Zions Bancorporation, N.A. One South Main Salt Lake City, UT 84133 July 22, 2019

ZIONS BANCORPORATION

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Second Quarter 2019 Financial Results: FOR IMMEDIATE RELEASE

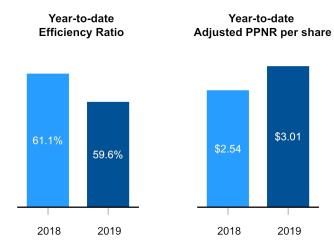
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Zions Bancorporation, N.A. Reports: 2Q19 Net Earnings1 of \$189 million, diluted EPS of \$0.99 compared with 2Q18 Net Earnings¹ of \$187 million, diluted EPS of \$0.89, and 1Q19 Net Earnings¹ of \$205 million, diluted EPS of \$1.04

SECOND QUARTER RESULTS

| \$0 |).99 | \$189 million | 3.54% | 10.8% | | | | | | |
|--------------------------|---|---|--|---|--|--|--|--|--|--|
| Earnings per s | diluted common hare | Net Earnings ¹ | Net interest margin ("NIM") | Common Equity Tier 1 | | | | | | |
| SECOND Q | UARTER HIGH | HLIGHTS ² | CEO COMMENTARY | | | | | | | |
| | Net interest inco | ome was \$569 million, up 4% | Harris H. Simmons, Chairman | | | | | | | |
| Net Interest | Average noninterest-bearing deposits declined to \$23.1 billion, compared with \$23.6 in billion. | | earnings available to common shareholders was up of slightly from last year, reflecting relatively strong loan | | | | | | | |
| Income and NIM | | | coupled with margin compress interest rate environment. Sec of \$0.99 increased 11% from the | ion resulting from a challenging ond quarter earnings per share ne prior year period, largely the | | | | | | |
| | Pre-provision ne \$284 million, up | et revenue ("PPNR") was 5% | result of a share count that was Simmons continued, "Operatin well controlled, rising less than | g expenses continued to be | | | | | | |
| | Adjusted PPNR | ³ was \$294 million, up 9% | second quarter, and credit qua | lity remained very clean with | | | | | | |
| Operating Performance | Noninterest exp less than 1% | ense was \$424 million, up | annualized net charge-offs total loans and leases, as economic | conditions remain strong | | | | | | |
| | Adjusted nonintender million, up less to the million. | erest expense³ was \$423 than 1% | throughout the western United | States. | | | | | | |
| | Efficiency ratio³ 60.9% | was 59.0%, compared with | | | | | | | | |
| | Net loans and le \$3.4 billion, or 7 | eases were \$48.6 billion, up % | OPERATING PERFORM | ANCE | | | | | | |
| Loans and Credit | | were \$770 million, down erforming assets were \$253 7% | Year-to-date Efficiency Ratio | Year-to-date Adjusted PPNR per share | | | | | | |
| Quality | Duniting for any difference | | | | | | | | | |
| | | of 0.12% of average loans, net credit recoveries of 0.11% s | | | | | | | | |

FORMANCE³



Capital

Returns

Notable

 Derivative valuation loss of \$6 million on client-related interest rate swaps

Return on average tangible common equity³

Common stock repurchases of \$275 million,

Common dividend increased to \$0.30 per

was 12.7%, compared with 12.4%

outstanding as of March 31, 2019

share from \$0.24 per share

5.8 million shares, or 3.2% of shares

Items

Net Earnings is net earnings applicable to common shareholders.

² Comparisons noted in the bullet points are calculated for the current quarter versus the same prior-year period, unless otherwise specified. ³ For information on non-GAAP financial measures and the reasons for which the Bank presents these numbers, see pages 16-19.

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 rendered as not meaningful as they are generally reflective of a low initial starting point.

RESULTS OF OPERATIONS

| | | | | | | 2Q19 - 1 | Q19 | | | 2Q19 - 2 | Q18 |
|--|-----------|----|-------|-----------|----|----------|-----|-----|----|----------|-----|
| (In millions) | 2Q19 | 1 | 1Q19 | 2Q18 | | \$ | % | | | \$ | % |
| Interest and fees on loans | \$ 581 | \$ | 570 | \$ 514 | \$ | 11 | | 2% | \$ | 67 | 13% |
| Interest on money market investments | 8 | | 9 | 7 | | (1) | (1 | 1) | | 1 | 14 |
| Interest on securities | 95 | | 96 | 85 | | (1) | (| (1) | | 10 | 12 |
| Total interest income | 684 | | 675 | 606 | | 9 | | 1 | | 78 | 13 |
| Interest on deposits | 66 | | 57 | 29 | | 9 | 1 | 6 | | 37 | NM |
| Interest on short and long-term borrowings | 49 | | 42 | 29 | | 7 | 1 | 7 | | 20 | 69 |
| Total interest expense | 115 | | 99 | 58 | | 16 | 1 | 6 | | 57 | 98 |
| Net interest income | \$ 569 | \$ | 576 | \$ 548 | \$ | (7) | (| (1) | \$ | 21 | 4 |
| | | | | | 1 | ops | | | 1 | bps | |
| Yield on interest-earning assets | 4.24% | | 4.31% | 3.93% | | (7) | | | | 31 | |
| Rate paid on total deposits and interest-bearing liabilities | 0.75% | | 0.67% | 0.40% | | 8 | | | | 35 | |
| Cost of total deposits | 0.49% | | 0.43% | 0.22% | | 6 | | | | 27 | |
| Net interest margin | 3.54% | | 3.68% | 3.56% | | (14) | | | | (2) | |

Net interest income increased \$21 million, or 4%, to \$569 million in the second quarter of 2019 from \$548 million in the second quarter of 2018. Total interest income increased \$78 million primarily due to a \$67 million increase in interest and fees on loans, resulting from growth across all loan segments. Interest expense increased \$57 million primarily due to increases in the rate paid on deposits and short and long-term borrowings, reflecting the increase in short-term interest rates, in addition to a \$1.7 billion, or 32%, increase in average short and long-term borrowings.

The yield on interest earning assets was 4.24%, a decrease of 7 basis points compared with the first quarter of 2019, and an increase of 31 basis points compared with the second quarter of 2018. When adjusted for interest recoveries of \$1 million in the second quarters of 2019 and 2018, respectively, using \$1 million per loan as the reporting threshold, the yield on interest earning assets for each of those periods would be 1 basis point lower. During the first quarter of 2019 the Bank did not experience any interest income recoveries of at least \$1 million per loan.

The rate paid on total deposits and interest-bearing liabilities increased to 0.75% for the second quarter of 2019, from 0.67% for the first quarter of 2019, and 0.40% for the second quarter of 2018. The total annualized cost of total deposits for the second quarter of 2019 was 0.49%, compared with 0.43% for the first quarter of 2019, and 0.22% for the second quarter of 2018.

The net interest margin decreased to 3.54% in the second quarter of 2019, compared with 3.68% in the first quarter of 2019, and 3.56% in the same prior year period primarily due to the increase in the cost of deposits and a decline in loan yields, both of which were due to changes in portfolio composition and competitive pricing pressure.

| Noninterest Income | | | | | | | | | | |
|--|----|-----|----|-----|----|-----|-----------|-----|-----------|------|
| | | | | | | | 2Q19 - 10 | Q19 | 2Q19 - 2 | Q18 |
| (In millions) | 2 | Q19 | 1 | Q19 | 2 | Q18 | \$ | % | \$ | % |
| Service charges and fees on deposit accounts | \$ | 41 | \$ | 40 | \$ | 42 | \$ 1 | 3% | \$ (1) | (2)% |
| Other service charges, commissions and fees | | 58 | | 54 | | 55 | 4 | 7 | 3 | 5 |
| Wealth management and trust income | | 13 | | 13 | | 14 | _ | _ | (1) | (7) |
| Loan sales and servicing income | | 9 | | 5 | | 7 | 4 | 80 | 2 | 29 |
| Capital markets and foreign exchange | | 9 | | 8 | | 7 | 1 | 13 | 2 | 29 |
| Customer-related fees | | 130 | | 120 | | 125 | 10 | 8 | 5 | 4 |
| Dividends and other investment income | | 9 | | 9 | | 11 | _ | _ | (2) | (18) |
| Securities gains (losses), net | | (3) | | 1 | | 1 | (4) | NM | (4) | NM |
| Other | | (4) | | 2 | | 1 | (6) | NM | \$ (5) | NM |
| Total noninterest income | \$ | 132 | \$ | 132 | \$ | 138 | \$ | | \$ (6) | (4) |

Total noninterest income for the second quarter of 2019 decreased by \$6 million, or 4%, to \$132 million from \$138 million for the second quarter of 2018. Customer-related fees increased \$5 million, which was largely attributable to an increase of \$3 million in other service charges, commissions and fees as a result of increased lending activity, including syndication fees. Other noninterest income decreased by \$5 million, primarily due to a \$6 million valuation adjustment on client-related interest rate swaps in the second quarter of 2019. As a result of the decline in interest rates during the second quarter of 2019, these client-related interest rate swaps significantly increased in value, resulting in a larger exposure to the Bank and a \$6 million valuation adjustment.

| Noninterest Expense | | | | | | | | | | |
|---|----|------|----|------|----|-----|------------|------|----------|------|
| | | | | | | | 2Q19 - 1 | Q19 | 2Q19 - 2 | Q18 |
| (In millions) | 2 | 2Q19 | | 1Q19 | | Q18 | \$ | % | \$ | % |
| Salaries and employee benefits | \$ | 274 | \$ | 287 | \$ | 266 | \$ (13) | (5)% | \$ 8 | 3% |
| Occupancy, net | | 32 | | 33 | | 32 | (1) | (3) | | |
| Furniture, equipment and software, net | | 35 | | 32 | | 32 | 3 | 9 | 3 | 9 |
| Other real estate expense, net | | _ | | (1) | | _ | 1 | NM | | NM |
| Credit-related expense | | 8 | | 6 | | 7 | 2 | 33 | 1 | 14 |
| Professional and legal services | | 13 | | 11 | | 14 | 2 | 18 | (1) | (7) |
| Advertising | | 5 | | 5 | | 7 | _ | _ | (2) | (29) |
| FDIC premiums | | 6 | | 6 | | 14 | | | (8) | (57) |
| Other | | 51 | | 51 | | 49 | _ | | 2 | 4 |
| Total noninterest expense | \$ | 424 | \$ | 430 | \$ | 421 | \$ (6) | (1) | \$ 3 | 1 |
| Adjusted noninterest expense ¹ | \$ | 423 | \$ | 431 | \$ | 420 | \$ (8) | (2) | \$ 3 | 1 |

¹For information on non-GAAP financial measures, see pages 16-19.

Noninterest expense for the second quarter of 2019 was \$424 million, an increase of less than 1%, when compared with \$421 million for the second quarter of 2018. Salaries and employee benefits increased \$8 million, primarily due to a \$7 million increase in base salaries resulting from annual salary merit increases and employee headcount and a \$3 million decline in deferred salaries. The increase was partially offset by a \$2 million decrease in incentive compensation. Furniture, equipment and software, net, increased by \$3 million primarily due to increased

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amortization of capitalized software related to our Core Transformation Project to replace our commercial loan systems.

The aforementioned increases in noninterest expense were offset by a \$8 million decrease in FDIC premiums. The decrease in FDIC premiums is primarily due to the elimination of the FDIC surcharge for large banks because the required Deposit Insurance Fund reserve ratio has been met.

Our efficiency ratio was 59.0% in the second quarter of 2019, compared with 60.2% in the first quarter of 2019, and 60.9% in the second quarter of 2018. Adjusted noninterest expense for the second quarter of 2019 increased \$3 million, or less than 1%, to \$423 million, compared with \$420 million for the same prior year period. For information on non-GAAP financial measures, including differences between noninterest expense and adjusted noninterest expense, see pages 16-19.

Income Taxes

Our effective income tax rate was 22.7% for the second quarter of 2019, compared with 22.3% for the first quarter of 2019 and 22.1% for the second quarter of 2018.

BALANCE SHEET ANALYSIS

| Asset Quality | | | | | | | | |
|--|--------|----|-------|---------|----------|------|-------------|-------|
| | | | | | 2Q19 - | 1Q19 | 2Q19 - | 2Q18 |
| (In millions) | 2Q19 | | 1Q19 | 2Q18 | bps | | bps | |
| Ratio of nonperforming assets to loans and leases and other real estate owned | 0.52% | 6 | 0.50% | 0.77 % | 2 | | (25) | |
| Annualized ratio of net loan and lease charge-offs (recoveries) to average loans | 0.12% | 6 | % | (0.11)% | 12 | | 23 | |
| Ratio of allowance for loan losses to loans and leases, at period end | 1.03% | 6 | 1.04% | 1.08 % | (1) | | (5) | |
| | | | | | \$ | % | \$ | % |
| Classified loans | \$ 770 | \$ | 729 | \$ 947 | \$ 41 | 6% | \$ (177) | (19)% |
| Nonperforming assets | 253 | | 240 | 347 | 13 | 5 | (94) | (27) |
| Net loan and lease charge-offs (recoveries) | 14 | | _ | (12) | 14 | NM | 26 | NM |
| Provision for credit losses | 21 | | 4 | 12 | 17 | NM | 9 | 75 % |

Asset quality improved when compared with the same prior year period. Nonperforming assets declined 27% from the second quarter of 2018, largely due to continued improvements in the oil and gas-related portfolio. The ratio of nonaccrual loans and accruing loans past due 90 days or more to loans and leases was 0.54%, compared with 0.77% in the second quarter of 2018, a reflection of a relatively benign credit environment and continued disciplined underwriting.

The Bank recorded a \$21 million provision for credit losses during the second quarter of 2019, compared with \$4 million during the first quarter of 2019, and \$12 million for the second quarter of 2018. The increased provision for credit losses reflects loan growth, increased net charge-offs, and an increase in the qualitative portion related to

general economic indicators. The allowance for loan losses was \$503 million at June 30, 2019, compared with \$490 million at June 30, 2018, or 1.03% and 1.08% of loans and leases, respectively.

| Loans and Leases | | | | | | | |
|---|-----------|-----------|-----------|----------|------|----------|------|
| | | | | 2Q19 - | 1Q19 | 2Q19 - 2 | 2Q18 |
| (In millions) | 2Q19 | 1Q19 | 2Q18 | \$ | % | \$ | % |
| Loans held for sale | \$ 105 | \$ 69 | \$ 84 | \$ 36 | 52% | \$ 21 | 25% |
| Loans and leases: | | | | | | | |
| Commercial | 25,107 | 24,598 | 23,245 | 509 | 2 | 1,862 | 8 |
| Commercial real estate | 11,827 | 11,530 | 10,973 | 297 | 3 | 854 | 8 |
| Consumer | 11,683 | 11,478 | 11,012 | 205 | 2 | 671 | 6 |
| Loans and leases, net of unearned income and fees | 48,617 | 47,606 | 45,230 | 1,011 | 2 | 3,387 | 7 |
| Less allowance for loan losses | 503 | 497 | 490 | 6 | 1 | 13 | 3 |
| Loans held for investment, net of allowance | \$ 48,114 | \$ 47,109 | \$ 44,740 | \$ 1,005 | 2 | \$ 3,374 | 8 |

Loans and leases, net of unearned income and fees, increased \$3.4 billion, or 7%, to \$48.6 billion at June 30, 2019 from \$45.2 billion at June 30, 2018. Within commercial loans, municipal and commercial and industrial loans increased \$671 million and \$749 million, respectively. Term commercial real estate loans increased \$447 million. The growth in consumer loans was primarily due to a \$579 million increase in 1-4 family residential loans. Unfunded lending commitments and letters of credit increased to \$23.3 billion at June 30, 2019, compared with \$21.2 billion at June 30, 2018.

| Deposits and Borrowed Funds | | | | | | | |
|---|-----------|-----------|-----------|----------|------|------------|------|
| | | | | 2Q19 - 1 | Q19 | 2Q19 - 2 | 2Q18 |
| (In millions) | 2Q19 | 1Q19 | 2Q18 | \$ | % | \$ | % |
| Noninterest-bearing demand | \$ 22,947 | \$ 23,259 | \$ 24,007 | \$ (312) | (1)% | \$ (1,060) | (4)% |
| Interest-bearing: | | | | | | | |
| Savings and money market | 26,470 | 26,348 | 25,562 | 122 | _ | 908 | 4 |
| Time | 4,915 | 4,928 | 4,011 | (13) | | 904 | 23 |
| Total deposits | \$ 54,332 | \$ 54,535 | \$ 53,580 | \$ (203) | | \$ 752 | 1 |
| Borrowed funds: | | | | | | | |
| Federal funds purchased and other short-term borrowings | \$ 6,023 | \$ 4,944 | \$ 4,158 | 1,079 | 22 | 1,865 | 45 |
| Long-term debt | \$ 1,236 | \$ 1,228 | \$ 383 | 8 | 1 | 853 | NM |
| Total borrowed funds | \$ 7,259 | \$ 6,172 | \$ 4,541 | \$ 1,087 | 18 | \$ 2,718 | 60 |

Total deposits increased by \$0.8 billion, or 1%, in the second quarter of 2019 to \$54.3 billion, while noninterest bearing deposits decreased \$1.1 billion, or 4%, over the same period. Average total deposits increased to \$54.3 billion for the second quarter of 2019, compared with \$52.9 billion for the second quarter of 2018. Average noninterest bearing deposits declined 2% to \$23.1 billion for the second quarter of 2019, compared with \$23.6 billion for the second quarter of 2018, and were 42% and 45% of average total deposits, respectively, for the same periods.

Total borrowed funds increased \$2.7 billion, in the second quarter of 2019 to \$7.3 billion, from \$4.5 billion in the second quarter of 2018. Average borrowed funds increased to \$7.0 billion for the second quarter of 2019, compared

with \$5.3 billion for the second quarter of 2018. The increase in both end of period and average borrowed funds reflects recent loan growth, which has exceeded deposit growth.

| Shareholders' Equity | | | | | | | |
|---|----------|----------|---------|----------|----------|---------|----------|
| | | | | 2Q19 - 1 | 1Q19 | 2Q19 - | 2Q18 |
| (In millions) | 2Q19 | 1Q19 | 2Q18 | \$ | % | \$ | % |
| Shareholders' equity: | | | | | | | |
| Preferred stock | \$ 566 | \$ 566 | \$ 566 | \$ — | <u>%</u> | \$ — | <u> </u> |
| Common stock and additional paid-in capital | 3,271 | 3,541 | 4,231 | (270) | (8) | (960) | (23) |
| Retained earnings | 3,737 | 3,603 | 3,139 | 134 | 4 | 598 | 19 |
| Accumulated other comprehensive income (loss) | 25 | (122) | (315) | 147 | NM | 340 | NM |
| Total shareholders' equity | \$ 7,599 | \$ 7,588 | \$7,621 | \$ 11 | _ | \$ (22) | _ |
| | | | | | | | |
| Capital distributions: | | | | | | | |
| Common dividends paid | \$ 54 | \$ 56 | \$ 47 | (2) | (4) | 7 | 15 |
| Bank common stock repurchased | 275 | 275 | 120 | _ | _ | 155 | NM |
| Total capital distributed to common shareholders | 329 | 331 | 167 | (2) | (1) | 162 | 97 |
| | | | | | | | |
| Capital distributed as a percentage of net earnings applicable to common shareholders | 174% | 161% | 89% | | | | |

During the second quarter of 2019, the Bank's common stock dividend was \$0.30 per share, compared with \$0.24 per share in the second quarter of 2018. Common stock repurchases during the current quarter totaled \$275 million, or 5.8 million shares, which is equivalent to 3.2% of common stock outstanding as of March 31, 2019. During the last four quarters, the Bank repurchased \$985 million, or 20.0 million shares, of common stock which is equivalent to 10.2% of common stock outstanding as of June 30, 2018. As of June 30, 2019, the Bank had 29.3 million ZIONW warrants outstanding with a strike price of \$34.41 per share that expire on May 22, 2020.

Common stock and additional paid-in capital decreased \$960 million, or 23%, from the second quarter of 2018, primarily due to the previously mentioned share repurchases. Accumulated other comprehensive income improved \$340 million from a negative \$315 million as of June 30, 2018, to \$25 million as of June 30, 2019. The improvement was primarily a result of fair value increases of the available-for-sale securities due to changes in interest rates.

Tangible book value per common share increased to \$34.02 at June 30, 2019, compared with \$30.91 at June 30, 2018 primarily due to a 9.4% decrease in common shares outstanding over the same period. Basel III common equity tier 1 ("CET1") capital was \$6.0 billion at June 30, 2019 and \$6.4 billion at June 30, 2018. The estimated Basel III CET1 capital ratio was 10.8% at June 30, 2019 compared with 12.2% at June 30, 2018. For information on non-GAAP financial measures, see pages 16-19.

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Supplemental Presentation and Conference Call

Zions has posted a supplemental presentation to its website, which will be used to discuss these second quarter results at 5:30 p.m. ET this afternoon (July 22, 2019). Media representatives, analysts, investors and the public are invited to join this discussion by calling (253) 237-1247 (domestic and international) and entering the passcode 3068219 or via on-demand webcast. A link to the webcast will be available on the Zions Bancorporation website at 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 total assets of \$70 billion. 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 national leader in Small Business Administration lending and public finance advisory services. The Bank has been the recipient of many local and national awards, primarily reflecting its strong customer service and products. The Bank has a strong commitment to the communities in which it operates. 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 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 are based on management's current expectations regarding future
events or determinations, all of which are subject to known and unknown risks, uncertainties and other factors that
may cause our actual results, performance or achievements, market trends, industry results or regulatory outcomes to
differ materially from those expressed or implied by such forward-looking statements.

Without limiting the foregoing, the words "anticipates," "believes," "can," "continue," "could," "estimates," "expects," "intends," "may," "might," "plans," "projects," "should," "would," "targets," "will" and the negative thereof and similar words and expressions are intended to identify forward-looking statements. Forward-looking statements by their nature address matters that are, to different degrees, uncertain, such as statements about future financial and operating results. Actual results and outcomes may differ materially from those presented, either expressed or implied, in the release. Important risk factors that may cause such material differences include, but are not limited to, the Bank's ability to meet operating leverage goals; the rate of change of interest-sensitive assets and liabilities relative to changes in benchmark interest rates; the ability of the Bank to upgrade its core deposit system and implement new digital products in order to remain competitive; risks associated with information security, such as systems breaches and failures; and legislative, regulatory and economic developments. These risks, as well as other factors, are discussed in the Bank's most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q, filed with the Securities and Exchange Commission (SEC) and available at the SEC's Internet site (https://www.sec.gov/). In addition, you may obtain documents filed with the SEC by the Bank free of charge by contacting:

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Except as required by law, Zions Bancorporation, N.A. specifically disclaims any obligation to update any factors or to publicly announce the result of revisions to any of the forward-looking statements included herein to reflect future events or developments.

FINANCIAL HIGHLIGHTS

| | _ | | | | | | | | | |
|---|----|------------------|-------------------|-----------------|----------------------|-----------------|----|---------------------|----|------------------|
| (In millions, except share, per share, and ratio data) | | June 30, 2019 | March 31, 2019 | | December 31, 2018 | | | ptember 30, 2018 | | June 30, 2018 |
| BALANCE SHEET ¹ | _ | 2017 | _ | 2017 | _ | | _ | 2010 | _ | 2010 |
| Loans held for investment, net of allowance | \$ | 48,114 | \$ | 47,109 | • | 46,219 | • | 45,330 | Φ | 44,740 |
| Total assets | Ф | 70,065 | Ф | 69,195 | Φ | 68,746 | Φ | 66,731 | Φ | 66,457 |
| Deposits | | 54,332 | | 54,535 | | 54,101 | | 53,785 | | 53,580 |
| Total shareholders' equity | | 7,599 | | 7,588 | | 7,578 | | 7,553 | | 7,621 |
| STATEMENT OF INCOME | | 1,399 | | 7,300 | | 1,376 | | 1,333 | | 7,021 |
| | Ф | 100 | Φ | 205 | ¢. | 217 | ¢. | 215 | Φ | 107 |
| Net earnings applicable to common shareholders Net interest income | \$ | 189 569 | \$ | 205 576 | \$ | 217 576 | \$ | 215 565 | \$ | 187 548 |
| Taxable-equivalent net interest income ² | | 576 | | 582 | | 582 | | 570 | | 553 |
| Total noninterest income | | 132 | | 132 | | 140 | | 136 | | 138 |
| Total noninterest income Total noninterest expense | | 424 | | 430 | | 420 | | 420 | | 421 |
| Adjusted pre-provision net revenue ² | | 294 | | 285 | | 305 | | 291 | | 270 |
| Provision for credit losses | | 21 | | 4 | | 6 | | (11) | | 12 |
| SHARE AND PER COMMON SHARE AMOUNTS | | 21 | | 4 | | U | | (11) | | 12 |
| Net earnings per diluted common share | \$ | 0.99 | Φ | 1.04 | ¢ | 1.00 | \$ | 1.04 | \$ | 0.89 |
| Dividends | Ф | 0.39 | \$ | 0.30 | \$ | 1.08 0.30 | Þ | 0.30 | Ф | 0.89 |
| Book value per common share ¹ | | 39.75 | | 38.47 | | 37.39 | | 36.36 | | 36.11 |
| Tangible book value per common share 1,2 | | 34.02 | | 32.92 | | 31.97 | | 31.08 | | 30.11 |
| Weighted average share price | | 46.11 | | 47.71 | | 46.61 | | 52.80 | | 55.19 |
| | | 40.11 | | 4/./1 | | 40.01 | | 32.80 | | 33.19 |
| Weighted average diluted common shares outstanding (in thousands) | | 189,098 | | 195,241 | | 199,048 | | 205,765 | | 209,247 |
| Common shares outstanding (in thousands) ¹ | | 176,935 | | 182,513 | | 187,554 | | 192,169 | | 195,392 |
| SELECTED RATIOS AND OTHER DATA | | | | | | | | | | |
| Return on average assets | | 1.14% | | 1.26% | | 1.34 % | | 1.33 % | | 1.19 % |
| Return on average common equity | | 10.8% | | 11.9% | | 12.4 % | | 12.1 % | | 10.6 % |
| Return on average tangible common equity ² | | 12.7% | | 13.9% | | 14.5 % | | 14.2 % | | 12.4 % |
| Net interest margin | | 3.54% | | 3.68% | | 3.67 % | | 3.63 % | | 3.56 % |
| Cost of total deposits, annualized | | 0.49% | | 0.43% | | 0.35 % | | 0.28 % | | 0.22 % |
| Efficiency ratio ² | | 59.0% | | 60.2% | | 57.8 % | | 58.8 % | | 60.9 % |
| Effective tax rate | | 22.7% | | 22.3% | | 22.1 % | | 23.6 % | | 22.1 % |
| Ratio of nonperforming assets to loans and leases and other real estate owned | | 0.52% | | 0.50% | | 0.55 % | | 0.64 % | | 0.77 % |
| Annualized ratio of net loan and lease charge-offs (recoveries) to average loans | | 0.12% | | % | | (0.07)% | | (0.01)% | | (0.11)% |
| Ratio of total allowance for credit losses to loans and leases outstanding ¹ | | 1.16% | | 1.17% | | 1.18 % | | 1.17 % | | 1.21 % |
| Full-time equivalent employees | | 10,326 | | 10,204 | | 10,201 | | 10,143 | | 10,217 |
| CAPITAL RATIOS AND DATA 1 | | 10,520 | | 10,207 | | 10,201 | | 10,173 | | 10,217 |
| | Ф | 5.007 | Φ | (124 | ¢. | (245 | ¢. | (221 | Φ | (2(0 |
| Common equity tier 1 capital Risk-weighted assets | \$ | 5,987 55,427 | \$ | 6,124 54,404 | \$ | 6,245 | \$ | 6,331 52,493 | \$ | 6,360 |
| Tangible common equity ratio | | 8.7% | | 8.8% | | 53,591 8.9 % | | 9.1 % | | 52,012 9.2 % |
| Common equity tier 1 capital ratio | | 10.8% | | 11.3% | | 11.7 % | | 12.1 % | | 12.2 % |
| | | 9.5% | | 9.9% | | 10.3 % | | 10.5 % | | 10.5 % |
| Lier I leverage ratio | | | | | | | | | | |
| Tier 1 leverage ratio Tier 1 risk-based capital ratio | | 11.8% | | 12.3% | | 12.7 % | | 13.1 % | | 13.3 % |

 $^{^{1}}$ At period end. 2 For information on non-GAAP financial measures, see pages 16-19.

CONSOLIDATED BALANCE SHEETS

| (In millions, shares in thousands) | | June 30, 2019 Jnaudited) | | March 31, 2019 (Unaudited) | | cember 31, 2018 | September 30 2018 (Unaudited) | | | June 30, 2018 (naudited) |
|--|----|--------------------------------|----|----------------------------------|----|--------------------|-------------------------------------|----------|----|--------------------------------|
| ASSETS | ` | , | ` | , | | | , | , | • | , |
| Cash and due from banks | \$ | 538 | \$ | 536 | \$ | 614 | \$ | 517 | \$ | 468 |
| Money market investments: | | | | | | | | | | |
| Interest-bearing deposits | | 634 | | 702 | | 619 | | 590 | | 698 |
| Federal funds sold and security resell agreements | | 620 | | 438 | | 1,461 | | 560 | | 558 |
| Investment securities: | | | | | | | | | | |
| Held-to-maturity ¹ , at amortized cost | | 695 | | 764 | | 774 | | 751 | | 878 |
| Available-for-sale, at fair value | | 14,672 | | 14,904 | | 14,737 | | 14,625 | | 14,627 |
| Trading account, at fair value | | 148 | | 316 | | 106 | | 176 | | 207 |
| Total investment securities | | 15,515 | | 15,984 | | 15,617 | | 15,552 | | 15,712 |
| Loans held for sale | | 105 | | 69 | | 93 | | 61 | | 84 |
| Loans and leases, net of unearned income and fees | | 48,617 | | 47,606 | | 46,714 | | 45,810 | | 45,230 |
| Less allowance for loan losses | | 503 | | 497 | | 495 | | 480 | | 490 |
| Loans held for investment, net of allowance | | 48,114 | | 47,109 | | 46,219 | | 45,330 | | 44,740 |
| Other noninterest-bearing investments | | 1,056 | | 993 | | 1,046 | | 1,027 | | 1,054 |
| Premises, equipment and software, net | | 1,133 | | 1,125 | | 1,124 | | 1,111 | | 1,099 |
| Goodwill and intangibles | | 1,014 | | 1,014 | | 1,015 | | 1,015 | | 1,015 |
| Other real estate owned | | 5 | | 6 | | 4 | | 4 | | 5 |
| Other assets | | 1,331 | | 1,219 | | 934 | | 964 | | 1,024 |
| Total assets | \$ | 70,065 | \$ | 69,195 | \$ | 68,746 | \$ | 66,731 | \$ | 66,457 |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | | | | | | | | | |
| Deposits: | | | | | | | | | | |
| Noninterest-bearing demand | \$ | 22,947 | \$ | 23,259 | \$ | 23,645 | \$ | 24,067 | \$ | 24,007 |
| Interest-bearing: | | | | | | | | | | |
| Savings and money market | | 26,470 | | 26,348 | | 26,120 | | 25,462 | | 25,562 |
| Time | | 4,915 | | 4,928 | | 4,336 | | 4,256 | | 4,011 |
| Total deposits | | 54,332 | | 54,535 | | 54,101 | | 53,785 | | 53,580 |
| Federal funds purchased and other short-term borrowings | | 6,023 | | 4,944 | | 5,653 | | 3,780 | | 4,158 |
| Long-term debt | | 1,236 | | 1,228 | | 724 | | 879 | | 383 |
| Reserve for unfunded lending commitments | | 60 | | 59 | | 57 | | 58 | | 58 |
| Other liabilities | | 815 | | 841 | | 633 | | 676 | | 657 |
| Total liabilities | | 62,466 | | 61,607 | | 61,168 | | 59,178 | | 58,836 |
| Shareholders' equity: | | | | | | | | <u> </u> | | , |
| Preferred stock, without par value; authorized 4,400 shares | | 566 | | 566 | | 566 | | 566 | | 566 |
| Common stock ² (\$0.001 par value; authorized 350,000 | | | | | | | | | | |
| shares) and additional paid-in capital | | 3,271 | | 3,541 | | 3,806 | | 4,052 | | 4,231 |
| Retained earnings | | 3,737 | | 3,603 | | 3,456 | | 3,296 | | 3,139 |
| Accumulated other comprehensive income (loss) | | 25 | | (122) | | (250) | | (361) | | (315) |
| Total shareholders' equity | | 7,599 | | 7,588 | | 7,578 | | 7,553 | | 7,621 |
| Total liabilities and shareholders' equity | \$ | 70,065 | \$ | 69,195 | \$ | 68,746 | \$ | 66,731 | \$ | 66,457 |
| ¹ Held-to-maturity (approximate fair value) | | 698 | | 762 | | 767 | | 734 | | 866 |
| ² Common stock (issued and outstanding) | | 176,935 | | 182,513 | | 187,554 | | 192,169 | | 195,392 |

CONSOLIDATED STATEMENTS OF INCOME (Unaudited)

| | | | Tł | ree Months Ended | | | | | | |
|---|-------|------------------|----|-------------------|----|--------------------|-----|---------------------|----|------------------|
| (In millions, except share and per share amounts) | | June 30, 2019 | | March 31, 2019 | De | cember 31, 2018 | Sej | otember 30, 2018 | | June 30, 2018 |
| Interest income: | _ | | _ | | | | _ | | _ | 2010 |
| Interest and fees on loans | \$ | 581 | \$ | 570 | \$ | 555 | \$ | 537 | \$ | 514 |
| Interest on money market investments | • | 8 | • | 9 | | 8 | • | 8 | • | 7 |
| Interest on securities | | 95 | | 96 | | 93 | | 86 | | 85 |
| Total interest income | | 684 | | 675 | | 656 | | 631 | | 606 |
| Interest expense: | | | | | | | | | | |
| Interest on deposits | | 66 | | 57 | | 48 | | 38 | | 29 |
| Interest on short- and long-term borrowings | | 49 | | 42 | | 32 | | 28 | | 29 |
| Total interest expense | | 115 | | 99 | | 80 | | 66 | | 58 |
| Net interest income | | 569 | | 576 | | 576 | | 565 | | 548 |
| Provision for credit losses: | | | | | | | | | | |
| Provision for loan losses | | 20 | | 2 | | 7 | | (11) | | 5 |
| Provision for unfunded lending commitments | | 1 | | 2 | | (1) | | | | 7 |
| Total provision for credit losses | | 21 | | 4 | | 6 | | (11) | | 12 |
| Net interest income after provision for loan losses | | 548 | | 572 | | 570 | | 576 | | 536 |
| Noninterest income: | | | | | | | | | | |
| Service charges and fees on deposit accounts | | 41 | | 40 | | 41 | | 42 | | 42 |
| Other service charges, commissions and fees | | 58 | | 54 | | 59 | | 59 | | 55 |
| Wealth management and trust income | | 13 | | 13 | | 13 | | 12 | | 14 |
| Loan sales and servicing income | | 9 | | 5 | | 6 | | 5 | | 7 |
| Capital markets and foreign exchange | | 9 | | 8 | | 9 | | 7 | | 7 |
| Customer-related fees | | 130 | | 120 | | 128 | | 125 | | 125 |
| Dividends and other investment income | | 9 | | 9 | | 10 | | 11 | | 11 |
| Securities gains (losses), net | | (3) | | 1 | | 2 | | (1) | | 1 |
| Other | | (4) | | 2 | | _ | | 1 | | 1 |
| Total noninterest income | | 132 | _ | 132 | _ | 140 | _ | 136 | | 138 |
| Noninterest expense: | _ | 102 | _ | 102 | _ | 1.0 | _ | 100 | _ | 100 |
| Salaries and employee benefits | | 274 | | 287 | | 270 | | 264 | | 266 |
| Occupancy, net | | 32 | | 33 | | 35 | | 33 | | 32 |
| Furniture, equipment and software, net | | 35 | | 32 | | 31 | | 30 | | 32 |
| Other real estate expense, net | | | | (1) | | | | 1 | | |
| Credit-related expense | | 8 | | 6 | | 6 | | 5 | | 7 |
| Professional and legal services | | 13 | | 11 | | 15 | | 12 | | 14 |
| Advertising | | 5 | | 5 | | 6 | | 8 | | 7 |
| FDIC premiums | | 6 | | 6 | | 6 | | 18 | | 14 |
| Other | | | | | | 51 | | | | |
| | _ | 51 424 | _ | 430 | | 420 | | 49 | _ | 49 |
| Total noninterest expense | | 256 | _ | | | | _ | | _ | |
| Income before income taxes | | | | 274 | | 290 | | 292 | | 253 |
| Income taxes | | 58 | _ | 61 | | 64 | _ | 69 | | 56 |
| Net income | | 198 | | 213 | | 226 | | 223 | | 197 |
| Preferred stock dividends | _ | (9) | _ | (8) | _ | (9) | _ | (8) | _ | (10) |
| Net earnings applicable to common shareholders | \$ | 189 | \$ | 205 | \$ | 217 | \$ | 215 | \$ | 187 |
| Weighted average common shares outstanding during the | ne pe | riod: | | | | | | | | |
| Basic shares (in thousands) | • | 179,156 | | 184,767 | | 189,169 | | 192,973 | | 195,583 |
| Diluted shares (in thousands) | | 189,098 | | 195,241 | | 199,048 | | 205,765 | | 209,247 |
| Net earnings per common share: | | . , | | - , | | - , | | - , | | - , / |
| Basic | \$ | 1.05 | \$ | 1.10 | \$ | 1.14 | \$ | 1.11 | \$ | 0.95 |
| Diluted | Ψ | 0.99 | Ψ | 1.04 | Ψ | 1.08 | Ψ | 1.04 | ψ | 0.89 |
| Diruicu | | 0.33 | | 1.04 | | 1.00 | | 1.04 | | 0.09 |

Loan Balances Held for Investment by Portfolio Type

(Unaudited)

| (In millions) | J | June 30, 2019 | I | March 31, 2019 | December 31, 2018 | | September 30, 2018 | | June 30, 2018 |
|---|----|------------------|----|-------------------|----------------------|--------|-----------------------|--------|------------------|
| Commercial: | | | | | | | | | |
| Commercial and industrial | \$ | 14,883 | \$ | 14,758 | \$ | 14,513 | \$ | 14,096 | \$ 14,134 |
| Leasing | | 337 | | 312 | | 327 | | 332 | 358 |
| Owner occupied | | 7,828 | | 7,754 | | 7,661 | | 7,548 | 7,365 |
| Municipal | | 2,059 | | 1,774 | | 1,661 | | 1,563 | 1,388 |
| Total commercial | | 25,107 | | 24,598 | | 24,162 | | 23,539 | 23,245 |
| Commercial real estate: | | | | | | | | | |
| Construction and land development | | 2,609 | | 2,343 | | 2,186 | | 2,295 | 2,202 |
| Term | | 9,218 | | 9,187 | | 8,939 | | 8,752 | 8,771 |
| Total commercial real estate | | 11,827 | | 11,530 | | 11,125 | | 11,047 | 10,973 |
| Consumer: | | | | | | | | | |
| Home equity credit line | | 2,929 | | 2,884 | | 2,937 | | 2,884 | 2,825 |
| 1-4 family residential | | 7,440 | | 7,294 | | 7,176 | | 7,039 | 6,861 |
| Construction and other consumer real estate | | 644 | | 636 | | 643 | | 644 | 661 |
| Bankcard and other revolving plans | | 502 | | 489 | | 491 | | 483 | 490 |
| Other | | 168 | | 175 | | 180 | | 174 | 175 |
| Total consumer | | 11,683 | | 11,478 | | 11,427 | | 11,224 | 11,012 |
| Loans and leases, net of unearned income and fees | \$ | 48,617 | \$ | 47,606 | \$ | 46,714 | \$ | 45,810 | \$ 45,230 |

Nonperforming Assets

| (In millions) | J | une 30, 2019 | M | larch 31, 2019 | De | cember 31, 2018 | Sep | tember 30, 2018 | June 30, 2018 |
|--|----|-----------------|----|-------------------|----|--------------------|-----|--------------------|----------------------|
| Nonaccrual loans ¹ | \$ | 248 | \$ | 234 | \$ | 252 | \$ | 288 | \$ 342 |
| Other real estate owned | | 5 | | 6 | | 4 | | 4 | 5 |
| Total nonperforming assets | \$ | 253 | \$ | 240 | \$ | 256 | \$ | 292 | \$ 347 |
| Ratio of nonperforming assets to loans ¹ and leases and other real estate owned | | 0.52% | | 0.50% | | 0.55% | | 0.64% | 0.77% |
| Accruing loans past due 90 days or more | \$ | 17 | \$ | 8 | \$ | 10 | \$ | 12 | \$ 5 |
| Ratio of accruing loans past due 90 days or more to loans ¹ and leases | | 0.03% | | 0.02% | | 0.02% | | 0.03% | 0.01% |
| Nonaccrual loans and accruing loans past due 90 days or more | \$ | 265 | \$ | 242 | \$ | 262 | \$ | 300 | \$ 347 |
| Ratio of nonaccrual loans and accruing loans past due 90 days or more to loans ¹ and leases | | 0.54% | | 0.51% | | 0.56% | | 0.65% | 0.77% |
| Accruing loans past due 30-89 days | \$ | 99 | \$ | 142 | \$ | 65 | \$ | 87 | \$ 119 |
| Restructured loans included in nonaccrual loans | | 79 | | 76 | | 90 | | 90 | 77 |
| Restructured loans on accrual | | 97 | | 98 | | 112 | | 114 | 104 |
| Classified loans | | 770 | | 729 | | 698 | | 784 | 947 |

¹ Includes loans held for sale.

Allowance for Credit Losses

| | | | | TI | hree l | Months Ende | ed | | | |
|--|----|-----------------|----|------------------|--------|--------------------|-----|--------------------|----|------------------|
| (In millions) | J | une 30, 2019 | M | arch 31, 2019 | Dec | cember 31, 2018 | Sep | tember 30, 2018 | • | June 30, 2018 |
| Allowance for Loan Losses | | | | | | | | | | |
| Balance at beginning of period | \$ | 497 | \$ | 495 | \$ | 480 | \$ | 490 | \$ | 473 |
| Provision for loan losses | | 20 | | 2 | | 7 | | (11) | | 5 |
| Loan and lease charge-offs | | 23 | | 12 | | 13 | | 17 | | 13 |
| Less: Recoveries | | 9 | | 12 | | 21 | | 18 | | 25 |
| Net loan and lease charge-offs (recoveries) | | 14 | | | | (8) | | (1) | | (12) |
| Balance at end of period | \$ | 503 | \$ | 497 | \$ | 495 | \$ | 480 | \$ | 490 |
| Ratio of allowance for loan losses to loans ¹ and leases, at period end | | 1.03% | | 1.04% | | 1.06 % | | 1.05 % | | 1.08 % |
| Ratio of allowance for loan losses to nonaccrual loans ¹ at period end | | 203% | | 212% | | 201 % | | 167 % | | 143 % |
| Annualized ratio of net loan and lease charge-offs (recoveries) to average loans | | 0.12% | | % | | (0.07)% | | (0.01)% | | (0.11)% |
| Reserve for Unfunded Lending Commitments | | | | | | | | | | |
| Balance at beginning of period | \$ | 59 | \$ | 57 | \$ | 58 | \$ | 58 | \$ | 51 |
| Provision for unfunded lending commitments | | 1 | | 2 | | (1) | | _ | | 7 |
| Balance at end of period | \$ | 60 | \$ | 59 | \$ | 57 | \$ | 58 | \$ | 58 |
| Allowance for Credit Losses | | | | | | | | | | |
| Allowance for loan losses | \$ | 503 | \$ | 497 | \$ | 495 | \$ | 480 | \$ | 490 |
| Reserve for unfunded lending commitments | | 60 | | 59 | | 57 | | 58 | | 58 |
| Total allowance for credit losses | \$ | 563 | \$ | 556 | \$ | 552 | \$ | 538 | \$ | 548 |
| Ratio of total allowance for credit losses to loans ¹ and leases outstanding, at period end | | 1.16% | | 1.17% | | 1.18 % | | 1.17 % | | 1.21 % |

¹ Does not include loans held for sale.

Nonaccrual Loans by Portfolio Type

(Unaudited)

| (In millions) | June 30, 2019 | | March 31, 2019 | | December 31, 2018 | | September 30, 2018 | | June 30, 2018 |
|---|------------------|----|-------------------|----|----------------------|----|-----------------------|----|------------------|
| Loans held for sale | \$ | \$ | _ | \$ | 6 | \$ | | \$ | _ |
| Commercial: | | | | | | | | | |
| Commercial and industrial | \$ 85 | \$ | 72 | \$ | 82 | \$ | 112 | \$ | 142 |
| Leasing | 1 | | 1 | | 2 | | 2 | | 7 |
| Owner occupied | 69 | | 69 | | 67 | | 66 | | 63 |
| Municipal | 1 | | 1 | | 1 | | 1 | | 1 |
| Total commercial | 156 | | 143 | | 152 | | 181 | | 213 |
| Commercial real estate: | | | | | | | | | |
| Construction and land development | 1 | | 1 | | _ | | _ | | 5 |
| Term | 31 | | 32 | | 38 | | 46 | | 53 |
| Total commercial real estate | 32 | | 33 | | 38 | | 46 | | 58 |
| Consumer: | | | | | | | | | |
| Home equity credit line | 12 | | 11 | | 13 | | 13 | | 14 |
| 1-4 family residential | 44 | | 45 | | 42 | | 47 | | 56 |
| Construction and other consumer real estate | 4 | | 2 | | _ | | _ | | 1 |
| Bankcard and other revolving plans | _ | | | | 1 | | 1 | | _ |
| Other | <u> </u> | | <u> </u> | | | | | | _ |
| Total consumer | 60 | | 58 | | 56 | | 61 | | 71 |
| Total nonaccrual loans | \$ 248 | \$ | 234 | \$ | 252 | \$ | 288 | \$ | 342 |

Net Charge-Offs by Portfolio Type (Unaudited)

| (In millions) | J | une 30, 2019 | N | March 31, 2019 | December 31, 2018 | S | September 30, 2018 | June 30, 2018 |
|---|----|-----------------|----|-------------------|----------------------|------|-----------------------|------------------|
| Commercial: | | | | | | | | |
| Commercial and industrial | \$ | 13 | \$ | 1 | \$ (10 |) \$ | S (3) | \$ (10) |
| Leasing | | _ | | _ | _ | | | |
| Owner occupied | | _ | | 1 | _ | | (1) | |
| Municipal | | | | | | | <u> </u> | |
| Total commercial | | 13 | | 2 | (10 |) _ | (4) | (10) |
| Commercial real estate: | | | | | | | | |
| Construction and land development | | _ | | _ | (1 |) | (2) | (1) |
| Term | | _ | | (2) | _ | | 4 | (2) |
| Total commercial real estate | | | | (2) | (1 |) | 2 | (3) |
| Consumer: | | | | | | | | |
| Home equity credit line | | _ | | (1) | _ | | (1) | (1) |
| 1-4 family residential | | (1) | | (1) | | | | |
| Construction and other consumer real estate | | _ | | _ | _ | | | |
| Bankcard and other revolving plans | | 1 | | 1 | 2 | | 2 | 2 |
| Other | | 1 | | 1 | 1 | | | |
| Total consumer loans | | 1 | | | 3 | | 1 | 1 |
| Total net charge-offs (recoveries) | \$ | 14 | \$ | | \$ (8 | \$ | S (1) | \$ (12) |

CONSOLIDATED AVERAGE BALANCE SHEETS, YIELDS AND RATES

| | | | | | Three Mon | | | | | |
|---|----|--------------------|----------------------|----|--------------------|-------------------------|---------------|--------------------|-------------------------|--|
| | | June 30 |), 2019 | | March 3 | 31, 2019 | June 30, 2018 | | | |
| (In millions) | | Average balance | Average 1 yield/rate | | Average balance | Average yield/rate 1 | | Average balance | Average yield/rate 1 | |
| ASSETS | | | | | | | | | | |
| Money market investments | \$ | 1,261 | 2.64% | \$ | 1,268 | 2.73% | \$ | 1,317 | 2.02% | |
| Securities: | | | | | | | | | | |
| Held-to-maturity | | 687 | 3.69% | | 829 | 3.72% | | 780 | 3.60% | |
| Available-for-sale | | 14,750 | 2.43% | | 14,724 | 2.49% | | 14,745 | 2.14% | |
| Trading account | | 172 | 4.48% | | 107 | 4.52% | | 179 | 4.06% | |
| Total securities | | 15,609 | 2.51% | | 15,660 | 2.57% | | 15,704 | 2.23% | |
| Loans held for sale | | 71 | 2.18% | | 63 | 1.70% | | 72 | 4.18% | |
| Loans held for investment: ² | | | | | | | | | | |
| Commercial | | 24,977 | 4.94% | | 24,427 | 5.05% | | 23,275 | 4.68% | |
| Commercial real estate | | 11,777 | 5.22% | | 11,335 | 5.31% | | 11,075 | 4.94% | |
| Consumer | | 11,570 | 4.28% | | 11,409 | 4.30% | | 10,892 | 3.98% | |
| Total loans held for investment | _ | 48,324 | 4.85% | | 47,171 | 4.93% | | 45,242 | 4.57% | |
| Total interest-earning assets | | 65,265 | 4.24% | | 64,162 | 4.31% | | 62,335 | 3.93% | |
| Cash and due from banks | | 592 | | | 554 | | | 546 | | |
| Allowance for loan losses | | (496) | | | (499) | | | (480) | | |
| Goodwill and intangibles | | 1,014 | | | 1,014 | | | 1,016 | | |
| Other assets | _ | 3,480 | | _ | 3,353 | | _ | 3,088 | | |
| Total assets | \$ | 69,855 | | \$ | 68,584 | | \$ | 66,505 | | |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | | | | | | | | | |
| Interest-bearing deposits: | | | | | | | | | | |
| Savings and money market | \$ | -, - | 0.63% | \$ | 26,021 | 0.54% | \$ | 25,479 | 0.26% | |
| Time | | 5,025 | 2.02% | | 4,674 | 1.90% | | 3,807 | 1.27% | |
| Total interest-bearing deposits | | 31,287 | 0.85% | | 30,695 | 0.75% | | 29,286 | 0.39% | |
| Borrowed funds: | | | | | | | | | | |
| Federal funds purchased and other short-term borrowings | | 5,795 | 2.53% | | 5,289 | 2.57% | | 4,927 | 1.92% | |
| Long-term debt | | 1,230 | 3.84% | | 880 | 4.08% | | 383 | 5.77% | |
| Total borrowed funds | | 7,025 | 2.76% | | 6,169 | 2.78% | | 5,310 | 2.19% | |
| Total interest-bearing funds | | 38,312 | 1.20 | | 36,864 | 1.09 | | 34,596 | 0.67 | |
| Noninterest-bearing deposits | | 23,060 | | | 23,221 | | | 23,610 | | |
| Other liabilities | | 929 | | | 928 | | | 661 | | |
| Total liabilities | | 62,301 | | | 61,013 | | | 58,867 | | |
| Shareholders' equity: | | | | | | | | | | |
| Preferred equity | | 566 | | | 566 | | | 566 | | |
| Common equity | _ | 6,988 | | | 7,005 | | | 7,072 | | |
| Total shareholders' equity | | 7,554 | | | 7,571 | | | 7,638 | | |
| Total liabilities and shareholders' equity | \$ | 69,855 | | \$ | 68,584 | | \$ | 66,505 | | |
| Spread on average interest-bearing funds | | | 3.04% | | | 3.22% | | | 3.26% | |
| Impact of net noninterest-bearing sources of funds | | | 0.50 | | | 0.46 | | | 0.30 | |
| Net interest margin | | | 3.54 | | | 3.68 | | | 3.56 | |
| Memo: total cost of deposits | | | 0.49 | | | 0.43 | | | 0.22 | |
| Memo: total deposits and interest-bearing liabilities | | 61,372 | 0.75% | | 60,085 | 0.67% | | 58,206 | 0.40% | |

¹ Rates are calculated using amounts in thousands and taxable-equivalent rates used where applicable.
² Net of unearned income and fees, net of related costs. Loans include nonaccrual and restructured loans.

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GAAP to Non-GAAP Reconciliations

(Unaudited)

This press release presents non-GAAP financial measures, in addition to GAAP financial measures, to provide investors with additional information. The adjustments to reconcile from the applicable GAAP financial measures to the non-GAAP financial measures are presented in the following schedules. The Bank considers these adjustments to be relevant to ongoing operating results and provide a meaningful base for period-to-period and company-to-company comparisons. These non-GAAP financial measures are used by management to assess the performance and financial position of the Bank and for presentations of Bank performance to investors. The Bank further believes that presenting these non-GAAP financial measures will permit investors to assess the performance of the Bank on the same basis as that applied by management.

Non-GAAP financial measures have inherent limitations, and are not required to be uniformly applied by individual entities. 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.

The following are non-GAAP financial measures presented in this press release and a discussion of the reasons for which management uses these non-GAAP measures:

<u>Tangible Book Value per Common Share</u> – this schedule also includes "tangible common equity." Tangible book value per common share is a non-GAAP financial measure that management believes provides additional useful information about the level of tangible equity in relation to outstanding shares of common stock. Management believes the use of ratios that utilize tangible equity provides additional useful information to management and others about capital adequacy because they present measures of those assets that can generate income.

| (In millions, except shares and per share amounts) | | June 30, 2019 | I | March 31, 2019 | De | ecember 31, 2018 | Sej | ptember 30, 2018 | June 30, 2018 |
|--|-------|------------------|----|-------------------|----|---------------------|-----|---------------------|------------------|
| Tangible Book Value per Common Share | | | | | | | | | |
| Total shareholders' equity (GAAP) | | \$ 7,599 | \$ | 7,588 | \$ | 7,578 | \$ | 7,553 | \$ 7,621 |
| Preferred stock | | (566) | | (566) | | (566) | | (566) | (566) |
| Goodwill and intangibles | | (1,014) | | (1,014) | | (1,015) | | (1,015) | (1,015) |
| Tangible common equity (non-GAAP) | (a) | \$ 6,019 | \$ | 6,008 | \$ | 5,997 | \$ | 5,972 | \$ 6,040 |
| Common shares outstanding (in thousands) | (b) | 176,935 | | 182,513 | | 187,554 | | 192,169 | 195,392 |
| Tangible book value per common share (non-GAAP) | (a/b) | \$ 34.02 | \$ | 32.92 | \$ | 31.97 | \$ | 31.08 | \$ 30.91 |

GAAP to Non-GAAP Reconciliations

(Unaudited)

Return on Average Tangible Common Equity – this schedule also includes "net earnings applicable to common shareholders, excluding the effects of the adjustments, net of tax" and "average tangible common equity." Return on average tangible common equity is a non-GAAP financial measure that management believes provides useful information to management and others about the Bank's use of shareholders' equity. Management believes the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income.

| | | Three Months Ended | | | | | | | | | | |
|---|-----------|--------------------|------------------|----|-------------------|----|----------------------|----|-----------------------|----|------------------|--|
| (Dollar amounts in millions) | | | June 30, 2019 | | March 31, 2019 | | December 31, 2018 | | September 30, 2018 | | June 30, 2018 | |
| Return on Average Tangible Common Eq | uity | | | | | | | | | | | |
| Net earnings applicable to common shareholders (GAAP) | | \$ | 189 | \$ | 205 | \$ | 217 | \$ | 215 | \$ | 187 | |
| Adjustments, net of tax: | | | | | | | | | | | | |
| Amortization of core deposit and other intangibles | | | | | | | | | | | _ | |
| Net earnings applicable to common shareholders, excluding the effects of the adjustments, net of tax (non-GAAP) | (a) | \$ | 189 | \$ | 205 | \$ | 217 | \$ | 215 | \$ | 187 | |
| Average common equity (GAAP) | | \$ | 6,988 | \$ | 7,005 | \$ | 6,938 | \$ | 7,024 | \$ | 7,072 | |
| Average goodwill and intangibles | | | (1,014) | | (1,014) | | (1,015) | | (1,015) | | (1,016) | |
| Average tangible common equity (non-GAAP) | (b) | \$ | 5,974 | \$ | 5,991 | \$ | 5,923 | \$ | 6,009 | \$ | 6,056 | |
| Number of days in quarter | (c) | | 91 | | 90 | | 92 | | 92 | | 91 | |
| Number of days in year | (d) | | 365 | | 365 | | 365 | | 365 | | 365 | |
| Return on average tangible common equity (non-GAAP) | (a/b/c)*d | | 12.7% | | 13.9% | | 14.5% | | 14.2% | | 12.4% | |

GAAP to Non-GAAP Reconciliations

(Unaudited)

Efficiency Ratio – this schedule also includes "adjusted noninterest expense," "taxable-equivalent net interest income," "adjusted taxable-equivalent revenue," "pre-provision net revenue (PPNR)" and "adjusted PPNR)." The methodology of determining the efficiency ratio may differ among companies. Management makes adjustments to exclude certain items as identified in the subsequent schedules which it believes allows for more consistent comparability among periods. Management believes the efficiency ratio provides useful information regarding the cost of generating revenue. Adjusted noninterest expense provides a measure as to how well the Bank is managing its expenses, and adjusted PPNR enables management and others to assess the Bank's ability to generate capital to cover credit losses through a credit cycle. Taxable-equivalent net interest income allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources.

Adjusted Pre-Provision Net Revenue per Common Share – this schedule uses "adjusted PPNR" as calculated in the efficiency ratio, which is divided by the weighted average diluted common shares for the period. As mentioned previously, Management believes that adjusted PPNR enables management and others to assess the Bank's ability to generate capital to cover credit losses through a credit cycle. Dividing this amount by the weighted average diluted common shares outstanding provides a shareholder's perspective of PPNR growth.

| | | Three Months Ended | | | | | | | | | |
|--|-----------|---------------------------|------------------|----|-------------------|----|---------------------|----|---------------------|----|------------------|
| (In millions) | | | June 30, 2019 | I | March 31, 2019 | D | ecember 31, 2018 | Se | ptember 30, 2018 | J | June 30, 2018 |
| Efficiency Ratio | | | | | | | | | | | |
| Noninterest expense (GAAP) | (a) | \$ | 424 | \$ | 430 | \$ | 420 | \$ | 420 | \$ | 421 |
| Adjustments: | | | | | | | | | | | |
| Severance costs | | | 1 | | _ | | 2 | | 2 | | 1 |
| Other real estate expense, net | | | _ | | (1) | | _ | | 1 | | _ |
| Restructuring costs | | | _ | | _ | | _ | | 1 | | _ |
| Total adjustments | (b) | | 1 | | (1) | | 2 | | 4 | | 1 |
| Adjusted noninterest expense (non-GAAP) | (a-b)=(c) | \$ | 423 | \$ | 431 | \$ | 418 | \$ | 416 | \$ | 420 |
| Net interest income (GAAP) | (d) | \$ | 569 | \$ | 576 | \$ | 576 | \$ | 565 | \$ | 548 |
| Fully taxable-equivalent adjustments | (e) | | 7 | | 6 | | 6 | | 5 | | 5 |
| Taxable-equivalent net interest income (non-GAAP) | (d+e)=(f) | | 576 | | 582 | | 582 | | 570 | | 553 |
| Noninterest income (GAAP) | (g) | | 132 | | 132 | | 140 | | 136 | | 138 |
| Combined income (non-GAAP) | (f+g)=(h) | | 708 | | 714 | | 722 | | 706 | | 691 |
| Adjustments: | | | | | | | | | | | |
| Fair value and nonhedge derivative loss | | | (6) | | (3) | | (3) | | _ | | _ |
| Securities gains (losses), net | | | (3) | | 1 | | 2 | | (1) | | 1 |
| Total adjustments | (i) | | (9) | | (2) | | (1) | | (1) | | 1 |
| Adjusted taxable-equivalent revenue (non-GAAP) | (h-i)=(j) | \$ | 717 | \$ | 716 | \$ | 723 | \$ | 707 | \$ | 690 |
| Pre-provision net revenue (PPNR) (non-GAAP) | (h)-(a) | \$ | 284 | \$ | 284 | \$ | 302 | \$ | 286 | \$ | 270 |
| Adjusted PPNR (non-GAAP) | (j-c)=(k) | | 294 | | 285 | | 305 | | 291 | | 270 |
| Efficiency ratio (non-GAAP) | (c/j) | | 59.0% | | 60.2% | | 57.8% | | 58.8% | | 60.9% |
| | | | | | | | | | | | |
| Adjusted PPNR per common share | | | | | | | | | | | |
| Adjusted PPNR (non-GAAP) | (k) | | 294 | | 285 | | 305 | | 291 | | 270 |
| Weighted average diluted shares outstanding (in thousands) | (1) | | 189,098 | | 195,241 | | 199,048 | | 205,765 | | 209,247 |
| Adjusted PPNR per common share (non-GAAP) | (k)/(l) | | 1.55 | | 1.46 | | 1.53 | | 1.41 | | 1.29 |

| | | Six Mont | hs F | Ended |
|--|-----------|------------------|------|------------------|
| (In millions) | | June 30, 2019 | | June 30, 2018 |
| Efficiency Ratio | | | _ | |
| Noninterest expense (GAAP) | (a) | \$ 854 | \$ | 840 |
| Adjustments: | | | | |
| Severance costs | | 1 | | (1) |
| Other real estate expense | | (1) | | 1 |
| Debt extinguishment cost | | _ | | _ |
| Amortization of core deposit and other intangibles | | 1 | | 1 |
| Restructuring costs | | _ | | _ |
| Total adjustments | (b) | 1 | | 1 |
| Adjusted noninterest expense (non-GAAP) | (a-b)=(c) | \$ 853 | \$ | 839 |
| Net interest income (GAAP) | (d) | \$ 1,145 | \$ | 1,090 |
| Fully taxable-equivalent adjustments | (e) | 13 | | 10 |
| Taxable-equivalent net interest income (non-GAAP) | (d+e)=(f) | 1,158 | | 1,100 |
| Noninterest income (GAAP) | (g) | 264 | | 276 |
| Combined income (non-GAAP) | (f+g)=(h) | 1,422 | | 1,376 |
| Adjustments: | | | | |
| Fair value and nonhedge derivative income (loss) | | (8) | | 2 |
| Securities gains (losses), net | | (2) | | 1 |
| Total adjustments | (i) | (10) | | 3 |
| Adjusted taxable-equivalent revenue (non-GAAP) | (h-i)=(j) | \$ 1,432 | \$ | 1,373 |
| Pre-provision net revenue (PPNR) | (h)-(a) | \$ 568 | \$ | 536 |
| Adjusted PPNR (non-GAAP) | (j-c)=(k) | 579 | | 534 |
| Efficiency ratio (non-GAAP) | (c/j) | 59.6% | | 61.1% |
| | | | | |
| Adjusted PPNR per common share | | | | |
| Adjusted PPNR (non-GAAP) | (k) | 579 | | 534 |
| Weighted average diluted shares outstanding (in thousands) | (1) | 192,206 | | 209,859 |
| Adjusted PPNR per common share (non-GAAP) | (k)/(l) | 3.01 | | 2.54 |