

**Zions Bancorporation, N.A. reports: 4Q22 Net Earnings of \$277 million, diluted EPS of \$1.84 compared with 4Q21 Net Earnings of \$207 million, diluted EPS of \$1.34, and 3Q22 Net Earnings of \$211 million, diluted EPS of \$1.40**

## FOURTH QUARTER RESULTS

|                                       |                      |                             |                                      |
|---------------------------------------|----------------------|-----------------------------|--------------------------------------|
| <b>\$1.84</b>                         | <b>\$277 million</b> | <b>3.53%</b>                | <b>9.7%</b>                          |
| Net earnings per diluted common share | Net earnings         | Net interest margin ("NIM") | Estimated Common Equity Tier 1 ratio |

## FOURTH QUARTER HIGHLIGHTS<sup>1</sup>

|                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Net Interest Income and NIM</b> | <ul style="list-style-type: none"> <li>Net interest income was \$720 million, up 30%</li> <li>NIM was 3.53%, compared with 2.58%</li> </ul>                                                                                                                                                                                                                                                                                                                                                      |
| <b>Operating Performance</b>       | <ul style="list-style-type: none"> <li>Pre-provision net revenue<sup>2</sup> ("PPNR") was \$412 million, up 36%; adjusted PPNR<sup>2</sup> was \$420 million, up 46%</li> <li>Customer-related noninterest income was \$153 million, up 1%</li> <li>Noninterest expense was \$471 million, up 5%; adjusted noninterest expense<sup>2</sup> was \$472 million, up 6%</li> <li>The efficiency ratio<sup>2</sup> was 52.9%, compared with 60.8%</li> </ul>                                          |
| <b>Loans and Credit Quality</b>    | <ul style="list-style-type: none"> <li>Loans and leases were \$55.7 billion, up 9%; and excluding PPP, loans and leases were \$55.5 billion, up 13%</li> <li>The provision for credit losses was \$43 million, compared with \$25 million</li> <li>The allowance for credit losses was 1.15% of loans (ex-PPP), compared with 1.13% of loans (ex-PPP)</li> <li>Nonperforming assets<sup>3</sup> were \$149 million, or 0.3%, of loans, compared with \$272 million, or 0.5%, of loans</li> </ul> |
| <b>Deposits</b>                    | <ul style="list-style-type: none"> <li>Deposits were \$71.7 billion, down 13%, and the loan-to-deposit ratio was 78%, compared with 61%</li> </ul>                                                                                                                                                                                                                                                                                                                                               |
| <b>Capital</b>                     | <ul style="list-style-type: none"> <li>The estimated CET1 capital ratio was 9.7%, compared with 10.2%</li> <li>Shares of common stock repurchased during the quarter were 1.0 million for \$50 million</li> </ul>                                                                                                                                                                                                                                                                                |

## CEO COMMENTARY

Harris H. Simmons, Chairman and CEO of Zions Bancorporation, commented, "We're pleased with the quarterly and annual financial results, which were characterized by solid loan growth, exceptional credit quality, and a stronger net interest margin, reflecting a normalization of interest rate levels. Although total deposits continued to decline from recent 'surge' levels that resulted from considerable fiscal and monetary stimulus, adjusted pre-provision net revenue for the quarter increased 46% to \$420 million, despite a \$42 million reduction in net interest income from PPP loans, which now constitute a *de minimis* portion of our loan portfolio."

Mr. Simmons continued, "Though our quarterly operating results were strong, we continued to build our loss reserves due to both continued loan growth and the prospect of a slowing or recessionary economic environment in coming months. Nevertheless, we remain optimistic that we're well prepared for a more challenging economy, and we expect the coming year to reflect strong results."

## OPERATING PERFORMANCE<sup>2</sup>

|                                 | Three Months Ended December 31, |        | Twelve Months Ended December 31, |          |
|---------------------------------|---------------------------------|--------|----------------------------------|----------|
| (In millions)                   | 2022                            | 2021   | 2022                             | 2021     |
| Adjusted PPNR                   | \$ 420                          | \$ 288 | \$ 1,312                         | \$ 1,121 |
| Net charge-offs (recoveries)    | \$ (3)                          | \$ 1   | \$ 39                            | \$ 6     |
| Efficiency ratio                | 52.9%                           | 60.8%  | 58.8%                            | 60.8%    |
| Weighted average diluted shares | 148.8                           | 153.6  | 150.3                            | 160.2    |

<sup>1</sup> Comparisons noted in the bullet points are calculated for the current quarter compared with the same prior-year period unless otherwise specified.

<sup>2</sup> For information on non-GAAP financial measures, see pages 17-19.

<sup>3</sup> Does not include banking premises held for sale.

Comparisons noted in the sections below are calculated for the current quarter versus the same prior-year period unless otherwise specified. Growth rates of 100% or more are considered not meaningful (“NM”) as they generally reflect a low starting point.

## RESULTS OF OPERATIONS

| Net Interest Income and Margin                                            |               |               |               |              |      |               |      |
|---------------------------------------------------------------------------|---------------|---------------|---------------|--------------|------|---------------|------|
| (In millions)                                                             | 4Q22          | 3Q22          | 4Q21          | 4Q22 - 3Q22  |      | 4Q22 - 4Q21   |      |
|                                                                           |               |               |               | \$           | %    | \$            | %    |
| Interest and fees on loans                                                | \$ 656        | \$ 551        | \$ 471        | \$ 105       | 19 % | \$ 185        | 39 % |
| Interest on money market investments                                      | 39            | 24            | 7             | 15           | 63   | 32            | NM   |
| Interest on securities                                                    | 140           | 132           | 88            | 8            | 6    | 52            | 59   |
| Total interest income                                                     | 835           | 707           | 566           | 128          | 18   | 269           | 48   |
| Interest on deposits                                                      | 38            | 19            | 7             | 19           | NM   | 31            | NM   |
| Interest on short- and long-term borrowings                               | 77            | 25            | 6             | 52           | NM   | 71            | NM   |
| Total interest expense                                                    | 115           | 44            | 13            | 71           | NM   | 102           | NM   |
| Net interest income                                                       | <u>\$ 720</u> | <u>\$ 663</u> | <u>\$ 553</u> | <u>\$ 57</u> | 9    | <u>\$ 167</u> | 30   |
|                                                                           |               |               |               | bps          |      | bps           |      |
| Yield on interest-earning assets <sup>1</sup>                             | 4.09 %        | 3.45 %        | 2.64 %        | 64           |      | 145           |      |
| Rate paid on total deposits and interest-bearing liabilities <sup>1</sup> | 0.56 %        | 0.22 %        | 0.06 %        | 34           |      | 50            |      |
| Cost of total deposits <sup>1</sup>                                       | 0.20 %        | 0.10 %        | 0.03 %        | 10           |      | 17            |      |
| Net interest margin <sup>1</sup>                                          | 3.53 %        | 3.24 %        | 2.58 %        | 29           |      | 95            |      |

<sup>1</sup> Rates are calculated using amounts in thousands and a tax rate of 21% for the periods presented.

Net interest income increased \$167 million, or 30%, to \$720 million in the fourth quarter of 2022, primarily due to the higher interest rate environment and a favorable change in the composition of interest-earning assets.

Average interest-earning assets decreased \$4.6 billion, or 5%, from the prior year quarter, driven by significant declines in average money market investments and PPP loans, the effects of which were largely offset by solid growth in average loans and leases (ex-PPP) and average securities. Average money market investments declined \$9.5 billion and average PPP loans decreased \$2.2 billion. Average loans and leases (ex-PPP) increased \$6.2 billion, and average securities increased \$1.0 billion.

The net interest margin was 3.53%, compared with 2.58%. The yield on average interest-earning assets was 4.09% in the fourth quarter of 2022, an increase of 145 basis points, reflecting a favorable change in the mix of interest-earning assets from money market investments to loans and securities. The yield on total loans increased 108 basis points to 4.81%, the yield on non-PPP loans increased 126 basis points to 4.82%, and the yield on securities increased 81 basis points to 2.42%, all reflecting the higher interest rate environment. The yield on securities also benefited from a decrease in the market value of AFS securities due to rising interest rates.

The cost of total deposits for the fourth quarter of 2022 was 0.20%, compared with 0.03%. The rate paid on total deposits and interest-bearing liabilities was 0.56%, compared with 0.06%. Average noninterest-bearing deposits as a percentage of total deposits remained flat at 51%, compared with the same prior year period.

In the fourth quarter of 2022, PPP loans totaling approximately \$75 million were forgiven by the SBA. PPP loans contributed \$2 million in interest income during the quarter, compared with \$44 million. During the same time periods, approximately \$1 million and \$30 million of the interest income from PPP loans was related to accelerated recognition of net unamortized deferred fees due to forgiveness, respectively. At December 31, 2022, the remaining net unamortized deferred fees on PPP loans totaled \$2 million.

## Noninterest Income

| (In millions)                                    | 4Q22          | 3Q22          | 4Q21          | 4Q22 - 3Q22    |      | 4Q22 - 4Q21    |      |
|--------------------------------------------------|---------------|---------------|---------------|----------------|------|----------------|------|
|                                                  |               |               |               | \$             | %    | \$             | %    |
| Commercial account fees                          | \$ 41         | \$ 40         | \$ 34         | \$ 1           | 3 %  | \$ 7           | 21 % |
| Card fees                                        | 27            | 27            | 25            | —              | —    | 2              | 8    |
| Retail and business banking fees                 | 16            | 17            | 19            | (1)            | (6)  | (3)            | (16) |
| Loan-related fees and income                     | 19            | 18            | 22            | 1              | 6    | (3)            | (14) |
| Capital markets and foreign exchange fees        | 22            | 25            | 24            | (3)            | (12) | (2)            | (8)  |
| Wealth management fees                           | 14            | 14            | 13            | —              | —    | 1              | 8    |
| Other customer-related fees                      | 14            | 15            | 15            | (1)            | (7)  | (1)            | (7)  |
| Customer-related noninterest income              | 153           | 156           | 152           | (3)            | (2)  | 1              | 1    |
| Fair value and nonhedge derivative income (loss) | (4)           | 4             | (1)           | (8)            | NM   | (3)            | NM   |
| Dividends and other income (loss)                | 9             | (1)           | 19            | 10             | NM   | (10)           | (53) |
| Securities gains (losses), net                   | (5)           | 6             | 20            | (11)           | NM   | (25)           | NM   |
| Total noninterest income                         | <u>\$ 153</u> | <u>\$ 165</u> | <u>\$ 190</u> | <u>\$ (12)</u> | (7)  | <u>\$ (37)</u> | (19) |

Total customer-related noninterest income increased slightly to \$153 million, compared with the prior year period, driven by increases in commercial treasury management, card interchange, and wealth management fees, partially offset by decreases in retail and business banking fees, loan-related fees, and capital markets and foreign exchange fees. Retail and business banking fees decreased primarily due to a previously disclosed change in our overdraft and non-sufficient funds practices, which was effected early in the third quarter of 2022. Loan-related fees declined, primarily due to an increased proportion of our 1-4 family residential mortgage production being retained versus sold.

Net securities gains and losses decreased \$25 million, due largely to net gains recorded during the prior year period related to our SBIC investment portfolio. Dividends and other income (loss) decreased \$10 million, primarily due to gains on the sale of certain bank-owned facilities during the prior year quarter. These sales resulted from the consolidation of some of our technology and operations facilities in advance of occupying our new corporate technology center in July 2022.

## Noninterest Expense

| (In millions)                                   | 4Q22          | 3Q22          | 4Q21          | 4Q22 - 3Q22   |      | 4Q22 - 4Q21  |      |
|-------------------------------------------------|---------------|---------------|---------------|---------------|------|--------------|------|
|                                                 |               |               |               | \$            | %    | \$           | %    |
| Salaries and employee benefits                  | \$ 304        | \$ 312        | \$ 282        | \$ (8)        | (3)% | \$ 22        | 8 %  |
| Technology, telecom, and information processing | 51            | 53            | 51            | (2)           | (4)  | —            | —    |
| Occupancy and equipment, net                    | 40            | 38            | 38            | 2             | 5    | 2            | 5    |
| Professional and legal services                 | 15            | 14            | 16            | 1             | 7    | (1)          | (6)  |
| Marketing and business development              | 11            | 11            | 20            | —             | —    | (9)          | (45) |
| Deposit insurance and regulatory expense        | 14            | 13            | 9             | 1             | 8    | 5            | 56   |
| Credit-related expense                          | 8             | 8             | 7             | —             | —    | 1            | 14   |
| Other real estate expense, net                  | —             | —             | —             | —             | NM   | —            | NM   |
| Other                                           | 28            | 30            | 26            | (2)           | (7)  | 2            | 8    |
| Total noninterest expense                       | <u>\$ 471</u> | <u>\$ 479</u> | <u>\$ 449</u> | <u>\$ (8)</u> | (2)  | <u>\$ 22</u> | 5    |
| Adjusted noninterest expense <sup>1</sup>       | <u>\$ 472</u> | <u>\$ 477</u> | <u>\$ 446</u> | <u>\$ (5)</u> | (1)  | <u>\$ 26</u> | 6    |

<sup>1</sup> For information on non-GAAP financial measures, see pages 17-19.

Total noninterest expense increased \$22 million, or 5%, relative to the prior year quarter. Salaries and benefits expense increased \$22 million, or 8%, due to the ongoing impact of inflationary and competitive labor market pressures on wages and benefits and increased headcount. Deposit insurance and regulatory expense increased \$5 million, driven largely by a higher FDIC insurance assessment resulting from changes in the balance sheet composition.

Marketing and business development expense decreased \$9 million, primarily due to a \$10 million donation to our charitable foundation in the prior year quarter.

The efficiency ratio was 52.9%, compared with 60.8%, as growth in net revenue significantly outpaced growth in noninterest expense. For information on non-GAAP financial measures, including differences between noninterest expense and adjusted noninterest expense, see pages 17-19.

## BALANCE SHEET ANALYSIS

| Loans and Leases                                       |           |           |           |             |       |             |       |
|--------------------------------------------------------|-----------|-----------|-----------|-------------|-------|-------------|-------|
| (In millions)                                          | 4Q22      | 3Q22      | 4Q21      | 4Q22 - 3Q22 |       | 4Q22 - 4Q21 |       |
|                                                        |           |           |           | \$          | %     | \$          | %     |
| Loans held for sale                                    | \$ 8      | \$ 25     | \$ 83     | \$ (17)     | (68)% | \$ (75)     | (90)% |
| Loans and leases:                                      |           |           |           |             |       |             |       |
| Commercial – excluding PPP loans                       | \$ 30,298 | \$ 29,506 | \$ 26,585 | \$ 792      | 3     | \$ 3,713    | 14    |
| Commercial – PPP loans                                 | 197       | 306       | 1,855     | (109)       | (36)  | (1,658)     | (89)  |
| Commercial real estate                                 | 12,739    | 12,356    | 12,198    | 383         | 3     | 541         | 4     |
| Consumer                                               | 12,419    | 11,750    | 10,213    | 669         | 6     | 2,206       | 22    |
| Loans and leases, net of unearned income and fees      | 55,653    | 53,918    | 50,851    | 1,735       | 3     | 4,802       | 9     |
| Less allowance for loan losses                         | 575       | 541       | 513       | 34          | 6     | 62          | 12    |
| Loans and leases held for investment, net of allowance | \$ 55,078 | \$ 53,377 | \$ 50,338 | \$ 1,701    | 3     | \$ 4,740    | 9     |
| Unfunded lending commitments                           | \$ 30,490 | \$ 29,743 | \$ 26,661 | \$ 747      | 3     | \$ 3,829    | 14    |

Loans and leases, net of unearned income and fees, increased \$4.8 billion, or 9%, to \$55.7 billion at December 31, 2022. Excluding PPP loans, total loans and leases increased \$6.5 billion, or 13%, to \$55.5 billion.

Loan growth was driven largely from increases of \$2.3 billion in commercial and industrial loans, \$1.2 billion in consumer 1-4 family residential mortgage loans, and \$0.8 billion in commercial real estate term loans.

Unfunded lending commitments increased \$3.8 billion, or 14%, to \$30.5 billion at December 31, 2022, primarily due to growth in home equity and consumer residential construction lending commitments.

## Credit Quality

| (In millions)                                                                                                                          | 4Q22    | 3Q22   | 4Q21   | 4Q22 - 3Q22 |       | 4Q22 - 4Q21 |      |
|----------------------------------------------------------------------------------------------------------------------------------------|---------|--------|--------|-------------|-------|-------------|------|
|                                                                                                                                        |         |        |        | \$          | %     | \$          | %    |
| Provision for credit losses                                                                                                            | \$ 43   | \$ 71  | \$ 25  | \$ (28)     | (39)% | \$ 18       | 72 % |
| Allowance for credit losses                                                                                                            | 636     | 590    | 553    | 46          | 8     | 83          | 15   |
| Net loan and lease charge-offs (recoveries)                                                                                            | (3)     | 27     | 1      | (30)        | NM    | (4)         | NM   |
| Nonperforming assets <sup>2</sup>                                                                                                      | 149     | 151    | 272    | (2)         | (1)   | (123)       | (45) |
| Classified loans                                                                                                                       | 929     | 965    | 1,236  | (36)        | (4)   | (307)       | (25) |
|                                                                                                                                        |         |        |        |             |       |             |      |
|                                                                                                                                        | 4Q22    | 3Q22   | 4Q21   | bps         |       | bps         |      |
| Ratio of ACL to loans <sup>1</sup> and leases outstanding, at period end                                                               | 1.14 %  | 1.09 % | 1.09 % | 5           |       | 5           |      |
| Ratio of ACL to loans <sup>1</sup> and leases outstanding (ex-PPP), at period end                                                      | 1.15 %  | 1.10 % | 1.13 % | 5           |       | 2           |      |
| Annualized ratio of net loan and lease charge-offs to average loans                                                                    | (0.02)% | 0.20 % | 0.01 % | (22)        |       | (3)         |      |
| Ratio of classified loans to total loans and leases (ex-PPP)                                                                           | 1.68 %  | 1.80 % | 2.52 % | (12)        |       | (84)        |      |
| Ratio of nonperforming assets <sup>1</sup> and accruing loans 90 days or more past due to loans and leases and other real estate owned | 0.28 %  | 0.32 % | 0.55 % | (4)         |       | (27)        |      |

<sup>1</sup> Does not include loans held for sale.

<sup>2</sup> Does not include banking premises held for sale.

Nonperforming assets decreased \$123 million, or 45%, and classified loans decreased \$307 million, or 25%. Net loan and lease recoveries were \$3 million, compared with net charge-offs of \$1 million in the prior year quarter. During the fourth quarter of 2022, we recorded a \$43 million provision for credit losses, compared with a \$25 million provision during the prior year period. The allowance for credit losses (“ACL”) was \$636 million at December 31, 2022, compared with \$553 million at December 31, 2021. The increase in the ACL was primarily due to growth in the loan portfolio and deterioration in economic scenarios, partially offset by improvements in credit quality. The ratio of ACL to total loans and leases (ex-PPP) was 1.15% at December 31, 2022, compared with 1.13% at December 31, 2021.

## Deposits and Borrowed Funds

| (In millions)                                           | 4Q22             | 3Q22             | 4Q21             | 4Q22 - 3Q22       |      | 4Q22 - 4Q21        |       |
|---------------------------------------------------------|------------------|------------------|------------------|-------------------|------|--------------------|-------|
|                                                         |                  |                  |                  | \$                | %    | \$                 | %     |
| Noninterest-bearing demand                              | \$ 35,777        | \$ 39,133        | \$ 41,053        | \$ (3,356)        | (9)% | \$ (5,276)         | (13)% |
| Interest-bearing:                                       |                  |                  |                  |                   |      |                    |       |
| Savings and money market                                | 33,566           | 35,389           | 40,114           | (1,823)           | (5)  | (6,548)            | (16)  |
| Time                                                    | 2,309            | 1,473            | 1,622            | 836               | 57   | 687                | 42    |
| Total deposits                                          | <u>\$ 71,652</u> | <u>\$ 75,995</u> | <u>\$ 82,789</u> | <u>\$ (4,343)</u> | (6)  | <u>\$ (11,137)</u> | (13)  |
| Borrowed funds:                                         |                  |                  |                  |                   |      |                    |       |
| Federal funds purchased and other short-term borrowings | \$ 10,417        | \$ 5,363         | \$ 903           | \$ 5,054          | 94   | \$ 9,514           | NM    |
| Long-term debt                                          | 651              | 647              | 1,012            | 4                 | 1    | (361)              | (36)  |
| Total borrowed funds                                    | <u>\$ 11,068</u> | <u>\$ 6,010</u>  | <u>\$ 1,915</u>  | <u>\$ 5,058</u>   | 84   | <u>\$ 9,153</u>    | NM    |

Total deposits decreased \$11.1 billion, or 13%, primarily due to decreases in larger-balance and more rate-sensitive, nonoperating deposits. Our loan-to-deposit ratio was 78%, compared with 61% in the prior year quarter, which continues to afford us flexibility in managing our funding costs.

Average total deposits decreased \$7.2 billion, or 9%, to \$74.3 billion, compared with \$81.4 billion during the prior year period. Average noninterest-bearing deposits decreased \$3.4 billion, or 8%, and remained 51% of average total deposits for the respective time periods.

Total borrowed funds increased \$9.2 billion from the prior year quarter, driven by increases in short-term borrowings as a result of significant loan growth and declines in total deposits. The decrease in long-term debt was primarily due to the redemption and maturity of senior notes during the past year.

## Shareholders' Equity

| (In millions, except share data)                                  | 4Q22            | 3Q22            | 4Q21            | 4Q22 - 3Q22   |          | 4Q22 - 4Q21      |             |
|-------------------------------------------------------------------|-----------------|-----------------|-----------------|---------------|----------|------------------|-------------|
|                                                                   |                 |                 |                 | \$            | %        | \$               | %           |
| Shareholders' equity:                                             |                 |                 |                 |               |          |                  |             |
| Preferred stock                                                   | \$ 440          | \$ 440          | \$ 440          | \$ —          | — %      | \$ —             | — %         |
| Common stock and additional paid-in capital                       | 1,754           | 1,799           | 1,928           | (45)          | (3)      | (174)            | (9)         |
| Retained earnings                                                 | 5,811           | 5,597           | 5,175           | 214           | 4        | 636              | 12          |
| Accumulated other comprehensive income (loss)                     | (3,112)         | (3,140)         | (80)            | 28            | 1        | (3,032)          | NM          |
| Total shareholders' equity                                        | <u>\$ 4,893</u> | <u>\$ 4,696</u> | <u>\$ 7,463</u> | <u>\$ 197</u> | <u>4</u> | <u>\$(2,570)</u> | <u>(34)</u> |
| Capital distributions:                                            |                 |                 |                 |               |          |                  |             |
| Common dividends paid                                             | \$ 62           | \$ 62           | \$ 58           | \$ —          | —        | \$ 4             | 7           |
| Bank common stock repurchased                                     | 50              | 50              | 325             | —             | —        | (275)            | (85)        |
| Total capital distributed to common shareholders                  | <u>\$ 112</u>   | <u>\$ 112</u>   | <u>\$ 383</u>   | <u>\$ —</u>   | <u>—</u> | <u>\$(271)</u>   | <u>(71)</u> |
|                                                                   |                 |                 |                 | <b>shares</b> | <b>%</b> | <b>shares</b>    | <b>%</b>    |
| Weighted average diluted common shares outstanding (in thousands) | 148,829         | 149,792         | 153,635         | (963)         | (1)%     | (4,806)          | (3)%        |
| Common shares outstanding, at period end (in thousands)           | 148,664         | 149,611         | 151,625         | (947)         | (1)      | (2,961)          | (2)         |

The common stock dividend was \$0.41 per share, compared with \$0.38 per share during the prior year quarter. Common shares outstanding decreased 3.0 million, or 2%, from the fourth quarter of 2021, primarily due to common stock repurchases. During the fourth quarter of 2022, we repurchased 1.0 million common shares outstanding for \$50 million, compared with 5.0 million common shares repurchased for \$325 million during the prior year period.

Accumulated other comprehensive income ("AOCI") decreased to a loss of \$3.1 billion at December 31, 2022. The decrease is primarily due to the decline in the fair value of fixed-rate available-for-sale securities as a result of changes in interest rates. Absent any sales or credit impairment of these securities, the unrealized losses will not be recognized in earnings. We do not intend to sell any securities with unrealized losses. Additionally, changes in AOCI do not impact our regulatory capital ratios.

During the fourth quarter of 2022, we transferred approximately \$10.7 billion fair value (\$13.1 billion amortized cost) of pass-through mortgage-backed AFS securities to the HTM category to reflect our intent for these securities.

Estimated common equity tier 1 ("CET1") capital was \$6.5 billion, an increase of 7%, compared with \$6.1 billion. The estimated CET1 capital ratio was 9.7%, compared with 10.2%, reflecting a 13% increase in risk-weighted assets due to strong loan growth. Tangible book value per common share increased to \$43.72, compared with \$40.15, due to an increase in retained earnings.

### **Supplemental Presentation and Conference Call**

Zions has posted a supplemental presentation to its website, which will be used to discuss the fourth quarter results at 5:30 p.m. ET on January 23, 2023. Media representatives, analysts, investors, and the public are invited to join this discussion by calling (877) 709-8150 (domestic and international) and entering the passcode 13735171, or via on-demand webcast. A link to the webcast will be available on the Zions Bancorporation website at [zionsbancorporation.com](https://www.zionsbancorporation.com). The webcast of the conference call will also be archived and available for 30 days.

### **About Zions Bancorporation, N.A.**

Zions Bancorporation, N.A. is one of the nation's premier financial services companies with approximately \$90 billion of total assets at December 31, 2022, and annual net revenue of \$3.2 billion in 2022. Zions operates under local management teams and distinct brands in 11 western states: Arizona, California, Colorado, Idaho, Nevada, New Mexico, Oregon, Texas, Utah, Washington, and Wyoming. The Bank is a consistent recipient of national and state-wide customer survey awards in small- and middle-market banking, as well as a leader in public finance advisory services and Small Business Administration lending. In addition, Zions is included in the S&P 500 and NASDAQ Financial 100 indices. Investor information and links to local banking brands can be accessed at [www.zionsbancorporation.com](https://www.zionsbancorporation.com).

### **Forward-Looking Information**

This earnings release includes “forward-looking statements” as that term is defined in the Private Securities Litigation Reform Act of 1995. These statements, often accompanied by words such as “may,” “might,” “could,” “anticipate,” “expect,” and similar terms, are based on management’s current expectations and assumptions regarding future events or determinations, all of which are subject to known and unknown risks and uncertainties.

Forward-looking statements are not guarantees, nor should they be relied upon as representing management’s views as of any subsequent date. Factors that could cause our actual results, performance or achievements, industry trends, and results or regulatory outcomes to differ materially from those expressed or implied in the forward-looking statements are discussed in our 2021 Form 10-K and subsequent filings with the Securities and Exchange Commission (SEC), and are available on our website ([www.zionsbancorporation.com](https://www.zionsbancorporation.com)) and from the SEC ([www.sec.gov](https://www.sec.gov)).

Except to the extent required by law, we specifically disclaim any obligation to update any factors or to publicly announce the revisions to any forward-looking statements to reflect future events or developments.

## FINANCIAL HIGHLIGHTS

(Unaudited)

|                                                                                            | Three Months Ended   |                       |                  |                   |                      |
|--------------------------------------------------------------------------------------------|----------------------|-----------------------|------------------|-------------------|----------------------|
|                                                                                            | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
| <i>(In millions, except share, per share, and ratio data)</i>                              |                      |                       |                  |                   |                      |
| <b>BALANCE SHEET <sup>1</sup></b>                                                          |                      |                       |                  |                   |                      |
| Loans held for investment, net of allowance                                                | \$ 55,078            | \$ 53,377             | \$ 51,862        | \$ 50,764         | \$ 50,338            |
| Total assets                                                                               | 89,545               | 88,474                | 87,784           | 91,126            | 93,200               |
| Deposits                                                                                   | 71,652               | 75,995                | 79,061           | 82,351            | 82,789               |
| Total shareholders' equity                                                                 | 4,893                | 4,696                 | 5,632            | 6,294             | 7,463                |
| <b>STATEMENT OF INCOME</b>                                                                 |                      |                       |                  |                   |                      |
| Net earnings applicable to common shareholders                                             | \$ 277               | \$ 211                | \$ 195           | \$ 195            | \$ 207               |
| Net interest income                                                                        | 720                  | 663                   | 593              | 544               | 553                  |
| Taxable-equivalent net interest income <sup>2</sup>                                        | 730                  | 673                   | 602              | 552               | 563                  |
| Total noninterest income                                                                   | 153                  | 165                   | 172              | 142               | 190                  |
| Total noninterest expense                                                                  | 471                  | 479                   | 464              | 464               | 449                  |
| Pre-provision net revenue <sup>2</sup>                                                     | 412                  | 359                   | 310              | 230               | 304                  |
| Adjusted pre-provision net revenue <sup>2</sup>                                            | 420                  | 351                   | 300              | 241               | 288                  |
| Provision for credit losses                                                                | 43                   | 71                    | 41               | (33)              | 25                   |
| <b>SHARE AND PER COMMON SHARE AMOUNTS</b>                                                  |                      |                       |                  |                   |                      |
| Net earnings per diluted common share                                                      | \$ 1.84              | \$ 1.40               | \$ 1.29          | \$ 1.27           | \$ 1.34              |
| Dividends                                                                                  | 0.41                 | 0.41                  | 0.38             | 0.38              | 0.38                 |
| Book value per common share <sup>1</sup>                                                   | 29.95                | 28.45                 | 34.50            | 38.68             | 46.32                |
| Tangible book value per common share <sup>1,2</sup>                                        | 43.72                | 42.52                 | 41.72            | 40.87             | 40.15                |
| Weighted average share price                                                               | 49.85                | 54.50                 | 56.62            | 68.23             | 63.69                |
| Weighted average diluted common shares outstanding<br>(in thousands)                       | 148,829              | 149,792               | 150,838          | 151,687           | 153,635              |
| Common shares outstanding (in thousands) <sup>1</sup>                                      | 148,664              | 149,611               | 150,471          | 151,348           | 151,625              |
| <b>SELECTED RATIOS AND OTHER DATA</b>                                                      |                      |                       |                  |                   |                      |
| Return on average assets                                                                   | 1.27 %               | 0.97 %                | 0.91 %           | 0.90 %            | 0.92 %               |
| Return on average common equity                                                            | 25.4 %               | 15.8 %                | 14.0 %           | 11.8 %            | 11.5 %               |
| Return on average tangible common equity <sup>2</sup>                                      | 16.9 %               | 13.2 %                | 12.5 %           | 12.9 %            | 13.5 %               |
| Net interest margin                                                                        | 3.53 %               | 3.24 %                | 2.87 %           | 2.60 %            | 2.58 %               |
| Cost of total deposits                                                                     | 0.20 %               | 0.10 %                | 0.03 %           | 0.03 %            | 0.03 %               |
| Efficiency ratio <sup>2</sup>                                                              | 52.9 %               | 57.6 %                | 60.7 %           | 65.8 %            | 60.8 %               |
| Effective tax rate                                                                         | 20.9 %               | 21.9 %                | 21.9 %           | 20.4 %            | 20.8 %               |
| Ratio of nonperforming assets to loans and leases and<br>other real estate owned           | 0.27 %               | 0.28 %                | 0.38 %           | 0.49 %            | 0.53 %               |
| Annualized ratio of net loan and lease charge-offs<br>(recoveries) to average loans        | (0.02)%              | 0.20 %                | 0.07 %           | 0.05 %            | 0.01 %               |
| Ratio of total allowance for credit losses to loans and<br>leases outstanding <sup>1</sup> | 1.14 %               | 1.09 %                | 1.04 %           | 1.00 %            | 1.09 %               |
| Full-time equivalent employees                                                             | 9,989                | 9,920                 | 9,895            | 9,724             | 9,685                |
| <b>CAPITAL RATIOS AND DATA <sup>1</sup></b>                                                |                      |                       |                  |                   |                      |
| Common equity tier 1 capital <sup>3</sup>                                                  | \$ 6,480             | \$ 6,342              | \$ 6,257         | \$ 6,166          | \$ 6,068             |
| Risk-weighted assets <sup>3</sup>                                                          | 67,125               | 65,982                | 63,424           | 61,427            | 59,600               |
| Tangible common equity ratio <sup>2</sup>                                                  | 7.1 %                | 7.0 %                 | 7.1 %            | 6.8 %             | 6.6 %                |
| Common equity tier 1 capital ratio <sup>3</sup>                                            | 9.7 %                | 9.6 %                 | 9.9 %            | 10.0 %            | 10.2 %               |
| Tier 1 leverage ratio <sup>3</sup>                                                         | 7.6 %                | 7.5 %                 | 7.4 %            | 7.3 %             | 7.2 %                |
| Tier 1 risk-based capital ratio <sup>3</sup>                                               | 10.3 %               | 10.3 %                | 10.6 %           | 10.8 %            | 10.9 %               |
| Total risk-based capital ratio <sup>3</sup>                                                | 12.0 %               | 12.0 %                | 12.3 %           | 12.5 %            | 12.8 %               |

<sup>1</sup> At period end.

<sup>2</sup> For information on non-GAAP financial measures, see pages 17-19.

<sup>3</sup> Current period ratios and amounts represent estimates.

## CONSOLIDATED BALANCE SHEETS

| <i>(In millions, shares in thousands)</i>                                                               | December 31,<br>2022<br>(Unaudited) | September 30,<br>2022<br>(Unaudited) | June 30,<br>2022<br>(Unaudited) | March 31,<br>2022<br>(Unaudited) | December 31,<br>2021 |
|---------------------------------------------------------------------------------------------------------|-------------------------------------|--------------------------------------|---------------------------------|----------------------------------|----------------------|
| <b>ASSETS</b>                                                                                           |                                     |                                      |                                 |                                  |                      |
| Cash and due from banks                                                                                 | \$ 657                              | \$ 549                               | \$ 559                          | \$ 700                           | \$ 595               |
| Money market investments:                                                                               |                                     |                                      |                                 |                                  |                      |
| Interest-bearing deposits                                                                               | 1,340                               | 1,291                                | 1,249                           | 5,093                            | 10,283               |
| Federal funds sold and security resell agreements                                                       | 2,426                               | 2,797                                | 2,273                           | 2,345                            | 2,133                |
| Investment securities:                                                                                  |                                     |                                      |                                 |                                  |                      |
| Held-to-maturity <sup>1</sup> , at amortized cost                                                       | 11,126                              | 423                                  | 614                             | 439                              | 441                  |
| Available-for-sale, at fair value                                                                       | 11,915                              | 23,233                               | 25,297                          | 26,145                           | 24,048               |
| Trading account, at fair value                                                                          | 465                                 | 526                                  | 304                             | 382                              | 372                  |
| Total securities, net of allowance                                                                      | 23,506                              | 24,182                               | 26,215                          | 26,966                           | 24,861               |
| Loans held for sale                                                                                     | 8                                   | 25                                   | 42                              | 43                               | 83                   |
| Loans and leases, net of unearned income and fees                                                       | 55,653                              | 53,918                               | 52,370                          | 51,242                           | 50,851               |
| Less allowance for loan losses                                                                          | 575                                 | 541                                  | 508                             | 478                              | 513                  |
| Loans held for investment, net of allowance                                                             | 55,078                              | 53,377                               | 51,862                          | 50,764                           | 50,338               |
| Other noninterest-bearing investments                                                                   | 1,130                               | 983                                  | 840                             | 829                              | 851                  |
| Premises, equipment and software, net                                                                   | 1,408                               | 1,388                                | 1,372                           | 1,346                            | 1,319                |
| Goodwill and intangibles                                                                                | 1,065                               | 1,034                                | 1,015                           | 1,015                            | 1,015                |
| Other real estate owned                                                                                 | 3                                   | 3                                    | —                               | 4                                | 8                    |
| Other assets                                                                                            | 2,924                               | 2,845                                | 2,357                           | 2,021                            | 1,714                |
| Total assets                                                                                            | <u>\$ 89,545</u>                    | <u>\$ 88,474</u>                     | <u>\$ 87,784</u>                | <u>\$ 91,126</u>                 | <u>\$ 93,200</u>     |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>                                                             |                                     |                                      |                                 |                                  |                      |
| Deposits:                                                                                               |                                     |                                      |                                 |                                  |                      |
| Noninterest-bearing demand                                                                              | \$ 35,777                           | \$ 39,133                            | \$ 40,289                       | \$ 41,937                        | \$ 41,053            |
| Interest-bearing:                                                                                       |                                     |                                      |                                 |                                  |                      |
| Savings and money market                                                                                | 33,566                              | 35,389                               | 37,346                          | 38,864                           | 40,114               |
| Time                                                                                                    | 2,309                               | 1,473                                | 1,426                           | 1,550                            | 1,622                |
| Total deposits                                                                                          | 71,652                              | 75,995                               | 79,061                          | 82,351                           | 82,789               |
| Federal funds purchased and other short-term borrowings                                                 | 10,417                              | 5,363                                | 1,018                           | 638                              | 903                  |
| Long-term debt                                                                                          | 651                                 | 647                                  | 671                             | 689                              | 1,012                |
| Reserve for unfunded lending commitments                                                                | 61                                  | 49                                   | 38                              | 36                               | 40                   |
| Other liabilities                                                                                       | 1,871                               | 1,724                                | 1,364                           | 1,118                            | 993                  |
| Total liabilities                                                                                       | 84,652                              | 83,778                               | 82,152                          | 84,832                           | 85,737               |
| Shareholders' equity:                                                                                   |                                     |                                      |                                 |                                  |                      |
| Preferred stock, without par value; authorized 4,400 shares                                             | 440                                 | 440                                  | 440                             | 440                              | 440                  |
| Common stock <sup>2</sup> (\$0.001 par value; authorized 350,000 shares) and additional paid-in capital | 1,754                               | 1,799                                | 1,845                           | 1,889                            | 1,928                |
| Retained earnings                                                                                       | 5,811                               | 5,597                                | 5,447                           | 5,311                            | 5,175                |
| Accumulated other comprehensive income (loss)                                                           | (3,112)                             | (3,140)                              | (2,100)                         | (1,346)                          | (80)                 |
| Total shareholders' equity                                                                              | 4,893                               | 4,696                                | 5,632                           | 6,294                            | 7,463                |
| Total liabilities and shareholders' equity                                                              | <u>\$ 89,545</u>                    | <u>\$ 88,474</u>                     | <u>\$ 87,784</u>                | <u>\$ 91,126</u>                 | <u>\$ 93,200</u>     |
| <sup>1</sup> Held-to-maturity (fair value)                                                              | <u>\$ 11,239</u>                    | <u>\$ 379</u>                        | <u>\$ 578</u>                   | <u>\$ 414</u>                    | <u>\$ 443</u>        |
| <sup>2</sup> Common shares (issued and outstanding)                                                     | 148,664                             | 149,611                              | 150,471                         | 151,348                          | 151,625              |

## CONSOLIDATED STATEMENTS OF INCOME

(Unaudited)

|                                                               | Three Months Ended   |                       |                  |                   |                      |
|---------------------------------------------------------------|----------------------|-----------------------|------------------|-------------------|----------------------|
|                                                               | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
| <i>(In millions, except share and per share amounts)</i>      |                      |                       |                  |                   |                      |
| Interest income:                                              |                      |                       |                  |                   |                      |
| Interest and fees on loans                                    | \$ 656               | \$ 551                | \$ 468           | \$ 437            | \$ 471               |
| Interest on money market investments                          | 39                   | 24                    | 12               | 6                 | 7                    |
| Interest on securities                                        | 140                  | 132                   | 128              | 112               | 88                   |
| Total interest income                                         | 835                  | 707                   | 608              | 555               | 566                  |
| Interest expense:                                             |                      |                       |                  |                   |                      |
| Interest on deposits                                          | 38                   | 19                    | 7                | 6                 | 7                    |
| Interest on short- and long-term borrowings                   | 77                   | 25                    | 8                | 5                 | 6                    |
| Total interest expense                                        | 115                  | 44                    | 15               | 11                | 13                   |
| Net interest income                                           | 720                  | 663                   | 593              | 544               | 553                  |
| Provision for credit losses:                                  |                      |                       |                  |                   |                      |
| Provision for loan losses                                     | 31                   | 60                    | 39               | (29)              | 23                   |
| Provision for unfunded lending commitments                    | 12                   | 11                    | 2                | (4)               | 2                    |
| Total provision for credit losses                             | 43                   | 71                    | 41               | (33)              | 25                   |
| Net interest income after provision for credit losses         | 677                  | 592                   | 552              | 577               | 528                  |
| Noninterest income:                                           |                      |                       |                  |                   |                      |
| Commercial account fees                                       | 41                   | 40                    | 37               | 41                | 34                   |
| Card fees                                                     | 27                   | 27                    | 25               | 25                | 25                   |
| Retail and business banking fees                              | 16                   | 17                    | 20               | 20                | 19                   |
| Loan-related fees and income                                  | 19                   | 18                    | 21               | 22                | 22                   |
| Capital markets and foreign exchange fees                     | 22                   | 25                    | 21               | 15                | 24                   |
| Wealth management fees                                        | 14                   | 14                    | 13               | 14                | 13                   |
| Other customer-related fees                                   | 14                   | 15                    | 17               | 14                | 15                   |
| Customer-related noninterest income                           | 153                  | 156                   | 154              | 151               | 152                  |
| Fair value and nonhedge derivative income (loss)              | (4)                  | 4                     | 10               | 6                 | (1)                  |
| Dividends and other income (loss)                             | 9                    | (1)                   | 7                | 2                 | 19                   |
| Securities gains (losses), net                                | (5)                  | 6                     | 1                | (17)              | 20                   |
| Total noninterest income                                      | 153                  | 165                   | 172              | 142               | 190                  |
| Noninterest expense:                                          |                      |                       |                  |                   |                      |
| Salaries and employee benefits                                | 304                  | 312                   | 307              | 312               | 282                  |
| Technology, telecom, and information processing               | 51                   | 53                    | 53               | 52                | 51                   |
| Occupancy and equipment, net                                  | 40                   | 38                    | 36               | 38                | 38                   |
| Professional and legal services                               | 15                   | 14                    | 14               | 14                | 16                   |
| Marketing and business development                            | 11                   | 11                    | 9                | 8                 | 20                   |
| Deposit insurance and regulatory expense                      | 14                   | 13                    | 13               | 10                | 9                    |
| Credit-related expense                                        | 8                    | 8                     | 7                | 7                 | 7                    |
| Other real estate expense, net                                | —                    | —                     | —                | 1                 | —                    |
| Other                                                         | 28                   | 30                    | 25               | 22                | 26                   |
| Total noninterest expense                                     | 471                  | 479                   | 464              | 464               | 449                  |
| Income before income taxes                                    | 359                  | 278                   | 260              | 255               | 269                  |
| Income taxes                                                  | 75                   | 61                    | 57               | 52                | 56                   |
| Net income                                                    | 284                  | 217                   | 203              | 203               | 213                  |
| Preferred stock dividends                                     | (7)                  | (6)                   | (8)              | (8)               | (6)                  |
| Net earnings applicable to common shareholders                | \$ 277               | \$ 211                | \$ 195           | \$ 195            | \$ 207               |
| Weighted average common shares outstanding during the period: |                      |                       |                  |                   |                      |
| Basic shares (in thousands)                                   | 148,739              | 149,628               | 150,635          | 151,285           | 153,248              |
| Diluted shares (in thousands)                                 | 148,829              | 149,792               | 150,838          | 151,687           | 153,635              |
| Net earnings per common share:                                |                      |                       |                  |                   |                      |
| Basic                                                         | \$ 1.84              | \$ 1.40               | \$ 1.29          | \$ 1.27           | \$ 1.34              |
| Diluted                                                       | 1.84                 | 1.40                  | 1.29             | 1.27              | 1.34                 |

## CONSOLIDATED STATEMENTS OF INCOME

| <i>(In millions, except share and per share amounts)</i>    | Year Ended December 31, |          |          |
|-------------------------------------------------------------|-------------------------|----------|----------|
|                                                             | 2022<br>(Unaudited)     | 2021     | 2020     |
| Interest income:                                            |                         |          |          |
| Interest and fees on loans                                  | \$ 2,112                | \$ 1,935 | \$ 2,050 |
| Interest on money market investments                        | 81                      | 21       | 14       |
| Interest on securities                                      | 512                     | 311      | 304      |
| Total interest income                                       | 2,705                   | 2,267    | 2,368    |
| Interest expense:                                           |                         |          |          |
| Interest on deposits                                        | 70                      | 30       | 105      |
| Interest on short- and long-term borrowings                 | 115                     | 29       | 47       |
| Total interest expense                                      | 185                     | 59       | 152      |
| Net interest income                                         | 2,520                   | 2,208    | 2,216    |
| Provision for credit losses:                                |                         |          |          |
| Provision for loan losses                                   | 101                     | (258)    | 385      |
| Provision for unfunded lending commitments                  | 21                      | (18)     | 29       |
| Total provision for credit losses                           | 122                     | (276)    | 414      |
| Net interest income after provision for loan losses         | 2,398                   | 2,484    | 1,802    |
| Noninterest income:                                         |                         |          |          |
| Commercial account fees                                     | 159                     | 137      | 132      |
| Card fees                                                   | 104                     | 95       | 82       |
| Retail and business banking fees                            | 73                      | 74       | 68       |
| Loan-related fees and income                                | 80                      | 95       | 109      |
| Capital markets and foreign exchange fees                   | 83                      | 70       | 70       |
| Wealth management fees                                      | 55                      | 50       | 44       |
| Other customer-related fees                                 | 60                      | 54       | 44       |
| Customer-related noninterest income                         | 614                     | 575      | 549      |
| Fair value and nonhedge derivative income (loss)            | 16                      | 14       | (6)      |
| Dividends and other investment income                       | 17                      | 43       | 24       |
| Securities gains (losses), net                              | (15)                    | 71       | 7        |
| Total noninterest income                                    | 632                     | 703      | 574      |
| Noninterest expense:                                        |                         |          |          |
| Salaries and employee benefits                              | 1,235                   | 1,127    | 1,087    |
| Technology, telecom, and information processing             | 209                     | 199      | 192      |
| Occupancy and equipment, net                                | 152                     | 153      | 151      |
| Professional and legal services                             | 57                      | 72       | 57       |
| Marketing and business development                          | 39                      | 43       | 61       |
| Deposit insurance and regulatory expense                    | 50                      | 34       | 33       |
| Credit-related expense                                      | 30                      | 26       | 22       |
| Other real estate expense, net                              | 1                       | —        | 1        |
| Other                                                       | 105                     | 87       | 100      |
| Total noninterest expense                                   | 1,878                   | 1,741    | 1,704    |
| Income before income taxes                                  | 1,152                   | 1,446    | 672      |
| Income taxes                                                | 245                     | 317      | 133      |
| Net income                                                  | 907                     | 1,129    | 539      |
| Preferred stock dividends                                   | (29)                    | (29)     | (34)     |
| Net earnings applicable to common shareholders              | \$ 878                  | \$ 1,100 | \$ 505   |
| Weighted average common shares outstanding during the year: |                         |          |          |
| Basic shares (in thousands)                                 | 150,064                 | 159,913  | 163,737  |
| Diluted shares (in thousands)                               | 150,271                 | 160,234  | 165,613  |
| Net earnings per common share:                              |                         |          |          |
| Basic                                                       | \$ 5.80                 | \$ 6.80  | \$ 3.06  |
| Diluted                                                     | 5.79                    | 6.79     | 3.02     |

**Loan Balances Held for Investment by Portfolio Type**  
(Unaudited)

| <i>(In millions)</i>                        | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
|---------------------------------------------|----------------------|-----------------------|------------------|-------------------|----------------------|
| Commercial:                                 |                      |                       |                  |                   |                      |
| Commercial and industrial                   | \$ 16,180            | \$ 15,656             | \$ 14,989        | \$ 14,356         | \$ 13,867            |
| PPP                                         | 197                  | 306                   | 534              | 1,081             | 1,855                |
| Leasing                                     | 386                  | 347                   | 339              | 318               | 327                  |
| Owner occupied                              | 9,371                | 9,279                 | 9,208            | 9,026             | 8,733                |
| Municipal                                   | 4,361                | 4,224                 | 4,113            | 3,944             | 3,658                |
| Total commercial                            | 30,495               | 29,812                | 29,183           | 28,725            | 28,440               |
| Commercial real estate:                     |                      |                       |                  |                   |                      |
| Construction and land development           | 2,513                | 2,800                 | 2,659            | 2,769             | 2,757                |
| Term                                        | 10,226               | 9,556                 | 9,477            | 9,325             | 9,441                |
| Total commercial real estate                | 12,739               | 12,356                | 12,136           | 12,094            | 12,198               |
| Consumer:                                   |                      |                       |                  |                   |                      |
| Home equity credit line                     | 3,377                | 3,331                 | 3,266            | 3,089             | 3,016                |
| 1-4 family residential                      | 7,286                | 6,852                 | 6,423            | 6,122             | 6,050                |
| Construction and other consumer real estate | 1,161                | 973                   | 787              | 692               | 638                  |
| Bankcard and other revolving plans          | 471                  | 471                   | 448              | 410               | 396                  |
| Other                                       | 124                  | 123                   | 127              | 110               | 113                  |
| Total consumer                              | 12,419               | 11,750                | 11,051           | 10,423            | 10,213               |
| Total loans and leases                      | \$ 55,653            | \$ 53,918             | \$ 52,370        | \$ 51,242         | \$ 50,851            |

**Nonperforming Assets**  
(Unaudited)

| <i>(In millions)</i>                                                                                                                   | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
|----------------------------------------------------------------------------------------------------------------------------------------|----------------------|-----------------------|------------------|-------------------|----------------------|
| Nonaccrual loans <sup>1</sup>                                                                                                          | \$ 149               | \$ 151                | \$ 201           | \$ 252            | \$ 271               |
| Other real estate owned <sup>2</sup>                                                                                                   | —                    | —                     | —                | —                 | 1                    |
| Total nonperforming assets                                                                                                             | \$ 149               | \$ 151                | \$ 201           | \$ 252            | \$ 272               |
| Ratio of nonperforming assets to loans <sup>1</sup> and leases and other real estate owned <sup>2</sup>                                | 0.27 %               | 0.28 %                | 0.38 %           | 0.49 %            | 0.53 %               |
| Accruing loans past due 90 days or more                                                                                                | \$ 6                 | \$ 20                 | \$ 6             | \$ 3              | \$ 8                 |
| Ratio of accruing loans past due 90 days or more to loans <sup>1</sup> and leases                                                      | 0.01 %               | 0.04 %                | 0.01 %           | 0.01 %            | 0.02 %               |
| Nonaccrual loans and accruing loans past due 90 days or more                                                                           | \$ 155               | \$ 171                | \$ 207           | \$ 255            | \$ 279               |
| Ratio of nonperforming assets <sup>1</sup> and accruing loans 90 days or more past due to loans and leases and other real estate owned | 0.28 %               | 0.32 %                | 0.39 %           | 0.50 %            | 0.55 %               |
| Accruing loans past due 30-89 days <sup>3</sup>                                                                                        | \$ 93                | \$ 84                 | \$ 123           | \$ 93             | \$ 70                |
| Restructured loans included in nonaccrual loans                                                                                        | 38                   | 39                    | 61               | 100               | 105                  |
| Restructured loans on accrual                                                                                                          | 197                  | 206                   | 214              | 216               | 221                  |
| Classified loans                                                                                                                       | 929                  | 965                   | 1,009            | 1,148             | 1,236                |

<sup>1</sup> Includes loans held for sale.

<sup>2</sup> Does not include banking premises held for sale.

<sup>3</sup> Includes \$6 million of PPP loans at December 31, 2022, which we expect will be paid in full by either the borrower or the SBA.

**Allowance for Credit Losses**  
(Unaudited)

| (In millions)                                                                                          | Three Months Ended   |                       |                  |                   |                      |
|--------------------------------------------------------------------------------------------------------|----------------------|-----------------------|------------------|-------------------|----------------------|
|                                                                                                        | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
| <b>Allowance for Loan and Lease Losses</b>                                                             |                      |                       |                  |                   |                      |
| Balance at beginning of period                                                                         | \$ 541               | \$ 508                | \$ 478           | \$ 513            | \$ 491               |
| Provision for loan losses                                                                              | 31                   | 60                    | 39               | (29)              | 23                   |
| Loan and lease charge-offs                                                                             | 9                    | 38                    | 18               | 17                | 11                   |
| Less: Recoveries                                                                                       | 12                   | 11                    | 9                | 11                | 10                   |
| Net loan and lease charge-offs (recoveries)                                                            | (3)                  | 27                    | 9                | 6                 | 1                    |
| Balance at end of period                                                                               | <u>\$ 575</u>        | <u>\$ 541</u>         | <u>\$ 508</u>    | <u>\$ 478</u>     | <u>\$ 513</u>        |
| Ratio of allowance for loan losses to loans <sup>1</sup> and leases, at period end                     | 1.03 %               | 1.00 %                | 0.97 %           | 0.93 %            | 1.01 %               |
| Ratio of allowance for loan losses to nonaccrual loans <sup>1</sup> at period end                      | 386 %                | 358 %                 | 261 %            | 190 %             | 189 %                |
| Annualized ratio of net loan and lease charge-offs (recoveries) to average loans                       | (0.02)%              | 0.20 %                | 0.07 %           | 0.05 %            | 0.01 %               |
| Annualized ratio of net loan and lease charge-offs (recoveries) to average loans (excluding PPP loans) | (0.02)%              | 0.21 %                | 0.07 %           | 0.05 %            | 0.01 %               |
| <b>Reserve for Unfunded Lending Commitments</b>                                                        |                      |                       |                  |                   |                      |
| Balance at beginning of period                                                                         | \$ 49                | \$ 38                 | \$ 36            | \$ 40             | \$ 38                |
| Provision for unfunded lending commitments                                                             | 12                   | 11                    | 2                | (4)               | 2                    |
| Balance at end of period                                                                               | <u>\$ 61</u>         | <u>\$ 49</u>          | <u>\$ 38</u>     | <u>\$ 36</u>      | <u>\$ 40</u>         |
| <b>Allowance for Credit Losses</b>                                                                     |                      |                       |                  |                   |                      |
| Allowance for loan losses                                                                              | \$ 575               | \$ 541                | \$ 508           | \$ 478            | \$ 513               |
| Reserve for unfunded lending commitments                                                               | 61                   | 49                    | 38               | 36                | 40                   |
| Total allowance for credit losses                                                                      | <u>\$ 636</u>        | <u>\$ 590</u>         | <u>\$ 546</u>    | <u>\$ 514</u>     | <u>\$ 553</u>        |
| Ratio of ACL to loans <sup>1</sup> and leases outstanding, at period end                               | 1.14 %               | 1.09 %                | 1.04 %           | 1.00 %            | 1.09 %               |
| Ratio of ACL to loans <sup>1</sup> and leases outstanding (excluding PPP loans), at period end         | 1.15 %               | 1.10 %                | 1.05 %           | 1.02 %            | 1.13 %               |

<sup>1</sup> Does not include loans held for sale.

**Nonaccrual Loans by Portfolio Type**  
(Unaudited)

| <i>(In millions)</i>                        | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
|---------------------------------------------|----------------------|-----------------------|------------------|-------------------|----------------------|
| Loans held for sale                         | \$ —                 | \$ —                  | \$ 6             | \$ —              | \$ —                 |
| Commercial:                                 |                      |                       |                  |                   |                      |
| Commercial and industrial                   | \$ 56                | \$ 52                 | \$ 86            | \$ 112            | \$ 124               |
| PPP                                         | 7                    | 5                     | 1                | 2                 | 3                    |
| Leasing                                     | —                    | —                     | —                | —                 | —                    |
| Owner occupied                              | 24                   | 28                    | 40               | 53                | 57                   |
| Municipal                                   | —                    | —                     | —                | —                 | —                    |
| Total commercial                            | 87                   | 85                    | 127              | 167               | 184                  |
| Commercial real estate:                     |                      |                       |                  |                   |                      |
| Construction and land development           | —                    | —                     | —                | —                 | —                    |
| Term                                        | 14                   | 20                    | 20               | 20                | 20                   |
| Total commercial real estate                | 14                   | 20                    | 20               | 20                | 20                   |
| Consumer:                                   |                      |                       |                  |                   |                      |
| Home equity credit line                     | 11                   | 10                    | 10               | 13                | 14                   |
| 1-4 family residential                      | 37                   | 36                    | 38               | 51                | 52                   |
| Construction and other consumer real estate | —                    | —                     | —                | —                 | —                    |
| Bankcard and other revolving plans          | —                    | —                     | —                | 1                 | 1                    |
| Other                                       | —                    | —                     | —                | —                 | —                    |
| Total consumer                              | 48                   | 46                    | 48               | 65                | 67                   |
| Total nonaccrual loans                      | \$ 149               | \$ 151                | \$ 201           | \$ 252            | \$ 271               |

**Net Charge-Offs by Portfolio Type**  
(Unaudited)

| <i>(In millions)</i>                        | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
|---------------------------------------------|----------------------|-----------------------|------------------|-------------------|----------------------|
| Commercial:                                 |                      |                       |                  |                   |                      |
| Commercial and industrial                   | \$ (4)               | \$ 31                 | \$ 8             | \$ 6              | \$ 3                 |
| PPP                                         | —                    | —                     | —                | —                 | —                    |
| Leasing                                     | —                    | —                     | —                | —                 | —                    |
| Owner occupied                              | —                    | —                     | —                | (1)               | —                    |
| Municipal                                   | —                    | —                     | —                | —                 | —                    |
| Total commercial                            | (4)                  | 31                    | 8                | 5                 | 3                    |
| Commercial real estate:                     |                      |                       |                  |                   |                      |
| Construction and land development           | —                    | —                     | —                | —                 | (3)                  |
| Term                                        | —                    | —                     | —                | —                 | —                    |
| Total commercial real estate                | —                    | —                     | —                | —                 | (3)                  |
| Consumer:                                   |                      |                       |                  |                   |                      |
| Home equity credit line                     | —                    | —                     | (1)              | (1)               | —                    |
| 1-4 family residential                      | —                    | (4)                   | 1                | 1                 | —                    |
| Construction and other consumer real estate | —                    | —                     | —                | —                 | —                    |
| Bankcard and other revolving plans          | 1                    | —                     | 1                | 1                 | —                    |
| Other                                       | —                    | —                     | —                | —                 | 1                    |
| Total consumer loans                        | 1                    | (4)                   | 1                | 1                 | 1                    |
| Total net charge-offs (recoveries)          | \$ (3)               | \$ 27                 | \$ 9             | \$ 6              | \$ 1                 |

## CONSOLIDATED AVERAGE BALANCE SHEETS, YIELDS AND RATES

(Unaudited)

| (In millions)                                            | Three Months Ended |                                 |                    |                                 |                   |                                 |
|----------------------------------------------------------|--------------------|---------------------------------|--------------------|---------------------------------|-------------------|---------------------------------|
|                                                          | December 31, 2022  |                                 | September 30, 2022 |                                 | December 31, 2021 |                                 |
|                                                          | Average balance    | Average yield/rate <sup>1</sup> | Average balance    | Average yield/rate <sup>1</sup> | Average balance   | Average yield/rate <sup>1</sup> |
| <b>ASSETS</b>                                            |                    |                                 |                    |                                 |                   |                                 |
| Money market investments:                                |                    |                                 |                    |                                 |                   |                                 |
| Interest-bearing deposits                                | \$ 1,264           | 3.67 %                          | \$ 1,233           | 2.19 %                          | \$ 11,155         | 0.15 %                          |
| Federal funds sold and security resell agreements        | 2,571              | 4.13 %                          | 2,511              | 2.66 %                          | 2,189             | 0.49 %                          |
| Total money market investments                           | 3,835              | 3.98 %                          | 3,744              | 2.51 %                          | 13,344            | 0.21 %                          |
| Securities:                                              |                    |                                 |                    |                                 |                   |                                 |
| Held-to-maturity                                         | 6,463              | 2.22 %                          | 560                | 2.88 %                          | 451               | 3.18 %                          |
| Available-for-sale                                       | 16,743             | 2.45 %                          | 24,892             | 2.05 %                          | 21,661            | 1.52 %                          |
| Trading account                                          | 262                | 4.72 %                          | 288                | 4.57 %                          | 342               | 4.76 %                          |
| Total securities                                         | 23,468             | 2.42 %                          | 25,740             | 2.10 %                          | 22,454            | 1.61 %                          |
| Loans held for sale                                      | 22                 | 2.72 %                          | 37                 | 5.33 %                          | 79                | 1.39 %                          |
| Loans and leases: <sup>2</sup>                           |                    |                                 |                    |                                 |                   |                                 |
| Commercial - excluding PPP loans                         | 29,805             | 4.64 %                          | 28,972             | 4.13 %                          | 25,899            | 3.75 %                          |
| Commercial - PPP loans                                   | 251                | 3.38 %                          | 408                | 6.28 %                          | 2,439             | 7.16 %                          |
| Commercial real estate                                   | 12,547             | 5.90 %                          | 12,182             | 4.73 %                          | 12,228            | 3.39 %                          |
| Consumer                                                 | 12,073             | 4.14 %                          | 11,391             | 3.61 %                          | 10,125            | 3.29 %                          |
| Total loans and leases                                   | 54,676             | 4.81 %                          | 52,953             | 4.17 %                          | 50,691            | 3.73 %                          |
| Total interest-earning assets                            | 82,001             | 4.09 %                          | 82,474             | 3.45 %                          | 86,568            | 2.64 %                          |
| Cash and due from banks                                  | 638                |                                 | 604                |                                 | 629               |                                 |
| Allowance for credit losses on loans and debt securities | (546)              |                                 | (515)              |                                 | (495)             |                                 |
| Goodwill and intangibles                                 | 1,036              |                                 | 1,021              |                                 | 1,015             |                                 |
| Other assets                                             | 5,770              |                                 | 4,923              |                                 | 4,168             |                                 |
| Total assets                                             | \$ 88,899          |                                 | \$ 88,507          |                                 | \$ 91,885         |                                 |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>              |                    |                                 |                    |                                 |                   |                                 |
| Interest-bearing deposits:                               |                    |                                 |                    |                                 |                   |                                 |
| Savings and money market                                 | \$ 34,386          | 0.37 %                          | \$ 36,399          | 0.20 %                          | \$ 38,349         | 0.05 %                          |
| Time                                                     | 1,856              | 1.31 %                          | 1,441              | 0.32 %                          | 1,662             | 0.29 %                          |
| Total interest-bearing deposits                          | 36,242             | 0.42 %                          | 37,840             | 0.20 %                          | 40,011            | 0.06 %                          |
| Borrowed funds:                                          |                    |                                 |                    |                                 |                   |                                 |
| Federal funds purchased and other short-term borrowings  | 6,883              | 3.80 %                          | 2,885              | 2.33 %                          | 641               | 0.07 %                          |
| Long-term debt                                           | 648                | 6.24 %                          | 673                | 4.83 %                          | 1,017             | 2.54 %                          |
| Total borrowed funds                                     | 7,531              | 4.01 %                          | 3,558              | 2.80 %                          | 1,658             | 1.59 %                          |
| Total interest-bearing funds                             | 43,773             | 1.04 %                          | 41,398             | 0.43 %                          | 41,669            | 0.12 %                          |
| Noninterest-bearing demand deposits                      | 38,013             |                                 | 39,623             |                                 | 41,397            |                                 |
| Other liabilities                                        | 2,343              |                                 | 1,743              |                                 | 1,233             |                                 |
| Total liabilities                                        | 84,129             |                                 | 82,764             |                                 | 84,299            |                                 |
| Shareholders' equity:                                    |                    |                                 |                    |                                 |                   |                                 |
| Preferred equity                                         | 440                |                                 | 440                |                                 | 440               |                                 |
| Common equity                                            | 4,330              |                                 | 5,303              |                                 | 7,146             |                                 |
| Total shareholders' equity                               | 4,770              |                                 | 5,743              |                                 | 7,586             |                                 |
| Total liabilities and shareholders' equity               | \$ 88,899          |                                 | \$ 88,507          |                                 | \$ 91,885         |                                 |
| Spread on average interest-bearing funds                 |                    | 3.05 %                          |                    | 3.02 %                          |                   | 2.52 %                          |
| Impact of net noninterest-bearing sources of funds       |                    | 0.48 %                          |                    | 0.22 %                          |                   | 0.06 %                          |
| Net interest margin                                      |                    | 3.53 %                          |                    | 3.24 %                          |                   | 2.58 %                          |
| Memo: total loans and leases, excluding PPP loans        | 54,425             | 4.82 %                          | 52,545             | 4.16 %                          | 48,252            | 3.56 %                          |
| Memo: total cost of deposits                             |                    | 0.20 %                          |                    | 0.10 %                          |                   | 0.03 %                          |
| Memo: total deposits and interest-bearing liabilities    | 81,786             | 0.56 %                          | 81,021             | 0.22 %                          | 83,066            | 0.06 %                          |

<sup>1</sup> Rates are calculated using amounts in thousands and a tax rate of 21% for the periods presented.

<sup>2</sup> Net of unamortized purchase premiums, discounts, and deferred loan fees and costs.

## CONSOLIDATED AVERAGE BALANCE SHEETS, YIELDS AND RATES

(Unaudited)

| (In millions)                                            | Twelve Months Ended |                                 |                   |                                 |                   |                                 |
|----------------------------------------------------------|---------------------|---------------------------------|-------------------|---------------------------------|-------------------|---------------------------------|
|                                                          | December 31, 2022   |                                 | December 31, 2021 |                                 | December 31, 2020 |                                 |
|                                                          | Average balance     | Average yield/rate <sup>1</sup> | Average balance   | Average yield/rate <sup>1</sup> | Average balance   | Average yield/rate <sup>1</sup> |
| <b>ASSETS</b>                                            |                     |                                 |                   |                                 |                   |                                 |
| Money market investments:                                |                     |                                 |                   |                                 |                   |                                 |
| Interest-bearing deposits                                | \$ 3,066            | 0.87 %                          | \$ 8,917          | 0.14 %                          | \$ 965            | 0.49 %                          |
| Federal funds sold and security resell agreements        | 2,482               | 2.16 %                          | 2,129             | 0.40 %                          | 2,089             | 0.44 %                          |
| Total money market investments                           | 5,548               | 1.45 %                          | 11,046            | 0.19 %                          | 3,054             | 0.46 %                          |
| Securities:                                              |                     |                                 |                   |                                 |                   |                                 |
| Held-to-maturity                                         | 1,999               | 2.36 %                          | 562               | 2.97 %                          | 618               | 3.54 %                          |
| Available-for-sale                                       | 23,132              | 1.99 %                          | 18,365            | 1.59 %                          | 14,208            | 2.00 %                          |
| Trading account                                          | 322                 | 4.79 %                          | 246               | 4.43 %                          | 167               | 4.36 %                          |
| Total securities                                         | 25,453              | 2.06 %                          | 19,173            | 1.67 %                          | 14,993            | 2.09 %                          |
| Loans held for sale                                      | 39                  | 2.57 %                          | 65                | 2.35 %                          | 96                | 3.89 %                          |
| Loans and leases: <sup>2</sup>                           |                     |                                 |                   |                                 |                   |                                 |
| Commercial - excluding PPP loans                         | 28,500              | 4.02 %                          | 25,014            | 3.80 %                          | 25,193            | 4.11 %                          |
| Commercial - PPP loans                                   | 725                 | 6.53 %                          | 4,566             | 5.16 %                          | 4,534             | 3.22 %                          |
| Commercial real estate                                   | 12,251              | 4.44 %                          | 12,136            | 3.44 %                          | 11,854            | 3.87 %                          |
| Consumer                                                 | 11,122              | 3.58 %                          | 10,267            | 3.44 %                          | 11,435            | 3.71 %                          |
| Total loans and leases                                   | 52,598              | 4.06 %                          | 51,983            | 3.76 %                          | 53,016            | 3.89 %                          |
| Total interest-earning assets                            | 83,638              | 3.28 %                          | 82,267            | 2.79 %                          | 71,159            | 3.37 %                          |
| Cash and due from banks                                  | 621                 |                                 | 605               |                                 | 619               |                                 |
| Allowance for credit losses on loans and debt securities | (514)               |                                 | (612)             |                                 | (733)             |                                 |
| Goodwill and intangibles                                 | 1,022               |                                 | 1,015             |                                 | 1,015             |                                 |
| Other assets                                             | 4,908               |                                 | 4,122             |                                 | 3,997             |                                 |
| Total assets                                             | \$ 89,675           |                                 | \$ 87,397         |                                 | \$ 76,057         |                                 |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>              |                     |                                 |                   |                                 |                   |                                 |
| Interest-bearing deposits:                               |                     |                                 |                   |                                 |                   |                                 |
| Savings and money market                                 | \$ 37,045           | 0.16 %                          | \$ 36,717         | 0.06 %                          | \$ 31,100         | 0.19 %                          |
| Time                                                     | 1,594               | 0.58 %                          | 2,020             | 0.41 %                          | 3,706             | 1.22 %                          |
| Total interest-bearing deposits                          | 38,639              | 0.18 %                          | 38,737            | 0.08 %                          | 34,806            | 0.30 %                          |
| Borrowed funds:                                          |                     |                                 |                   |                                 |                   |                                 |
| Federal funds purchased and other short-term borrowings  | 2,794               | 3.02 %                          | 802               | 0.07 %                          | 1,888             | 0.52 %                          |
| Long-term debt                                           | 705                 | 4.28 %                          | 1,211             | 2.36 %                          | 1,544             | 2.45 %                          |
| Total borrowed funds                                     | 3,499               | 3.27 %                          | 2,013             | 1.45 %                          | 3,432             | 1.39 %                          |
| Total interest-bearing funds                             | 42,138              | 0.44 %                          | 40,750            | 0.14 %                          | 38,238            | 0.40 %                          |
| Noninterest-bearing demand deposits                      | 39,890              |                                 | 37,520            |                                 | 28,883            |                                 |
| Other liabilities                                        | 1,735               |                                 | 1,259             |                                 | 1,320             |                                 |
| Total liabilities                                        | 83,763              |                                 | 79,529            |                                 | 68,441            |                                 |
| Shareholders' equity:                                    |                     |                                 |                   |                                 |                   |                                 |
| Preferred equity                                         | 440                 |                                 | 497               |                                 | 566               |                                 |
| Common equity                                            | 5,472               |                                 | 7,371             |                                 | 7,050             |                                 |
| Total shareholders' equity                               | 5,912               |                                 | 7,868             |                                 | 7,616             |                                 |
| Total liabilities and shareholders' equity               | \$ 89,675           |                                 | \$ 87,397         |                                 | \$ 76,057         |                                 |
| Spread on average interest-bearing funds                 |                     | 2.84 %                          |                   | 2.65 %                          |                   | 2.97 %                          |
| Impact of net noninterest-bearing sources of funds       |                     | 0.22 %                          |                   | 0.07 %                          |                   | 0.18 %                          |
| Net interest margin                                      |                     | 3.06 %                          |                   | 2.72 %                          |                   | 3.15 %                          |
| Memo: total loans and leases, excluding PPP loans        | 51,873              | 4.03 %                          | 47,417            | 3.63 %                          | 48,482            | 3.89 %                          |
| Memo: total cost of deposits                             |                     | 0.09 %                          |                   | 0.04 %                          |                   | 0.17 %                          |
| Memo: total deposits and interest-bearing liabilities    | 82,028              | 0.23 %                          | 78,270            | 0.07 %                          | 67,121            | 0.22 %                          |

<sup>1</sup> Rates are calculated using amounts in thousands and a tax rate of 21% for the periods presented.

<sup>2</sup> Net of unamortized purchase premiums, discounts, and deferred loan fees and costs.

## NON-GAAP FINANCIAL MEASURES

(Unaudited)

This press release presents non-GAAP financial measures in addition to GAAP financial measures. The adjustments to reconcile from the applicable GAAP financial measures to the non-GAAP financial measures are presented in the following schedules. We consider these adjustments to be relevant to ongoing operating results and provide a meaningful basis for period-to-period comparisons. We use these non-GAAP financial measures to assess our performance, financial position, and for presentations of our performance to investors. We believe that presenting these non-GAAP financial measures permits investors to assess our performance on the same basis as that applied by our management and the financial services industry.

Non-GAAP financial measures have inherent limitations and are not necessarily comparable to similar financial measures that may be presented by other financial services companies. Although non-GAAP financial measures are frequently used by stakeholders to evaluate a company, they have limitations as an analytical tool and should not be considered in isolation or as a substitute for analysis of results reported under GAAP.

### Tangible Common Equity and Related Measures

Tangible common equity and related measures are non-GAAP measures that exclude the impact of intangible assets and their related amortization and accumulated other comprehensive income or loss. We believe these non-GAAP measures provide useful information about our use of shareholders' equity and provide a basis for evaluating the performance of a business more consistently, whether acquired or developed internally.

### RETURN ON AVERAGE TANGIBLE COMMON EQUITY (NON-GAAP)

|                                                            |           | Three Months Ended   |                       |                  |                   |                      |
|------------------------------------------------------------|-----------|----------------------|-----------------------|------------------|-------------------|----------------------|
|                                                            |           | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
| <i>(Dollar amounts in millions)</i>                        |           |                      |                       |                  |                   |                      |
| Net earnings applicable to common shareholders (GAAP)      |           | \$ 277               | \$ 211                | \$ 195           | \$ 195            | \$ 207               |
| Adjustments, net of tax:                                   |           |                      |                       |                  |                   |                      |
| Amortization of core deposit and other intangibles         |           | —                    | 1                     | —                | —                 | 1                    |
| Net earnings applicable to common shareholders, net of tax | (a)       | \$ 277               | \$ 212                | \$ 195           | \$ 195            | \$ 208               |
| Average common equity (GAAP)                               |           | \$ 4,330             | \$ 5,303              | \$ 5,582         | \$ 6,700          | \$ 7,146             |
| Average goodwill and intangibles                           |           | (1,036)              | (1,021)               | (1,015)          | (1,015)           | (1,015)              |
| Average accumulated other comprehensive loss (income)      |           | 3,192                | 2,075                 | 1,702            | 452               | (2)                  |
| Average tangible common equity (non-GAAP)                  | (b)       | \$ 6,486             | \$ 6,357              | \$ 6,269         | \$ 6,137          | \$ 6,129             |
| Number of days in quarter                                  | (c)       | 92                   | 92                    | 91               | 90                | 92                   |
| Number of days in year                                     | (d)       | 365                  | 365                   | 365              | 365               | 365                  |
| Return on average tangible common equity (non-GAAP)        | (a/b/c)*d | 16.9 %               | 13.2 %                | 12.5 %           | 12.9 %            | 13.5 %               |

**TANGIBLE EQUITY RATIO, TANGIBLE COMMON EQUITY RATIO, AND TANGIBLE BOOK VALUE PER COMMON SHARE (ALL NON-GAAP MEASURES)**

| <i>(Dollar amounts in millions, except per share amounts)</i> |       | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
|---------------------------------------------------------------|-------|----------------------|-----------------------|------------------|-------------------|----------------------|
| Total shareholders' equity (GAAP)                             |       | \$ 4,893             | \$ 4,696              | \$ 5,632         | \$ 6,294          | \$ 7,463             |
| Goodwill and intangibles                                      |       | (1,065)              | (1,034)               | (1,015)          | (1,015)           | (1,015)              |
| Accumulated other comprehensive loss (income)                 |       | 3,112                | 3,140                 | 2,100            | 1,346             | 80                   |
| Tangible equity (non-GAAP)                                    | (a)   | 6,940                | 6,802                 | 6,717            | 6,625             | 6,528                |
| Preferred stock                                               |       | (440)                | (440)                 | (440)            | (440)             | (440)                |
| Tangible common equity (non-GAAP)                             | (b)   | \$ 6,500             | \$ 6,362              | \$ 6,277         | \$ 6,185          | \$ 6,088             |
| Total assets (GAAP)                                           |       | \$ 89,545            | \$ 88,474             | \$ 87,784        | \$ 91,126         | \$ 93,200            |
| Goodwill and intangibles                                      |       | (1,065)              | (1,034)               | (1,015)          | (1,015)           | (1,015)              |
| Accumulated other comprehensive loss (income)                 |       | 3,112                | 3,140                 | 2,100            | 1,346             | 80                   |
| Tangible assets (non-GAAP)                                    | (c)   | \$ 91,592            | \$ 90,580             | \$ 88,869        | \$ 91,457         | \$ 92,265            |
| Common shares outstanding (in thousands)                      | (d)   | 148,664              | 149,611               | 150,471          | 151,348           | 151,625              |
| Tangible equity ratio (non-GAAP)                              | (a/c) | 7.6 %                | 7.5 %                 | 7.6 %            | 7.2 %             | 7.1 %                |
| Tangible common equity ratio (non-GAAP)                       | (b/c) | 7.1 %                | 7.0 %                 | 7.1 %            | 6.8 %             | 6.6 %                |
| Tangible book value per common share (non-GAAP)               | (b/d) | \$ 43.72             | \$ 42.52              | \$ 41.72         | \$ 40.87          | \$ 40.15             |

**Efficiency Ratio and Adjusted Pre-Provision Net Revenue**

The efficiency ratio is a measure of operating expense relative to revenue. We believe the efficiency ratio provides useful information regarding the cost of generating revenue. We make adjustments to exclude certain items that are not generally expected to recur frequently, as identified in the subsequent schedule, which we believe allow for more consistent comparability across periods. Adjusted noninterest expense provides a measure as to how we are managing our expenses; adjusted pre-provision net revenue enables management and others to assess our ability to generate capital. Taxable-equivalent net interest income allows us to assess the comparability of revenue arising from both taxable and tax-exempt sources.

**EFFICIENCY RATIO (NON-GAAP) AND ADJUSTED PRE-PROVISION NET REVENUE (NON-GAAP)**

| <i>(Dollar amounts in millions)</i>                |           | Three Months Ended   |                       |                  |                   |                      |
|----------------------------------------------------|-----------|----------------------|-----------------------|------------------|-------------------|----------------------|
|                                                    |           | December 31,<br>2022 | September 30,<br>2022 | June 30,<br>2022 | March 31,<br>2022 | December 31,<br>2021 |
| Noninterest expense (GAAP)                         | (a)       | \$ 471               | \$ 479                | \$ 464           | \$ 464            | \$ 449               |
| Adjustments:                                       |           |                      |                       |                  |                   |                      |
| Severance costs                                    |           | —                    | —                     | 1                | —                 | —                    |
| Other real estate expense, net                     |           | —                    | —                     | —                | 1                 | —                    |
| Amortization of core deposit and other intangibles |           | —                    | 1                     | —                | —                 | 1                    |
| SBIC investment success fee accrual <sup>1</sup>   |           | (1)                  | 1                     | —                | (1)               | 2                    |
| Total adjustments                                  | (b)       | (1)                  | 2                     | 1                | —                 | 3                    |
| Adjusted noninterest expense (non-GAAP)            | (a-b)=(c) | \$ 472               | \$ 477                | \$ 463           | \$ 464            | \$ 446               |
| Net interest income (GAAP)                         | (d)       | \$ 720               | \$ 663                | \$ 593           | \$ 544            | \$ 553               |
| Fully taxable-equivalent adjustments               | (e)       | 10                   | 10                    | 9                | 8                 | 10                   |
| Taxable-equivalent net interest income (non-GAAP)  | (d+e)=(f) | 730                  | 673                   | 602              | 552               | 563                  |
| Noninterest income (GAAP)                          | (g)       | 153                  | 165                   | 172              | 142               | 190                  |
| Combined income (non-GAAP)                         | (f+g)=(h) | 883                  | 838                   | 774              | 694               | 753                  |
| Adjustments:                                       |           |                      |                       |                  |                   |                      |
| Fair value and nonhedge derivative income (loss)   |           | (4)                  | 4                     | 10               | 6                 | (1)                  |
| Securities gains (losses), net                     |           | (5)                  | 6                     | 1                | (17)              | 20                   |
| Total adjustments                                  | (i)       | (9)                  | 10                    | 11               | (11)              | 19                   |
| Adjusted taxable-equivalent revenue (non-GAAP)     | (h-i)=(j) | \$ 892               | \$ 828                | \$ 763           | \$ 705            | \$ 734               |
| Pre-provision net revenue (PPNR) (non-GAAP)        | (h)-(a)   | \$ 412               | \$ 359                | \$ 310           | \$ 230            | \$ 304               |
| Adjusted PPNR (non-GAAP)                           | (j)-(c)   | 420                  | 351                   | 300              | 241               | 288                  |
| Efficiency ratio (non-GAAP)                        | (c/j)     | 52.9 %               | 57.6 %                | 60.7 %           | 65.8 %            | 60.8 %               |

<sup>1</sup> The success fee accrual is associated with the gains/(losses) from our SBIC investments. The gains/(losses) related to these investments are excluded from the efficiency ratio through securities gains (losses), net.

**EFFICIENCY RATIO (NON-GAAP) AND ADJUSTED PRE-PROVISION NET REVENUE (NON-GAAP)**

|                                                    |           | Twelve Months Ended  |                      |
|----------------------------------------------------|-----------|----------------------|----------------------|
|                                                    |           | December 31,<br>2022 | December 31,<br>2021 |
| <i>(Dollar amounts in millions)</i>                |           |                      |                      |
| Noninterest expense (GAAP)                         | (a)       | \$ 1,878             | \$ 1,741             |
| Adjustments:                                       |           |                      |                      |
| Severance costs                                    |           | 1                    | 1                    |
| Other real estate expense                          |           | 1                    | —                    |
| Amortization of core deposit and other intangibles |           | 1                    | 1                    |
| Pension termination-related expense                |           | —                    | (5)                  |
| SBIC investment success fee accrual <sup>1</sup>   |           | (1)                  | 7                    |
| Total adjustments                                  | (b)       | 2                    | 4                    |
| Adjusted noninterest expense (non-GAAP)            | (a-b)=(c) | \$ 1,876             | \$ 1,737             |
| Net interest income (GAAP)                         | (d)       | \$ 2,520             | \$ 2,208             |
| Fully taxable-equivalent adjustments               | (e)       | 37                   | 32                   |
| Taxable-equivalent net interest income (non-GAAP)  | (d+e)=(f) | 2,557                | 2,240                |
| Noninterest income (GAAP)                          | (g)       | 632                  | 703                  |
| Combined income (non-GAAP)                         | (f+g)=(h) | 3,189                | 2,943                |
| Adjustments:                                       |           |                      |                      |
| Fair value and nonhedge derivative income (loss)   |           | 16                   | 14                   |
| Securities gains (losses), net                     |           | (15)                 | 71                   |
| Total adjustments                                  | (i)       | 1                    | 85                   |
| Adjusted taxable-equivalent revenue (non-GAAP)     | (h-i)=(j) | \$ 3,188             | \$ 2,858             |
| Pre-provision net revenue (PPNR)                   | (h)-(a)   | \$ 1,311             | \$ 1,202             |
| Adjusted PPNR (non-GAAP)                           | (j)-(c)   | 1,312                | 1,121                |
| Efficiency ratio (non-GAAP)                        | (c/j)     | 58.8 %               | 60.8 %               |

<sup>1</sup> The success fee accrual is associated with the gains/(losses) from our SBIC investments. The gains/(losses) related to these investments are excluded from the efficiency ratio through securities gains (losses), net.