

FIRST QUARTER 2017 EARNINGS PRESENTATION

APRIL 20, 2017



FORWARD-LOOKING STATEMENTS

Important note regarding forward-looking statements:

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



FIRST QUARTER UPDATE

1Q 2017: Net income available to common equity of \$54 million, or \$0.35 per common share

**Growing
Fee-based revenue¹**

**Improving
Margin**

**Lower
Expenses**

**Expanding
Bottom Line**

Balance Sheet Management

- Margin increased 4 basis points
- Loan to Deposit ratio of 92%
- Increased residential mortgage and commercial real estate loan growth

Expense Management

- Noninterest expense declined 3%
- Expenses in-line with guidance
- Reduced Personnel and FDIC expense

Fee Businesses

- Seasonal increase in insurance commissions to \$22 million
- Brokerage and annuity commissions increased 3%

Capital & Credit Management

- Return on average common equity Tier 1 (CET1) of 10.6%
- CET1 ratio of 9.9% at quarter end
- Improving credit metrics
- Provision decreased \$6 million

All comparative statements are made with reference to fourth quarter 2016 results.

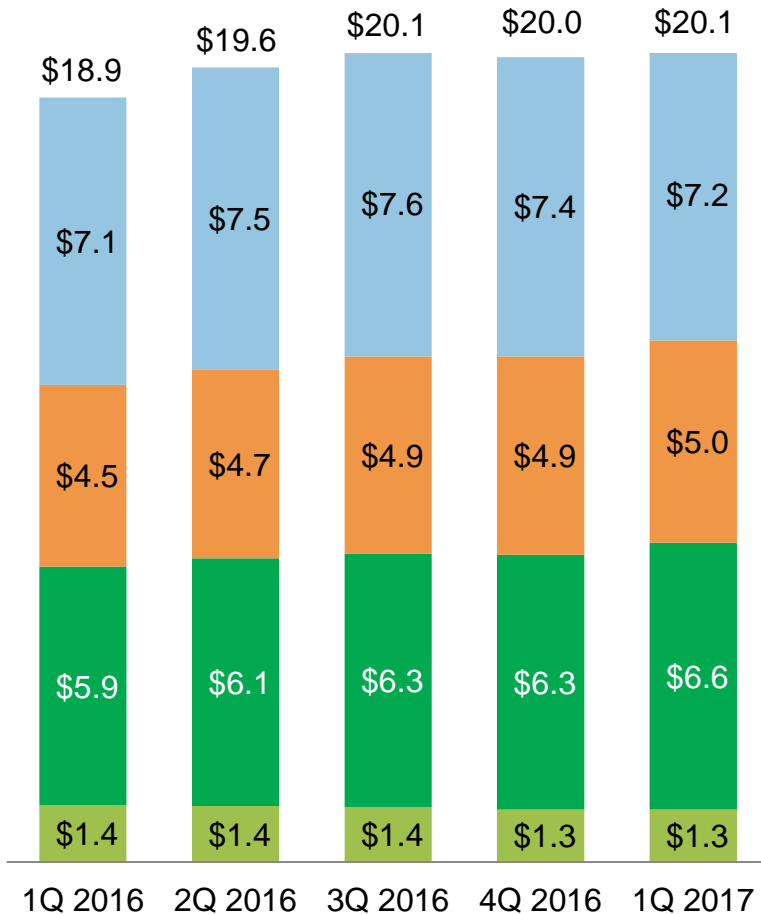
¹ – Fee-based revenue = A non-GAAP financial measure, is the sum of trust service fees, service charges on deposit accounts, card-based and other nondeposit fees, insurance commissions, and brokerage and annuity commissions. Please refer to the appendix for a reconciliation of fee-based revenue to total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



LOAN PORTFOLIO – QUARTERLY TRENDS

Average Quarterly Loans

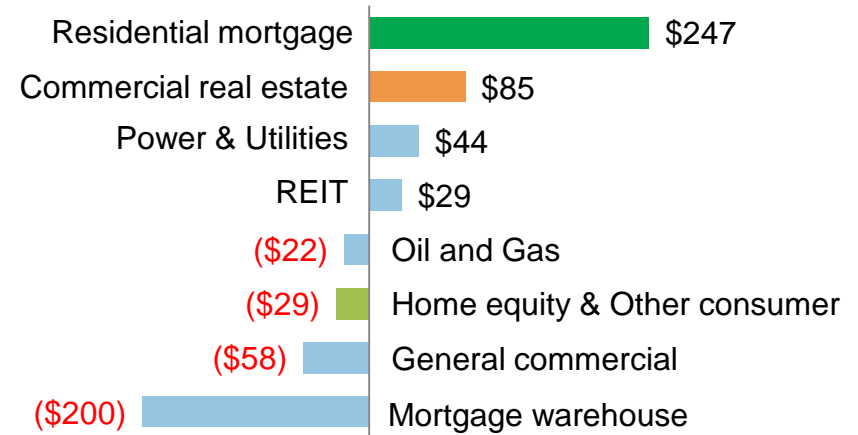
(\$ in billions)



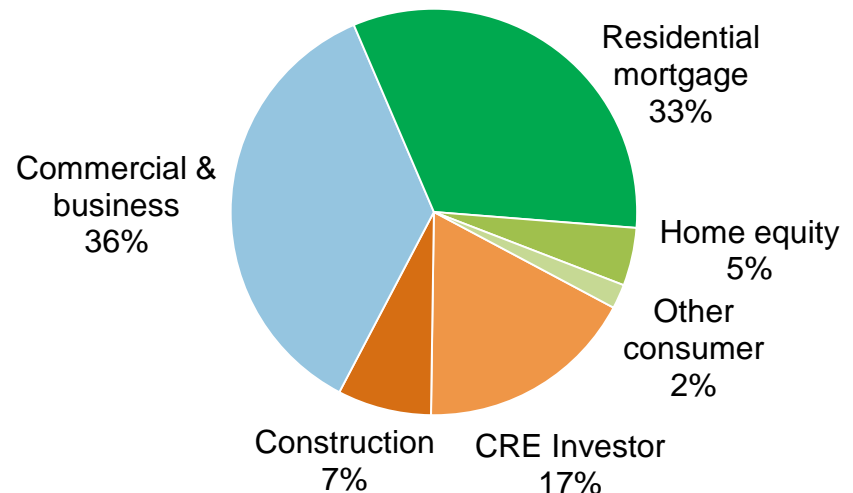
■ Home equity & Other consumer ■ Residential mortgage
■ Commercial real estate ■ Commercial & business

Average Net Loan Change (from 4Q 2016)

(\$ in millions)



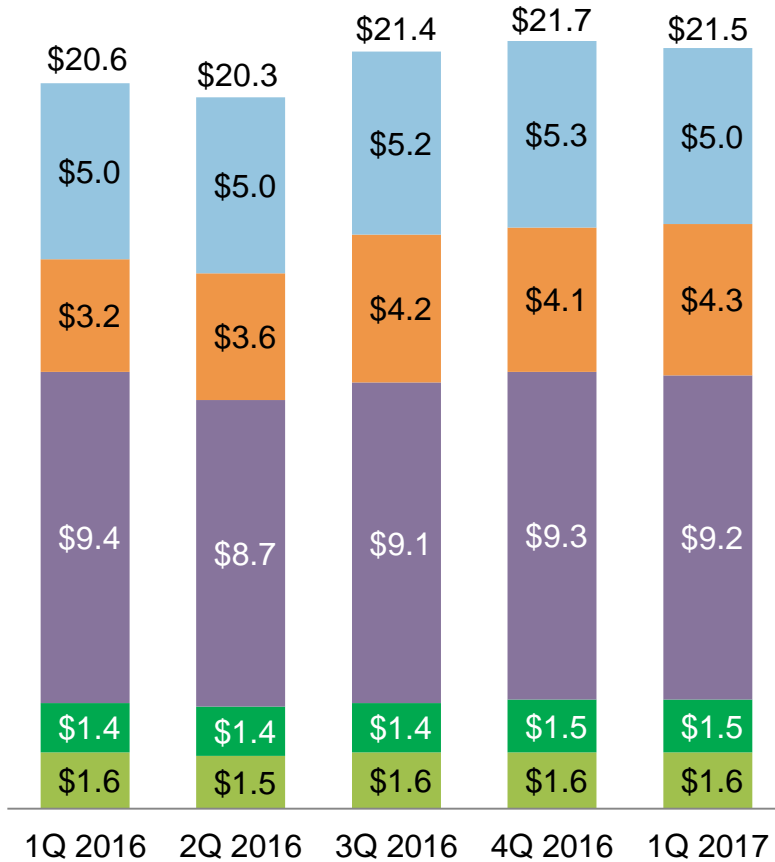
Loan Mix – 1Q 2017 (Average)



DEPOSIT PORTFOLIO – QUARTERLY TRENDS

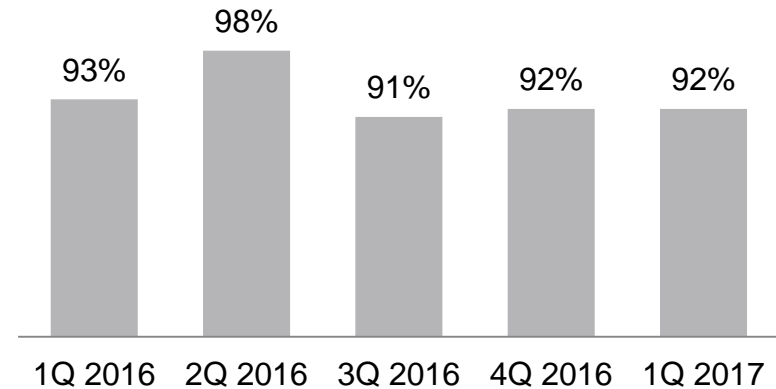
Average Quarterly Deposits

(\$ in billions)

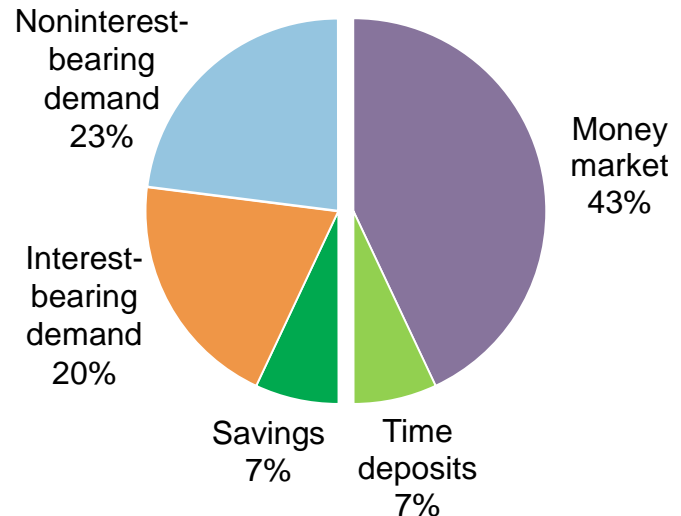


■ Time deposits
■ Money market
■ Noninterest-bearing demand
■ Savings
■ Interest-bearing demand

Loan to Deposit Ratio

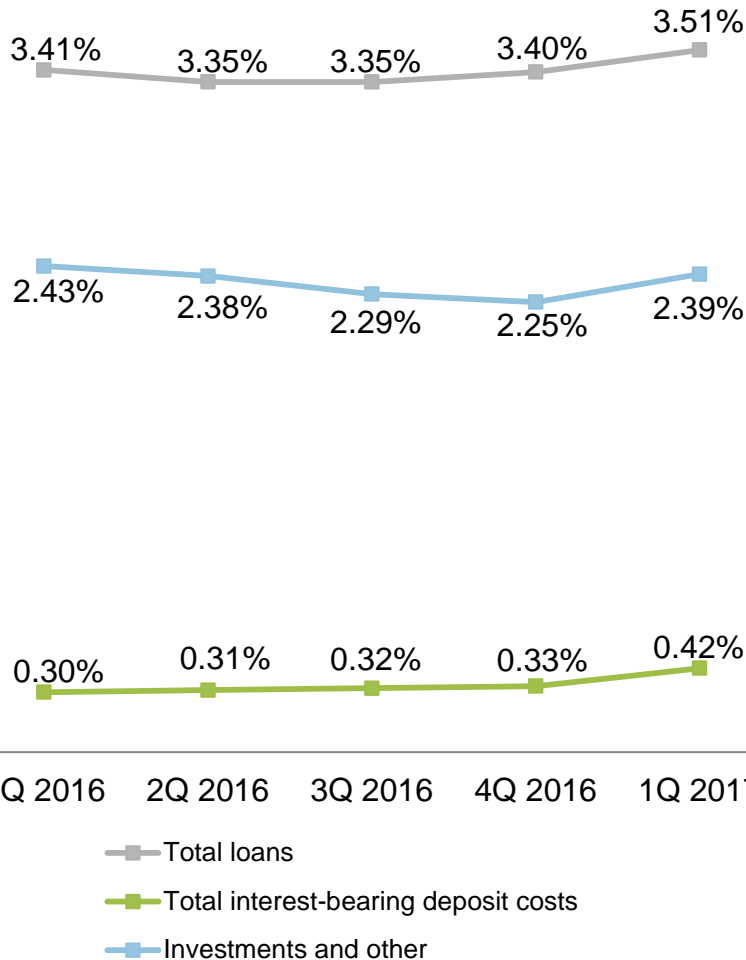


Deposit Mix – 1Q 2017 (Average)



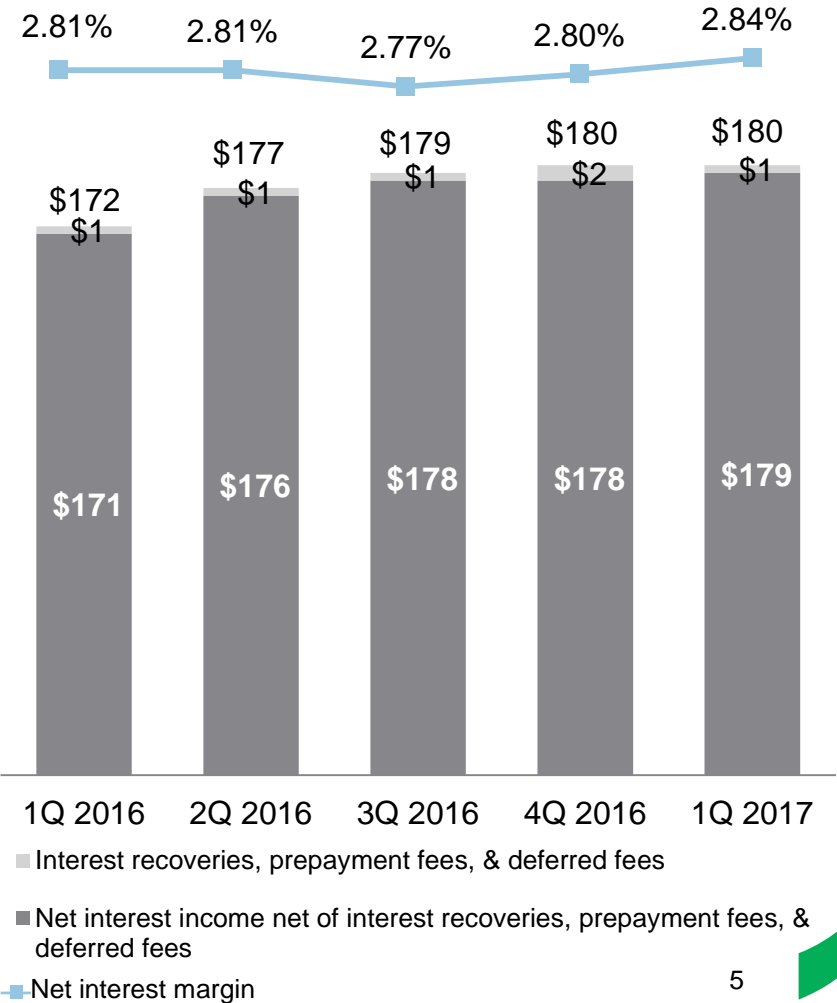
NET INTEREST INCOME AND MARGIN QUARTERLY TRENDS

Average Yields



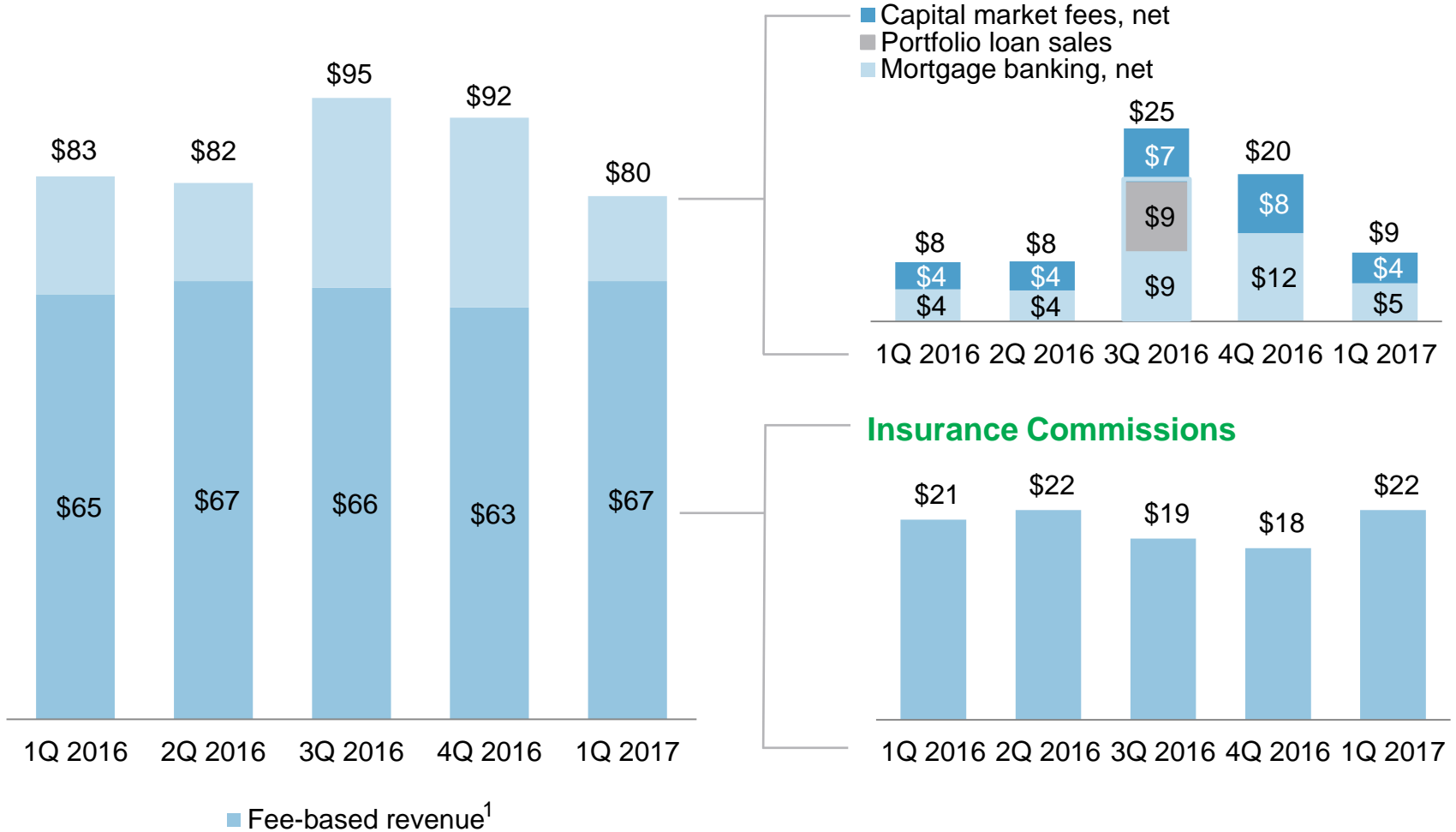
Net Interest Income & Net Interest Margin

(\$ in millions)



NONINTEREST INCOME – QUARTERLY TRENDS

(\$ IN MILLIONS)

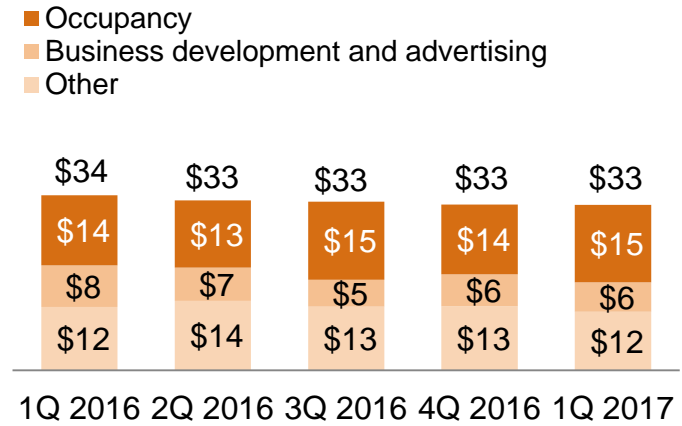
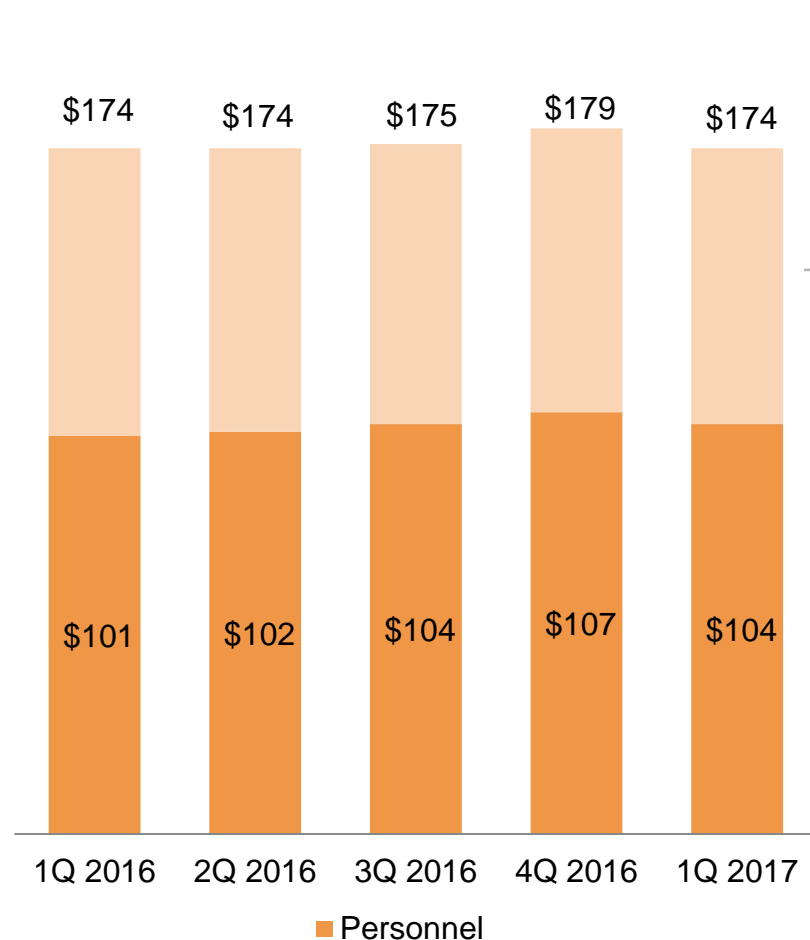


¹ – Fee-based revenue = A non-GAAP financial measure, is the sum of trust service fees, service charges on deposit accounts, card-based and other nondeposit fees, insurance commissions, and brokerage and annuity commissions. Please refer to the appendix for a reconciliation of fee-based revenue to total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

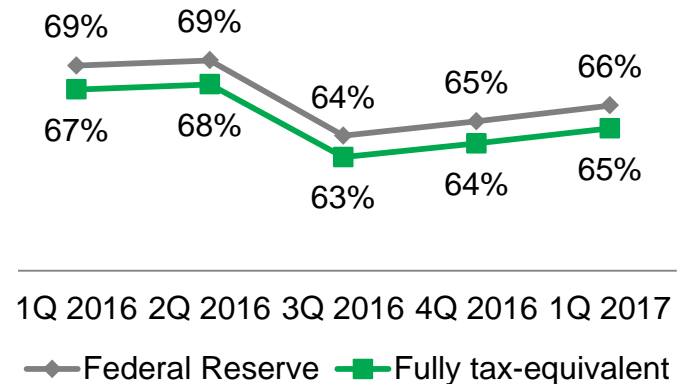


NONINTEREST EXPENSE – QUARTERLY TRENDS

(\$ IN MILLIONS)



Efficiency Ratio¹



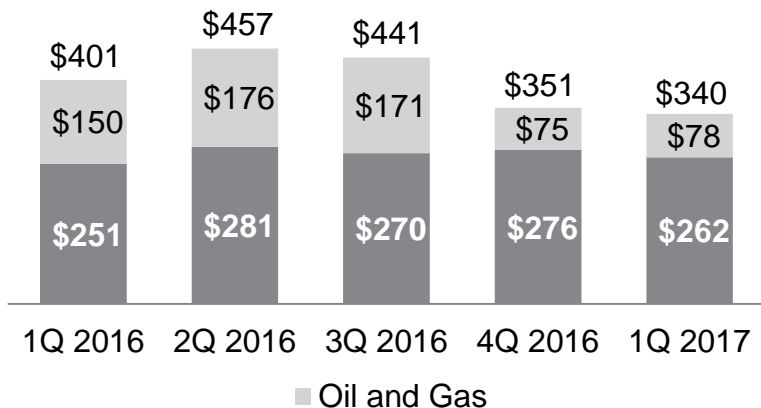
¹ – The efficiency ratio as defined by the Federal Reserve guidance is noninterest expense (which includes the provision for unfunded commitments) divided by the sum of net interest income plus noninterest income, excluding investment securities gains / losses, net. The fully tax-equivalent efficiency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



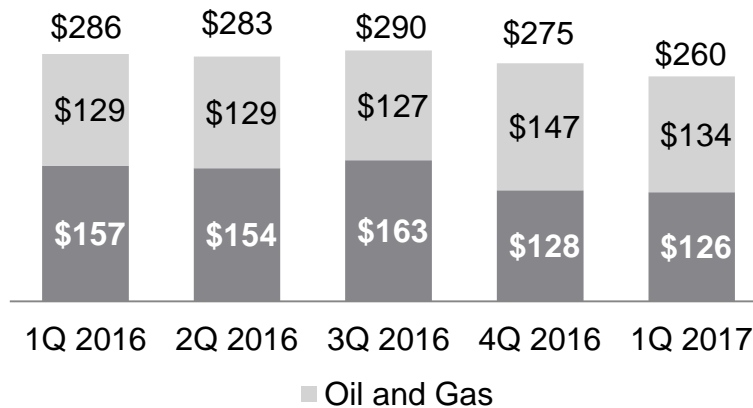
CREDIT QUALITY – QUARTERLY TRENDS

(\$ IN MILLIONS)

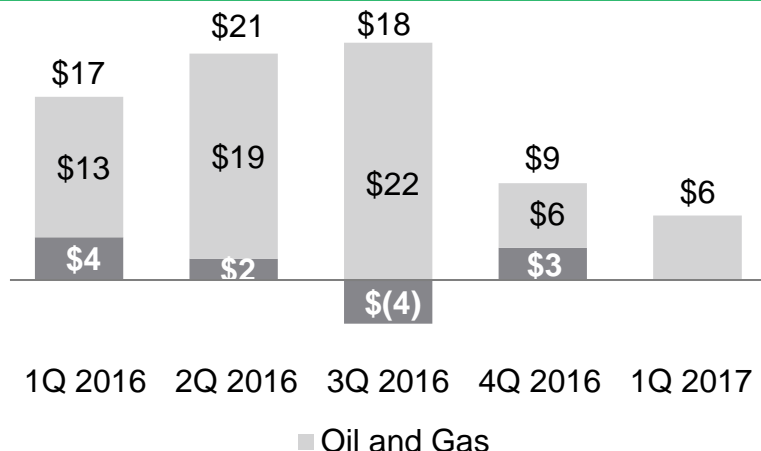
Potential Problem Loans



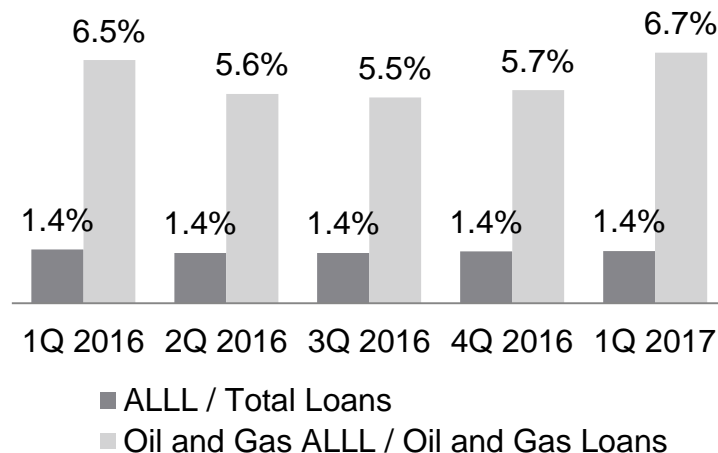
Nonaccrual Loans



Net Charge Offs (Recoveries)



Allowance to Total Loans / Oil and Gas Loans

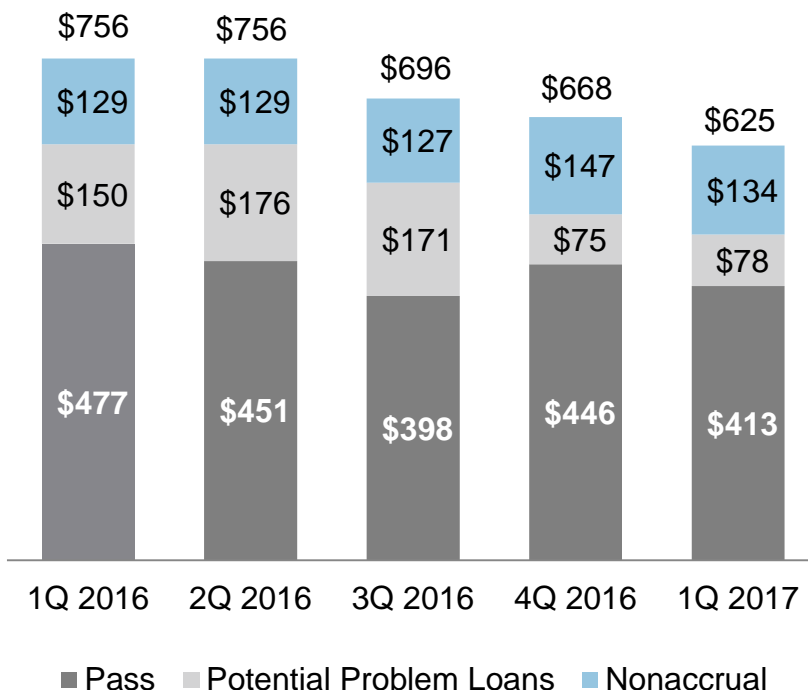


OIL AND GAS UPDATE

| | | | | |
|--|------------|---------------------------|----------------------------|-------------------|
| Total O&G Portfolio Quarter end March 31, 2017 | 59 credits | ~\$1 billion commitments | \$625 million outstandings | 3% of total loans |
| New business since January 1, 2016 | 15 credits | \$335 million commitments | \$207 million outstandings | 1% of total loans |

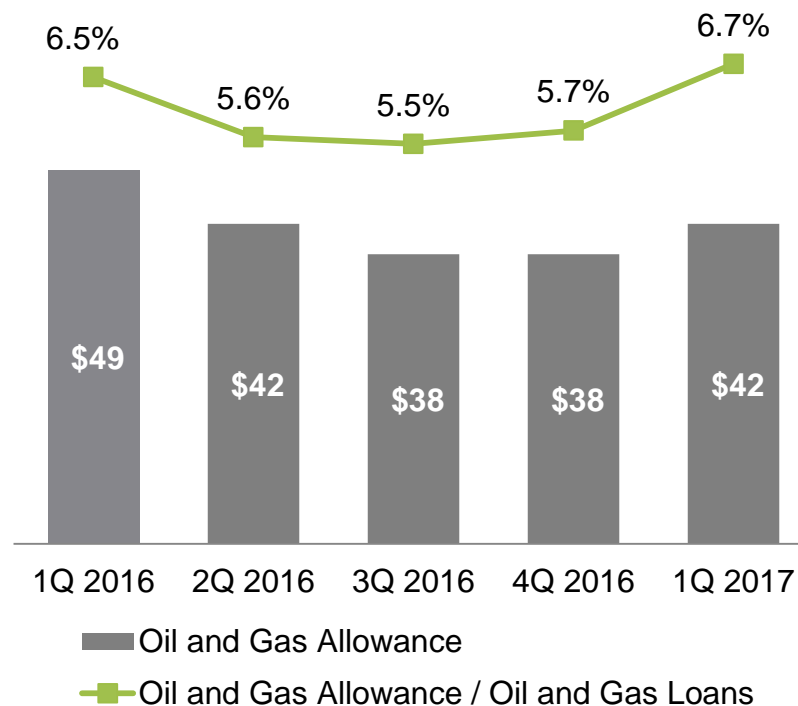
Period End Loans by Credit Quality

(\$ in millions)



Oil and Gas Allowance

(\$ in millions)



2017 OUTLOOK

This outlook reflects a stable to improving economy and includes our expectation of one mid-year interest rate increase in 2017. It does not reflect any changes to the regulatory environment or to corporate tax rates. We may adjust our outlook if, and when, we have more clarity on any one, or more, of these factors.

Balance Sheet Management

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

Expense Management

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

Fee Businesses

- Improving fee-based revenues
- Declining mortgage banking revenue
- Increasing tax credit investment activity

Capital & Credit Management

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



RECONCILIATION AND DEFINITIONS OF NON-GAAP ITEMS

| Efficiency Ratio | 1Q 2016 | 2Q 2016 | 3Q 2016 | 4Q 2016 | 1Q 2017 |
|---------------------------------------|---------|---------|---------|---------|---------|
| Federal Reserve efficiency ratio | 69.01% | 69.34% | 64.40% | 65.35% | 66.39% |
| Fully tax-equivalent adjustment | (1.37) | (1.36) | (1.21) | (1.25) | (1.30) |
| Other intangible amortization | (0.20) | (0.21) | (0.19) | (0.20) | (0.20) |
| Fully tax-equivalent efficiency ratio | 67.44% | 67.77% | 63.00% | 63.90% | 64.89% |

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

| Fee-based Revenue (\$ millions) | 1Q 2016 | 2Q 2016 | 3Q 2016 | 4Q 2016 | 1Q 2017 |
|--------------------------------------|---------|---------|---------|---------|---------|
| Trust service fees | \$12 | \$12 | \$12 | \$12 | \$12 |
| Service charges on deposit accounts | 16 | 16 | 18 | 16 | 16 |
| Card-based and other nondeposit fees | 12 | 13 | 13 | 13 | 13 |
| Insurance commissions | 21 | 22 | 19 | 18 | 22 |
| Brokerage and annuity commissions | 4 | 4 | 4 | 4 | 4 |
| Fee-based revenue | \$65 | \$67 | \$66 | \$63 | \$67 |
| Other | 18 | 15 | 29 | 29 | 13 |
| Total noninterest income | \$83 | \$82 | \$95 | \$92 | \$80 |

