrowings and brokered deposits in March as precautionary measures amid the uncertain environment
  - Bank-level debt issuance in February (\$500 million) further diversified funding profile
- \$25+ billion of primary and secondary contingent liquidity sources available for funding needs

#### **Robust Contingent Sources of Liquidity**

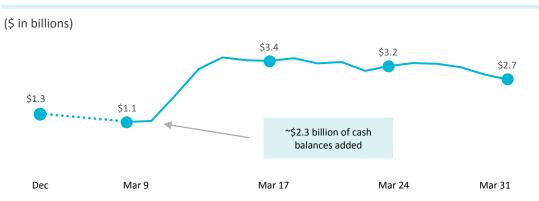


• Unpledged loans of \$20+ billion not reflected in the chart above

#### Core Deposit<sup>(1)</sup> Balances Stable in First Quarter



#### Augmented Cash<sup>(5)</sup> Balances During March





## **Deposit Client Profiles**

**95%+** of Core Deposits<sup>(1)</sup> in Southeast Footprint spread across 55 MSAs

#### Middle Market & CRE<sup>(2)</sup>

\$5.2B Balances

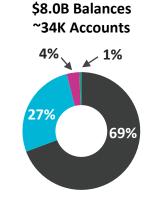
# ~9K Accounts 5% 1% 57%

**71% > 5** year relationship tenure<sup>(3)</sup>

**90**% of total balances maintain an account on Commercial Analysis

>65% maintain lending relationship<sup>(3)</sup>

#### Business Banking<sup>(2)</sup>



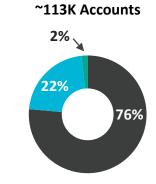
**85% > 5** year relationship tenure<sup>(3)</sup>

**75**% of total balances maintain an account on Commercial Analysis

**58%** standard pricing on interest bearing deposits<sup>(3)(4)</sup>

#### Small Business<sup>(2)</sup>

\$5.9B Balances

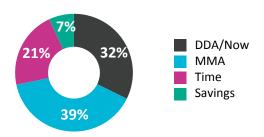


**77% > 5** year relationship tenure<sup>(3)</sup>

**78%** standard pricing on interest bearing deposits (3)(4)

#### Private Wealth/ Consumer Banking<sup>(2)</sup>

## \$16.5B Balances ~672K Accounts



**85% > 5** year relationship tenure<sup>(3)</sup>

**94%** standard pricing on interest bearing deposits<sup>(3)(4)</sup>

**86%** have multiple products/



20 Greenwich Excellence and Best Brand Awards in small business and middle market



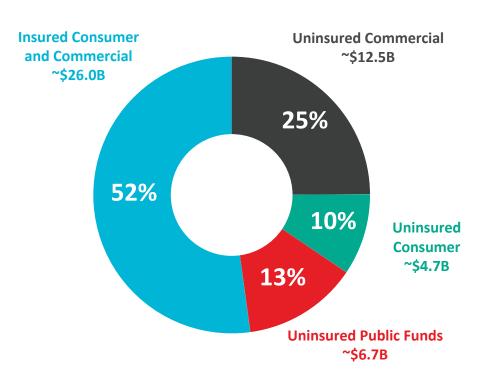
2023 Best Retail Banking Customer Satisfaction in the Southeast Region and #1 for Trust



## Diversified and Granular Deposit Base

**1Q23 Deposit Composition** 

Total Deposits \$50.0B



~73% of deposits insured, collateralized or insurable through our ICS capacity<sup>(1)</sup>



Uninsured Client Relationships, ex Public Funds	Average Relationship Tenure (Years)	% of Total Deposits
Top 10	18	3.0%
Top 20	19	4.5%
Top 50	21	7.5%
Top 100	20	10.3%

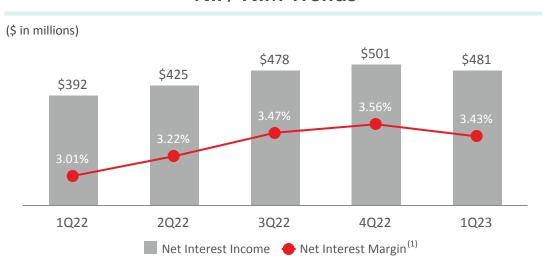


## Net Interest Income \$481 million

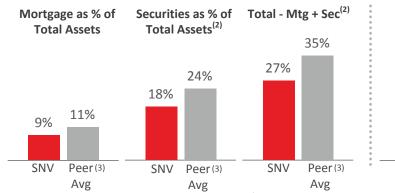
#### Summary

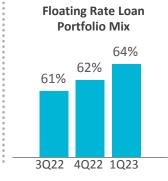
- NII growth of \$89 million or 23% vs. 1Q22; QoQ decline of \$21 million
  - QoQ negatively impacted by day count (~\$9 million)
- Benefits of higher asset yields and earning asset growth offset by continued increases in deposit costs and negative remixing from NIB deposits
- NIM was impacted by the same factors, as well as higher cash balances due to the precautionary liquidity actions taken in March
- Overall balance sheet remains well positioned in a higher rate environment as fixed asset repricing and 2Q23 hedge maturities provide an offset to increasing deposit costs

#### **NII / NIM Trends**

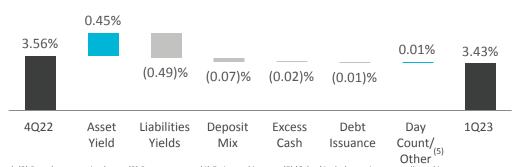


#### **Assets Well-Positioned in Current Environment**





#### NIM Waterfall<sup>(4)</sup>



Amounts may not total due to rounding; (1) NIM reflect Actual/Actual day count and includes other immaterial adjustments versus NIM previously reported; (2) Based on amortized cost; (3) Proxy peer set; (4) Estimated impact; (5) 'Other' includes various unattributed items.



## Non-Interest Revenue \$133 million

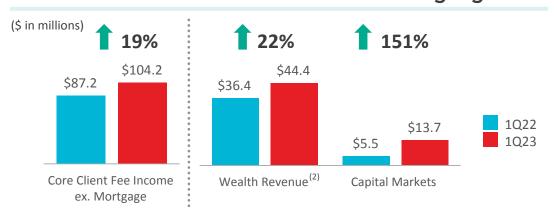
#### Summary

- Wealth revenue increased 22% YoY
  - Non-market based advisory fees and short-term cash management products continue to support fee income growth
- Record-setting Capital Markets fee growth from syndication and interest rate management products are evidence of successful expansion in commercial lines of business, and compensated for lower mortgage income
- Recognized \$13 million benefit associated with the regulatory approval of Qualpay investment

#### Fee Income

(\$ in millions)	1Q23	QoQ Δ	ΥοΥ Δ
Core Banking Fees <sup>(1)</sup>	\$46	0%	1%
Wealth Revenue <sup>(2)</sup>	\$44	10%	22%
<b>Capital Markets Income</b>	\$14	96%	151%
Net Mortgage Revenue	\$4	51%	(35)%
Total Other Income <sup>(3)</sup>	\$10	88%	(29)%
Total Adjusted Non-Interest Revenue <sup>(4)</sup>	\$118	17%	10%
Total Non-Interest Revenue	\$133	30%	26%

#### **YoY Non-Interest Revenue Growth Highlights**



#### Core Client Fee Income, ex Mortgage





## Non-Interest Expense \$322 million

#### **Summary**

- QoQ expense impacted by normal seasonal personnel costs and higher FDIC/ healthcare costs, offset by lower performance related expense and well-managed operating costs
- YoY cost increases a result of new initiative and infrastructure investments made in 2022 as well as investments in our workforce and FDIC/healthcare costs
- Total non-interest expense impacted by \$17 million loss associated with the move of third-party consumer loans to held-for-sale
- Continue to move forward with key strategic investments while rationalizing overall spend in light of the current environment

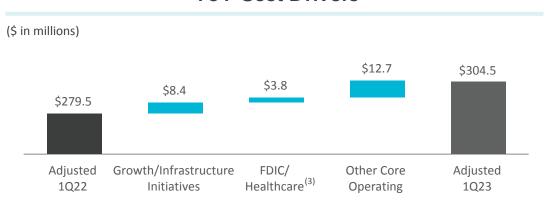
#### **Expense Trends**

(\$ in millions)	1Q23	QoQ Δ	ΥοΥ Δ
Total Employment	\$188	4%	13%
Total Other	\$74	(9)%	5%
Total Occupancy, Equipment, and Software	\$43	(5)%	0%
Total Adjusted Non-Interest Expense <sup>(1)</sup>	\$304	(1)%	9%
Total Non-Interest Expense	\$322	4%	18%

#### **QoQ** Cost Drivers



#### **YoY Cost Drivers**



Amounts may not total due to rounding; (1) Non-GAAP financial measure; see appendix for applicable reconciliation; (2) Seasonal personnel expense includes payroll taxes and 401K; (3) FDIC/Healthcare includes 2023 rate increases to FDIC and employee health insurance costs; (4) Performance related expense includes primarily bonus/incentive costs, coupled with FDIC (volume, not rate increase), loan recording costs, deferred comp, travel, and client development.

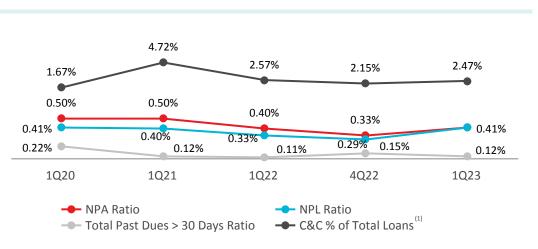


## **Credit Quality**

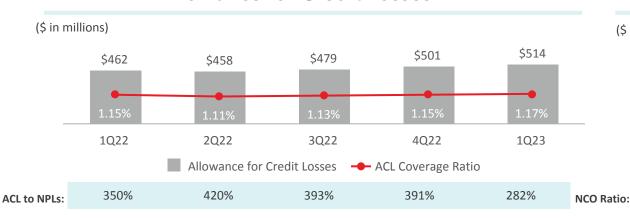
#### Summary

- Overall portfolio performance continues to be very strong as reflected in ACL ratio
  - ACL up slightly due to increased weighting to downside economic scenarios
- 1Q23 Net Charge Offs impacted by \$6.6 million related to thirdparty consumer portfolio move to HFS

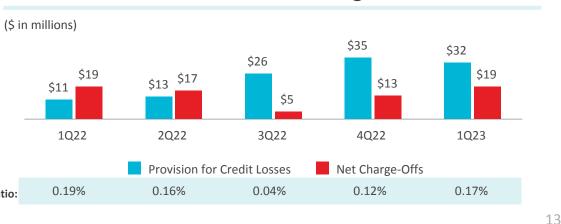
#### **3-Year Credit Trends**



#### **Allowance for Credit Losses**



#### **Provision and Net Charge-Offs**



(1) Criticized and Classified Loans as a % of Total Loans.

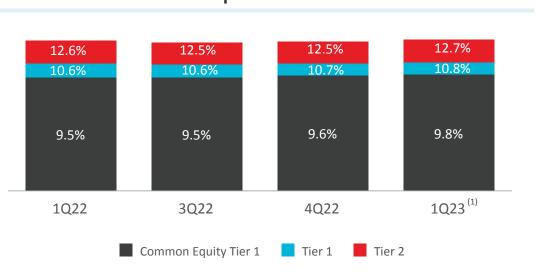


## **Capital**

#### Summary

- Continued to intentionally grow capital levels in light of current environment
  - CET1 ended the quarter at 9.76%<sup>(1)</sup>, up 0.24% in last 2 quarters
- Expect to direct organic capital generation toward core growth and capital accretion
  - Targeting ~10% CET1 by year-end
- 2Q23 capital ratios will be negatively impacted by ~7bps associated with closing of Qualpay investment

#### **Capital Metrics**



#### Capital Deployment Focused on Growth & Accretion

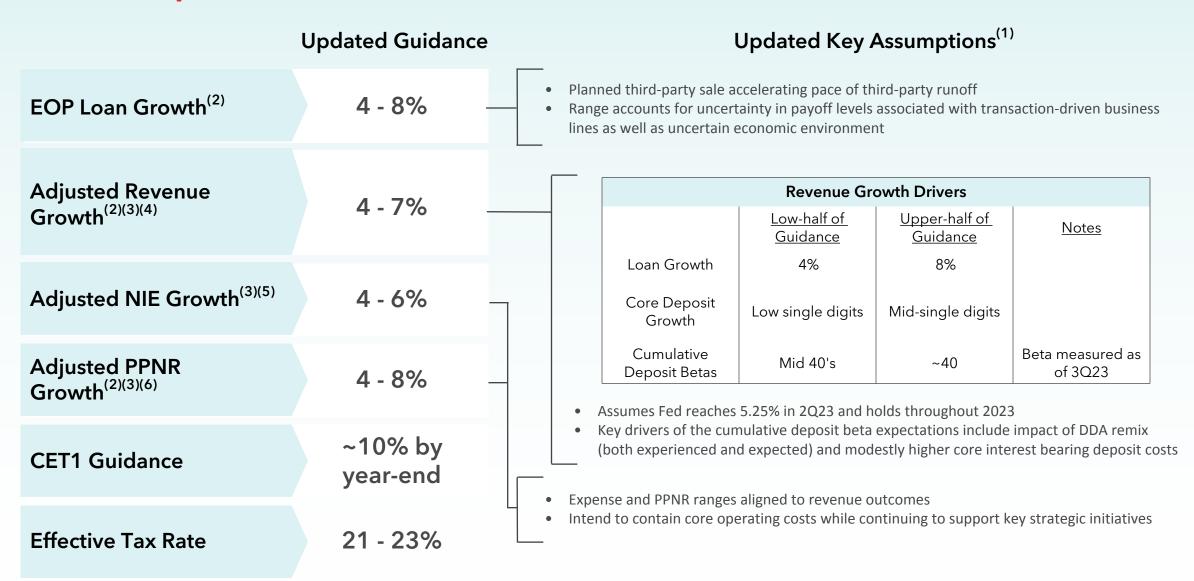
#### 0.37% 0.01% 0.00% 9.76% 9.63% (0.12)% (0.12)% Other (2) **Ending CET1** Risk-Net Income Common Share Beginning Available to Weighted CET1 Ratio Dividends Repurchases Ratio (1Q23) <sup>(1)</sup> (4Q22)Common Assets Shareholders

#### **Tangible Common Equity**





## 2023 Updated Guidance

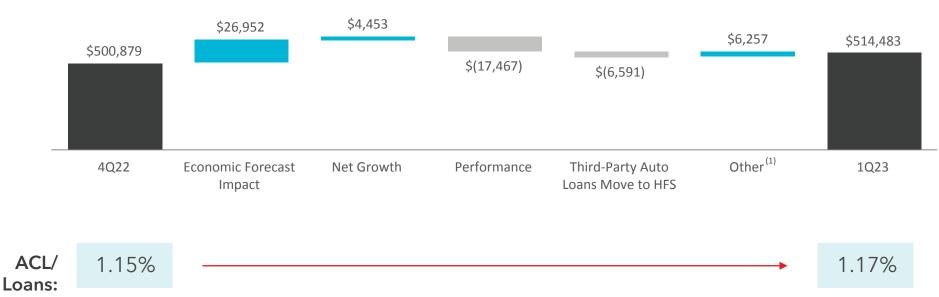


## Appendix

# SYNOVUS®

## **Allowance for Credit Losses**

(\$ in thousands)



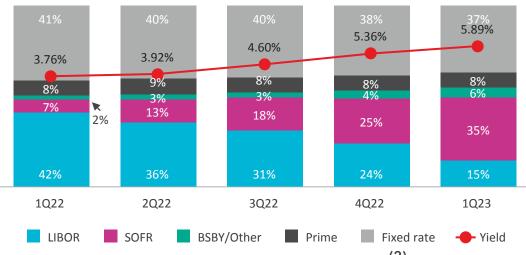
#### **Economic Scenario Assumptions and Weightings**

	1Q23	Change from	<b>2023</b> <sup>(4)</sup>		2024 <sup>(4)</sup>		
Scenario	Model Weighting	Previous Quarter	GDP	Unemployment	GDP	Unemployment	
Slow Growth <sup>(2)</sup>	45%	+10%	1.0%	3.8%	1.3%	4.9%	
Consensus Baseline	35%	(5)%	0.4%	4.3%	1.2%	4.8%	
Downside <sup>(2)</sup>	15%	NC	(0.4)%	5.5%	(0.3)%	7.6%	
Upside <sup>(3)</sup>	5%	(5)%	2.1%	3.1%	3.3%	3.2%	
		Weighed Average	0.6%	4.2%	1.1%	5.2%	

## **Earning Assets Composition**

(\$ in millions)

#### Loan Portfolio Rate Mix and Yield



#### Derivative Hedge Portfolio<sup>(2)</sup>



#### **Total Securities Portfolio Size**(1)



#### 12-Month NII Sensitivity: Rates & Betas<sup>(3)</sup>

Parallel Shock	% NII Impact	+100 Shock	% NII Impact
+100bps	3.3%	~ 30 Beta	5.8%
-100bps	(3.6)%	~ 40 Beta	3.3%
		~ 50 Beta	0.8%



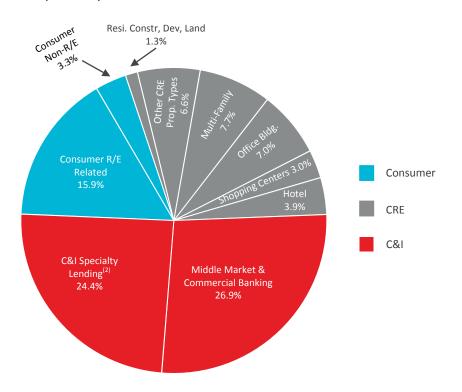
## **Total Average Deposit Costs**

	4Q2	22	10	23	March 2023
(\$ in millions; rates annualized)	Avg. Balance	Avg. Rate	Avg. Balance	Avg. Rate	Avg. Rate
Non-interest-bearing	\$16,569	N/A	\$15,014	N/A	N/A
Interest-bearing non-maturity (NMD)	\$24,849	0.97%	\$24,856	1.57%	1.78%
Time	\$2,568	1.18%	\$3,601	2.42%	2.78%
Brokered	\$4,987	3.14%	\$5,554	4.12%	4.31%
Total interest-bearing	\$32,403	1.32%	\$34,012	2.07%	2.33%
Total deposits	\$48,973	0.88%	\$49,026	1.44%	1.63%

## Loan Portfolio by Category

#### Consumer Portfolio - \$8.4 billion

- Weighted average credit score of 792 and 778 for Home Equity and Mortgage, respectively
- Weighted average LTV of 74% and 72% for Home Equity and Mortgage, respectively<sup>(1)</sup>



#### CRE Portfolio - \$13.0 billion

- 92% are income-producing properties
- Diversity among property types and geographies

#### C&I Portfolio - \$22.6 billion

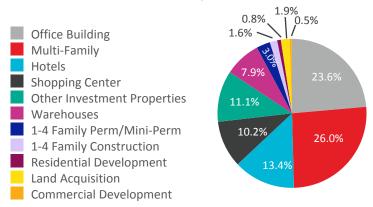
- Specialty lending<sup>(2)</sup> is well-diversified among multiple lines-of-business
- C&I industry mix aligned with economic and demographic drivers

Portfolio Characteristics	Consumer	CRE	C&I
NPL Ratio	0.64%	0.06%	0.53%
QTD Net Charge-off Ratio (annualized)	0.66% <sup>(3)</sup>	(0.01)%	0.08%
30+ Days Past Due Ratio	0.45%	0.02%	0.07%
90+ Days Past Due Ratio	0.02%	0.00%	0.01%
90+ Days Past Due Ratio	0.02%	0.00%	0.01%

20

### **Commercial Real Estate**





#### Investment Properties portfolio represent 92% of total CRE portfolio

- The portfolio is well diversified among property types
- Credit quality in Investment Properties portfolio remains excellent

#### **CRE Credit Quality**

- 0.06% NPL Ratio
- (0.01)% Net Charge-Off Ratio (annualized)
- 0.02 30+ Day Past Due Ratio
- 0.00% 90+ Day Past Due Ratio

	Investment Properties					Land, Development and	Residential Properties	
Portfolio Characteristics (as of March 31, 2023)	Office Building	Multi- family	Shopping Centers	Hotels	Other Investment Properties	Warehouse	Residential Properties <sup>(1)</sup>	Development & Land
Balance (in millions)	\$3,071	\$3,374	\$1,332	\$1,737	\$1,441	\$1,021	\$597	\$423
Weighted Average LTV <sup>(2)</sup>	54.3%	53.2%	51.2%	55.9%	54.5%	55.1%	N/A	N/A
NPL Ratio	0.01%	0.05%	0.05%	0.00%	0.05%	0.02%	0.59%	0.27%
Net Charge-off Ratio (annualized)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	(0.16)%
30+ Days Past Due Ratio	0.03%	0.00%	0.00%	0.00%	0.02%	0.05%	0.08%	0.02%
90+ Days Past Due Ratio	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%



## Office Portfolio Analysis

**1Q23 Key Credit Statistics:** 

**NPL Ratio: 0.01%** 

**NCO Ratio: 0.00%** 

**8%** 2023

90 DPD Ratio: 0.00%

#### Non-Medical Office Portfolio

\$1.5B

Average effective age of office

2014

collateral

54.5%

Average LTV<sup>(1)</sup> on non-medical office loans

Major tenant (2) rollover on non-medical office loans

Rent Growth<sup>(3)</sup>

SNV Top 10 Markets Completions as % of Inventory<sup>(3')</sup>



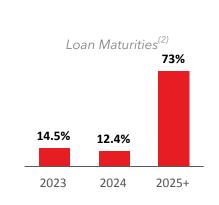
National 0.2% 2.9% SNV Top 10 Markets

**9%** 2024

2022

2008	2022
2006	2022

Top 10 MSAs	Ва	Current lance (mm)	LTV <sup>(1)</sup>
1) Atlanta	\$	183	55 %
2) Charlotte	\$	162	59 %
3) Charleston	\$	158	56 %
4) Tampa	\$	111	52 %
5) Miami	\$	104	58 %
6) Orlando	\$	92	58 %
7) Virginia Beach	\$	67	63 %
8) Jacksonville	\$	62	63 %
9) Naples	\$	53	52 %
10) Philadelphia	\$	52	41 %

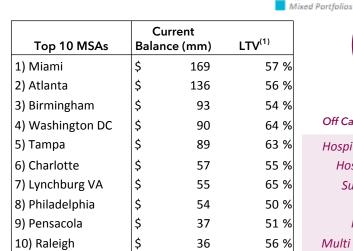


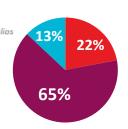
#### **Medical Office Portfolio**

\$1.6B

- 1. Medical office does not face the same demand pressures caused by hybrid/remote work models
- 2. Medical office has historically featured more stable rent growth, occupancy trends, cap rates, and valuation trends than non-medical office space
- 3. Medical office is supported by strong growth in health-related spending, which comprises 20% of US GDP and is supported by demographicdriven demand
- 4. Medical office space makes up 12.5% of the nation's total office space, but comprises over 50% of Synovus' office portfolio

On Campus Off Campus



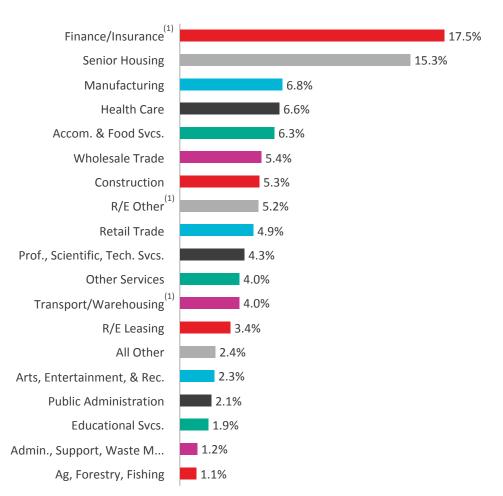


Off Campus MOB Composition

Hospital Anchored	36%
Hospital Tenant	20%
Surgery Center	
Specialized	12%
Freestanding	3%
Multi Tenant MOB	8%

## **C&I Portfolio**

## Diverse Industry Exposure Total C&I Portfolio \$22.6 billion

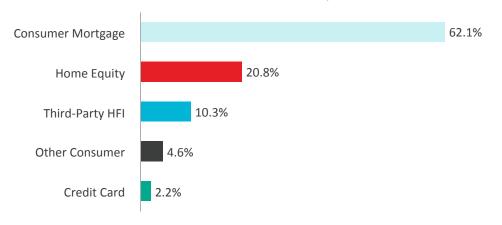


- Wholesale Bank (includes Large Corporate, Middle Market, and Specialty Lines) represents 73% of C&I balances
- Finance/Insurance predominantly represented by secured lender finance portfolio
  - 0.00% NPL Ratio
  - 0.00% Net Charge-Off Ratio (annualized)
  - 0.01% 30+ Day Past Due Ratio
  - 0.00% 90+ Day Past Due Ratio
- Senior Housing consists of 86% private pay facilities

Credit Indicator	1 <b>Q</b> 23
NPL Ratio	0.53%
Net Charge-off Ratio (annualized)	0.08%
30+ Days Past Due Ratio	0.07%
90+ Days Past Due Ratio	0.01%

## **Consumer Portfolio**

#### **Total Consumer Portfolio \$8.4 billion**



#### **Consumer Credit Quality**

Credit Indicator	1Q23
NPL Ratio	0.64%
Net Charge-off Ratio (annualized)	0.66%
30+ Days Past Due Ratio	0.45%
90+ Days Past Due Ratio	0.02%

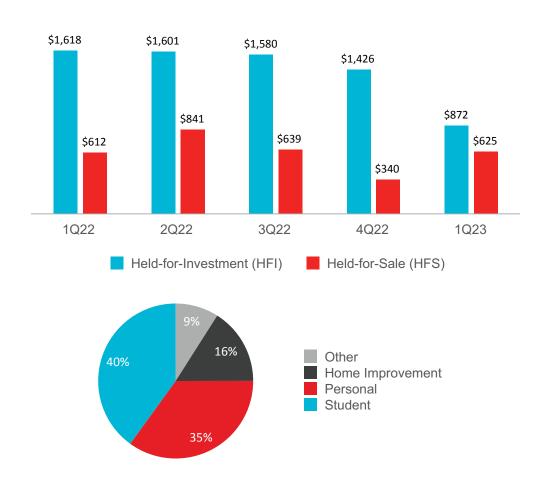
- 83% of Consumer portfolio is backed by residential real estate
- Other Consumer includes secured and unsecured products
- Average consumer card utilization rate is 22%

Credit Indicator	Home Equity	Mortgage
Weighted Average Credit Score of 1Q23 Originations	786	771
Weighted Average Credit Score of Total Portfolio	792	778
Weighted Average LTV <sup>(1)</sup>	73.6%	72.2%
Average DTI <sup>(2)</sup>	34.3%	34.6%
Utilization Rate	37.0%	N/A



## Third-Party Consumer

(\$ in millions)



- Diversity among asset types; primarily fixed-rate loans
- Credit Quality for HFI loans:
  - Weighted Average FICO of 756
  - NPL Ratio of 0.73%
  - Annualized Net Charge-off Ratio of 1.59%
  - 30+ Day Past Due Ratio of 1.44%

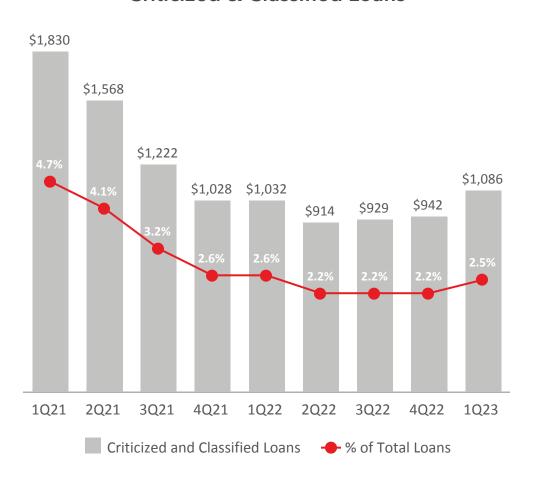
#### HFI Portfolio Composition<sup>(1)</sup>

1Q23 (\$ in millions)	Home Improvement	Personal	Student
Loan Balance	\$138	\$308	\$352
Weighted Avg. FICO Score	751	751	777
NPL Ratio	nm	0.71%	0.27%
Net Charge-off Ratio (annualized)	nm	4.80%	0.14%
30+ Day Past Due Ratio	nm	1.40%	0.19%

## **Risk Distribution**

(\$ in millions)

#### **Criticized & Classified Loans**



#### **Portfolio Risk Distribution**

	Compo	Composition		
Risk Category	1Q23	4Q22	1Q23 vs. 4Q22	
Passing Grades	\$42,959	\$42,774	\$185	
Special Mention	369	313	56	
Substandard Accruing	535	501	34	
Non-Performing Loans	182	128	54	
Total Loans	\$44,045	\$43,716	\$329	

Amounts may not total due to rounding.



## **Quarterly Highlights Trend**

		1Q22	2Q22	3Q22	4Q22	1Q23
	Diluted EPS	\$1.11	\$1.16	\$1.33	\$1.35	\$1.32
	Net interest margin	3.01%	3.22%	3.47%	3.56%	3.43%
Financial	Efficiency ratio-TE	54.66%	53.87%	50.41%	51.08%	52.33%
Performance	Adjusted tangible efficiency ratio <sup>(1)</sup>	55.50%	53.43%	49.98%	50.58%	50.48%
	ROAA <sup>(2)</sup>	1.22%	1.26%	1.39%	1.38%	1.36%
	Adjusted ROAA <sup>(1)(2)</sup>	1.19%	1.27%	1.39%	1.39%	1.37%
Balance Sheet	Total loans	2%	3%	3%	3%	1%
QoQ Growth	Total deposits	(2)%	1%	(3)%	2%	2%
Condit Occilian	NPA ratio	0.40%	0.33%	0.32%	0.33%	0.41%
Credit Quality	NCO ratio <sup>(2)</sup>	0.19%	0.16%	0.04%	0.12%	0.17%
	Common shares outstanding <sup>(3)</sup>	145,335	145,358	145,443	145,487	146,059
Capital	Leverage ratio	8.87%	9.03%	9.04%	9.07%	9.14% (4)
	Tangible common equity ratio <sup>(1)</sup>	6.80%	6.26%	5.52%	5.84%	6.12%



## **Condensed Income Statement**

(\$ in thousands, except per share data)	1Q23	4Q22	1Q22
Net interest income	\$480,751	\$501,346	\$392,248
Non-interest revenue	133,126	102,439	105,334
Non-interest expense	321,852	308,996	272,450
Provision for (reversal of) credit losses	32,154	34,884	11,400
Income before income taxes	\$259,871	\$259,905	\$213,732
Income tax expense	57,712	54,135	42,695
Preferred stock dividends	8,291	8,291	8,291
Net income available to common shareholders	\$193,868	\$197,479	\$162,746
Weighted average common shares outstanding, diluted	146,727	146,528	146,665
Net income per common share, diluted	\$1.32	\$1.35	\$1.11



## **Non-GAAP Financial Measures**

(\$ in thousands, except per share data)	1Q23	4Q22	1Q22
Net income available to common shareholders	\$193,868	\$197,479	\$162,746
Recovery of NPA	(13,126)	_	_
Investment securities losses (gains), net	(1,030)	_	_
Loss on other loans held for sale	16,750	_	_
Restructuring charges (reversals)	(733)	(2,372)	(6,424)
Loss on early extinguishment of debt	_	_	677
Valuation adjustment to Visa derivative	_	2,500	_
Tax effect of adjustments <sup>(1)</sup>	(453)	(31)	1,369
Adjusted net income available to common shareholders	\$195,276	\$197,576	\$158,368
Weighted average common shares outstanding, diluted	146,727	146,528	146,665
Net income per common share, diluted	\$1.32	\$1.35	\$1.11
Adjusted net income per common share, diluted	\$1.33	\$1.35	\$1.08



(\$ in thousands)	1Q22	2Q22	3Q22	4Q22	1Q23
Net income	\$171,037	\$178,052	\$203,044	\$205,770	\$202,159
Recovery of NPA	_	_	_	_	(13,126)
Loss on other loans held for sale	_	_	_	_	16,750
Restructuring charges (reversals)	(6,424)	(1,850)	956	(2,372)	(733)
Valuation adjustment to Visa derivative	_	3,500	_	2,500	_
Loss on early extinguishment of debt	677	_	_	_	_
Investment securities losses (gains), net	_	_	_	_	(1,030)
Tax effect of adjustments <sup>(1)</sup>	1,369	(393)	(228)	(31)	(453)
Adjusted net income	\$166,659	\$179,309	\$203,772	\$205,867	\$203,567
Net income annualized	\$693,650	\$714,165	\$805,555	\$816,370	\$819,867
Adjusted net income annualized	\$675,895	\$719,206	\$808,443	\$816,755	\$825,577
Total average assets	\$56,855,898	\$56,536,940	\$58,055,979	\$58,963,417	\$60,133,561
Return on average assets	1.22%	1.26%	1.39%	1.38%	1.36%
Adjusted return on average assets	1.19%	1.27%	1.39%	1.39%	1.37%



(\$ in thousands)	1Q23	4Q22	1Q22
Net income available to common shareholders	\$193,868	\$197,479	\$162,746
Recovery of NPA	(13,126)	_	_
Loss on other loans held for sale	16,750	_	_
Restructuring charges (reversals)	(733)	(2,372)	(6,424)
Valuation adjustment to Visa derivative	_	2,500	_
Loss on early extinguishment of debt	_	_	677
Investment securities losses (gains), net	(1,030)	_	_
Tax effect of adjustments <sup>(1)</sup>	(453)	(31)	1,369
Adjusted net income available to common shareholders	\$195,276	\$197,576	\$158,368
Adjusted net income available to common shareholders annualized	\$791,953	\$783,861	\$642,270
Amortization of intangibles, tax effected, annualized	\$5,699	\$6,358	\$6,543
Adjusted net income available to common shareholders excluding amortization of intangibles annualized	\$797,652	\$790,219	\$648,813
Net income available to common shareholders annualized	\$786,242	\$783,476	\$660,025
Amortization of intangibles, tax effected, annualized	\$5,699	\$6,358	\$6,543
Net income available to common shareholders excluding amortization of intangibles annualized	\$791,941	\$789,834	\$666,568
Total average shareholders' equity less preferred stock	\$4,088,777	\$3,742,927	\$4,647,426
Average goodwill	\$(452,390)	\$(452,390)	\$(452,390)
Average other intangible assets, net	\$(26,245)	\$(28,174)	\$(34,576)
Total average tangible shareholders' equity less preferred stock	\$3,610,142	\$3,262,363	\$4,160,460
Return on average common equity	19.23%	20.93%	14.20%
Adjusted return on average common equity	19.37%	20.94%	13.82%
Return on average tangible common equity	21.94%	24.21%	16.02%
Adjusted return on average tangible common equity	22.09%	24.22%	15.59%

(1) An assumed marginal tax rate of 24.3% for 1Q23 and 4Q22 and 23.8% for 1Q22 was applied.



(\$ in thousands)	1Q22	2Q22	3Q22	4Q22	1Q23
Total non-interest revenue	\$105,334	\$97,266	\$104,298	\$102,439	\$133,126
Investment securities (gains) losses, net	_	_	_	_	(1,030)
Recovery of NPA	_	_	_	_	(13,126)
Fair value adjustment on non-qualified deferred compensation	1,295	3,240	1,076	(1,557)	(1,371)
Adjusted non-interest revenue	\$106,629	\$100,506	\$105,374	\$100,882	\$117,599
Total non-interest expense	\$272,450	\$282,051	\$294,010	\$308,996	\$321,852
Loss on other loans held for sale	_	_	_	-	(16,750)
Restructuring (charges) reversals	6,424	1,850	(956)	2,372	733
Fair value adjustment on non-qualified deferred compensation	1,295	3,240	1,076	(1,557)	(1,371)
Valuation adjustment to Visa derivative	_	(3,500)	_	(2,500)	_
Loss on early extinguishment of debt	(677)	_	-	-	_
Adjusted non-interest expense	\$279,492	\$283,641	\$294,130	\$307,311	\$304,464



(\$ in thousands)	1Q22	2Q22	3Q22	4Q22	1Q23
Adjusted non-interest expense	\$279,492	\$283,641	\$294,130	\$307,311	\$304,464
Amortization of intangibles	(2,118)	(2,118)	(2,118)	(2,118)	(1,857)
Adjusted tangible non-interest expense	\$277,374	\$281,523	\$292,012	\$305,193	\$302,607
Net interest income	\$392,248	\$425,388	\$477,919	\$501,346	\$480,751
Tax equivalent adjustment	865	960	972	1,131	1,119
Total non-interest revenue	105,334	97,266	104,298	102,439	133,126
Total TE revenue	\$498,447	\$523,614	\$583,189	\$604,916	\$614,996
Recovery of NPA	_	_	_	_	(13,126)
Investment securities losses (gains), net	_	_	-	-	(1,030)
Fair value adjustment on non-qualified deferred compensation	1,295	3,240	1,076	(1,557)	(1,371)
Adjusted revenue	\$499,742	\$526,854	\$584,265	\$603,359	\$599,469
Efficiency ratio-TE	54.7%	53.9%	50.4%	51.1%	52.3%
Adjusted tangible efficiency ratio	55.5%	53.4%	50.0%	50.6%	50.5%



(\$ in thousands)	1Q22	2Q22	3Q22	4Q22	1Q23
Net interest income	\$392,248	\$425,388	\$477,919	\$501,346	\$480,751
Total non-interest revenue	105,334	97,266	104,298	102,439	133,126
Total non-interest expense	(272,450)	(282,051)	(294,010)	(308,996)	(321,852)
Pre-provision net revenue (PPNR)	\$225,132	\$240,603	\$288,207	\$294,789	\$292,025
Net interest income	\$392,248	\$425,388	\$477,919	\$501,346	\$480,751
Tax equivalent adjustment	865	960	972	1,131	1,119
Total non-interest revenue	105,334	97,266	104,298	102,439	133,126
Total TE revenue	\$498,447	\$523,614	\$583,189	\$604,916	\$614,996
Recovery of NPA	_	_	_	_	(13,126)
Investment securities losses (gains), net	_	_	_	_	(1,030)
Fair value adjustment on non-qualified deferred compensation	1,295	3,240	1,076	(1,557)	(1,371)
Adjusted revenue	\$499,742	\$526,854	\$584,265	\$603,359	\$599,469
Total non-interest expense	\$272,450	\$282,051	\$294,010	\$308,996	\$321,852
Loss on other loans held for sale	_	_	_	_	(16,750)
Restructuring (charges) reversals	6,424	1,850	(956)	2,372	733
Fair value adjustment on non-qualified deferred compensation	1,295	3,240	1,076	(1,557)	(1,371)
Valuation adjustment to Visa derivative	_	(3,500)	_	(2,500)	_
Loss on early extinguishment of debt	(677)	_	_	_	_
Adjusted non-interest expense	\$279,492	\$283,641	\$294,130	\$307,311	\$304,464
Adjusted revenue	\$499,742	\$526,854	\$584,265	\$603,359	\$599,469
Adjusted non-interest expense	(279,492)	(283,641)	(294,130)	(307,311)	(304,464)
Adjusted PPNR	\$220,250	\$243,213	\$290,135	\$296,048	\$295,005

Amounts may not total due to rounding.



(\$ in thousands)	1Q22	2Q22	3Q22	4Q22	1Q23
Total assets	\$56,419,549	\$57,382,745	\$58,639,522	\$59,731,378	\$61,840,025
Goodwill	(452,390)	(452,390)	(452,390)	(452,390)	(452,390)
Other intangible assets, net	(33,478)	(31,360)	(29,242)	(27,124)	(25,267)
Tangible assets	\$55,933,681	\$56,898,995	\$58,157,890	\$59,251,864	\$61,362,368
Total shareholders' equity	\$4,824,635	\$4,584,438	\$4,229,715	\$4,475,801	\$4,770,130
Goodwill	(452,390)	(452,390)	(452,390)	(452,390)	(452,390)
Other intangible assets, net	(33,478)	(31,360)	(29,242)	(27,124)	(25,267)
Preferred Stock, no par value	(537,145)	(537,145)	(537,145)	(537,145)	(537,145)
Tangible common equity	\$3,801,622	\$3,563,543	\$3,210,938	\$3,459,142	\$3,755,328
Total shareholders' equity to total assets ratio	8.55%	7.99%	7.21%	7.49%	7.71%
Tangible common equity ratio	6.80%	6.26%	5.52%	5.84%	6.12%