## $1^{\text {st }}$ Quarter 2024 Earnings Presentation



## Disclaimer

## FORWARD-LOOKING STATEMENTS
















## NON-GAAP FINANCIAL MEASURES

In addition to results presented in accordance with GAAP, this presentation contains certain non-GAAP financial measures. A reconciliation of GAAP to non-GAAP measures is included in the Appendix.




 having the same or similar names.

## REVERSE ACQUISITION METHOD OF ACCOUNTING




 reverse acquisition method of accounting, the assets and liabilities of Columbia as of February 28, 2023 ("historical Columbia") were recorded at their respective fair values.

## Columbia Banking System: A Franchise Like No Other

| Columbia at a Glance |  |  |
| :---: | :---: | :---: |
|  | Ticker | COLB |
|  | Headquarters | Tacoma, Washington |
|  | Offices | $\sim 300$ in eight states |
|  | Assets | \$52 billion |
|  | Loans | \$37 billion |
|  | Deposits | \$42 billion |
|  | Common Equity Tier 1 Capital Ratio | $9.8 \%{ }^{(1)}$ |
|  | Total Capital Ratio | $12.0 \%^{(1)}$ |



## Business Bank of Choice

- In-market, relationship-based commercial banking
- Attractive footprint in high-growth markets
- Full suite of deposit products and services with contemporary digital capabilities
- Expertise in treasury management, foreign exchange, and global cash management
- Expanding small business platform
- Comprehensive and growing wealth advisory and trust businesses
- Niche verticals include diverse agricultural, healthcare, tribal banking, and equipment finance

[^0]
## Why Columbia?

- Community banking at scale business model drives granular, low-cost core deposit base
- Opportunity to gain share in California and growing metros in the West while increasing density in the Northwest
- Solid capital generation supports long-term organic growth and return to shareholders
- Strong credit quality supported by diversified, well-structured, and conservatively underwritten loan portfolio
- Compelling culture with deep community ties that is reflected in our proven ability to attract and retain top banking talent
- Scaled western franchise that is difficult to replicate provides scarcity value

COLUMBIA BANKING SYSTEM

## Operating in Large, Attractive Western Markets




Los Angeles, CA


Sacramento, CA
Other West


Phoenix, AZ


Denver, CO

Top Regional Bank in the NW (WA, OR, ID) ${ }^{(1)}$

|  |  | Total | Northwest |  |
| :--- | :--- | ---: | ---: | ---: |
| Rank | Bank (HQ State) | Assets (\$B) | Deposits (\$B) | Mkt Shr |
| $\mathbf{1}$ | Bank of America (NC) | $\$ 3,180$ | $\$ 62$ | $17.3 \%$ |
| 2 | U.S. Bancorp (MN) | 663 | 51 | $14.4 \%$ |
| 3 | JPMorgan (NY) | 3,875 | 47 | $13.3 \%$ |
| 4 | Wells Fargo (CA) | 1,932 | 42 | $11.7 \%$ |
| $\mathbf{5}$ | CB COLB (WA) | $\mathbf{5 2}$ | $\mathbf{3 3}$ | $\mathbf{9 . 3} \%$ |
| 6 | KeyCorp (OH) | 188 | 18 | $5.0 \%$ |
| 7 | WaFd (WA) | 23 | 12 | $3.3 \%$ |
| 8 | Banner Corp. (WA) | 16 | 11 | $3.0 \%$ |



Las Vegas, NV


Salt Lake City, UT

| $5^{\text {th }}$ Largest Bank HQ'd in our Footprint ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Rank | Bank (HQ State) | Total <br> Assets (\$B) | Eight-State Footprint |  |
|  |  |  | Deposits (\$B) | Mkt Shr |
| 1 | Wells Fargo (CA) | \$1,932 | \$459 | 16.7 \% |
| 2 | Zions (UT) | 87 | 61 | 2.2 \% |
| 3 | Western Alliance (AZ) | 71 | 51 | 1.9 \% |
| 4 | East West (CA) | 70 | 49 | 1.8 \% |
| 5 | CB COLB (WA) | 52 | 41 | 1.5 \% |
| 6 | Banc of California (CA) | 39 | 29 | 1.1 \% |
| 7 | FirstBank (CO) | 28 | 24 | 0.9 \% |
| 8 | Cathay General (CA) | 23 | 15 | 0.6 \% |

Established Presence in Attractive Markets ${ }^{(1)}$

■ Our market share in the Northwest stands with large national and super regional banks, at over 9\%

- Our foothold in top western markets and scaled franchise provide us the opportunity to increase share in California, Arizona, Colorado, and Utah
- Projected population growth of $3.2 \%$ over the next five years in our collective footprint exceeds the national average of 2.4\%
- Current household income in our footprint is $109 \%$ of the national average, and the five-year growth rate of $10.4 \%$ compares favorably to $10.1 \%$ nationally
 that date.


## Opportunity to Increase Density and Gain Share throughout Our Footprint



|  | Population <br> MSA | Deposits $(\mathbf{\$ m m})$ |  | COLB |
| :--- | ---: | ---: | ---: | ---: | ---: |



| MSA ${ }^{(1)}$ | Population (000s) | Deposits (\$mm) |  | $\begin{array}{r} \text { COLB } \\ \text { Mkt Shr } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Market | COLB |  |
| Los Angeles | 12,869 | \$684,438 | \$848 | 0.1 \% |
| Sacramento | 2,440 | 94,707 | 1,934 | 2.0 \% |
| San Francisco | 4,592 | 458,774 | 525 | 0.1 \% |
| San Diego | 3,298 | 105,112 | 16 | <0.1\% |

Broaden Presence in Other Western Markets


|  | Population | Deposits | mm) | COLB |
| :---: | :---: | :---: | :---: | :---: |
| MSA ${ }^{(1)}$ | (000s) | Market | COLB | Mkt Shr |
| Phoenix | 5,120 | \$166,520 | Opportunity to add targeted retail locations to support existing commercial banking presence |  |
| Denver | 3,031 | 114,538 |  |  |
| Salt Lake City | 1,284 | 69,725 |  |  |
| Las Vegas | 2,368 | 78,063 |  |  |

[^1]
## Performance Improvement: Near-Term Initiatives

## 1H 2024 Actions to Improve Operational Efficiency

- Initiatives to improve operating efficiency throughout the organization are expected to result in a Q4 2024 core expense run rate of $\$ 965$ million to $\$ 985$ million annualized, which excludes CDI amortization and non-operating expense ${ }^{(1)}$
- Closed five branches in January to fund the opening of new retail locations in existing commercial banking de novo markets
- Actively managing and selectively reducing deposit offering rates
- Continued evaluation of wholesale funding options to optimize rate while managing duration risk
- Additional product bundling and marketing designed to drive higher levels of new customer acquisition
- Modified underwriting and pricing for FinPac as well as rationalizing its cost structure in light of the current operating environment


## Performance Improvement: Longer-Term

Opportunity to Strategically Reposition Balance Sheet Over Time


- Our relationship-based lending verticals and a strong core deposit base remain the cornerstone of our franchise.
- Past transactional lending and the wholesale sources that fund these assets have muted the balance sheet's profitability, but they have not diluted the quality of our core franchise.
- Current interest rates make outright asset sales unattractive given a lengthy payback period. However, longer term, a decline in rates will provide the flexibility to minimize or eliminate the drag on earnings. ${ }^{(1)}$
(1) While asset classes, like transactional loans within our multifamily and single-family portfolios, have been identified as potential sources for asset sales if interest rates were to decline, assets have not been identified for sale.


## FINANCIAL HIGHLIGHTS

## First Quarter 2024 Highlights

| Reported | Operating ${ }^{(1)}$ |
| :---: | :---: |
| \$124 million | \$135 million |
| Net Income | Net Income |
| \$186 million | \$201 million |
| Pre-Provision Net Revenue ${ }^{(1)}$ | Pre-Provision Net Revenue |
| \$0.59 | \$0.65 |
| Earnings-per-Share - Diluted | Earnings-per-Share - Diluted |
| 0.96\% | 1.04\% |
| Return on Assets | Return on Assets |
| 1.44\% | 1.55\% |
| PPNR Return on Assets ${ }^{(1)}$ | PPNR Return on Assets |
| 10.01\% | 10.89\% |
| Return on Equity | Return on Equity |
| 14.82\% | 16.12\% |
| Return on Tangible Common Equity ${ }^{11}$ | Return on Tangible Common Equity |

- Total risk-based capital ratio of $12.0 \%{ }^{(2)}$ as of March 31, 2024 reached our long-term internal target after increasing over 100 basis points since the merger closed in Q1 2023.
- Conducted an enterprise-wide evaluation of our operations that resulted in consolidated positions, simplified reporting and organizational structures, and an improved profitability outlook.
- Launched a targeted campaign in early February 2024 to generate new small business deposit accounts. The campaign runs through April 2024 and includes bundled solutions for customers without promotional pricing. Non-interest bearing deposits generated through March 31, 2024 were $25 \%$ of total new money to the bank.
- Introduced a new platform for consumer online account openings to improve efficiency and enhance vendor support.
- Named to Newsweek's list of Most Trustworthy Companies in America.

[^2]
## Our Diversified Commercial Bank Business Model with a Strong Retail Network Supports our Granular, High-Quality Deposit Base




Brokered, 7\%


- Deposits were $\$ 42$ billion as of March 31, 2024 and represented by a granular base that is diversified by business line, industry, and geography. Our average customer account balance is $\$ 35$ thousand ${ }^{(1)}$.
- Our use of public and brokered deposits as a source of funding beyond term debt impacts the composition of our enterprise-wide deposit portfolio. Our customer deposit composition ${ }^{(1)}$ is more illustrative of the quality of Columbia's core deposit franchise. Our bankers' activity is geared toward protecting the quality of our relationship-based franchise while generating net customer balance growth to reduce the need for non-core funding sources over time.


## Securities Portfolio Overview

| (\$ in millions) | for-SaleCurrentPar | curities Por | tfolio as of | March 31, 2 | Fair Value | \% of Total AFS Portfolio | Effective Duration | Book Yield |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amortized Cost | Unrealized Gains | Unrealized Losses |  |  |  |  |
| U.S. Treasuries | \$390 | \$380 | \$0 | (\$7) | \$373 | 4 \% | 2.1 | 3.56 \% |
| U.S. Agencies | 1,156 | 1,172 | \$1 | (\$79) | 1,095 | 13 \% | 4.0 | 2.79 \% |
| Mortgage-backed securities - residential agency | 3,162 | 2,952 | \$0 | (\$293) | 2,660 | 31 \% | 6.9 | 3.18 \% |
| Collateralized mortgage obligations ${ }^{(1)}$ | 1,343 | 1,255 | \$1 | (\$113) | 1,144 | 13 \% | 5.8 | 3.37 \% |
| Obligations of states and political subdivisions | 1,130 | 1,068 | \$9 | (\$25) | 1,052 | 12 \% | 4.7 | 3.40 \% |
| Commercial mortgage-backed securities - agency | 2,496 | 2,345 | \$1 | (\$51) | 2,294 | 27 \% | 4.4 | 4.69 \% |
| Total available for sale securities | \$9,677 | \$9,172 | \$12 | (\$568) | \$8,617 |  | 5.3 | 3.58 \% |
| Percentage of Current Par |  | 95\% | 0\% | (6\%) | 89\% |  |  |  |

Available-for-Sale Securities Portfolio Percentage at Gain / Loss as of March 31, 2024
Unrealized Gain, 16\%


- The total available-for-sale ("AFS") securities portfolio had a book yield of $3.58 \%$ and an effective duration of 5.3 as of March 31 , 2024, compared to $3.59 \%$ and 5.4, respectively, as of December 31, 2023.
- As of March 31, 2024, 16\% of the AFS securities portfolio (by fair value) was in an unrealized gain position and had a weighted average book yield of $4.42 \%$. The remaining $84 \%$ of the portfolio was in an unrealized loss position and had a weighted average book yield of $3.44 \%$. agency CMOs.


## Loan Roll Forward Activity



## Diversified, High Quality Loan and Lease Portfolio

Mortgage

- Portfolio average loan size of $\$ 481,000$
- 1 Q24 average loan size of $\$ 540,000$
- Portfolio average FICO of 761 and LTV of $62 \%$
- 1 Q24 average FICO of 772 and LTV of $63 \%$
- Total delinquencies of $0.70 \%$
- Annualized net charge-off (recovery) rate of $0.02 \%$

Non-owner Occupied CRE

- Portfolio average loan size of $\$ 1.7$ million
- 1 Q24 average loan size of $\$ 1.5$ million
- Portfolio average LTV of $51 \%$ and DSC of 1.86
- 1Q24 average LTV of $49 \%$ and DSC of 1.41
- Total delinquencies of 0.13\%
- Annualized net charge-off (recovery) rate of $0.00 \%$

Commercial \& Industrial

- Portfolio average loan size of $\$ 706,000$
- 1 Q24 average loan size of $\$ 757,000$
- Total delinquencies of $0.95 \%$
- Annualized net charge-off (recovery) rate of $0.94 \%$



## Owner Occupied CRE

- Portfolio average loan size of $\$ 1.0$ million
- 1 Q24 average loan size of $\$ 1.8$ million
- Portfolio average LTV of $55 \%$
- 1Q24 average LTV of $61 \%$
- Total delinquencies of $0.70 \%$
- Annualized net charge-off (recovery) rate of $0.00 \%$


## Multifamily

- Portfolio average loan size of $\$ 2.3$ million
- 1Q24 average loan size of $\$ 679,000$
- Portfolio average LTV of $54 \%$ and DSC of 1.56
- 1Q24 average LTV of 65\% and DSC of 1.28
- Total delinquencies of 0.00\%
- Annualized net charge-off (recovery) rate of 0.00\%

Lease \& Equipment Finance (FinPac)

- Portfolio average loan \& lease size of \$42,000
- 1 Q24 average loan \& lease size of $\$ 59,000$
- Portfolio average yield: $\sim 10 \%$
- Total delinquencies of $4.29 \%$
- Annualized net charge-off (recovery) rate of 5.64\%


## C\&I and CRE Portfolio Composition



Commercial Line Utilization was 35\% at March 31, 2024

CRE Portfolio Composition ${ }^{(1)}$
\$17.6 Billion at March 31, 2024


44\% Owner Occupied / 56\% Non-Owner Occupied ${ }^{(2)}$

## Office Portfolio Details

Office Portfolio Metrics at March 31, 2024

| Average loan size | $\$ 1.35$ million |
| :--- | :---: |
| Average LTV | $56 \%$ |
| DSC (non-owner occupied) | 1.70 x |
| \% with guaranty (by \$ / by \#) | $85 \% / 84 \%$ |
| Past due 30-89 days | $\$ 0.5 \mathrm{~mm} / 0.02 \%$ of office |
| Nonaccrual | $\$ 13.3 \mathrm{~mm} / 0.44 \%$ of office |
| Special mention | $\$ 22.1 \mathrm{~mm} / 0.73 \%$ of office |
| Classified | $\$ 60.1 \mathrm{~mm} / 1.99 \%$ of office |

Repricing Schedule


Maturity Schedule


Number of Loans by Balance


- Loans secured by office properties represented $8 \%$ of our total loan portfolio at March 31, 2024.
■ Our office portfolio is $39 \%$ owner occupied, $59 \%$ non-owner occupied, and $2 \%$ construction. Dental and other healthcare loans compose $15 \%$ of our office portfolio.
■ The average loan size in our office portfolio is $\$ 1.35$ million, delinquencies are at a de minimis level, and the majority of our loans contain a guaranty.
- Excluding floating rate loans, which have already repriced to prevailing rates, only $8 \%$ of our office portfolio reprices through 2025. Loans repricing in 2024 and 2025 have average balances of $\$ 0.8$ million and \$1.1 million, respectively.
- Properties located in suburban markets secure the majority of our office portfolio as only $6 \%$ of non-owner occupied office loans are located in downtown core business districts.


## Continued Strong Credit Quality



Provision Expense, Net Charge-Offs to Average Loans, and Non-Performing Assets to Total Assets ${ }^{1}$


■ The remaining credit discount on loans of $\$ 74$ million as of March 31, 2024 provides an additional 20 basis points of loss absorption when added to the ACL of $\$ 437$ million.

- Charge-off activity in Q1 2024 remained concentrated in the trucking portfolio of the FinPac business and was further impacted by a single credit within the commercial portfolio. Net charge-offs were otherwise at an insignificant level during the quarter.
- Trends in nonperforming loans are consistent with a gradual shift toward a standard credit environment following an extended period of outstanding credit quality.
- Nonperforming loans of $\$ 142$ million as of March 31, 2024 included $\$ 43$ million of government guarantees.

[^3]
## Robust ACL Coverage

| (\$ in thousands) | Allowance for Credit Losses ("ACL") by Loan Segment |  |  |  |  |  | Remaining Credit Discount on Loans | Total ACL including Credit Discount on Loans ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial | Lease \& Equipment | Commercial Real Estate | Residential \& Home Equity | Consumer | Total ${ }^{(1)}$ |  |  |
| Balance as of December 31, 2023 | \$137,619 | \$115,043 | \$137,058 | \$64,944 | \$9,416 | \$464,080 | \$79,850 | \$543,930 |
| Q1 2024 Net (Charge-offs) Recoveries | $(18,734)$ | $(23,766)$ | 197 | (320) | $(1,380)$ | $(44,003)$ |  |  |
| Reserve Build (Release) | $(22,109)$ | 20,593 | 22,049 | $(3,857)$ | 459 | 17,135 |  |  |
| Balance as of March 31, 2024 | \$96,776 | \$111,870 | \$159,304 | \$60,767 | \$8,495 | \$437,212 | \$74,098 | \$511,310 |
| \% of Loans and Leases Outstanding | 1.20\% | 6.55\% | 0.81\% | 0.75\% | 4.49\% | 1.16\% |  | 1.36\% |

- Our reserve coverage by loan segment and for the overall loan and lease portfolio reflects our robust underwriting criteria and ongoing, routine portfolio monitoring activities. For example, we stress applicable variables, like interest rates, cash flows, and occupancy, at inception and loan review and limit borrower proceeds as a result. These factors contribute to lower LTVs and higher DSC ratios, which are taken into consideration in the estimation of our ACL.
- The quarter's provision expense of $\$ 17$ million reflects credit migration trends, changes in the economic forecasts used in credit models, charge-off activity, and a change within our Current Expected Credit Losses ("CECL") methodology. We used components of Moody's Analytics' February 2024 baseline economic forecast to estimate our ACL as of March 31, 2024.
- During the first quarter, we recalibrated the commercial CECL model to be more reflective of the post-merger loan portfolio after a full year operating as a combined organization. We believe the recalibrated model is more reflective of the quality of our underwriting and borrower profiles.

COLUMBIA BANKING SYSTEM

## Capital Management

Regulatory Capital Ratios: Bank and Holding Company as of March 31, 2024


Capital Ratios Continue to Trend Up Post Merger Closing


■ Regulatory capital ratios declined during Q1 2023 as a result of the merger and the impact of rate-related asset discounts on capital. Our capital ratios have continued to increase on a quarterly basis post merger closing.

- We expect to organically generate capital above what is required to support prudent growth and our regular dividend, with excess capital driving ratios higher and providing for longer-term flexibility for return to shareholders.


## Net Interest Income and Net Interest Margin



- The cost of interest-bearing deposits increased 34 basis points on a linked-quarter basis to $2.88 \%$ in Q1 2024, which compares to $2.90 \%$ for the month of March and $2.89 \%$ at March 31, 2024. A comprehensive review related to the evaluation and approval of deposit pricing resulted in enhanced pricing visibility that contributed to stability in interest-bearing core deposit rates in the latter half of the first quarter.
- The cost of interest-bearing liabilities increased 23 basis points on a linked-quarter basis to $3.25 \%$ in Q4 2023, which compares to $3.24 \%$ for both the month of March and at March 31, 2024.
- The net interest margin decreased 26 basis points on a linked quarter basis to $3.52 \%$, which compares to $3.55 \%$ for the month of March. Pricing reductions on wholesale funding and stabilizing interest-bearing deposit costs contributed to a slight increase in net interest margin in the latter part of the first quarter. While the net interest margin's performance in March is encouraging, it does not indicate a cycle floor was reached in the earlier part of the quarter.


## Interest Rate Sensitivity

| (\$ in millions) | Loan Maturities at March 31, 2024 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Months ${ }^{<=6}$ | 7 to 12 <br> Months | 13 to 24 <br> Months | 25 to 36 Months | 37 to 60 Months | $\begin{array}{r} \text { 61+ } \\ \text { Months } \end{array}$ | Total | $\begin{array}{r} \% \text { of } \\ \text { Total }^{(2)} \end{array}$ |
| Fixed | \$1,852 | \$252 | \$642 | \$904 | \$2,311 | \$9,304 | \$15,265 | $40 \%$ |
| Floating | 1,785 | 1,121 | 1,384 | 958 | 1,446 | 4,827 | 11,521 | $30 \%$ |
| Adjustable | 68 | 78 | 237 | 260 | 655 | 10,055 | 11,353 | $30 \%$ |
| Total | \$3,705 | \$1,451 | \$2,263 | \$2,122 | \$4,412 | \$24,186 | \$38,139 | 100 \% |


| Floors: Floating and Adjustable Rate Loans at March 31, 2024 |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| (\$ in millions) | No Floor ${ }^{(3)}$ | At Floor ${ }^{(3)}$ | Above Floor ${ }^{(3)}$ | Total |
| Floating | $\$ 7,080$ | $\$ 36$ | $\$ 4,405$ | $\$ 11,521$ |
| Adjustable | 1,718 | 52 | 9,583 | 11,353 |
| Total | $\$ 8,798$ | $\$ 88$ | $\$ 13,988$ | $\$ 22,874$ |
| $\%$ of Total | $39 \%$ | $\mathbf{1 \%}$ | $\mathbf{6 1 \%}$ | $\mathbf{1 0 0 \%}$ |


| Three Months Ended | Effective Fed Funds Rate (Daily Avg.) | During the Current Rising-Rate Cycie <br> Cost of Combined Company ${ }^{(4)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Interest- Bearing Deposits | Total Deposits | Total Funding |
| March 31, 2024 | 5.33\% | 2.88\% | 1.92\% | 2.27\% |
| December 31, 2023 | 5.33\% | 2.54\% | 1.63\% | 2.05\% |
| December 31, 2022 | 3.65\% | 0.62\% | 0.35\% | 0.51\% |
| December 31, 2021 | 0.08\% | 0.10\% | 0.05\% | 0.09\% |
| Variance: Peak (Peak Value less Q4 2021) | +5.25\% | +2.78\% | +1.87\% | +2.18\% |
| Repricing Betas: Cycle-to-Date |  | 53\% | 36\% | 42\% |

Interest Rate Simulation Impact on Net Interest Income at March 31, $2024^{(5)}$

|  | Ramp |  | Shock |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year 1 |  |  |  |  |  | $\underline{\text { Year 2 }}$ |  | $\underline{\text { Year 1 }}$ | Year 2 |
| Up 200 basis points | $(0.3) \%$ | $(1.5) \%$ | $0.5 \%$ | $0.1 \%$ |  |  |  |  |  |  |
| Up 100 basis points | $(0.1) \%$ | $(0.7) \%$ | $0.3 \%$ | $0.1 \%$ |  |  |  |  |  |  |
| Down 100 basis points | $0.0 \%$ | $0.4 \%$ | $(0.5) \%$ | $(0.5) \%$ |  |  |  |  |  |  |
| Down 200 basis points | $0.1 \%$ | $0.3 \%$ | $(0.7) \%$ | $(1.4) \%$ |  |  |  |  |  |  |
| Down 300 basis points | $0.3 \%$ | $0.1 \%$ | $(0.9) \%$ | $(2.7) \%$ |  |  |  |  |  |  |

Note: Tables may not foot due to rounding.
(1) Fixed rate loans that mature in six months or less include commercial tranche loans that reprice in a manner similar to floating rate loans.
 the prime rate; the most prevalent underlying index rates are 6 -month tenors ( $16 \%$ of the total loan portfolio) and 5 -year tenors ( $6 \%$ of the total loan portfolio),
 ing and size of interest rate changes.
 presentation is calculated in this manner for comparison purposes
 and declining rate scenarios are $56 \%$ and $55 \%$, respectively, for March 31, 2024. Additional data related to interest rate simulations are available in Columbia's Form 10-K for the fiscal year ended December 31, 2023.

## Non-Interest Income

| (\$ in millions) | For the Quarter Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
| Service charges on deposits | \$16.1 | \$17.3 | \$17.4 | \$16.5 | \$14.3 |
| Card-based fees | 13.2 | 14.6 | 15.7 | 13.4 | 11.6 |
| Financial services and trust revenue | 4.5 | 3.0 | 4.7 | 4.5 | 1.3 |
| Residential mortgage banking revenue, net | 4.6 | 4.2 | 7.1 | (2.3) | 7.8 |
| (Loss) gain on equity securities, net | (1.6) | 2.6 | (2.1) | (0.7) | 2.4 |
| Gain on loan and lease sales, net | 0.2 | 1.2 | 1.9 | 0.4 | 0.9 |
| BOLI income | 4.6 | 4.3 | 4.4 | 4.1 | 2.8 |
| Other income |  |  |  |  |  |
| Other commercial product revenue ${ }^{(1)}$ | \$2.3 | \$3.9 | \$3.0 | \$3.0 | \$1.4 |
| Commercial servicing revenue | 0.6 | (0.2) | 0.5 | 0.4 | 0.9 |
| Loan-related fees | 3.7 | 3.2 | 3.6 | 3.3 | 3.4 |
| Change in fair value of certain loans held for investment | (2.4) | 19.4 | (19.2) | (7.0) | 9.5 |
| Misc. income | 3.3 | (0.1) | 1.3 | 2.8 | 1.9 |
| Swap derivative gain (loss) | 1.2 | (8.0) | 5.7 | 1.3 | (3.5) |

Q1 2024 Highlights (compared to Q4 2023)

- Financial services and trust revenue increased following a temporary decline in brokerage income during the fourth quarter due to the transition of Columbia Wealth Advisors to a new broker platform.
- Higher interest rates in the first quarter compared to the fourth quarter drove fair value changes in certain loans held for investment and the swap derivative that collectively reduced non-interest income by $\$ 12$ million compared to the fourth quarter. These items are captured in other income.


## Non-Interest Expense



- Non-interest expense in Q1 2024 declined $\$ 50$ million from the prior quarter level. The decrease was driven in part by a decline in expense related to an FDIC special assessment to \$5 million from \$33 million in Q4 2023.
- Operating non-interest expense ${ }^{(1)}$ declined $\$ 17$ million from the prior quarter due to lower discretionary spending and other expense items compared to elevated expense items in Q4 2023.
- Conducted an enterprise-wide evaluation of our operations during Q1 2024. The full-scale review resulted in consolidated positions, simplified reporting and organizational structures, and an improved profitability outlook. These changes are expected to be carried out during Q2 2024 and Q3 2024 to achieve the Q4 2024 core expense run rate outlined earlier in this presentation.




APPENDIX

## Summary Income Statements

| (\$ in millions, except per-share data) | For the Quarter Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
| Net interest income before provision | \$423.4 | \$453.6 | \$480.9 | \$484.0 | \$374.7 |
| Provision for credit losses | 17.1 | 54.9 | 36.7 | 16.0 | 105.5 |
| Net interest income after provision | 406.2 | 398.7 | 444.1 | 468.0 | 269.2 |
| Non-interest income | 50.4 | 65.5 | 44.0 | 39.7 | 54.7 |
| Non-interest expense | 287.5 | 337.2 | 304.1 | 328.6 | 342.8 |
| Income (loss) before provision (benefit) for income taxes | 169.1 | 127.1 | 184.0 | 179.1 | (18.9) |
| Provision (benefit) for income taxes | 45.0 | 33.5 | 48.1 | 45.7 | (4.9) |
| Net income (loss) | \$124.1 | \$93.5 | \$135.8 | \$133.4 | (\$14.0) |
| Earnings (loss) per share, diluted | \$0.59 | \$0.45 | \$0.65 | \$0.64 | (\$0.09) |
| Non-interest expense, excluding merger-related expense ${ }^{(1)}$ | 283.0 | 330.0 | 285.2 | 298.9 | 226.9 |
| Pre-provision net revenue ${ }^{(1)}$ | \$186.2 | \$182.0 | \$220.7 | \$195.1 | \$86.6 |
| Operating pre-provision net revenue ${ }^{(1)}$ | \$200.7 | \$212.1 | \$258.7 | \$243.1 | \$195.7 |
| Operating net income ${ }^{(1)}$ | \$134.9 | \$116.1 | \$164.3 | \$169.4 | \$71.5 |
| Operating earnings per share, diluted ${ }^{(1)}$ | \$0.65 | \$0.56 | \$0.79 | \$0.81 | \$0.46 |

## Q1 2024 Highlights (compared to Q4 2023)

- Net interest income decreased by $\$ 30$ million due to higher deposit costs and lower income earned on investment securities given slower prepayment speeds.
- Non-interest income decreased by $\$ 15$ million due to the quarterly fluctuation in cumulative non-merger fair value accounting and hedges.
- Non-interest expense decreased by $\$ 50$ million due to lower discretionary spend and the fourth quarter's larger FDIC special assessment.
- Provision expense relates to a number of factors discussed on the "Robust ACL Coverage" slide.

[^4]
## Summary Period-End Balance Sheets

| (\$ in millions, except per-share data) | Q1 2024 | $\mathbf{Q 4} 2023$ | Q3 2023 | Q2 2023 | Q1 2023 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| ASSETS: |  |  |  |  |  |
| Total assets | $\$ 52,224.0$ | $\$ 52,173.6$ | $\$ 51,993.8$ | $\$ 53,592.1$ | $\$ 53,994.2$ |
| Interest bearing cash and temporary investments | $1,760.9$ | $1,664.0$ | $1,911.2$ | $2,868.6$ | $3,079.3$ |
| Investment securities available for sale, fair value | $8,616.5$ | $8,829.9$ | $8,504.0$ | $8,998.4$ | $9,249.6$ |
| Loans and leases, gross | $37,642.4$ | $37,442.0$ | $37,170.6$ | $37,049.3$ | $37,091.3$ |
| Allowance for credit losses on loans and leases | $(414.3)$ | $(440.9)$ | $(416.6)$ | $(404.6)$ | $(417.5)$ |
| Goodwill and other intangibles, net | $1,600.8$ | $1,632.9$ | $1,666.1$ | $1,696.0$ | $1,732.5$ |
| LIABILITIES AND EQUITY: |  |  |  |  |  |
| Deposits | $41,706.2$ | $41,607.0$ | $41,624.4$ | $40,834.9$ | $41,586.3$ |
| Securities sold under agreements to repurchase | 213.6 | 252.1 | 258.4 | 294.9 | 271.0 |
| Borrowings | $3,900.0$ | $3,950.0$ | $3,985.0$ | $6,250.0$ | $5,950.0$ |
| Total shareholders' equity | $4,957.2$ | $4,995.0$ | $4,632.2$ | $4,828.2$ | $4,884.7$ |
| RATIOS AND PER-SHARE METRICS: |  |  |  |  |  |
| Loan to deposit ratio | $90.3 \%$ | $90.0 \%$ | $89.3 \%$ | $90.7 \%$ | $89.2 \%$ |
| Book value per common share | $\$ 23.68$ | $\$ 23.95$ | $\$ 22.21$ | $\$ 23.16$ | $\$ 23.44$ |
| Tangible book value per common share ${ }^{(1)}$ | $\$ 16.03$ | $\$ 16.12$ | $\$ 14.22$ | $\$ 15.02$ | $\$ 15.12$ |
| Common equity to assets ratio | $9.5 \%$ | $9.6 \%$ | $8.9 \%$ | $9.0 \%$ | $9.0 \%$ |
| Tangible common equity to tangible assets ratio ${ }^{(1)}$ | $6.6 \%$ | $6.7 \%$ | $5.9 \%$ | $6.0 \%$ | $6.0 \%$ |

[^5]
## Q1 2024 Highlights (compared to Q4 2023)

■ Commercial line utilization and construction project activity were the primary contributors to the $2 \%$ annualized loan growth in Q1 2024. Origination volume was centered in our commercial and owner-occupied commercial real estate portfolios.

- Deposit balances were up slightly from Q4 2023 due to net growth in customer balances.
- Book value and tangible book value decreased $1.1 \%$ and $0.6 \%$, respectively, as an increase in accumulated other comprehensive loss due to higher interest rates more than offset organic capital generation. Book value and tangible book value increased $1.0 \%$ and $6.0 \%$, respectively from March 31, 2023 despite an increase in accumulated other comprehensive loss over the same period.


## Liquidity Overview

| (\$ in millions) | Select Balance Sheet Items |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended |  |  | Sequential Quarter Change Q1 2024 |
|  | Q1 2024 | Q4 2023 | Q1 2023 |  |
| Commercial deposits | \$11,207 | \$11,142 | \$11,355 | \$65 |
| Small business deposits | 8,103 | 8,400 | 8,619 | (297) |
| Consumer deposits | 16,241 | 15,842 | 17,243 | 399 |
| Total customer deposits | 35,551 | 35,384 | 37,217 | 167 |
| Public deposits - non-interest bearing | 645 | 619 | 638 | 26 |
| Public deposits - interest bearing | 2,285 | 2,285 | 1,918 | - |
| Total public deposits | 2,930 | 2,904 | 2,556 | 26 |
| Administrative deposits | 135 | 169 | 182 | (34) |
| Brokered deposits | 3,090 | 3,150 | 1,631 | (60) |
| Total deposits | \$41,706 | \$41,607 | \$41,586 | \$99 |
| Term debt | \$3,900 | \$3,950 | \$5,950 | (\$50) |
| Cash \& cash equivalents | \$2,201 | \$2,163 | \$3,635 | \$39 |
| Available-for-sale securities | \$8,617 | \$8,830 | \$9,250 | (\$213) |
| Loans and leases | \$37,642 | \$37,442 | \$37,091 | \$200 |


| Total Off-Balance Sheet Liquidity Available at March 31, 2024 |  |  |  |
| :---: | :---: | :---: | :---: |
| (\$ in millions) | Gross <br> Availability | Utilization | Availability |
| FHLB lines | \$11,965 | \$2,370 | \$9,596 |
| Federal Reserve Discount Window | 2,820 | - | 2,820 |
| Federal Reserve Term Funding Program ${ }^{(1)}$ | 1,550 | 1,550 | - |
| Uncommitted lines of credit | 600 | - | 600 |
| Total off-balance sheet liquidity | \$16,935 | \$3,920 | \$13,015 |
| Total Available Liquidity at March 31, 2024 (\$ in millions) |  |  |  |
| Total off-balance sheet liquidity (available | nes of credit): |  | \$13,015 |
| Cash and equivalents, less reserve requirem | ent |  | 1,898 |
| Excess bond collateral |  |  | 3,719 |
| Total available liquidity |  |  | \$18,632 |
| TOTAL AVAILABLE LIQUIDITY AS A PERCENTAGE OF: |  |  |  |
| Assets of \$ 52.2 billion at March 31, 2024 |  |  | 36 \% |
| Deposits of \$41.7 billion at March 31, 2024 |  |  | 45 \% |
| Uninsured deposits of \$13.5 billion at March | 31,2024 |  | $138 \%$ |

- Net growth in total customer deposits enabled a slight reduction in brokered deposits and term debt in Q1 2024.
- Contraction in small business deposits during Q1 2024 was partially offset by a targeted campaign launched in early February 2024 to generate new business. The campaign runs through April 2024 and includes bundled solutions for customers without promotional pricing.
Note: Tables may not foot due to rounding.
(1) The Federal Reserve's Bank Term Funding Program was discontinued in March 2024. We present associated balances as they were outstanding on Columbia's balance sheet as of March 31,2024


## Purchase Accounting Details

| Select Purchase Accounting Items ${ }^{(1)}$ | Adjustment at Closing <br> February 28, 2023 | Remaining Balances at |  | Notes |
| :---: | :---: | :---: | :---: | :---: |
|  |  | December 31, 2023 | March 31, 2024 |  |
| ITEMS TO ACCRETE THROUGH INTEREST INCOME: |  |  |  |  |
| Available for sale securities - rate discount | \$(1,011) million | \$(565) million | \$(543) million | While an adjustment to historical Columbia securities' book value was $\$ 1.0$ billion at the closing of the merger, the purchase discount that will accrete into interest income over time was $\$ 0.6$ billion when previously existing purchase premiums and the discount associated with bonds sold as part of the Q1 2023 portfolio restructuring were eliminated. |
| Loans - rate discount ${ }^{(2)}$ | \$(618) million | \$(468) million | \$(444) million |  |
| Total rate discount on loans and securities | \$(1,629) million | \$(1,033) million | \$(987) million |  |
| Loans - credit mark ${ }^{(2)}$ | \$(130) million | \$(80) million | \$(74) million |  |
| Total discount on loans and securities | \$(1,759) million | \$(1,113) million | \$(1,061) million | Fair value discounts are accreted into interest income using the effective interest method, which amortizes the discount over the life of the loan or security. |
| ITEM TO AMORTIZE THROUGH NON-INTEREST EXPENSE: |  |  |  |  |
| Core deposit intangible | \$710 million | \$603 million | \$571 million | CDI amortizes through non-interest expense over 10 years using the sum-of-the-years-digits method. |

(1) Table does not capture all assets and liabilities with an associated fair value discount or premium. Assets and liabilities not presented have a significantly smaller impact on income through the accretion or amortization of their discount or premium.
 accretion is an estimate based on the relative allocation of these two items to the discount at the closing of the merger.

## Non-GAAP Reconciliation: Tangible Capital

| (\$ in thousands, except per-share data) |  | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total shareholders' equity | a | \$4,957,245 | \$4,995,034 | \$4,632,162 | \$4,828,188 | \$4,884,723 |
| Less: Goodwill |  | 1,029,234 | 1,029,234 | 1,029,234 | 1,029,234 | 1,030,142 |
| Less: Other intangible assets, net |  | 571,588 | 603,679 | 636,883 | 666,762 | 702,315 |
| Tangible common shareholders' equity | b | 3,356,423 | 3,362,121 | 2,966,045 | 3,132,192 | 3,152,266 |
|  |  |  |  |  |  |  |
| Total assets | c | \$52,224,006 | \$52,173,596 | \$51,993,815 | \$53,592,096 | \$53,994,226 |
| Less: Goodwill |  | 1,029,234 | 1,029,234 | 1,029,234 | 1,029,234 | 1,030,142 |
| Less: Other intangible assets, net |  | 571,588 | 603,679 | 636,883 | 666,762 | 702,315 |
| Tangible assets | d | \$50,623,184 | \$50,540,683 | \$50,327,698 | \$51,896,100 | \$52,261,769 |
|  |  |  |  |  |  |  |
| Common shares outstanding at period end | e | 209,370 | 208,585 | 208,575 | 208,514 | 208,429 |
|  |  |  |  |  |  |  |
| Total shareholders' equity to total assets ratio | a/c | 9.49 \% | 9.57 \% | 8.91 \% | 9.01 \% | 9.05 \% |
| Tangible common equity to tangible assets ratio | b/d | 6.63 \% | 6.65 \% | 5.89 \% | 6.04 \% | $6.03 \%$ |
| Book value per common share | a/e | \$23.68 | \$23.95 | \$22.21 | \$23.16 | \$23.44 |
| Tangible book value per common share | b/e | \$16.03 | \$16.12 | \$14.22 | \$15.02 | \$15.12 |

## Non-GAAP Reconciliation: Adjustments and Average Balances

| (\$ in thousands) | Q1 2024 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q4 2023 |  | Q3 2023 |  | Q2 2023 |  | Q1 2023 |  |
| Non-Interest Income Adjustments |  |  |  |  |  |  |  |  |  |  |  |
| Gain on sale of debt securities, net |  | \$ | 12 | \$ | 9 | \$ | 4 | \$ | - | \$ | - |
| (Loss) gain on equity securities, net |  |  | $(1,565)$ |  | 2,636 |  | $(2,055)$ |  | (697) |  | 2,416 |
| Gain (loss) on swap derivatives |  |  | 1,197 |  | $(8,042)$ |  | 5,700 |  | 1,288 |  | $(3,543)$ |
| Change in fair value of certain loans held for investment |  |  | $(2,372)$ |  | 19,354 |  | $(19,247)$ |  | $(6,965)$ |  | 9,488 |
| Change in fair value of MSR due to valuation inputs or assumptions |  |  | 3,116 |  | $(6,251)$ |  | 5,308 |  | $(2,242)$ |  | $(2,937)$ |
| MSR hedge (loss) gain |  |  | $(4,271)$ |  | 5,026 |  | $(4,733)$ |  | $(7,636)$ |  | 2,650 |
| Total non-interest income adjustments | a | \$ | $(3,883)$ | \$ | 12,732 | \$ | $(15,023)$ | \$ | $(16,252)$ | \$ | 8,074 |
| Non-Interest Expense Adjustments |  |  |  |  |  |  |  |  |  |  |  |
| Merger-related expense |  | \$ | 4,478 | \$ | 7,174 | \$ | 18,938 | \$ | 29,649 | \$ | 115,898 |
| Exit and disposal costs |  |  | 1,272 |  | 2,791 |  | 4,017 |  | 2,119 |  | 1,291 |
| FDIC special assessment ${ }^{(1)}$ |  |  | 4,848 |  | 32,923 |  | - |  | - |  | - |
| Total non-interest expense adjustments | b | \$ | 10,598 | \$ | 42,888 | \$ | 22,955 | \$ | 31,768 | \$ | 117,189 |
| Average Assets | n | \$ | 52,083,973 | \$ | 51,832,356 | \$ | 53,011,361 | \$ | 53,540,574 | \$ | 39,425,975 |
| Less: Average goodwill and other intangible assets, net |  |  | 1,619,134 |  | 1,652,282 |  | 1,684,093 |  | 1,718,705 |  | 623,042 |
| Average tangible assets | $\bigcirc$ | \$ | 50,464,839 | \$ | 50,180,074 | \$ | 51,327,268 | \$ | 51,821,869 | \$ | 38,802,933 |
| Average common shareholders' equity | $p$ | \$ | 4,985,875 | \$ | 4,695,736 | \$ | 4,866,975 | \$ | 4,935,239 | \$ | 3,349,761 |
| Less: Average goodwill and other intangible assets, net |  |  | 1,619,134 |  | 1,652,282 |  | 1,684,093 |  | 1,718,705 |  | 623,042 |
| Average tangible common equity | q | \$ | 3,366,741 | \$ | 3,043,454 | \$ | 3,182,882 | \$ | 3,216,534 | \$ | 2,726,719 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Weighted average basic shares outstanding | r |  | 208,260 |  | 208,083 |  | 208,070 |  | 207,977 |  | 156,383 |
| Weighted average diluted shares outstanding | $s$ |  | 208,956 |  | 208,739 |  | 208,645 |  | 208,545 |  | 156,383 |

[^6]
## Non-GAAP Reconciliation: Income Statements

| (\$ in thousands) | For the Quarter Ended |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 2024 |  |  | Q4 2023 |  | Q3 2023 |  | Q2 2023 |  | Q1 2023 |  |
| Net interest income | c | \$ | 423,362 | \$ | 453,623 | \$ | 480,875 | \$ | 483,975 | \$ | 374,698 |
| Non-interest income (GAAP) | d | \$ | 50,357 | \$ | 65,533 | \$ | 43,981 | \$ | 39,678 | \$ | 54,735 |
| Less: Non-interest income adjustments | a |  | 3,883 |  | $(12,732)$ |  | 15,023 |  | 16,252 |  | $(8,074)$ |
| Operating non-interest income (non-GAAP) | e | \$ | 54,240 | \$ | 52,801 | \$ | 59,004 | \$ | 55,930 | \$ | 46,661 |
| Revenue (GAAP) | f=c+d | \$ | 473,719 | \$ | 519,156 | \$ | 524,856 | \$ | 523,653 | \$ | 429,433 |
| Operating revenue (non-GAAP) | $\mathrm{g}=\mathrm{c}+\mathrm{e}$ | \$ | 477,602 | \$ | 506,424 | \$ | 539,879 | \$ | 539,905 | \$ | 421,359 |
| Non-interest expense (GAAP) | h | \$ | 287,516 | \$ | 337,176 | \$ | 304,147 | \$ | 328,559 | \$ | 342,818 |
| Less: Non-interest expense adjustments | b |  | $(10,598)$ |  | $(42,888)$ |  | $(22,955)$ |  | $(31,768)$ |  | $(117,189)$ |
| Operating non-interest expense (non-GAAP) | i | \$ | 276,918 | \$ | 294,288 | \$ | 281,192 | \$ | 296,791 | \$ | $\underline{\text { 225,629 }}$ |
| Net income (loss) (GAAP) | j | \$ | 124,080 | \$ | 93,531 | \$ | 135,845 | \$ | 133,377 | \$ | $(14,038)$ |
| Provision (benefit) for income taxes |  |  | 44,987 |  | 33,540 |  | 48,127 |  | 45,703 |  | $(4,886)$ |
| Income (loss) before provision for income taxes |  |  | 169,067 |  | 127,071 |  | 183,972 |  | 179,080 |  | $(18,924)$ |
| Provision for credit losses |  |  | 17,136 |  | 54,909 |  | 36,737 |  | 16,014 |  | 105,539 |
| Pre-provision net revenue (PPNR) (non-GAAP) | k |  | 186,203 |  | 181,980 |  | 220,709 |  | 195,094 |  | 86,615 |
| Less: Non-interest income adjustments | a |  | 3,883 |  | $(12,732)$ |  | 15,023 |  | 16,252 |  | $(8,074)$ |
| Add: Non-interest expense adjustments | b |  | 10,598 |  | 42,888 |  | 22,955 |  | 31,768 |  | 117,189 |
| Operating PPNR (non-GAAP) | 1 | \$ | 200,684 | \$ | 212,136 | \$ | 258,687 | \$ | 243,114 | \$ | 195,730 |
| Net income (GAAP) | j | \$ | 124,080 | \$ | 93,531 | \$ | 135,845 | \$ | 133,377 | \$ | $(14,038)$ |
| Less: Non-interest income adjustments | a |  | 3,883 |  | $(12,732)$ |  | 15,023 |  | 16,252 |  | $(8,074)$ |
| Add: Non-interest expense adjustments | b |  | 10,598 |  | 42,888 |  | 22,955 |  | 31,768 |  | 117,189 |
| Tax effect of adjustments |  |  | $(3,620)$ |  | $(7,539)$ |  | $(9,482)$ |  | $(11,981)$ |  | $(23,565)$ |
| Operating net income (non-GAAP) | m | \$ | 134,941 | \$ | 116,148 | \$ | 164,341 | \$ | 169,416 | \$ | 71,512 |

## Non-GAAP Reconciliation: Earnings Per-Share and Performance Metrics

| (\$ in thousands, except per-share data) | For the Quarter Ended |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 2024 |  |  | Q4 2023 |  | Q3 2023 |  | Q2 2023 |  | Q1 2023 |  |
| Select Per-Share \& Performance Metrics |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share - basic | j/r | \$ | 0.60 | \$ | 0.45 | \$ | 0.65 | \$ | 0.64 | \$ | (0.09) |
| Earnings per share - diluted | j/s | \$ | 0.59 | \$ | 0.45 | \$ | 0.65 | \$ | 0.64 | \$ | (0.09) |
| Efficiency ratio ${ }^{(1)}$ | h/f |  | 60.57 \% |  | 64.81 \% |  | 57.82 \% |  | 62.60 \% |  | 79.71 \% |
| Non-interest expense to average assets | h/n |  | 2.22 \% |  | 2.58 \% |  | 2.28 \% |  | 2.46 \% |  | 3.53 \% |
| Return on average assets | j/n |  | 0.96 \% |  | 0.72 \% |  | 1.02 \% |  | 1.00 \% |  | (0.14)\% |
| Return on average tangible assets | j/o |  | 0.99 \% |  | 0.74 \% |  | 1.05 \% |  | 1.03 \% |  | (0.15)\% |
| PPNR return on average assets | k/n |  | 1.44 \% |  | 1.39 \% |  | 1.65 \% |  | 1.46 \% |  | 0.89 \% |
| Return on average common equity | j/p |  | 10.01 \% |  | 7.90 \% |  | 11.07 \% |  | 10.84 \% |  | (1.70)\% |
| Return on average tangible common equity | j/q |  | 14.82 \% |  | 12.19 \% |  | 16.93 \% |  | 16.63 \% |  | (2.09)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Per-Share \& Performance Metrics |  |  |  |  |  |  |  |  |  |  |  |
| Operating earnings per share - basic ${ }^{(2)}$ | $\mathrm{m} / \mathrm{r}$ | \$ | 0.65 | \$ | 0.56 | \$ | 0.79 | \$ | 0.81 | \$ | 0.46 |
| Operating earnings per share - diluted ${ }^{(2)}$ | $\mathrm{m} / \mathrm{s}$ | \$ | 0.65 | \$ | 0.56 | \$ | 0.79 | \$ | 0.81 | \$ | 0.46 |
| Operating efficiency ratio, as adjusted ${ }^{(1),(2), ~(3)}$ | u/y |  | 56.97 \% |  | 57.31 \% |  | 51.26 \% |  | 54.04 \% |  | 52.84 \% |
| Operating non-interest expense to average assets | i/n |  | 2.14 \% |  | 2.25 \% |  | 2.10 \% |  | 2.22 \% |  | 2.32 \% |
| Operating return on average assets ${ }^{(2)}$ | $\mathrm{m} / \mathrm{n}$ |  | 1.04 \% |  | 0.89 \% |  | 1.23 \% |  | 1.27 \% |  | 0.74 \% |
| Operating return on average tangible assets ${ }^{(2)}$ | $\mathrm{m} / \mathrm{o}$ |  | 1.08 \% |  | 0.92 \% |  | 1.27 \% |  | 1.31 \% |  | 0.75 \% |
| Operating PPNR return on average assets ${ }^{(2)}$ | 1/n |  | 1.55 \% |  | 1.62 \% |  | $1.94 \%$ |  | 1.82 \% |  | 2.01 \% |
| Operating return on average common equity ${ }^{(2)}$ | $\mathrm{m} / \mathrm{p}$ |  | 10.89 \% |  | 9.81\% |  | 13.40 \% |  | 13.77 \% |  | 8.66 \% |
| Operating return on average tangible common equity ${ }^{(2)}$ | $\mathrm{m} / \mathrm{q}$ |  | 16.12 \% |  | 15.14 \% |  | 20.48 \% |  | 21.13 \% |  | 10.64 \% |

 normalizes for the tax treatment of the adjusted items. The adjustment re-aligns Columbia's calculation of its operating efficiency ratio with its pre-merger calculation.

## Non-GAAP Reconciliation: Operating Efficiency Ratio, as Adjusted

| (\$ in thousands) | For the Quarter Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
| Non-interest expense (GAAP) | h | \$287,516 | \$337,176 | \$304,147 | \$328,559 | \$342,818 |
| Less: Non-interest expense adjustments | b | $(10,598)$ | $(42,888)$ | $(22,955)$ | $(31,768)$ | $(117,189)$ |
| Operating non-interest expense (non-GAAP) | i | 276,918 | 294,288 | 281,192 | 296,791 | 225,629 |
| Less: B\&O taxes | t | $(3,223)$ | $(2,727)$ | $(3,275)$ | $(3,647)$ | $(2,129)$ |
| Operating non-interest expense, excluding B\&O taxes (non-GAAP) | u | \$273,695 | \$291,561 | \$277,917 | \$293,144 | \$223,500 |
|  |  |  |  |  |  |  |
| Non-interest income (tax equivalent) ${ }^{(1)}$ | v | \$424,344 | \$454,730 | \$482,031 | \$485,168 | \$375,369 |
| Non-interest income (GAAP) | d | 50,357 | 65,533 | 43,981 | 39,678 | 54,735 |
| Add: BOLI tax equivalent adjustment ${ }^{(1)}$ | w | 1,809 | 1,182 | 1,178 | 1,360 | 957 |
| Total Revenue, excluding BOLI tax equivalent adjustments (tax equivalent) | x | 476,510 | 521,445 | 527,190 | 526,206 | 431,061 |
| Less: non-interest income adjustments | a | 3,883 | $(12,732)$ | 15,023 | 16,252 | $(8,074)$ |
| Total Adjusted operating revenue, excluding BOLI tax equivalent adjustments (tax equivalent) (non-GAAP) | $y$ | \$480,393 | \$508,713 | \$542,213 | \$542,458 | \$422,987 |
|  |  |  |  |  |  |  |
| Efficiency ratio ${ }^{(1)}$ | h/f | 60.57 \% | 64.81 \% | 57.82 \% | 62.60 \% | 79.71 \% |
| Operating efficieny ratio, as adjusted (non-GAAP) ${ }^{(1),(2),(3)}$ | u/y | 56.97 \% | 57.31 \% | 51.26 \% | 54.04 \% | 52.84 \% |

 normalizes for the tax treatment of the adjusted items. The adjustment re-aligns Columbia's calculation of its operating efficiency ratio with its pre-merger calculation.

## Non-GAAP Reconciliation: Net Interest Income \& Net Interest Margin

| (\$ in thousands) | For the Quarter Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
| Net interest income | a | \$424,344 | \$454,730 | \$482,031 | \$485,168 | \$375,369 |
| Less: Acquired loan accretion - credit related ${ }^{(1)}$ | b | 5,119 | 5,430 | 6,370 | 7,100 | 3,806 |
| Net Interest Income, excluding credit PAA ${ }^{(1)}$ | c | 419,225 | 449,300 | 475,661 | 478,068 | 371,563 |
| Less: Acquired rate-related accretion ${ }^{(1)}$ | d | 57,336 | 63,757 | 70,900 | 67,960 | 28,239 |
| Adjusted net interest income ${ }^{(1)}$ | e | \$361,889 | \$385,543 | \$404,761 | \$410,108 | \$343,324 |
|  |  |  |  |  |  |  |
| Average interest-earning assets | f | \$48,280,787 | \$47,838,229 | \$48,981,105 | \$49,442,518 | \$37,055,705 |
|  |  |  |  |  |  |  |
| Net interest margin ${ }^{(2)}$ | a/f | 3.52 \% | 3.78 \% | 3.91 \% | 3.93 \% | 4.08 \% |
| Less: Acquired loan accretion - credit related ${ }^{(1)}$ | b/f | 0.04 \% | 0.05 \% | 0.05 \% | 0.06 \% | 0.04 \% |
| Net Interest margin, excluding credit PAA ${ }^{(1),(2)}$ | c/f | 3.48 \% | 3.73 \% | 3.86 \% | 3.87 \% | 4.04 \% |
| Less: Acquired rate-related accretion ${ }^{(1)}$ | d/f | 0.48 \% | 0.53 \% | 0.58 \% | 0.55 \% | 0.31 \% |
| Adjusted net interest margin ${ }^{(1),(2)}$ | e/f | 3.00 \% | 3.20 \% | 3.28 \% | 3.32 \% | $3.73 \%$ |

[^7]
[^0]:    (1) Regulatory capital ratios are estimates pending completion and filing of Columbia's regulatory reports.

[^1]:    (1) Population, deposit, and market share data sourced from S\&P Global Market Intelligence. Deposits and market share as of June 30, 2023 and adjusted by S\&P to include acquisitions announced or closed subsequent to that date.

[^2]:    (1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement for each is provided in the Appendix of this slide presentation
    (2) Regulatory capital ratios are estimates pending completion and filing of Columbia's regulatory reports.

[^3]:    (1) Q1 2023 provision expense of $\$ 105.5$ million includes an initial provision of $\$ 88.4$ million related to historical Columbia non-PCD loans.

[^4]:    Note: Tables may not foot due to rounding. Q1 2023 results include only one month of the combined company's operations and a related initial provision of $\$ 88$ million (1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement is provided at the end of this slide presentation.

[^5]:    Note: Tables may not foot due to rounding. Q1 2023 results were impacted by the closing of the merger on February 28,2023 and the addition of historical Columbia balances at fair value. (1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement is provided in the appendix of this slide presentation

[^6]:     assessment from the Company's calculation of operating non-interest expense. The Company views the special assessment as an infrequent expense that is outside the control of the Company.

[^7]:     discount accretion is an estimate based on the relative allocation of these two items to the discount at the closing of the merger.
    (2) Tax-exempt interest has been adjusted to a taxable equivalent basis using a $21 \%$ tax rate

