

Reconciliation of Non-GAAP Financial Measures

(dollars in thousands)

	4Q18	3Q18	4Q17	2018	2017
Adjusted non-interest income					
Total non-interest income	\$ 67,991	\$ 71,668	\$ 69,353	\$ 280,093	\$ 345,327
Subtract: Cabela's Transaction Fee	—	—	—	—	(75,000)
Add: Investment securities losses, net	—	—	—	1,296	289
Add/subtract: Decrease (increase) in fair value of private equity investments, net	2,084	(434)	(100)	4,743	3,093
Adjusted non-interest income	<u>\$ 70,075</u>	<u>\$ 71,234</u>	<u>\$ 69,253</u>	<u>\$ 286,132</u>	<u>\$ 273,709</u>
Adjusted non-interest expense					
Total non-interest expense	\$ 209,922	\$ 220,297	\$ 226,533	\$ 829,455	\$ 821,313
Subtract: Discounts to fair value for ORE accelerated dispositions	—	—	—	—	(7,082)
Subtract: Asset impairment charges related to accelerated disposition of corporate real estate and other properties	—	—	—	—	(1,168)
Subtract: Earnout liability adjustments	—	(11,652)	(1,700)	(11,652)	(3,759)
Subtract: Merger-related expense	(3,381)	(6,684)	—	(10,065)	(110)
Subtract/add: Litigation settlement/contingency expense	—	—	(300)	4,026	(701)
Subtract/add: Restructuring charges, net	(140)	(21)	29	51	(7,014)
Subtract: Amortization of intangibles	(292)	(292)	(292)	(1,167)	(1,059)
Subtract: Fair value adjustment to Visa derivative	—	—	—	(2,328)	—
Subtract: Loss on early extinguishment of debt	—	—	(23,160)	—	(23,160)
Adjusted non-interest expense	<u>\$ 206,109</u>	<u>\$ 201,648</u>	<u>\$ 201,110</u>	<u>\$ 808,320</u>	<u>\$ 777,260</u>
Adjusted total revenues and adjusted efficiency ratio					
Adjusted non-interest expense	\$ 206,109	\$ 201,648	\$ 201,110	\$ 808,320	\$ 777,260
Net interest income	297,933	291,619	269,712	1,148,413	1,023,309
Add: Tax equivalent adjustment	181	136	234	553	1,124
Add: Total non-interest income	67,991	71,668	69,353	280,093	345,327
Add: Investment securities losses, net	—	—	—	1,296	289
Total FTE revenues	366,105	363,423	339,299	1,430,355	1,370,049
Subtract: Cabela's Transaction Fee	—	—	—	—	(75,000)
Add/subtract: Decrease (increase) in fair value of private equity investments, net	2,084	(434)	(100)	4,743	3,093
Adjusted total revenues	<u>\$ 368,189</u>	<u>\$ 362,989</u>	<u>\$ 339,199</u>	<u>\$ 1,435,098</u>	<u>\$ 1,298,142</u>
Efficiency ratio	57.34 %	60.62 %	66.77 %	57.99 %	59.95 %
Adjusted efficiency ratio	<u>55.98</u>	<u>55.55</u>	<u>59.29</u>	<u>56.33</u>	<u>59.87</u>

**Reconciliation of Non-GAAP Financial Measures,
continued**

(in thousands, except per share data)

	4Q18	3Q18	4Q17	2018	2017
Adjusted Return on Average Assets					
Net income	\$ 105,070	\$ 109,059	\$ 29,606	\$ 428,476	\$ 275,474
Subtract: Cabela's Transaction Fee	—	—	—	—	(75,000)
Add: Provision expense on loans transferred to held-for-sale	—	—	—	—	27,710
Add: Discounts to fair value for ORE accelerated dispositions	—	—	—	—	7,082
Add: Asset impairment charges related to accelerated disposition of corporate real estate and other properties	—	—	—	—	1,168
Subtract/add: Income tax (benefit) expense, net related to Federal Tax Reform, SAB 118, State Tax Reform, and adjusted portion of other discrete items	—	(9,865)	42,334	(9,148)	42,334
Add: Earnout liability adjustments	—	11,652	1,700	11,652	3,759
Add: Merger-related expense	3,381	6,684	—	10,065	110
Add/subtract: Litigation settlement/contingency expense	—	—	300	(4,026)	701
Add/subtract: Restructuring charges, net	140	21	(29)	(51)	7,014
Add: Amortization of intangibles	292	292	292	1,167	1,059
Add: Fair value adjustment to Visa derivative	—	—	—	2,328	—
Add: Loss on early extinguishment of debt	—	—	23,160	—	23,160
Add: Investment securities losses, net	—	—	—	1,296	289
Add/subtract: Decrease (increase) in fair value of private equity investments, net	2,084	(434)	(100)	4,743	3,093
Subtract/add: Tax effect of adjustments	(591)	27	(8,740)	(1,283)	1,337
Adjusted net income	\$ 110,376	\$ 117,436	\$ 88,523	\$ 445,219	\$ 319,290
Net income annualized	\$ 416,854	\$ 432,680	\$ 117,459	\$ —	\$ —
Adjusted net income annualized	\$ 437,905	\$ 465,915	\$ 351,205	\$ —	\$ —
Total average assets	\$ 32,190,303	\$ 31,725,604	\$ 31,388,724	\$ 31,668,847	\$ 30,787,288
Return on average assets	1.29 %	1.36 %	0.37 %	1.35 %	0.89 %
Adjusted return on average assets	1.36	1.47	1.12	1.41	1.04

**Reconciliation of Non-GAAP Financial Measures,
continued**

(in thousands, except per share data)

	4Q18	3Q18	4Q17	2018	2017
Adjusted net income per common share, diluted and adjusted return on average common equity					
Net income available to common shareholders	\$ 101,919	\$ 99,330	\$ 27,046	\$ 410,478	\$ 265,236
Subtract: Cabela's Transaction Fee	—	—	—	—	(75,000)
Add: Provision expense on loans transferred to held-for-sale	—	—	—	—	27,710
Add: Discounts to fair value for ORE accelerated dispositions	—	—	—	—	7,082
Add: Asset impairment charges related to accelerated disposition of corporate real estate and other properties	—	—	—	—	1,168
Subtract/add: Income tax (benefit) expense, net related to Federal Tax Reform, SAB 118, State Tax Reform, and adjusted portion of other discrete items	—	(9,865)	42,334	(9,148)	42,334
Add: Preferred stock redemption charge	—	4,020	—	4,020	—
Add: Earnout liability adjustments	—	11,652	1,700	11,652	3,759
Add: Merger-related expense	3,381	6,684	—	10,065	110
Add/subtract: Litigation settlement/contingency expense	—	—	300	(4,026)	701
Add/subtract: Restructuring charges, net	140	21	(29)	(51)	7,014
Add: Amortization of intangibles	292	292	292	1,167	1,059
Add: Fair value adjustment to Visa derivative	—	—	—	2,328	—
Add: Loss on early extinguishment of debt	—	—	23,160	—	23,160
Add: Investment securities losses, net	—	—	—	1,296	289
Add/subtract: Decrease (increase) in fair value of private equity investments, net	2,084	(434)	(100)	4,743	3,093
Subtract/add: Tax effect of adjustments	(591)	27	(8,740)	(1,283)	1,337
Adjusted net income available to common shareholders	\$ 107,225	\$ 111,727	\$ 85,963	\$ 431,241	\$ 309,052
Weighted average common shares outstanding, diluted	116,986	118,095	120,182	118,378	122,012
Net income per common share, diluted	\$ 0.87	\$ 0.84	\$ 0.23	\$ 3.47	\$ 2.17
Adjusted net income per common share, diluted	0.92	0.95	0.72	3.64	2.53
Net income available to common shareholders' annualized	\$ 404,353	\$ 394,081	\$ 107,302	\$ —	\$ —
Adjusted net income available to common shareholders' annualized	\$ 425,404	\$ 443,265	\$ 341,049	\$ —	\$ —
Total average shareholders' equity less preferred stock	\$ 2,837,740	\$ 2,824,707	\$ 2,851,523	\$ 2,821,311	\$ 2,844,570
Return on average common equity	14.25 %	13.95 %	3.76 %	14.55 %	9.32 %

Adjusted return on average common equity	14.99	15.69	11.96	15.29	10.86
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Reconciliation of Non-GAAP Financial Measures, continued

<i>(dollars in thousands)</i>	December 31, 2018	September 30, 2018	December 31, 2017
Tangible Common Equity to Tangible Assets Ratio			
Total assets	\$ 32,669,192	\$ 32,075,120	\$ 31,221,837
Subtract: Goodwill	(57,315)	(57,315)	(57,315)
Subtract: Other intangible assets, net	(9,875)	(10,166)	(11,254)
Tangible assets	<u>\$ 32,602,002</u>	<u>\$ 32,007,639</u>	<u>\$ 31,153,268</u>
Total shareholders' equity	\$ 3,133,602	\$ 3,040,073	\$ 2,961,566
Subtract: Goodwill	(57,315)	(57,315)	(57,315)
Subtract: Other intangible assets, net	(9,875)	(10,166)	(11,254)
Subtract: Preferred Stock, no par value	(195,140)	(195,138)	(125,980)
Tangible common equity	<u>\$ 2,871,272</u>	<u>\$ 2,777,454</u>	<u>\$ 2,767,017</u>
Total shareholders' equity to total assets ratio	9.59 %	9.48 %	9.49 %
Tangible common equity to tangible assets ratio	<u>8.81</u>	<u>8.68</u>	<u>8.88</u>

<i>(dollars in thousands)</i>	December 31, 2018	September 30, 2018	December 31, 2017
Common equity Tier 1 (CET1) ratio (fully phased-in)			
Common equity Tier 1 (CET1)	\$ 2,897,998	\$ 2,846,416	\$ 2,763,168
Subtract: Adjustment related to capital components	(2,720)	(2,784)	(17,147)
CET1 (fully phased-in)	\$ 2,895,278	\$ 2,843,632	\$ 2,746,021
Total risk-weighted assets	\$ 28,871,478	\$ 28,738,381	\$ 27,667,906
Total risk-weighted assets (fully phased-in)	\$ 28,948,308	\$ 28,844,942	\$ 27,791,929
Common equity Tier 1 (CET1) ratio	10.04 %	9.90 %	9.99 %
Common equity Tier 1 (CET1) ratio (fully phased-in)	<u>10.00</u>	<u>9.86</u>	<u>9.88</u>