

SECOND QUARTER 2017 EARNINGS PRESENTATION

JULY 20, 2017



FORWARD-LOOKING STATEMENTS

Important note regarding forward-looking statements:

Statements made in this presentation which are not purely historical are forward-looking statements, as defined in the Private Securities Litigation Reform Act of 1995. This includes any statements regarding management's plans, objectives, or goals for future operations, products or services, and forecasts of its revenues, earnings, or other measures of performance. Such forward-looking statements may be identified by the use of words such as "believe," "expect," "anticipate," "plan," "estimate," "should," "will," "intend," "outlook" or similar expressions. Forward-looking statements are based on current management expectations and, by their nature, are subject to risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements. Factors which may cause actual results to differ materially from those contained in such forward-looking statements include those identified in the Company's most recent Form 10-K and subsequent SEC filings. Such factors are incorporated herein by reference.

SECOND QUARTER UPDATE

2Q 2017: Net income available to common equity of \$56 million, or \$0.36 per common share

Growing
Fee-Based Revenue¹

Year Over Year
Margin Improvement

Over 200 Basis Point
YTD Efficiency
Improvement

Expanding
Bottom Line

Balance Sheet Management

- Average loans were up \$449 million, or 2% from the first quarter
- Completed on balance sheet mortgage retention strategy
- Loan to Deposit ratio of 96%

Expense Management

- Noninterest expense increased 2%
- Remain on track to deliver on guidance
- Investments in solutions that drive improved efficiency

Fee Businesses

- Noninterest income increased 3%
- Growing fee-based revenue
- Card-based and other nondeposit fees increased 10%

Capital & Credit Management

- Return on average common equity Tier 1 (CET1) of 10.6%
- CET1 ratio of 9.9% at quarter end
- Improving credit metrics

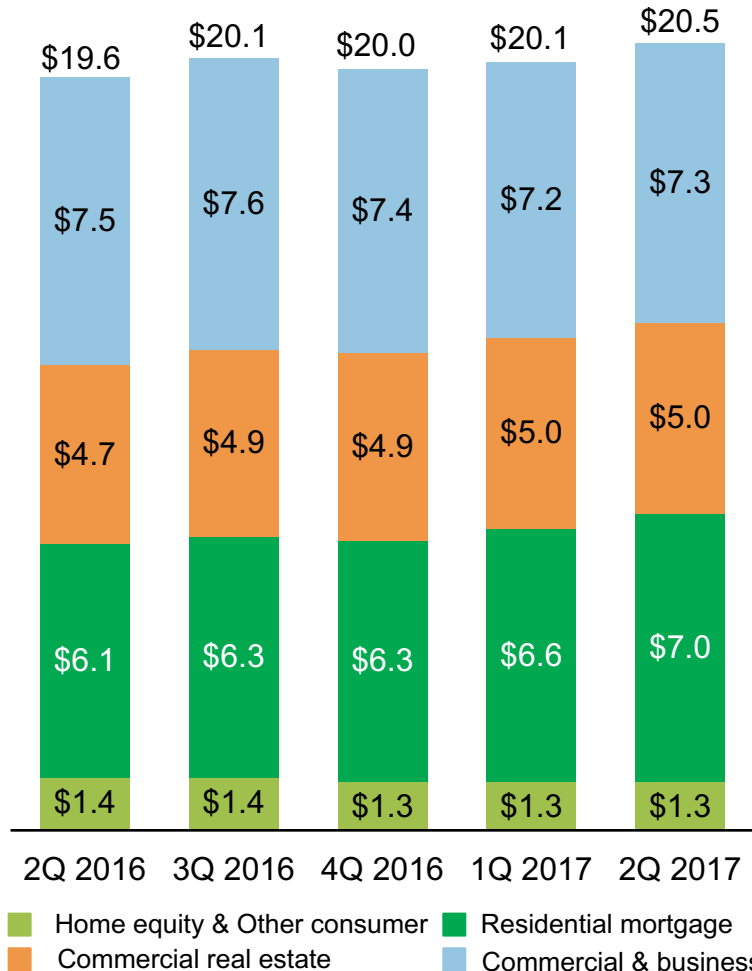
Unless otherwise noted, all comparative statements are made with reference to first quarter 2017 results.

1 – Fee-based revenue = A non-GAAP financial measure, is the sum of trust service fees, service charges on deposit accounts, card-based and other nondeposit fees, insurance commissions, and brokerage and annuity commissions. Please refer to the appendix for a reconciliation of fee-based revenue to total noninterest income.

LOAN PORTFOLIO

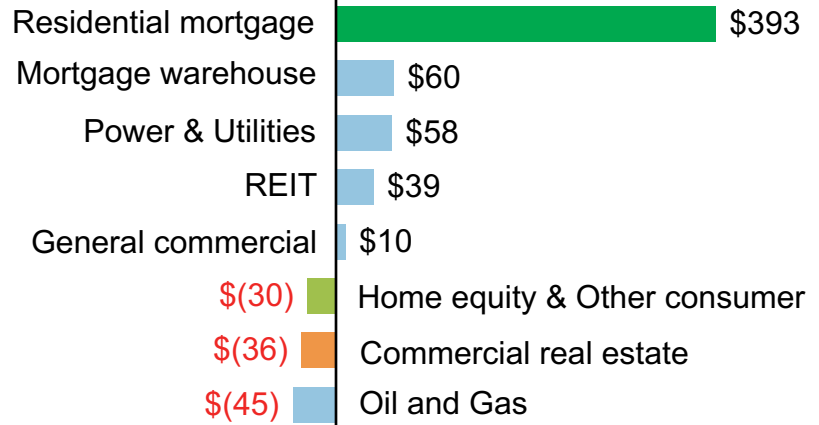
Average Quarterly Loans

(\$ in billions)

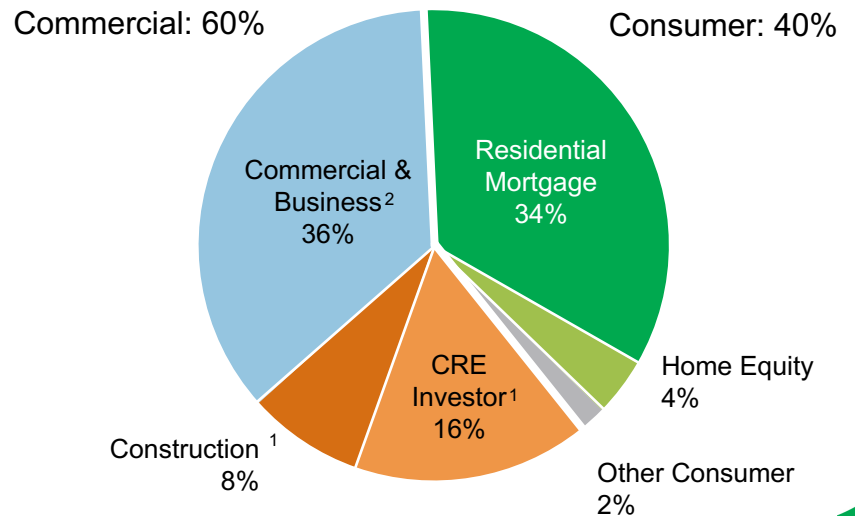


Average Net Loan Change (from 1Q 2017)

(\$ in millions)



Loan Mix – 2Q 2017 (Average)



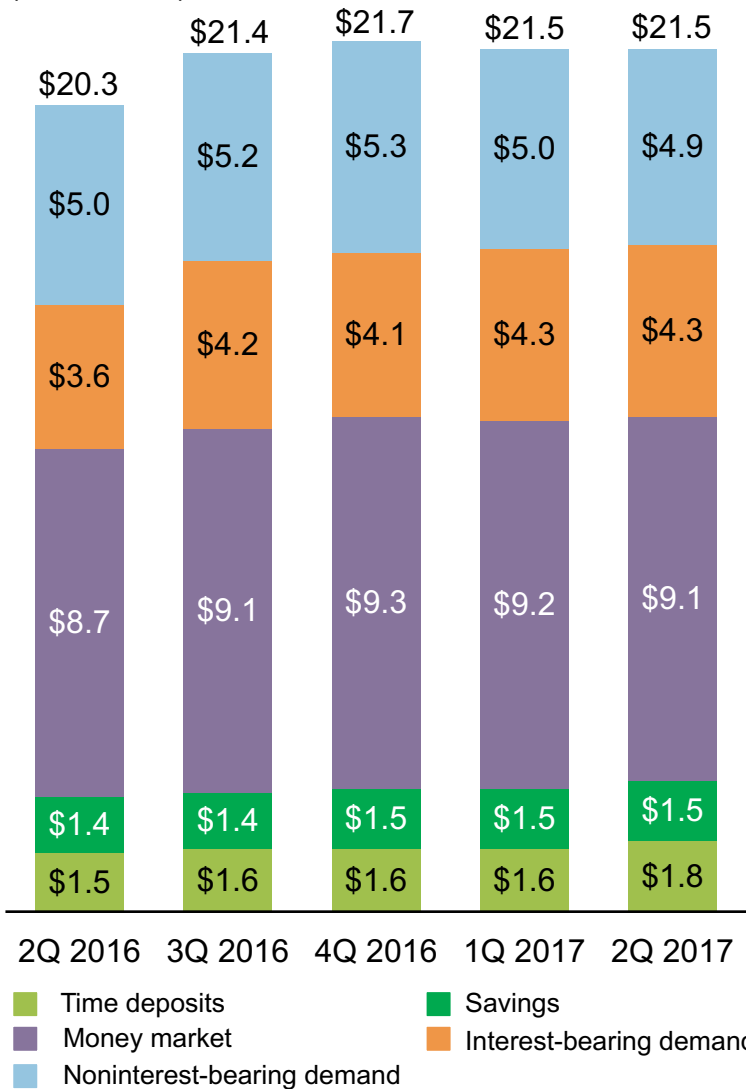
¹ – On a combined basis, second quarter 2017 period end CRE Investor and Construction portfolios included \$1.5 billion of multi-family balances and \$1.2 billion of retail balances. Within the \$1.2 billion CRE retailer portfolio, our largest tenant exposure is less than 5%, spread over five loans, to a national investment grade grocer.

² – Unsecured investment grade REITs, with retail tenant exposure, made up approximately \$175 million, or 2%, of commercial and business lending period end balances.

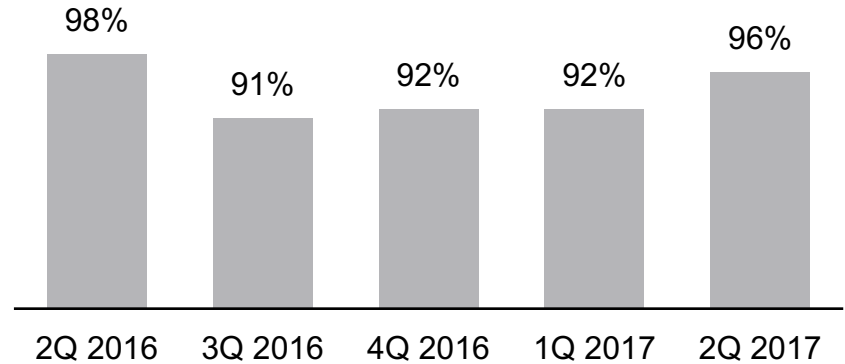
DEPOSIT PORTFOLIO

Average Quarterly Deposits

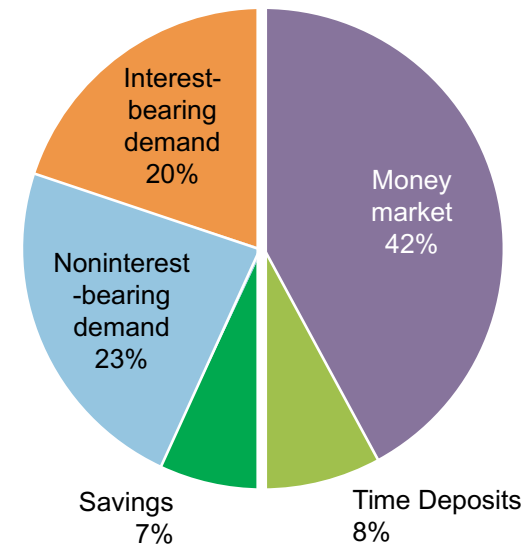
(\$ in billions)



Loan to Deposit Ratio

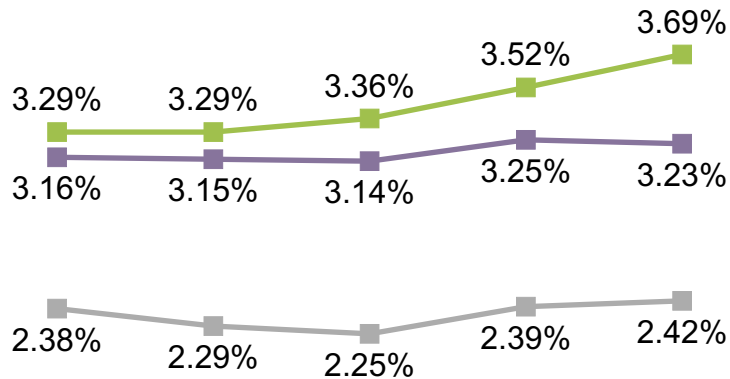


Deposit Mix – 2Q 2017 (Average)



NET INTEREST INCOME AND MARGIN

Average Yields

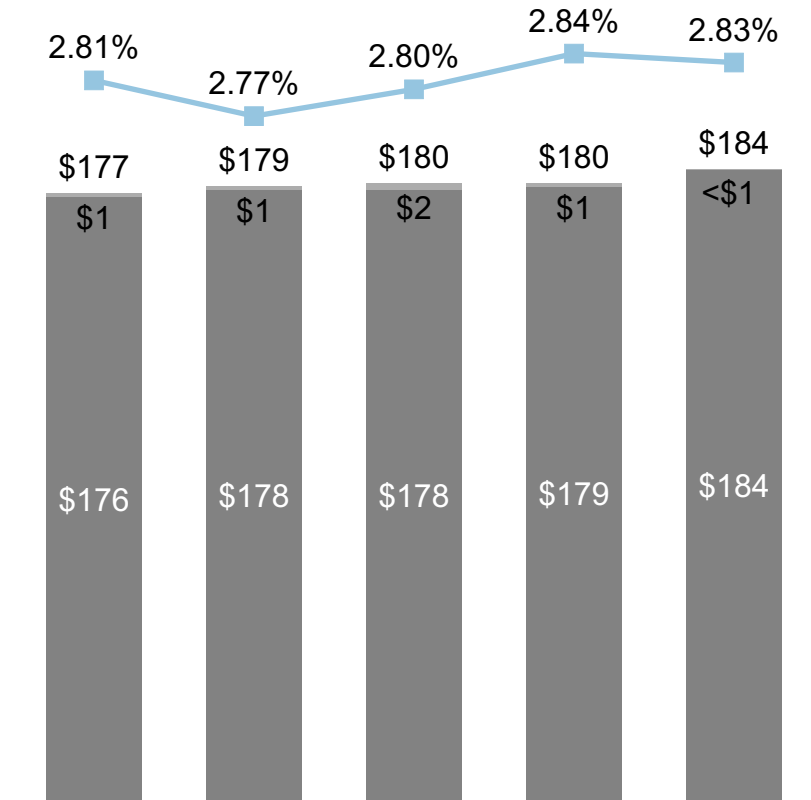


2Q 2016 3Q 2016 4Q 2016 1Q 2017 2Q 2017

- Total commercial loans
- Total residential mortgage loans
- Investments and other
- Total interest-bearing liabilities

Net Interest Income & Net Interest Margin

(\$ in millions)



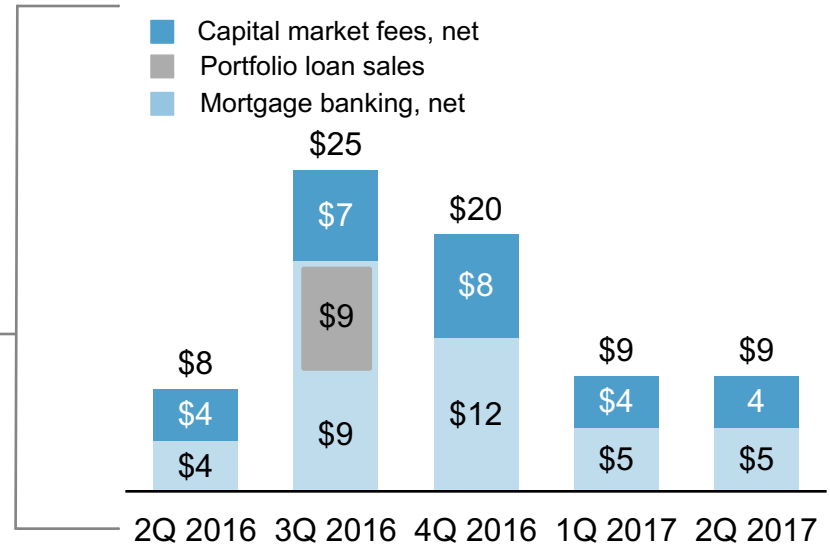
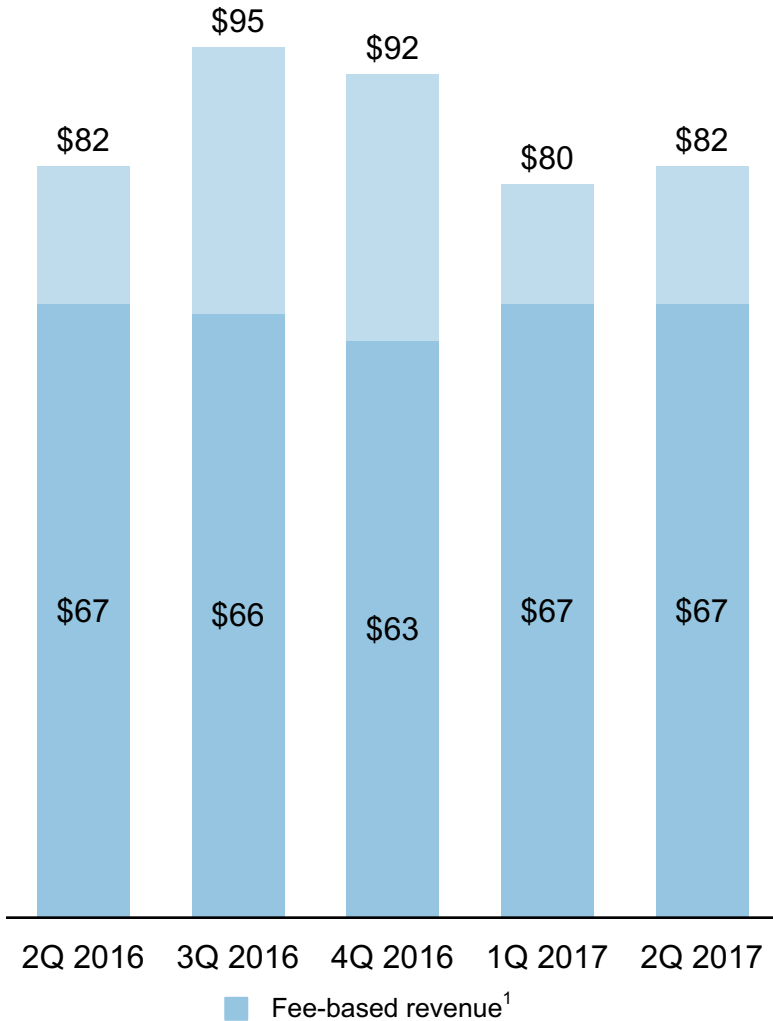
2Q 2016 3Q 2016 4Q 2016 1Q 2017 2Q 2017

- Interest recoveries, prepayment fees, & deferred fees
- Net interest income net of interest recoveries, prepayment fees, & deferred fees
- Net interest margin

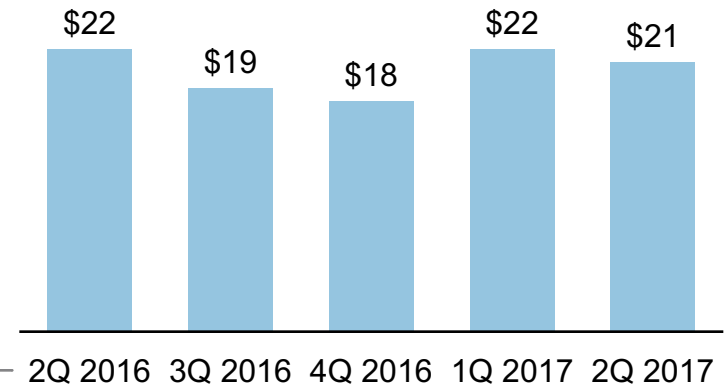


NONINTEREST INCOME

(\$ IN MILLIONS)



Insurance Commissions

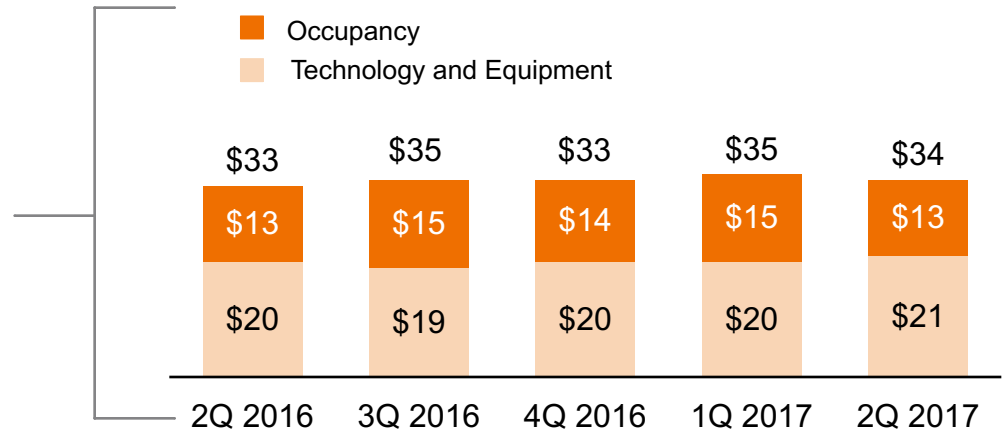
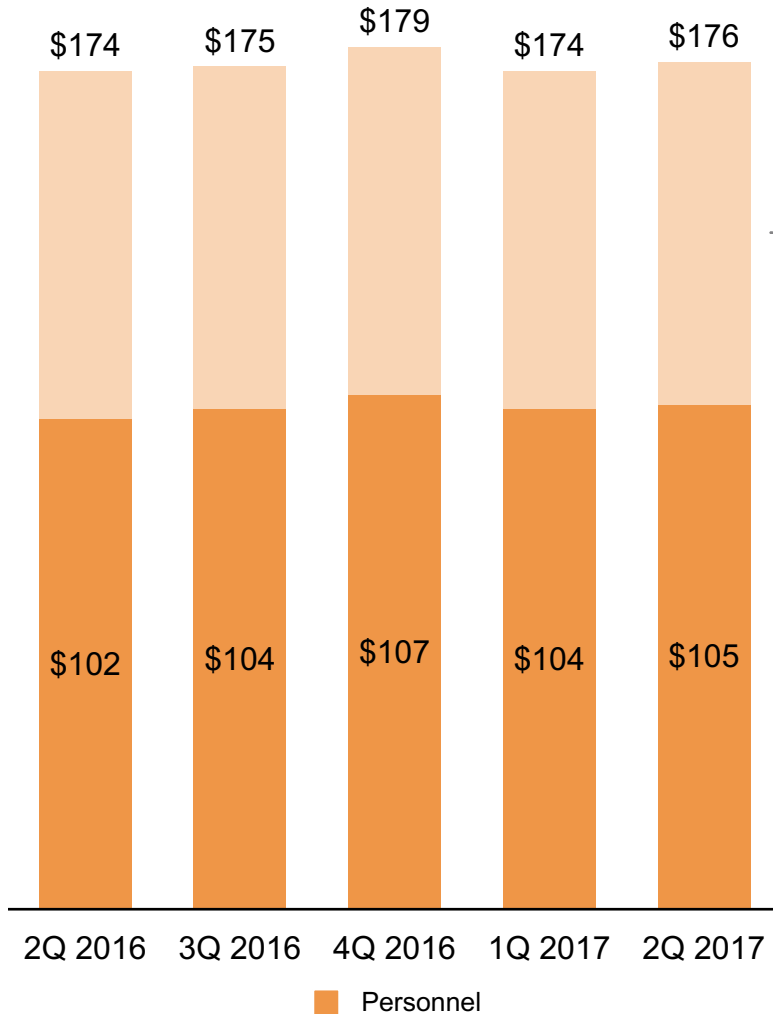


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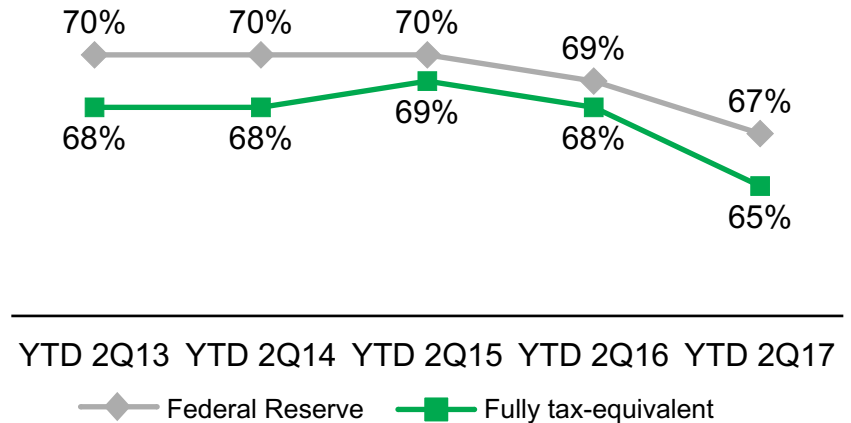


NONINTEREST EXPENSE

(\$ IN MILLIONS)



Efficiency Ratio¹



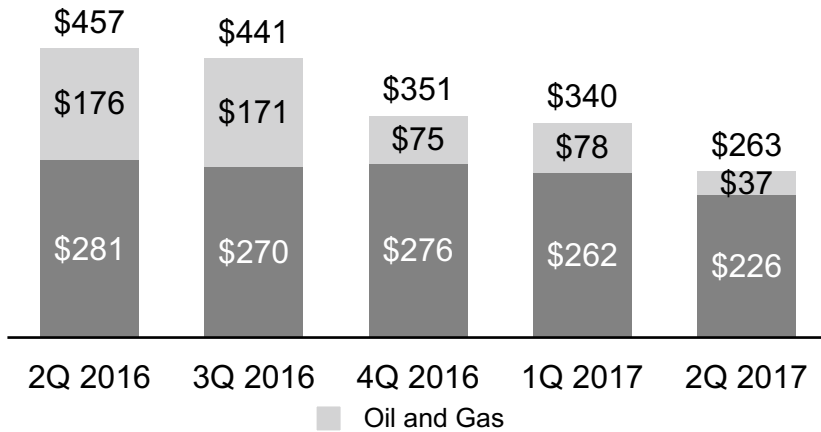
¹ – The efficiency ratio as defined by the Federal Reserve guidance is noninterest expense (which includes the provision for unfunded commitments) divided by the sum of net interest income plus noninterest income, excluding investment securities gains / losses, net. The fully tax-equivalent efficiency ratio, which is a non-GAAP financial measure, is noninterest expense (which includes the provision for unfunded commitments), excluding other intangible amortization, divided by the sum of fully tax-equivalent net interest income plus noninterest income, excluding investment securities gains / losses, net. Please refer to the appendix for a reconciliation of the Federal Reserve efficiency ratio to the fully tax-equivalent efficiency ratio.



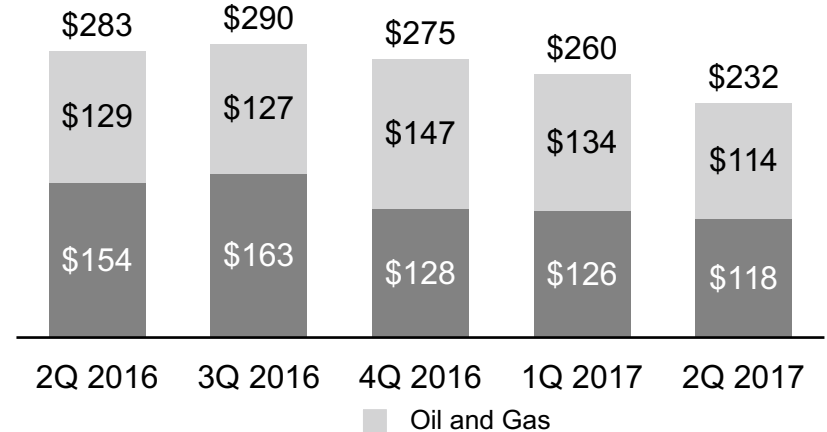
CREDIT QUALITY

(\$ IN MILLIONS)

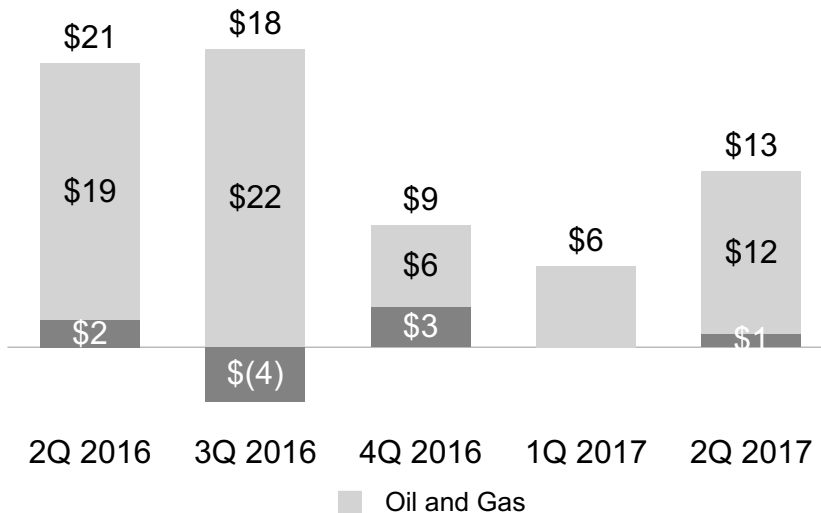
Potential Problem Loans



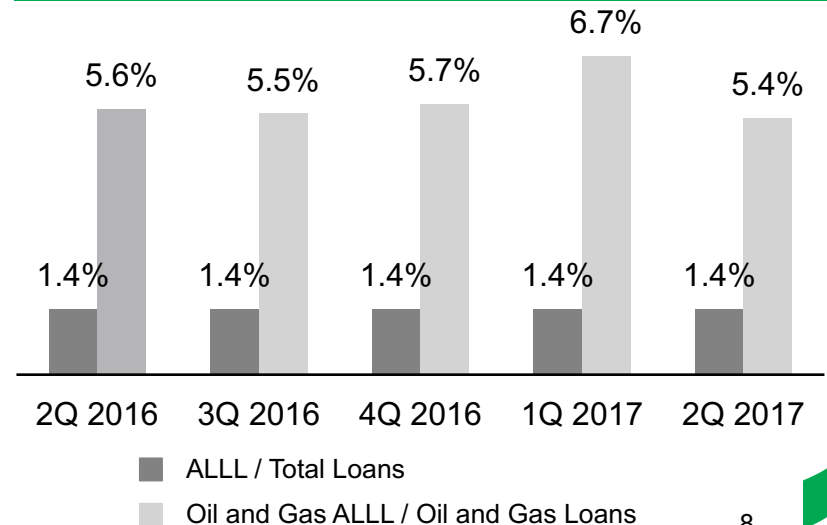
Nonaccrual Loans



Net Charge Offs (Recoveries)



Allowance to Total Loans / Oil and Gas Loans



2017 OUTLOOK

This outlook reflects a stable to improving economy. It does not reflect any changes to the regulatory environment or to corporate tax rates. We may adjust our outlook if, and when, we have more clarity on any one, or more, of these factors.

Balance Sheet Management

- Mid-to-high single digit annual average loan growth
- Maintain Loan to Deposit ratio under 100%
- Improving NIM trend

Fee Businesses

- Improving year over year fee-based revenues
- Declining year over year mortgage banking revenue

Expense Management

- Approximately 1% higher than the prior year
- Continued improvement to our efficiency ratio

Capital & Credit Management

- Continue to follow stated corporate priorities for capital deployment
- Provision expected to adjust with changes to risk grade, other indications of credit quality, and loan volume

APPENDIX

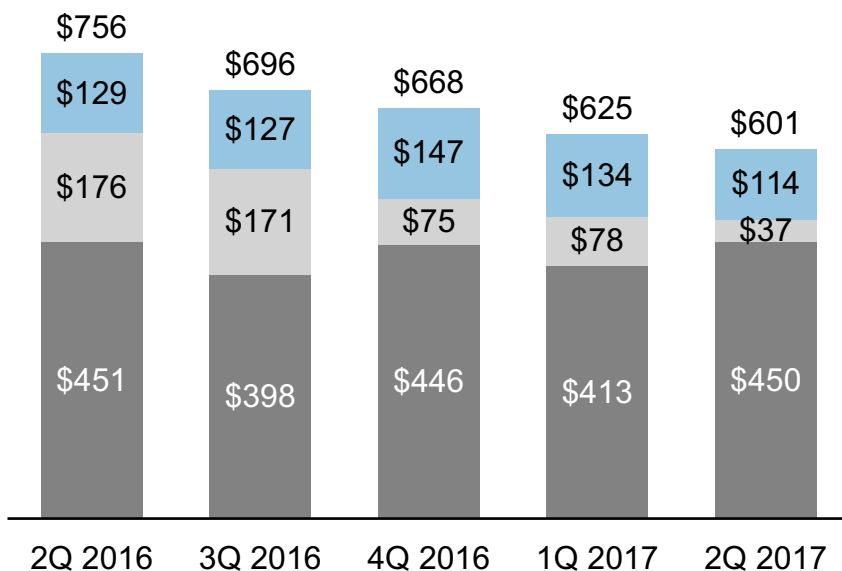


OIL AND GAS UPDATE

	# of Credits	\$ of commitments	\$ of outstandings	% of total loans
Total O&G Portfolio Quarter end June 30, 2017	60 credits	\$940 million	\$601 million	3%
New business since January 1, 2016	17 credits	\$353 million	\$173 million	1%
	28%	38%	29%	

Period End Loans by Credit Quality

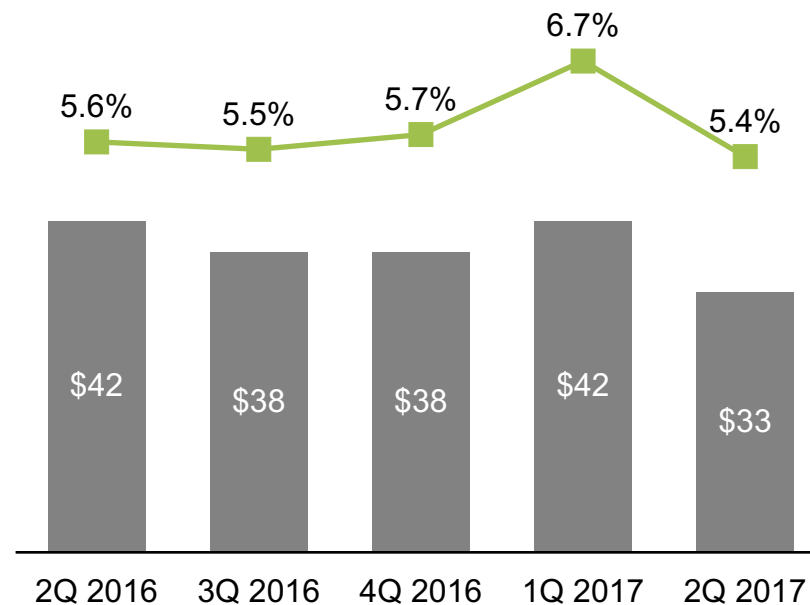
(\$ in millions)



■ Pass ■ Potential Problem Loans ■ Nonaccrual

Oil and Gas Allowance

(\$ in millions)



■ Oil and Gas Allowance
—■ Oil and Gas Allowance / Oil and Gas Loans

NETWORK TRANSACTION DEPOSITS

Wealth Managers
Quarter end June 30, 2017

21 relationships

~\$3.2 billion

~15% of total deposits

Relationships established before June 30, 2012

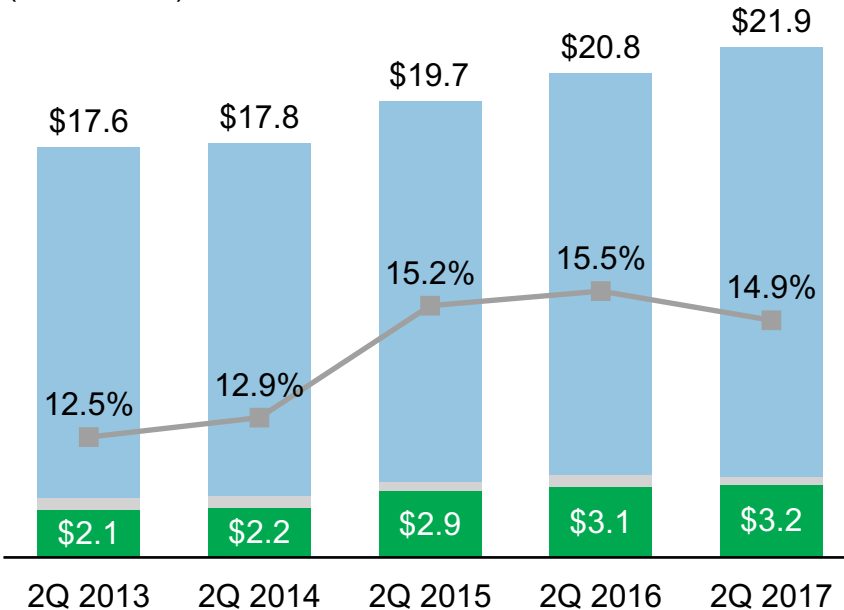
11 relationships

~\$2.1 billion

~65% of network transaction deposits

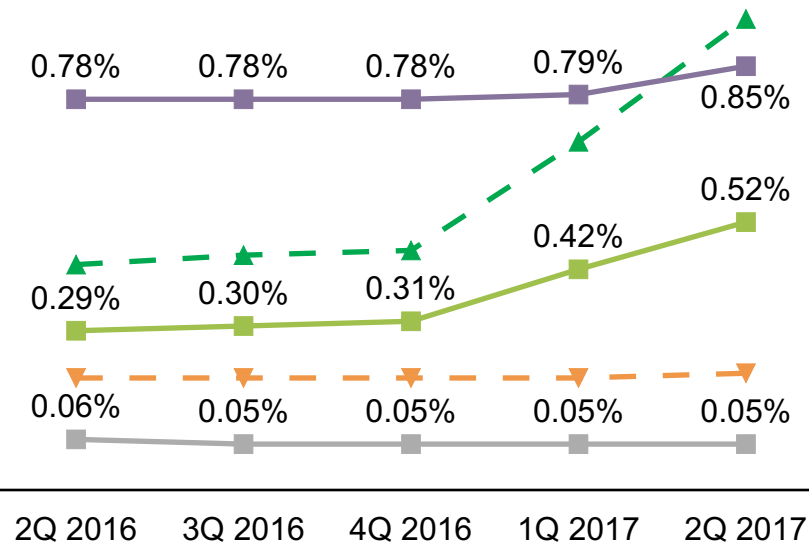
Deposits and Customer Funding

(\$ in billions)



- Network Transaction Deposits (NTD)
- Customer Funding
- Customer Deposits¹
- Network Transaction Deposits as % of Total Deposits

Average Rates



- Savings
- Time Deposits
- ▲- Network Transaction Deposits
- ▼- Money Market without NTD
- Money Market with NTD (As Reported)

1 – Total deposits excluding network transaction deposits

RECONCILIATION AND DEFINITIONS OF NON-GAAP ITEMS

Efficiency Ratio	YTD 2Q13	YTD 2Q14	YTD 2Q15	YTD 2Q16	YTD 2Q17
Federal Reserve efficiency ratio	69.74 %	69.75 %	70.24 %	69.18 %	66.54 %
Fully tax-equivalent adjustment	(1.41)%	(1.32)%	(1.37)%	(1.36)%	(1.30)%
Other intangible amortization	(0.42)%	(0.41)%	(0.34)%	(0.21)%	(0.19)%
Fully tax-equivalent efficiency ratio	67.91 %	68.02 %	68.53 %	67.61 %	65.05 %

The efficiency ratio as defined by the Federal Reserve guidance is noninterest expense (which includes the provision for unfunded commitments) divided by the sum of net interest income plus noninterest income, excluding investment securities gains / losses, net. The fully tax-equivalent efficiency ratio, which is a non-GAAP financial measure, is noninterest expense (which includes the provision for unfunded commitments), excluding other intangible amortization, divided by the sum of fully tax-equivalent net interest income plus noninterest income, excluding investment securities gains / losses, net. Management believes the fully tax-equivalent efficiency ratio, which adjusts net interest income for the tax-favored status of certain loans and investment securities, to be the preferred industry measurement as it enhances the comparability of net interest income arising from taxable and tax-exempt sources.

Fee-based Revenue (\$ millions)	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017
Trust service fees	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12
Service charges on deposit accounts	16	18	16	16	16
Card-based and other nondeposits fees	13	13	13	13	14
Insurance commissions	22	19	18	22	21
Brokerage and annuity commissions	4	4	4	4	4
Fee-based revenue	\$ 67	\$ 66	\$ 63	\$ 67	\$ 67
Other	15	29	29	13	15
Total noninterest income	\$ 82	\$ 95	\$ 92	\$ 80	\$ 82

