

## Reconciliation of Non-GAAP Financial Measures

(dollars in thousands)

### Adjusted non-interest revenue

	3Q20	2Q20	3Q19
Total non-interest revenue	\$ 114,411	\$ 173,484	\$ 88,760
Add/subtract: Investment securities losses (gains), net	1,550	(69,409)	3,731
Subtract: Gain on sale and fair value increase of private equity investments	(260)	(8,707)	(1,194)
Adjusted non-interest revenue	<u>\$ 115,701</u>	<u>\$ 95,368</u>	<u>\$ 91,297</u>

### Adjusted non-interest expense

Total non-interest expense	\$ 316,655	\$ 284,141	\$ 276,310
Subtract: Earnout liability adjustments	—	(4,908)	(10,457)
Subtract: Goodwill impairment	(44,877)	—	—
Subtract: Merger-related expense	—	—	(353)
Subtract/add: Restructuring charges, net	(2,882)	(2,822)	66
Subtract: Valuation adjustment to Visa derivative	—	—	(2,500)
Subtract: Loss on early extinguishment of debt, net	(154)	—	(4,592)
Adjusted non-interest expense	<u>\$ 268,742</u>	<u>\$ 276,411</u>	<u>\$ 258,474</u>

## Reconciliation of Non-GAAP Financial Measures, continued

(dollars in thousands)

### Adjusted total revenues and adjusted tangible efficiency ratio

	3Q20	2Q20	3Q19
Adjusted non-interest expense	\$ 268,742	\$ 276,411	\$ 258,474
Subtract: Amortization of intangibles	(2,640)	(2,640)	(2,901)
Adjusted tangible non-interest expense	<u>\$ 266,102</u>	<u>\$ 273,771</u>	<u>\$ 255,573</u>
Net interest income	\$ 376,990	\$ 376,566	\$ 402,097
Add: Tax equivalent adjustment	956	861	819
Add: Total non-interest revenue	114,411	173,484	88,760
Total FTE revenues	492,357	550,911	491,676
Add/subtract: Investment securities losses (gains), net	1,550	(69,409)	3,731
Subtract: Gain on sale and fair value increase of private equity investments	(260)	(8,707)	(1,194)
Adjusted total revenues	<u>\$ 493,647</u>	<u>\$ 472,795</u>	<u>\$ 494,213</u>
Efficiency ratio-FTE	64.31 %	51.58 %	56.20 %
Adjusted tangible efficiency ratio	<u>53.91</u>	<u>57.91</u>	<u>51.71</u>

### Adjusted return on average assets

Net income	\$ 91,574	\$ 93,192	\$ 135,726
Add: Income tax expense, net related to State Tax Reform	—	—	4,402
Add: Earnout liability adjustments	—	4,908	10,457
Add: Goodwill impairment	44,877	—	—
Add: Merger-related expense	—	—	353
Add/subtract: Restructuring charges, net	2,882	2,822	(66)
Add: Valuation adjustment to Visa derivative	—	—	2,500
Add: Loss on early extinguishment of debt, net	154	—	4,592
Add/subtract: Investment securities losses (gains), net	1,550	(69,409)	3,731
Subtract: Gain on sale and fair value increase of private equity investments	(260)	(8,707)	(1,194)

Subtract/add: Tax effect of adjustments	(1,122)	19,500	(2,478)
Adjusted net income	\$ 139,655	\$ 42,306	\$ 158,023
Net income annualized	\$ 364,305	\$ 374,816	\$ 538,478
Adjusted net income annualized	\$ 555,584	\$ 170,154	\$ 626,939
Total average assets	\$ 53,138,334	\$ 52,853,685	\$ 47,211,026
Return on average assets	0.69 %	0.71 %	1.14 %
Adjusted return on average assets	1.05	0.32	1.33

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

(dollars in thousands)

#### Adjusted net income available to common shareholders and adjusted net income per common share, diluted

	3Q20	2Q20	3Q19
Net income available to common shareholders	\$ 83,283	\$ 84,901	\$ 127,435
Add: Income tax expense, net related to State Tax Reform	—	—	4,402
Add: Earnout liability adjustments	—	4,908	10,457
Add: Goodwill impairment	44,877	—	—
Add: Merger-related expense	—	—	353
Add/subtract: Restructuring charges, net	2,882	2,822	(66)
Add: Valuation adjustment to Visa derivative	—	—	2,500
Add: Loss on early extinguishment of debt, net	154	—	4,592
Add/subtract: Investment securities losses (gains), net	1,550	(69,409)	3,731
Subtract: Gain on sale and fair value increase of private equity investments	(260)	(8,707)	(1,194)
Subtract/add: Tax effect of adjustments	(1,122)	19,500	(2,478)
Adjusted net income available to common shareholders	\$ 131,364	\$ 34,015	\$ 149,732
Weighted average common shares outstanding, diluted	147,976	147,733	154,043
Net income per common share, diluted	\$ 0.56	\$ 0.57	\$ 0.83
Adjusted net income per common share, diluted	0.89	0.23	0.97

## Reconciliation of Non-GAAP Financial Measures, continued

(dollars in thousands)

	3Q20	2Q20	3Q19
<b>Adjusted return on average common equity, return on average tangible common equity, and adjusted return on average tangible common equity</b>			
Net income available to common shareholders	\$ 83,283	\$ 84,901	\$ 127,435
Add: Income tax expense, net related to State Tax Reform	—	—	4,402
Add: Earnout liability adjustments	—	4,908	10,457
Add: Goodwill impairment	44,877	—	—
Add: Merger-related expense	—	—	353
Add/subtract: Restructuring charges, net	2,882	2,822	(66)
Add: Valuation adjustment to Visa derivative	—	—	2,500
Add: Loss on early extinguishment of debt, net	154	—	4,592
Add/subtract: Investment securities losses (gains), net	1,550	(69,409)	3,731
Subtract: Gain on sale and fair value increase of private equity investments	(260)	(8,707)	(1,194)
Subtract/add: Tax effect of adjustments	(1,122)	19,500	(2,478)
Adjusted net income available to common shareholders	\$ 131,364	\$ 34,015	\$ 149,732
Adjusted net income available to common shareholders annualized	\$ 522,600	\$ 136,808	\$ 594,045
Add: Amortization of intangibles	7,782	7,868	8,632
Adjusted net income available to common shareholders excluding amortization of intangibles annualized	\$ 530,382	\$ 144,676	\$ 602,677
Net income available to common shareholders annualized	\$ 331,322	\$ 341,470	\$ 505,585
Add: Amortization of intangibles	7,782	7,868	8,632
Net income available to common shareholders excluding amortization of intangibles annualized	\$ 339,104	\$ 349,338	\$ 514,217
Total average shareholders' equity less preferred stock	\$ 4,553,159	\$ 4,567,254	\$ 4,450,301
Subtract: Goodwill	(497,267)	(497,267)	(492,320)
Subtract: Other intangible assets, net	(49,075)	(51,667)	(60,278)
Total average tangible shareholders' equity less preferred stock	\$ 4,006,817	\$ 4,018,320	\$ 3,897,703
Return on average common equity	7.28 %	7.48 %	11.36 %
Adjusted return on average common equity	11.48	3.00	13.35
Return on average tangible common equity	8.46	8.69	13.19
Adjusted return on average tangible common equity	13.24	3.60	15.46

## Reconciliation of Non-GAAP Financial Measures, continued

(dollars in thousands)

### Tangible common equity ratio

	September 30, 2020	June 30, 2020	September 30, 2019
Total assets	\$ 53,040,538	\$ 54,121,989	\$ 47,661,182
Subtract: Goodwill	(452,390)	(497,267)	(487,865)
Subtract: Other intangible assets, net	(47,752)	(50,392)	(58,572)
Tangible assets	<u>\$ 52,540,396</u>	<u>\$ 53,574,330</u>	<u>\$ 47,114,745</u>
Total shareholders' equity	\$ 5,064,542	\$ 5,052,968	\$ 4,868,838
Subtract: Goodwill	(452,390)	(497,267)	(487,865)
Subtract: Other intangible assets, net	(47,752)	(50,392)	(58,572)
Subtract: Preferred Stock, no par value	(537,145)	(537,145)	(536,550)
Tangible common equity	<u>\$ 4,027,255</u>	<u>\$ 3,968,164</u>	<u>\$ 3,785,851</u>
Total shareholders' equity to total assets ratio	9.55 %	9.34 %	10.22 %
Tangible common equity ratio	<u>7.67</u>	<u>7.41</u>	<u>8.04</u>