UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): April 28, 2023

FIRST HAWAIIAN, INC.

(Exact Name of Registrant as Specified in Its Charter)

Delaware

(State or Other Jurisdiction of Incorporation)

001-14585 (Commission File Number)

99-0156159
(IRS Employer Identification No.)

999 Bishop St., 29th Floor Honolulu, Hawaii (Address of Principal Executive Offices)

96813

(Zip Code)

(808) 525-7000

(Registrant's Telephone Number, Including Area Code)

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant

under any of the following provisions: ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) □ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) □ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)) Securities registered pursuant to Section 12(b) of the Act: Title of each class: Trading Symbol(s) Name of each exchange on which registered: Common Stock, par value \$0.01 per share **FHB** NASDAQ Global Select Market Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). Emerging growth company If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. \Box

Item 2.02 Results of Operations and Financial Condition.

On April 28, 2023, First Hawaiian, Inc. (together with its consolidated subsidiary, "First Hawaiian") reported its earnings for the quarter ended March 31, 2023. A copy of First Hawaiian's press release containing this information is being furnished as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference.

All information provided in this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities under that Section, and shall not be deemed to be incorporated by reference into any filing of First Hawaiian under the Securities Act of 1933, as amended, or the Exchange Act except as expressly set forth by specific reference in such a filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

| Exhibit No. | Description |
|-------------|---|
| 99.1 | Press release of First Hawaiian, Inc. dated April 28, 2023 containing financial information for its quarter ended March 31, 2023. |
| 104 | Cover Page Interactive Data File - the cover page XBRL tags are embedded within the Inline XBRL document |

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

FIRST HAWAIIAN, INC.

Date: April 28, 2023 By: /s/ Robert S. Harrison

Robert S. Harrison

Chairman of the Board, President and Chief Executive

Officer

(Principal Executive Officer)



For Immediate Release

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

HONOLULU, Hawaii April 28, 2023--(Globe Newswire)--First Hawaiian, Inc. (NASDAQ:FHB), ("First Hawaiian" or the "Company") today reported financial results for its quarter ended March 31, 2023.

"Our first quarter results reflect the strength of our balance sheet, the value of our customer relationships and our commitment to the communities we serve," said Bob Harrison, Chairman, President and CEO. "Our financial results were solid, we grew capital and our credit quality metrics remained excellent. We remain well positioned to serve our customers and the community."

On April 26, 2023, the Company's Board of Directors declared a quarterly cash dividend of \$0.26 per share. The dividend will be payable on June 2, 2023, to stockholders of record at the close of business on May 22, 2023.

First Quarter 2023 Highlights:

- Net income of \$66.8 million, or \$0.52 per diluted share
- Total loans and leases increased \$129.3 million versus prior quarter
- Total deposits decreased \$407.5 million versus prior quarter
- Net interest margin decreased 4 basis points to 3.11%
- Recorded a \$8.8 million provision for credit losses
- Board of Directors declared a quarterly dividend of \$0.26 per share

Balance Sheet

Total assets were \$24.9 billion as of March 31, 2023, compared to \$24.6 billion as of December 31, 2022.

Gross loans and leases were \$14.2 billion as of March 31, 2023, an increase of \$129.3 million, or 0.9%, from \$14.1 billion as of December 31, 2022.

Total deposits were \$21.3 billion as of March 31, 2023, a decrease of \$407.5 million, or 1.9%, from \$21.7 billion as of December 31, 2022.

Net Interest Income

Net interest income for the first quarter of 2023 was \$167.2 million, a decrease of \$4.5 million, or 2.6%, compared to \$171.8 million for the prior quarter.

The net interest margin was 3.11% in the first quarter of 2023, a decrease of 4 basis points compared to 3.15% in the prior quarter.

Provision Expense

During the quarter ended March 31, 2023, we recorded a \$8.8 million provision for credit losses. In the quarter ended December 31, 2022, we recorded a \$3.0 million provision for credit losses.

Noninterest Income

Noninterest income was \$49.0 million in the first quarter of 2023, an increase of \$0.9 million compared to noninterest income of \$48.2 million in the prior quarter.

Noninterest Expense

Noninterest expense was \$118.6 million in the first quarter of 2023, an increase of \$4.6 million compared to noninterest expense of \$113.9 million in the prior quarter.

The efficiency ratio was 54.5% and 51.5% for the quarters ended March 31, 2023 and December 31, 2022, respectively.

Taxes

The effective tax rate was 24.8% and 22.8% for the quarters ended March 31, 2023 and December 31, 2022, respectively.

Asset Quality

The allowance for credit losses was \$147.1 million, or 1.03% of total loans and leases, as of March 31, 2023, compared to \$143.9 million, or 1.02% of total loans and leases, as of December 31, 2022. The reserve for unfunded commitments was \$36.2 million as of March 31, 2023, compared to \$33.8 million as of December 31, 2022. Net charge-offs were \$3.2 million, or 0.09% of average loans and leases on an annualized basis for the quarter ended March 31, 2023, compared to net charge-offs of \$3.5 million, or 0.10% of average loans and leases on an annualized basis, for the quarter ended December 31, 2022. Total non-performing assets were \$13.8 million, or 0.10% of total loans and leases and other real estate owned, on March 31, 2023, compared to total non-performing assets of \$12.0 million, or 0.09% of total loans and leases and other real estate owned, on December 31, 2022.

Capital

Total stockholders' equity was \$2.3 billion on March 31, 2023 and December 31, 2022.

The tier 1 leverage, common equity tier 1 and total capital ratios were 8.26%, 11.97% and 13.09%, respectively, on March 31, 2023, compared with 8.11%, 11.82% and 12.92%, respectively, on December 31, 2022.

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

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, 7:00 a.m. Hawaii Time.

To access the call by phone, please register via the following link:

https://register.vevent.com/register/BI2a46e3679b7649d98326df98e6359e6f, 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: www.fhb.com/earnings. 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. Further, statements about the potential effects of the COVID-19 pandemic on our businesses and financial results and conditions may constitute forward-looking statements and are subject to the risk that the actual effects may differ, possibly materially, from what is reflected in those forward-looking statements due to factors and future developments that are uncertain, unpredictable and in many cases beyond our control, including the scope and duration of the pandemic, actions taken by governmental authorities in response to the pandemic, and the direct and indirect impact of the pandemic on our customers, third parties and us. 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 forwardlooking statements, including (without limitation) the risks and uncertainties associated with the ongoing impacts of COVID-19, 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 December 31, 2022.

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

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(808) 525-6268 khaseyama@fhb.com **Media Contact:**

Lindsay Chambers (808) 525-6254 lchambers@fhb.com

Financial Highlights Table 1

| Financial Highlights | For the Three Months Ended | | | | | | | | | | |
|---|----------------------------|-------------------|----|----------------------|---------|-------------------|--|--|--|--|--|
| (dollars in thousands, except per share data) | | March 31, 2023 | Γ | December 31, 2022 | | March 31, 2022 | | | | | |
| Operating Results: | | | _ | | | | | | | | |
| Net interest income | \$ | 167,247 | \$ | 171,794 | \$ | 133,872 | | | | | |
| Provision for credit losses | | 8,800 | | 2,956 | | (5,747) | | | | | |
| Noninterest income | | 49,023 | | 48,151 | | 41,380 | | | | | |
| Noninterest expense | | 118,567 | | 113,922 | | 104,042 | | | | | |
| Net income | | 66,818 | | 79,588 | | 57,719 | | | | | |
| Basic earnings per share | | 0.52 | | 0.62 | | 0.45 | | | | | |
| Diluted earnings per share | | 0.52 | | 0.62 | | 0.45 | | | | | |
| Dividends declared per share | | 0.26 | | 0.26 | | 0.26 | | | | | |
| Dividend payout ratio | | 50.00 % | ó | 41.94 % | 57.78 % | | | | | | |
| Performance Ratios(1): | | | | | | | | | | | |
| Net interest margin | | 3.11 % | ó | 3.15 % | | 2.42 % | | | | | |
| Efficiency ratio | | 54.46 % | ó | 51.47 % | 59.04 % | | | | | | |
| Return on average total assets | | 1.10 % | ó | 1.28 % | 0.93 % | | | | | | |
| Return on average tangible assets (non-GAAP)(2) | | 1.15 % | ó | 1.34 % | 0.97 % | | | | | | |
| Return on average total stockholders' equity | | 11.78 % | ó | 14.27 % | 9.19 % | | | | | | |
| Return on average tangible stockholders' equity (non-GAAP)(2) | | 20.78 % | ó | 25.93 % | | 15.08 % | | | | | |
| Average Balances: | | | | | | | | | | | |
| Average loans and leases | \$ | 14,079,337 | \$ | 13,876,136 | \$ | 12,819,612 | | | | | |
| Average earning assets | | 21,873,259 | | 21,856,135 | | 22,463,209 | | | | | |
| Average assets | | 24,548,124 | | 24,575,648 | | 25,080,453 | | | | | |
| Average deposits | | 21,468,624 | | 21,725,177 | | 21,960,819 | | | | | |
| Average stockholders' equity | | 2,299,422 | | 2,213,030 | | 2,547,865 | | | | | |
| Market Value Per Share: | | | | | | | | | | | |
| Closing | | 20.63 | | 26.04 | | 27.89 | | | | | |
| High | | 28.28 | | 27.16 | | 31.16 | | | | | |
| Low | | 19.68 | | 24.06 | | 26.93 | | | | | |
| | | | | | | | | | | | |

| (dollars in thousands, except per share data) | As of March 31, 2023 | As of December 31, 2022 | | | As of March 31, 2022 |
|--|--------------------------------|-------------------------------|------------|-----|----------------------------|
| Balance Sheet Data: | | | | | |
| Loans and leases | \$ 14,221,272 | \$ | 14,092,012 | \$ | 12,891,743 |
| Total assets | 24,884,207 | | 24,577,223 | | 25,042,720 |
| Total deposits | 21,281,500 | | 21,689,029 | | 22,270,430 |
| Short-term borrowings | 250,000 | | 75,000 | | _ |
| Long-term borrowings | 500,000 | | _ | | _ |
| Total stockholders' equity | 2,329,012 | | 2,269,005 | | 2,285,149 |
| Per Share of Common Stock: | | | | | |
| Book value | \$ 18.26 | \$ | 17.82 | \$ | 17.90 |
| Tangible book value (non-GAAP) ⁽²⁾ | 10.45 | | 10.00 | | 10.10 |
| Asset Quality Ratios: | | | | | |
| Non-accrual loans and leases / total loans and leases | 0.10 % | | 0.08 % | 6 | 0.07 % |
| Allowance for credit losses for loans and leases / total loans and leases | 1.03 % | | 1.02 % | o o | 1.17 % |
| Capital Ratios: | | | | | |
| Common Equity Tier 1 Capital Ratio | 11.97 % | | 11.82 % | 6 | 12.27 % |
| Tier 1 Capital Ratio | 11.97 % | | 11.82 % | | 12.27 % |
| Total Capital Ratio | 13.09 % | | 12.92 % | | 13.48 % |
| Tier 1 Leverage Ratio | 8.26 % | | 8.11 % | | 7.50 % |
| Total stockholders' equity to total assets | 9.36 % | | 9.23 % | | 9.13 % |
| Tangible stockholders' equity to tangible assets (non-GAAP) ⁽²⁾ | 5.58 % | | 5.40 % | o o | 5.36 % |
| Non-Financial Data: | | | | | |
| Number of branches | 51 | | 51 | | 51 |
| Number of ATMs | 296 | | 294 | | 298 |
| Number of Full-Time Equivalent Employees | 2,100 | | 2,063 | | 2,022 |

⁽¹⁾ Except for the efficiency ratio, amounts are annualized for the three months ended March 31, 2023, December 31, 2022 and March 31, 2022.

⁽²⁾ 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 as the ratio of 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 12, GAAP to Non-GAAP Reconciliation.

| | For the Three Months Ended | | | | | | | | | |
|---|----------------------------|------------------|----|----------------|----|-----------------|--|--|--|--|
| | N | Tarch 31, | | cember 31, | | March 31, | | | | |
| (dollars in thousands, except per share amounts) | | 2023 | | 2022 | | 2022 | | | | |
| Interest income | | | | | | | | | | |
| Loans and lease financing | \$ | 172,339 | \$ | 159,526 | \$ | 103,732 | | | | |
| Available-for-sale investment securities | | 18,688 | | 18,714 | | 32,107 | | | | |
| Held-to-maturity investment securities | | 18,957 | | 19,137 | | _ | | | | |
| Other | | 3,561 | | 3,088 | | 782 | | | | |
| Total interest income | | 213,545 | | 200,465 | | 136,621 | | | | |
| Interest expense | | | | | | | | | | |
| Deposits | | 43,284 | | 28,202 | | 2,749 | | | | |
| Short-term and long-term borrowings | | 2,563 | | 469 | | _ | | | | |
| Other | | 451 | | | | | | | | |
| Total interest expense | | 46,298 | | 28,671 | | 2,749 | | | | |
| Net interest income | | 167,247 | | 171,794 | | 133,872 | | | | |
| Provision for credit losses | | 8,800 | | 2,956 | | (5,747) | | | | |
| Net interest income after provision for credit losses | | 158,447 | | 168,838 | | 139,619 | | | | |
| Noninterest income | | | | | | | | | | |
| Service charges on deposit accounts | | 7,231 | | 7,376 | | 7,501 | | | | |
| Credit and debit card fees | | 16,298 | | 16,376 | | 14,850 | | | | |
| Other service charges and fees | | 9,162 | | 9,185 | | 9,654 | | | | |
| Trust and investment services income | | 9,614 | | 9,023 | | 8,883 | | | | |
| Bank-owned life insurance | | 5,120 | | 2,865 | | (417) | | | | |
| Other | | 1,598 | | 3,326 | | 909 | | | | |
| Total noninterest income | | 49,023 | | 48,151 | | 41,380 | | | | |
| Noninterest expense | | | | | | | | | | |
| Salaries and employee benefits | | 56,032 | | 49,629 | | 48,226 | | | | |
| Contracted services and professional fees | | 16,313 | | 17,638 | | 17,147 | | | | |
| Occupancy | | 7,782 | | 8,175 | | 7,410 | | | | |
| Equipment | | 9,736 | | 9,984 | | 5,977 | | | | |
| Regulatory assessment and fees | | 3,836 | | 2,591 | | 2,224 | | | | |
| Advertising and marketing | | 1,994 8,085 | | 2,072 8,681 | | 2,028 | | | | |
| Card rewards program Other | | 14,789 | | 15,152 | | 6,883 14,147 | | | | |
| | | 118,567 | | 113,922 | | 104,042 | | | | |
| Total noninterest expense | | 88,903 | | | _ | | | | | |
| Income before provision for income taxes Provision for income taxes | | 88,903 22,085 | | 103,067 | | 76,957 | | | | |
| | | | Ф | 23,479 | ф | 19,238 | | | | |
| Net income | \$ | 66,818 | 3 | 79,588 | 3 | 57,719 | | | | |
| Basic earnings per share | \$ | 0.52 | \$ | 0.62 | \$ | 0.45 | | | | |
| Diluted earnings per share | \$ | 0.52 | \$ | 0.62 | \$ | 0.45 | | | | |
| Basic weighted-average outstanding shares | | 127,453,820 | | 127,356,795 | | 127,556,242 | | | | |
| Diluted weighted-average outstanding shares | | 128,033,812 | | 127,894,773 | | 128,121,126 | | | | |

| Consolidated Balance Sheets | March 31, | | 1 | December 31, | | Table 3 March 31, |
|--|-----------|------------|----|--------------|----|-------------------|
| (dollars in thousands) | | 2023 | | 2022 | | 2022 |
| Assets | | | | | | |
| Cash and due from banks | \$ | 253,705 | \$ | 297,502 | \$ | 274,022 |
| Interest-bearing deposits in other banks | | 611,887 | | 229,122 | | 1,352,138 |
| Investment securities: | | | | | | |
| Available-for-sale, at fair value (amortized cost: \$3,427,708 as of March 31, 2023, | | | | | | |
| \$3,549,599 as of December 31, 2022 and \$8,733,170 as of March 31, 2022) | | 3,054,280 | | 3,151,133 | | 8,062,384 |
| Held-to-maturity, at amortized cost (fair value: \$3,824,478 as of March 31, 2023, | | | | | | |
| \$3,814,822 as of December 31, 2022 and nil as of March 31, 2022) | | 4,261,361 | | 4,320,639 | | |
| Loans and leases | | 14,221,272 | | 14,092,012 | | 12,891,743 |
| Less: allowance for credit losses | | 147,122 | | 143,900 | | 150,280 |
| Net loans and leases | | 14,074,150 | | 13,948,112 | | 12,741,463 |
| | | | | | | |
| Premises and equipment, net | | 278,121 | | 280,355 | | 315,766 |
| Other real estate owned and repossessed personal property | | 91 | | 91 | | |
| Accrued interest receivable | | 79,200 | | 78,194 | | 61,561 |
| Bank-owned life insurance | | 473,255 | | 473,067 | | 471,401 |
| Goodwill | | 995,492 | | 995,492 | | 995,492 |
| Mortgage servicing rights | | 6,299 | | 6,562 | | 7,650 |
| Other assets | | 796,366 | _ | 796,954 | _ | 760,843 |
| Total assets | \$ | 24,884,207 | \$ | 24,577,223 | \$ | 25,042,720 |
| Liabilities and Stockholders' Equity | | | | | | |
| Deposits: | | | | | | |
| Interest-bearing | \$ | 12,579,155 | \$ | 12,824,383 | \$ | 12,504,821 |
| Noninterest-bearing | | 8,702,345 | | 8,864,646 | | 9,765,609 |
| Total deposits | | 21,281,500 | | 21,689,029 | | 22,270,430 |
| Short-term borrowings | | 250,000 | | 75,000 | | |
| Long-term borrowings | | 500,000 | | _ | | _ |
| Retirement benefits payable | | 101,622 | | 102,577 | | 134,323 |
| Other liabilities | | 422,073 | | 441,612 | | 352,818 |
| Total liabilities | | 22,555,195 | | 22,308,218 | | 22,757,571 |
| | | | | | | |
| Stockholders' equity | | | | | | |
| Common stock (\$0.01 par value; authorized 300,000,000 shares; | | | | | | |
| issued/outstanding: 141,291,086 / 127,573,680 shares as of March 31, 2023, | | | | | | |
| issued/outstanding: 140,963,918 / 127,363,327 shares as of December 31, 2022 | | | | | | |
| and issued/outstanding: 140,875,595 / 127,686,307 shares as of March 31, 2022) | | 1,413 | | 1,410 | | 1,409 |
| Additional paid-in capital | | 2,540,653 | | 2,538,336 | | 2,530,795 |
| Retained earnings | | 769,791 | | 736,544 | | 628,642 |
| Accumulated other comprehensive loss, net | | (611,679) | | (639,254) | | (517,502) |
| Treasury stock (13,717,406 shares as of March 31, 2023, 13,600,591 shares as of | | | | | | |
| December 31, 2022 and 13,189,288 shares as of March 31, 2022) | | (371,166) | | (368,031) | | (358,195) |
| Total stockholders' equity | | 2,329,012 | | 2,269,005 | | 2,285,149 |
| Total liabilities and stockholders' equity | \$ | 24,884,207 | \$ | 24,577,223 | \$ | 25,042,720 |

| Average Balances and Interest Rates | | | | | | | | | | | | Table 4 |
|--|----------|--------------------|----|----------------------|----------------|--------------------|----|----------------------|----------------|--------------------|-------------------------|----------------|
| | | | | ths Ende 31, 2023 | d | | | ths End r 31, 202 | | | Months Endorch 31, 2022 | ed |
| (dollars in millions) | | Average Balance | | ncome/ xpense | Yield/ Rate | Average Balance | | come/ | Yield/ Rate | Average Balance | Income/ Expense | Yield/ Rate |
| Earning Assets | | | | - pense | | Dumite | | грепос | | Duluite | Lipense | |
| Interest-Bearing Deposits in Other Banks | \$ | 299.6 | \$ | 3.4 | 4.60 % | \$ 321.3 | \$ | 2.9 | 3.64 % | \$ 1,138.3 | \$ 0.6 | 0.20 % |
| Available-for-Sale Investment Securities | Ψ | 2//.0 | Ψ | 0 | 1.00 /0 | Ψ 521.5 | Ψ | 2.7 | 5.01 70 | Ψ 1,130.5 | Ψ 0.0 | 0.20 70 |
| Taxable | | 3,081.4 | | 18.4 | 2.39 | 3,180.8 | | 18.3 | 2.30 | 7,800.3 | 29.2 | 1.50 |
| Non-Taxable | | 31.1 | | 0.4 | 5.55 | 37.9 | | 0.5 | 5.42 | 636.7 | 3.6 | 2.32 |
| Held-to-Maturity Investment Securities | | | | | | | | | | 00011 | | |
| Taxable | | 3,683.8 | | 15.7 | 1.70 | 3,754.9 | | 15.8 | 1.69 | _ | _ | _ |
| Non-Taxable | | 612.2 | | 4.1 | 2.74 | 613.4 | | 4.2 | 2.69 | _ | _ | _ |
| Total Investment Securities | | 7,408.5 | | 38.6 | 2.09 | 7,587.0 | | 38.8 | 2.04 | 8,437.0 | 32.8 | 1.56 |
| Loans Held for Sale | | 0.1 | _ | | 5.53 | 0.1 | _ | | 6.50 | 1.2 | | 2.02 |
| Loans and Leases(1) | | 0.1 | | | | 0.1 | | | 0.50 | 1.2 | | 2.02 |
| Commercial and industrial | | 2,192,9 | | 32.4 | 5.98 | 2.126.3 | | 28.1 | 5.24 | 1.973.1 | 14.6 | 3.01 |
| Commercial real estate | | 4,105.7 | | 58.3 | 5.76 | 4,116.8 | | 53.9 | 5.19 | 3,632.2 | 25.8 | 2.88 |
| Construction | | 873.9 | | 14.7 | 6.83 | 804.4 | | 11.8 | 5.83 | 766.9 | 5.7 | 3.03 |
| Residential: | | | | | | | | | | | | |
| Residential mortgage | | 4,307.0 | | 38.4 | 3.57 | 4,280.6 | | 38.1 | 3.56 | 4,111.0 | 34.8 | 3.38 |
| Home equity line | | 1.074.9 | | 8.7 | 3.27 | 1.029.7 | | 8.1 | 3.10 | 891.6 | 5.5 | 2.48 |
| Consumer | | 1,213.5 | | 17.2 | 5.75 | 1,220.9 | | 17.1 | 5.55 | 1,218.6 | 15.6 | 5.19 |
| Lease financing | | 311.4 | | 3.1 | 4.10 | 297.4 | | 2.9 | 3.92 | 226.2 | 1.9 | 3.42 |
| Total Loans and Leases | _ | 14,079.3 | _ | 172.8 | 4.96 | 13,876.1 | _ | 160.0 | 4.58 | 12,819.6 | 103.9 | 3.27 |
| Other Earning Assets | _ | 85.8 | _ | 0.2 | 0.76 | 71.6 | _ | 0.2 | 0.80 | 67.1 | 0.2 | 1.31 |
| Total Earning Assets(2) | _ | 21,873.3 | _ | 215.0 | 3.97 | 21,856.1 | _ | 201.9 | 3.67 | 22,463.2 | 137.5 | 2.47 |
| Cash and Due from Banks | _ | 286.1 | _ | 213.0 | 3.71 | 286.4 | _ | 201.9 | 3.07 | 292.1 | 137.3 | 2.47 |
| Other Assets | | 2,388.7 | | | | 2,433.1 | | | | 2,325.2 | | |
| Total Assets | \$ | 24,548.1 | | | | \$ 24,575.6 | | | | \$ 25.080.5 | | |
| Iotai Assets | <u> </u> | 24,546.1 | | | | \$ 24,373.0 | | | | \$ 25,080.5 | | |
| Interest-Bearing Liabilities | | | | | | | | | | | | |
| Interest-Bearing Deposits | | | | | | | | | | | | |
| Savings | \$ | 6,354.3 | \$ | 13.9 | 0.89 % | \$ 6,455.5 | \$ | 10.3 | 0.63 % | 6,668.4 | \$ 0.5 | 0.03 % |
| Money Market | | 3,853.5 | | 14.3 | 1.50 | 4,012.9 | | 9.8 | 0.97 | 4,048.9 | 0.5 | 0.05 |
| Time | | 2,515.6 | | 15.1 | 2.44 | 2,163.2 | | 8.1 | 1.48 | 1,748.5 | 1.7 | 0.39 |
| Total Interest-Bearing Deposits | | 12,723.4 | | 43.3 | 1.38 | 12,631.6 | | 28.2 | 0.89 | 12,465.8 | 2.7 | 0.09 |
| Federal Funds Purchased | | 67.1 | | 0.7 | 4.43 | 45.5 | | 0.5 | 4.09 | _ | _ | _ |
| Other Short-Term Borrowings | | 52.8 | | 0.7 | 5.02 | | | _ | | | | _ |
| Long-Term Borrowings | | 105.5 | | 1.2 | 4.52 | _ | | _ | _ | _ | _ | _ |
| Other Interest-Bearing Liabilities | | 42.8 | | 0.4 | 4.27 | | | | | | | |
| Total Interest-Bearing Liabilities | | 12,991.6 | _ | 46.3 | 1.45 | 12,677.1 | _ | 28.7 | 0.90 | 12,465.8 | 2.7 | 0.09 |
| Net Interest Income | | | \$ | 168.7 | | | \$ | 173.2 | | | \$ 134.8 | |
| Interest Rate Spread | | | | | 2.52 % | | | | 2.77 % | | | 2.38 % |
| Net Interest Margin | | | | | 3.11 % | | | | 3.15 % | | | 2.42 % |
| Noninterest-Bearing Demand Deposits | | 8,745.2 | | | | 9,093.6 | | | | 9,495.0 | | |
| Other Liabilities | | 511.9 | | | | 591.9 | | | | 571.8 | | |
| Stockholders' Equity | | 2,299.4 | | | | 2,213.0 | | | | 2,547.9 | | |
| Total Liabilities and Stockholders' Equity | \$ | 24,548.1 | | | | \$ 24,575.6 | | | | \$ 25,080.5 | | |

⁽¹⁾ 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.

⁽²⁾ Interest income includes taxable-equivalent basis adjustments of \$1.4 million, \$1.4 million and \$1.0 million for the three months ended March 31, 2023, December 31, 2022 and March 31, 2022, respectively.

| | | onths Ended M ared to Decem | Tarch 31, 2023 her 31, 2022 |
|--|----------|--------------------------------|--------------------------------|
| (dollars in millions) | Volume | Rate | Total |
| Change in Interest Income: | | | |
| Interest-Bearing Deposits in Other Banks | \$ (0.2) | \$ 0.7 | \$ 0.5 |
| Available-for-Sale Investment Securities | | | |
| Taxable | (0.6) | 0.7 | 0.1 |
| Non-Taxable | (0.1) | _ | (0.1) |
| Held-to-Maturity Investment Securities | | | |
| Taxable | (0.2) | 0.1 | (0.1) |
| Non-Taxable | (0.1) | _ | (0.1) |
| Total Investment Securities | (1.0) | 0.8 | (0.2) |
| Loans and Leases | | | |
| Commercial and industrial | 0.8 | 3.5 | 4.3 |
| Commercial real estate | (0.2) | 4.6 | 4.4 |
| Construction | 1.0 | 1.9 | 2.9 |
| Residential: | | | |
| Residential mortgage | 0.2 | 0.1 | 0.3 |
| Home equity line | 0.3 | 0.3 | 0.6 |
| Consumer | (0.2) | 0.3 | 0.1 |
| Lease financing | 0.1 | 0.1 | 0.2 |
| Total Loans and Leases | 2.0 | 10.8 | 12.8 |
| Total Change in Interest Income | 0.8 | 12.3 | 13.1 |
| | | | |
| Change in Interest Expense: | | | |
| Interest-Bearing Deposits | | | |
| Savings | (0.2) | 3.8 | 3.6 |
| Money Market | (0.4) | 4.9 | 4.5 |
| Time | 1.4 | 5.6 | 7.0 |
| Total Interest-Bearing Deposits | 0.8 | 14.3 | 15.1 |
| Federal Funds Purchased | 0.2 | | 0.2 |
| Other Short-Term Borrowings | 0.7 | _ | 0.7 |
| Long-Term Borrowings | 1.2 | _ | 1.2 |
| Other Interest-Bearing Liabilities | 0.4 | _ | 0.4 |
| Total Change in Interest Expense | 3.3 | 14.3 | 17.6 |
| Change in Net Interest Income | \$ (2.5) | \$ (2.0) | \$ (4.5) |
| | | | |

Loans and Leases Table 7

| (dollars in thousands) | March 31, 2023 | | | | | | December 31, 2022 | | March 31, 2022 |
|---|-------------------|------------|----|------------|------------------|--|----------------------|--|-------------------|
| Commercial and industrial: | | _ | | _ | | | | | |
| Commercial and industrial excluding Paycheck Protection Program loans | \$ | 2,254,506 | \$ | 2,217,604 | \$ 1,817,346 | | | | |
| Paycheck Protection Program loans | | 13,826 | | 18,293 | 106,188 | | | | |
| Total commercial and industrial | | 2,268,332 | | 2,235,897 | 1,923,534 | | | | |
| Commercial real estate | | 4,106,200 | | 4,132,309 | 3,759,980 | | | | |
| Construction | | 913,959 | | 844,643 | 708,300 | | | | |
| Residential: | | | | | | | | | |
| Residential mortgage | | 4,318,742 | | 4,302,788 | 4,153,824 | | | | |
| Home equity line | | 1,095,365 | | 1,055,351 | 918,101 | | | | |
| Total residential | | 5,414,107 | | 5,358,139 | 5,071,925 | | | | |
| Consumer | | 1,191,552 | | 1,222,934 | 1,204,834 | | | | |
| Lease financing | | 327,122 | | 298,090 | 223,170 | | | | |
| Total loans and leases | \$ | 14,221,272 | \$ | 14,092,012 | \$ 12,891,743 | | | | |

| Deposits | | | | | Table 8 |
|------------------------|-------------------|----------------------|------------|----|-------------------|
| (dollars in thousands) | March 31, 2023 | December 31, 2022 | | | March 31, 2022 |
| Demand | \$ 8,702,345 | \$ | 8,864,646 | \$ | 9,765,609 |
| Savings | 6,173,398 | | 6,382,910 | | 6,812,758 |
| Money Market | 3,818,355 | | 3,965,423 | | 3,990,225 |
| Time | 2,587,402 | | 2,476,050 | | 1,701,838 |
| Total Deposits | \$ 21,281,500 | \$ | 21,689,029 | \$ | 22,270,430 |

| Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More | | | | | | Table 9 |
|--|--------------|------------------|----------------------|------------|----|-------------------|
| (dollars in thousands) | M | arch 31, 2023 | December 31, 2022 | | 1 | March 31, 2022 |
| Non-Performing Assets | | | | | | |
| Non-Accrual Loans and Leases | | | | | | |
| Commercial Loans: | | | | | | |
| Commercial and industrial | \$ | 1,158 | \$ | 1,215 | \$ | 707 |
| Commercial real estate | | 727 | | 727 | | 727 |
| Lease financing | | _ | | _ | | 75 |
| Total Commercial Loans | | 1,885 | | 1,942 | | 1,509 |
| Residential Loans: | | | | | | |
| Residential mortgage | | 6,896 | | 6,166 | | 7,092 |
| Home equity line | | 4,903 | | 3,797 | | ´ — |
| Total Residential Loans | | 11,799 | | 9,963 | | 7,092 |
| Total Non-Accrual Loans and Leases | | 13,684 | | 11,905 | | 8,601 |
| Other Real Estate Owned | | 91 | | 91 | | |
| Total Non-Performing Assets | S | 13,775 | S | 11,996 | S | 8,601 |
| - Committee of the comm | - | | ÷ | | _ | -,, |
| Accruing Loans and Leases Past Due 90 Days or More | | | | | | |
| Commercial Loans: | | | | | | |
| Commercial and industrial | \$ | 461 | \$ | 291 | S | 591 |
| Commercial real estate | | 1,346 | Ψ | | ų. | _ |
| Construction | | 102 | | _ | | _ |
| Total Commercial Loans | | 1,909 | _ | 291 | | 591 |
| Residential Loans: | | 1,707 | _ | | | 571 |
| Residential mortgage | | 58 | | 58 | | 13 |
| Home equity line | | _ | | _ | | 2,252 |
| Total Residential Loans | | 58 | | 58 | | 2,265 |
| Consumer | | 2,502 | _ | 2,885 | _ | 1,588 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 4,469 | \$ | 3,234 | \$ | 4,444 |
| Total Ling Bound and Bounds Lucy Duly VI Profe | | ,,,,, | ÷ | -, | É | , |
| Total Loans and Leases | \$ | 14,221,272 | \$ | 14,092,012 | \$ | 12,891,743 |
| Iven Louis and Leases | Ψ | , ;- /- | | ,, 2,012 | | ,-,-,,,,, |

| Allowance for Credit Losses and Reserve for Unfunded Commitments | Table | | | | | | | |
|---|------------------|------------|---------------|----|------------|--|--|--|
| | | | hree Months E | | | | | |
| | March 31, | D | ecember 31, | | March 31, | | | |
| (dollars in thousands) | 2023 | 2022 | | | 2022 | | | |
| | \$ 177,735 | \$ | 178,304 | \$ | 187,584 | | | |
| Loans and Leases Charged-Off | | | | | | | | |
| Commercial and industrial | (791) | | (735) | | (706) | | | |
| Residential Loans: | | | | | | | | |
| Residential mortgage | (122) | | (102) | | (42) | | | |
| Home equity line | (135) | | (12) | | (43) | | | |
| Total Residential Loans | (257) | | (114) | | (43) | | | |
| Consumer | (4,782) | | (5,094) | | (4,109) | | | |
| Total Loans and Leases Charged-Off | (5,830) | | (5,943) | | (4,858) | | | |
| Recoveries on Loans and Leases Previously Charged-Off | | | <u> </u> | | | | | |
| Commercial Loans: | | | | | | | | |
| Commercial and industrial | 246 | | 303 | | 53 | | | |
| Commercial real estate | | | | | 14 | | | |
| Total Commercial Loans | 246 | | 303 | | 67 | | | |
| Residential Loans: | | | | | | | | |
| Residential mortgage | 27 | | 173 | | 16 | | | |
| Home equity line | 177 | | 138 | | 28 | | | |
| Total Residential Loans | 204 | | 311 | | 44 | | | |
| Consumer | 2,166 | | 1,804 | | 2,148 | | | |
| Total Recoveries on Loans and Leases Previously Charged-Off | 2,616 | | 2,418 | | 2,259 | | | |
| Net Loans and Leases Charged-Off | (3,214) | | (3,525) | | (2,599) | | | |
| Provision for Credit Losses | 8,800 | | 2,956 | | (5,747) | | | |
| Balance at End of Period | \$ 183,321 | \$ | 177,735 | \$ | 179,238 | | | |
| Components: | | | | | | | | |
| Allowance for Credit Losses | \$ 147,122 | \$ | 143,900 | \$ | 150,280 | | | |
| Reserve for Unfunded Commitments | 36,199 | | 33,835 | | 28,958 | | | |
| Total Allowance for Credit Losses and Reserve for Unfunded Commitments | \$ 183,321 | \$ | 177,735 | \$ | 179,238 | | | |
| Average Loans and Leases Outstanding | \$ 14,079,337 | \$ | 13,876,136 | \$ | 12,819,612 | | | |
| Ratio of Net Loans and Leases Charged-Off to Average Loans and Leases Outstanding(1) | 0.09 % | ó <u> </u> | 0.10 % | | 0.08 % | | | |
| Ratio of Allowance for Credit Losses for Loans and Leases to Loans and Leases Outstanding | 1.03 % | ó | 1.02 % | , | 1.17 % | | | |
| Ratio of Allowance for Credit Losses for Loans and Leases to Non-accrual Loans and Leases | 10.75x | | 12.09x | | 17.47x | | | |

 $^{^{(1)}\}quad \text{Annualized for the three months ended March 31, 2023, December 31, 2022 and March 31, 2022.}$

| | | Amort | Term ized Cost Basi | Loans s by Originatio | on Year | | Revolving Loans | Revolving Loans Converted to Term Loans | |
|------------------------------------|-----------------|---------|------------------------|--------------------------|-----------|-----------|-------------------------|---|--------------|
| (dollars in thousands) | thousands) 2023 | | 2022 2021 | | 2020 2019 | | Amortized Cost Basis | Amortized Cost Basis | Total |
| Commercial Lending | | | | | | | | | - |
| Commercial and Industrial | | | | | | | | | |
| Risk rating: | | | | | | | | | |
| Pass | \$ 66,587 | | | | | | | | |
| Special Mention | 152 | 16,591 | 202 | 994 | 2,526 | 1,548 | 2,557 | 283 | 24,853 |
| Substandard | _ | 594 | 274 | 1,058 | 958 | 1,422 | 11,043 | 41 | 15,390 |
| Other (1) | 5,223 | 14,426 | 6,965 | 3,780 | 3,312 | 2,287 | 44,050 | | 80,043 |
| Total Commercial and Industrial | 71,962 | 370,145 | 419,900 | 54,392 | 174,494 | 184,248 | 979,301 | 13,890 | 2,268,332 |
| Current period gross charge-offs | _ | 60 | | _ | 20 | 711 | _ | | 791 |
| Commercial Real Estate | | | | | | | | | |
| Risk rating: | | | | | | | | | |
| Pass | 105,554 | 880,292 | 661,523 | 321,162 | 521,596 | 1,533,711 | 56,034 | _ | 4,079,872 |
| Special Mention | _ | 163 | _ | 551 | 7,031 | 11,490 | 659 | _ | 19,894 |
| Substandard | _ | _ | _ | 172 | _ | 5,808 | 305 | _ | 6,285 |
| Other (1) | | | | | | 149 | | | 149 |
| Total Commercial Real Estate | 105,554 | 880,455 | 661,523 | 321,885 | 528,627 | 1,551,158 | 56,998 | | 4,106,200 |
| Current period gross charge-offs | _ | | _ | | _ | | _ | _ | _ |
| Construction | | | | | | | | | |
| Risk rating: | | | | | | | | | |
| Pass | 15,219 | 152,263 | 333,608 | 89,515 | 103,855 | 141,243 | 20,349 | | 856,052 |
| Special Mention | _ | _ | _ | _ | 213 | _ | _ | _ | 213 |
| Substandard | _ | _ | | _ | _ | 486 | _ | | 486 |
| Other (1) | 817 | 29,615 | 16,206 | 2,991 | 2,160 | 4,478 | 941 | | 57,208 |
| Total Construction | 16,036 | 181,878 | 349,814 | 92,506 | 106,228 | 146,207 | 21,290 | | 913,959 |
| Current period gross charge-offs | _ | _ | _ | _ | _ | _ | _ | _ | _ |
| Lease Financing | | | | | | | | | |
| Risk rating: | | | | | | | | | |
| Pass | 51,664 | 99,102 | 22,653 | 42,081 | 37,333 | 72,254 | _ | _ | 325,087 |
| Special Mention | _ | _ | 388 | 82 | _ | _ | _ | _ | 470 |
| Substandard | | | | 184 | 9 | 1,372 | | | 1,565 |
| Total Lease Financing | 51,664 | 99,102 | 23,041 | 42,347 | 37,342 | 73,626 | | | 327,122 |
| Current period gross charge-offs | _ | _ | _ | _ | _ | _ | _ | _ | _ |
| Total Commercial Lending | \$ 245,216 | | \$ 1,454,278 | \$ 511,130 | | | \$ 1,057,589 | | \$ 7,615,613 |
| Current period gross charge-offs | s — | \$ 60 | s – | s – | \$ 20 | \$ 711 | s – | s – | \$ 791 |

| | Term Loans Amortized Cost Basis by Origination Year | | | | | | | | | | Revolving Loans | | Revo Los Conv to To Los | ans erted erm ans | | | | | |
|---------------------------------------|--|---------|----|-----------|----|-----------|------|------------------|------|-----------|--------------------|--------------------|-------------------------------------|----------------------------|-------------------------|--------|----|------------|--|
| (continued) (dollars in thousands) | 2023 | | | 2022 | | 2021 | 2020 | | 2019 | | Prior | | | mortized ost Basis | Amortized Cost Basis | | | Total | |
| Residential Lending | | 2025 | | 2022 | | 2021 | | 2020 | | 2017 | | 11101 | _ | USt Dasis | Cost | Dasis | | Iotai | |
| Residential Mortgage | | | | | | | | | | | | | | | | | | | |
| FICO: | | | | | | | | | | | | | | | | | | | |
| 740 and greater | \$ | 61,686 | S | 550,291 | S | 1,044,555 | S | 546,035 | s | 235,535 | s | 1,057,166 | s | _ | S | _ | \$ | 3,495,268 | |
| 680 - 739 | | 11,937 | Ť | 75,088 | Ť | 118,790 | Ť | 86,202 | - | 35,379 | - | 145,363 | - | _ | | _ | Ť | 472,759 | |
| 620 - 679 | | 2,776 | | 11,464 | | 17,424 | | 9,946 | | 9,243 | | 36,678 | | _ | | _ | | 87,531 | |
| 550 - 619 | | | | 2,613 | | 2,865 | | 2,447 | | 825 | | 12,487 | | _ | | _ | | 21,237 | |
| Less than 550 | | _ | | 530 | | 2,445 | | 1,498 | | 275 | | 7,276 | | _ | | _ | | 12,024 | |
| No Score (3) | | 4,909 | | 19,766 | | 14,573 | | 6,773 | | 10,494 | | 61,168 | | _ | | _ | | 117,683 | |
| Other (2) | | 4,425 | | 18,205 | | 18,013 | | 13,511 | | 9,064 | | 35,164 | | 13,306 | | 552 | | 112,240 | |
| Total Residential Mortgage | | 85,733 | | 677,957 | | 1,218,665 | | 666,412 | | 300,815 | | 1,355,302 | | 13,306 | | 552 | | 4,318,742 | |
| Current period gross charge-offs | | | | | | | _ | | | | | 122 | | | | | | 122 | |
| | | | | | | | | | | | | | | | | | | | |
| Home Equity Line | | | | | | | | | | | | | | | | | | | |
| FICO: | | | | | | | | | | | | | | | | | | | |
| 740 and greater | | _ | | _ | | _ | | _ | | _ | | _ | | 824,038 | | 1,304 | | 825,342 | |
| 680 - 739 | | _ | | _ | | _ | | _ | | _ | | _ | | 190,187 | | 2,440 | | 192,627 | |
| 620 - 679 | | _ | | _ | | _ | | _ | | _ | | _ | | 52,239 | | 1,728 | | 53,967 | |
| 550 - 619 | | _ | | _ | | _ | | _ | | _ | | _ | | 12,734 | | 1,566 | | 14,300 | |
| Less than 550 | | _ | | _ | | _ | | _ | | _ | | _ | | 5,370 | | 661 | | 6,031 | |
| No Score (3) | | _ | | _ | | _ | | _ | | _ | | _ | | 3,098 | | _ | | 3,098 | |
| Total Home Equity Line | | _ | | | | | | | | | | | | 1,087,666 | | 7,699 | | 1,095,365 | |
| Current period gross charge-offs | | _ | | _ | | _ | | _ | | _ | | _ | | 116 | | 19 | | 135 | |
| Total Residential Lending | \$ | 85,733 | \$ | 677,957 | \$ | 1,218,665 | \$ | 666,412 | \$ | 300,815 | \$ | 1,355,302 | \$ | 1,100,972 | \$ | 8,251 | \$ | 5,414,107 | |
| Current period gross charge-offs | | - | | | S | | S | | \$ | | \$ | 122 | | 116 | | 19 | \$ | 257 | |
| current periou gross enange ons | Ψ. | | | | | | | | | | | | | 110 | | •/ | | -0. | |
| Consumer Lending | | | | | | | | | | | | | | | | | | | |
| FICO: | | | | | | | | | | | | | | | | | | | |
| 740 and greater | | 40,337 | | 158,451 | | 96,174 | | 46,618 | | 37,211 | | 24,636 | | 114,058 | | 161 | | 517,646 | |
| 680 - 739 | | 23,366 | | 97,741 | | 56,306 | | 29,741 | | 24,169 | | 15,970 | | 70,708 | | 441 | | 318,442 | |
| 620 - 679 | | 7,022 | | 44,839 | | 26,924 | | 12,728 | | 14,484 | | 11,731 | | 33,772 | | 860 | | 152,360 | |
| 550 - 619 | | 750 | | 10,172 | | 9,698 | | 6,475 | | 7,647 | | 7,519 | | 11,937 | | 855 | | 55,053 | |
| Less than 550 | | 122 | | 4,446 | | 5,400 | | 4,078 | | 4,951 | | 4,518 | | 4,329 | | 526 | | 28,370 | |
| No Score (3) | | 866 | | 2,376 | | 8 | | | | 16 | | 36 | | 36,396 | | 167 | | 39,865 | |
| Other (2) | | 76 | | 1,588 | | 4,060 | | 348 | | 1,136 | | _ | | 72,608 | | _ | | 79,816 | |
| Total Consumer Lending | \$ | 72,539 | \$ | 319,613 | \$ | 198,570 | \$ | 99,988 | \$ | 89,614 | \$ | | \$ | 343,808 | \$ | 3,010 | \$ | 1,191,552 | |
| Current period gross charge-offs | \$ | | \$ | 635 | \$ | 681 | \$ | 312 | \$ | 614 | \$ | | \$ | 1,471 | \$ | 202 | \$ | 4,782 | |
| , 5 | | | | | | | | | | | | | | | | | | • | |
| Total Loans and Leases | S | 403,488 | \$ | 2,529,150 | • | 2 071 512 | S | 1 277 520 | S | 1 227 120 | Ф | 2 25 4 25 4 | • | 2 502 200 | S | 25 151 | Ф | 14,221,272 | |
| Current period gross charge-offs | Φ | 400,400 | \$ | 2,327,130 | Φ | 2,871,513 | \$ | 1,277,530 312 | Ψ | 1,237,120 | <u>\$</u> | 3,374,951 1,700 | \$ | 2,502,369 1,587 | | 25,151 | \$ | 14,221,272 | |

⁽¹⁾ 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.

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.

⁽³⁾ 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.

| | For the Three Months Ended | | | | | | | | |
|--|----------------------------|-------------------|----|---------------------|----|-------------------|--|--|--|
| (dollars in thousands, except per share amounts) Income Statement Data: | | March 31, 2023 | | ecember 31, 2022 | _ | March 31, 2022 | | | |
| Net income | \$ | 66,818 | \$ | 79,588 | \$ | 57,719 | | | |
| Average total stockholders' equity | \$ | 2,299,422 | \$ | 2,213,030 | \$ | 2,547,865 | | | |
| Less: average goodwill | | 995,492 | | 995,492 | | 995,492 | | | |
| Average tangible stockholders' equity | \$ | 1,303,930 | \$ | 1,217,538 | \$ | 1,552,373 | | | |
| Average total assets | \$ | 24,548,124 | \$ | 24,575,648 | \$ | 25,080,453 | | | |
| Less: average goodwill | | 995,492 | | 995,492 | | 995,492 | | | |
| Average tangible assets | \$ | 23,552,632 | \$ | 23,580,156 | \$ | 24,084,961 | | | |
| Return on average total stockholders' equity(1) | | 11.78 % | | 14.27 % | | 9.19 % | | | |
| Return on average tangible stockholders' equity (non-GAAP)(1) | | 20.78 % | | 25.93 % | ò | 15.08 % | | | |
| Return on average total assets(1) | | 1.10 % | | 1.28 % |) | 0.93 % | | | |
| Return on average tangible assets (non-GAAP)(1) | | 1.15 % | | 1.34 % |) | 0.97 % | | | |

| (dollars in thousands, except per share amounts) Balance Sheet Data: | As of March 31, 2023 | | | As of December 31, 2022 | | As of March 31, 2022 |
|---|----------------------------|-------------|----|-------------------------------|----|----------------------------|
| Total stockholders' equity | S | 2,329,012 | \$ | 2,269,005 | \$ | 2,285,149 |
| Less: goodwill | | 995,492 | | 995,492 | | 995,492 |
| Tangible stockholders' equity | \$ | 1,333,520 | \$ | 1,273,513 | \$ | 1,289,657 |
| | | | | | | |
| Total assets | \$ | 24,884,207 | \$ | 24,577,223 | \$ | 25,042,720 |
| Less: goodwill | | 995,492 | | 995,492 | | 995,492 |
| Tangible assets | \$ | 23,888,715 | \$ | 23,581,731 | \$ | 24,047,228 |
| | | | | | | |
| Shares outstanding | | 127,573,680 | | 127,363,327 | | 127,686,307 |
| | | | | | | |
| Total stockholders' equity to total assets | | 9.36 % | | 9.23 % | | 9.13 % |
| Tangible stockholders' equity to tangible assets (non-GAAP) | | 5.58 % | | 5.40 % | | 5.36 % |
| | | | | | | |
| Book value per share | \$ | 18.26 | \$ | 17.82 | \$ | 17.90 |
| Tangible book value per share (non-GAAP) | \$ | 10.45 | \$ | 10.00 | \$ | 10.10 |

⁽¹⁾ Annualized for the three months ended March 31, 2023, December 31, 2022 and March 31, 2022.