# INVESTOR PRESENTATION

2nd Quarter 2024

50Urce Corporation

NASDAQ: SRCE | www.1stsource.com

# **DISCLOSURES**

#### **Forward-Looking Statements**

Except for historical information, the matters discussed may include "forward-looking statements." Those statements are subject to material risks and uncertainties. 1st Source cautions readers not to place undue reliance on any forward-looking statements, which speak only as of the date made. The audience is advised that various important factors could cause 1st Source's actual results or circumstances for future periods to differ materially from those anticipated or projected in such forward-looking statements. Please refer to our press releases, Form 10-Qs, and 10-Ks concerning factors that could cause actual results to differ materially from any forward-looking statements of which we undertake no obligation to publicly update or revise.

#### **Non-GAAP Financial Measures**

The accounting and reporting policies of 1st Source conform to generally accepted accounting principles ("GAAP") in the United States and prevailing practices in the banking industry. However, certain non-GAAP performance measures are used by management to evaluate and measure the Company's performance. Although these non-GAAP financial measures are frequently used by investors to evaluate a financial institution, they have limitations as analytical tools, and should not be considered in isolation, or as a substitute for analyses of results as reported under GAAP. These include taxable-equivalent net interest income (including its individual components), net interest margin (including its individual components), the efficiency ratio, tangible common equity-to-tangible assets ratio, pre-tax pre-provision income and tangible book value per common share. Management believes that these measures provide users of the Company's financial information a more meaningful view of the performance of the interest-earning assets and interest-bearing liabilities and of the Company's operating efficiency. Other financial holding companies may define or calculate these measures differently. See the slides titled "Reconciliation of Non-GAAP Financial Measures" for a reconciliation of certain non-GAAP financial measures used by the Company with their most closely related GAAP measures.

# **CORPORATE OVERVIEW**

Founded in 1863

# \$8.9 billion Community Bank with International Reach headquartered in South Bend, Indiana

#### **Community Banking**

- Locations throughout northern Indiana and southwestern Michigan
- Business and personal banking, payment services, lending, mortgage, and leasing
- Investment management, wealth advisory, estate planning, and retirement planning services
- Business and consumer insurance sales

#### **Renewable Energy Financing**

- National footprint
- Construction loans, permanent loans, and tax equity investments
- Community solar, commercial and industrial, small utility scale, university, and municipal projects

#### **Specialty Finance**

- National and international footprint
- Auto rental and leasing
- Truck rental and leasing
- Construction machinery
- Corporate and personal aircraft







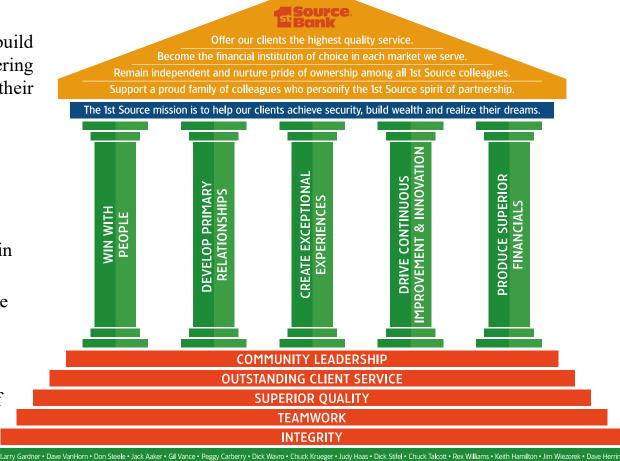
# **MISSION & VISION**

#### **Mission**

To help our clients achieve security, build wealth and realize their dreams by offering straight talk, sound advice and keeping their best interests in mind for the long-term.

#### **Vision**

- Offer our clients the highest quality service
- Be the financial institution of choice in each market we serve
- Remain independent and nurture pride of ownership among all 1st Source colleagues
- Support a proud family of colleagues who personify the 1st Source spirit of partnership
- Achieve long-term, superior financial results



Ernie Bognar • George Horn • Carolyn Dutoi • Ann Marek • Dan Craft • Pat Greene • Dick Reiner • Forrest Miller • Barbara Houk • Jim Jackson • Herb Solbrig • Wayne Hankins • Grace Tetzlaff • Glenn Borden • Norm Konzen E. M. Morris • Sandy Foster • Rosemary Brady • Bev Gustafson • Ila Davis • John Truland • John Gerfen • Pat McCrum • Gene Price • Jean Wagner • Cal White • Sara Felebom • Scooter Wade • O. C. Carmichael • Cordia Bende George Corr • A S. Burkart • Adele Benyo • Bernita Gentry • Dewery Walkins • Ernestine M. Raclin • Peggy C. Ray • Dee Kiefer • Patti Lutz • Bruce Burkart • Jo St. John • Louis J. Sullivan • Judy Farver • Cheri Pesce • Ray Thom Pette Braasch • Jeannette Blondia • Thomas Stanfield • Caleb Kimball • Duke Jones • Gene Cavanaugh • Larry Ort • Lucky Reznik • Shirly McCay • Bill Hobing • Ken Gardner • Carol Styburski • Larry Lentych • Melissa Collins

# **MARKET AREA**

Valparaiso-

# **Specialty Finance**





Auto & Light Truck



Medium & Heavy Duty Truck



Construction



Aircraft



Checking



Savings



Cane



Mortgage



Busines



Insurance

# Community Bank

South

Bend

Lafayette

INDIANA

Indianapolis

**MICHIGAN** 

Calamazoo

Fort Wayne

Sarasota, FL

Loans & Leases \$3.14 billion

# **BUSINESS MIX**

#### **Loans & Leases**



community banking 47%



53%

# **COMMUNITY BANKING**

- **78** Banking Centers
- **97** Twenty-four-hour ATMs
  - 9 Trust & Wealth Advisory locations with approximately\$5.8 billion of assets under management
- 10 1st Source Insurance offices
  - 3 Loan Production offices



In person



Over the phone



**Online** 



**Mobile** 

# RENEWABLE ENERGY FINANCING

Our Renewable Energy Financing Division provides sponsors and developers with one-stop-shop financing by providing construction loans, permanent loans, and tax equity investments to community solar, commercial and industrial, small utility scale, university,



and municipal projects. Loans and investments are made across the contiguous United States with a focus in the Northeast and Midwest.

Financed solar projects positively impact communities across our growing portfolio through energy cost savings and renewable energy generation.

#### **Environmental Impact**

The estimated aggregate power capacity of financed projects avoids 295,186 metric tons of carbon greenhouse emissions annually.\*

- Over \$459 million in loans and leases outstanding as of June 30, 2024
- Over \$158 million invested to date in tax equity partnership investments as of June 30, 2024

#### **Equivalent Emissions Avoided Annually**\*



<sup>\*</sup> Source: https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator as of July 25, 2024

# SPECIALTY FINANCE GROUP



#### **Auto and Light Truck Division**

Auto/light truck division provides financing for automobile rental and commercial auto leasing companies, and light truck rental and leasing companies.



#### **Medium and Heavy Duty Truck Division**

The medium and heavy duty truck division finances highway tractors and trailers and delivery trucks for the commercial trucking industry and trash and recycling equipment for municipalities and private businesses as well as equipment for landfills.



#### **Construction Equipment Division**

Construction equipment division provides financing for infrastructure projects (i.e., asphalt and concrete plants, bulldozers, excavators, cranes, and loaders, etc.)



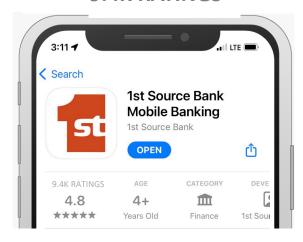
#### **Aircraft Division**

Aircraft division provides financing primarily for new and pre-owned general aviation aircraft (including helicopters) for private and corporate users, some for aircraft distributors and dealers, air charter operators, air cargo carriers, and other aircraft operators. See Appendix for NAICS industry detail.

# HIGHLY RATED, FEATURE-RICH MOBILE APP

4.8 \* \* \* \* \*

9.4K RATINGS 6



Budget & Account Aggregation





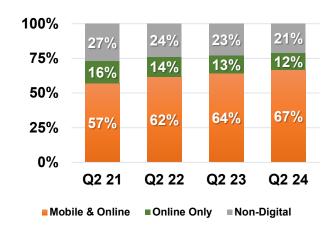




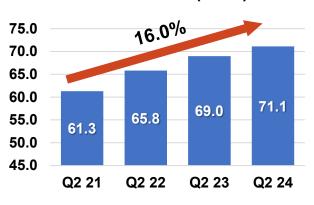
#### Other Services:

Balance & Transfers, Pay Bills / eBills, Mobile Deposit, A2A Transfers

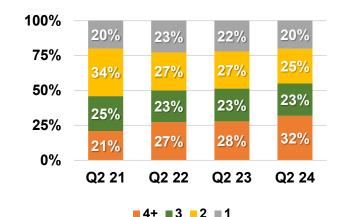
#### Digital Adoption<sup>1</sup>



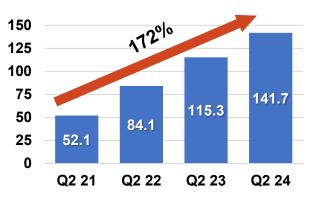
#### Mobile Users (000s)<sup>2</sup>



#### Service Usage<sup>3</sup>



#### Zelle Transactions (000s)7



- 1 "Digital Adoption" is based on the primary deposit account holders' usage of our online/mobile banking platforms
- 2 "Mobile Users" is based on activity within the Mobile App within the last 90 days
- 3 "Service Usage" are the number of distinct services (presented on the left) used by a digital user
- 4 Launched service in May 2022
- 5 1st Source Debit Cards can be loaded into Apple Pay, Samsung Pay & Google Wallet Apps
- 6. Based on Apple's App Store rating at quarter-end
- 7. Some previously reported quarterly transactions have been modified.

## **INSTANT PAYMENTS**

FedN@W.

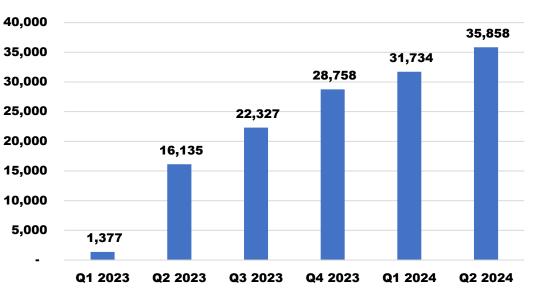
Successfully launched instant payment systems Real Time Payments (RTP) and FedNow over three phases in 2023:



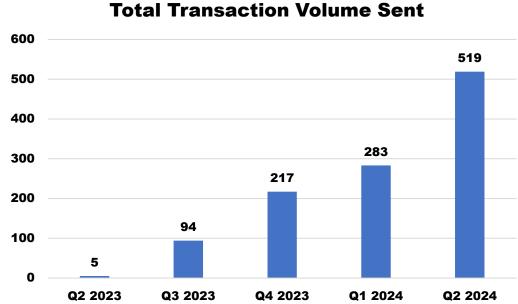
**Powering Smarter Payments** 

- RTP Receive
  - All deposit accounts eligible to receive funds through RTP
- RTP Send
  - Send capability restricted to select client businesses
- FedNow Send/Receive
  - One of only 35 banks and credit unions to launch FedNow on day one (~1,000 FI's today)

As of June 30, 2024, 1st Source sent or received <u>over \$97 million</u> through RTP and FedNow channels, as well as surpassed 130,000 total transactions.



**Total Transaction Volume Received** 



# AN EXPERIENCED AND PROVEN TEAM

#### **Executive Team**

6 executives with an average 35 years each of banking experience and 26 years with 1st Source

## **Business Banking Officers**

**42** business banking officers with an average **21** years each of lending experience and with 1st Source from **1** to **35** years

## **Specialty Finance Group Officers**

25 specialty finance officers with an average 24 years each of lending experience and with 1st Source from 1 to 33 years

# PERFORMANCE CLIENT

## **Indiana SBA Community Lender Award**

2013-2023

- #1 SBA Lender in our Indiana footprint
- #1 SBA Lender Headquartered in State of Indiana
- #1 Deposit share in our 16 contiguous county market
- #5 Lender of Community Development Loans (Total Dollars) in State of Indiana by Banks Headquartered in Indiana. 2022 CRA data by FFIEC.
- #3 Lender of Community Development Loans (# of Loans) in State of Indiana by Banks Headquartered in Indiana. 2022 CRA data by FFIEC.
- **#20** On Monitor Magazine's 2023 Top 50 Bank Finance/Leasing Companies in the U.S.
- #35 On Monitor Magazine's 2023 Top 100 Largest Equipment Finance/Leasing Companies in the U.S.

## **PERFORMANCE** LEADERSHIP

2024 Forbes' America's Best Banks list

#14 in the U.S. and #1 in Indiana

**2024 Forbes' Best in State Banks** 

**2024 Forbes' 500 Best Employers for New Grads** 

2024 US News & World Report – Best Companies to Work For - Midwest

Indianapolis Business Journal's 250 Most Influential Business Leaders

**Christopher J. Murphy III** 

Chairman and CEO

1st Source Corporation

Tracy D. Graham & Isaac P. Torres

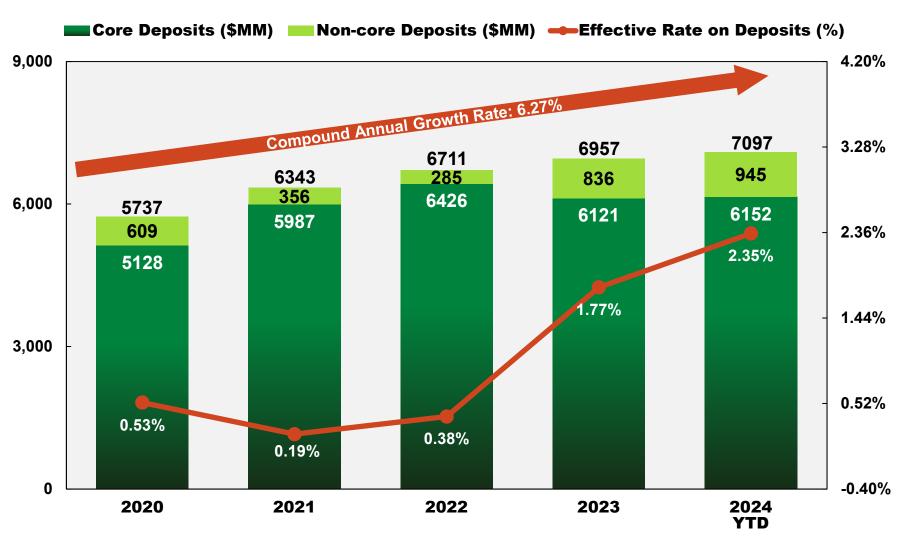
**Board Members** 



# FINANCIAL REVIEW



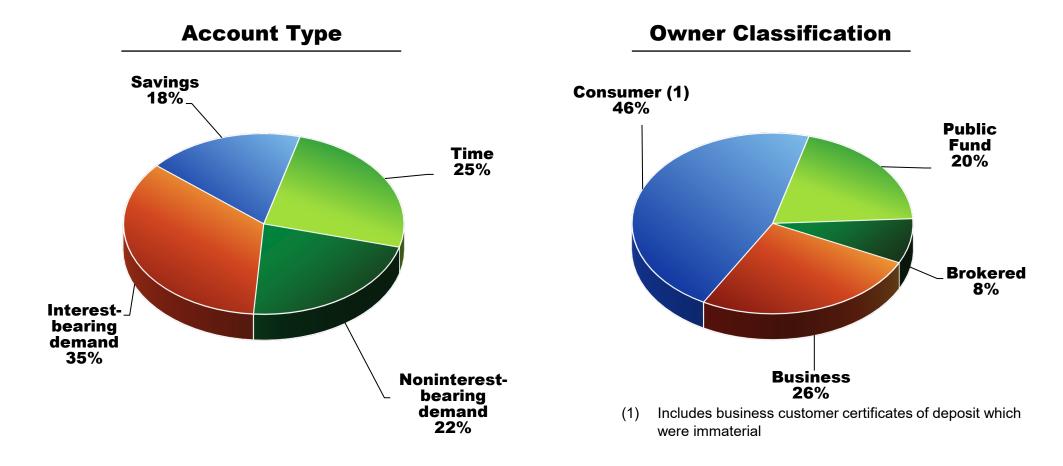
# CORE DEPOSIT FRANCHISE TOTAL AVERAGE DEPOSITS



<sup>\*</sup>Non-core deposits include CDs over \$250,000, brokered CDs, and national listing service CDs.

# **Diversified Deposit Mix**

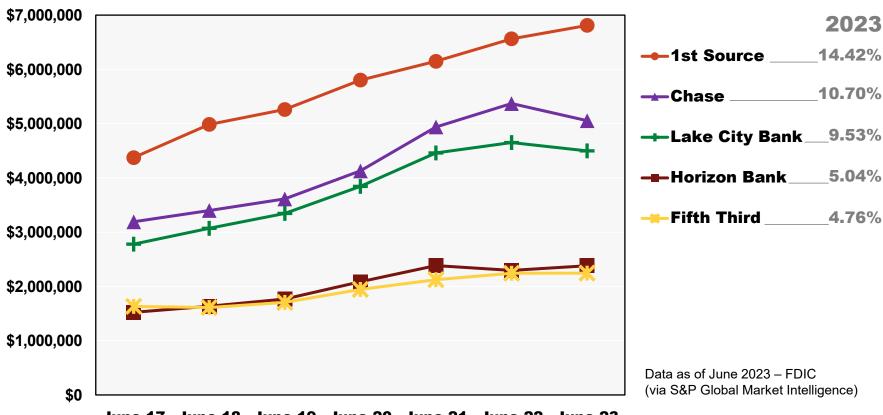
#### **End of Period Balances**



Approximately 229,600 deposit accounts with an average balance of \$31,300.

# DEPOSIT MARKET SHARE 16 COUNTY CONTIGUOUS MARKET\*

**Leading Market Share in Community Banking Markets (\$000)** 



June 17 June 18 June 19 June 20 June 21 June 22 June 23

<sup>\*</sup>Includes Allen, DeKalb, Elkhart, Fulton, Huntington, Kosciusko, LaPorte, Marshall, Porter, Pulaski, St. Joseph, Starke, Wells, and Whitley counties in the State of Indiana, and Berrien and Cass counties in the State of Michigan.

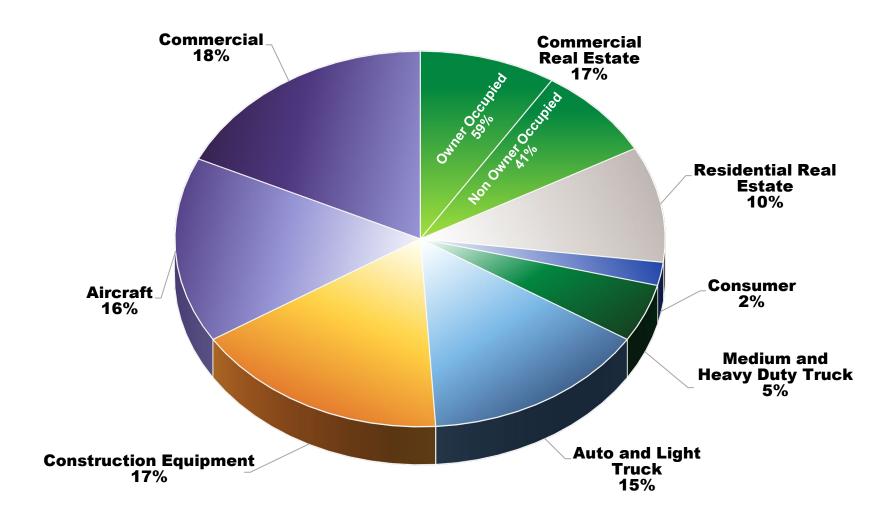
# **GROWING LOAN PORTFOLIO**

## **Total Average Loans & Leases**



# **DIVERSIFIED LOAN PORTFOLIO**

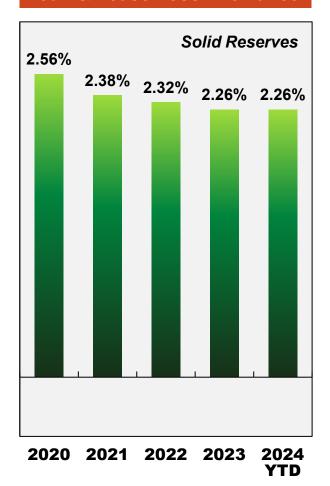
**2024 Average Loans by Type** 



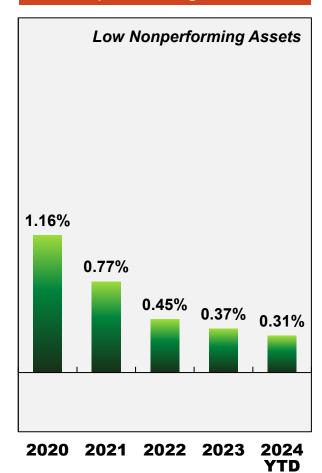
# STRONG CREDIT QUALITY

% of Net Loans and Leases

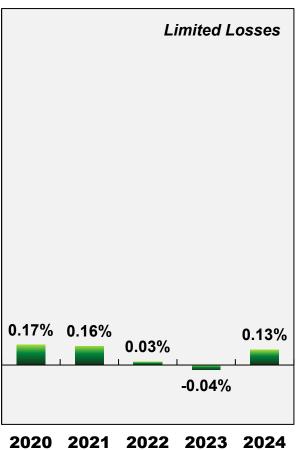
#### **Loan & Lease Loss Allowance**



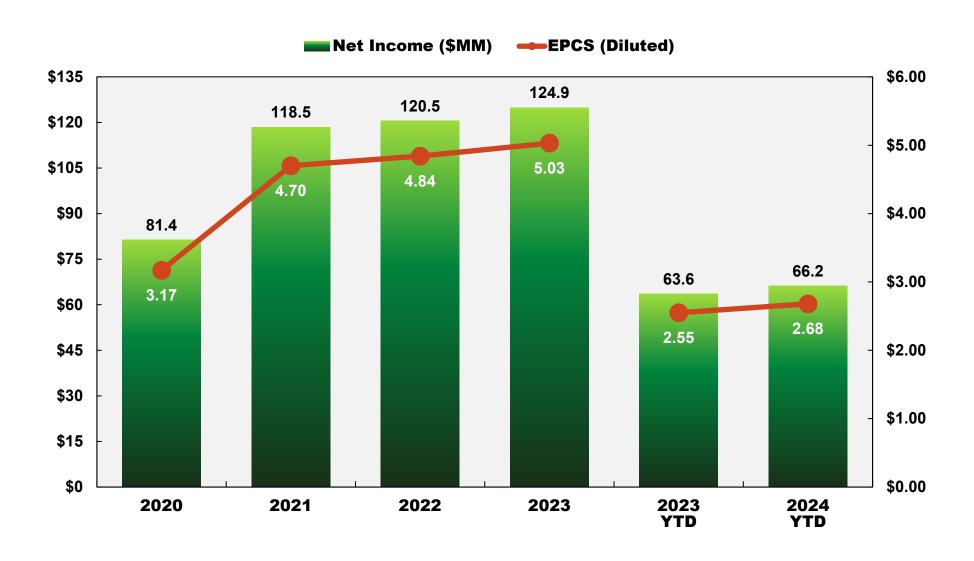
#### **Nonperforming Assets**



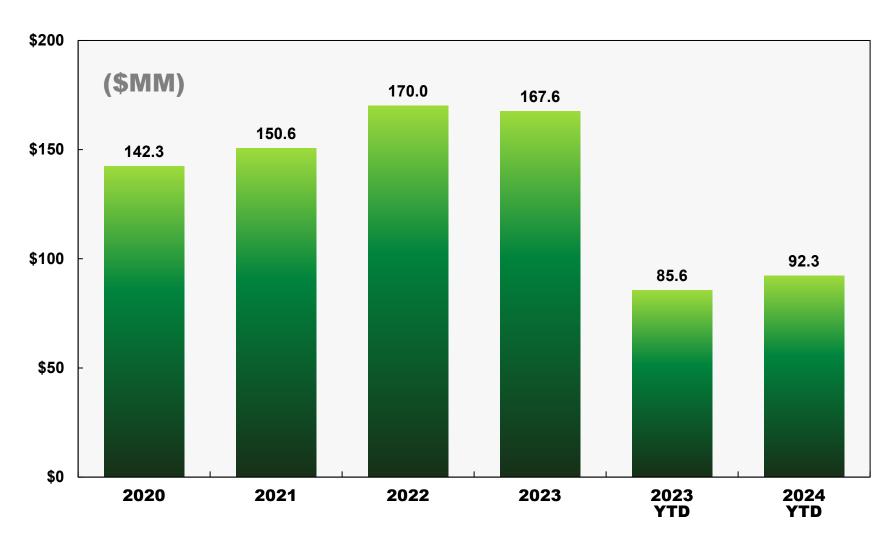
#### **Net Charge-Offs (Recoveries)**



## **NET INCOME & EARNINGS PER SHARE**



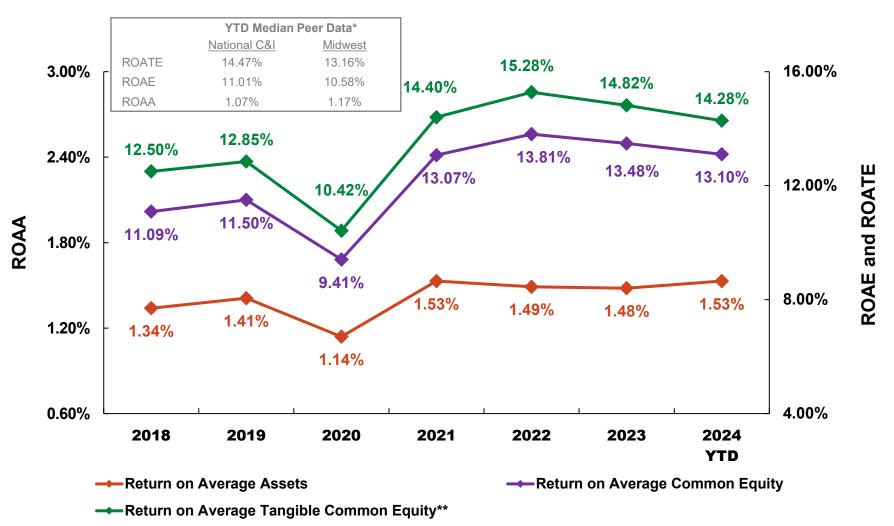
# PRE-TAX, PRE-PROVISION INCOME



\*See "Reconciliation of non-GAAP Financial Measures" in Appendix.

### **INCOME PERFORMANCE METRICS**

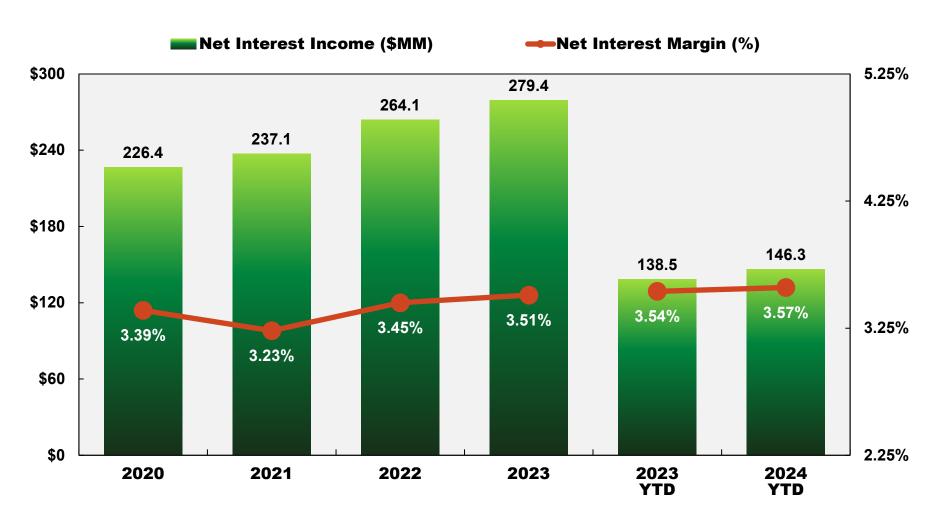
1st SOURCE PERFORMS WELL AGAINST PEERS WHILE MAINTAINING STRONG CAPITAL LEVELS



<sup>\*</sup>Peer group data as of March 31, 2024.

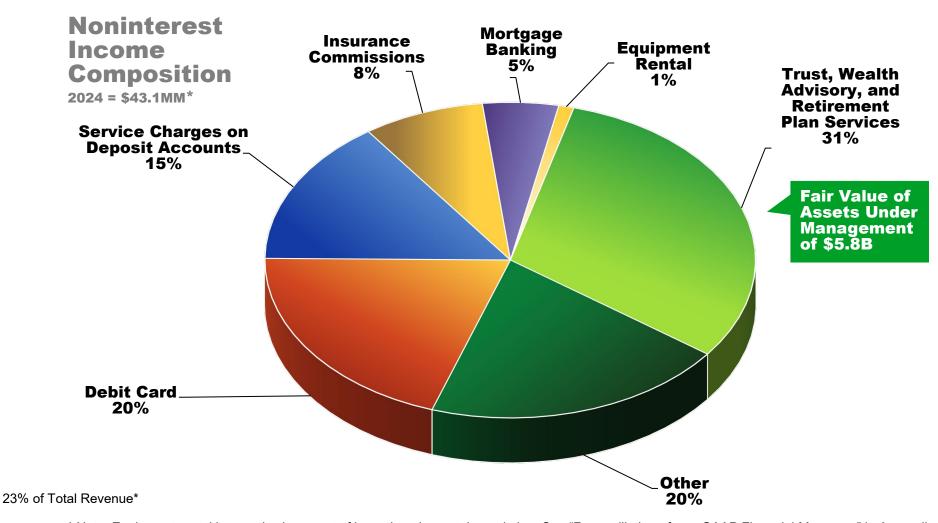
<sup>\*\*</sup> See "Reconciliation of non-GAAP Financial Measures" in Appendix.

# **NET INTEREST MARGIN (FTE)\***



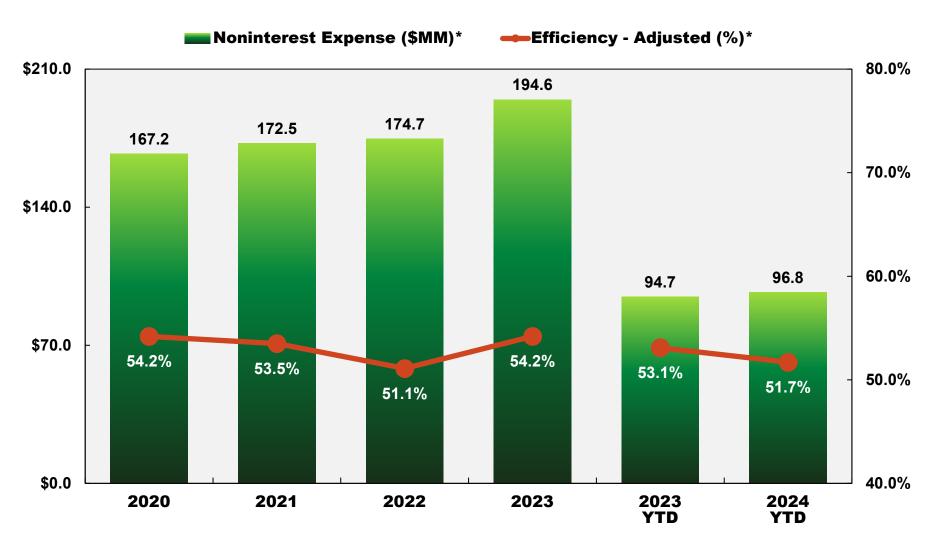
<sup>\*</sup> See "Reconciliation of non-GAAP Financial Measures" in Appendix.

# DIVERSE SOURCES OF NONINTEREST INCOME



<sup>\*</sup> Note: Equipment rental income is shown net of leased equipment depreciation. See "Reconciliation of non-GAAP Financial Measures" in Appendix .

# **OPERATING EXPENSES**



<sup>\*</sup> Note: Noninterest expense is shown net of leased equipment depreciation. See "Reconciliation of non-GAAP Financial Measures" in Appendix.

# STRONG CAPITAL POSITION

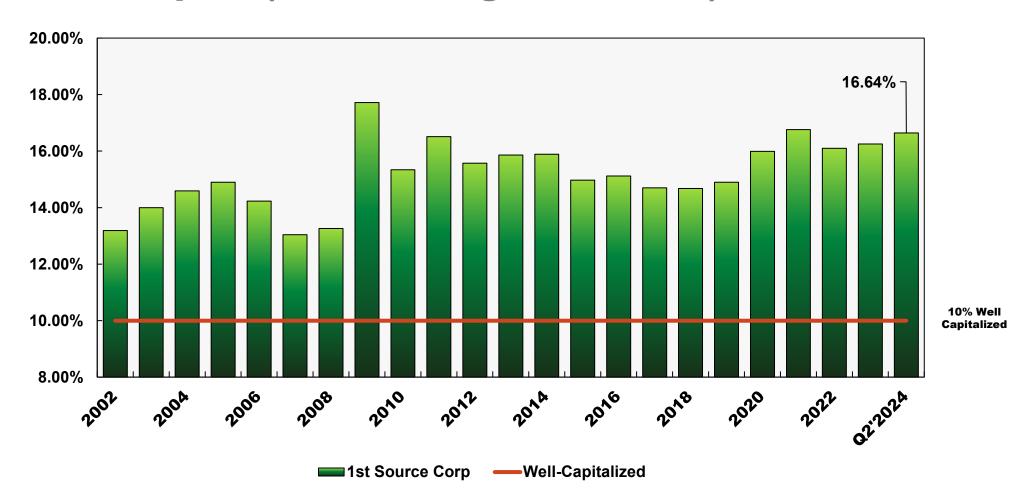


<sup>\*</sup> See "Reconciliation of non-GAAP Financial Measures" in Appendix. Note: There were no treasury stock acquisitions in 2024

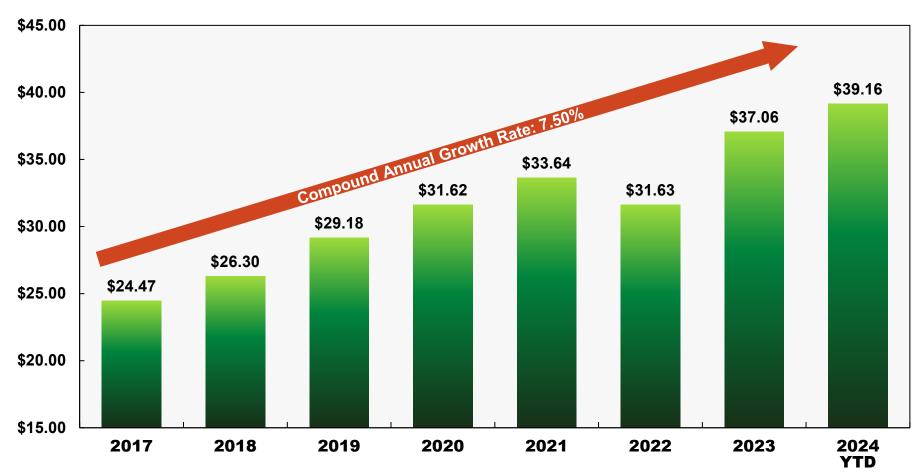


# LONG HISTORY OF CONSERVATIVE CAPITAL

**Total Capital (To Risk-Weighted Assets)** 



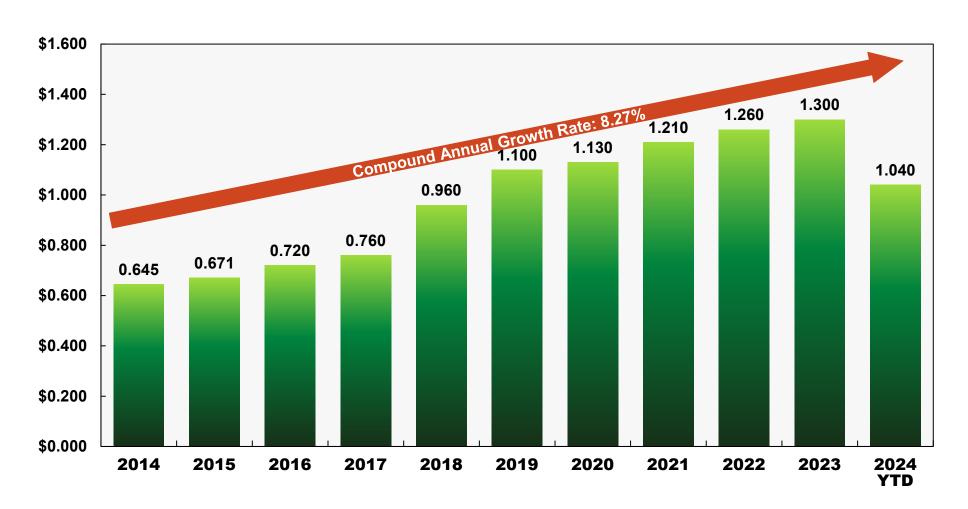
# TANGIBLE BOOK VALUE PER COMMON SHARE\*



<sup>\*</sup> See "Reconciliation of non-GAAP Financial Measures" in Appendix.

# **COMMON DIVIDENDS PER SHARE**

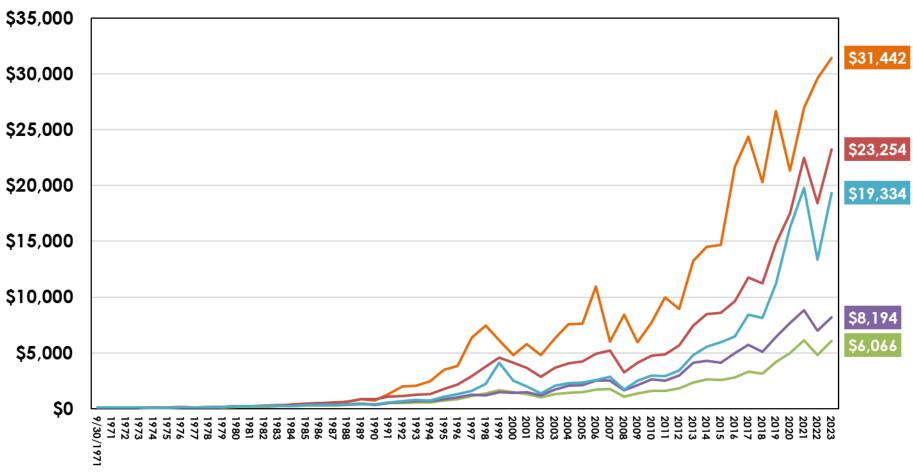
#### **36 YEARS OF CONSECUTIVE DIVIDEND GROWTH**



#### DELIVERING RETURNS TO SHAREHOLDERS

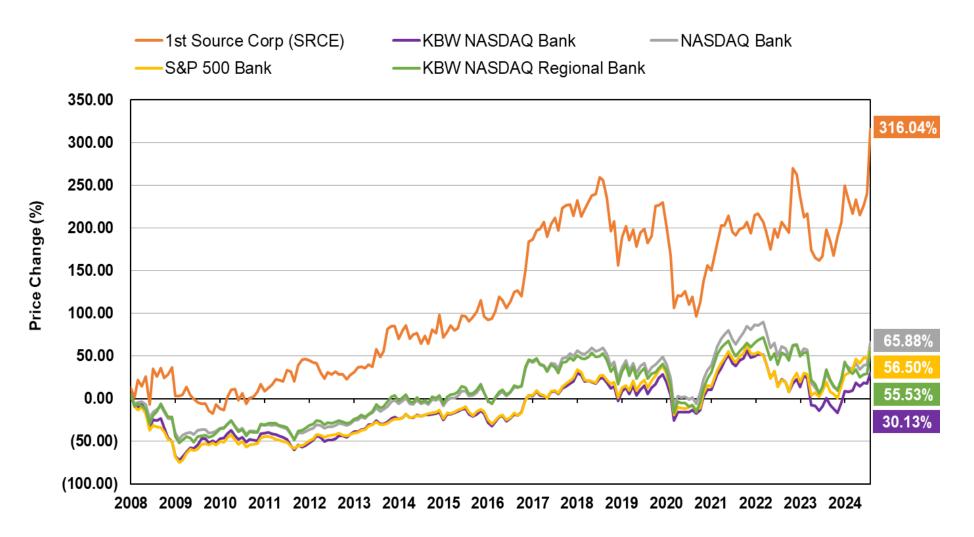
Value of \$100 Invested in 1st Source since 1971 Inception with Dividends Reinvested vs. Total Return of Stock Indices





### **DELIVERING RETURNS TO SHAREHOLDERS**

**December 31, 2007 – July 26, 2024** 



# PERFORMANCE FINANCIAL

#### 2019-2024 KBW Bank Honor Roll

Sixth consecutive year named among top 5% of banks with more than \$500 million in total assets and ten consecutive years of increased earnings per share

#### 2024 Forbes' America's Best Banks list

#14 in the U.S. and #1 in Indiana

2023 S&P Global Market Intelligence's Top 50 Community Banks

**#22** with \$3B to \$10B in assets

#### **2023 Piper Sandler Sm-All Stars**

One of 31 banks/thrifts identified as a top performing small-cap bank in the country

#26 Of 123 banks between \$5 billion and \$50 billion in assets – Bank Performance Scorecard by Bank Director Magazine

**5-Star** Superior Rating – BauerFinancial

**36** Years of consecutive dividend growth

# INVESTMENT CONSIDERATIONS

- Consistent and superior financial performance with a focus on long-term earnings per share and tangible book value growth
- Experienced and proven team with significant investment in bank
- Diversification of product mix and geography with asset generation capability
- Leading market share in community banking markets
- Stable credit quality, strongly reserved
- Strong capital and liquidity position and 36 consecutive years of dividend growth

# **CONTACT INFORMATION**

#### **Christopher J. Murphy III**

Chairman of the Board and CEO
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#### **Andrea G. Short**

President, 1st Source Corporation
President and CEO, 1st Source Bank
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shorta@1stsource.com

#### **Brett A. Bauer**

CFO and Treasurer (574) 235-2638 bauerb@1stsource.com

# **APPENDIX**



# **CONSOLIDATED BALANCE SHEET**

(Dollars in millions)	2020		2021		2022	2023	20	24 YTD
Cash and cash equivalents	\$ 243	\$	525	\$	123	\$ 130	\$	269
Investment securities and other investments*	1,225		1,890		1,800	1,648		1,548
Loans and leases, net of unearned discount	5,502		5,360		6,015	6,520		6,656
Allowance for loan and lease losses	(141)		(127)		(139)	(148)		(150)
Equipment owned under operating leases, net	65		48		32	20		14
Other assets	422		400		508	558		541
Total assets	\$ 7,316	\$	8,096	\$	8,339	\$ 8,728	\$	8,878
Noninterest-bearing deposits	\$ 1,637	\$	2,053	\$	1,998	\$ 1,656	\$	1,579
Interest-bearing deposits	4,309		4,626		4,930	5,383		5,617
Total deposits	5,946		6,679		6,928	7,039		7,196
Total borrowings	291		330		321	419		386
Other liabilities	148		118		166	202		181
Total shareholders' equity	887		916		864	989		1,044
Noncontrolling interests	44		53		60	79		71
Total equity	931		969		924	1,068		1,115
Total liabilities and equity	\$ 7,316	\$	8,096	\$	8,339	\$ 8,728	\$	8,878

<sup>\*</sup>All investment securities are available for sale. The Company does not hold any held to maturity investment securities.

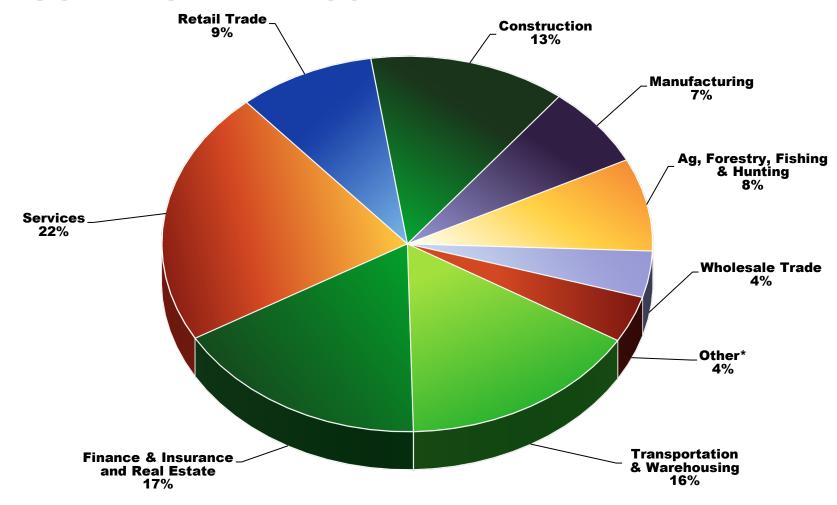
## **CONSOLIDATED INCOME STATEMENT**

(Dollars in millions)	4	2020	2	2021	2	2022	2023	·	2023 /TD	_	2024 YTD
Net interest income	\$	226	\$	\$ 237		263	\$ 279	\$	138	\$	146
Provision (recovery of provision) for credit losses		36		(4)		13	6		3		7
Noninterest income*		83		86		81	84		42		43
Noninterest expense*		167		172		174	195		95		97
Income before income taxes		106		155		157	162		82		85
Income tax expense		25		36		36	37		18		19
Net income		81		119		121	125		64		66
Net income attributable to noncontrolling interests		-		-		-	_		-		-
Net income available to common shareholders	\$	81	\$	119	\$	121	\$ 125	\$	64	\$	66
Diluted net income per common share	\$	3.17	\$	4.70	\$	4.84	\$ 5.03	\$	2.55	\$	2.68

<sup>\*</sup> Note: Noninterest income and Noninterest expense are shown net of leased equipment depreciation. See Reconciliation of non-GAAP Financial Measures" in Appendix.

# **AIRCRAFT PORTFOLIO**

#### **INDUSTRIES BY NAICS**



<sup>\*</sup> Other includes: Mining, Utilities, and Information

## **ASSET LIABILITY MANAGEMENT**

#### **Net Interest Income Sensitivity**

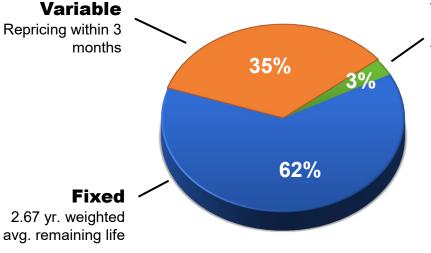
1 year difference versus no rate change

+100 bps Parallel Ramp -100 bps Parallel Ramp

+0.90%

-1.18%

#### LOANS



#### Variable

Repricing greater than 3 months

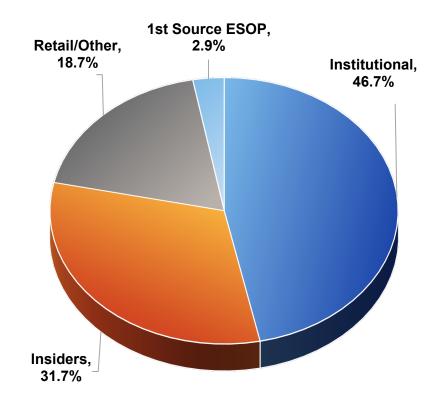
#### **Interest Rate Risk Characteristics**

- Variable rate loans reprice quickly
- 91% of Variable reprice within 3 months
- Fixed rate loans have short terms
- Fixed weighted average life = 2.67 years
- Stable, low-cost deposit funding base
  - Cost of Funds as of June 30, 2024, of 2.35%
  - 22% non-interest-bearing deposit
- Liquid and high-quality investment portfolio of \$1.5 billion.
- Average investment portfolio duration of 2.9 years.

# **OWNERSHIP SUMMARY**

Institutional	11,447,700	46.7%
Insiders	7,764,803	31.7%
Retail/Other	4,573,059	18.7%
1st Source ESOP	721,461	2.9%
Total Shares Outstanding <sup>(1)</sup>	24,507,023	100.0%

Institution (Top 10 Institutions)	Shares	% of Total
Dimensional Fund Advisors LP	1,576,996	6.4%
BlackRock Inc.	1,435,902	5.9%
Vanguard Group Inc.	941,892	3.8%
Wellington Management Group LLP	864,865	3.5%
AllianceBernstein LP	615,393	2.5%
Charles Schwab Investment Mgmt	586,228	2.4%
State Street Global Advisors Inc.	564,322	2.3%
Boston Trust Walden Co.	436,677	1.8%
Geode Capital Management LLC	384,352	1.6%
Manulife Asset Management	284,073	1.2%
Top 10 Institutions <sup>(2)</sup>	7,690,700	31.4%
Other	3,757,000	15.3%
Total Institutional Ownership <sup>(2)</sup>	11,447,700	46.7%



(1) As of June 30, 2024

(2) As of March 31, 2024 or most recently reported data Source: S&P Global Market Intelligence and Company filings

#### Calculation of Yield on Loans and Leases

(Dol	lars in thousands)	2020		2021		2022		2023	2	024 YTD
(A)	Loans and leases interest income (GAAP)	\$ 242,172	\$	234,583	\$	263,677	\$	387,143	\$	222,204
(B)	Plus: loans and leases fully tax-equivalent adjustments	333		319		366		381		160
(C)	Loans and leases interest income - FTE (A+B)	242,505		234,902		264,043		387,524		222,364
(D)	Average loans and leases	\$ 5,463,436	\$ 5	,437,817	\$ 5	5,566,701	\$6	5,203,857	\$ 6	6,555,139
(E)	Annualization factor	1.00		1.00		1.00		1.00		2.01
	Yield on loans and leases (GAAP) (A*E)/D	4.43%		4.31%		4.74%		6.24%		6.82%
	Yield on loans and leases - FTE (C*E)/D	4.44%		4.32%		4.74%		6.25%		6.82%

#### Pre-Tax, Pre-Provision Income

(Dolla	ars in thousands)	2020	2021	2022	2023	20	23 YTD	20	24 YTD
(A)	Income before income taxes (GAAP)	\$ 106,341	\$ 154,885	\$ 156,787	\$ 161,680	\$	82,491	\$	85,614
(B)	Plus: Provision (recovery of provision) for credit losses	36,001	(4,303)	13,245	5,866		3,096		6,651
(C)	Pre-tax pre-provision income (A+B)	\$ 142,342	\$ 150,582	\$ 170,032	\$ 167,546	\$	85,587	\$	92,265

#### **Calculation of Return on Average Tangible Common Equity**

(Dollars in thousands)		2018		2019	2020		2021		2022		2023	2	024 YTD
(A) Net income (GAAP)	\$	82,414	\$	91,960	\$	81,437	\$	118,534	\$ 120,509	\$	124,927	\$	66,248
(B) Average common shareholders' equity (GAAP)		743,173		799,736		865,278		906,951	872,721		926,935	•	1,016,712
(C) Less: average goodwill and intangible assets		84,077		83,985		83,959		83,937	83,916		83,905		83,912
(D) Average tangible common shareholders' equity (B-C)	\$	659,096	\$	715,751	\$	781,319	\$	823,014	\$ 788,805	\$	843,030	\$	932,800
(E) Annualization factor		1.00		1.00		1.00		1.00	1.00		1.00		2.01
Return on average common equity (GAAP) (A*E)/B		11.09%		11.50%		9.41%		13.07%	13.81%		13.48%		13.10%
Return on average tangible common equity (A*E)/D		12.50%		12.85%		10.42%		14.40%	15.28%		14.82%		14.28%

Calc	culation of Net Interest Margin												
(Dolla	ars in thousands)		2020		2021		2022		2023	2	023 YTD	20	)24 YTD
(A)	Interest income (GAAP)	\$	263,031	\$	254,772	\$	293,816	\$	416,907	\$	195,010	\$	237,637
(B)	Plus: fully tax-equivalent adjustments		543		459		628		741		405		292
(C)	Interest income - FTE (A+B)		263,574		255,231		294,444		417,648		195,415		237,929
(D)	Interest expense (GAAP)		37,211		18,134		30,347		138,260		56,929		91,672
(E)	Net interest income (GAAP) (A-D)		225,820		236,638		263,469		278,647		138,081		145,965
(F)	Net interest income - FTE (C-D)		226,363		237,097		264,097		279,388		138,486		146,257
(G)	Average earning assets	\$ 6	6,684,246	\$ 7	7,338,639	\$ 7	7,661,168	\$ 7	7,956,604	\$ 7	7,893,218	\$8	,242,841
(H)	Annualization factor		1.00		1.00		1.00		1.00		2.02		2.01
	Net interest margin (GAAP) (E*H)/G		3.38%		3.22%		3.44%		3.50%		3.53%		3.56%
	Net interest margin - FTE (F*H)/G		3.39%		3.23%		3.45%		3.51%		3.54%		3.57%
	interest Income												
(Dolla	ars in thousands)		2020		2021		2022		2023	2	023 YTD	20	)24 YTD
(A)	Noninterest income (GAAP)	\$	103,889	\$	100,092	\$	91,262	\$	90,623	\$	46,092	\$	45,377
(B)	Less: depreciation - leased equipment		(20,203)		(13,694)		(10,023)		(7,093)		(3,898)		(2,287)
(C)	Noninterest income - adjusted (A-B)	\$	83,686	\$	86,398	\$	81,239	\$	83,530	\$	42,194	\$	43,090
Non	interest Expense												
(Dolla	ars in thousands)		2020		2021		2022		2023	2	023 YTD	20	)24 YTD
(A)	Noninterest expense (GAAP)	\$	187,367	\$	186,148	\$	184,699	\$	201,724	\$	98,586	\$	99,077
(B)	Less: depreciation - leased equipment		(20,203)		(13,694)		(10,023)		(7,093)		(3,898)		(2,287)
(C)	Noninterest expense - adjusted (A-B)	\$	167,164	\$	172,454	\$	174,676	\$	194,631	\$	94,688	\$	96,790

Calcu	lation	of Efficiency Ratio
(D. II		

(Dollars in thousands)		2020	2021	2022	2023	2	023 YTD	20	024 YTD
(A)	Net interest income (GAAP)	\$225,820 \$	236,638	\$ 263,469	\$ 278,647	\$	138,081	\$	145,965
(B)	Net interest income - FTE	226,363	237,097	264,097	279,388		138,486		146,257
(C)	Plus: noninterest income (GAAP)	103,889	100,092	91,262	90,623		46,092		45,377
(D)	Less: gains/losses on investment securities								
	and partnership investments	(1,652)	(1,020)	(3,714)	(3,875)		(2,270)		(1,966)
(E)	Less: depreciation - leased equipment	(20,203)	(13,694)	(10,023)	(7,093)		(3,898)		(2,287)
(F)	Total net revenue (GAAP) (A+C)	329,709	336,730	354,731	369,270		184,173		191,342
(G)	Total net revenue - adjusted (B+C-D-E)	308,397	322,475	341,622	359,043		178,410		187,381
(H)	Noninterest expense (GAAP)	187,367	186,148	184,699	201,724		98,586		99,077
(E)	Less: depreciation - leased equipment	(20,203)	(13,694)	(10,023)	(7,093)		(3,898)		(2,287)
(I)	Noninterest expense - adjusted (H-E)	\$167,164 \$	172,454	\$ 174,676	\$ 194,631	\$	94,688	\$	96,790
	Efficiency ratio (GAAP-derived) (H/F)	56.8%	55.3%	52.1%	54.6%		53.5%		51.8%
	Efficiency ratio - adjusted (I/G)	54.2%	53.5%	51.1%	54.2%		53.1%		51.7%

#### Calculation of Tangible Common Equity-to-Tangible Assets Ratio

(Dollars in thousands)				2021			2022		2023	2024 YTD
(A)	Total common shareholders' equity (GAAP)	\$	886,845	\$	916,255	\$	864,068	\$	989,568	\$1,043,515
(B)	Less: goodwill and intangible assets		(83,948)		(83,926)		(83,907)		(83,916)	(83,907)
(C)	Total tangible common shareholders' equity (A-B)		802,897		832,329		780,161		905,652	959,608
(D)	Total assets (GAAP)	7	7,316,411	8	3,096,289	8	,339,416	8	3,727,958	8,878,003
(B)	Less: goodwill and intangible assets		(83,948)		(83,926)		(83,907)		(83,916)	(83,907)
(E)	Total tangible assets (D-B)	\$7	7,232,463	\$8	3,012,363	\$8	,255,509	\$8	3,644,042	\$8,794,096
	Common equity-to-assets ratio (GAAP-derived) (A/D)		12.12%		11.32%		10.36%		11.34%	11.75%
	Tangible common equity-to-tangible assets ratio (C/E)		11.10%		10.39%		9.45%		10.48%	10.91%

#### **Calculation of Tangible Book Value per Common Share**

(Dolla	ars in thousands, except for per share data)	2017		2018		2019		2020		2021		2022		2023	20	24 YTD
(A)	Total common shareholders' equity (GAAP)	\$ 718,537	\$	762,082	\$	828,277	\$	886,845	\$	916,255	\$	864,068	\$	989,568	\$1	,043,515
(B)	Less: goodwill and intangible assets	(83,742)		(83,998)		(83,971)		(83,948)		(83,926)		(83,907)		(83,916)		(83,907)
(C)	Total tangible common															
	shareholders' equity (A-B)	\$ 634,795	\$	678,084	\$	744,306	\$	802,897	\$	832,329	\$	780,161	\$	905,652	\$	959,608
(D)	Actual common shares outstanding	25,936,764	25	5,783,728	2	5,509,474	25	5,389,117	24	1,739,512	24	1,662,286	24	1,434,604	24	,507,023
	Book value per common share															
	(GAAP-derived) (A/D)*1000	\$ 27.70	\$	29.56	\$	32.47	\$	34.93	\$	37.04	\$	35.04	\$	40.50	\$	42.58
	Tangible common book value															
	per share (C/D)*1000	\$ 24.47	\$	26.30	\$	29.18	\$	31.62	\$	33.64	\$	31.63	\$	37.06	\$	39.16