# OceanFirst Financial Corp. Investor Presentation

October 2023

<sup>1</sup> The 3Q 2023 Investor Presentation should be read in conjunction with the Earnings Release furnished as Exhibit 99.1 to Form 8-K filed with the SEC on October 19, 2023.



### Legal Disclaimer

#### FORWARD LOOKING STATEMENTS.

In addition to historical information, this news release contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which are based on certain assumptions and describe future plans, strategies and expectations of the Company. These forward-looking statements are generally identified by use of the words "believe," "expect," "intend," "anticipate," "estimate," "project," "will," "should," "may," "view," "opportunity," "potential," or similar expressions or expressions of confidence. The Company's ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors which could have a material adverse effect on the operations of the Company and its subsidiaries include, but are not limited to: changes in interest rates, inflation, general economic conditions, potential recessionary conditions, levels of unemployment in the Bank's lending area, real estate market values in the Bank's lending area, potential goodwill impairment, future natural disasters, potential increases to flood insurance premiums, the current or anticipated impact of military conflict, terrorism or other geopolitical events, the level of prepayments on loans and mortgage-backed securities, legislative/regulatory changes, monetary and fiscal policies of the U.S. Government including policies of the U.S. Treasury and the Board of Governors of the Federal Reserve System, the quality or composition of the loan or investment portfolios, demand for loan products, deposit flows, changes in liquidity, including the size and composition of the Company's deposit portfolio, including the percentage of uninsured deposits in the portfolio, competition, demand for financial services in the Company's market area, changes in consumer spending, borrowing and saving habits, changes in accounting principles, a failure in or breach of the Company's operational or security systems or infrastructure, including cyberattacks, the failure to maintain current technologies, failure to retain or attract employees, the impact of the COVID-19 pandemic or any other pandemic on our operations and financial results and those of our customers and the Bank's ability to successfully integrate acquired operations. These risks and uncertainties are further discussed in the Company's Annual Report on Form 10-K for the year ended December 31, 2022, under Item 1A - Risk Factors and elsewhere, and subsequent securities filings and should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. The Company does not undertake, and specifically disclaims any obligation, to publicly release the result of any revisions which may be made to any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

#### NON-GAAP FINANCIAL INFORMATION.

This presentation contains certain non-GAAP (generally accepted accounting principles) measures. These non-GAAP measures, as calculated by the Company, are not necessarily comparable to similarly titled measures reported by other companies. Additionally, these non-GAAP measures are not measures of financial performance or liquidity under GAAP and should not be considered alternatives to the Company's other financial information determined under GAAP. See reconciliations of certain non-GAAP measures included in the Company's Earnings Release furnished as Exhibit 99.1 to Form 8-K as filed with the SEC on October 19, 2023.

#### MARKET AND INDUSTRY DATA.

This presentation references certain market, industry and demographic data, forecasts and other statistical information. We have obtained this data, forecasts and information from various independent, third-party industry sources and publications. Nothing in the data, forecasts or information used or derived from third party sources should be construed as advice. Some data and other information are also based on our good faith estimates, which are derived from our review of industry publications and surveys and independent sources. We believe that these sources and estimates are reliable but have not independently verified them. Statements as to our market position are based on market data currently available to us. These estimates involve inherent risks and uncertainties and are based on assumptions that are subject to change.



### Overview of OceanFirst

#### **Corporate Overview and Market Data**

Ticker OCFC (NASDAQ)

HQ Red Bank, NJ

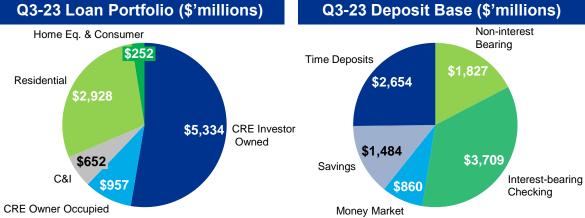
38 branches and 8 commercial banking centers **Branch Network** Core Markets New Jersey, New York City, Greater Philadelphia

**Boston and Baltimore Expansion Markets** 

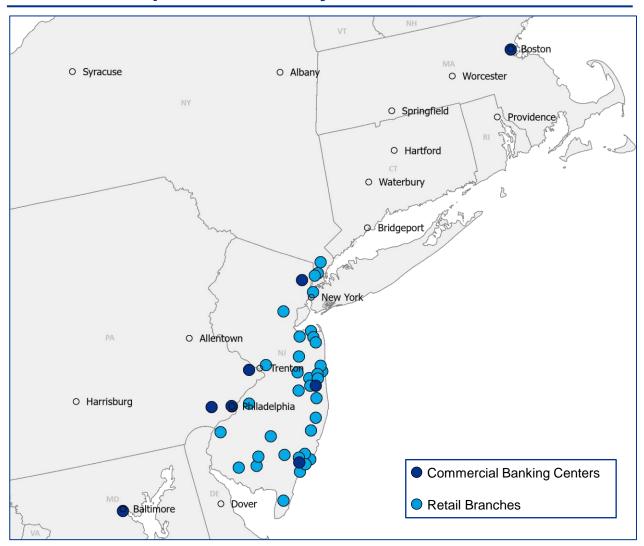
#### **Balance Sheet and Capital (Q3-23)**

	(40 20)	(1	•• -• /
Assets	\$13.5 billion	Net Income	\$18.6 million
Net Loans	\$10.1 billion	EPS	\$0.32
Deposits	\$10.5 billion	Net Interest Margin (%)3	2.85%
Non-performing Loans / Loans <sup>1</sup>	0.27%	Efficiency Ratio (%)	64.3%
Tang. Equity / Tang. Assets <sup>2</sup>	8.6%	ROAA (%)	0.54%
CET1 Ratio	10.4%	ROTCE (%)	6.9%

#### Q3-23 Loan Portfolio (\$'millions)



#### **Tailored Footprint Across Key Markets**



- Note: All data presented is as of September 30, 2023.
- PCD loans are not included in these metrics.
- (2) For non-GAAP financial measures, please refer to the 'Non-GAAP Reconciliations' in the Appendices for a reconciliation to GAAP financial information.

Core Profitability (Q3-23)<sup>2</sup>

Core NIM excludes purchase accounting and prepayment fee income. Refer to the Earnings Release for additional information.



### Our Shareholder Value Proposition



**Forward-thinking risk management** – Shifted focus from loan growth to securing back-up liquidity sources and maintaining price and credit structure discipline.



**Strong balance sheet** – Strategically planned balance sheet provides ample liquidity, high-quality investments, and minimized credit risk via a well-diversified portfolio.



**Continued expense management and discipline** – Identified existing opportunities for efficiencies in our existing technology and staffing infrastructure while maintaining productivity and improving the customer experience.

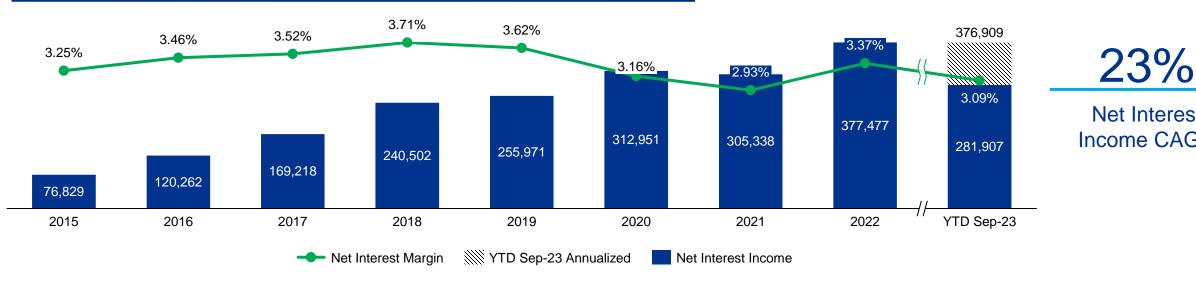


**Financial strength** – Strategic capital utilization has allowed for significant stockholder capital returns while maintaining strong capital ratios in a stress tested environment.



### Proven Historical Net Interest Income and Loan Growth

#### Peer Leading Net Interest Income Growth (\$'000)

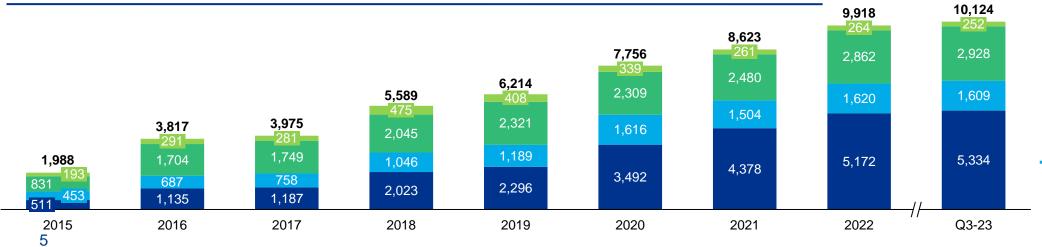


**Net Interest** 

Income CAGR



Home Equity & Consumer



Residential

Owner Occupied CRE & C&I Investor CRE

18%

**Owner Occupied** CRE / C&I CAGR

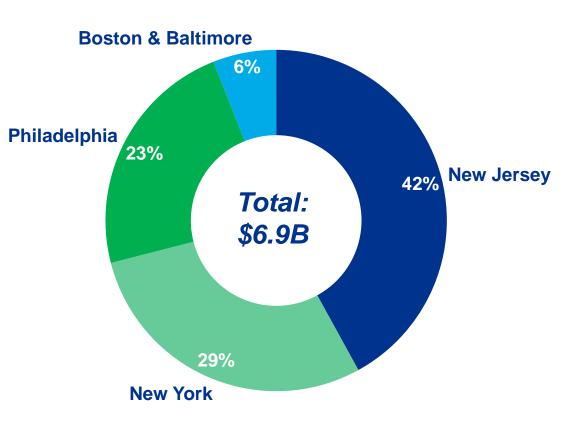
35%

**Investor CRE CAGR** 

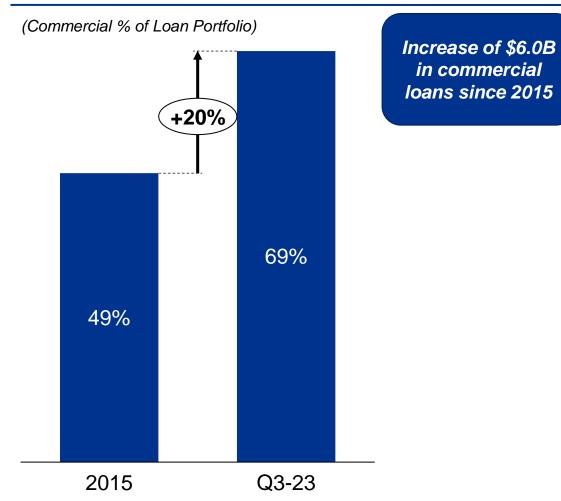


### Successful Commercial Loan Growth and Geographic Diversification

#### **Commercial Loans by Geography as of Q3-23**



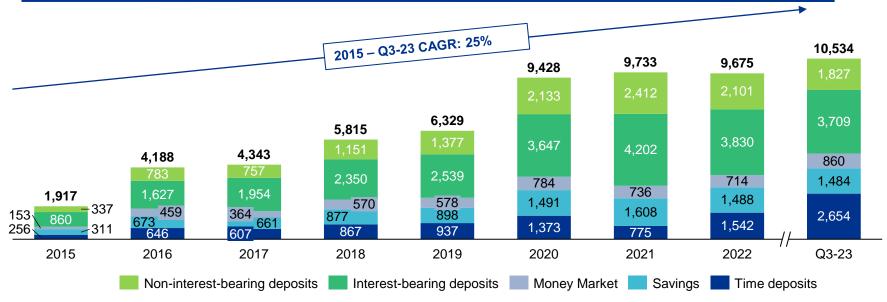
### **Emphasis on Commercial**



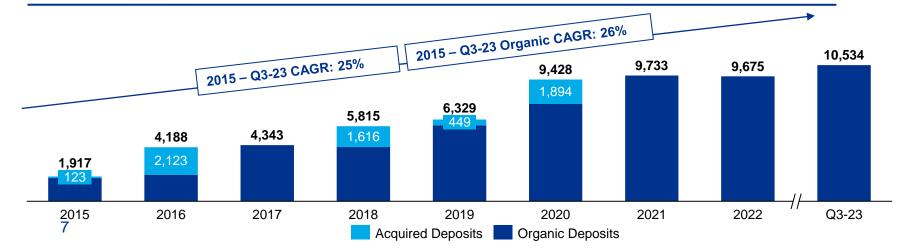


### Balanced Approach to Deposit Pricing and Growth

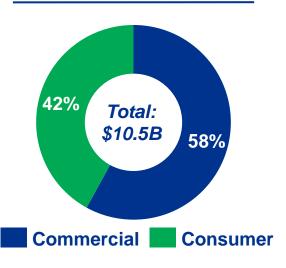
### **Deposit Composition (\$'millions)**



### **Deposit Growth Bolstered by Acquisitions (\$'millions)**



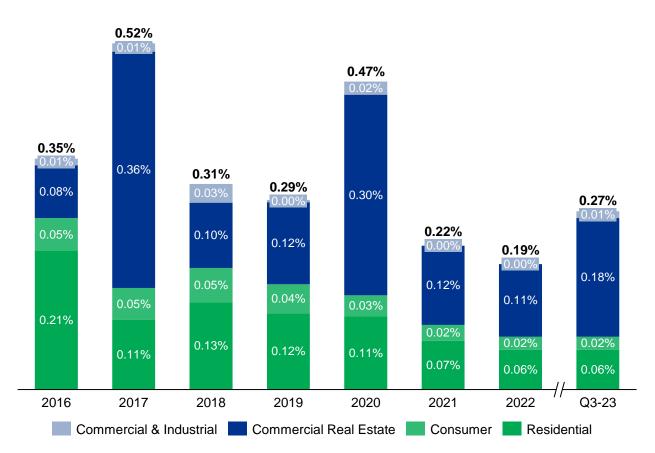
#### **Deposit Stratification**





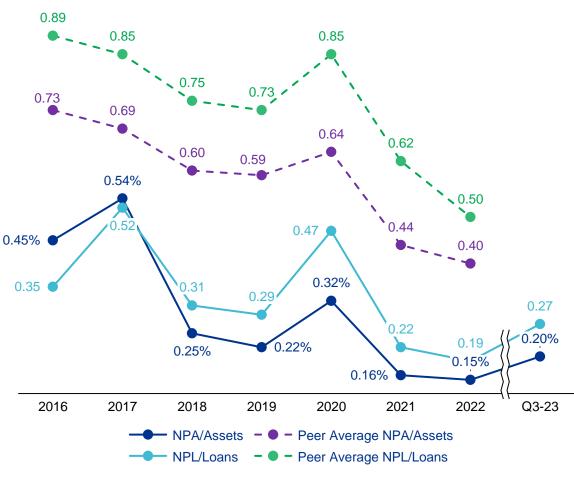
### Conservative Credit Risk Profile

### Non-performing Loans by Type as % of Loans<sup>1</sup>



#### (1) PCD loans are not included in these metrics. Refer to "Asset Quality" section in the Earnings Release for additional information.

#### Continued Focus on Credit Risk<sup>1</sup>



**Note:** Peer data is on a one quarter lag.

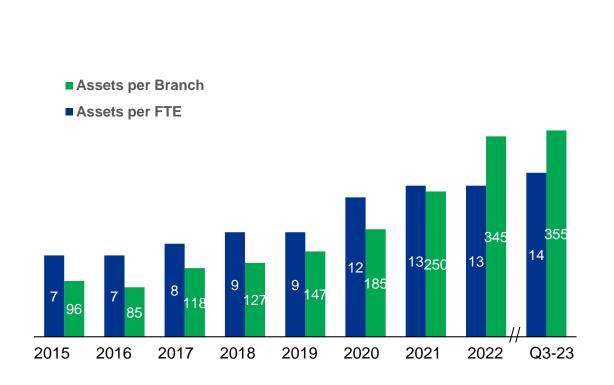


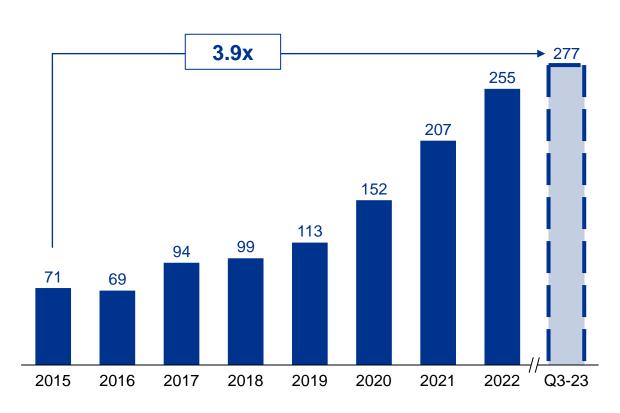
<sup>(2)</sup> In Q3-23 the Bank charged-off \$8 million on a single commercial real estate credit relationship. The remaining exposure of \$9 million is included in the non-performing loan balance.

### **Operational Efficiency**

### **Operating Efficiency (\$'millions)**

#### **Deposits per Branch (\$'millions)**





### Annualized Core Non-interest Expense<sup>1</sup> to Total Avg. Assets



# Business Model Strength Driving Significant Capital Return



The growth in TBV per common share (TBVPCS<sup>1</sup>) is attributed to:

- Minimally dilutive and strategic acquisitions in critical new markets
- Stable & competitive dividend
  - 107<sup>th</sup> consecutive quarter
  - Historical Payout Ratio of 30% to 40%. Q3-23 Payout Ratio of 60%
- Stock buybacks prior to 2023
  - 2.9 million available shares for repurchase



<sup>(1)</sup> For non-GAAP financial measures, please refer to the 'Non-GAAP Reconciliations' in the Appendices for a reconciliation to GAAP financial information.

# Quarterly Earnings Update



### Q3-23 Financial Highlights

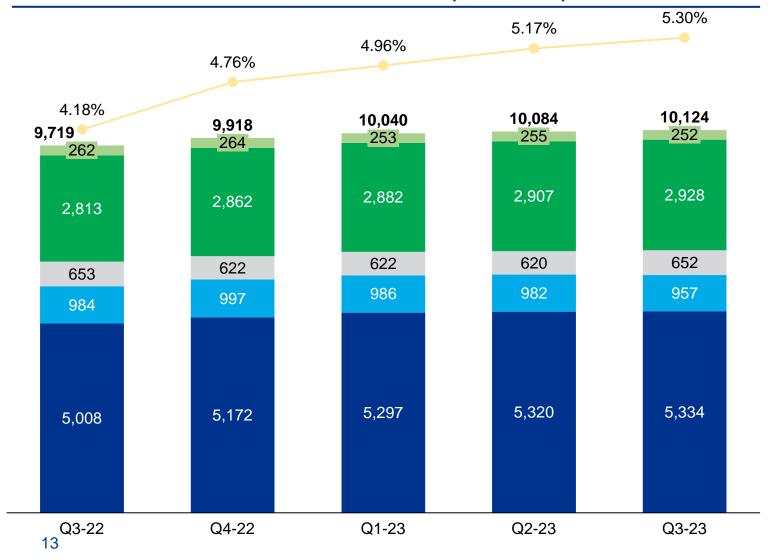
	Financial Highlights	
<b>\$0.32</b> Core Diluted EPS <sup>1</sup>	\$91 million Net Interest Income	<b>0.54%</b> Core ROAA <sup>1</sup>
6.88% Core ROTCE <sup>1</sup>	<b>\$0.59</b> Core PTPP Diluted EPS <sup>1</sup>	<b>10.4%</b> CET1 Ratio

- Net deposit growth of \$376 million and prudent loan growth, resulted in a loan-to-deposit ratio of 96%.
  Net deposit growth funded a reduction in brokered time deposits of \$426 million.
- Asset quality metrics remain strong. Criticized and classified loans as a percent of total loans were
   1.30% and non-performing loans as a percent of total loans were 0.20%.
- CET1 remained above "well capitalized" levels at 10.4% as of September 30, 2023.



### **Loan Portfolio Trends**

#### **Moderated Loan Growth in the Portfolio (\$'millions)**



- Loan growth has moderated prudently, with the expectation of low single-digit growth for the remainder of the year.
- Improving loan yields.

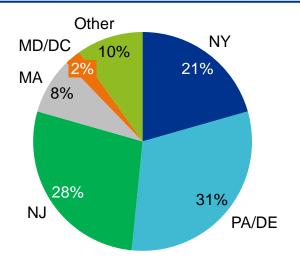




### Credit Quality Historically Top Quartile and Well Positioned

\$'millions	CRE: Investor Owned	% of Total	WA LTV	WA DSCR
Retail	1,085	23.1%	56.3	1.61
Office	1,090	23.2%	56.4	1.80
Multi-Family	951	20.3%	64.5	1.62
Industrial / Warehouse	738	15.7%	56.6	2.27
Hospitality	135	2.9%	66.2	1.23
Other <sup>1</sup>	693	14.8%	49.5	1.69
CRE: Investor Owned	4,692	100.0%	57.3	1.76
Construction	642			
<b>CRE IO and Construction Total</b>	5,334			_

#### **CRE Investor Owner Portfolio by Geography**



- Underlying collateral is diversified: The underlying collateral for the CRE Investor Owned ("Investor") portfolio is highly diversified and focused in low risk collateral types.
- **Maturity wall is modest and has a minimal impact:** Our maturity wall, totaling \$415 million (or 4% of total loans), is set to mature in 2023 and 2024 with weighted average rates of 6.92% and 5.80%, for each respective cohort.
  - A repricing analysis<sup>(2)</sup> was performed on the vast majority of the CRE Investor and Construction portfolio. Results indicated the portfolio continues to service debt without unusual stress.
  - The weighted average DSCR of loans subject to the stress test is 1.32.

Maturity Wall Detail						
Balance Weighted Average %						
Maturity Year	(\$'millions)	Rate	LTV	DSCR	Loans	
2023	58	6.92	64.82	1.70	0.57%	
2024	357	5.80	68.20	1.92	3.53%	
Total	415	5.95	67.73	1.89	4.10%	

Note: Weighted Average DSCR calculations exclude credits for which DSCR is not calculated.

- Greater than 90% of the CRE Investor portfolio is organically originated or acquired through whole bank acquisition.
- Refer to the Appendices for additional disclosures on the Office portfolio.

#### Notes:

All data presented represents CRE Investor balances, excluding purchase accounting marks and Construction as of September 30, 2023, unless otherwise noted.

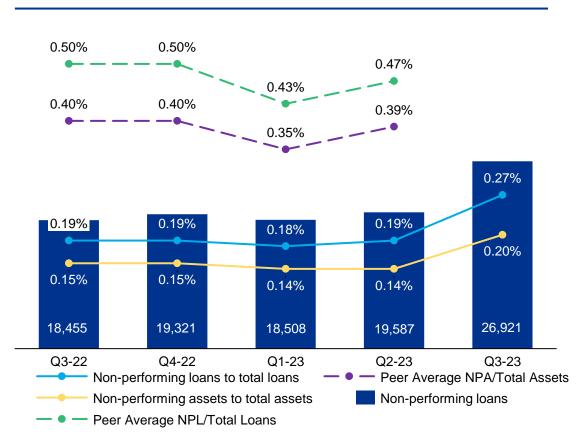
- (1) Other includes co-operatives, single purpose, stores and some living units / mixed use, investor owned 1-4 family, land / development, and other.
- 2) Repricing analysis as of Q1-23 included stressing portfolio with an increase to 7% interest rates while keeping unwritten rents constant. Underlying cash flows related to CRE loans are actively tracked and exhibit no material change since Q1-23.



# Quarterly Credit Trends (1 of 2)

### Strong asset quality trends driven by prudent loan growth and credit decisioning.

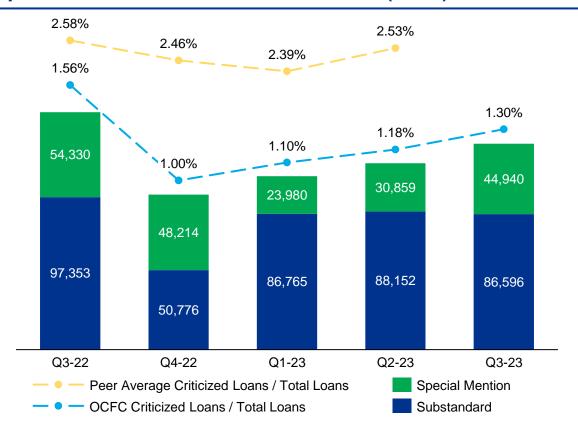
#### Non-Performing Loans and Assets (\$'000)<sup>1, 2, 3</sup>



#### PCD loans are not included in these metrics. Refer to Asset Quality section in the Earnings Release for additional information.

(3) Peer data is on a one quarter lag.

#### **Special Mention and Substandard Loans (\$'000)**



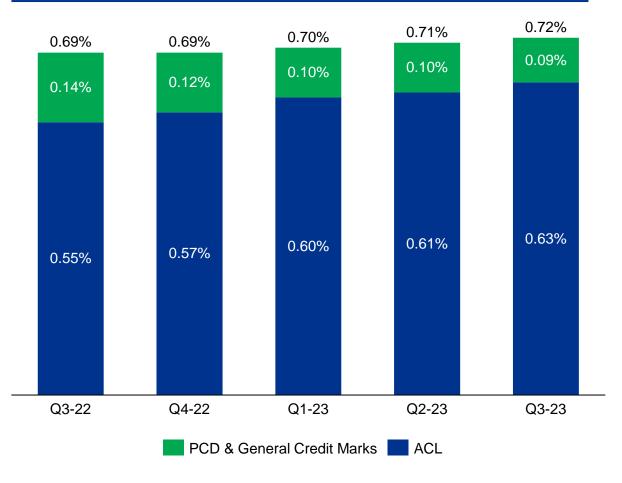
Note: At September 30, 2023, of the Special Mention loans and Substandard loans represented above, 95% and 72% were current on payments, respectively.

Note #2: Peer data is on a one quarter lag.

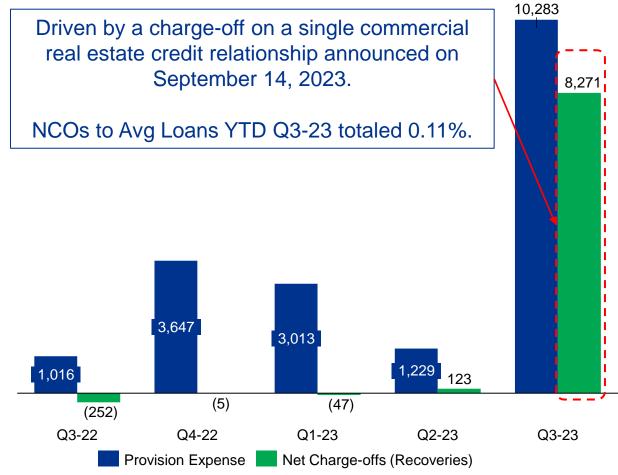
<sup>15 (2)</sup> In Q3-23 the Bank charged-off \$8 million on a single commercial real estate credit relationship. The remaining exposure of \$9 million is included in the non-performing loan balance.

# Quarterly Credit Trends (2 of 2)

# Loan Allowance for Credit Losses (ACL) Plus PCD & General Credit Marks / Total Loans

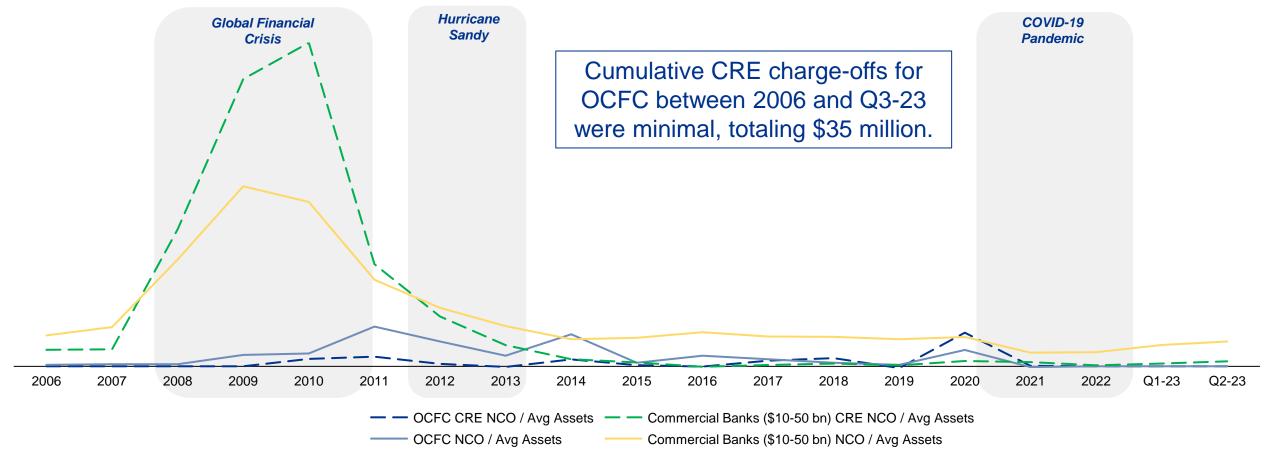


# NCOs / (Recoveries) and Provision for Credit Loss Expense (\$'000)





### Track Record of Strong Credit Performance

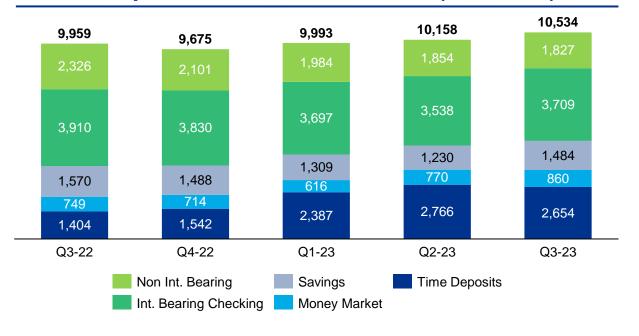


- From 2006 to 2022, inclusive of the Global Financial Crisis, Hurricane Sandy, and the COVID-19 Pandemic, OCFC's CRE NCO to average CRE loans totaled 6 bps per year compared to 81 bps for all commercial banks between \$10 \$50 billion in assets.
- Peak CRE net charge-offs for OCFC totaled 47 bps in 2020, related to proactively de-risking our balance sheet. Peak CRE charge-offs for commercial banks between \$10-\$50 billion in assets were 455 bps in 2010.



### **Deposit Trends**

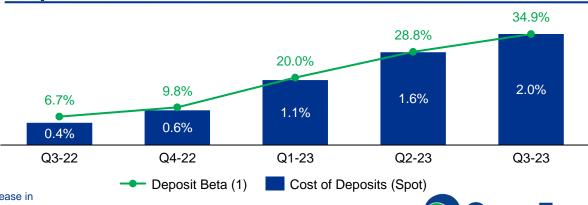
#### **Shift in Deposit Mix to Drive Retention (\$'millions)**



Cost of Deposits		
Type of Account	Qtr. Avg.	Sept 30 Spot
Int. Bearing Checking	1.61%	1.64%
Money Market	2.71%	2.83%
Savings	0.94%	1.36%
Time Deposits	4.06%	4.06%
Total (incl. non-int bearing)	1.99%	2.02%

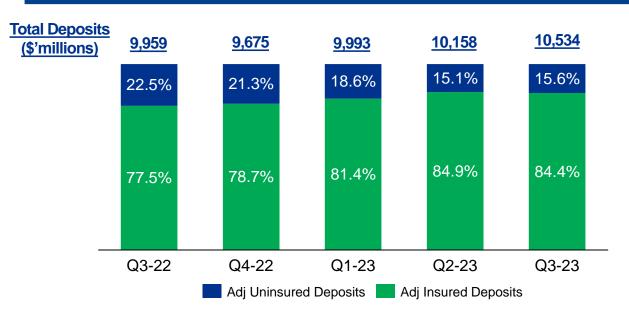
- Deposits (excl. brokered CDs) increased by 9% from the linked quarter.
- High yield savings grew by \$328 million from the previous quarter, driving an improvement in the quality of our deposit base as these will reprice should rates moderate next year.
- Decline in Q3-23 time deposits is driven by a decrease in brokered CDs of ~\$426 million.
- We maintain prudent price discipline resulting in an overall deposit beta of 35%. Excluding brokered CDs, our deposit beta totaled 30%.
   We expect deposit betas to continue to rise as the competitive landscape for deposits increases.

#### **Deposit Beta and Cost Trend**



<sup>(1)</sup> Deposit beta is calculated as the increase in rate paid on total deposits per quarter divided by the incremental increase in the fed funds rate since January 1, 2022.

### ~84% of Deposits Are Insured/Collateralized, Long Tenured, and Granular



- OCFC's deposit composition is extremely granular with 98% of all deposit accounts by number less than \$250K.
- OCFC customers have long tenured relationships with an average age of 9 years. The median age of a deposit relationship is 7 years.
- Average non-government deposit account is well below the FDIC insurance limit.
- Government deposits in New Jersey are protected by the State under the NJ Government Unit Deposit Protection Act and fully collateralized by OCFC.

> \$250K 2% 244.2K Accounts	> 25 Years 10% 15-25 Years 20% 153.7K Customers
98% < \$250K	10-15 Years 5-10 Years

Note: Refer to Appendices for detailed adjusted uninsured deposit bridge as of 9/30/23. Q1-23 and prior periods are

**Length of Customer Relationships** 

Customer Segment	
Segment	Average Balance
Personal	\$22K
Business	\$110K
Government <sup>1</sup>	\$966K

Note #3: The reduction in adjusted uninsured deposits percentage of total deposits in Q2-23 onward is due to a change in methodology to improve accuracy of estimated adjusted uninsured deposits.

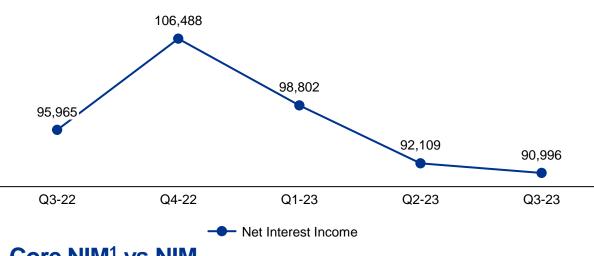


**Deposit Accounts by Size** 

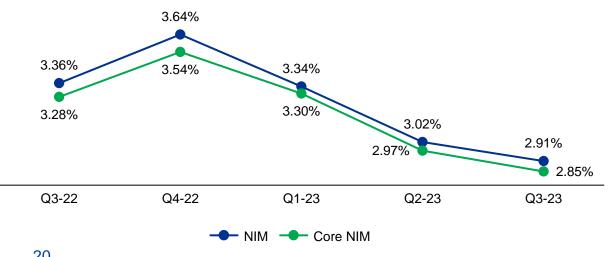
reported under historical methodology.

### Net Interest Income and Net Interest Margin Trends

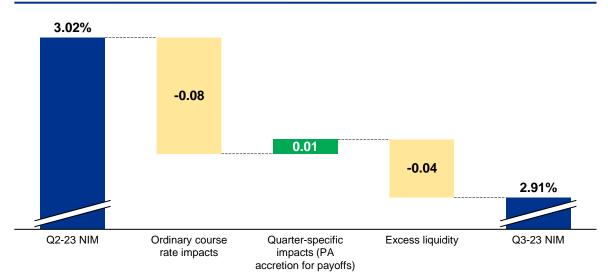
### **Net Interest Income (\$'000)**



#### Core NIM<sup>1</sup> vs NIM



#### **NIM Bridge**



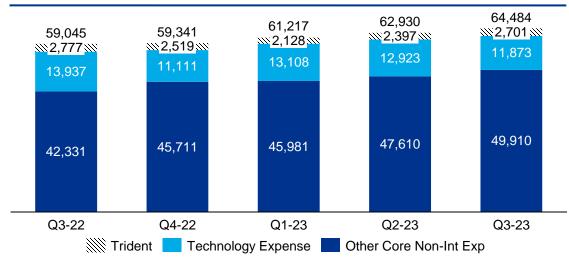
#### **Headwinds**

- Competitive market environment as peers compete on rate for quality credit.
- Remaining disciplined on deposit pricing and managing funding costs.

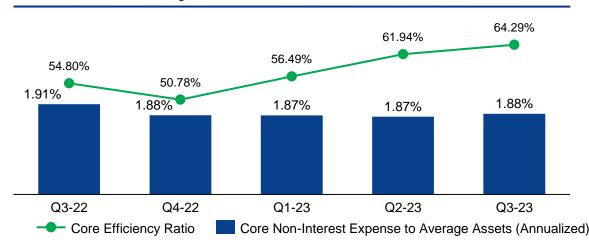


### **Expense Discipline and Focused Investment**

#### Core Non-Interest Expense<sup>1</sup> (\$'000)



#### Core Efficiency Ratio<sup>1</sup>



- Q3-23 core operating expenses increased \$1.6 million from the prior linked quarter and totaled \$64.5 million, of which \$2.4 million were non-recurring staff costs.
- Non-recurring staff costs comprised a combination of severance and other compensation and benefits reductions related to our performance improvement initiative.
- We are implementing a series of operating leverage strategies that are expected to reduce total operating expenses to \$58-\$59 million run-rate beginning in Q4-23 and continuing into 2024.

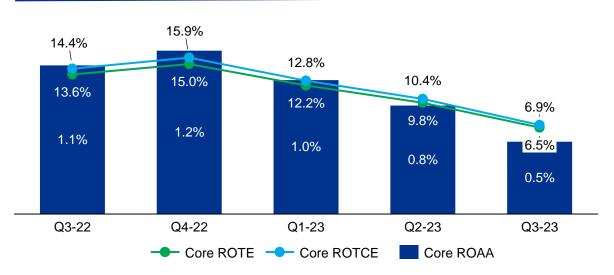


# **Generating Consistent Returns**

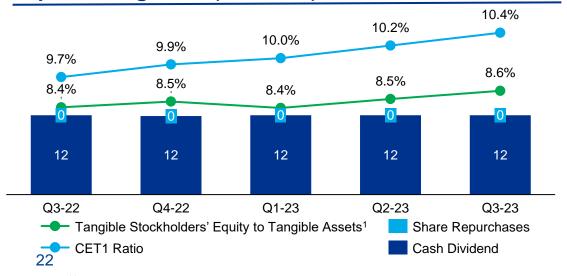
#### Book Value and Tangible Book Value per Common Share (\$)1



#### Core ROAA<sup>1</sup>, ROTE<sup>1</sup>, and ROTCE<sup>1</sup>



#### **Capital Management (\$'millions)**

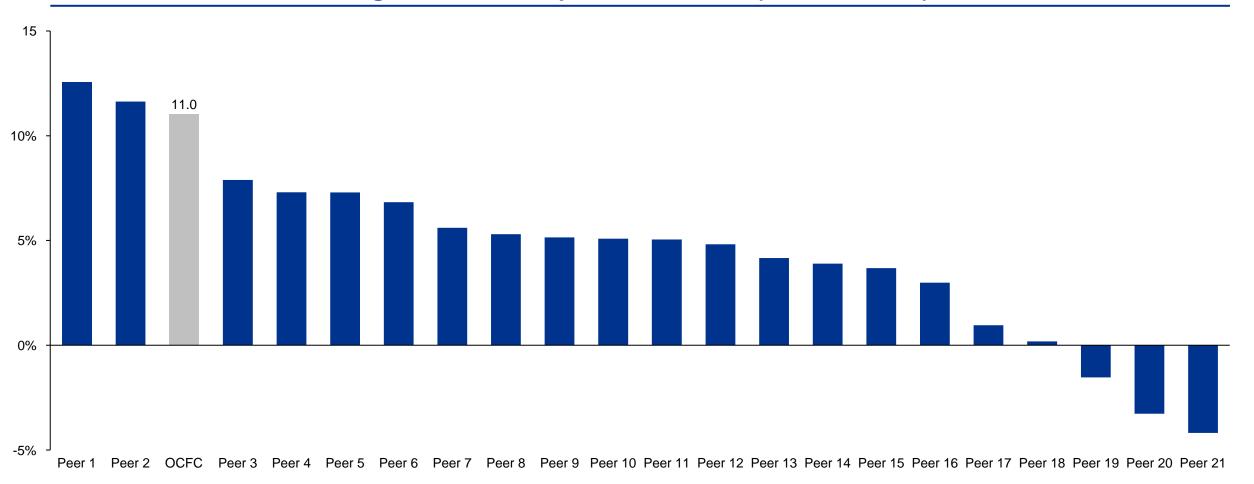


- Tangible book value per common share increased by \$1.63 (or 10%) compared to the same quarter last year.
- Capital ratios remain above "well-capitalized" levels even if the Company were to include the marks on its AFS/HTM portfolio in CET1.



# Leading TBV Growth Supported by Prudent Liquidity Management

### Tangible Book Value per Share Growth (Q2-22 to Q2-23)(1)





### Management 2023 Outlook – Update

### **Guidance**

Loans

Low single-digit growth for full year

 Continued focus on credit risk management, anchored by our diversified CRE portfolio that has performed well in market downturns

**Key Assumptions / Commentary** 

**Deposits** 

Low single-digit growth for full year

Maintain loan-to-deposit ratio ~100% for remainder of the year

 Accounts for uncertainty in deposit flows. Our expectation is moderate outflow of non-maturity deposits, offset by an increase in promo CDs and high yield savings accounts

Net Interest Margin

Similar decline as Q3, then stable

 The current quarter included \$2.4 million of non-recurring compensation and benefits related expenses consisting of severance and other program costs relating to our performance improvement initiative

Operating Expenses

Q4-23 expected to stabilize in the \$58 to \$59 million range

This does not include the potential one-time proposed FDIC special assessment.
 The final ruling is pending

Capital

Robust CET1 ratio (~10%)

We are working on incremental opportunities to reduce expenses modestly in 2024



# Appendix

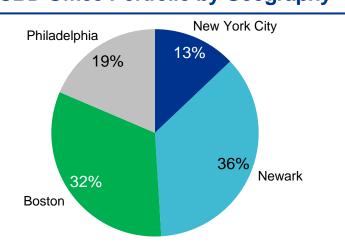


### CBD Office Concentration Exposure Is Moderate

CRE Investor Owned: Office (All Geographies)					
\$'millions	Book Balance	% of Total	WA LTV	WA DSCR	
Office	530	48.6%	51.9	1.72	
Life Sciences & Medical	330	30.3%	57.8	1.71	
Credit Tenant	230	21.1%	64.6	2.07	
Total Office	1,090	100.0%	56.4	1.79	
% of Total Loans		10.8%			

Central Business District (CBD) - Office					
\$'millions	Book Balance	% of Total	WA LTV	WA DSCR	
Credit Tenant	44	36.1%	61.7	2.17	
Office	42	34.1%	56.2	1.97	
Life Sciences & Medical	36	29.8%	38.9	1.31	
CBD - Office	122	11.2%	53.0	1.85	
% of Total Loans		1.2%			

### **CBD Office Portfolio by Geography**

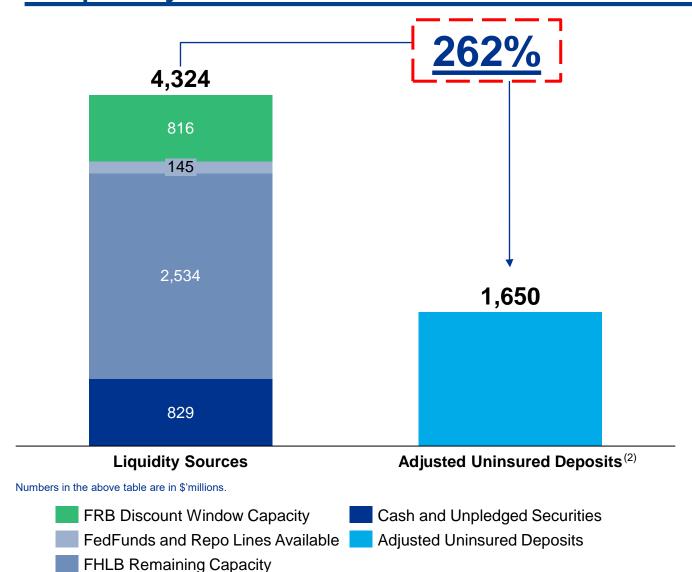


#### **Office Portfolio**

- Central business district loans comprised 1% of total assets and have a weighted average LTV of 53.0% and weighted average DSCR of 1.85.
- Criticized and classified office loans totaled 2% of total office loans.



### Liquidity Sources are Robust and Diverse



#### **Liquidity remains robust:**

- Adjusted uninsured deposits accounted for 16% of total deposits.
- Cash held on balance sheet totaled \$304 million<sup>(1)</sup>.
- OCFC had no outstanding borrowings from the Federal Reserve Discount Window or Bank Term Funding Program, strong sources of backstop liquidity.
- As the banking environment continues to stabilize, we will evaluate our liquidity position and needs through Q4-23, with potential reductions in excess liquidity to be redeployed into new loans.



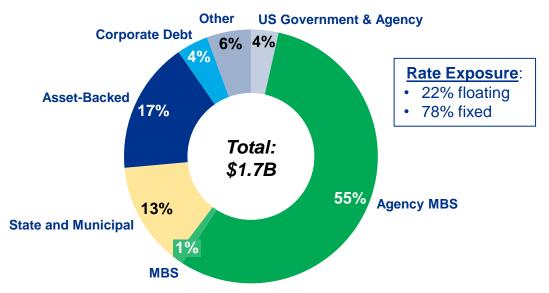
Note: All data presented is as of September 30, 2023.

<sup>(1)</sup> Excludes estimated cash used in daily banking operations.

<sup>(2)</sup> Refer to adjusted uninsured deposits bridge in the Appendices.

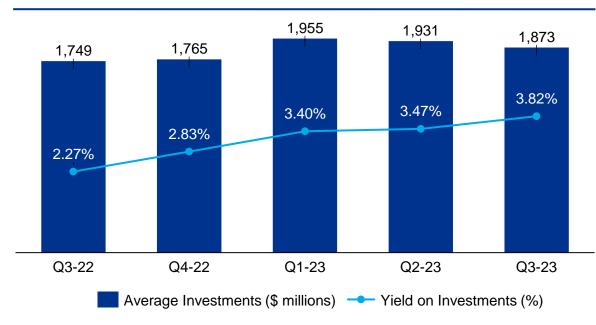
### High Quality and Low Risk Investment Portfolio

#### **Investment Portfolio Composition**



_	AF	s	нт	нтм		Equities	
\$'millions	Fair Value	Duration (Yrs)	Amortized Cost	Duration (Yrs)	Fair Value	Duration (Yrs)	
Asset-Backed	290	(0)	-		-	-	
US Gov & Agency	64	3	-		-	-	
Agency MBS	90	6	870	4	-	-	
Corporate Debt	9	2	69	1	-	-	
State and Municipal	-	-	229	5	-	-	
MBS	-	-	21	2	-	-	
Other	-	-	-		98	!	
Total	453		1,189		98		

#### Portfolio Trends and Yield (1)

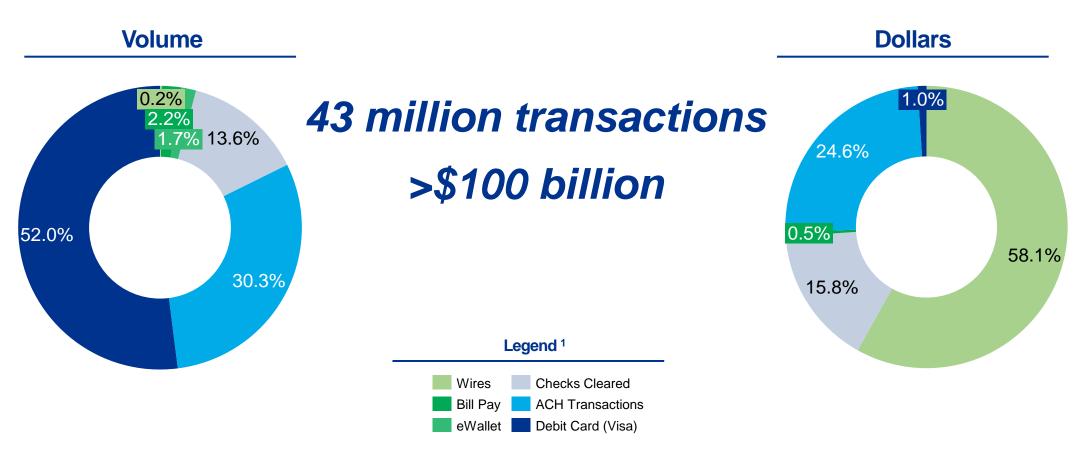


- Unrealized gain on AFS debt securities of \$2 million in Q3-23 (\$8 million in the YTD period).
- Portfolio remains high quality and investment grade with 83% rated AAA or AA.
- Total duration on the investment portfolio totaled 4 years.



### Customer Base Values Operational Support

Deposit base is highly operational and values individualized service and support. OCFC customers initiated over 43 million total transactions in 2022 for over \$100 billion, turning over our September 30, 2023 deposit balance ~10 times per year.



<sup>1)</sup> Legend applies to both volume and dollar charts.



### Adjusted Uninsured Deposit Bridge Detail

Adjusted Uninsured Deposit Bridge		
\$'millions	Schedule/Line	September 30, 2023
Estimated Uninsured Deposits	RC-O Line M.2	5,271
Less: Collateralized Municipal Deposits <sup>1</sup>		(2,164)
Less: Gross Exclusion Deposits <sup>2</sup>		(1,457)
Estimated Adjusted Uninsured Deposits, net	of exclusions	1,650
Total Deposits	RC-O Line 1	12,057
Less: Gross Exclusion Deposits <sup>2</sup>		(1,457)
Total Deposits, net of exclusions	RC Line 13.a	10,600
% of Total Deposits, net of exclusions		15.6%

Note #1: Uninsured deposits are reported at the consolidated Bank level per the Call Report.



<sup>(1)</sup> The State of NJ requires collateralization on municipal deposits and administers a backstop to protect these deposits.

<sup>(2)</sup> Gross exclusions relate to intercompany deposits.

# Non-GAAP Reconciliations (1 of 2)

	For the Three Months Ended					
\$'000	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	
Core Earnings:						
Net income available to common stockholders (GAAP)	19,663	26,793	26,879	52,268	37,607	
Add (less) non-recurring and non-core items:						
Merger related expenses	-	-	22	276	298	
Branch consolidation expense (benefit), net	-	-	70	111	(346)	
Net (gain) loss on equity investments (1)	(1,452)	559	2,193	(17,187)	(3,362)	
Net loss on sale of investments (1)	-	-	5,305	-	-	
Income tax expense (benefit) on items	351	(162)	(1,797)	4,060	824	
Core earnings (Non-GAAP)	18,562	27,190	32,672	39,528	35,021	
Income tax expense	6,459	8,996	8,654	17,353	12,298	
Provision for credit losses	10,283	1,229	3,013	3,647	1,016	
Less: income tax expense (benefit) on non-core items	351	(162)	(1,797)	4,060	824	
Core earnings PTPP (Non-GAAP)	34,953	37,577	46,136	56,468	47,511	
Core earnings diluted earnings per share	0.32	0.46	0.55	0.67	0.60	
Core earnings PTPP diluted earnings per share	0.59	0.64	0.78	0.96	0.81	
Core Ratios (Annualized):						
Return on average assets	0.54%	0.81%	1.00%	1.22%	1.11%	
Return on average tangible stockholders' equity	6.54	9.84	12.15	15.01	13.62	
Return on average tangible common equity	6.88	10.36	12.80	15.86	14.40	
Efficiency ratio	64.29	61.94	56.49	50.78	54.80	

<sup>(1)</sup> The sale of specific positions in two financial institutions impacted both equity investments and debt securities for the three months ended March 31, 2023. On the Consolidated Statements of Income, the losses on sale of equity investments and debt securities are reported within net gain (loss) on equity investments (\$4.6 million) and other (\$697,000), respectively, for the three months ended March 31, 2023.



# Non-GAAP Reconciliations (2 of 2)

Non-GAAP Reconciliation					
\$'000	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022
Tangible Equity					
Total stockholders' equity	1,637,604	1,626,283	1,610,371	1,585,464	1,540,216
Less:					
Goodwill	506,146	506,146	506,146	506,146	506,146
Core deposit intangible	10,489	11,476	12,470	13,497	14,656
Tangible stockholders' equity	1,120,969	1,108,661	1,091,755	1,065,821	1,019,414
Less:					
Preferred Stock	55,527	55,527	55,527	55,527	55,527
Tangible common equity	1,065,442	1,053,134	1,036,228	1,010,294	963,887
Tangible Assets					
Total Assets	13,498,183	13,538,903	13,555,175	13,103,896	12,683,453
Less:					
Goodwill	506,146	506,146	506,146	506,146	506,146
Core deposit intangible	10,489	11,476	12,470	13,497	14,656
Tangible assets	12,981,548	13,021,281	13,036,559	12,584,253	12,162,651

