

**Reconciliation of Non-GAAP  
Financial Measures**

<i>(dollars in thousands)</i>	<u>4Q21</u>	<u>3Q21</u>	<u>4Q20</u>	<u>2021</u>	<u>2020</u>
<b>Adjusted non-interest revenue</b>					
Total non-interest revenue	\$ 117,068	\$ 114,955	\$ 114,761	\$ 450,066	\$ 506,513
Subtract/add: Investment securities (gains) losses, net	(230)	(962)	(2,337)	799	(78,931)
Subtract: Gain on sale and fair value increase, net of private equity investments	—	—	(63)	—	(4,775)
Subtract/add: Fair value adjustment on non-qualified deferred compensation	(995)	97	(1,772)	(2,816)	(2,310)
Adjusted non-interest revenue	<u>\$ 115,843</u>	<u>\$ 114,090</u>	<u>\$ 110,589</u>	<u>\$ 448,049</u>	<u>\$ 420,497</u>
<b>Adjusted non-interest expense</b>					
Total non-interest expense	\$ 295,207	\$ 267,032	\$ 302,498	\$ 1,099,904	\$ 1,179,574
Add/subtract: Earnout liability adjustments	—	243	—	(507)	(4,908)
Subtract: Goodwill impairment	—	—	—	—	(44,877)
Subtract: Restructuring charges	(5,958)	(319)	(18,068)	(7,223)	(26,991)
Subtract: Valuation adjustment to Visa derivative	(2,656)	—	(890)	(2,656)	(890)
Subtract: Loss on early extinguishment of debt	—	—	(8,409)	—	(10,466)
Subtract/add: Fair value adjustment on non-qualified deferred compensation	(995)	97	(1,772)	(2,816)	(2,310)
Adjusted non-interest expense	<u>\$ 285,598</u>	<u>\$ 267,053</u>	<u>\$ 273,359</u>	<u>\$ 1,086,702</u>	<u>\$ 1,089,132</u>
<b>Adjusted revenue and adjusted tangible efficiency ratio</b>					
Adjusted non-interest expense	\$ 285,598	\$ 267,053	\$ 273,359	\$ 1,086,702	\$ 1,089,132
Subtract: Amortization of intangibles	(2,379)	(2,379)	(2,640)	(9,516)	(10,560)
Adjusted tangible non-interest expense	<u>\$ 283,219</u>	<u>\$ 264,674</u>	<u>\$ 270,719</u>	<u>\$ 1,077,186</u>	<u>\$ 1,078,572</u>
Net interest income	\$ 392,313	\$ 384,917	\$ 385,932	\$ 1,532,947	\$ 1,512,748
Add: Tax equivalent adjustment	884	736	821	3,185	3,424
Add: Total non-interest revenue	117,068	114,955	114,761	450,066	506,513
Total TE revenue	510,265	500,608	501,514	1,986,198	2,022,685
Subtract/add: Investment securities (gains) losses, net	(230)	(962)	(2,337)	799	(78,931)
Subtract: Gain on sale and fair value increase, net of private equity investments	—	—	(63)	—	(4,775)
Subtract/add: Fair value adjustment on non-qualified deferred compensation	(995)	97	(1,772)	(2,816)	(2,310)
Adjusted revenue	<u>\$ 509,040</u>	<u>\$ 499,743</u>	<u>\$ 497,342</u>	<u>\$ 1,984,181</u>	<u>\$ 1,936,669</u>
Efficiency ratio-TE	57.85%	53.34%	60.32%	55.38%	58.32%
Adjusted tangible efficiency ratio	<u>55.64</u>	<u>52.96</u>	<u>54.43</u>	<u>54.29</u>	<u>55.69</u>

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

(in thousands, except per share data)

	4Q21	3Q21	4Q20	2021	2020
<b>Adjusted return on average assets</b>					
Net income	\$ 200,401	\$ 186,773	\$ 150,409	\$ 760,467	\$ 373,695
Subtract/add: Earnout liability adjustments	—	(243)	—	507	4,908
Add: Goodwill impairment	—	—	—	—	44,877
Add: Restructuring charges	5,958	319	18,068	7,223	26,991
Add: Valuation adjustment to Visa derivative	2,656	—	890	2,656	890
Add: Loss on early extinguishment of debt	—	—	8,409	—	10,466
Subtract/add: Investment securities (gains) losses, net	(230)	(962)	(2,337)	799	(78,931)
Subtract: Gain on sale and fair value increase, net of private equity investments	—	—	(63)	—	(4,775)
Subtract/add: Tax effect of adjustments <sup>(1)</sup>	(2,121)	164	(6,467)	(2,702)	11,748
Adjusted net income	\$ 206,664	\$ 186,051	\$ 168,909	\$ 768,950	\$ 389,869
Net income annualized	\$ 795,069	\$ 741,002	\$ 598,366	\$ 760,467	\$ 373,695
Adjusted net income annualized	\$ 819,917	\$ 738,137	\$ 671,964	\$ 768,950	\$ 389,869
Total average assets	\$56,911,929	\$55,326,260	\$53,833,909	\$55,368,481	\$52,138,038
Return on average assets	1.40 %	1.34 %	1.11 %	1.37 %	0.72 %
Adjusted return on average assets	1.44	1.33	1.25	1.39	0.75

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

Net income available to common shareholders	\$ 192,110	\$ 178,482	\$ 142,118	\$ 727,304	\$ 340,532
Subtract/add: Earnout liability adjustments	—	(243)	—	507	4,908
Add: Goodwill impairment	—	—	—	—	44,877
Add: Restructuring charges	5,958	319	18,068	7,223	26,991
Add: Valuation adjustment to Visa derivative	2,656	—	890	2,656	890
Add: Loss on early extinguishment of debt	—	—	8,409	—	10,466
Subtract/add: Investment securities (gains) losses, net	(230)	(962)	(2,337)	799	(78,931)
Subtract: Gain on sale and fair value increase, net of private equity investments	—	—	(63)	—	(4,775)
Subtract/add: Tax effect of adjustments <sup>(1)</sup>	(2,121)	164	(6,467)	(2,702)	11,748
Adjusted net income available to common shareholders	\$ 198,373	\$ 177,760	\$ 160,618	\$ 735,787	\$ 356,706
Weighted average common shares outstanding, diluted	146,793	147,701	148,725	148,495	148,210
Net income per common share, diluted	\$ 1.31	\$ 1.21	\$ 0.96	\$ 4.90	\$ 2.30
Adjusted net income per common share, diluted	1.35	1.20	1.08	4.95	2.41

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

(dollars in thousands)

	4Q21	3Q21	4Q20	2021	2020
<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	\$ 192,110	\$ 178,482	\$ 142,118	\$ 727,304	\$ 340,532
Subtract/add: Earnout liability adjustments	—	(243)	—	507	4,908
Add: Goodwill impairment	—	—	—	—	44,877
Add: Restructuring charges	5,958	319	18,068	7,223	26,991
Add: Valuation adjustment to Visa derivative	2,656	—	890	2,656	890
Add: Loss on early extinguishment of debt	—	—	8,409	—	10,466
Subtract/add: Investment securities (gains) losses, net	(230)	(962)	(2,337)	799	(78,931)
Subtract: Gain on sale and fair value increase, net of private equity investments	—	—	(63)	—	(4,775)
Subtract/add: Tax effect of adjustments <sup>(1)</sup>	(2,121)	164	(6,467)	(2,702)	11,748
Adjusted net income available to common shareholders	\$ 198,373	\$ 177,760	\$ 160,618	\$ 735,787	\$ 356,706
Adjusted net income available to common shareholders annualized	\$ 787,023	\$ 705,243	\$ 638,980	\$ 735,787	\$ 356,706
Add: Amortization of intangibles, tax effected	7,050	7,050	7,782	7,108	7,825
Adjusted net income available to common shareholders excluding amortization of intangibles annualized	\$ 794,073	\$ 712,293	\$ 646,762	\$ 742,895	\$ 364,531
Net income available to common shareholders annualized	\$ 762,176	\$ 708,108	\$ 565,382	\$ 727,304	\$ 340,532
Add: Amortization of intangibles, tax effected	7,050	7,050	7,782	7,108	7,825
Net income available to common shareholders excluding amortization of intangibles annualized	\$ 769,226	\$ 715,158	\$ 573,164	\$ 734,412	\$ 348,357
Total average shareholders' equity less preferred stock	\$ 4,730,828	\$ 4,734,754	\$ 4,594,199	\$ 4,674,833	\$ 4,534,935
Subtract: Goodwill	(452,390)	(452,390)	(452,390)	(452,390)	(485,987)
Subtract: Other intangible assets, net	(36,805)	(39,109)	(46,511)	(40,307)	(50,427)
Total average tangible shareholders' equity less preferred stock	\$ 4,241,633	\$ 4,243,255	\$ 4,095,298	\$ 4,182,136	\$ 3,998,521
Return on average common equity	16.11 %	14.96 %	12.31 %	15.56 %	7.51 %
Adjusted return on average common equity	16.64	14.90	13.91	15.74	7.87
Return on average tangible common equity	18.14	16.85	14.00	17.56	8.71
Adjusted return on average tangible common equity	18.72	16.79	15.79	17.76	9.12

## Reconciliation of Non-GAAP Financial Measures, continued

(dollars in thousands)

### Tangible common equity ratio

	<u>December 31, 2021</u>	<u>September 30, 2021</u>	<u>December 31, 2020</u>
Total assets	\$ 57,317,226	\$ 55,509,129	\$ 54,394,159
Subtract: Goodwill	(452,390)	(452,390)	(452,390)
Subtract: Other intangible assets, net	(35,596)	(37,975)	(45,112)
Tangible assets	<u>\$ 56,829,240</u>	<u>\$ 55,018,764</u>	<u>\$ 53,896,657</u>
Total shareholders' equity	\$ 5,296,800	\$ 5,252,802	\$ 5,161,334
Subtract: Goodwill	(452,390)	(452,390)	(452,390)
Subtract: Other intangible assets, net	(35,596)	(37,975)	(45,112)
Subtract: Preferred stock, no par value	(537,145)	(537,145)	(537,145)
Tangible common equity	<u>\$ 4,271,669</u>	<u>\$ 4,225,292</u>	<u>\$ 4,126,687</u>
Total shareholders' equity to total assets ratio	9.24 %	9.46 %	9.49 %
Tangible common equity ratio	<u>7.52</u>	<u>7.68</u>	<u>7.66</u>

(dollars in thousands)

### Adjusted pre-provision net revenue

	<u>2021</u>	<u>2020</u>
Taxable equivalent net interest income	\$ 1,536,132	\$ 1,516,172
Add: Adjusted non-interest revenue	448,049	420,497
Subtract: Adjusted non-interest expense	1,086,702	1,089,132
Adjusted pre-provision net revenue	<u>\$ 897,479</u>	<u>\$ 847,537</u>
Income before income taxes	\$ 989,360	\$ 484,665

<sup>(1)</sup> An assumed marginal tax rate of 25.3% for 2021 and 25.9% for 2020 was applied.