



**First Merchants
Corporation**
NASDAQ: FRME

2nd Quarter Earnings Highlights

July 25, 2019



First Merchants Bank
Ranked #2 in 2019



Forward-Looking Statement

This presentation contains forward-looking statements made pursuant to the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements can often, but not always, be identified by the use of words like “believe”, “continue”, “pattern”, “estimate”, “project”, “intend”, “anticipate”, “expect” and similar expressions or future or conditional verbs such as “will”, “would”, “should”, “could”, “might”, “can”, “may”, or similar expressions. These forward-looking statements include, but are not limited to, statements relating to First Merchants’ goals, intentions and expectations; statements regarding the First Merchants’ business plan and growth strategies; statements regarding the asset quality of First Merchants’ loan and investment portfolios; and estimates of First Merchants’ risks and future costs and benefits. These forward-looking statements are subject to significant risks, assumptions and uncertainties that may cause results to differ materially from those set forth in forward-looking statements, including, among other things: possible changes in economic and business conditions; the existence or exacerbation of general geopolitical instability and uncertainty; the ability of First Merchants to integrate recent acquisitions and attract new customers; possible changes in monetary and fiscal policies, and laws and regulations; the effects of easing restrictions on participants in the financial services industry; the cost and other effects of legal and administrative cases; possible changes in the credit worthiness of customers and the possible impairment of collectability of loans; fluctuations in market rates of interest; competitive factors in the banking industry; changes in the banking legislation or regulatory requirements of federal and state agencies applicable to bank holding companies and banks like First Merchants’ affiliate bank; continued availability of earnings and excess capital sufficient for the lawful and prudent declaration of dividends; changes in market, economic, operational, liquidity, credit and interest rate risks associated with the First Merchants’ business; and other risks and factors identified in each of First Merchants’ filings with the Securities and Exchange Commission. First Merchants undertakes no obligation to update any forward-looking statement, whether written or oral, relating to the matters discussed in this presentation or press release. In addition, the company’s past results of operations do not necessarily indicate its anticipated future results.

NON-GAAP FINANCIAL MEASURES

These slides contain non-GAAP financial measures. For purposes of Regulation G, a non-GAAP financial measure is a numerical measure of the registrant’s historical or future financial performance, financial position or cash flows that excludes amounts, or is subject to adjustments that have the effect of excluding amounts, that are included in the most directly comparable measure calculated and presented in accordance with GAAP in the statement of income, balance sheet or statement of cash flows (or equivalent statements) of the issuer; or includes amounts, or is subject to adjustments that have the effect of including amounts, that are excluded from the most directly comparable measure so calculated and presented. In this regard, GAAP refers to generally accepted accounting principles in the United States. Pursuant to the requirements of Regulation G, First Merchants Corporation has provided reconciliations within the slides, as necessary, of the non-GAAP financial measure to the most directly comparable GAAP financial measure.

Michael C. Rechin

President

Chief Executive Officer

2nd Quarter 2019 Highlights

- › Earnings Per Share of \$.83, a 3.8% Increase over 2Q2018
- › \$41.1 Million of Net Income, a 3.6% Increase over 2Q2018
- › Total Assets of \$10.7 Billion; Grew by 10.3% over 2Q2018
- › Annualized Organic Loan & Deposit Growth of 11.8% and 13.5%, respectively
- › High Performance Measures
 - › 1.56% Return on Average Assets
 - › 11.10% Return on Average Equity
 - › 51.00% Efficiency Ratio

Mark K. Hardwick

Executive Vice President

Chief Financial Officer and Chief Operating Officer

Total Assets

(\$ in Millions)	<u>2017</u>	<u>2018</u>	<u>Q1-'19</u>	<u>Q2-'19</u>
1. Investments	\$1,561	\$1,633	\$1,863	\$ 2,093
2. Loans	6,758	7,229	7,303	7,517
3. Allowance	(75)	(81)	(81)	(81)
4. Goodwill & Intangibles	477	470	468	467
5. BOLI	224	225	226	226
6. Other	<u>422</u>	<u>409</u>	<u>432</u>	<u>516</u>
7. Total Assets	<u>\$9,367</u>	<u>\$9,885</u>	<u>\$10,211</u>	<u>\$10,738</u>

Annualized Asset Growth

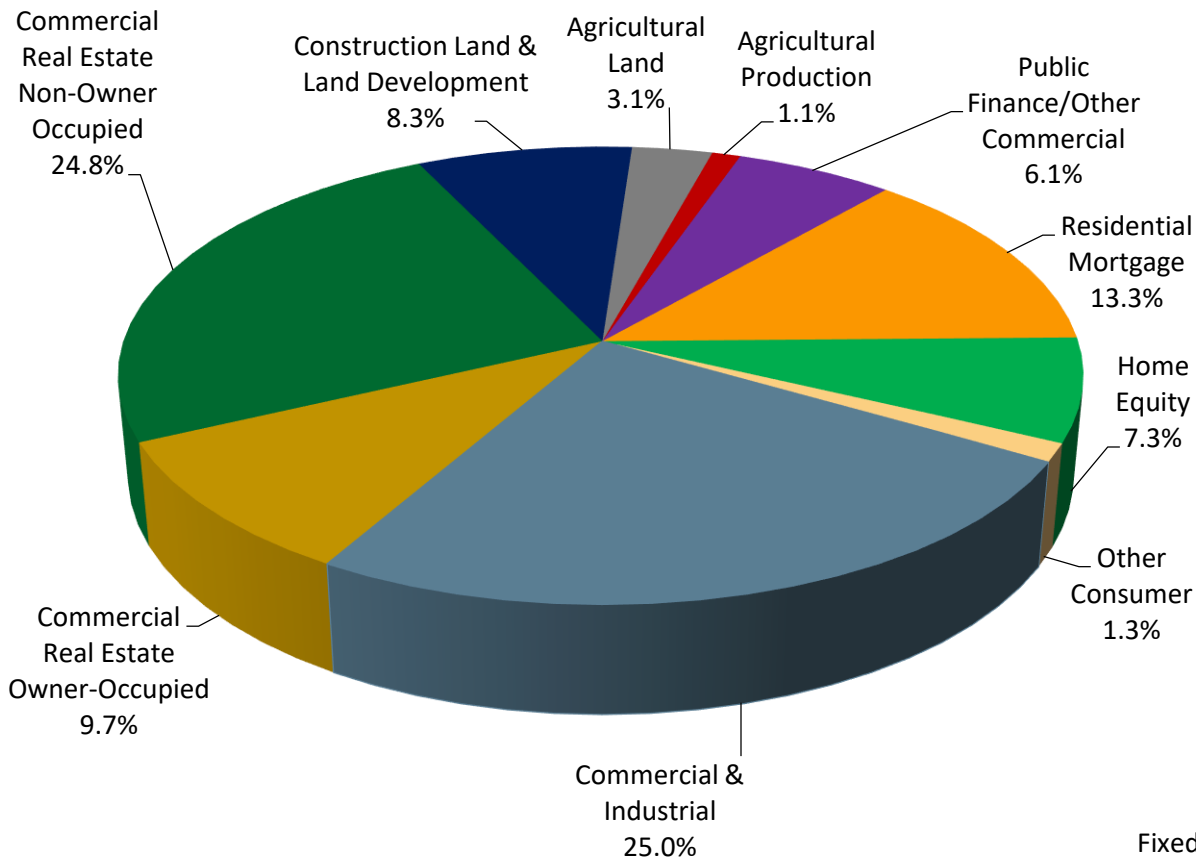
5.5%

17.3%¹

¹ Annualized from December 31, 2018

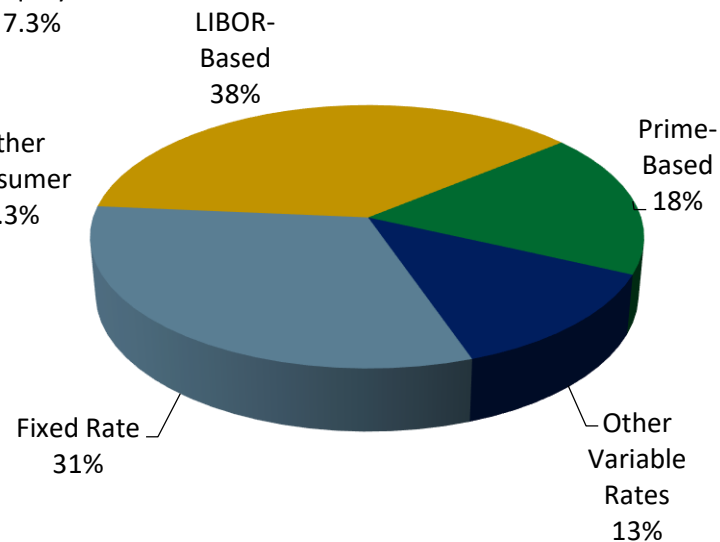
Loan Yield and Detail

(as of June 30, 2019)



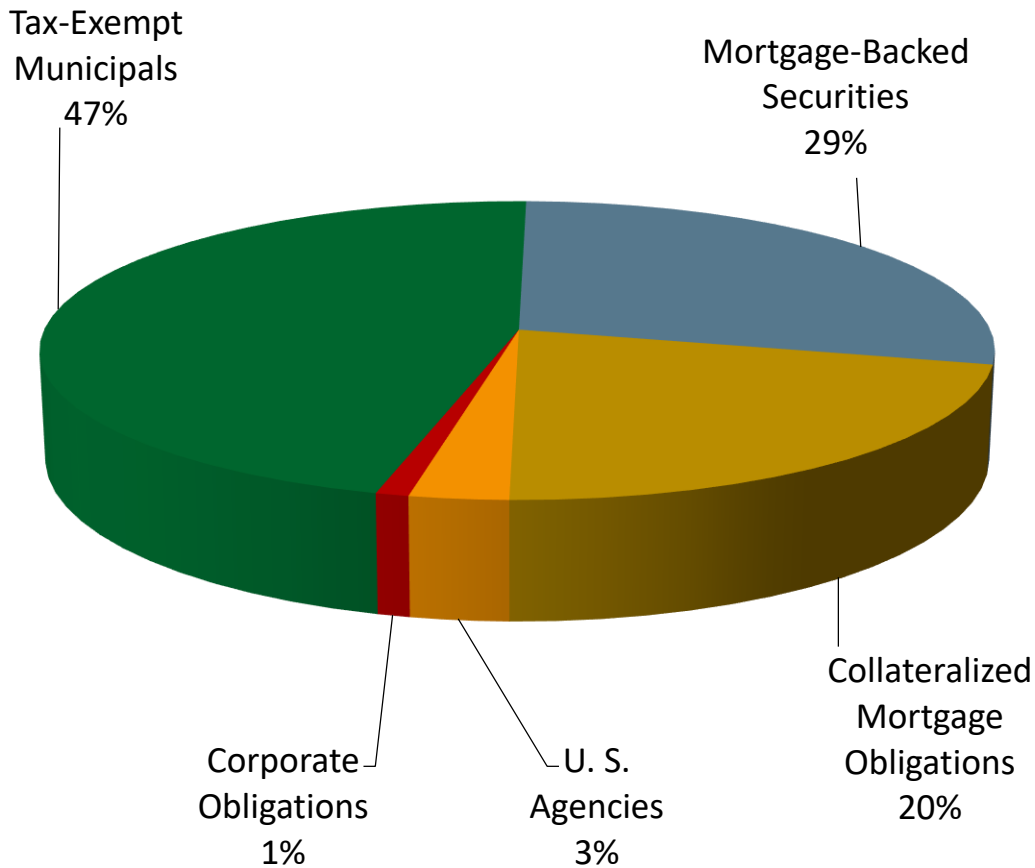
QTD Yield	=	5.32%
YTD Yield	=	5.31%
Total Loans	=	\$7.5 Billion

Variable	=	\$5.2 Billion
Fixed	=	\$2.3 Billion



Investment Portfolio

(as of June 30, 2019)



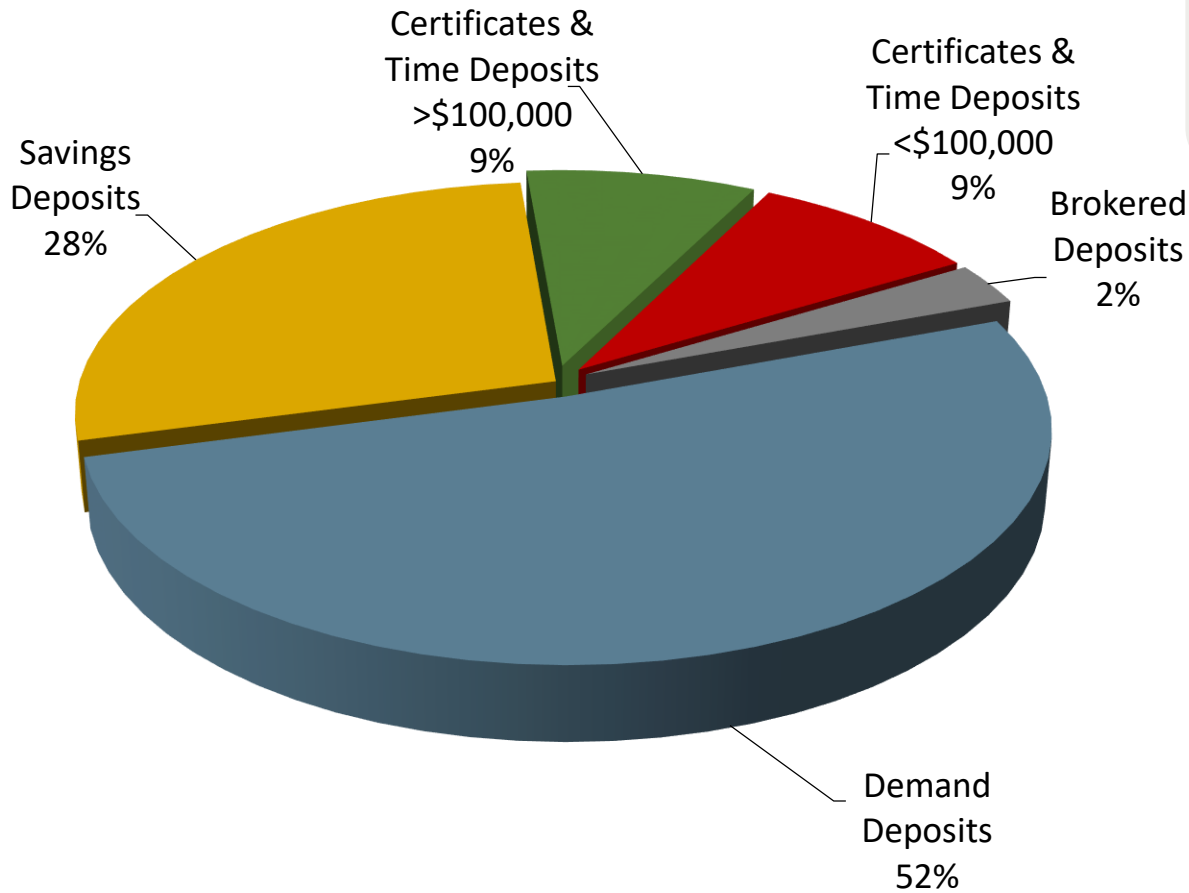
- › \$2.1 Billion Portfolio
- › Modified duration of 4.9 years
- › Tax equivalent yield of 3.35%
- › Net unrealized gain of \$55.5 Million

Total Liabilities and Capital

(\$ in Millions)	<u>2017</u>	<u>2018</u>	<u>Q1-'19</u>	<u>Q2-'19</u>
1. Customer Non-Maturity Deposits	\$5,741	\$6,268	\$6,439	\$ 6,668
2. Customer Time Deposits	1,051	1,241	1,375	1,450
3. Brokered Deposits	<u>381</u>	<u>246</u>	<u>234</u>	<u>201</u>
Total Deposits	7,173	7,755	8,048	8,319
4. Borrowings	701	538	481	659
5. Other Liabilities	57	51	92	124
6. Hybrid Capital	133	133	134	134
7. Common Equity	<u>1,303</u>	<u>1,408</u>	<u>1,456</u>	<u>1,502</u>
8. Total Liabilities and Capital	<u>\$9,367</u>	<u>\$9,885</u>	<u>\$10,211</u>	<u>\$10,738</u>

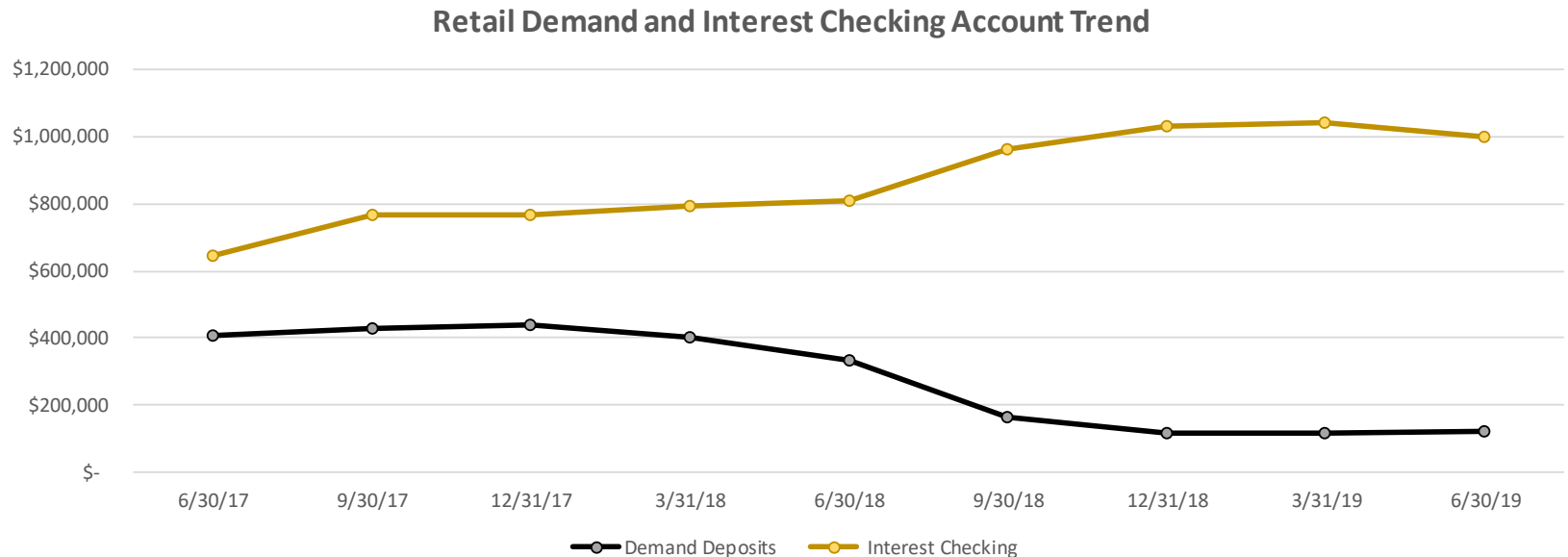
Deposit Detail

(as of June 30, 2019)



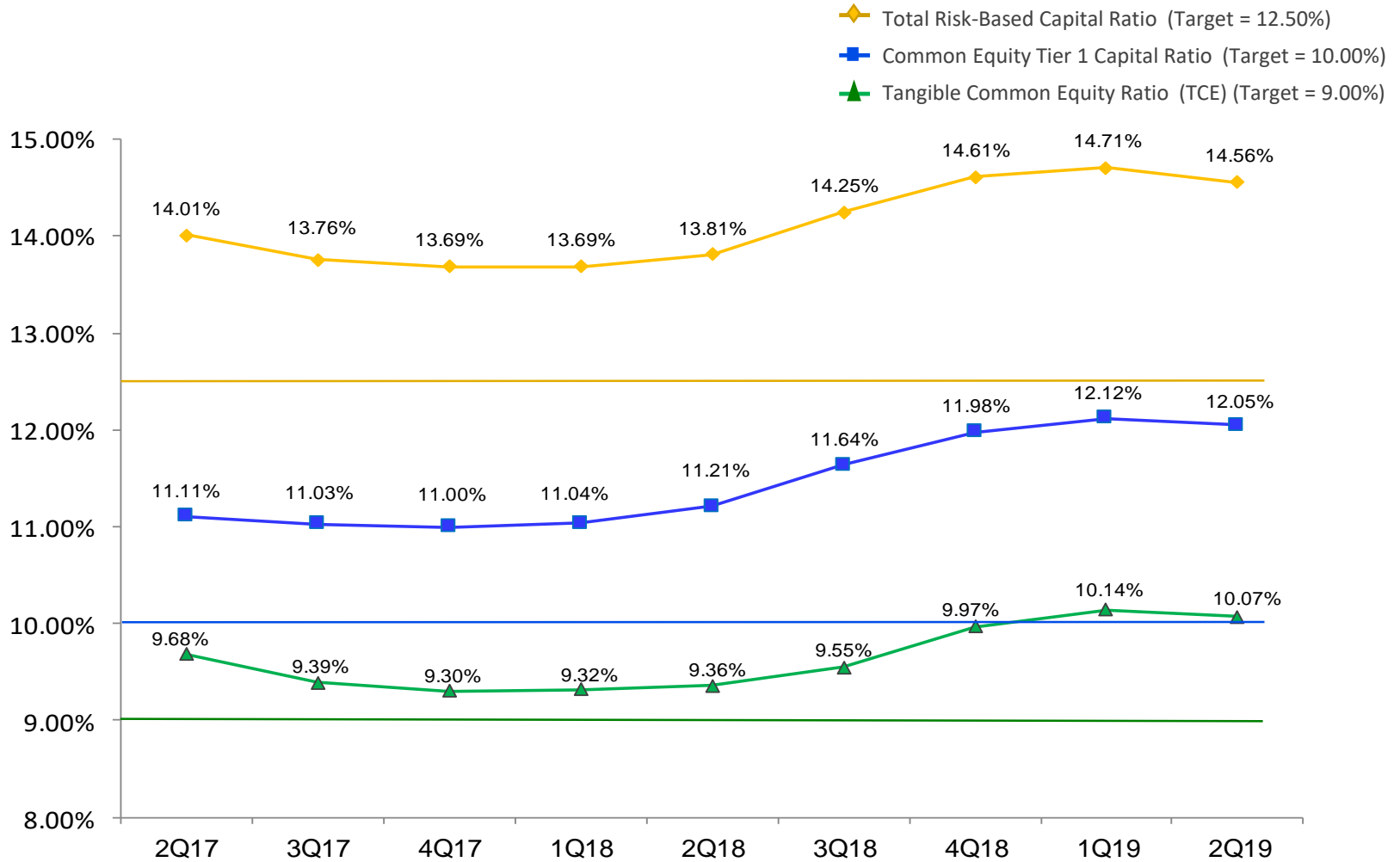
QTD Cost	=	1.32%
YTD Cost	=	1.26%
Total	=	\$8.3 Billion

Retail Checking Account Migration



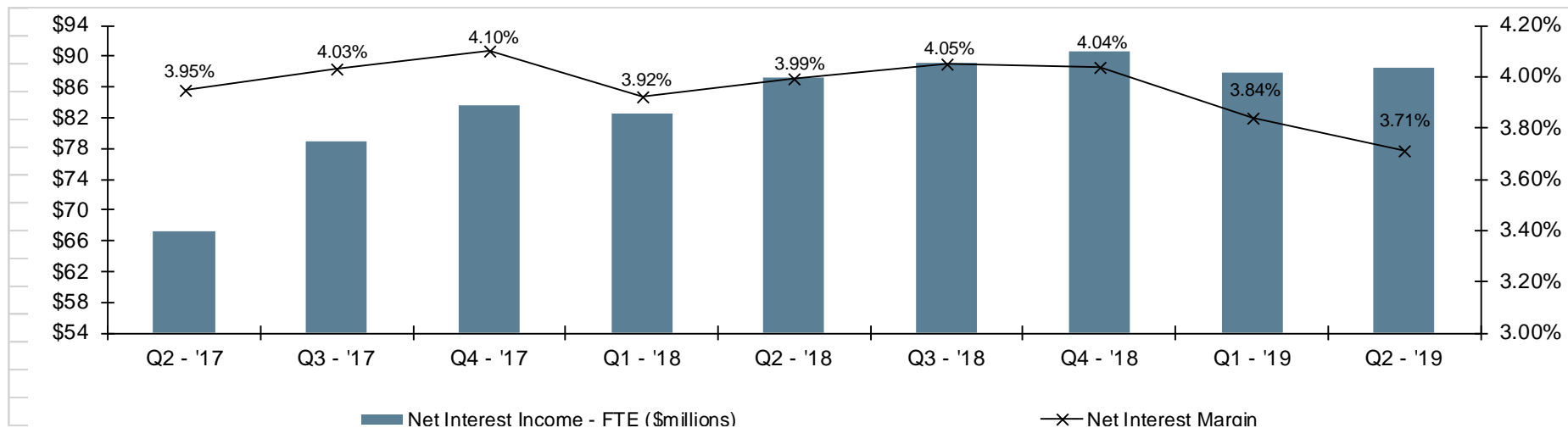
- › Migrated approximately 150,000 accounts with \$1 billion in balances from 22 consumer bank account types to 5 during 2017/2018
- › New suite of products provided more simplicity, transparency and rewards
- › 4 of the 5 new account types are interest-bearing, paying less than 10 basis points
- › The improved customer engagement increased fee revenue by 20% during that two-year period in exchange for minimal interest expense

Capital Ratios



Net Interest Margin

	<u>Q2 - '17</u>	<u>Q3 - '17</u>	<u>Q4 - '17</u>	<u>Q1 - '18</u>	<u>Q2 - '18</u>	<u>Q3 - '18</u>	<u>Q4 - '18</u>	<u>Q1 - '19</u>	<u>Q2 - '19</u>
Net Interest Income - FTE (\$millions)	\$ 67.2	\$ 78.9	\$ 83.5	\$ 82.5	\$ 87.2	\$ 89.2	\$ 90.7	\$ 87.8	\$ 88.4
Fair Value Accretion	\$ 2.3	\$ 3.2	\$ 4.1	\$ 3.2	\$ 3.8	\$ 3.2	\$ 3.9	\$ 2.3	\$ 2.2
Tax Equivalent Yield on Earning Assets	4.44%	4.56%	4.67%	4.57%	4.74%	4.88%	4.97%	4.89%	4.86%
Interest Expense/Average Earning Assets	0.49%	0.53%	0.57%	0.65%	0.75%	0.83%	0.93%	1.05%	1.15%
Net Interest Margin	3.95%	4.03%	4.10%	3.92%	3.99%	4.05%	4.04%	3.84%	3.71%
Fair Value Accretion Effect	0.14%	0.17%	0.20%	0.15%	0.18%	0.15%	0.17%	0.09%	0.09%



Non-Interest Income

(\$ in Millions)	<u>2017</u>	<u>2018</u>	<u>Q1-'19</u>	<u>Q2-'19</u>
1. Service Charges on Deposit Accounts	\$ 18.7	\$ 21.0	\$ 5.1	\$ 5.4
2. Wealth Management Fees	14.7	14.9	3.8	3.9
3. Card Payment Fees	16.1	18.0	4.8	4.9
4. Gains on Sales of Mortgage Loans	7.6	7.0	1.3	1.7
5. Derivative Hedge Fees	2.0	2.5	0.8	1.5
6. Other Customer Fees	1.7	1.9	0.5	0.3
7. Cash Surrender Value of Life Ins	6.6	4.2	1.0	0.9
8. Gains on Sales of Securities	2.6	4.3	1.1	1.9
9. Other	<u>1.0</u>	<u>2.7</u>	<u>0.3</u>	<u>1.1</u>
10. Total Non-Interest Income	<u>\$71.0</u>	<u>\$76.5</u>	<u>\$18.7</u>	<u>\$21.6</u>

Non-Interest Expense

(\$ in Millions)	<u>2017</u>	<u>2018</u>	<u>Q1-'19</u>	<u>Q2-'19</u>
1. Salary & Benefits	\$119.8	\$131.7	\$ 33.0	\$32.7
2. Premises & Equipment	30.1	32.7	8.7	8.6
3. Intangible Asset Amortization	5.6	6.7	1.5	1.5
4. Professional & Other Outside Services	12.8	8.2	1.9	2.4
5. OREO/Credit-Related Expense	1.9	1.5	1.2	0.9
6. FDIC Expense	2.6	2.9	0.7	0.7
7. Outside Data Processing	12.2	13.2	3.7	3.9
8. Marketing	3.7	4.7	1.1	2.7
9. Other	<u>16.9</u>	<u>18.4</u>	<u>4.8</u>	<u>4.2</u>
10. Total Non-Interest Expense	<u>\$ 205.6</u>	<u>\$ 220.0</u>	<u>\$56.6</u>	<u>\$57.6</u>

Earnings

(\$ in Millions)	<u>2017</u>	<u>2018</u>	<u>Q1-'19</u>	<u>Q2-'19</u>
1. Net Interest Income	\$ 277.3	\$ 338.8	\$ 84.9	\$85.3
2. Provision for Loan Losses	<u>(9.1)</u>	<u>(7.2)</u>	<u>(1.2)</u>	<u>(0.5)</u>
3. Net Interest Income after Provision	268.2	331.6	83.7	84.8
4. Non-Interest Income	71.0	76.5	18.7	21.6
5. Non-Interest Expense	<u>(205.6)</u>	<u>(220.0)</u>	<u>(56.6)</u>	<u>(57.6)</u>
6. Income before Income Taxes	133.6	188.1	45.8	48.8
7. Income Tax Expense	<u>(37.5)</u> ¹	<u>(29.0)</u> ²	<u>(6.9)</u>	<u>(7.7)</u>
8. Net Income Avail. for Distribution	<u>\$ 96.1</u>	<u>\$ 159.1</u>	<u>\$ 38.9</u>	<u>\$41.1</u>
9. EPS	\$ 2.12 ³	\$ 3.22	\$ 0.78	\$0.83
10. Efficiency Ratio	54.56%	50.21%	51.18%	51.00%

¹2017 includes \$5.1 million of additional tax expense due to revaluing deferred taxes as a result of the Tax Cuts and Jobs Act

²2018 reflects \$1.8 million net reduction to income tax expense resulting from an increase in Indiana state tax liability offset by the release of a valuation allowance on state deferred tax assets

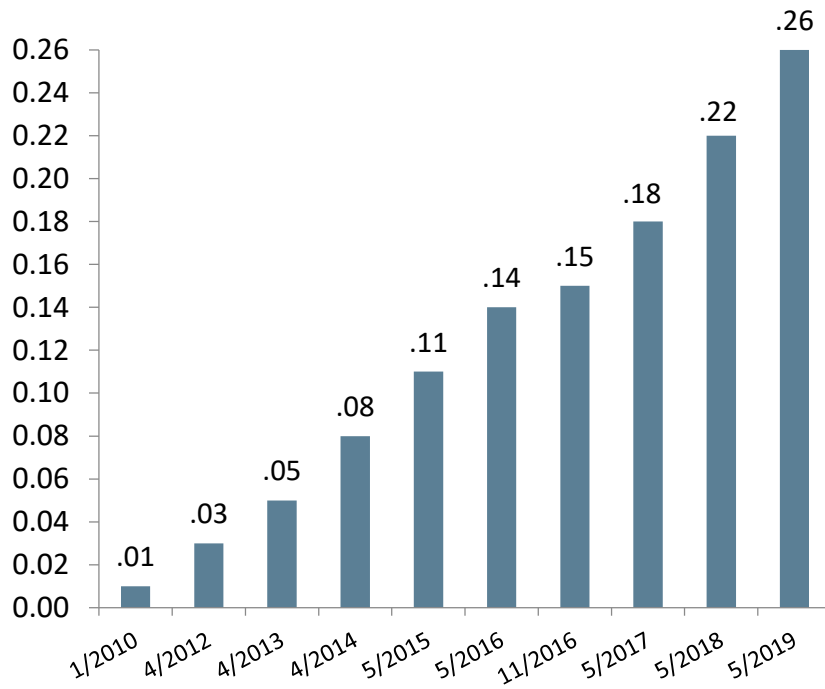
³Acquisition-related expenses, the impact of tax reform, and pension settlement accounting reduced EPS by \$0.30 for 2017

Per Share Results

<u>2018</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
1. Earnings Per Share	\$.74	\$.80	\$.83	\$.85	\$ 3.22
2. Dividends	\$.18	\$.22	\$.22	\$.22	\$.84
3. Tangible Book Value	\$17.14	\$17.71	\$18.16	\$19.12	
<u>2019</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
1. Earnings Per Share	\$.78	\$.83	–	–	\$ 1.61
2. Dividends	\$.22	\$.26	–	–	\$.48
3. Tangible Book Value	\$20.07	\$21.01			

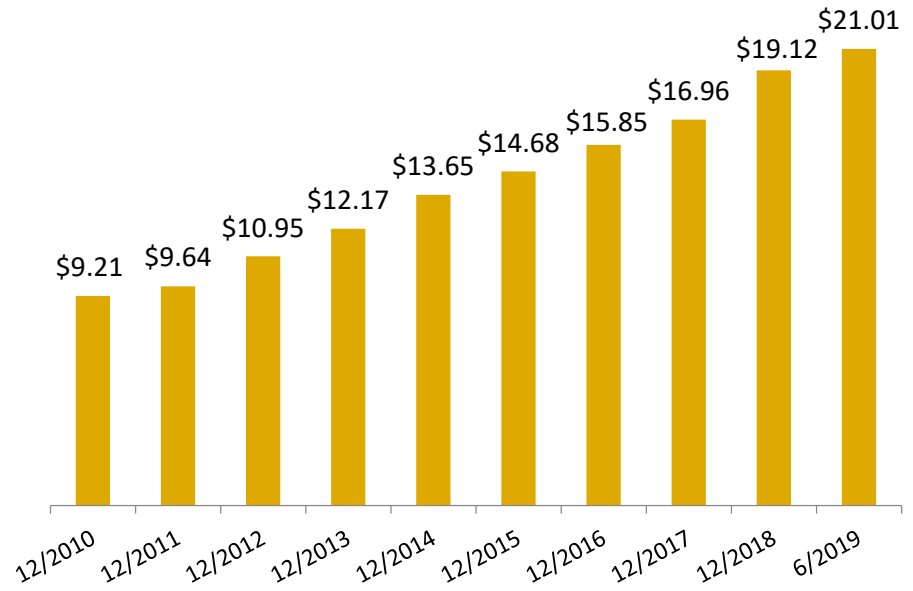
Dividends and Tangible Book Value

Quarterly Dividends



2.74% Forward Dividend Yield
Equals 29.8% Dividend Payout Ratio

Tangible Book Value



Compound Annual Growth Rate of 10.19%

John J. Martin

Executive Vice President

Chief Credit Officer

Loan Portfolio Trends

(\$ in Millions)	2017	2018	Q1-'19	Q2-'19	Change Linked Quarter	
					\$	%
1. Commercial & Industrial	\$ 1,494	\$ 1,727	\$ 1,789	\$ 1,877	\$ 88	4.9%
2. CRE Owner Occupied	700	725	714	726	12	1.7%
3. Construction, Land and Land Development	612	546	542	625	83	15.3%
4. CRE Non-Owner Occupied	1,618	1,865	1,888	1,865	(23)	(1.2%)
5. Agricultural Production	122	92	80	83	3	3.8%
6. Agricultural Land	244	242	237	231	(6)	(2.5%)
7. Public Finance/Other Commercial	<u>397</u>	<u>433</u>	<u>428</u>	<u>464</u>	<u>36</u>	8.4%
8. Total Commercial Loans	5,187	5,630	5,678	5,871	193	3.4%
9. Residential Mortgage	970	970	980	1,000	20	2.0%
10. Home Equity	514	528	536	548	12	2.2%
11. Other Consumer	<u>87</u>	<u>101</u>	<u>109</u>	<u>98</u>	<u>(11)</u>	(10.1%)
12. Total Residential Mortgage and Consumer Loans	1,571	1,599	1,625	1,646	21	1.3%
13. Total Loans	\$ 6,758	\$ 7,229	\$ 7,303	\$ 7,517	\$ 214	2.9%
Construction Concentration ¹	60%	50%	49%	56%		
Investment RE Concentration ¹	219%	221%	221%	223%		

¹As a % of Risk Based Capital

Asset Quality Summary

(\$ in Millions)

	<u>2017</u>	<u>2018</u>	<u>Q1-'19</u>	<u>Q2-'19</u>	Change Linked Quarter	
					<u>\$</u>	<u>%</u>
1. Non-Accrual Loans	\$ 28.7	\$ 26.1	\$ 28.0	\$ 25.6	\$ (2.4)	(8.6%)
2. Other Real Estate	10.4	2.2	1.9	1.1	(0.8)	(42.1%)
3. Renegotiated Loans	1.0	1.1	0.7	0.7	-	0.0%
4. 90+ Days Delinquent Loans	0.9	1.9	0.1	0.2	0.1	100.0%
5. Total NPAs & 90+ Days Delinquent	\$ 41.0	\$ 31.3	\$ 30.7	\$ 27.6	\$ (3.1)	(10.1%)
6. Total NPAs & 90+ Days/Loans & ORE	0.6%	0.4%	0.4%	0.4%		
7. Classified Assets	\$153.1	\$173.2	\$169.6	\$170.7	\$ 1.1	0.6%
8. Specific Reserves	\$ 1.6	\$ 1.9	\$ 1.6	\$ 2.3	\$ 0.7	43.8%

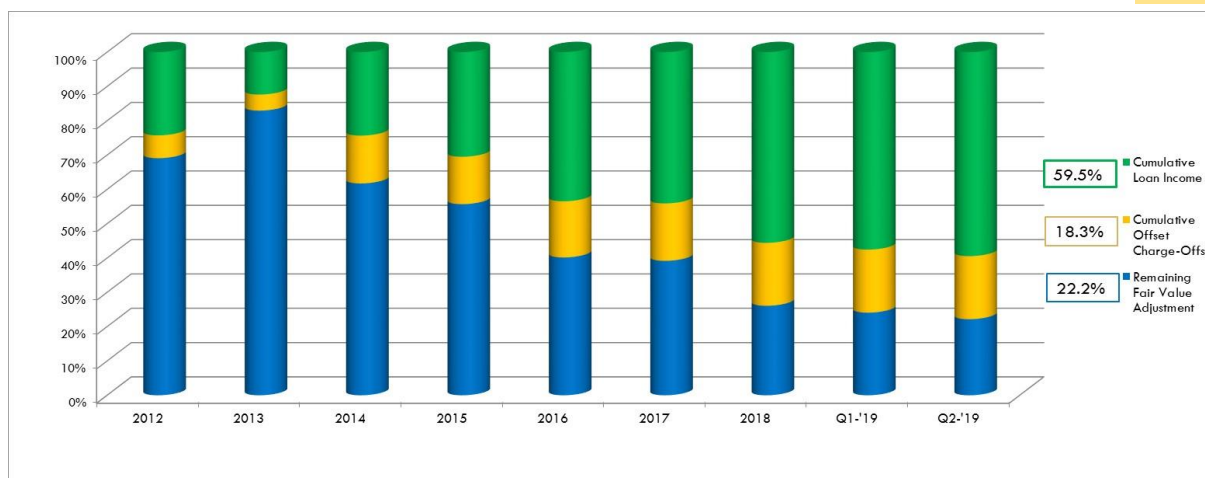
Non-Performing Asset Reconciliation

(\$ in Millions)

	<u>Q3-'18</u>	<u>Q4-'18</u>	<u>Q1-'19</u>	<u>Q2-'19</u>
1. Beginning Balance NPAs & 90+ Days Delinquent	\$ 29.9	\$ 30.3	\$ 31.3	\$ 30.7
<u>Non-Accrual</u>				
2. Add: New Non-Accruals	4.6	12.1	5.2	1.6
3. Less: To Accrual/Payoff/Renegotiated	(2.5)	(5.4)	(1.2)	(2.5)
4. Less: To OREO	(0.1)	(0.3)	(0.2)	0.0
5. Less: Charge-offs	<u>(1.7)</u>	<u>(0.7)</u>	<u>(1.9)</u>	<u>(1.5)</u>
6. Increase / (Decrease): Non-Accrual Loans	0.3	5.7	1.9	(2.4)
<u>Other Real Estate Owned (ORE)</u>				
7. Add: New ORE Properties	0.1	0.3	0.2	0.0
8. Less: ORE Sold	(0.2)	(6.8)	(0.2)	(0.5)
9. Less: ORE Losses (write-downs)	<u>(0.1)</u>	<u>(0.2)</u>	<u>(0.3)</u>	<u>(0.3)</u>
10. Increase / (Decrease): ORE	(0.2)	(6.7)	(0.3)	(0.8)
11. Increase / (Decrease): 90+ Days Delinquent	(0.1)	1.8	(1.8)	0.1
12. Increase / (Decrease): Renegotiated Loans	0.4	0.2	(0.4)	0.0
13. Total NPAs & 90+ Days Delinquent Change	0.4	1.0	(0.6)	(3.1)
14. Ending Balance NPAs & 90+ Days Delinquent	\$ 30.3	\$ 31.3	\$ 30.7	\$ 27.6

ALLL and Fair Value Summary

(\$ in Millions)	Q3-'18	Q4-'18	Q1-'19	Q2-'19
1. Beginning Allowance for Loan Losses (ALLL)	\$ 77.5	\$ 78.4	\$ 80.6	\$ 80.9
2. Less: Net Charge-offs (Recoveries)	0.5	(0.5)	0.9	0.1
3. Add: Provision Expense	<u>1.4</u>	<u>1.7</u>	<u>1.2</u>	<u>0.5</u>
4. Ending Allowance for Loan Losses (ALLL)	\$ 78.4	\$ 80.6	\$ 80.9	\$ 81.3
<hr/>				
5. ALLL/Non-Accrual Loans	383.9%	308.1%	289.5%	317.0%
6. ALLL/Non-Purchased Loans	1.28%	1.26%	1.24%	1.19%
7. ALLL/Loans	1.11%	1.11%	1.11%	1.08%
<hr/>				
8. Fair Value Adjustment (FVA)	\$ 33.9	\$ 30.0	\$ 27.8	\$ 25.6
9. Total ALLL plus FVA	112.3	110.6	108.7	106.8
10. Purchased Loans plus FVA	979.2	874.3	809.9	732.5
11. FVA/Purchased Loans plus FVA	3.46%	3.44%	3.43%	3.49%



Portfolio Summary

- › 2nd quarter loans increased 3%, or 12% annualized led by growth in Construction and C&I loans.
- › Non-Accrual loans and ORE decreased \$2.4 and \$.8 million this quarter. Asset Quality remained healthy with NPAs & 90+ days at .4% of loans.
- › Net charge-offs were \$.1 million with gross charge-offs of \$1.5 million and recoveries of \$1.4 million.
- › Provision expense of \$.5 million supporting loan growth and reflecting continued improvement in credit quality.
- › ALLL to total loans and non-purchased loans was 1.08% and 1.19%, respectively.

Michael C. Rechin

President

Chief Executive Officer

Strategy and Tactics Overview

Looking Forward...

- › Continue organic growth protocol. Manage market presence, core banking business margin and fee generation.
- › Optimize our retail and commercial deposit strategy . . . products and pricing
- › Leverage balance sheet muscle . . . Liquidity, Capital, Credit
- › Implement revised integration schedule and marketing plan for Michigan entry
- › Enhance company-wide Corporate Social Responsibility playbook



First Merchants Corporation common stock is traded
on the NASDAQ Global Select Market under the symbol FRME

Additional information can be found at
www.firstmerchants.com

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Appendix

Appendix – Non-GAAP Reconciliation

CAPITAL RATIOS (dollars in thousands):

	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19
Total Risk-Based Capital Ratio									
Total Stockholders' Equity (GAAP)	1,035,116	1,283,120	1,303,463	1,313,073	1,340,328	1,361,426	1,408,260	1,455,848	1,501,636
Adjust for Accumulated Other Comprehensive (Income) Loss ¹	(1,384)	6,358	3,534	21,725	24,868	35,409	21,422	1,595	(14,602)
Less: Preferred Stock	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)
Add: Qualifying Capital Securities	55,534	65,864	65,919	65,975	66,030	66,086	66,141	66,197	66,252
Less: Tier 1 Capital Deductions	(166)	-	-	-	-	-	-	-	-
Less: Disallowed Goodwill and Intangible Assets	(300,307)	(462,080)	(464,066)	(467,518)	(466,063)	(464,658)	(463,525)	(462,202)	(460,885)
Less: Disallowed Deferred Tax Assets	(665)	-	-	(2,594)	(2,104)	(1,111)	-	(4,037)	(2,587)
Total Tier 1 Capital (Regulatory)	\$ 788,003	\$ 893,137	\$ 908,725	\$ 930,536	\$ 962,934	\$ 997,027	\$ 1,032,173	\$ 1,057,276	\$ 1,089,689
Qualifying Subordinated Debentures	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000
Allowance for Loan Losses includible in Tier 2 Capital	70,471	73,354	75,032	76,420	77,543	78,406	80,552	80,902	81,274
Total Risk-Based Capital (Regulatory)	\$ 923,474	\$ 1,031,491	\$ 1,048,757	\$ 1,071,956	\$ 1,105,477	\$ 1,140,433	\$ 1,177,725	\$ 1,203,178	\$ 1,235,963
Net Risk-Weighted Assets (Regulatory)	\$ 6,592,710	\$ 7,497,321	\$ 7,660,604	\$ 7,831,727	\$ 8,002,666	\$ 8,001,191	\$ 8,060,882	\$ 8,176,677	\$ 8,491,188
Total Risk-Based Capital Ratio (Regulatory)	14.01%	13.76%	13.69%	13.69%	13.81%	14.25%	14.61%	14.71%	14.56%
Common Equity Tier 1 Capital Ratio									
Total Tier 1 Capital (Regulatory)	\$ 788,003	\$ 893,137	\$ 908,725	\$ 930,536	\$ 962,934	\$ 997,027	\$ 1,032,173	\$ 1,057,276	\$ 1,089,689
Less: Qualified Capital Securities	(55,534)	(65,864)	(65,919)	(65,975)	(66,030)	(66,086)	(66,141)	(66,197)	(66,252)
Add: Additional Tier 1 Capital Deductions	166	-	-	-	-	-	-	-	-
Common Equity Tier 1 Capital (Regulatory)	\$ 732,635	\$ 827,273	\$ 842,806	\$ 864,561	\$ 896,904	\$ 930,941	\$ 966,032	\$ 991,079	\$ 1,023,437
Net Risk-Weighted Assets (Regulatory)	\$ 6,592,710	\$ 7,497,321	\$ 7,660,604	\$ 7,831,727	\$ 8,002,666	\$ 8,001,191	\$ 8,060,882	\$ 8,176,677	\$ 8,491,188
Common Equity Tier 1 Capital Ratio (Regulatory)	11.11%	11.03%	11.00%	11.04%	11.21%	11.64%	11.98%	12.12%	12.05%

¹ Includes net unrealized gains or losses on securities available for sale, net gains or losses on cash flow hedges, and amounts resulting from the application of the applicable accounting guidance for defined benefit and other postretirement plans

Appendix – Non-GAAP Reconciliation

TANGIBLE COMMON EQUITY RATIO (dollars in thousands):

	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19
Total Stockholders' Equity (GAAP)	\$ 1,035,116	\$ 1,283,120	\$ 1,303,463	\$ 1,313,073	\$ 1,340,328	\$ 1,361,426	\$ 1,408,260	\$ 1,455,848	\$ 1,501,636
Less: Preferred Stock	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)
Less: Intangible Assets	(309,686)	(478,558)	(476,503)	(474,777)	(473,059)	(471,409)	(469,784)	(468,256)	(466,736)
Tangible Common Equity (non-GAAP)	\$ 725,305	\$ 804,437	\$ 826,835	\$ 838,171	\$ 867,144	\$ 889,892	\$ 938,351	\$ 987,467	\$ 1,034,775
Total Assets (GAAP)	\$ 7,805,029	\$ 9,049,403	\$ 9,367,478	\$ 9,472,796	\$ 9,734,715	\$ 9,787,282	\$ 9,884,716	\$ 10,210,925	\$ 10,737,857
Less: Intangible Assets	(309,686)	(478,558)	(476,503)	(474,777)	(473,059)	(471,409)	(469,784)	(468,256)	(466,736)
Tangible Assets (non-GAAP)	\$ 7,495,343	\$ 8,570,845	\$ 8,890,975	\$ 8,998,019	\$ 9,261,656	\$ 9,315,873	\$ 9,414,932	\$ 9,742,669	\$ 10,271,121
Tangible Common Equity Ratio (non-GAAP)	9.68%	9.39%	9.30%	9.32%	9.36%	9.55%	9.97%	10.14%	10.07%

TANGIBLE COMMON EQUITY PER SHARE (dollars in thousands):

	4Q10	4Q11	4Q12	4Q13	4Q14	4Q15	4Q16	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19
Total Stockholders' Equity (GAAP)	\$ 454,408	\$ 514,467	\$ 552,236	\$ 634,923	\$ 726,827	\$ 850,509	\$ 901,657	\$ 1,303,463	\$ 1,313,073	\$ 1,340,328	\$ 1,361,426	\$ 1,408,260	\$ 1,455,848	\$ 1,501,636
Less: Preferred Stock	(67,880)	(90,783)	(90,908)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)
Less: Intangible Assets	(154,019)	(150,471)	(149,529)	(202,767)	(218,755)	(259,764)	(258,866)	(476,503)	(474,777)	(473,059)	(471,409)	(469,784)	(468,256)	(466,736)
Tax Benefit	2,907	2,224	2,249	4,973	6,085	6,278	5,930	6,788	6,043	5,690	5,351	5,017	4,703	4,391
Tangible Common Equity, Net of Tax (non-GAAP)	\$ 235,416	\$ 275,437	\$ 314,048	\$ 437,004	\$ 514,032	\$ 596,898	\$ 648,596	\$ 833,623	\$ 844,214	\$ 872,834	\$ 895,243	\$ 943,368	\$ 992,170	\$ 1,039,166
Shares Outstanding	25,574,251	28,559,707	28,692,616	35,921,761	37,669,948	40,664,258	40,912,697	49,158,238	49,243,096	49,280,188	49,304,542	49,349,800	49,428,468	49,456,594
Tangible Common Equity per Share (non-GAAP)	\$ 9.21	\$ 9.64	\$ 10.95	\$ 12.17	\$ 13.65	\$ 14.68	\$ 15.85	\$ 16.96	\$ 17.14	\$ 17.71	\$ 18.16	\$ 19.12	\$ 20.07	\$ 21.01

Appendix – Non-GAAP Reconciliation

EFFICIENCY RATIO (dollars in thousands):

	2017	2018	1Q19	2Q19
Non Interest Expense (GAAP)	\$ 205,556	\$ 219,951	\$ 56,621	\$ 57,587
Less: Intangible Asset Amortization	(5,647)	(6,719)	(1,528)	(1,520)
Less: OREO and Foreclosure Expenses	(1,903)	(1,470)	(1,165)	(903)
Adjusted Non Interest Expense (non-GAAP)	198,006	211,762	53,928	55,164
Net Interest Income (GAAP)	277,284	338,857	84,866	85,278
Plus: Fully Taxable Equivalent Adjustment	17,270	10,732	2,930	3,109
Net Interest Income on a Fully Taxable Equivalent Basis (non-GAAP)	294,554	349,589	87,796	88,387
Non Interest Income (GAAP)	71,009	76,459	18,713	21,614
Less: Investment Securities Gains (Losses)	(2,631)	(4,269)	(1,140)	(1,843)
Adjusted Non Interest Income (non-GAAP)	68,378	72,190	17,573	19,771
Adjusted Revenue (non-GAAP)	362,932	421,779	105,369	108,158
Efficiency Ratio (non-GAAP)	54.56%	50.21%	51.18%	51.00%

FORWARD DIVIDEND YIELD

	2Q19
Most recent quarter's dividend per share	\$ 0.26
Most recent quarter's dividend per share - Annualized	\$ 1.04
Stock Price at 6/30/19	\$ 37.90
Forward Dividend Yield	2.74%

DIVIDEND PAYOUT RATIO

	2019 YTD
Dividends per share	\$ 0.48
Earnings Per Share	\$ 1.61
Dividend Payout Ratio	29.8%

Appendix – Non-GAAP Reconciliation

CONSTRUCTION AND INVESTMENT REAL ESTATE CONCENTRATIONS (dollars in thousands):

	2017	2018	1Q19	2Q19
Total Risk-Based Capital (Subsidiary Bank Only)				
Total Stockholders' Equity (GAAP)	\$ 1,404,303	\$ 1,456,220	\$ 1,487,947	\$ 1,513,662
Adjust for Accumulated Other Comprehensive (Income) Loss ¹	763	19,031	(908)	(17,357)
Less: Preferred Stock	(125)	(125)	(125)	(125)
Less: Tier 1 Capital Deductions	-	-	-	-
Less: Disallowed Goodwill and Intangible Assets	(463,618)	(463,076)	(461,754)	(460,436)
Less: Disallowed Deferred Tax Assets	-	-	(4,119)	(2,429)
Total Tier 1 Capital (Regulatory)	941,323	1,012,050	1,021,041	1,033,315
Allowance for Loan Losses includible in Tier 2 Capital	75,032	80,552	80,902	81,274
Total Risk-Based Capital (Regulatory)	\$ 1,016,355	\$ 1,092,602	\$ 1,101,943	\$ 1,114,589
Construction, Land and Land Development Loans	\$ 612,219	\$ 545,729	\$ 542,501	\$ 624,548
Concentration as a % of the Bank's Risk-Based Capital	60%	50%	49%	56%
Construction, Land and Land Development Loans	\$ 612,219	\$ 545,729	\$ 542,501	\$ 624,548
Investment Real Estate Loans	1,617,943	1,865,544	1,887,995	1,865,396
Total Construction and Investment RE Loans	\$ 2,230,162	\$ 2,411,273	\$ 2,430,496	\$ 2,489,944
Concentration as a % of the Bank's Risk-Based Capital	219%	221%	221%	223%

¹ Includes net unrealized gains or losses on securities available for sale, net gains or losses on cash flow hedges, and amounts resulting from the application of the applicable accounting guidance for defined benefit and other postretirement plans

ALLOWANCE AS A PERCENTAGE OF NON-PURCHASED LOANS (dollars in thousands):

	3Q18	4Q18	1Q19	2Q19
Loans Held for Sale (GAAP)	\$ 3,022	\$ 4,778	\$ 3,330	\$ 5,854
Loans (GAAP)	7,088,071	7,224,467	7,299,320	7,511,370
Total Loans	7,091,093	7,229,245	7,302,650	7,517,224
Less: Purchased Loans	(945,330)	(844,224)	(782,114)	(706,916)
Non-Purchased Loans (non-GAAP)	\$ 6,145,763	\$ 6,385,021	\$ 6,520,536	\$ 6,810,308
Allowance for Loan Losses (GAAP)	\$ 78,406	\$ 80,552	\$ 80,902	\$ 81,274
Fair Value Adjustment (FVA) (GAAP)	33,905	30,054	27,768	25,545
Allowance plus FVA (non-GAAP)	\$ 112,311	\$ 110,606	\$ 108,670	\$ 106,819
Purchased Loans (GAAP)	\$ 945,330	\$ 844,224	\$ 782,114	\$ 706,916
Fair Value Adjustment (FVA) (GAAP)	33,905	30,054	27,768	25,545
Purchased Loans plus FVA (non-GAAP)	\$ 979,235	\$ 874,278	\$ 809,882	\$ 732,461
Allowance as a Percentage of Non-Purchased Loans (non-GAAP)	1.28%	1.26%	1.24%	1.19%
FVA as a Percentage of Purchased Loans plus FVA (non-GAAP)	3.46%	3.44%	3.43%	3.49%