

FIRST QUARTER 2016 EARNINGS PRESENTATION

APRIL 21, 2016



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

ENHANCED CUSTOMER EXPERIENCE

- Improving branch customer satisfaction trends
- 90% of consumer customers were completely satisfied with their branch experience in the first quarter

DISCIPLINED CREDIT APPROACH

- The allowance related to the oil and gas portfolio increased to 6.5%

ORGANIC BALANCE SHEET GROWTH

- Average loans were up \$380 million, or 2% from the fourth quarter
- Total commercial lending accounted for 85% of average loan growth

EXPENSE CONTROL

- Costs were down \$2 million from the fourth quarter and flat year over year
- Efficiency ratio improved to 67% in the first quarter

DIVERSE BUSINESS LINES

- Recognized record insurance commissions of \$21 million in the first quarter
- Expanded REIT lending

PRUDENT CAPITAL MANAGEMENT

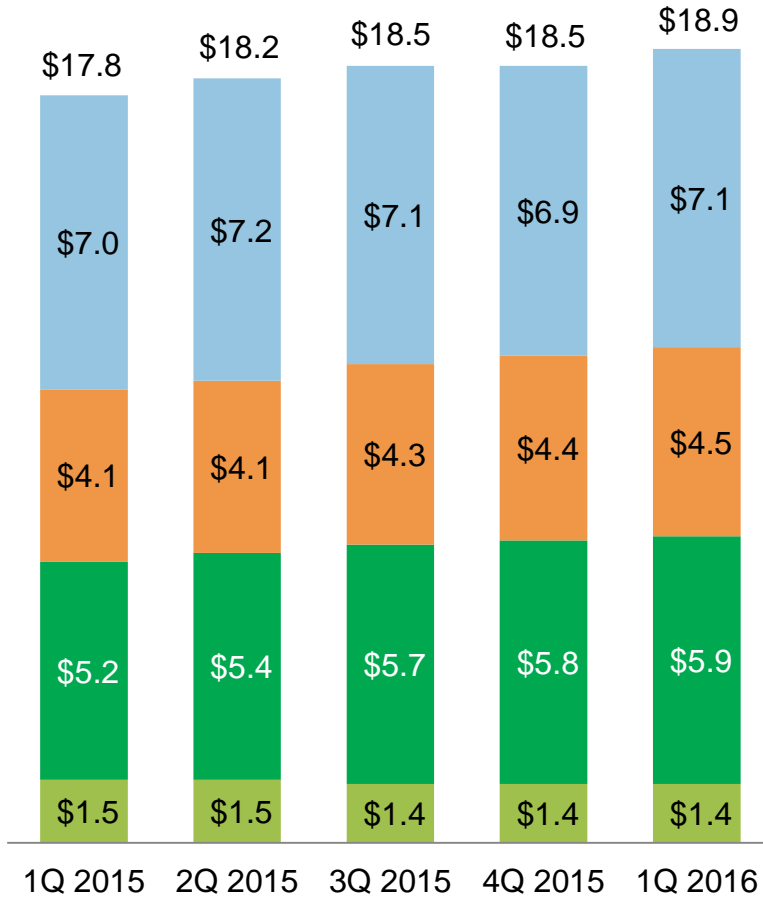
- Returned 90% of first quarter's net income to shareholders through share repurchases and dividends

Net income available to common equity of \$40 million, or \$0.27 per common share

LOAN PORTFOLIO TRENDS

Average Quarterly Loans

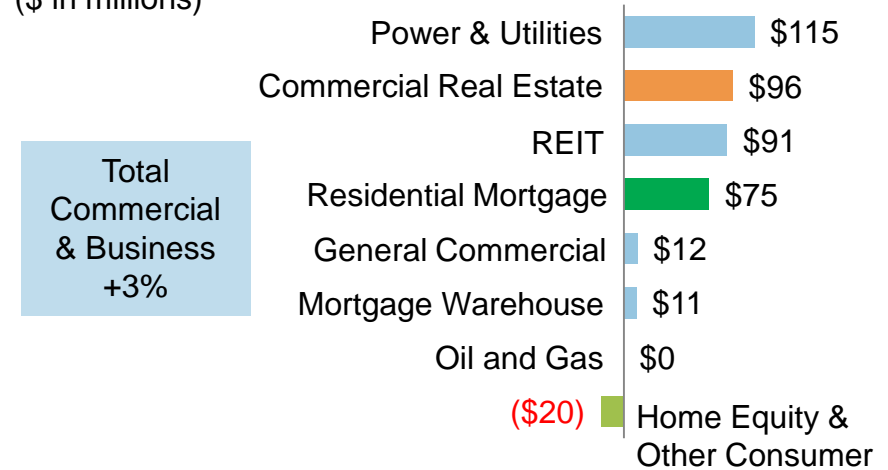
(\$ in billions)



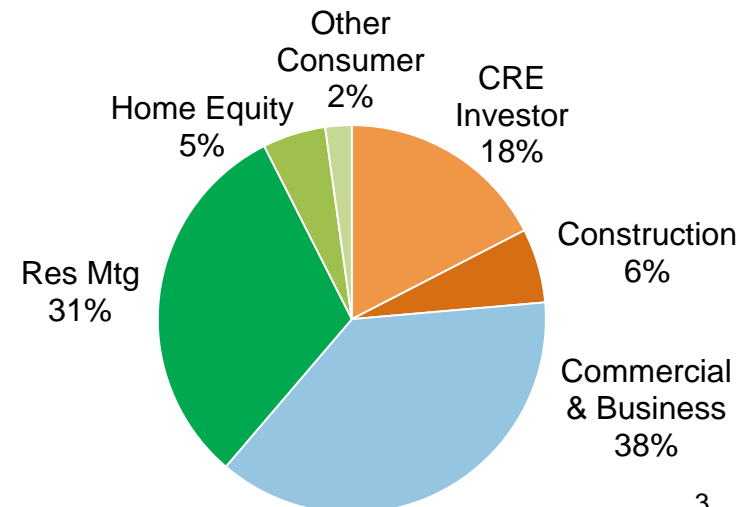
- Commercial & Business
- Commercial Real Estate
- Residential Mortgage
- Home Equity & Other Consumer

Average Net Loan Change (from 4Q 2015)

(\$ in millions)



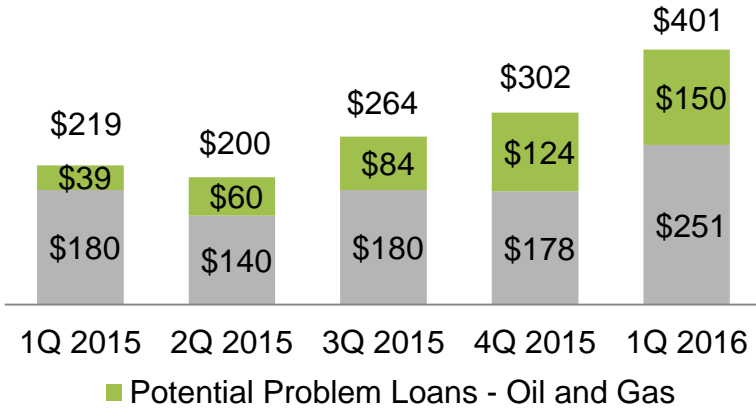
Loan Mix – 1Q 2016 (Average)



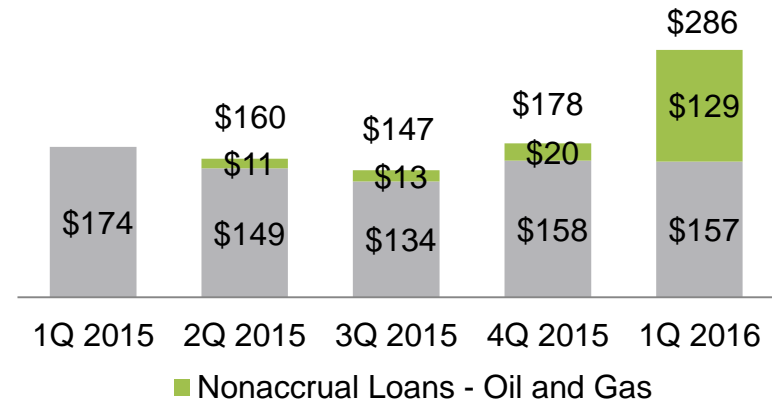
CREDIT QUALITY TRENDS

(\$ IN MILLIONS)

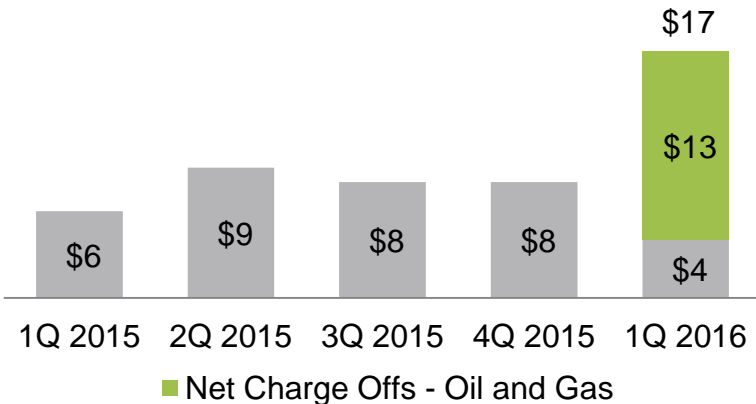
Potential Problem Loans



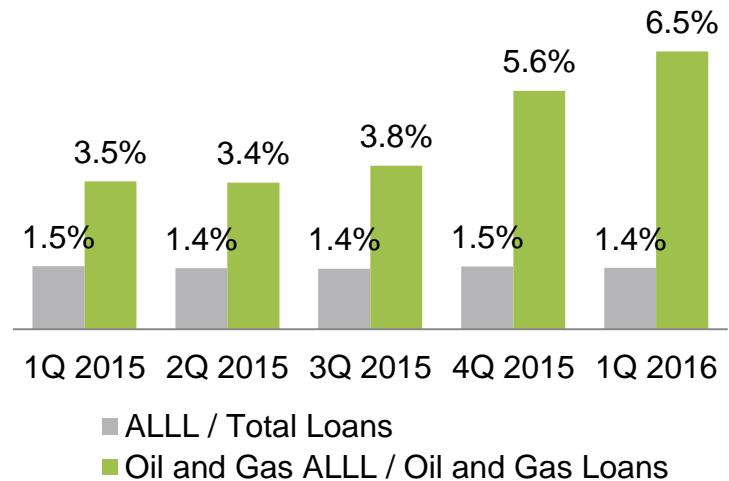
Nonaccrual Loans



Net Charge Offs



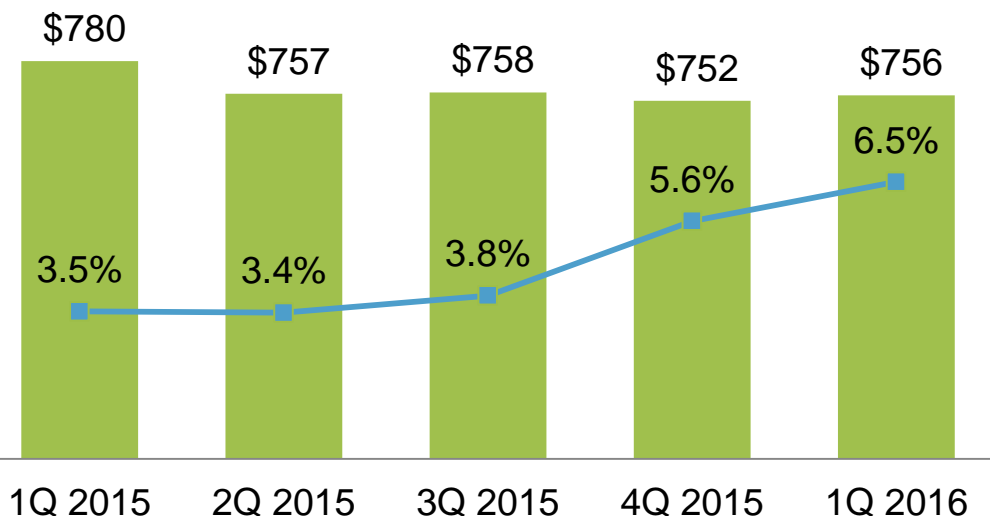
Allowance to Total / Oil and Gas Loans



OIL AND GAS LENDING UPDATE

Portfolio	Mix	Underwriting
<ul style="list-style-type: none"> ~\$1 billion in exposure 4% of total loans 53 credits 	<ul style="list-style-type: none"> Exclusively focused on the upstream sector Exposure is approximately 65% oil and 35% gas¹ 	<ul style="list-style-type: none"> 100% of loans are reserve secured

■ Period End Oil & Gas Loans (\$ in millions)
 —■ Related Reserves %



- Borrowing base redeterminations are performed at least twice per year
 - Based on detailed engineering reports and discounted cash flow forecast analysis
- We proactively risk grade and reserve accordingly against our loan portfolio
- Lower market pricing and new regulatory guidance has led to downward rating migration within the portfolio
- Increased reserves to \$49 million, or 6.5%, at quarter end

¹ – Based on borrowers' % revenue from oil/gas



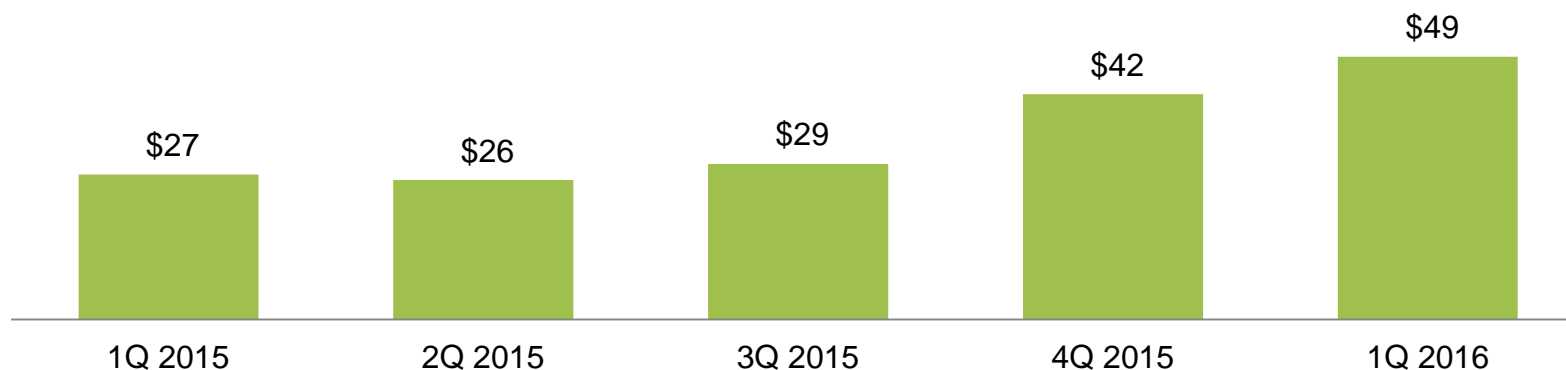
OIL AND GAS CREDIT PROFILE

(\$ IN MILLIONS)

Oil and Gas Loans Outstanding	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016
Pass	\$706	\$658	\$587	\$522	\$402
Criticized / Classified	74	88	158	210	225
Nonaccrual	-	11	13	20	129
Total Oil and Gas Loans	\$780	\$757	\$758	\$752	\$756

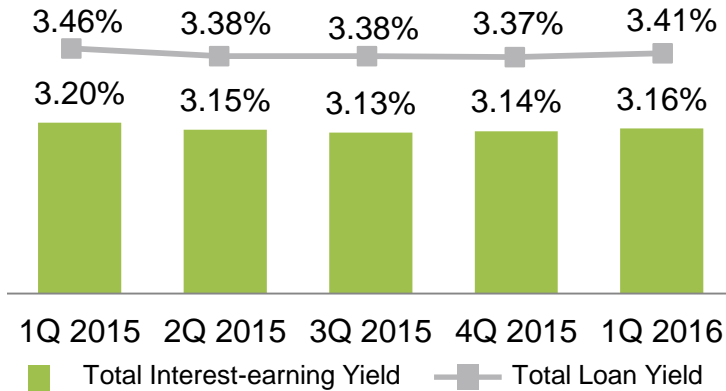
Potential Problem Loans (PPLs)	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016
Oil and Gas	\$39	\$60	\$84	\$124	\$150
Oil and Gas % of Total (PPLs)	18%	30%	32%	41%	37%

Allowance Related to the Oil and Gas Portfolio

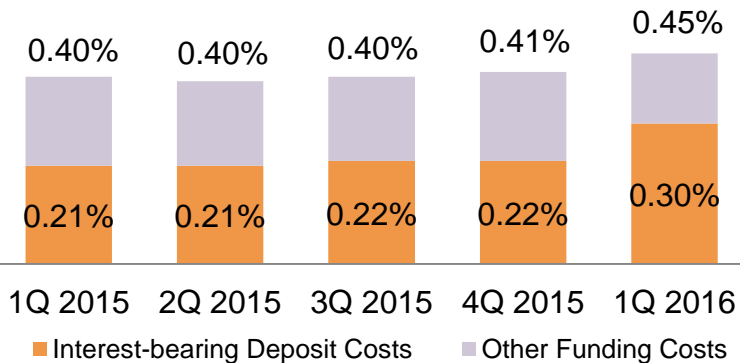


NET INTEREST INCOME AND MARGIN TRENDS

Yield on Interest-earning Assets

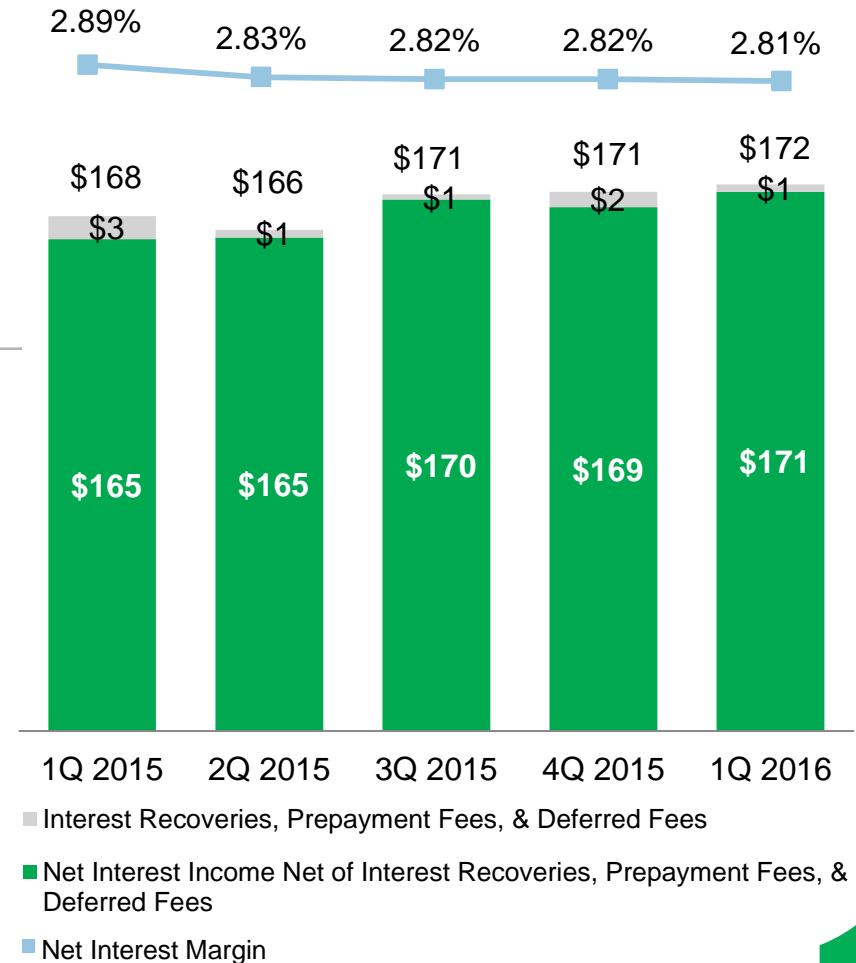


Cost of Interest-bearing Liabilities



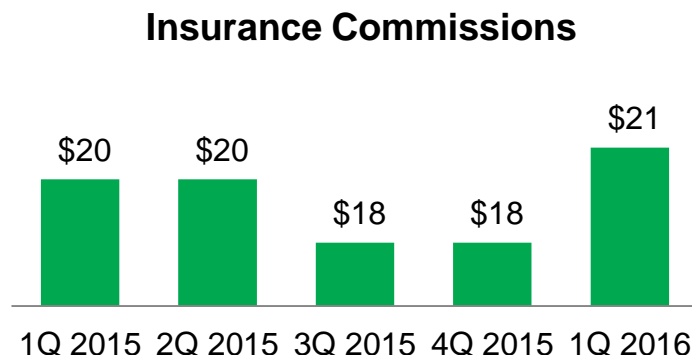
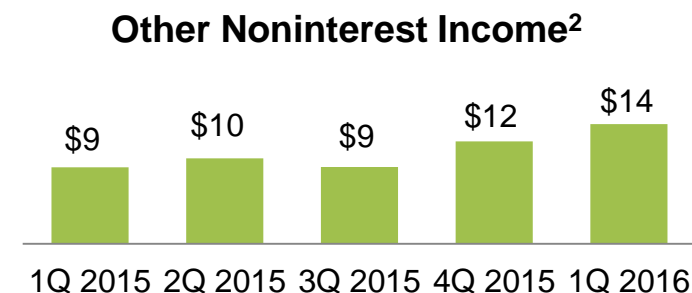
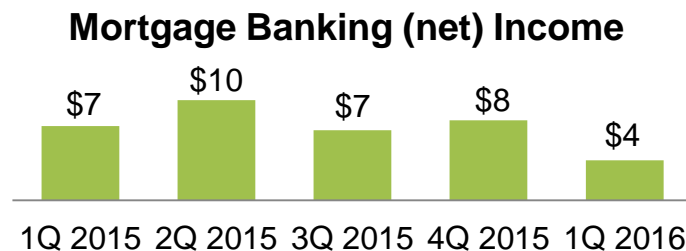
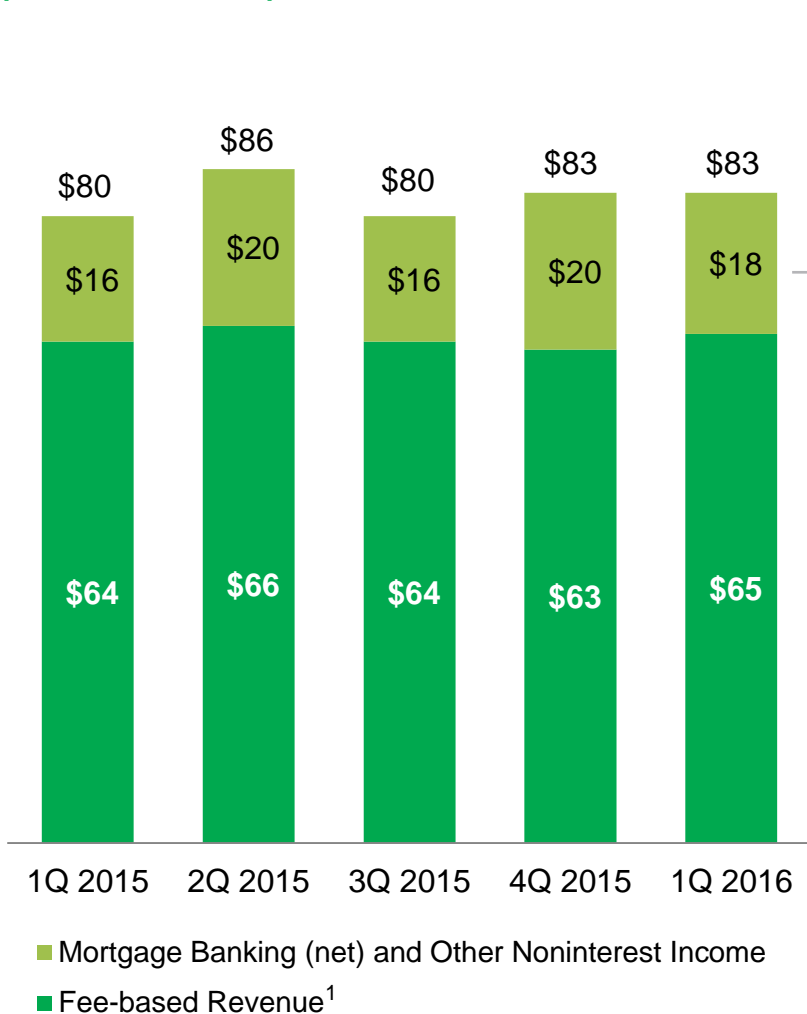
Net Interest Income & Net Interest Margin

(\$ in millions)



NONINTEREST INCOME TRENDS

(\$ IN MILLIONS)



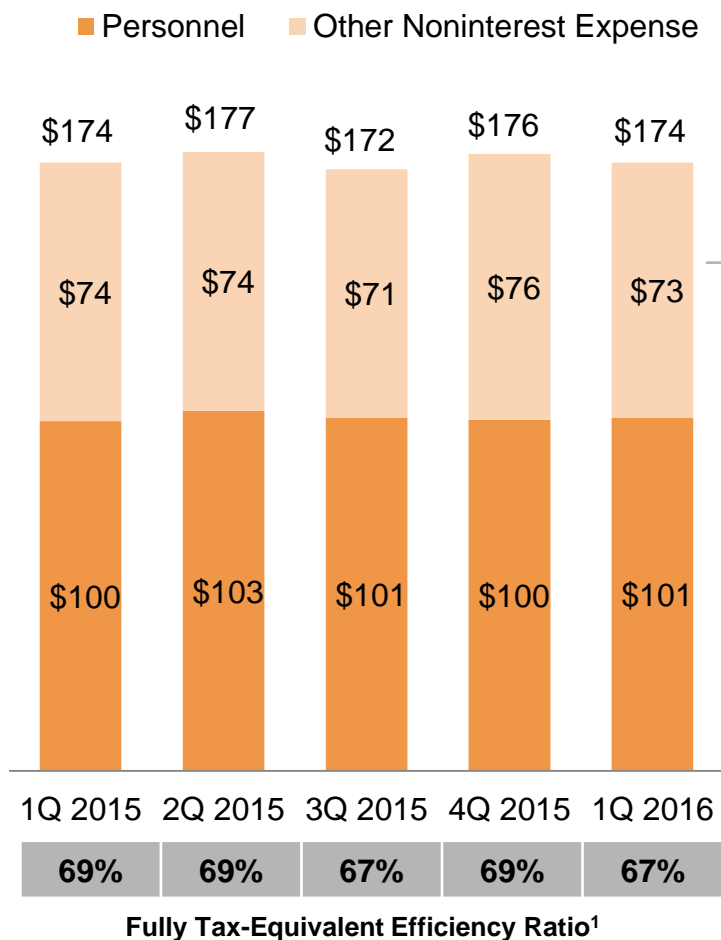
¹ – Fee-based Revenue = A non-GAAP financial measure, is the sum of trust service fees, service charges on deposit accounts, card-based and other nondeposit fees, insurance commissions, and brokerage and annuity commissions

² – Other Noninterest Income = Total noninterest income minus mortgage banking (net) income minus fee-based revenue

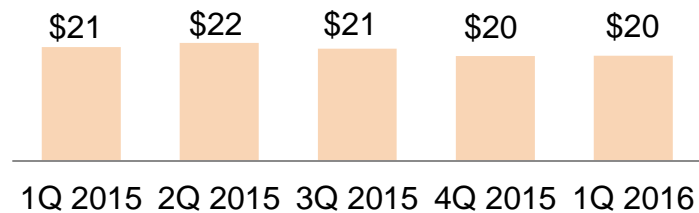


NONINTEREST EXPENSE TRENDS

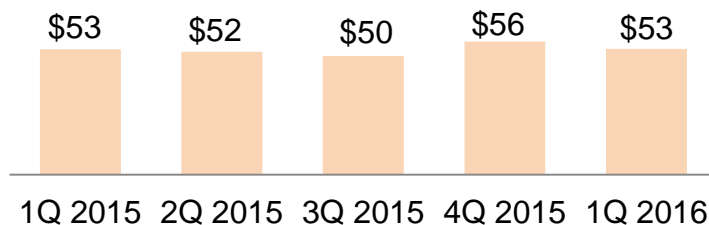
(\$ IN MILLIONS)



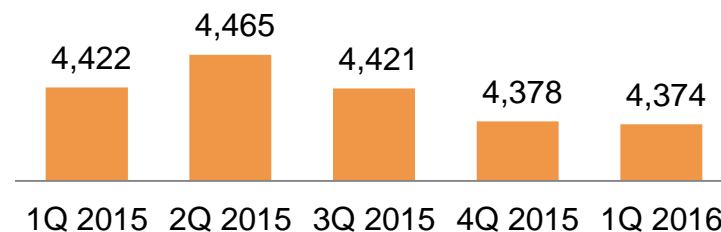
Technology and Equipment Spend



Other Non-Personnel Spend²



FTE³ Trend



¹ – The fully tax-equivalent efficiency ratio is a non-GAAP financial measure, which we define as 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 this measure to “efficiency ratio” as defined by the Federal Reserve.

² – Other Non-Personnel Spend = Total noninterest expense less personnel and technology and equipment spend

³ – FTE = Average full time equivalent employees



2016 OUTLOOK

BALANCE SHEET

- High single digit annual average loan growth
 - Maintain Loan to Deposit ratio under 100%
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NET INTEREST MARGIN

- In the absence of Federal Reserve action to raise rates, NIM to dip into the 2.75% to 2.80% range
-

NONINTEREST INCOME

- Approximately flat to prior year, excluding investment securities gains
-

NONINTEREST EXPENSE

- Approximately flat to prior year
-

CAPITAL

- Continue to follow stated corporate priorities for capital deployment
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PROVISION

- Dependent on loan growth and changes in risk grade or other indications of credit quality

RECONCILIATION AND DEFINITIONS OF NON-GAAP ITEMS

Efficiency Ratio Reconciliation	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016
Federal Reserve efficiency ratio	70.26%	70.23%	68.85%	70.49%	69.01%
Fully tax-equivalent adjustment	(1.41)	(1.35)	(1.38)	(1.52)	(1.37)
Other intangible amortization	(0.32)	(0.35)	(0.36)	(0.21)	(0.20)
Fully tax-equivalent efficiency ratio	68.53%	68.53%	67.11%	68.76%	67.44%

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 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.

Common Equity Tier 1

Common equity Tier 1, a non-GAAP financial measure, is used by banking regulators, investors and analysts to assess and compare the quality and composition of our capital with the capital of other financial services companies. Management uses common equity Tier 1, along with other capital measures, to assess and monitor our capital position. Common equity Tier 1 (period end and average) is Tier 1 capital excluding qualifying perpetual preferred stock and qualifying trust preferred securities.