## 2nd 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.





 names.

## REVERSE ACQUISITION METHOD OF ACCOUNTING




 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 | \$38 billion |
|  | Deposits | \$42 billion |
|  | Common Equity Tier 1 Capital Ratio | $9.9 \%^{(1)}$ |
|  | Total Capital Ratio | $12.1 \%^{(1)}$ |



## 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) | $\$ 3,274$ | $\$ 62$ | $17.3 \%$ |
| 2 | U.S. Bancorp (MN) | 684 | 51 | $14.4 \%$ |
| 3 | JPMorgan (NY) | 4,091 | 47 | $13.3 \%$ |
| 4 | Wells Fargo (CA) | 1,959 | 42 | $11.7 \%$ |
| $\mathbf{5}$ | C3 COLB (WA) | $\mathbf{5 2}$ | $\mathbf{3 3}$ | $\mathbf{9 . 3} \%$ |
| 6 | KeyCorp (OH) | 187 | 18 | $5.0 \%$ |
| 7 | WaFd (WA) | 30 | 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 |  |

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
 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]
## FINANCIAL HIGHLIGHTS

## YTD 2024 Highlights

| Reported | Operating ${ }^{(1)}$ |
| :---: | :---: |
| \$244 million | \$275 million |
| Net Income | Net Income |
| \$379 million | \$420 million |
| Pre-Provision Net Revenue ${ }^{(1)}$ | Pre-Provision Net Revenue |
| \$1.17 | \$1.32 |
| Earnings-per-Share - Diluted | Earnings-per-Share - Diluted |
| 0.94\% | 1.06\% |
| Return on Assets | Return on Assets |
| 1.47\% | 1.62\% |
| PPNR Return on Assets ${ }^{(1)}$ | PPNR Return on Assets |
| 9.93\% | 11.18\% |
| Return on Equity | Return on Equity |
| 14.69\% | 16.54\% |
| Return on Tangible Common Equity ${ }^{11}$ | Return on Tangible Common Equity |

- Opened Umpqua Bank's first retail location in Phoenix, AZ and its first Financial Hub in Southern CA, replacing an existing branch. Umpqua has closed four branches on a net basis during 2024 as strategic consolidations offset new locations in targeted growth markets.
■ Total risk-based capital ratio of $12.1 \%^{(2)}$ as of June 30,2024 highlights continued strong net capital generation since the merger closed in Q1 2023.
- Launched a targeted campaign from February to April 2024, which generated nearly 6,000 new small business accounts and $\$ 345$ million in new deposits to the bank, $27 \%$ of which were non-interest bearing balances. The campaign included bundled solutions for customers without promotional pricing, and a similar campaign was launched in June 2024, with over $\$ 110$ million in new deposits brought into the bank through mid-July.
- Named the best U.S. regional bank in the Far West by Global Finance.

[^2]
## Second Quarter 2024 Highlights

| Reported | Operating ${ }^{(1)}$ |
| :---: | :---: |
| \$120 million | \$140 million |
| Net Income | Net Income |
| \$193 million | \$219 million |
| Pre-Provision Net Revenue ${ }^{(1)}$ | Pre-Provision Net Revenue |
| \$0.57 | \$0.67 |
| Earnings-per-Share - Diluted | Earnings-per-Share - Diluted |
| 0.93\% | 1.08\% |
| Return on Assets | Return on Assets |
| 1.49\% | 1.70\% |
| PPNR Return on Assets ${ }^{(1)}$ | PPNR Return on Assets |
| 9.85\% | 11.47\% |
| Return on Equity | Return on Equity |
| 14.55\% | 16.96\% |
| Return on Tangible Common Equity ${ }^{(1)}$ | Return on Tangible Common Equity |

- Completed an enterprise-wide evaluation of our operations during Q1 2024 that resulted in consolidated positions, simplified reporting and organizational structures, and an improved profitability outlook. Identified savings drive an expected Q4 2024 core expense run rate of $\$ 965$ million to $\$ 985$ million annualized, which excludes CDI amortization and non-operating expense ${ }^{(1)}$. Through June 30, 2024, $91 \%$ of identified cost savings have been realized, and we expect to carry out the remaining actions during Q3 2024.
- Introduced a new Business Online Banking platform designed specifically to meet the needs of our small business customers.

■ Sold transactional residential mortgages with a book value of $\$ 80$ million. As these loans were held on balance sheet at fair value, there was no gain or loss on sale, and a reduction in this small portfolio is expected to reduce future earnings volatility.

- Selected as the primary partner to administer a Matched Savings Program in partnership with Washington Workforce Association and Financial Beginnings to offer low-income and under-employed job seekers access to financial coaching and matched savings accounts.


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



- Deposits were $\$ 42$ billion as of June 30,2024 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) | ble-for-S | curities P | tfolio as of | une 30, 2024 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current Par | Amortized Cost | Unrealized Gains | Unrealized Losses | Fair Value | \% of Total AFS Portfolio | Effective Duration | Book Yield |
| U.S. Treasuries | \$390 | \$382 | \$0 | (\$7) | \$375 | 4 \% | 1.9 | 3.56 \% |
| U.S. Agencies | 1,156 | 1,172 | \$0 | (\$79) | 1,093 | 13 \% | 3.8 | 2.79 \% |
| Mortgage-backed securities - residential agency | 3,124 | 2,923 | \$0 | (\$305) | 2,618 | 31 \% | 6.7 | 3.28 \% |
| Collateralized mortgage obligations ${ }^{(1)}$ | 1,308 | 1,223 | \$1 | (\$114) | 1,109 | 13 \% | 5.7 | 3.45 \% |
| Obligations of states and political subdivisions | 1,125 | 1,064 | \$4 | (\$34) | 1,035 | 12 \% | 4.8 | 3.40 \% |
| Commercial mortgage-backed securities - agency | 2,477 | 2,335 | \$0 | (\$62) | 2,274 | 27 \% | 4.2 | 4.70 \% |
| Total available for sale securities | \$9,581 | \$9,098 | \$5 | (\$601) | \$8,503 |  | 5.2 | 3.63 \% |
| Percentage of current par |  | 95\% | 0\% | (6\%) | 89\% |  |  |  |

- The total available-for-sale ("AFS") securities portfolio had a book yield of $3.63 \%$ and an effective duration of 5.2 as of June 30,2024 , compared to $3.58 \%$ and 5.3 , respectively, as of March 31, 2024.
- As of June 30, 2024, $7 \%$ of the AFS securities portfolio (by fair value) was in an unrealized gain position and had a weighted average book yield of $4.63 \%$. The remaining $93 \%$ of the portfolio was in an unrealized loss position and had a weighted average book yield of $3.56 \%$. agency CMOs.


## Loan Roll Forward Activity



## Diversified, High Quality Loan and Lease Portfolio

Mortgage

- Portfolio average loan size of $\$ 484,000$
- 2 Q24 average loan size of $\$ 462,000$
- Portfolio average FICO of 761 and LTV of $62 \%$
- 2 Q24 average FICO of 769 and LTV of $72 \%$
- Total delinquencies of $1.09 \%$
- Annualized net charge-off (recovery) rate of $0.02 \%$

Non-owner Occupied CRE

- Portfolio average loan size of $\$ 1.7$ million
- 2 Q24 average loan size of $\$ 1.8$ million
- Portfolio average LTV of $51 \%$ and DSC of 1.88
- 2 Q24 average LTV of $58 \%$ and DSC of 2.02
- Total delinquencies of 0.10\%
- Annualized net charge-off (recovery) rate of (0.01)\%

Commercial \& Industrial

- Portfolio average loan size of \$716,000
- 2 Q24 average loan size of $\$ 1.0$ million
- Total delinquencies of $0.63 \%$
- Annualized net charge-off (recovery) rate of $0.24 \%$



## Owner Occupied CRE

- Portfolio average loan size of $\$ 1.0$ million
- 2 Q24 average loan size of $\$ 1.8$ million
- Portfolio average LTV of $55 \%$
- 2Q24 average LTV of 71\%
- Total delinquencies of $0.69 \%$
- Annualized net charge-off (recovery) rate of 0.04\%


## Multifamily

- Portfolio average loan size of $\$ 2.3$ million
- 2 Q24 average loan size of $\$ 2.3$ million
- Portfolio average LTV of $54 \%$ and DSC of 1.56
- 2Q24 average LTV of 57\% and DSC of 1.21
- 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
- 2 Q24 average loan \& lease size of $\$ 60,000$
- Portfolio average yield: $\sim 10 \%$
- Total delinquencies of $3.85 \%$
- Annualized net charge-off (recovery) rate of $5.87 \%$


## C\&I and CRE Portfolio Composition


CRE Portfolio Composition ${ }^{(1)}$
$\$ 17.5$ Billion at June 30, 2024

Commercial Line Utilization was 36\% at June 30, 2024


## Office Portfolio Details

Office Portfolio Metrics at June 30, 2024

| Average loan size | $\$ 1.35$ million |
| :--- | :---: |
| Average LTV | $57 \%$ |
| DSC (non-owner occupied) | 1.78 x |
| \% with guaranty (by \$ / by \#) | $86 \% / 84 \%$ |
| Past due 30-89 days | $\$ 0.9 \mathrm{~mm} / 0.03 \%$ of office |
| Nonaccrual | $\$ 11.4 \mathrm{~mm} / 0.38 \%$ of office |
| Special mention | $\$ 11.1 \mathrm{~mm} / 0.37 \%$ of office |
| Classified | $\$ 60.8 \mathrm{~mm} / 2.04 \%$ of office |

Repricing Schedule


Maturity Schedule


Number of Loans by Balance


- Loans secured by office properties represented $8 \%$ of our total loan portfolio at June 30, 2024.
■ Our office portfolio is $39 \%$ owner occupied, $57 \%$ non-owner occupied, and $4 \%$ construction. Dental and other healthcare loans compose $17 \%$ 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 $6 \%$ of our office portfolio reprices through 2025. Loans repricing in 2024 and 2025 have average balances of $\$ 0.3$ 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


- The remaining credit discount on loans of $\$ 69$ million as of June 30, 2024 provides an additional 19 basis points of loss absorption when added to the ACL of $\$ 439$ million.
- Charge-off activity in Q2 2024 remained concentrated in the trucking portfolio of the FinPac business as bank charge-off activity was otherwise at a low level. Bank chargeoffs were $0.06 \%$ of average bank loans in Q2 2024 (annualized).
- The linked-quarter increase in nonperforming assets was driven in part by the expiration of certain COVID-related designations within the residential mortgage portfolio, as non-performing loans in commercial portfolios declined.
- Nonperforming loans of $\$ 153$ million as of June 30, 2024 included $\$ 65$ million of loans with government guarantees.


## ACL Reflects Strong Portfolio Credit Metrics

| (\$ 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 March 31, 2024 | \$96,777 | \$111,870 | \$159,304 | \$60,767 | \$8,494 | \$437,212 | \$74,098 | \$511,310 |
| Q2 2024 Net (Charge-offs) Recoveries | $(4,673)$ | $(24,690)$ | (34) | (93) | (943) | $(30,433)$ |  |  |
| Reserve Build (Release) | 30,024 | 16,953 | $(6,178)$ | $(9,511)$ | 532 | 31,820 |  |  |
| Balance as of June 30, 2024 | \$122,128 | \$104,133 | \$153,092 | \$51,163 | \$8,083 | \$438,599 | \$69,177 | \$507,776 |
| \% of Loans and Leases Outstanding | 1.50\% | 6.12\% | 0.78\% | 0.64\% | 4.20\% | 1.16\% |  | 1.35\% |

- 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 $\$ 32$ million reflects credit migration trends and changes in the economic forecasts used in credit models. We used components of Moody's Analytics' May 2024 baseline economic forecast to estimate our ACL as of June 30, 2024.

## Capital Management

## Regulatory Capital Ratios: Bank and Holding Company as of June 30, 2024



Capital Ratios Continue to Trend Up


- 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



Net Interest Margin: Q1 2024 vs Q2 2024


- We conducted a comprehensive review during Q1 2024 related to the evaluation and approval of deposit pricing, which resulted in enhanced pricing visibility that contributed to stability in interest-bearing core deposit rates during Q2 2024. The cost of interest-bearing deposits increased 9 basis points on a linkedquarter basis, and was $2.97 \%$ for both the three months ended June 30, 2024 and as of June 30, 2024, which compares to $3.00 \%$ for the month of June.
- The cost of interest-bearing liabilities increased 6 basis points on a linked-quarter basis, and was $3.31 \%$ for both the three months ended June 30 , 2024 and as of June 30, 2024, which compares to $3.34 \%$ for the month of June.
- The net interest margin increased 4 basis points on a linked quarter basis to $3.56 \%$, which compares to $3.52 \%$ for the month of June. Higher yields on loans and investment securities, including the benefit of accretion income, offset a modest increase in the cost of interest-bearing liabilities and resulted in linked-quarter net interest margin expansion.

[^3]
## Interest Rate Sensitivity

| (\$ in millions) | Loan Maturities at June 30, 2024 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \begin{array}{c} <=6 \\ \text { Months } \end{array}{ }^{(1)} \end{array}$ | $7 \text { to } 12$ Months | $\begin{aligned} & 13 \text { to } 24 \\ & \text { Months } \end{aligned}$ | $25 \text { to } 36$ Months | 37 to 60 Months | 61+ <br> Months | Total | $\begin{gathered} \% \text { of } \\ \text { Total }^{(2)} \end{gathered}$ |
| Fixed ${ }^{(1)}$ | \$509 | \$319 | \$649 | \$988 | \$2,287 | \$8,922 | \$13,674 | 36 \% |
| Floating ${ }^{(1)}$ | 3,236 | 1,135 | 1,481 | 874 | 1,508 | 4,773 | 13,007 | $34 \%$ |
| Adjustable | 103 | 112 | 236 | 259 | 632 | 10,064 | 11,406 | $30 \%$ |
| Total | \$3,848 | \$1,566 | \$2,366 | \$2,121 | \$4,427 | \$23,759 | \$38,087 | 100 \% |


| Floors: Floating and Adjustable Rate Loans at June 30, 2024 |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| (\$ in millions) | No Floor ${ }^{(3)}$ | At Floor ${ }^{(3)}$ | Above Floor ${ }^{(3)}$ | Total |
| Floating | $\$ 8,432$ | $\$ 159$ | $\$ 4,416$ | $\$ 13,007$ |
| Adjustable | 1,696 | 56 | 9,654 | 11,406 |
| Total | $\mathbf{\$ 1 0 , 1 2 8}$ | $\mathbf{\$ 2 1 5}$ | $\mathbf{\$ 1 4 , 0 7 0}$ | $\mathbf{\$ 2 4 , 4 1 3}$ |
| $\%$ of Total | $\mathbf{4 1 \%}$ | $\mathbf{1 \%}$ | $\mathbf{5 8 \%}$ | $\mathbf{1 0 0 \%}$ |

Interest Rate Simulation Impact on Net Interest Income at June 30, 2024 ${ }^{(5)}$

|  | Ramp |  | Shock |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\frac{\text { Year 1 }}{}$ | $\frac{\text { Year 2 }}{(1.3) \%}$ |  | $\frac{\text { Year 1 }}{(2.0) \%}$ |
| Up 200 basis points | $(0.6) \%$ | $(1.0) \%$ | $(1.1) \%$ | $\underline{(0.3) \%}$ |
| Up 100 basis points | $0.5 \%$ | $0.6 \%$ | $0.5) \%$ | $(0.2) \%$ |
| Down 100 basis points | $1.0 \%$ | $0.8 \%$ | $0.3 \%$ | $(0.2) \%$ |
| Down 200 basis points | $1.7 \%$ | $0.6 \%$ | $1.0 \%$ | $(1.1) \%$ |
| Down 300 basis points |  |  |  | $(2.4) \%$ |

Note: Tables may not foot due to rounding. Loan totals on this slide do not include purchase accounting adjustments. Deferred fees and costs also drive variances between loan totals on this slide and loan totals in the earnings press release
(1) Commercial tranche loans that mature in one month are included in the floating rate loan category, not the fixed rate loan category, as these loans 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).
 repriced on June 30, 2024. The adjustable loans may not reprice until well into the future, depending on the timing and size of interest rate changes
 presentation is calculated in this manner for comparison purposes.
 and declining rate scenarios are $58 \%$ and $56 \%$, respectively, for June 30,2024 . 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 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 |
| Service charges on deposits | \$18.5 | \$16.1 | \$17.3 | \$17.4 | \$16.5 |
| Card-based fees | 14.7 | 13.2 | 14.6 | 15.7 | 13.4 |
| Financial services and trust revenue | 5.4 | 4.5 | 3.0 | 4.7 | 4.5 |
| Residential mortgage banking revenue (loss), net | 5.8 | 4.6 | 4.2 | 7.1 | (2.3) |
| Gain (loss) on equity securities, net | 0.3 | (1.6) | 2.6 | (2.1) | (0.7) |
| (Loss) gain on loan and lease sales, net | (1.5) | 0.2 | 1.2 | 1.9 | 0.4 |
| BOLI income | 4.7 | 4.6 | 4.3 | 4.4 | 4.1 |
| Other income |  |  |  |  |  |
| Other commercial product revenue ${ }^{(1)}$ | \$2.6 | \$2.3 | \$3.9 | \$3.0 | \$3.0 |
| Commercial servicing revenue | 0.2 | 0.6 | (0.2) | 0.5 | 0.4 |
| Loan-related fees | 4.1 | 3.7 | 3.2 | 3.6 | 3.3 |
| Change in fair value of certain loans held for investment | (10.1) | (2.4) | 19.4 | (19.2) | (7.0) |
| Misc. income | (0.4) | 3.3 | (0.1) | 1.3 | 2.8 |
| Swap derivative gain (loss) | 0.4 | 1.2 | (8.0) | 5.7 | 1.3 |

Q2 2024 Highlights (compared to Q1 2024)

- The second quarter's results reflect favorable trends in card activity, financial services and trust revenue, and other commercial product revenue like syndication and international banking fees. Our Business Bank of Choice strategy incorporates a collaborative team approach to deliver needs-based solutions to our customers, which deepens relationships and provides growth in sustainable core fee income to the bank.
- Higher interest rates in the second quarter compared to the first quarter drove fair value changes in certain loans held for investment, which, when coupled with the swap derivative gain, reduced non-interest income by $\$ 9$ million compared to the first quarter. These items are captured in other income.


## Non-Interest Expense



- Non-interest expense in Q2 2024 declined $\$ 8$ million from the prior quarter to $\$ 279$ million. Operating non-interest expense ${ }^{(1)}$ declined $\$ 14$ million from the prior quarter to $\$ 263$ million. Ongoing strategic actions taken to reduce our non-interest expense run rate, lower CDI amortization following the oneyear anniversary of the merger, and a $\$ 7.7$ million reversal of prior compensation-related accruals drove the linked-quarter decline.
■ We completed an enterprise-wide evaluation of our operations during Q1 2024 that resulted in consolidated positions, simplified reporting and organizational structures, and an improved profitability outlook. Identified savings drive an expected Q4 2024 core expense run rate of $\$ 965$ million to $\$ 985$ million annualized, which excludes CDI amortization and non-operating expense ${ }^{(1)}$. Through June $30,2024,91 \%$ of identified cost savings have been realized, and we expect to carry out the remaining actions during Q3 2024.

APPENDIX

## Summary Income Statements

| (\$ in millions, except per-share data) | For the Quarter Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 |
| Net interest income before provision | \$427.4 | \$423.4 | \$453.6 | \$480.9 | \$484.0 |
| Provision for credit losses | 31.8 | 17.1 | 54.9 | 36.7 | 16.0 |
| Net interest income after provision | 395.6 | 406.2 | 398.7 | 444.1 | 468.0 |
| Non-interest income | 44.7 | 50.4 | 65.5 | 44.0 | 39.7 |
| Non-interest expense | 279.2 | 287.5 | 337.2 | 304.1 | 328.6 |
| Income before provision for income taxes | 161.1 | 169.1 | 127.1 | 184.0 | 179.1 |
| Provision for income taxes | 40.9 | 45.0 | 33.5 | 48.1 | 45.7 |
| Net income | \$120.1 | \$124.1 | \$93.5 | \$135.8 | \$133.4 |
| Earnings per share, diluted | \$0.57 | \$0.59 | \$0.45 | \$0.65 | \$0.64 |
| Non-interest expense, excluding merger and restructuring expense ${ }^{(1)}$ | 264.6 | 283.0 | 330.0 | 285.2 | 298.9 |
| Pre-provision net revenue ${ }^{(1)}$ | \$192.9 | \$186.2 | \$182.0 | \$220.7 | \$195.1 |
| Operating pre-provision net revenue ${ }^{(1)}$ | \$219.4 | \$200.7 | \$212.1 | \$258.7 | \$243.1 |
| Operating net income ${ }^{(1)}$ | \$140.0 | \$134.9 | \$116.1 | \$164.3 | \$169.4 |
| Operating earnings per share, diluted ${ }^{(1)}$ | \$0.67 | \$0.65 | \$0.56 | \$0.79 | \$0.81 |

## Q2 2024 Highlights (compared to Q1 2024)

- Net interest income increased by $\$ 4$ million due to higher income earned on loans and investment securities, including increased accretion income, partially offset by higher deposit costs.
- Non-interest income decreased by $\$ 6$ million due to the quarterly fluctuation in cumulative fair value accounting and hedges. Excluding these items, noninterest income was stable.
- Non-interest expense decreased by $\$ 8$ million due to lower compensation and CDI amortization and other variances detailed on the "Non-Interest Expense" slide.
- Provision expense of $\$ 32$ million compares to $\$ 17$ million in the prior quarter, which benefited from the recalibration of the commercial CECL model.


## Summary Period-End Balance Sheets

| (\$ in millions, except per-share data) | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS: |  |  |  |  |  |
| Total assets | \$52,047.5 | \$52,224.0 | \$52,173.6 | \$51,993.8 | \$53,592.1 |
| Interest bearing cash and temporary investments | 1,553.6 | 1,760.9 | 1,664.0 | 1,911.2 | 2,868.6 |
| Investment securities available for sale, fair value | 8,503.0 | 8,616.5 | 8,829.9 | 8,504.0 | 8,998.4 |
| Loans and leases, gross | 37,710.0 | 37,642.4 | 37,442.0 | 37,170.6 | 37,049.3 |
| Allowance for credit losses on loans and leases | (418.7) | (414.3) | (440.9) | (416.6) | (404.6) |
| Goodwill and other intangibles, net | 1,571.6 | 1,600.8 | 1,632.9 | 1,666.1 | 1,696.0 |
| LIABILITIES AND EQUITY: |  |  |  |  |  |
| Deposits | 41,523.3 | 41,706.2 | 41,607.0 | 41,624.4 | 40,834.9 |
| Securities sold under agreements to repurchase | 197.9 | 213.6 | 252.1 | 258.4 | 294.9 |
| Borrowings | 3,900.0 | 3,900.0 | 3,950.0 | 3,985.0 | 6,250.0 |
| Total shareholders' equity | 4,976.7 | 4,957.2 | 4,995.0 | 4,632.2 | 4,828.2 |
| RATIOS AND PER-SHARE METRICS: |  |  |  |  |  |
| Loan to deposit ratio | 90.8\% | 90.3\% | 90.0\% | 89.3\% | 90.7\% |
| Book value per common share | \$23.76 | \$23.68 | \$23.95 | \$22.21 | \$23.16 |
| Tangible book value per common share ${ }^{(1)}$ | \$16.26 | \$16.03 | \$16.12 | \$14.22 | \$15.02 |
| Common equity to assets ratio | 9.6\% | 9.5\% | 9.6\% | 8.9\% | 9.0\% |
| Tangible common equity to tangible assets ratio ${ }^{(1)}$ | 6.7\% | 6.6\% | 6.7\% | 5.9\% | 6.0\% |

[^4]
## Q2 2024 Highlights (compared to Q1 2024)

- Commercial line utilization and construction project activity were the primary contributors to loan growth in Q2 2024. Columbia sold loans with a book balance of $\$ 95$ million during the quarter, including \$80 million in residential mortgage loans held on the balance sheet at fair value. Excluding these actions, the loan portfolio increased by $2 \%$ on an annualized basis.
- Deposit balances were down modestly during the quarter, due in part to anticipated customer tax payments, partially offset by targeted campaigns based on products and services, not price.
- Book value and tangible book value increased $0.3 \%$ and $1.4 \%$, respectively, as organic net capital generation was only partially offset by an increase in accumulated other comprehensive loss.


## Liquidity Overview

| (\$ in millions) | Select Balance Sheet Items |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended |  |  | Sequential Quarter Change Q2 2024 |
|  | Q2 2024 | Q1 2024 | Q2 2023 |  |
| Commercial deposits | \$11,188 | \$11,207 | \$10,788 | (\$19) |
| Small business deposits | 8,070 | 8,103 | 8,835 | (33) |
| Consumer deposits | 15,988 | 16,241 | 16,200 | (253) |
| Total customer deposits | 35,246 | 35,551 | 35,823 | (305) |
| Public deposits - non-interest bearing | 627 | 645 | 643 | (18) |
| Public deposits - interest bearing | 2,334 | 2,285 | 1,782 | 49 |
| Total public deposits | 2,961 | 2,930 | 2,425 | 31 |
| Administrative deposits | 147 | 135 | 241 | 12 |
| Brokered deposits | 3,169 | 3,090 | 2,346 | 79 |
| Total deposits | \$41,523 | \$41,706 | \$40,835 | (\$183) |
| Term debt | \$3,900 | \$3,900 | \$6,250 | \$- |
| Cash \& cash equivalents | \$2,069 | \$2,201 | \$3,407 | (\$132) |
| Available-for-sale securities | \$8,503 | \$8,617 | \$8,998 | (\$114) |
| Loans and leases | \$37,710 | \$37,642 | \$37,049 | \$68 |



- Net contraction in customer deposits was partially driven by anticipated customer tax payments.
- Contraction in small business deposits during Q2 2024 was almost entirely offset by targeted campaigns that ran in April and June to generate new business. The current campaign runs through July 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 June $30,2024$.


## Purchase Accounting Details

| Select Purchase Accounting Items ${ }^{(1)}$ | Adjustment at Closing <br> February 28, 2023 | Remaining Balances at |  | Notes |
| :---: | :---: | :---: | :---: | :---: |
|  |  | March 31, 2024 | June 30, 2024 |  |
| ITEMS TO ACCRETE THROUGH INTEREST INCOME: |  |  |  |  |
| Available for sale securities - rate discount | \$(1,011) million | \$(543) million | \$(518) 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 | \$(444) million | \$(419) million |  |
| Total rate discount on loans and securities | \$(1,629) million | \$(987) million | \$(938) million |  |
| Loans - credit mark ${ }^{(2)}$ | \$(130) million | \$(74) million | \$(69) million |  |
| Total discount on loans and securities | \$(1,759) million | \$(1,061) million | \$ 1,007 ) 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 | \$571 million | \$542 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) |  | 6/30/2024 | 3/31/2024 | 12/31/2023 | 9/30/2023 | 6/30/2023 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total shareholders' equity | a | \$4,976,672 | \$4,957,245 | \$4,995,034 | \$4,632,162 | \$4,828,188 |
| Less: Goodwill |  | 1,029,234 | 1,029,234 | 1,029,234 | 1,029,234 | 1,029,234 |
| Less: Other intangible assets, net |  | 542,358 | 571,588 | 603,679 | 636,883 | 666,762 |
| Tangible common shareholders' equity | b | 3,405,080 | 3,356,423 | 3,362,121 | 2,966,045 | 3,132,192 |
|  |  |  |  |  |  |  |
| Total assets | c | \$52,047,483 | \$52,224,006 | \$52,173,596 | \$51,993,815 | \$53,592,096 |
| Less: Goodwill |  | 1,029,234 | 1,029,234 | 1,029,234 | 1,029,234 | 1,029,234 |
| Less: Other intangible assets, net |  | 542,358 | 571,588 | 603,679 | 636,883 | 666,762 |
| Tangible assets | d | \$50,475,891 | \$50,623,184 | \$50,540,683 | \$50,327,698 | \$51,896,100 |
|  |  |  |  |  |  |  |
| Common shares outstanding at period end | e | 209,459 | 209,370 | 208,585 | 208,575 | 208,514 |
|  |  |  |  |  |  |  |
| Total shareholders' equity to total assets ratio | a/c | 9.56 \% | 9.49 \% | 9.57 \% | 8.91 \% | 9.01\% |
| Tangible common equity to tangible assets ratio | b/d | 6.75 \% | 6.63 \% | 6.65 \% | 5.89 \% | 6.04 \% |
| Book value per common share | a/e | \$23.76 | \$23.68 | \$23.95 | \$22.21 | \$23.16 |
| Tangible book value per common share | b/e | \$16.26 | \$16.03 | \$16.12 | \$14.22 | \$15.02 |

## Non-GAAP Reconciliation: Adjustments and Average Balances



[^5]
## Non-GAAP Reconciliation: Income Statements

| (\$ in thousands) | 6/30/2024 |  |  | For the Quarter Ended |  |  |  |  |  | 6/30/2023 |  | For the Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 3/31/2024 |  | 12/31/2023 |  | 9/30/2023 |  |  |  | 6/30/2024 |  | 6/30/2023 |  |
| Net interest income | c | \$ | 427,449 | \$ | 423,362 | \$ | 453,623 | \$ | 480,875 | \$ | 483,975 | \$ | 850,811 | \$ | 858,673 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest income (GAAP) | d | \$ | 44,703 | \$ | 50,357 | \$ | 65,533 | \$ | 43,981 | \$ | 39,678 | \$ | 95,060 | \$ | 94,413 |
| Less: Non-interest income adjustments | a |  | 9,739 |  | 3,882 |  | $(12,732)$ |  | 15,023 |  | 16,252 |  | 13,621 |  | 8,178 |
| Operating non-interest income (non-GAAP) | e | \$ | 54,442 | \$ | 54,239 | \$ | 52,801 | \$ | 59,004 | \$ | 55,930 | \$ | 108,681 | \$ | 102,591 |
| Revenue (GAAP) | f=c+d | \$ | 472,152 | \$ | 473,719 | \$ | 519,156 | \$ | 524,856 | \$ | 523,653 | \$ | 945,871 | \$ | 953,086 |
| Operating revenue (non-GAAP) | $\mathrm{g}=\mathrm{c}+\mathrm{e}$ | \$ | 481,891 | \$ | 477,601 | \$ | 506,424 | \$ | 539,879 | \$ | 539,905 | \$ | 959,492 | \$ | 961,264 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest expense (GAAP) | h | \$ | 279,244 | \$ | 287,516 | \$ | 337,176 | \$ | 304,147 | \$ | 328,559 | \$ | 566,760 | \$ | 671,377 |
| Less: Non-interest expense adjustments | b |  | $(16,743)$ |  | $(10,598)$ |  | $(42,888)$ |  | $(22,955)$ |  | $(31,768)$ |  | $(27,341)$ |  | $(148,957)$ |
| Operating non-interest expense (non-GAAP) | i | \$ | 262,501 | \$ | 276,918 | \$ | 294,288 | \$ | 281,192 | \$ | 296,791 | \$ | 539,419 | \$ | 522,420 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) (GAAP) | j | \$ | 120,144 | \$ | 124,080 | \$ | 93,531 | \$ | 135,845 | \$ | 133,377 | \$ | 244,224 | \$ | 119,339 |
| Provision (benefit) for income taxes |  |  | 40,944 |  | 44,987 |  | 33,540 |  | 48,127 |  | 45,703 |  | 85,931 |  | 40,817 |
| Income (loss) before provision for income taxes |  |  | 161,088 |  | 169,067 |  | 127,071 |  | 183,972 |  | 179,080 |  | 330,155 |  | 160,156 |
| Provision for credit losses |  |  | 31,820 |  | 17,136 |  | 54,909 |  | 36,737 |  | 16,014 |  | 48,956 |  | 121,553 |
| Pre-provision net revenue (PPNR) (non-GAAP) | k |  | 192,908 |  | 186,203 |  | 181,980 |  | 220,709 |  | 195,094 |  | 379,111 |  | 281,709 |
| Less: Non-interest income adjustments | a |  | 9,739 |  | 3,882 |  | $(12,732)$ |  | 15,023 |  | 16,252 |  | 13,621 |  | 8,178 |
| Add: Non-interest expense adjustments | b |  | 16,743 |  | 10,598 |  | 42,888 |  | 22,955 |  | 31,768 |  | 27,341 |  | 148,957 |
| Operating PPNR (non-GAAP) | 1 | \$ | 219,390 | \$ | 200,683 | \$ | 212,136 | \$ | 258,687 | \$ | 243,114 | \$ | 420,073 | \$ | 438,844 |
| Net income (GAAP) | j | \$ | 120,144 | \$ | 124,080 | \$ | 93,531 | \$ | 135,845 | \$ | 133,377 | \$ | 244,224 | \$ | 119,339 |
| Less: Non-interest income adjustments | a |  | 9,739 |  | 3,882 |  | $(12,732)$ |  | 15,023 |  | 16,252 |  | 13,621 |  | 8,178 |
| Add: Non-interest expense adjustments | b |  | 16,743 |  | 10,598 |  | 42,888 |  | 22,955 |  | 31,768 |  | 27,341 |  | 148,957 |
| Tax effect of adjustments |  |  | $(6,621)$ |  | $(3,620)$ |  | $(7,539)$ |  | $(9,482)$ |  | $(11,981)$ |  | $(10,241)$ |  | $(35,546)$ |
| Operating net income (non-GAAP) | m | \$ | 140,005 | \$ | 134,940 | \$ | 116,148 | \$ | 164,341 | \$ | 169,416 | \$ | 274,945 | \$ | 240,928 |

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

| (\$ in thousands, except per-share data) |  | For the Quarter Ended |  |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 6/30/2024 |  | 3/31/2024 |  | 12/31/2023 |  | 9/30/2023 |  | 6/30/2023 |  | 6/30/2024 |  | 6/30/2023 |  |
| Select Per-Share \& Performance Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share - basic | j/r | \$ | 0.58 | \$ | 0.60 | \$ | 0.45 | \$ | 0.65 | \$ | 0.64 | \$ | 1.17 | \$ | 0.65 |
| Earnings per share - diluted | j/s | \$ | 0.57 | \$ | 0.59 | \$ | 0.45 | \$ | 0.65 | \$ | 0.64 | \$ | 1.17 | \$ | 0.65 |
| Efficiency ratio ${ }^{(1)}$ | h/f |  | 59.02 \% |  | 60.57 \% |  | 64.81\% |  | 57.82 \% |  | 62.60 \% |  | 59.80 \% |  | 70.30 \% |
| Non-interest expense to average assets | h/n |  | 2.16 \% |  | 2.22 \% |  | 2.58 \% |  | 2.28 \% |  | 2.46 \% |  | 2.19 \% |  | 2.91 \% |
| Return on average assets | j/n |  | 0.93 \% |  | 0.96 \% |  | 0.72 \% |  | 1.02 \% |  | 1.00 \% |  | 0.94 \% |  | 0.52 \% |
| Return on average tangible assets | j/o |  | 0.96 \% |  | 0.99 \% |  | 0.74 \% |  | 1.05 \% |  | 1.03 \% |  | 0.97 \% |  | 0.53 \% |
| PPNR return on average assets | k/n |  | 1.49 \% |  | 1.44 \% |  | 1.39 \% |  | 1.65 \% |  | 1.46 \% |  | 1.47 \% |  | 1.22 \% |
| Return on average common equity | j/p |  | 9.85 \% |  | 10.01 \% |  | 7.90 \% |  | 11.07 \% |  | 10.84 \% |  | 9.93 \% |  | 5.80 \% |
| Return on average tangible common equity | j/q |  | 14.55 \% |  | 14.82 \% |  | 12.19 \% |  | 16.93 \% |  | 16.63 \% |  | 14.69 \% |  | 8.09 \% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Per-Share \& Performance Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating earnings per share - basic ${ }^{(2)}$ | $\mathrm{m} / \mathrm{r}$ | \$ | 0.67 | \$ | 0.65 | \$ | 0.56 | \$ | 0.79 | \$ | 0.81 | \$ | 1.32 | \$ | 1.32 |
| Operating earnings per share - diluted ${ }^{(2)}$ | $\mathrm{m} / \mathrm{s}$ | \$ | 0.67 | \$ | 0.65 | \$ | 0.56 | \$ | 0.79 | \$ | 0.81 | \$ | 1.32 | \$ | 1.32 |
| Operating efficiency ratio, as adjusted ${ }^{(1),(2), ~(3)}$ | u/y |  | 53.56 \% |  | 56.97 \% |  | 57.31 \% |  | 51.26 \% |  | 54.04 \% |  | 55.26 \% |  | 53.51 \% |
| Operating non-interest expense to average assets | i/n |  | 2.03 \% |  | 2.14 \% |  | 2.25 \% |  | 2.10 \% |  | 2.22 \% |  | 2.08 \% |  | 2.26 \% |
| Operating return on average assets ${ }^{(2)}$ | $\mathrm{m} / \mathrm{n}$ |  | 1.08 \% |  | 1.04 \% |  | 0.89 \% |  | 1.23 \% |  | 1.27 \% |  | 1.06 \% |  | 1.04 \% |
| Operating return on average tangible assets ${ }^{(2)}$ | $\mathrm{m} / \mathrm{o}$ |  | 1.12 \% |  | 1.08 \% |  | 0.92 \% |  | 1.27 \% |  | 1.31 \% |  | 1.10 \% |  | 1.07 \% |
| Operating PPNR return on average assets ${ }^{(2)}$ | 1/n |  | 1.70 \% |  | 1.55 \% |  | 1.62 \% |  | 1.94 \% |  | 1.82 \% |  | 1.62 \% |  | 1.90 \% |
| Operating return on average common equity ${ }^{(2)}$ | $\mathrm{m} / \mathrm{p}$ |  | 11.47 \% |  | 10.89 \% |  | 9.81\% |  | 13.40 \% |  | 13.77 \% |  | 11.18 \% |  | 11.72 \% |
| Operating return on average tangible common equity ${ }^{(2)}$ | $\mathrm{m} / \mathrm{q}$ |  | 16.96 \% |  | 16.12 \% |  | 15.14 \% |  | 20.48 \% |  | 21.13 \% |  | 16.54 \% |  | 16.34 \% |

[^6]
## Non-GAAP Reconciliation: Operating Efficiency Ratio, as Adjusted

| (\$ in thousands) |  | For the Quarter Ended |  |  |  |  | For the Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 6/30/2024 | 3/31/2024 | 12/31/2023 | 9/30/2023 | 6/30/2023 | 6/30/2024 | 6/30/2023 |
| Non-interest expense (GAAP) | h | \$279,244 | \$287,516 | \$337,176 | \$304,147 | \$328,559 | \$566,760 | \$671,377 |
| Less: Non-interest expense adjustments | b | $(16,743)$ | $(10,598)$ | $(42,888)$ | $(22,955)$ | $(31,768)$ | $(27,341)$ | $(148,957)$ |
| Operating non-interest expense (non-GAAP) | i | 262,501 | 276,918 | 294,288 | 281,192 | 296,791 | 539,419 | 522,420 |
| Less: B\&O taxes | t | $(3,183)$ | $(3,223)$ | $(2,727)$ | $(3,275)$ | $(3,647)$ | $(6,406)$ | $(5,776)$ |
| Operating non-interest expense, excluding B\&O taxes (non-GAAP) | u | \$259,318 | \$273,695 | \$291,561 | \$277,917 | \$293,144 | \$533,013 | \$516,644 |
|  |  |  |  |  |  |  |  |  |
| Non-interest income (tax equivalent) ${ }^{(1)}$ | $v$ | \$428,434 | \$424,344 | \$454,730 | \$482,031 | \$485,168 | \$852,778 | \$860,537 |
| Non-interest income (GAAP) | d | 44,703 | 50,357 | 65,533 | 43,981 | 39,678 | 95,060 | 94,413 |
| Add: BOLI tax equivalent adjustment ${ }^{(1)}$ | w | 1,291 | 1,809 | 1,182 | 1,178 | 1,360 | 3,100 | 2,317 |
| Total Revenue, excluding BOLI tax equivalent adjustments (tax equivalent) | x | 474,428 | 476,510 | 521,445 | 527,190 | 526,206 | 950,938 | 957,267 |
| Less: non-interest income adjustments | a | 9,739 | 3,882 | $(12,732)$ | 15,023 | 16,252 | 13,621 | 8,178 |
| Total Adjusted operating revenue, excluding BOLI tax equivalent adjustments (tax equivalent) (non-GAAP) | $y$ | \$484,167 | \$480,392 | \$508,713 | \$542,213 | \$542,458 | \$964,559 | \$965,445 |
|  |  |  |  |  |  |  |  |  |
| Efficiency ratio ${ }^{(1)}$ | h/f | 59.02 \% | 60.57 \% | 64.81 \% | 57.82 \% | 62.60 \% | 59.80 \% | 70.30 \% |
| Operating efficieny ratio, as adjusted (non-GAAP) ${ }^{(1),(2),(3)}$ | u/y | 53.56 \% | 56.97 \% | 57.31 \% | 51.26 \% | 54.04 \% | 55.26 \% | 53.51 \% |

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

| (\$ in thousands) |  | For the Quarter Ended |  |  |  |  | For the Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 6/30/2024 | 3/31/2024 | 12/31/2023 | 9/30/2023 | 6/30/2023 | 6/30/2024 | 6/30/2023 |
| Net interest income ${ }^{(2)}$ | a | \$428,434 | \$424,344 | \$454,730 | \$482,031 | \$485,168 | \$852,778 | \$860,537 |
| Less: Acquired loan accretion - credit related ${ }^{(1)}$ | b | 4,835 | 5,119 | 5,430 | 6,370 | 7,100 | 9,954 | 10,906 |
| Net Interest Income, excluding credit PAA ${ }^{(1),(2)}$ | c | 423,599 | 419,225 | 449,300 | 475,661 | 478,068 | 842,824 | 849,631 |
| Less: Acquired rate-related accretion ${ }^{(1)}$ | d | 67,375 | 57,336 | 63,757 | 70,900 | 67,960 | 124,711 | 96,199 |
| Adjusted net interest income ${ }^{(1),(2)}$ | e | \$356,224 | \$361,889 | \$385,543 | \$404,761 | \$410,108 | \$718,113 | \$753,432 |
|  |  |  |  |  |  |  |  |  |
| Average interest-earning assets | f | \$48,117,746 | \$48,280,787 | \$47,838,229 | \$48,981,105 | \$49,442,518 | \$48,199,266 | \$43,283,329 |
|  |  |  |  |  |  |  |  |  |
| Net interest margin ${ }^{(2)}$ | a/f | 3.56 \% | 3.52 \% | 3.78 \% | 3.91 \% | 3.93 \% | 3.54 \% | 3.99 \% |
| Less: Acquired loan accretion - credit related ${ }^{(1)}$ | b/f | 0.04 \% | 0.04 \% | 0.05 \% | 0.05 \% | 0.06 \% | 0.04 \% | 0.05 \% |
| Net Interest margin, excluding credit PAA ${ }^{(1),(2)}$ | c/f | 3.52 \% | 3.48 \% | 3.73 \% | 3.86 \% | 3.87 \% | 3.50 \% | 3.94 \% |
| Less: Acquired rate-related accretion ${ }^{(1)}$ | d/f | 0.56 \% | 0.48 \% | 0.53 \% | 0.58 \% | 0.55 \% | 0.52 \% | 0.45 \% |
| Adjusted net interest margin ${ }^{(1),(2)}$ | e/f | 2.96 \% | 3.00 \% | 3.20 \% | 3.28 \% | 3.32 \% | 2.98 \% | $3.49 \%$ |

[^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) Chart Abbreviations: "PAA" = purchase accounting accretion and amortization; "LHFI" = loans held for investment.

[^4]:    Note: Tables may not foot due to rounding.

[^5]:    
    

[^6]:    (1) Tax-exempt income has been adjusted to a taxable equivalent basis using a $21 \%$ tax rate and added to stated revenue for this calculation.
     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.
     to other banks as it 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.

[^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

