

# First Hawaiian, Inc. Reports Fourth Quarter 2023 Financial Results and Declares Dividend

January 26, 2024 at 8:00 AM EST

HONOLULU, Hawaii, Jan. 26, 2024 (GLOBE NEWSWIRE) -- First Hawaiian, Inc. (NASDAQ:FHB), ("First Hawaiian" or the "Company") today reported financial results for its quarter ended December 31, 2023.

"I'm happy to report that we finished 2023 with a strong fourth quarter. Our loan balances were stable, we grew consumer and commercial deposits, and credit quality remained excellent," said Bob Harrison, Chairman, President, and CEO. "During the fourth quarter we also took action to strengthen our balance sheet and increase our future earnings power by selling low-yielding securities. We intend to use the proceeds to reduce high-cost deposits which will increase our net interest margin and net interest income in 2024."

On January 24, 2024, the Company's Board of Directors declared a quarterly cash dividend of \$0.26 per share. The dividend will be payable on March 1, 2024, to stockholders of record at the close of business on February 16, 2024.

Additionally, the Company's Board of Directors adopted a stock repurchase program for up to \$40 million of its outstanding common stock during 2024.

### Fourth Quarter 2023 Highlights:

- Net income of \$47.5 million, or \$0.37 per diluted share
- Total loans and leases increased \$21.2 million versus prior quarter
- Total deposits decreased \$178.8 million versus prior quarter
- Net interest margin decreased 5 basis points to 2.81%
- Recorded a \$5.3 million provision for credit losses
- Sold \$525.6 million of low-yielding investment securities and recognized a \$40.0 million loss
- Sold 120,104 shares of Visa Class B stock for a gain of \$40.8 million
- \$16.3 million FDIC special assessment included in expenses
- Board of Directors declared a quarterly dividend of \$0.26 per share

#### **Balance Sheet**

Total assets were \$24.9 billion at December 31, 2023 and September 30, 2023.

Gross loans and leases were \$14.4 billion as of December 31, 2023, an increase of \$21.2 million, or 0.1%, from \$14.3 billion as of September 30, 2023.

Total deposits were \$21.3 billion as of December 31, 2023, a decrease of \$178.8 million, or 0.8%, from \$21.5 billion as of September 30, 2023.

## **Net Interest Income**

Net interest income for the fourth quarter of 2023 was \$151.8 million, a decrease of \$5.4 million, or 3.4%, compared to \$157.1 million for the prior quarter.

The net interest margin was 2.81% in the fourth quarter of 2023, a decrease of 5 basis points compared to 2.86% in the prior quarter.

#### **Provision Expense**

During the quarter ended December 31, 2023, we recorded a \$5.3 million provision for credit losses. In the quarter ended September 30, 2023, we recorded a \$7.5 million provision for credit losses.

## Noninterest Income

Noninterest income was \$58.3 million in the fourth quarter of 2023, an increase of \$12.3 million compared to noninterest income of \$46.1 million in the prior quarter.

#### **Noninterest Expense**

Noninterest expense was \$142.3 million in the fourth quarter of 2023, an increase of \$22.9 million compared to noninterest expense of \$119.4 million in the prior quarter.

The efficiency ratio was 67.3% and 58.3% for the quarters ended December 31, 2023 and September 30, 2023, respectively.

# Taxes

The effective tax rate was 24.0% and 23.8% for the quarters ended December 31, 2023 and September 30, 2023, respectively.

## **Asset Quality**

The allowance for credit losses was \$156.5 million, or 1.09% of total loans and leases, as of December 31, 2023, compared to \$154.8 million, or 1.08% of total loans and leases, as of September 30, 2023. The reserve for unfunded commitments was \$35.6 million as of December 31, 2023 compared to \$37.8 million as of September 30, 2023. Net charge-offs were \$5.8 million, or 0.16% of average loans and leases on an annualized basis, for the quarter ended December 31, 2023, compared to net recoveries of \$0.3 million, or 0.01% of average loans and leases on an annualized basis, for the quarter ended September 30, 2023. Total non-performing assets were \$18.6 million, or 0.13% of total loans and leases and other real estate owned, on December 31, 2023, compared to total non-performing assets of \$14.6 million, or 0.10% of total loans and leases and other real estate owned, on September 30, 2023.

#### Capital

Total stockholders' equity was \$2.5 billion on December 31, 2023 an increase of \$135.1 million from \$2.4 billion as of September 30, 2023.

The tier 1 leverage, common equity tier 1 and total capital ratios were 8.64%, 12.39% and 13.57%, respectively, on December 31, 2023, compared with 8.45%, 12.21% and 13.38%, respectively, on September 30, 2023.

The Company did not repurchase any shares in the fourth quarter.

As to the stock repurchase program approved for 2024, repurchases of shares of the Company's common stock may be conducted through open-market purchases, which may include purchases under a trading plan adopted pursuant to Securities and Exchange Commission Rule 10b5-1, or through privately negotiated transactions. The timing and exact amount of share repurchases, if any, will be subject to management's discretion and various factors, including the Company's capital position and financial performance, as well as market conditions. The repurchase program may be suspended, terminated or modified at any time for any reason.

#### First Hawaiian, Inc.

First Hawaiian, Inc. (NASDAQ:FHB) is a bank holding company headquartered in Honolulu, Hawaii. Its principal subsidiary, First Hawaiian Bank, founded in 1858 under the name Bishop & Company, is Hawaii's oldest and largest financial institution with branch locations throughout Hawaii, Guam and Saipan. The company offers a comprehensive suite of banking services to consumer and commercial customers including deposit products, loans, wealth management, insurance, trust, retirement planning, credit card and merchant processing services. Customers may also access their accounts through ATMs, online and mobile banking channels. For more information about First Hawaiian, Inc., visit the Company's website, www.fhb.com.

#### **Conference Call Information**

First Hawaiian will host a conference call to discuss the Company's results today at 1:00 p.m. Eastern Time, 8:00 a.m. Hawaii Time.

To access the call by phone, please register via the following link: <a href="https://register.vevent.com/register/Blb0fdeb3d43a84da4acc2b0efeb9ba356">https://register.vevent.com/register/Blb0fdeb3d43a84da4acc2b0efeb9ba356</a>, and you will be provided with dial in details. To avoid delays, we encourage participants to dial into the conference call fifteen minutes ahead of the scheduled start time.

A live webcast of the conference call, including a slide presentation, will be available at the following link: <a href="www.fhb.com/earnings">www.fhb.com/earnings</a>. The archive of the webcast will be available at the same location.

## Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current views with respect to, among other things, future events and our financial performance. These statements are often, but not always, made through the use of words or phrases such as "may", "might", "should", "could", "predict", "potential", "believe", "expect", "continue", "will", "anticipate", "seek", "estimate", "intend", "plan", "projection", "would", "annualized" and "outlook", or the negative version of those words or other comparable words or phrases of a future or forward-looking nature. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about our industry, management's beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions, estimates and uncertainties that are difficult to predict. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, there can be no assurance that actual results will not prove to be materially different from the results expressed or implied by the forward-looking statements. A number of important factors could cause actual results or performance to differ materially from the forward-looking statements, including (without limitation) the risks and uncertainties associated with the domestic and global economic environment and capital market conditions and other risk factors. For a discussion of some of these risks and important factors that could affect our future results and financial condition, see our U.S. Securities and Exchange Commission ("SEC") filings, including, but not limited to, our Annual Report on Form 10-K for the year ended Decemb

### **Use of Non-GAAP Financial Measures**

Return on average tangible assets, return on average tangible stockholders' equity, tangible book value per share and tangible stockholders' equity to tangible assets are non-GAAP financial measures. We believe that these measurements are useful for investors, regulators, management and others to evaluate financial performance and capital adequacy relative to other financial institutions. Although these non-GAAP financial measures are frequently used by stakeholders in the evaluation of a company, they have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results or financial condition as reported under GAAP. Investors should consider our performance and capital adequacy as reported under GAAP and all other relevant information when assessing our performance and capital adequacy.

Table 14 at the end of this document provides a reconciliation of these non-GAAP financial measures with their most directly comparable GAAP measures.

**Investor Relations Contact:** 

Kevin Haseyama, CFA (808) 525-6268 khaseyama@fhb.com Media Contact: Lindsay Chambers

(808) 525-6254 Ichambers@fhb.com Financial Highlights Table 1

|   |    | For t      | he T | hree Months E | nde    | d           | For the Yea  | ar Ended     |
|---|----|------------|------|---------------|--------|-------------|--------------|--------------|
|   | De | cember 31, | Se   | ptember 30,   | De     | ecember 31, | Decemb       | er 31,       |
| (dollars in thousands, except per share data)   |    | 2023       |      | 2023          |        | 2022        | 2023         | 2022         |
| Operating Results:                              |    |            |      |               |        |             |              |              |
| Net interest income                             | \$ | 151,793    | \$   | 157,148       | \$     | 171,794     | \$ 636,127   | \$ 613,549   |
| Provision for credit losses                     |    | 5,330      |      | 7,500         |        | 2,956       | 26,630       | 1,392        |
| Noninterest income                              |    | 58,347     |      | 46,097        |        | 48,151      | 200,815      | 179,525      |
| Noninterest expense                             |    | 142,307    |      | 119,383       |        | 113,922     | 501,138      | 440,471      |
| Net income                                      |    | 47,502     |      | 58,221        |        | 79,588      | 234,983      | 265,685      |
| Basic earnings per share                        |    | 0.37       |      | 0.46          |        | 0.62        | 1.84         | 2.08         |
| Diluted earnings per share                      |    | 0.37       |      | 0.46          |        | 0.62        | 1.84         | 2.08         |
| Dividends declared per share                    |    | 0.26       |      | 0.26          |        | 0.26        | 1.04         | 1.04         |
| Dividend payout ratio                           |    | 70.27 %    | )    | 56.52 %       | ,<br>D | 41.94 %     | 56.52 %      | 50.00        |
| Performance Ratios <sup>(1)</sup> :             |    |            |      |               |        |             |              |              |
| Net interest margin                             |    | 2.81 %     | )    | 2.86 %        | ,<br>D | 3.15 %      | 2.92 %       | 2.78         |
| Efficiency ratio                                |    | 67.28 %    | )    | 58.31 %       | ,<br>D | 51.47 %     | 59.48 %      | 55.20        |
| Return on average total assets                  |    | 0.77 %     | )    | 0.93 %        | ,<br>D | 1.28 %      | 0.95 %       | 1.06 9       |
| Return on average tangible assets (non-GAAP)(2) |    | 0.81 %     | )    | 0.97 %        | ,<br>D | 1.34 %      | 0.99 %       | 1.11 9       |
| Return on average total stockholders' equity    |    | 7.94 %     | )    | 9.76 %        | ,<br>D | 14.27 %     | 10.01 %      | 11.44        |
| Return on average tangible stockholders' equity |    |            |      |               |        |             |              |              |
| (non-GAAP) <sup>(2)</sup>                       |    | 13.66 %    | )    | 16.84 %       | ,<br>D | 25.93 %     | 17.39 %      | 20.03        |
| Average Balances:                               |    |            |      |               |        |             |              |              |
| Average loans and leases                        | \$ | 14,349,322 | \$   | 14,349,402    | \$     | 13,876,136  | \$14,266,291 | \$13,314,821 |
| Average earning assets                          |    | 21,688,816 |      | 22,060,480    |        | 21,856,135  | 21,952,009   | 22,272,795   |
| Average assets                                  |    | 24,404,727 |      | 24,727,893    |        | 24,575,648  | 24,625,445   | 24,964,422   |
| Average deposits                                |    | 20,908,221 |      | 21,212,102    |        | 21,725,177  | 21,160,155   | 22,058,497   |
| Average stockholders' equity                    |    | 2,374,669  |      | 2,367,422     |        | 2,213,030   | 2,346,713    | 2,321,606    |
| Market Value Per Share:                         |    |            |      |               |        |             |              |              |
| Closing   |    | 22.86      |      | 18.05         |        | 26.04       | 22.86        | 26.04        |
| High  |    | 23.22      |      | 22.59         |        | 27.16       | 28.28        | 31.16        |
| Low   |    | 17.18      |      | 17.41         |        | 24.06       | 15.08        | 21.21        |

|   |    | As of      |    | As of        |    | As of       |
|---|----|------------|----|--------------|----|-------------|
|   | De | cember 31, | Se | eptember 30, | De | ecember 31, |
| (dollars in thousands, except per share data)                             |    | 2023       |    | 2023         |    | 2022        |
| Balance Sheet Data:   |    |            |    |              |    |             |
| Loans and leases  | \$ | 14,353,497 | \$ | 14,332,335   | \$ | 14,092,012  |
| Total assets  |    | 24,926,474 |    | 24,912,524   |    | 24,577,223  |
| Total deposits  |    | 21,332,657 |    | 21,511,489   |    | 21,689,029  |
| Short-term borrowings   |    | 500,000    |    | 500,000      |    | 75,000      |
| Total stockholders' equity  |    | 2,486,066  |    | 2,351,009    |    | 2,269,005   |
| Per Share of Common Stock:  |    |            |    |              |    |             |
| Book value  | \$ | 19.48      | \$ | 18.42        | \$ | 17.82       |
| Tangible book value (non-GAAP) <sup>(2)</sup>                             |    | 11.68      |    | 10.62        |    | 10.00       |
| Asset Quality Ratios:   |    |            |    |              |    |             |
| Non-accrual loans and leases / total loans and leases                     |    | 0.13 %     | •  | 0.10 %       | 6  | 0.08 %      |
| Allowance for credit losses for loans and leases / total loans and leases |    | 1.09 %     | •  | 1.08 %       | 6  | 1.02 %      |
| Capital Ratios:   |    |            |    |              |    |             |
| Common Equity Tier 1 Capital Ratio  |    | 12.39 %    | •  | 12.21 %      | 6  | 11.82 %     |
| Tier 1 Capital Ratio  |    | 12.39 %    | •  | 12.21 %      | 6  | 11.82 %     |
|   |    |            |    |              |    |             |

| Total Capital Ratio  | 13.57 % | 13.38 % | 12.92 % |
|--|---------|---------|---------|
| Tier 1 Leverage Ratio  | 8.64 %  | 8.45 %  | 8.11 %  |
| Total stockholders' equity to total assets                           | 9.97 %  | 9.44 %  | 9.23 %  |
| Tangible stockholders' equity to tangible assets (non-GAAP) $^{(2)}$ | 6.23 %  | 5.67 %  | 5.40 %  |
| Non-Financial Data:  |         |         |         |
| Number of branches   | 50      | 50      | 51      |
| Number of ATMs   | 275     | 294     | 294     |
| Number of Full-Time Equivalent Employees                             | 2,089   | 2,087   | 2,063   |

<sup>(1)</sup> Except for the efficiency ratio, amounts are annualized for the three months ended December 31, 2023, September 30, 2023 and December 31, 2022.

#### **Consolidated Statements of Income**

Table 2

|   |                                       | For the Three Months Ended |      |           |     |           |    | For the Year Ended |       |         |  |
|---|---------------------------------------|----------------------------|------|-----------|-----|-----------|----|--------------------|-------|---------|--|
|   | Dec                                   | ember 31,                  | Sept | ember 30, | Dec | ember 31, |    | Decem              | ber 3 | 1,      |  |
| (dollars in thousands, except per share amounts)      |                                       | 2023                       |      | 2023      |     | 2022      |    | 2023               |       | 2022    |  |
| Interest income                                       |                                       |                            |      |           |     |           |    |                    |       |         |  |
| Loans and lease financing                             | \$                                    | 196,276                    | \$   | 194,098   | \$  | 159,526   | \$ | 748,053            | \$    | 509,820 |  |
| Available-for-sale investment securities              |                                       | 19,033                     |      | 18,426    |     | 18,714    |    | 74,241             |       | 87,108  |  |
| Held-to-maturity investment securities                |                                       | 17,987                     |      | 18,271    |     | 19,137    |    | 73,497             |       | 55,376  |  |
| Other   |                                       | 7,734                      |      | 9,004     |     | 3,088     |    | 27,788             |       | 10,916  |  |
| Total interest income                                 |                                       | 241,030                    |      | 239,799   |     | 200,465   |    | 923,579            |       | 663,220 |  |
| Interest expense                                      |                                       |                            |      |           |     |           |    |                    |       |         |  |
| Deposits  |                                       | 82,215                     |      | 74,651    |     | 28,202    |    | 258,221            |       | 49,201  |  |
| Short-term and long-term borrowings                   |                                       | 6,232                      |      | 6,838     |     | 469       |    | 26,289             |       | 470     |  |
| Other   |                                       | 790                        |      | 1,162     |     |           |    | 2,942              |       | _       |  |
| Total interest expense                                | · · · · · · · · · · · · · · · · · · · | 89,237                     |      | 82,651    |     | 28,671    |    | 287,452            |       | 49,671  |  |
| Net interest income                                   |                                       | 151,793                    |      | 157,148   |     | 171,794   |    | 636,127            |       | 613,549 |  |
| Provision for credit losses                           |                                       | 5,330                      |      | 7,500     |     | 2,956     |    | 26,630             |       | 1,392   |  |
| Net interest income after provision for credit losses |                                       | 146,463                    |      | 149,648   |     | 168,838   |    | 609,497            |       | 612,157 |  |
| Noninterest income                                    |                                       |                            |      |           |     |           |    |                    |       |         |  |
| Service charges on deposit accounts                   |                                       | 7,646                      |      | 7,524     |     | 7,376     |    | 29,647             |       | 28,809  |  |
| Credit and debit card fees                            |                                       | 16,381                     |      | 15,748    |     | 16,376    |    | 63,888             |       | 66,028  |  |
| Other service charges and fees                        |                                       | 9,535                      |      | 9,546     |     | 9,185     |    | 37,299             |       | 37,036  |  |
| Trust and investment services income                  |                                       | 9,645                      |      | 9,742     |     | 9,023     |    | 38,449             |       | 36,465  |  |
| Bank-owned life insurance                             |                                       | 5,063                      |      | 1,872     |     | 2,865     |    | 15,326             |       | 1,248   |  |
| Investment securities gains, net                      |                                       | 792                        |      | _         |     | _         |    | 792                |       | _       |  |
| Other   |                                       | 9,285                      |      | 1,665     |     | 3,326     |    | 15,414             |       | 9,939   |  |
| Total noninterest income                              |                                       | 58,347                     |      | 46,097    |     | 48,151    |    | 200,815            |       | 179,525 |  |
| Noninterest expense                                   |                                       |                            |      |           |     |           |    |                    |       |         |  |
| Salaries and employee benefits                        |                                       | 55,882                     |      | 55,937    |     | 49,629    |    | 225,755            |       | 199,129 |  |
| Contracted services and professional fees             |                                       | 16,219                     |      | 16,393    |     | 17,638    |    | 66,423             |       | 70,027  |  |
| Occupancy   |                                       | 7,561                      |      | 6,711     |     | 8,175     |    | 29,608             |       | 31,034  |  |
| Equipment   |                                       | 12,547                     |      | 11,826    |     | 9,984     |    | 45,109             |       | 34,506  |  |
| Regulatory assessment and fees                        |                                       | 20,412                     |      | 4,149     |     | 2,591     |    | 32,073             |       | 9,603   |  |
| Advertising and marketing                             |                                       | 1,441                      |      | 2,289     |     | 2,072     |    | 7,615              |       | 7,996   |  |
| Card rewards program                                  |                                       | 7,503                      |      | 8,358     |     | 8,681     |    | 31,627             |       | 30,990  |  |
| Other   |                                       | 20,742                     |      | 13,720    |     | 15,152    |    | 62,928             |       | 57,186  |  |

Return on average tangible assets, return on average tangible stockholders' equity, tangible book value per share and tangible stockholders' equity to tangible assets are non-GAAP financial measures. We compute our return on average tangible assets as the ratio of net income to average tangible assets, which is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our average total assets. We compute our return on average tangible stockholders' equity as the ratio of net income to average tangible stockholders' equity, which is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our average total stockholders' equity. We compute our tangible book value per share as the ratio of tangible stockholders' equity to outstanding shares. Tangible stockholders' equity is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our total stockholders' equity. We compute our tangible stockholders' equity to tangible assets, each of which we calculate by subtracting (and thereby effectively excluding) the value of our goodwill. For a reconciliation to the most directly comparable GAAP financial measure, see Table 14, GAAP to Non-GAAP Reconciliation.

| 142,307     |   | 119,383   |  | 113,922   |   | 501,138  |   | 440,471  |
|-------------|---|---|--|---|---|--|---|--|
| 62,503      |   | 76,362  |  | 103,067   |   | 309,174  |   | 351,211  |
| 15,001      |   | 18,141  |  | 23,479  |   | 74,191   |   | 85,526   |
| 47,502      | \$  | 58,221  | \$   | 79,588  | \$  | 234,983  | \$  | 265,685  |
| 0.37        | \$  | 0.46  | \$   | 0.62  | \$  | 1.84   | \$  | 2.08   |
| 0.37        | \$  | 0.46  | \$   | 0.62  | \$  | 1.84   | \$  | 2.08   |
| 127,612,734 |   | 127,609,860   |  | 127,356,795   |   | 127,567,547  | 1   | 27,489,889   |
| 128,028,964 |   | 127,936,440   |  | 127,894,773   |   | 127,915,873  | 1   | 27,981,699   |
|             |   |   |  |   |   |  |   |  |
|             | 15,001<br>47,502<br>0.37<br>0.37<br>127,612,734 | 15,001<br>47,502<br>0.37<br>0.37<br>\$<br>127,612,734 | 15,001       18,141         47,502       \$ 58,221         0.37       \$ 0.46         0.37       \$ 0.46         127,612,734       127,609,860 | 15,001       18,141         47,502       \$ 58,221       \$ 0.46         0.37       \$ 0.46       \$ 0.46         127,612,734       127,609,860       * * * * * * * * * * * * * * * * * * * | 15,001       18,141       23,479         47,502       \$ 58,221       \$ 79,588         0.37       \$ 0.46       \$ 0.62         0.37       \$ 0.46       \$ 0.62         127,612,734       127,609,860       127,356,795 | 15,001         18,141         23,479           47,502         \$ 58,221         \$ 79,588         \$           0.37         \$ 0.46         \$ 0.62         \$           0.37         \$ 0.46         \$ 0.62         \$           127,612,734         127,609,860         127,356,795 | 15,001         18,141         23,479         74,191           47,502         \$ 58,221         \$ 79,588         \$ 234,983           0.37         \$ 0.46         \$ 0.62         \$ 1.84           0.37         \$ 0.46         \$ 0.62         \$ 1.84           127,612,734         127,609,860         127,356,795         127,567,547 | 15,001         18,141         23,479         74,191           47,502         \$ 58,221         \$ 79,588         \$ 234,983         \$           0.37         \$ 0.46         \$ 0.62         \$ 1.84         \$           0.37         \$ 0.46         \$ 0.62         \$ 1.84         \$           127,612,734         127,609,860         127,356,795         127,567,547         1 |

| Consolidated Balance Sheets  |    |             |    |              |    | Table 3     |
|--|----|-------------|----|--------------|----|-------------|
|  | D  | ecember 31, | S  | eptember 30, | D  | ecember 31, |
| (dollars in thousands, except share amount)  |    | 2023        |    | 2023         |    | 2022        |
| Assets   |    | 405.045     | •  | 0.40.000     | •  | 007.500     |
| Cash and due from banks  | \$ | 185,015     | \$ | 246,028      | \$ | 297,502     |
| Interest-bearing deposits in other banks   |    | 1,554,882   |    | 967,400      |    | 229,122     |
| Investment securities:   |    |             |    |              |    |             |
| Available-for-sale, at fair value (amortized cost: \$2,558,675 as of   |    |             |    |              |    |             |
| December 31, 2023, \$3,172,031 as of September 30, 2023 and \$3,549,599 as of December 31, 2022)   |    | 2,255,336   |    | 2,722,704    |    | 3,151,133   |
| Held-to-maturity, at amortized cost (fair value: \$3,574,856 as of December 31, 2023,  |    | 2,200,000   |    | 2,122,104    |    | 0,101,100   |
| \$3,433,029 as of September 30, 2023 and \$3,814,822 as of December 31, 2022)  |    | 4,041,449   |    | 4,104,114    |    | 4,320,639   |
| Loans held for sale  |    | 190         |    | _            |    |             |
| Loans and leases   |    | 14,353,497  |    | 14,332,335   |    | 14,092,012  |
| Less: allowance for credit losses  |    | 156,533     |    | 154,795      |    | 143,900     |
| Net loans and leases   |    | 14,196,964  | -  | 14,177,540   | -  | 13,948,112  |
|  |    | • •         |    | , ,          |    | , ,         |
| Premises and equipment, net  |    | 281,461     |    | 277,805      |    | 280,355     |
| Other real estate owned and repossessed personal property  |    | _           |    | _            |    | 91          |
| Accrued interest receivable  |    | 84,417      |    | 84,327       |    | 78,194      |
| Bank-owned life insurance  |    | 479,907     |    | 477,698      |    | 473,067     |
| Goodwill   |    | 995,492     |    | 995,492      |    | 995,492     |
| Mortgage servicing rights  |    | 5,699       |    | 5,855        |    | 6,562       |
| Other assets   |    | 845,662     |    | 853,561      |    | 796,954     |
| Total assets   | \$ | 24,926,474  | \$ | 24,912,524   | \$ | 24,577,223  |
| Liabilities and Stockholders' Equity   |    |             |    |              |    |             |
| Deposits:  |    |             |    |              |    |             |
| Interest-bearing   | \$ | 13,749,095  | \$ | 13,612,493   | \$ | 12,824,383  |
| Noninterest-bearing  |    | 7,583,562   |    | 7,898,996    |    | 8,864,646   |
| Total deposits   |    | 21,332,657  |    | 21,511,489   |    | 21,689,029  |
| Short-term borrowings  |    | 500,000     |    | 500,000      |    | 75,000      |
| Retirement benefits payable  |    | 103,285     |    | 99,685       |    | 102,577     |
| Other liabilities  |    | 504,466     |    | 450,341      |    | 441,612     |
| Total liabilities  |    | 22,440,408  |    | 22,561,515   |    | 22,308,218  |
| Stockholders' equity   |    |             |    |              |    |             |
| Common stock (\$0.01 par value; authorized 300,000,000 shares;   |    |             |    |              |    |             |
| issued/outstanding: 141,340,539 / 127,618,761 shares as of December 31, 2023,  |    |             |    |              |    |             |
| issued/outstanding: 141,330,663 / 127,609,934 shares as of September 30, 2023  |    |             |    |              |    |             |
| and issued/outstanding: 140,963,918 / 127,363,327 shares as of   |    | 4 440       |    | 4 440        |    | 4 440       |
| December 31, 2022)   |    | 1,413       |    | 1,413        |    | 1,410       |
| Additional paid-in capital   |    | 2,548,250   |    | 2,545,659    |    | 2,538,336   |
| Retained earnings  |    | 837,859     |    | 823,895      |    | 736,544     |
| Accumulated other comprehensive loss, net  |    | (530,210)   |    | (648,731)    |    | (639,254)   |
| Treasury stock (13,721,778 shares as of December 31, 2023, 13,720,729 shares as of September 30, 2023 and 13,600,591 shares as of December 31, 2022) |    | (371,246)   |    | (371,227)    |    | (368,031)   |
| Total stockholders' equity   |    | 2,486,066   | -  | 2,351,009    | -  | 2,269,005   |
| Total liabilities and stockholders' equity   | \$ | 24,926,474  | \$ | 24,912,524   | \$ | 24,577,223  |
| Total habilities and stockholders equity   | Ψ  | 24,320,474  | Ψ  | 27,312,324   | Ψ  | 24,011,220  |

| Average Balances and Interest Rates         |                    | ths End        |                |                    | Months End         |                |                    | Months End         |                |
|---|--------------------|----------------|----------------|--------------------|--------------------|----------------|--------------------|--------------------|----------------|
|   |                    | r 31, 202      |                |                    | mber 30, 20        |                |                    | mber 31, 20        |                |
| (dollars in millions)                       | Average<br>Balance | come/<br>pense | Yield/<br>Rate | Average<br>Balance | Income/<br>Expense | Yield/<br>Rate | Average<br>Balance | Income/<br>Expense | Yield/<br>Rate |
| Earning Assets                              |                    |                |                |                    |                    |                |                    |                    |                |
| Interest-Bearing Deposits in Other          |                    |                |                |                    |                    |                |                    |                    |                |
| Banks                                       | \$ 568.0           | \$<br>7.8      | 5.39 %         | \$ 608.6           | \$ 8.2             | 5.36 %         | \$ 321.3           | \$ 2.9             | 3.64 %         |
| Available-for-Sale Investment<br>Securities |                    |                |                |                    |                    |                |                    |                    |                |
| Taxable                                     | 2,598.4            | 19.0           | 2.92           | 2,834.6            | 18.4               | 2.59           | 3,180.8            | 18.3               | 2.30           |
| Non-Taxable                                 | 1.9                | _              | 5.12           | 2.3                | _                  | 5.48           | 37.9               | 0.5                | 5.42           |
| Held-to-Maturity Investment Securities      |                    |                |                |                    |                    |                |                    |                    |                |
| Taxable                                     | 3,472.1            | 14.8           | 1.70           | 3,544.1            | 15.0               | 1.70           | 3,754.9            | 15.8               | 1.69           |
| Non-Taxable                                 | 603.9              | 3.9            | 2.58           | 604.3              | 4.1                | 2.66           | 613.4              | 4.2                | 2.69           |
| Total Investment Securities                 | 6,676.3            | <br>37.7       | 2.25           | 6,985.3            | 37.5               | 2.14           | 7,587.0            | 38.8               | 2.04           |
| Loans Held for Sale                         | 0.7                | _              | 7.41           | 0.4                | _                  | 6.63           | 0.1                | _                  | 6.50           |
| Loans and Leases <sup>(1)</sup>             |                    |                |                |                    |                    |                |                    |                    |                |
| Commercial and industrial                   | 2,148.1            | 36.7           | 6.78           | 2,123.5            | 35.7               | 6.66           | 2,126.3            | 28.1               | 5.24           |
| Commercial real estate                      | 4,356.3            | 71.4           | 6.51           | 4,381.8            | 71.4               | 6.47           | 4,116.8            | 53.9               | 5.19           |
| Construction                                | 888.7              | 16.7           | 7.45           | 873.7              | 15.5               | 7.05           | 804.4              | 11.8               | 5.83           |
| Residential:                                |                    |                |                |                    |                    |                |                    |                    |                |
| Residential mortgage                        | 4,294.8            | 38.8           | 3.61           | 4,316.3            | 40.1               | 3.72           | 4,280.6            | 38.1               | 3.56           |
| Home equity line                            | 1,174.8            | 11.3           | 3.83           | 1,154.0            | 10.1               | 3.45           | 1,029.7            | 8.1                | 3.10           |
| Consumer                                    | 1,132.4            | 18.4           | 6.43           | 1,172.8            | 18.3               | 6.19           | 1,220.9            | 17.1               | 5.55           |
| Lease financing                             | 354.2              | 3.6            | 4.03           | 327.3              | 3.7                | 4.48           | 297.4              | 2.9                | 3.92           |
| Total Loans and Leases                      | 14,349.3           | <br>196.9      | 5.45           | 14,349.4           | 194.8              | 5.39           | 13,876.1           | 160.0              | 4.58           |
| Other Earning Assets                        | 94.5               | <br>           | 0.06           | 116.8              | 0.8                | 2.64           | 71.6               | 0.2                | 0.80           |
| Total Earning Assets <sup>(2)</sup>         | 21,688.8           | <br>242.4      | 4.44           | 22,060.5           | 241.3              | 4.35           | 21,856.1           | 201.9              | 3.67           |
| Cash and Due from Banks                     | 240.8              | <br>           | 7.77           | 276.0              |                    | 4.00           | 286.4              |                    | 0.07           |
| Other Assets                                | 2,475.1            |                |                | 2,391.4            |                    |                | 2,433.1            |                    |                |
| Total Assets                                | \$ 24,404.7        |                |                | \$24,727.9         |                    |                | \$24,575.6         |                    |                |
| Interest-Bearing Liabilities                |                    |                |                |                    |                    |                |                    |                    |                |
| Interest-Bearing Deposits                   |                    |                |                |                    |                    |                |                    |                    |                |
| Savings                                     | \$ 6,067.2         | \$<br>22.4     | 1.46 %         | \$ 5,982.5         | \$ 19.2            | 1.27 %         | 6,455.5            | \$ 10.3            | 0.63 %         |
| Money Market                                | 3,905.0            | 27.5           | 2.79           | 3,907.2            | 24.7               | 2.51           | 4,012.9            | 9.8                | 0.97           |
| Time  | 3,390.7            | <br>32.3       | 3.78           | 3,362.7            | 30.8               | 3.63           | 2,163.2            | 8.1                | 1.48           |
| Total Interest-Bearing Deposits             | 13,362.9           | 82.2           | 2.44           | 13,252.4           | 74.7               | 2.23           | 12,631.6           | 28.2               | 0.89           |
| Federal Funds Purchased                     | _                  | _              | _              | _                  | _                  | _              | 45.5               | 0.5                | 4.09           |
| Other Short-Term Borrowings                 | 515.2              | 6.2            | 4.80           | 113.1              | 1.5                | 5.17           | _                  | _                  | _              |
| Long-Term Borrowings                        | _                  | _              | _              | 440.2              | 5.3                | 4.83           | _                  | _                  | _              |
| Other Interest-Bearing Liabilities          | 42.1               | <br>0.8        | 7.44           | 89.1               | 1.2                | 5.17           |                    |                    | _              |
| Total Interest-Bearing Liabilities          | 13,920.2           | <br>89.2       | 2.54           | 13,894.8           | 82.7               | 2.36           | 12,677.1           | 28.7               | 0.90           |
| Net Interest Income                         |                    | \$<br>153.2    |                |                    | \$ 158.6           |                |                    | \$ 173.2           |                |
| Interest Rate Spread                        |                    |                | 1.90 %         |                    |                    | 1.99%          |                    |                    | 2.77 %         |
| Net Interest Margin                         |                    |                | 2.81 %         |                    |                    | 2.86 %         |                    |                    | 3.15 %         |
| Noninterest-Bearing Demand Deposits         | 7,545.3            |                |                | 7,959.7            |                    |                | 9,093.6            |                    |                |
| Other Liabilities                           | 564.5              |                |                | 506.0              |                    |                | 591.9              |                    |                |
| Stockholders' Equity                        | 2,374.7            |                |                | 2,367.4            |                    |                | 2,213.0            |                    |                |
| Total Liabilities and Stockholders' Equity  | \$ 24,404.7        |                |                | \$24,727.9         |                    |                | \$ 24,575.6        |                    |                |

<sup>(1)</sup> Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.

<sup>(2)</sup> Interest income includes taxable-equivalent basis adjustments of \$1.4 million, \$1.5 million and \$1.4 million for the three months ended December 31, 2023, September 30, 2023 and December 31, 2022, respectively.

|  |    | `        | rear E | nded     |        | Year Ended<br>December 31, 2022 |          |    |       |        |
|--|----|----------|--------|----------|--------|---------------------------------|----------|----|-------|--------|
|  |    | Dece     | ember  | 31, 2023 |        |                                 |          |    |       |        |
|  | 1  | Average  | Ind    | come/    | Yield/ | Average                         |          | In | come/ | Yield/ |
| (dollars in millions)                      |    | Balance  | Ex     | pense    | Rate   |                                 | Balance  | Ex | pense | Rate   |
| Earning Assets                             |    |          |        |          |        |                                 |          |    |       |        |
| Interest-Bearing Deposits in Other Banks   | \$ | 512.3    | \$     | 26.5     | 5.18 % | \$                              | 867.6    | \$ | 10.3  | 1.19%  |
| Available-for-Sale Investment Securities   |    |          |        |          |        |                                 |          |    |       |        |
| Taxable                                    |    | 2,871.8  |        | 73.8     | 2.57   |                                 | 4,650.1  |    | 83.2  | 1.79   |
| Non-Taxable                                |    | 10.2     |        | 0.6      | 5.55   |                                 | 180.0    |    | 4.9   | 2.74   |
| Held-to-Maturity Investment Securities     |    |          |        |          |        |                                 |          |    |       |        |
| Taxable                                    |    | 3,579.0  |        | 60.7     | 1.70   |                                 | 2,728.2  |    | 45.5  | 1.67   |
| Non-Taxable                                |    | 607.7    |        | 15.9     | 2.61   |                                 | 460.6    |    | 12.5  | 2.71   |
| Total Investment Securities                |    | 7,068.7  |        | 151.0    | 2.14   |                                 | 8,018.9  |    | 146.1 | 1.82   |
| Loans Held for Sale                        |    | 0.4      |        | _        | 6.63   |                                 | 0.6      |    | _     | 3.14   |
| Loans and Leases <sup>(1)</sup>            |    |          |        |          |        |                                 |          |    |       |        |
| Commercial and industrial                  |    | 2,182.3  |        | 141.0    | 6.46   |                                 | 2,019.5  |    | 78.4  | 3.88   |
| Commercial real estate                     |    | 4,257.9  |        | 266.0    | 6.25   |                                 | 3,895.3  |    | 153.2 | 3.93   |
| Construction                               |    | 877.7    |        | 62.1     | 7.08   |                                 | 755.0    |    | 32.5  | 4.30   |
| Residential:                               |    |          |        |          |        |                                 |          |    |       |        |
| Residential mortgage                       |    | 4,308.0  |        | 156.4    | 3.63   |                                 | 4,200.2  |    | 145.5 | 3.46   |
| Home equity line                           |    | 1,131.1  |        | 39.3     | 3.47   |                                 | 965.0    |    | 26.5  | 2.75   |
| Consumer                                   |    | 1,178.6  |        | 71.5     | 6.07   |                                 | 1,218.9  |    | 65.3  | 5.35   |
| Lease financing                            |    | 330.7    |        | 14.1     | 4.26   |                                 | 260.9    |    | 9.7   | 3.69   |
| Total Loans and Leases                     |    | 14,266.3 |        | 750.4    | 5.26   |                                 | 13,314.8 |    | 511.1 | 3.84   |
| Other Earning Assets                       |    | 104.3    |        | 1.3      | 1.20   |                                 | 70.9     |    | 0.6   | 0.89   |
| Total Earning Assets <sup>(2)</sup>        |    | 21,952.0 |        | 929.2    | 4.23   |                                 | 22,272.8 |    | 668.1 | 3.00   |
| Cash and Due from Banks                    |    | 265.1    |        | <u> </u> | 7.25   | _                               | 289.0    |    | 000.1 | 3.00   |
| Other Assets                               |    | 2,408.3  |        |          |        |                                 | 2,402.6  |    |       |        |
| Total Assets                               | \$ | 24,625.4 |        |          |        | \$                              |          |    |       |        |
| Total Assets                               | Ф  | 24,025.4 |        |          |        | Ф                               | 24,964.4 |    |       |        |
| Interest-Bearing Liabilities               |    |          |        |          |        |                                 |          |    |       |        |
| Interest-Bearing Deposits                  |    |          |        |          |        |                                 |          |    |       |        |
| Savings                                    | \$ | 6,124.7  | \$     | 71.5     | 1.17 % | \$                              | 6,741.5  | \$ | 19.2  | 0.29 % |
| Money Market                               |    | 3,869.1  |        | 86.1     | 2.22   |                                 | 4,068.8  |    | 16.6  | 0.41   |
| Time                                       |    | 3,040.0  |        | 100.6    | 3.31   |                                 | 1,826.7  |    | 13.4  | 0.73   |
| Total Interest-Bearing Deposits            |    | 13,033.8 |        | 258.2    | 1.98   |                                 | 12,637.0 |    | 49.2  | 0.39   |
| Federal Funds Purchased                    |    | 17.2     |        | 8.0      | 4.45   |                                 | 11.5     |    | 0.5   | 4.08   |
| Other Short-Term Borrowings                |    | 261.9    |        | 13.0     | 4.98   |                                 | _        |    | _     | _      |
| Long-Term Borrowings                       |    | 261.6    |        | 12.5     | 4.78   |                                 | _        |    | _     | _      |
| Other Interest-Bearing Liabilities         |    | 57.1     |        | 3.0      | 5.15   |                                 |          |    |       | _      |
| Total Interest-Bearing Liabilities         |    | 13,631.6 |        | 287.5    | 2.11   |                                 | 12,648.5 |    | 49.7  | 0.39   |
| Net Interest Income                        |    |          | \$     | 641.7    |        |                                 |          | \$ | 618.4 |        |
| Interest Rate Spread                       |    |          |        |          | 2.12 % |                                 |          |    |       | 2.61 % |
| Net Interest Margin                        |    |          |        |          | 2.92 % |                                 |          |    |       | 2.78 % |
| Noninterest-Bearing Demand Deposits        |    | 8,126.4  |        |          |        |                                 | 9,421.5  |    |       |        |
| Other Liabilities                          |    | 520.7    |        |          |        |                                 | 572.8    |    |       |        |
| Stockholders' Equity                       |    | 2,346.7  |        |          |        | _                               | 2,321.6  |    |       |        |
| Total Liabilities and Stockholders' Equity | \$ | 24,625.4 |        |          |        | \$                              | 24,964.4 |    |       |        |

<sup>(1)</sup> Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.

<sup>(2)</sup> Interest income includes taxable-equivalent basis adjustments of \$5.6 million and \$4.9 million for the years ended December 31, 2023 and 2022, respectively.

| (dollars in millions)                    | V  | olume | Rate        | Total       |
|--|----|-------|-------------|-------------|
| Change in Interest Income:               |    |       | <br>        | <br>        |
| Interest-Bearing Deposits in Other Banks | \$ | (0.5) | \$<br>0.1   | \$<br>(0.4) |
| Available-for-Sale Investment Securities |    |       |             |             |
| Taxable                                  |    | (1.6) | 2.2         | 0.6         |
| Held-to-Maturity Investment Securities   |    |       |             |             |
| Taxable                                  |    | (0.2) | _           | (0.2)       |
| Non-Taxable                              |    |       | <br>(0.2)   | <br>(0.2)   |
| Total Investment Securities              |    | (1.8) | <br>2.0     | <br>0.2     |
| Loans and Leases                         |    |       |             |             |
| Commercial and industrial                |    | 0.4   | 0.6         | 1.0         |
| Commercial real estate                   |    | (0.4) | 0.4         | _           |
| Construction                             |    | 0.3   | 0.9         | 1.2         |
| Residential:                             |    |       |             |             |
| Residential mortgage                     |    | (0.2) | (1.1)       | (1.3)       |
| Home equity line                         |    | 0.1   | 1.1         | 1.2         |
| Consumer                                 |    | (0.6) | 0.7         | 0.1         |
| Lease financing                          |    | 0.3   | <br>(0.4)   | <br>(0.1)   |
| Total Loans and Leases                   |    | (0.1) | <br>2.2     | <br>2.1     |
| Other Earning Assets                     |    | (0.2) | (0.6)       | (8.0)       |
| Total Change in Interest Income          |    | (2.6) | 3.7         | <br>1.1     |
| Change in Interest Expense:              |    |       |             |             |
| Interest-Bearing Deposits                |    |       |             |             |
| Savings                                  |    | 0.3   | 2.9         | 3.2         |
| Money Market                             |    | _     | 2.8         | 2.8         |
| Time                                     |    | 0.2   | <br>1.3     | <br>1.5     |
| Total Interest-Bearing Deposits          |    | 0.5   | <br>7.0     | <br>7.5     |
| Other Short-Term Borrowings              |    | 4.9   | (0.2)       | 4.7         |
| Long-Term Borrowings                     |    | (2.6) | (2.7)       | (5.3)       |
| Other Interest-Bearing Liabilities       |    | (8.0) | <br>0.4     | <br>(0.4)   |
| Total Change in Interest Expense         |    | 2.0   | <br>4.5     | 6.5         |
| Change in Net Interest Income            | \$ | (4.6) | \$<br>(8.0) | \$<br>(5.4) |

| Analysis of Change in Net Interest Income |    |       |           |                               |         | Table 7 |  |  |
|---|----|-------|-----------|-------------------------------|---------|---------|--|--|
|   |    |       |           | onths Ended December 31, 2023 |         |         |  |  |
|   |    | Co    | mpared to | December 3                    | 1, 2022 | !       |  |  |
| (dollars in millions)                     | v  | olume |           | Rate                          |         | Total   |  |  |
| Change in Interest Income:                |    |       |           |                               |         |         |  |  |
| Interest-Bearing Deposits in Other Banks  | \$ | 3.0   | \$        | 1.9                           | \$      | 4.9     |  |  |
| Available-for-Sale Investment Securities  |    |       |           |                               |         |         |  |  |
| Taxable                                   |    | (3.7) |           | 4.4                           |         | 0.7     |  |  |
| Non-Taxable                               |    | (0.5) |           |                               |         | (0.5)   |  |  |
| Held-to-Maturity Investment Securities    |    |       |           |                               |         |         |  |  |
| Taxable                                   |    | (1.1) |           | 0.1                           |         | (1.0)   |  |  |
| Non-Taxable                               |    | (0.1) |           | (0.2)                         |         | (0.3)   |  |  |
| Total Investment Securities               |    | (5.4) |           | 4.3                           |         | (1.1)   |  |  |
| Loans and Leases                          |    |       |           |                               |         |         |  |  |
| Commercial and industrial                 |    | 0.3   |           | 8.3                           |         | 8.6     |  |  |
| Commercial real estate                    |    | 3.3   |           | 14.2                          |         | 17.5    |  |  |
| Construction                              |    | 1.3   |           | 3.6                           |         | 4.9     |  |  |
| Residential:                              |    |       |           |                               |         |         |  |  |
| Residential mortgage                      |    | 0.1   |           | 0.6                           |         | 0.7     |  |  |
| Home equity line                          |    | 1.2   |           | 2.0                           |         | 3.2     |  |  |
| Consumer                                  |    | (1.3) |           | 2.6                           |         | 1.3     |  |  |
| Lease financing                           |    | 0.6   |           | 0.1                           |         | 0.7     |  |  |
| Total Loans and Leases                    |    | 5.5   |           | 31.4                          |         | 36.9    |  |  |
| Other Earning Assets                      |    |       |           | (0.2)                         |         | (0.2)   |  |  |
| -   |    |       |           |                               |         |         |  |  |

| Total Change in Interest Income    | 3.1      | 37.4      | 40.5      |
|------------------------------------|----------|-----------|-----------|
| Change in Interest Expense:        |          |           |           |
| Interest-Bearing Deposits          |          |           |           |
| Savings                            | (0.6)    | 12.7      | 12.1      |
| Money Market                       | (0.2)    | 17.9      | 17.7      |
| Time                               | 6.4      | 17.8      | 24.2      |
| Total Interest-Bearing Deposits    | 5.6      | 48.4      | 54.0      |
| Federal Funds Purchased            | (0.3)    | (0.2)     | (0.5)     |
| Other Short-Term Borrowings        | 6.2      | _         | 6.2       |
| Other Interest-Bearing Liabilities | 0.8      | <u> </u>  | 0.8       |
| Total Change in Interest Expense   | 12.3     | 48.2      | 60.5      |
| Change in Net Interest Income      | \$ (9.2) | \$ (10.8) | \$ (20.0) |

| Analysis of Change in Net Interest Income |    |        |           |            |            | Table 8 |
|---|----|--------|-----------|------------|------------|---------|
|   |    |        |           | December 3 | •          |         |
|   |    | Con    | npared to | o December | 31, 2022   |         |
| (dollars in millions)                     | V  | olume  |           | Rate       |            | Total   |
| Change in Interest Income:                |    |        |           |            |            |         |
| Interest-Bearing Deposits in Other Banks  | \$ | (5.8)  | \$        | 22.0       | \$         | 16.2    |
| Available-for-Sale Investment Securities  |    |        |           |            |            |         |
| Taxable                                   |    | (38.3) |           | 28.9       |            | (9.4)   |
| Non-Taxable                               |    | (6.9)  |           | 2.6        |            | (4.3)   |
| Held-to-Maturity Investment Securities    |    |        |           |            |            |         |
| Taxable                                   |    | 14.4   |           | 0.8        |            | 15.2    |
| Non-Taxable                               |    | 3.9    |           | (0.5)      |            | 3.4     |
| Total Investment Securities               |    | (26.9) |           | 31.8       |            | 4.9     |
| Loans and Leases                          |    |        |           |            |            |         |
| Commercial and industrial                 |    | 6.8    |           | 55.8       |            | 62.6    |
| Commercial real estate                    |    | 15.4   |           | 97.4       |            | 112.8   |
| Construction                              |    | 5.9    |           | 23.7       |            | 29.6    |
| Residential:                              |    |        |           |            |            |         |
| Residential mortgage                      |    | 3.7    |           | 7.2        |            | 10.9    |
| Home equity line                          |    | 5.1    |           | 7.7        |            | 12.8    |
| Consumer                                  |    | (2.3)  |           | 8.5        |            | 6.2     |
| Lease financing                           |    | 2.8    |           | 1.6        |            | 4.4     |
| Total Loans and Leases                    |    | 37.4   |           | 201.9      |            | 239.3   |
| Other Earning Assets                      |    | 0.4    |           | 0.3        |            | 0.7     |
| Total Change in Interest Income           |    | 5.1    |           | 256.0      |            | 261.1   |
| Change in Interest Expense:               |    |        |           |            |            |         |
| Interest-Bearing Deposits                 |    |        |           |            |            |         |
| Savings                                   |    | (1.9)  |           | 54.2       |            | 52.3    |
| Money Market                              |    | (0.9)  |           | 70.4       |            | 69.5    |
| Time                                      |    | 13.8   |           | 73.4       |            | 87.2    |
| Total Interest-Bearing Deposits           |    | 11.0   |           | 198.0      | ' <u>'</u> | 209.0   |
| Federal Funds Purchased                   |    | 0.2    |           | 0.1        |            | 0.3     |
| Other Short-Term Borrowings               |    | 13.0   |           | _          |            | 13.0    |
| Long-Term Borrowings                      |    | 12.5   |           | _          |            | 12.5    |
| Other Interest-Bearing Liabilities        |    | 3.0    |           | _          |            | 3.0     |
| Total Change in Interest Expense          |    | 39.7   | -         | 198.1      | -          | 237.8   |
| Change in Net Interest Income             | \$ | (34.6) | \$        | 57.9       | \$         | 23.3    |

Loans and Leases Table 9

| (dollars in thousands)  | <br>2023         | <br>2023         | <br>2022         |
|---|------------------|------------------|------------------|
| Commercial and industrial:  |                  |                  |                  |
| Commercial and industrial excluding Paycheck Protection Program loans | \$<br>2,156,872  | \$<br>2,091,379  | \$<br>2,217,604  |
| Paycheck Protection Program loans                                     | <br>8,477        | 10,063           | <br>18,293       |
| Total commercial and industrial                                       | 2,165,349        | 2,101,442        | 2,235,897        |
| Commercial real estate  | 4,340,243        | 4,387,751        | 4,132,309        |
| Construction  | 900,292          | 885,112          | 844,643          |
| Residential:  |                  |                  |                  |
| Residential mortgage  | 4,283,315        | 4,303,924        | 4,302,788        |
| Home equity line  | <br>1,174,588    | 1,167,388        | <br>1,055,351    |
| Total residential   | 5,457,903        | 5,471,312        | 5,358,139        |
| Consumer  | 1,109,901        | 1,154,203        | 1,222,934        |
| Lease financing   | 379,809          | 332,515          | 298,090          |
| Total loans and leases  | \$<br>14,353,497 | \$<br>14,332,335 | \$<br>14,092,012 |

| Deposits               |    |             |    |             |      | Table 10    |  |
|------------------------|----|-------------|----|-------------|------|-------------|--|
|                        | De | ecember 31, | Se | ptember 30, | De   | ecember 31, |  |
| (dollars in thousands) |    | 2023        |    | 2023        | 2022 |             |  |
| Demand                 | \$ | 7,583,562   | \$ | 7,898,996   | \$   | 8,864,646   |  |
| Savings                |    | 6,445,084   |    | 6,028,308   |      | 6,382,910   |  |
| Money Market           |    | 3,847,853   |    | 3,923,054   |      | 3,965,423   |  |
| Time                   |    | 3,456,158   |    | 3,661,131   |      | 2,476,050   |  |
| Total Deposits         | \$ | 21,332,657  | \$ | 21,511,489  | \$   | 21,689,029  |  |

| Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More |
|--|
|--|

| or More  |    |             |    |             |    | Table 11   |
|--|----|-------------|----|-------------|----|------------|
|  | De | ecember 31, | Se | ptember 30, | De | cember 31, |
| (dollars in thousands)                                   |    | 2023        |    | 2023        |    | 2022       |
| Non-Performing Assets                                    |    |             |    |             |    |            |
| Non-Accrual Loans and Leases                             |    |             |    |             |    |            |
| Commercial Loans:  |    |             |    |             |    |            |
| Commercial and industrial                                | \$ | 970         | \$ | 988         | \$ | 1,215      |
| Commercial real estate                                   |    | 2,953       |    |             |    | 727        |
| Total Commercial Loans                                   |    | 3,923       |    | 988         |    | 1,942      |
| Residential Loans:                                       |    |             |    |             |    |            |
| Residential mortgage                                     |    | 7,620       |    | 7,435       |    | 6,166      |
| Home equity line   |    | 7,052       |    | 6,200       |    | 3,797      |
| Total Residential Loans                                  |    | 14,672      |    | 13,635      |    | 9,963      |
| Total Non-Accrual Loans and Leases                       |    | 18,595      |    | 14,623      |    | 11,905     |
| Other Real Estate Owned                                  |    | _           |    | _           |    | 91         |
| Total Non-Performing Assets                              | \$ | 18,595      | \$ | 14,623      | \$ | 11,996     |
| Accruing Loans and Leases Past Due 90 Days or More       |    |             |    |             |    |            |
| Commercial Loans:  |    |             |    |             |    |            |
| Commercial and industrial                                | \$ | 494         | \$ | 289         | \$ | 291        |
| Commercial real estate                                   |    | 300         |    | 170         |    |            |
| Total Commercial Loans                                   |    | 794         |    | 459         |    | 291        |
| Residential mortgage                                     |    | _           |    | 1,430       |    | 58         |
| Consumer   |    | 2,702       |    | 1,681       |    | 2,885      |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 3,496       | \$ | 3,570       | \$ | 3,234      |
| Total Loans and Leases                                   | \$ | 14,353,497  | \$ | 14,332,335  | \$ | 14,092,012 |

|   |    | Fo         | r the | e T | hree Months E |        | For the Year Ended |              |            |  |      |             |   |
|---|----|------------|-------|-----|---------------|--------|--------------------|--------------|------------|--|------|-------------|---|
|   | De | cember 31, |       | Se  | ptember 30,   | D      | ecember 31,        | December 31, |            |  | De   | ecember 31, | , |
| (dollars in thousands)  |    | 2023       | _     |     | 2023          |        | 2022               |              | 2023       |  | 2022 |             |   |
| Balance at Beginning of Period  | \$ | 192,570    |       | \$  | 184,780       | \$     | 178,304            |              | 177,735    |  |      | 187,584     |   |
| Loans and Leases Charged-Off  |    |            |       |     |               |        |                    |              |            |  |      |             |   |
| Commercial Loans:   |    |            |       |     |               |        |                    |              |            |  |      |             |   |
| Commercial and industrial   |    | (910)      |       |     | (784)         |        | (735)              |              | (3,482)    | )  |      | (2,012)     | ) |
| Commercial real estate  |    | (2,500)    | _     |     | <u> </u>      |        |                    |              | (2,500)    | <u>)                                    </u> |      | (750)       | ) |
| Total Commercial Loans  |    | (3,410)    | _     |     | (784)         |        | (735)              |              | (5,982)    | )  |      | (2,762)     | ) |
| Residential Loans:  |    |            | _     |     |               |        | _                  |              |            |  |      |             |   |
| Residential mortgage  |    | _          |       |     | _             |        | (102)              |              | (122)      | )  |      | (103)       | ) |
| Home equity line  |    | (20)       |       |     | _             |        | (12)               |              | (292)      | )  |      | (1,175)     | ) |
| Total Residential Loans   |    | (20)       | _     |     | _             |        | (114)              |              | (414)      | )  |      | (1,278)     | ) |
| Consumer  |    | (4,147)    | -     |     | (3,665)       |        | (5,094)            |              | (17,110)   | )  |      | (16,848)    | ) |
| Total Loans and Leases Charged-Off  |    | (7,577)    | _     |     | (4,449)       |        | (5,943)            |              | (23,506)   | _  |      | (20,888)    | ) |
| Recoveries on Loans and Leases Previously<br>Charged-Off                                  |    |            | -     |     | , , ,         |        | <u> </u>           |              |            | _  |      | ,           | _ |
| Commercial Loans:   |    |            |       |     |               |        |                    |              |            |  |      |             |   |
| Commercial and industrial   |    | 171        |       |     | 2,637         |        | 303                |              | 3,346      |  |      | 897         |   |
| Commercial real estate  |    | _          |       |     | _             |        | _                  |              | _          | •  |      | 14          |   |
| Lease financing   |    |            | _     |     |               |        |                    |              | _          | _  |      | 60          | _ |
| Total Commercial Loans  |    | 171        | _     |     | 2,637         |        | 303                |              | 3,346      |  |      | 971         |   |
| Residential Loans:  |    |            |       |     |               |        |                    |              |            |  |      |             |   |
| Residential mortgage  |    | 31         |       |     | 53            |        | 173                |              | 141        |  |      | 418         |   |
| Home equity line  |    | 163        | _     |     | 303           | _      | 138                | _            | 702        | _  |      | 713         |   |
| Total Residential Loans   |    | 194        |       |     | 356           |        | 311                |              | 843        |  |      | 1,131       |   |
| Consumer  |    | 1,450      | _     |     | 1,746         |        | 1,804              |              | 7,090      |  |      | 7,545       |   |
| Total Recoveries on Loans and Leases<br>Previously Charged-Off                            |    | 1,815      | =     |     | 4,739         |        | 2,418              |              | 11,279     | _  |      | 9,647       | _ |
| Net Loans and Leases (Charged-Off) Recovered  |    | (5,762)    | _     |     | 290           |        | (3,525)            |              | (12,227)   | )  |      | (11,241)    | ) |
| Provision for Credit Losses   |    | 5,330      |       |     | 7,500         |        | 2,956              |              | 26,630     |  |      | 1,392       |   |
| Balance at End of Period  | \$ | 192,138    | -     | \$  | 192,570       | \$     | 177,735            | \$           | 192,138    |  | \$   | 177,735     | _ |
| Components:   |    |            | -     |     |               |        |                    |              |            |  |      |             | _ |
| Allowance for Credit Losses   | \$ | 156,533    |       | \$  | 154,795       | \$     | 143,900            | \$           | 156,533    |  | \$   | 143,900     |   |
| Reserve for Unfunded Commitments  |    | 35,605     |       |     | 37,775        |        | 33,835             |              | 35,605     |  |      | 33,835      |   |
| Total Allowance for Credit Losses and Reserve for Unfunded Commitments                    | \$ | 192,138    | -     | \$  | 192,570       | \$     | 177,735            | \$           | 192,138    | _  | \$   | 177,735     | _ |
| Average Loans and Leases Outstanding  | \$ | 14,349,322 | _     | \$  | 14,349,402    | \$     | 13,876,136         | \$           | 14,266,291 |  | \$   | 13,314,821  | _ |
| Ratio of Net Loans and Leases Charged-Off (Recovered) to Average Loans and Leases         |    |            |       |     |               |        |                    |              |            |  |      |             |   |
| Outstanding <sup>(1)</sup>  |    | 0.16       | %     |     | (0.01) %      | ,<br>0 | 0.10 %             | ,<br>o       | 0.09       | %  |      | 0.08        | • |
| Ratio of Allowance for Credit Losses for Loans and Leases to Loans and Leases Outstanding |    | 1.09       | %     |     | 1.08 %        | ,<br>0 | 1.02 %             | ,<br>D       | 1.09       | %  |      | 1.02        | ( |
| Ratio of Allowance for Credit Losses for Loans and Leases to Non-accrual Loans and Leases |    | 8.42x      | ζ     |     | 10.59x        |        | 12.09x             |              | 8.42       | x  |      | 12.09       | х |

<sup>(1)</sup> Annualized for the three months ended December 31, 2023, September 30, 2023 and December 31, 2022.

# Loans and Leases by Year of Origination and Credit Quality Indicator

Table 13

|  |           | Revolving |
|--|-----------|-----------|
|  |           | Loans     |
|  |           | Converted |
| Term Loans                               | Revolving | to Term   |
| Amortized Cost Basis by Origination Year | Loans     | Loans     |
|  | Amortized | Amortized |

|                                  |           |             |              |            |            |            |             | Cost     |             |
|----------------------------------|-----------|-------------|--------------|------------|------------|------------|-------------|----------|-------------|
| dollars in thousands)            | 2023      | 2022        | 2021         | 2020       | 2019       | Prior      | Cost Basis  | Basis    | Total       |
| Commercial Lending               |           |             |              |            |            |            |             |          |             |
| Commercial and Industrial        |           |             |              |            |            |            |             |          |             |
| Risk rating:                     |           |             |              |            |            |            |             |          |             |
| Pass                             | \$ 85,839 | \$ 273,663  | \$ 346,024   | \$ 32,753  | \$146,893  | \$ 141,681 | \$ 971,065  | \$ 1,823 | \$1,999,74  |
| Special Mention                  | 1         | 44,069      | 80           | 653        | 1,032      | 1,290      | 22,807      | 14       | 69,94       |
| Substandard                      | _         | 342         | 230          | 677        | 1,686      | 829        | 8,330       | _        | 12,09       |
| Other <sup>(1)</sup>             | 15,978    | 11,598      | 4,814        | 2,370      | 1,702      | 1,125      | 45,981      |          | 83,56       |
| Total Commercial and Industrial  | 101,818   | 329,672     | 351,148      | 36,453     | 151,313    | 144,925    | 1,048,183   | 1,837    | 2,165,34    |
| Current period gross charge-offs | 130       | 70          | 75           | 87         | 168        | 2,952      | _           | _        | 3,48        |
| Commercial Real Estate           |           |             |              |            |            |            |             |          |             |
| Risk rating:                     |           |             |              |            |            |            |             |          |             |
| Pass                             | 346,369   | 872,783     | 676,362      | 337,529    | 523,446    | 1,414,613  | 74,238      | 1,350    | 4,246,69    |
| Special Mention                  | 2,307     | 7,618       | 41,320       | 1,359      | 13,550     | 11,998     | 819         | _        | 78,97       |
| Substandard                      | 205       | 5,079       | 2,003        | _          | 2,953      | 2,545      | 1,655       | _        | 14,44       |
| Other <sup>(1)</sup>             | _         | _           | . <u> </u>   |            | _          | 142        | _           | _        | 14          |
| Total Commercial Real Estate     | 348,881   | 885,480     | 719,685      | 338,888    | 539,949    | 1,429,298  | 76,712      | 1,350    | 4,340,24    |
| Current period gross charge-offs |           | _           | . <u> </u>   |            | 2,500      |            |             | _        | 2,50        |
| Construction                     |           |             |              |            |            |            |             |          |             |
| Risk rating:                     |           |             |              |            |            |            |             |          |             |
| Pass                             | 156,432   | 269,623     | 265,674      | 60,057     | 63,018     | 27,847     | 6,070       |          | 848,72      |
| Special Mention                  | _         | · —         | · <u> </u>   | - <u>-</u> | - 189      | 665        | _           | _        | 8           |
| Other <sup>(1)</sup>             | 12,728    | 21,036      | 8,250        | 2,143      | 2,031      | 3,820      | 709         |          | 50,7        |
| Total Construction               | 169,160   | 290,659     | 273,924      | 62,200     | 65,238     | 32,332     | 6,779       | _        | 900,2       |
| Current period gross charge-offs | _         | _           | _            | _          | -          | _          | . –         | _        |             |
| Lease Financing                  |           |             |              |            |            |            |             |          |             |
| Risk rating:                     |           |             |              |            |            |            |             |          |             |
| Pass                             | 145,914   | 82,833      | 18,680       | 31,791     | 30,299     | 68,520     | _           | _        | 378,03      |
| Special Mention                  | 56        | 137         | 414          | 35         | _          | _          | · –         | _        | 64          |
| Substandard                      | 712       | 416         |              | ·          | - 2        |            | ·           |          | 1,13        |
| Total Lease Financing            | 146,682   | 83,386      | 19,094       | 31,826     | 30,301     | 68,520     |             |          | 379,80      |
| Current period gross charge-offs | _         | _           | _            | . –        | _          | - –        | _           | _        |             |
| Total Commercial Lending         | \$766,541 | \$1,589,197 | \$ 1,363,851 | \$ 469,367 | \$ 786,801 | <u> </u>   | \$1,131,674 | \$ 3,187 | \$ 7,785,69 |
| Current period gross charge-offs | \$ 130    | \$ 70       | \$ 75        | \$ 87      | \$ 2,668   | \$ 2,952   | ¢           | \$ _     | \$ 5,98     |

|                        | Term Loans  Amortized Cost Basis by Origination Year |         |    |            |            |         |    |         |   | Revolving<br>Loans | Revolving Loans Converted g to Term Loans |    |              |           |
|------------------------|--|---------|----|------------|------------|---------|----|---------|---|--------------------|---|----|--------------|-----------|
| (continued)            |  |         |    |            |            |         |    |         |   |                    | Amortized                                 |    | ortized      |           |
| (dollars in thousands) |  | 2023    |    | 2022       | 2021       | 2020    |    | 2019    |   | Prior              | Cost Basis                                |    | Cost<br>asis | Total     |
| Residential Lending    |  |         |    |            |            |         |    |         |   |                    |   |    |              | _         |
| Residential Mortgage   |  |         |    |            |            |         |    |         |   |                    |   |    |              |           |
| FICO:                  |  |         |    |            |            |         |    |         |   |                    |   |    |              |           |
| 740 and greater        | \$   | 211,598 | \$ | 529,296 \$ | 999,522 \$ | 529,881 | \$ | 227,058 | 5 | 987,251            | \$ —                                      | \$ | — \$         | 3,484,606 |
| 680 - 739              |  | 36,975  |    | 67,205     | 117,337    | 68,122  |    | 33,148  |   | 130,387            | _   |    | _            | 453,174   |
| 620 - 679              |  | 3,544   |    | 16,395     | 19,184     | 12,811  |    | 4,096   |   | 38,987             | _   |    | _            | 95,017    |
| 550 - 619              |  | 1,305   |    | 6,521      | 1,917      | 2,492   |    | 398     |   | 11,679             | _   |    | _            | 24,312    |
| Less than 550          |  | _       |    | _          | 2,909      | 2,017   |    | 582     |   | 6,439              | _   |    | _            | 11,947    |
| No Score (3)           |  | 9,137   |    | 19,311     | 11,492     | 6,043   |    | 9,679   |   | 51,109             | _   |    | _            | 106,771   |

| Other (2)                                   |    | 15,802  |    | 17,528  |      | 17,432   |      | 12,534     |      | 8,599     |     | 25,513   |      | 10,080    |    |       |    | 107,488    |
|---|----|---------|----|---------|------|----------|------|------------|------|-----------|-----|----------|------|-----------|----|-------|----|------------|
| Total Residential                           |    |         |    |         |      |          |      |            |      |           |     |          |      |           |    |       |    |            |
| Mortgage                                    |    | 278,361 |    | 656,256 | _1   | ,169,793 |      | 633,900    | _    | 283,560   | _1  | ,251,365 | _    | 10,080    |    |       | _  | 4,283,315  |
| Current period gross                        |    |         |    |         |      |          |      |            |      |           |     |          |      |           |    |       |    |            |
| charge-offs                                 |    | _       |    | _       |      | _        |      | _          |      | _         |     | 122      |      | _         |    | _     |    | 122        |
| Home Equity Line                            |    |         |    |         |      |          |      |            |      |           |     |          |      |           |    |       |    |            |
| FICO:                                       |    |         |    |         |      |          |      |            |      |           |     |          |      |           |    |       |    |            |
| 740 and greater                             |    |         |    | _       |      | _        |      | _          |      |           |     | _        |      | 964,932   |    | 1,511 |    | 966,443    |
| 680 - 739                                   |    | _       |    | _       |      | _        |      | _          |      | _         |     | _        |      | 151,716   |    | 1,920 |    | 153,636    |
| 620 - 679                                   |    | _       |    | _       |      | _        |      | _          |      | _         |     | _        |      | 36,541    |    | 1,189 |    | 37,730     |
| 550 - 619                                   |    |         |    | _       |      | _        |      | _          |      |           |     | _        |      | 9,896     |    | 1,012 |    | 10,908     |
| Less than 550                               |    | _       |    | _       |      | _        |      | _          |      | _         |     | _        |      | 4,488     |    | 100   |    | 4,588      |
| No Score (3)                                |    | _       |    | _       |      | _        |      | _          |      | _         |     | _        |      | 1,283     |    | _     |    | 1,283      |
| Total Home Equity Line                      |    | _       |    | _       |      |          |      |            |      |           |     |          | 1    | 1,168,856 |    | 5,732 |    | 1,174,588  |
| Current period gross                        | _  |         |    |         | _    |          |      |            |      |           | _   |          |      | ,,        |    | -, -  | _  | , , , ,    |
| charge-offs                                 |    | _       |    | _       |      | _        |      | _          |      | _         |     | _        |      | 273       |    | 19    |    | 292        |
| -   |    |         |    |         |      |          |      |            |      |           |     |          |      |           |    |       |    |            |
| Total Residential Lending                   | \$ | 278,361 | \$ | 656,256 | \$ 1 | ,169,793 | \$   | 633,900    | \$   | 283,560   | \$1 | ,251,365 | \$1  | 1,178,936 | \$ | 5,732 | \$ | 5,457,903  |
| Current period gross                        |    |         |    |         |      |          |      |            |      |           |     |          |      |           |    |       | -  |            |
| charge-offs                                 | \$ | _       | \$ | _       | \$   | _        | \$   | _          | \$   | _         | \$  | 122      | \$   | 273       | \$ | 19    | \$ | 414        |
| Consumer Lending                            |    |         |    |         |      |          |      |            |      |           |     |          |      |           |    |       |    |            |
| FICO:                                       |    |         |    |         |      |          |      |            |      |           |     |          |      |           |    |       |    |            |
| 740 and greater                             |    | 92,117  |    | 128,358 |      | 76,148   |      | 33,507     |      | 21,819    |     | 8,970    |      | 123,592   |    | 155   |    | 484,666    |
| 680 - 739                                   |    | 68,865  |    | 71,031  |      | 37,925   |      | 17,116     |      | 13,270    |     | 5,690    |      | 76,645    |    | 401   |    | 290,943    |
| 620 - 679                                   |    | 28,533  |    | 29,229  |      | 16,919   |      | 7,843      |      | 7,972     |     | 4,624    |      | 35,210    |    | 781   |    | 131,111    |
| 550 - 619                                   |    | 4,996   |    | 10,859  |      | 7,760    |      | 4,917      |      | 4,651     |     | 2,986    |      | 13,223    |    | 925   |    | 50,317     |
| Less than 550                               |    | 1,790   |    | 6,370   |      | 4,842    |      | 2,796      |      | 2,905     |     | 2,040    |      | 5,222     |    | 455   |    | 26,420     |
| No Score (3)                                |    | 1,545   |    | 229     |      | · _      |      | <i>'</i> _ |      | 1         |     | 10       |      | 42,933    |    | 136   |    | 44,854     |
| Other <sup>(2)</sup>                        |    | 361     |    | 368     |      | 982      |      | 335        |      | 1,059     |     | 1        |      | 78,484    |    |       |    | 81,590     |
|   | •  | 198,207 | ¢  | 246,444 | •    | 144,576  | ¢    | 66,514     | ¢    | 51,677    | •   |          | \$   | 375,309   | •  | 2,853 | •  | 1,109,901  |
| Total Consumer Lending Current period gross | \$ | 190,201 | Φ  | 240,444 | φ    | 144,376  | Φ    | 00,314     | Ψ    | 31,077    | Ф   | 24,321   | Þ    | 373,309   | Ф  | 2,000 | Φ  | 1,109,901  |
| charge-offs                                 | \$ | 639     | ¢  | 2,400   | ¢    | 2,135    | ¢    | 1,142      | ¢    | 1,816     | ¢   | 2,622    | ¢    | 5,790     | ¢  | 566   | ¢  | 17,110     |
| charge ons                                  |    |         |    |         |      | 2,100    | Ψ    | 1,174      | Ψ    | 1,010     | Ψ   | 2,022    | Ψ    | 3,730     | Ψ  |       | Ψ  | 17,110     |
|   | Ψ  | 000     | Ψ  | _,      | ·    | ·        |      |            |      |           |     |          |      |           |    |       |    |            |
| Total Loans and Leases                      |    |         | _  |         | _    | .678.220 | \$ 1 | .169.781   | \$ 1 | 1.122.038 | \$2 | .950.761 | \$ 2 | 2.685.919 | \$ |       | \$ | 14.353.497 |
| Total Loans and Leases Current period gross |    |         | _  |         | _    | ,678,220 | \$ 1 | ,169,781   | \$ 1 | 1,122,038 | \$2 | ,950,761 | \$ 2 | 2,685,919 | \$ |       | \$ | 14,353,497 |

<sup>(1)</sup> Other credit quality indicators used for monitoring purposes are primarily FICO scores. The majority of the loans in this population were originated to borrowers with a prime FICO score.

## **GAAP to Non-GAAP Reconciliation**

Table 14

|                                       |                      | For t      | For the Year Ended |             |    |             |      |           |         |            |  |
|---------------------------------------|----------------------|------------|--------------------|-------------|----|-------------|------|-----------|---------|------------|--|
|                                       | December 31,<br>2023 |            |                    | ptember 30, | De | ecember 31, |      | Decem     | ber 31, |            |  |
| (dollars in thousands)                |                      |            |                    | 2023        |    | 2022        |      | 2023      |         | 2022       |  |
| Income Statement Data:                |                      |            |                    |             |    |             |      |           |         |            |  |
| Net income                            | \$                   | 47,502     | \$                 | 58,221      | \$ | 79,588      | \$   | 234,983   | \$      | 265,685    |  |
| Average total stockholders' equity    | \$                   | 2,374,669  | \$                 | 2,367,422   | \$ | 2,213,030   | \$ : | 2,346,713 | \$      | 2,321,606  |  |
| Less: average goodwill                |                      | 995,492    |                    | 995,492     |    | 995,492     |      | 995,492   |         | 995,492    |  |
| Average tangible stockholders' equity | \$                   | 1,379,177  | \$                 | 1,371,930   | \$ | 1,217,538   | \$   | 1,351,221 | \$      | 1,326,114  |  |
| Average total assets                  | \$                   | 24,404,727 | \$                 | 24,727,893  | \$ | 24,575,648  | \$ 2 | 4,625,445 | \$      | 24,964,422 |  |
| Less: average goodwill                |                      | 995,492    |                    | 995,492     |    | 995,492     |      | 995,492   |         | 995,492    |  |

<sup>(2)</sup> Other credit quality indicators used for monitoring purposes are primarily internal risk ratings. The majority of the loans in this population were graded with a "Pass" rating.

<sup>(3)</sup> No FICO scores are primarily related to loans and leases extended to non-residents. Loans and leases of this nature are primarily secured by collateral and/or are closely monitored for performance.

| Average tangible assets   | \$<br>23,409,235 | \$<br>23,732,401 | \$<br>23,580,156 | \$ 23,629,953 | \$23,968,930 |
|---|------------------|------------------|------------------|---------------|--------------|
| Return on average total stockholders' equity <sup>(1)</sup> Return on average tangible stockholders' equity | 7.94 %           | 9.76 %           | 14.27 %          | 10.01 %       | 11.44 %      |
| (non-GAAP) <sup>(1)</sup>   | 13.66 %          | 16.84 %          | 25.93 %          | 17.39 %       | 20.03 %      |
| Return on average total assets <sup>(1)</sup>   | 0.77 %           | 0.93%            | 1.28 %           | 0.95 %        | 1.06 %       |
| Return on average tangible assets (non-GAAP) <sup>(1)</sup>   | 0.81 %           | 0.97 %           | 1.34 %           | 0.99 %        | 1.11 %       |

| (dollars in thousands, except per share amounts)            | De       | As of ecember 31, 2023 | Se | As of ptember 30, 2023 | D  | As of<br>ecember 31,<br>2022 |
|---|----------|------------------------|----|------------------------|----|------------------------------|
| Balance Sheet Data:   | <u> </u> |                        |    |                        |    |                              |
| Total stockholders' equity                                  | \$       | 2,486,066              | \$ | 2,351,009              | \$ | 2,269,005                    |
| Less: goodwill  |          | 995,492                |    | 995,492                |    | 995,492                      |
| Tangible stockholders' equity                               | \$       | 1,490,574              | \$ | 1,355,517              | \$ | 1,273,513                    |
| Total assets  | \$       | 24,926,474             | \$ | 24,912,524             | \$ | 24,577,223                   |
| Less: goodwill  |          | 995,492                |    | 995,492                |    | 995,492                      |
| Tangible assets   | \$       | 23,930,982             | \$ | 23,917,032             | \$ | 23,581,731                   |
| Shares outstanding  |          | 127,618,761            |    | 127,609,934            |    | 127,363,327                  |
| Total stockholders' equity to total assets                  |          | 9.97 %                 |    | 9.44 %                 |    | 9.23 %                       |
| Tangible stockholders' equity to tangible assets (non-GAAP) |          | 6.23 %                 |    | 5.67 %                 |    | 5.40 %                       |
| Book value per share  | \$       | 19.48                  | \$ | 18.42                  | \$ | 17.82                        |
| Tangible book value per share (non-GAAP)                    | \$       | 11.68                  | \$ | 10.62                  | \$ | 10.00                        |

<sup>(1)</sup> Annualized for the three months ended December 31, 2023, September 30, 2023 and December 31, 2022.



Source: First Hawaiian, Inc.