



# CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Rule 175 promulgated thereunder, and Section 21E of the Securities Exchange Act of 1934, as amended, and Rule 3b-6 promulgated thereunder, that involve inherent risks and uncertainties. Any statements about our plans, objectives, expectations, strategies, beliefs, or future performance, financial condition, results of operations, investment portfolio or market position, or events constitute forward-looking statements. Such statements are generally identified by words or phrases such as "believes," "expects," "anticipates," "plans," "trends," "objectives," "continues", "projected", as well as the negative forms of those words or similar expressions, or future or conditional verbs such as "will," "would," "should," "seek," "might," "may", as well as the negative forms of those words or similar expressions. Forward-looking statements involve known and unknown risks, uncertainties, assumptions, estimates and other important factors that could cause actual results to differ materially from any results, performance or events expressed or implied by such forward-looking statements.

The following factors, among others, may cause actual results to differ materially from current expectations in the forward-looking statements, including those set forth in this presentation: new or changes in existing governmental regulations or in the way such regulations are interpreted or enforced; negative developments in the banking industry and increased regulatory scrutiny; tax legislative initiatives or assessments; more stringent capital requirements, to the extent they may become applicable to us; changes in accounting standards; any failure to comply with applicable laws and regulations, including, but not limited to, the Community Reinvestment Act and fair lending laws, the USA PATRIOT ACT of 2001, the Office of Foreign Asset Control guidelines and requirements, the Bank Secrecy Act, and the related Financial Crimes Enforcement Network and Federal Financial Institutions Examination Council Guidelines and regulations; federal deposit insurance increases; lending risks and risks associated with loan sector concentrations; a decline in economic conditions that could reduce demand for our products and services and negatively impact the credit quality of loans; loan credit losses exceeding estimates; effects on the U.S. economy resulting from the implementation of policies by and geopolitical uncertainty from the new presidential administration, including tax regulations and changes to United States trade policies, including the imposition of tariffs and retaliatory tariffs; the soundness of other financial institutions; the ability to meet cash flow needs and availability of financing sources for working capital and other needs; a loss of deposits or a change in product mix that increases the Company's funding costs; inability to access funding or to monetize liquid assets; changes in interest rate effect on the value of our investment securities; cybersecurity risks, including denial-of-service attacks, network intrusions, business e-mail compromise, and other malicious behavior that could result in the disclosure of confidential information; privacy, information security, and data protection laws, rules, and regulations that affect or limit how we collect and use personal information or otherwise have an adverse effect on us; the potential impairment of our goodwill and other intangible assets; our reliance on other companies that provide key components of our business infrastructure; events that may tarnish our reputation; mainstream and social media contagion; the loss of the services of key members of our management team and directors; our ability to attract and retain qualified employees to operate our business; costs associated with repossessed properties, including potential environmental remediation; the effectiveness of our operational processes, policies and procedures, and internal control over financial reporting; our ability to implement technology-facilitated products and services or be successful in marketing these products and services to our clients; the development and use of artificial intelligence; risks related to acquisitions, mergers, strategic partnerships, divestitures, and other transactions; competition from new or existing financial institutions and non-banks; investing in technology; incurrence of significant costs related to mergers and related integration activities; the volatility in the price and trading volume of our common stock; "anti-takeover" provisions in our certificate of incorporation and regulations, which may make it more difficult for a third party to acquire control of us even in circumstances that could be deemed beneficial to stockholders; changes in our dividend policy or our ability to pay dividends; our common stock not being an insured deposit; the potential dilutive effect of future equity issuances; the subordination of our common stock to our existing and future indebtedness; the effect of global conditions, earthquakes, volcanoes, tsunamis, floods, fires, drought, and other natural catastrophic events; and the impact of climate change and environmental sustainability matters.

The foregoing factors are not necessarily all of the factors that could cause our actual results, performance or achievements to differ materially from those expressed in or implied by any of our forward-looking statements. Other unpredictable factors also could harm our results.

All forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by the cautionary statements set forth above and included in our periodic reports filed with the Securities and Exchange Commission, or SEC, under the Securities Exchange Act of 1934, as amended, under the caption "Risk Factors". Interested parties are urged to read in their entirety such risk factors prior to making any investment decision with respect to the Company. Forward-looking statements speak only as of the date they are made and we do not undertake or assume any obligation to update publicly any of these statements to reflect actual results, new information or future events, changes in assumptions or changes in other factors affecting forward-looking statements, except to the extent required by applicable laws. If we update one or more forward-looking statements, no inference should be drawn that we will make additional updates with respect to those or other forward-looking statements.

# FIRST INTERSTATE BANCSYSTEM, INC. OVERVIEW

Premier community banking institution in growing markets throughout the Midwest and Pacific Northwest

# **Corporate Overview**

Headquarters Billings, MT

Exchange/Listing NASDAQ: FIBK

Market Capitalization\* \$3.0 Billion

Annualized Dividend Yield\*\* 7.0%

Branch Network\*\*\*\*\* 301 banking offices

Sub Debt Rating Kroll BBB

# Financial Highlights

	<u>Capital</u>						
\$27.6 Billion	Total RBC <sup>3</sup> ***	16.49%					
\$16.4 Billion	CET1 <sup>4</sup> ***	13.43%					
\$22.6 Billion	Leverage***	9.37%					
1.28%	TCE to TA ratio <sup>5</sup> ****	8.47%					
	\$16.4 Billion \$22.6 Billion	\$27.6 Billion Total RBC <sup>3</sup> *** \$16.4 Billion CET1 <sup>4</sup> *** \$22.6 Billion Leverage***					

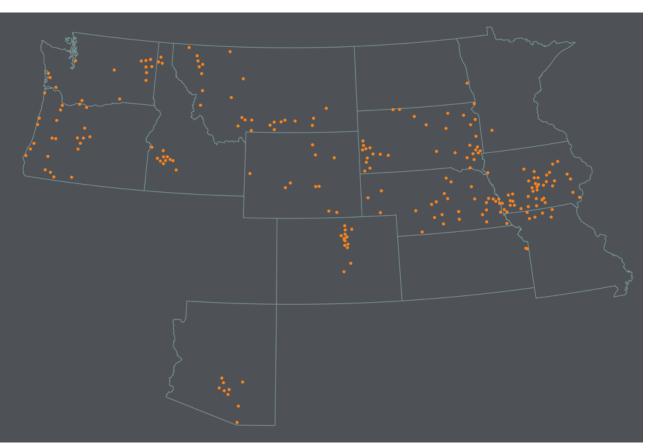
<sup>&</sup>lt;sup>1</sup>Loans held for investment (LHFI)

<sup>2</sup>Allowance for credit losses (ACL)

<sup>3</sup>Risk-based capital (RBC)

<sup>4</sup>Common equity tier-1 (CET1)

<sup>5</sup>Tangible common stockholders' equity (TCE) to tangible assets (TA) ratio



<sup>\*</sup> Calculated using closing stock price of \$28.82 as of 06/30/2025

<sup>\*\*</sup> Calculated using average closing stock price of \$26.95 for the quarter ended 06/30/2025

<sup>\*\*\*</sup> Preliminary estimates - may be subject to change

<sup>\*\*\*\*</sup> Non-GAAP financial measure - See non-GAAP table in appendix for reconciliation

<sup>\*\*\*\*\*</sup> Arizona and Kansas branches (12 branches) are under agreement to be sold to Enterprise Bank & Trust.

# **INVESTMENT HIGHLIGHTS**



Experienced management team, blending new and seasoned FIBK executives with deep financial services expertise



Serving stable, growing and economically diverse markets with dominant market share across the majority of our markets



Robust capital and liquidity, strengthening our balance sheet and positioning us for growth



Diverse and granular loan portfolio mitigates overall credit risk exposure



Stable profitability across interest rate cycles, built on the foundation of low cost, core deposits

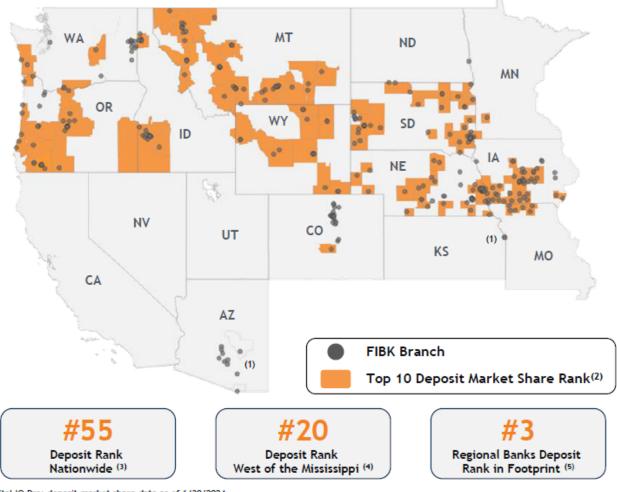


Robust risk management and regulatory compliance practices



Conservative business practices creating long term value

# DOMINANT DEPOSIT FRANCHISE

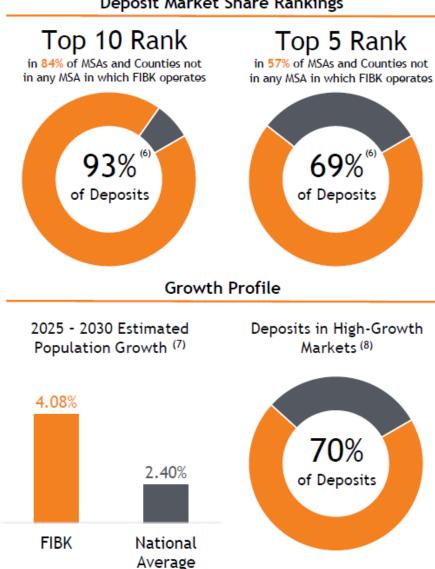


Source: S&P Capital IQ Pro; deposit market share data as of 6/30/2024.

Note: Deposit market share data, growth profile figures and deposit rankings shown pro forma for pending branch sale.

- Arizona and Kansas branches (12 branches total) under agreement to be sold to Enterprise Bank & Trust.
- Rank determined by deposits in Metropolitan Statistical Areas (MSAs) or counties not in any MSA in which FIBK operates.
- Includes banks headquartered nationwide.
- Includes banks headquartered in states West of the Mississippi River.
- Based on deposit market share of all counties in which FIBK operates; excludes banks with assets greater than \$100 billion.
- Represents the percentage of total FIBK deposits based in the MSAs or counties not in any MSA that meet the deposit market share ranking criteria.
- Determined based on the deposit-weighted average projected population growth in MSAs and counties not in any MSA in which FIBK operates.
- 'High-Growth Markets' defined as those with 5-year projected population growth above the national average.

# Deposit Market Share Rankings



# 2025 STRATEGIC GOALS AND FOCUS AREAS

Improve Core Profitability

Refocus Capital Investment

Optimization of Balance Sheet

**Ongoing Focus** 

- Net interest margin expansion: +18bps Adjusted FTE Net Interest Margin ratio<sup>1</sup> from the fourth quarter of 2024
- Repricing of maturing fixed rate loans and securities
- Expense management: continued focus on operational efficiency
- · Maintain low cost of deposits
- Announced pending sale of Arizona and Kansas branches; exit of two states, which is expected to close in the fourth quarter of 2025
- Outsourcing of consumer credit card portfolio, including the sale of the underlying loans
- · Discontinuation of indirect lending
- · Removal/runoff of consumer credit card and indirect loans
- Other borrowed funds declined \$1.3 billion from December 31, 2024 with \$250 million remaining at June 30, 2025
- Strong liquidity metrics
- Strong Capital Levels; CET1 improvement of 127 bps from December 31, 2024
- · Relationship-based loan and deposit growth
- Grow market share in high growth markets with existing density
- · Optimize branch network through opening, closing, and relocation activity
- Consistently enhance profitability

<sup>&</sup>lt;sup>1</sup> Non-GAAP financial measure - See non-GAAP table in appendix for reconciliation

# SECOND QUARTER 2025 HIGHLIGHTS

# Earnings

- Net income of \$71.7 million, or \$0.69 per share.
- Net interest margin (NIM) of 3.30%, an increase of 11 basis points from the first quarter of 2025; NIM on a fully taxable equivalent (FTE) basis of 3.32%, an increase of 10 basis points from the first quarter of 2025; adjusted FTE NIM of 3.26%, an increase of 12 basis points from the first quarter of 2025.
- Efficiency ratio<sup>2</sup> of 61.1% for the second quarter of 2025.

## Balance Sheet

- Loans held for investment decreased by \$1,023.9 million from the first quarter of 2025 driven by the movement of \$338.3 million of loans to held-for-sale related to the pending sale of the Arizona and Kansas branches, the outsourcing of the consumer credit card portfolio, the planned decline in indirect lending balances, and larger loan payoffs.
- Deposits decreased by \$102.2 million from the first quarter of 2025 driven by decreased savings and time deposits.
- The Company's balance sheet continues to maintain a strong liquidity position, with a loan/deposit ratio of 72.3% as of June 30, 2025. Other borrowed funds declined \$710.0 million as a result of a decrease in investment securities and a decrease in loan balances, partially offset by a decrease in deposit balances.

# **Asset Quality**

- Total reduction of provision for credit losses was \$(0.3) million; funded Allowance for Credit Losses coverage of 1.28% of LHFI during the second guarter of 2025 compared to 1.24% from the first guarter of 2025.
- Net charge-offs (NCOs) were \$5.8 million, or an annualized 14 basis points of average loans outstanding during the second quarter of 2025.
- Non-performing loans of \$194.1 million decreased 0.4% from the first quarter of 2025, reflecting 1.19% of LHFI. Non-performing assets of \$197.5 million decreased 0.5% from the first quarter of 2025.
- Classified loans decreased \$24.4 million to \$458.1 million as of June 30, 2025, compared to \$482.5 million as of March 31, 2025, and increased \$2.8 million compared to \$455.3 million as of June 30, 2024. Criticized loans increased \$176.9 million, or 17.2%, from the first quarter of 2025, to 7.4% of LHFI, driven mostly by downgrades in the commercial real estate portfolio due mostly to slower lease-up in the multifamily portfolio, and increased \$585.0 million, compared to \$618.0 million as of June 30, 2024.

# Capital

- Quarterly cash dividend of \$0.47 per share, for an annualized yield of 7.0% for the second quarter of 2025.
- CET1<sup>3</sup> of 13.43% and total RBC<sup>3</sup> of 16.49% for the second guarter of 2025.
- Regulatory capital ratios improved during the quarter; CET1 improved 90 basis points.

<sup>&</sup>lt;sup>1</sup> Non-GAAP financial measure - See non-GAAP table in appendix for reconciliation

<sup>&</sup>lt;sup>2</sup> The ratio of the bank's noninterest expense less amortization of intangible assets divided by net interest income plus noninterest income (per FDIC definition)

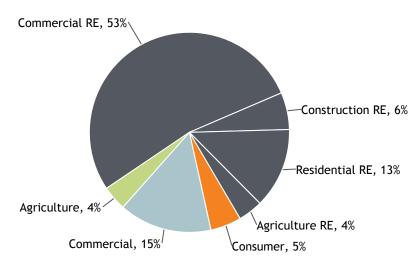
<sup>&</sup>lt;sup>3</sup> Preliminary estimates - may be subject to change

# **DIVERSIFIED LOAN PORTFOLIO**

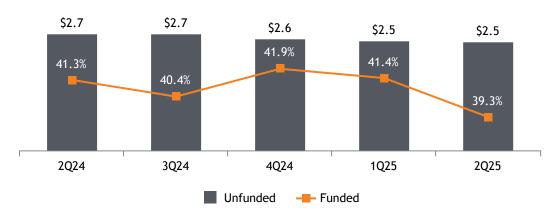
#### Loan Highlights:

- Loans decreased \$1,023.9 million during the second quarter of 2025 driven by the movement of \$338.3 million from loans held for investment to loans held-for-sale, the outsourcing of the consumer credit card portfolio, the planned decline in Indirect Lending balances, and larger loan payoffs.
- Commercial real estate balances are 32.5% owner-occupied as of the second quarter of 2025.

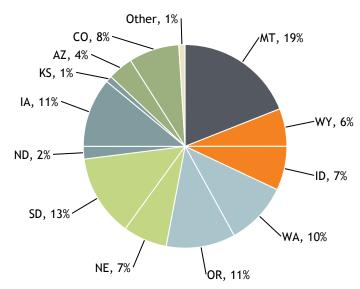
# Loans Held for Investment \$16.4B



#### Revolving Commitments (\$B)



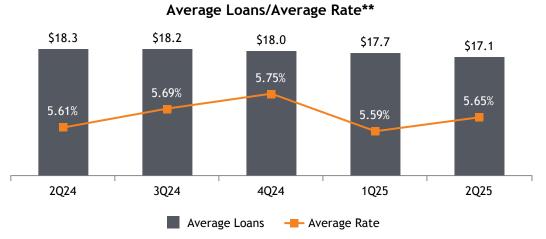
## Loans by Geography



# **EARNING ASSET YIELD**

- Yields on loans increased 6bps compared to the first quarter of 2025; increased 4bps compared to the second quarter of 2024
- Through 2026 \$2.0 billion of fixed and adjustable rate loans at a weighted average rate of 4.3% are expected to mature or reprice
- Through 2026 \$1.4 billion of securities cashflows are expected at a weighted average rate of 2.6%

Fixed and Adjustable Rate Loans*									
Year Maturing or Repricing Balance*** Roll-Off Coupon									
2025 2H	\$627M	4.8 %							
2026	\$1,383M	4.1 %							



* Calculated using period to	date loan balance; reflects	pass rated loans

<sup>\*\*</sup> Calculated using quarter-to-date average loan balance \*\*\* Constitute estimates and forward looking statements

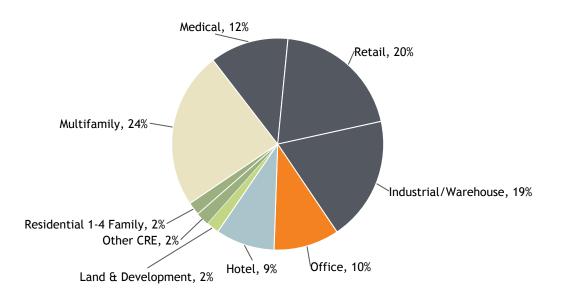
Securities									
Quarter	Total Expected Cash Flow***	Roll-Off Coupon							
9/30/2025	\$367M	3.3 %							
12/31/2025	\$208M	2.4 %							
3/31/2026	\$190M	2.4 %							
6/30/2026	\$221M	2.4 %							
9/30/2026	\$208M	2.4 %							
12/31/2026	\$220M	2.5 %							
Total	\$1,413M	2.6 %							

# COMMERCIAL REAL ESTATE AND CONSTRUCTION PORTFOLIOS

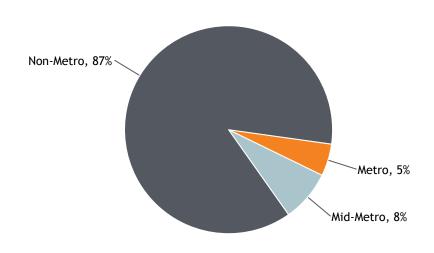
#### Highlights:

- \$9.8 billion portfolio (60% of total loans), well diversified by property type and geography
- Non-owner-occupied portfolio of \$6.0 billion (36% of total loans)
- \$85.0 million of non-accrual loans (0.87% of commercial real estate and construction portfolios)
- Montana has the largest state concentration representing 17% of portfolio

#### **Property Type**



#### Market Type



#### Highlights:

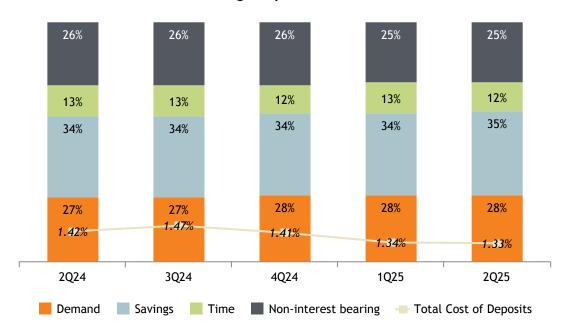
- Metro defined as property located in Portland, Seattle,
   Denver, Phoenix, Minneapolis / St. Paul, and Kansas City.
- Mid-metro defined as Omaha, Des Moines, Tuscon, and Boise.
- Non-metro defined as all other areas.

# DIVERSE DEPOSIT BASE: BY TYPE OF ACCOUNT

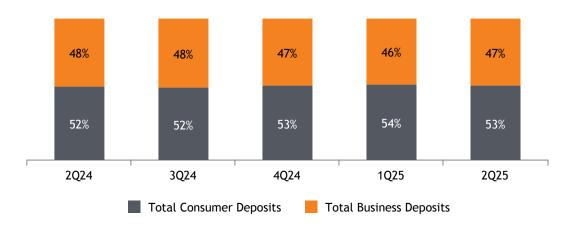
## Deposit Highlights:

- Total deposits decreased \$102.2 million from the first quarter of 2025.
- Total deposit costs declined 1 basis point from the prior quarter.

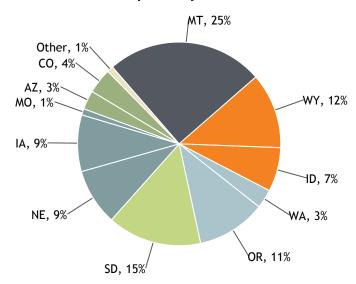
### **Average Deposit Balances**



## Mix of Consumer and Business Deposits

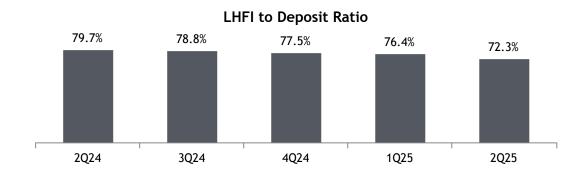


#### **Deposits by State**

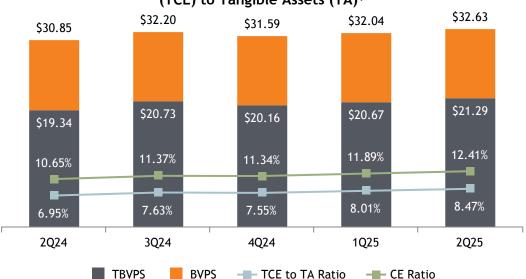


# CAPITAL AND LIQUIDITY

# Liquid and flexible balance sheet with strong capital position



# Common Equity (CE) and Tangible Common Stockholders' Equity (TCE) to Tangible Assets (TA)<sup>1</sup>

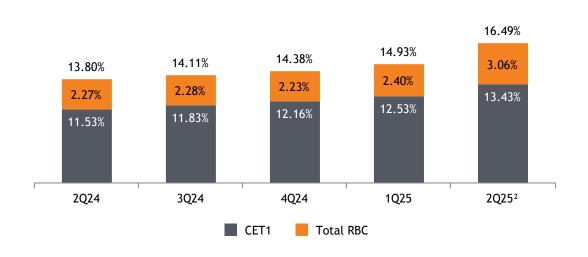


<sup>&</sup>lt;sup>1</sup> Non-GAAP financial measure - See non-GAAP table in appendix for reconciliation

## Capital and Liquidity Highlights:

- Annualized dividend yield of 7.0% based on an average share price of \$26.95 for the second quarter of 2025.
- · Capital ratios again increased sequentially.
- Tangible book value per share (TBVPS)<sup>1</sup> increased during the second quarter, driven by retained earnings and an improvement in the accumulated other comprehensive income (AOCI) position of \$34.6 million. For the second quarter of 2025, the AOCI mark is equal to \$2.22 of book value per share (BVPS).

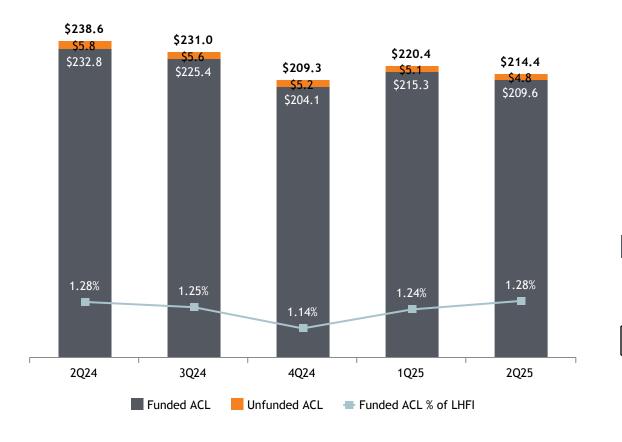
#### **Total Risk-Based Capital Ratios**



<sup>&</sup>lt;sup>2</sup> Preliminary estimates - may be subject to change

# **ALLOWANCE FOR CREDIT LOSSES (ACL)**

#### ACL (\$MM) and Funded ACL/LHFI Ratio



#### **ACL Highlights:**

- Funded ACL increased to 1.28% of loans from 1.24% in the prior guarter.
- Charge-offs represented 14 basis points of average loans during the second quarter of 2025.

## ACL Roll-forward (\$MM)

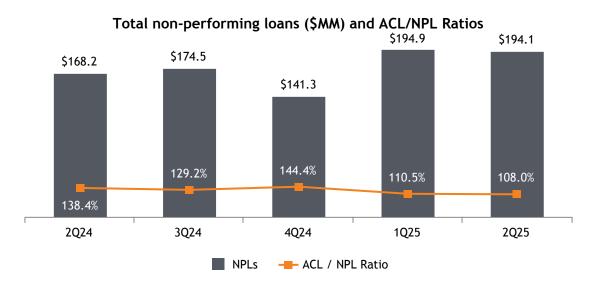
	Funded	Unfunded	Investments	Total
ACL 3/31/25	\$215.3	\$5.1	\$0.8	\$221.2
ACL Provision (Reversal)	0.1	(0.3)	(0.1)	(0.3)
Net Charge-offs	5.8	_	_	5.8
ACL 6/30/25	\$209.6	\$4.8	\$0.7	\$215.1

# **ASSET QUALITY AND RESERVE TRENDS**

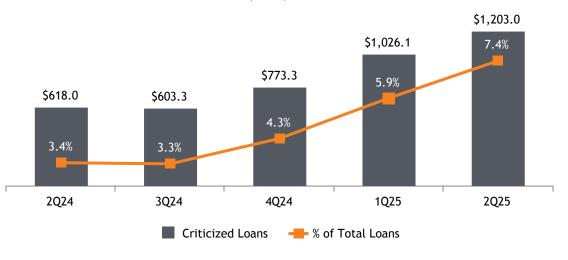
#### **Asset Quality Highlights:**

- Classified loans decreased \$24.4 million to \$458.1 million as of June 30, 2025, compared to \$482.5 million as of March 31, 2025, and increased \$2.8 million compared to \$455.3 million as of June 30, 2024. Total criticized loans increased \$176.9 million during the second quarter of 2025, driven mostly by downgrades of commercial real estate loans portfolio due mostly to slower lease-up in the multifamily portfolio.
- Total non-performing loans (NPLs) decreased by \$0.8 million, or 0.4% during the second quarter of 2025.
- Net charge-offs totaled \$5.8 million, or 14 basis points of average loans, during the second quarter of 2025.

# Net Charge-offs (\$MM) and Net Charge-Offs Ratio \$55.2 1.22% \$27.4 0.60% \$9.0 \$55.8 0.21% 2Q24 3Q24 4Q24 1Q25 2Q25 Net Charge-offs % of Average Loans

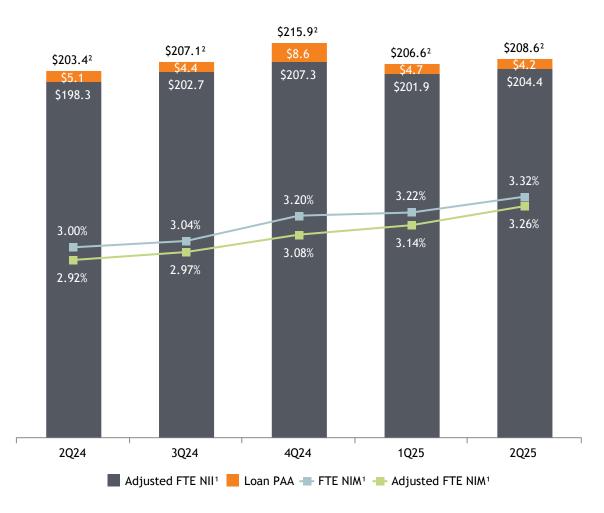


#### Total Criticized Loans (\$MM) and Criticized Loan Ratio



# **NET INTEREST INCOME**

#### FTE NII1 (\$MM) and FTE NIM1



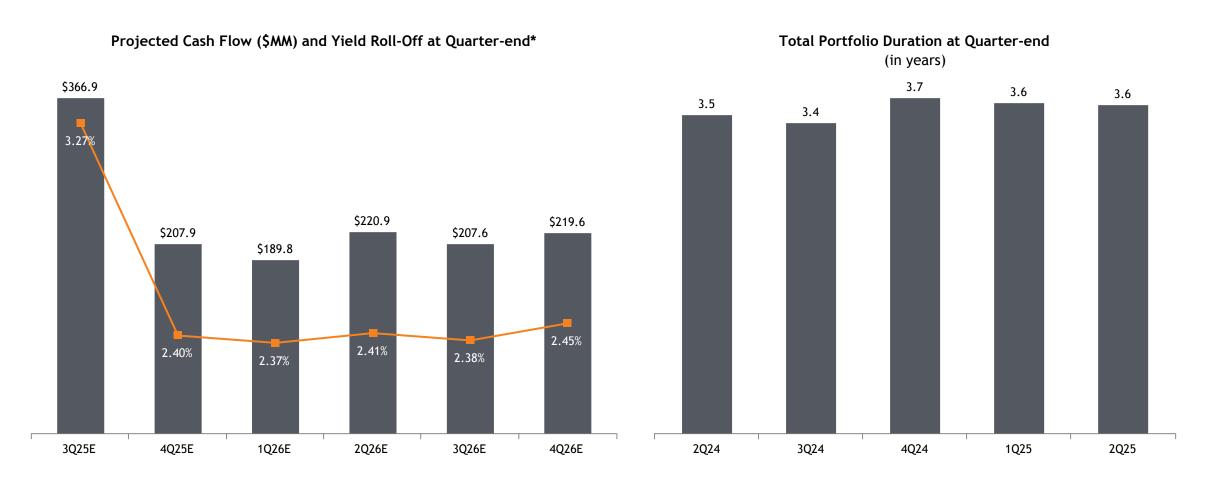
 $<sup>\</sup>ensuremath{^{1}}$  Non-GAAP financial measure - See non-GAAP table in appendix for reconciliation

<sup>2</sup> FTE NII

#### Net Interest Income (NII) and Net Interest Margin (NIM) Highlights:

- \$4.2 million of loan purchase accounting accretion (PAA) for the second quarter of 2025, a decrease from \$4.7 million in the prior quarter.
- Total remaining PAA of \$35.8 million as of the second quarter of 2025
  - Scheduled accretion of \$5.1 million, \$8.2 million, \$5.9 million for the reminder of FY25, FY26, and FY27, respectively.
- During the second quarter of 2025, FTE NIM<sup>1</sup> increased by 10 basis points compared to the prior quarter; the contribution from PAA was -2 basis points.
- Adjusted FTE NIM<sup>1</sup> (which excludes the impact from PAA) increased by 12 basis points during the second quarter of 2025, primarily driven by a decline in funding costs.

# **INVESTMENT PORTFOLIO**



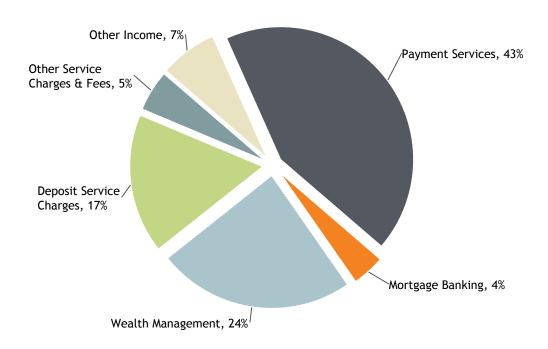
<sup>\*</sup>Constitute estimates and forward-looking statements

# NONINTEREST INCOME

#### Dollars in millions

Dollars III IIIIIIIOIIS					
	2Q24		1Q25		2Q25
Payment services revenues	\$ 18.6	\$	17.1	\$	17.8
Mortgage banking revenues	1.7		1.4		1.8
Wealth management revenues	9.4		9.8		9.7
Service charges on deposit accounts	6.4		6.6		6.9
Other service charges, commissions and fees	2.1		2.3		2.1
Other income	4.4		4.8		2.8
Total Reported Noninterest Revenue	\$ 42.6	\$	42.0	\$	41.1
% of Total Revenue	 17.4 % 17.0 %		%	16.6 %	

#### Non-interest Income by Type <sup>1</sup>



#### Other Income Notes:

- Q2 2025 results include a \$7.3 million valuation allowance for loans transferred to held for sale related to the pending sale of the Arizona and Kansas loans
- Q2 2025 results include a \$4.3 million gain, net of related credit card rewards liabilities, associated with the outsourcing of the consumer credit card portfolio

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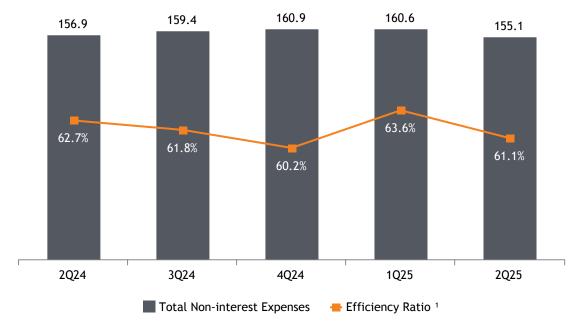
<sup>&</sup>lt;sup>1</sup> Percentages calculated using balances as of June 30, 2025

# NONINTEREST EXPENSE

### Non-interest Expense (\$MM) and Efficiency Ratio

#### Dollars in millions

	2Q24	1Q25	2Q25
Salaries and wages	\$ 66.3 \$	68.6 \$	65.0
Employee benefits	16.9	20.0	17.9
Occupancy and equipment	16.9	18.7	18.6
Other intangible amortization	3.7	3.4	3.4
Other expenses	51.1	49.4	50.2
Other real estate owned expense	 2.0	0.5	
Total Reported Noninterest Expense	\$ 156.9 \$	160.6 \$	155.1



#### **Noninterest Expense Notes:**

- Q1 2025 results include \$1.4 million of severance costs and a \$0.6 million accrual for indirect line of business termination costs
- Q2 2025 results include \$1.5 million associated with property valuation adjustments and lease termination fees related to the pending sale of Arizona and Kansas branches

<sup>&</sup>lt;sup>1</sup> The ratio of the bank's noninterest expense less amortization of intangible assets divided by net interest income plus noninterest income (per FDIC definition)

# **2025 GUIDANCE SUMMARY\***

Loans and Deposits

• Anticipate ending deposits to be flat to increase low single digits in 2025, with normal seasonality

Net Interest Income

• Anticipate ending loans to decline 6-8% in 2025, excluding the impact of Indirect Lending runoff and movement of loans to held-for-sale; Indirect Lending to contribute additional 1 to 1.5% to total portfolio decline; anticipate interest earning assets to bottom in third quarter

Noninterest Income

Anticipate full-year net interest income to increase 2-3% in 2025 over 2024; anticipate 4Q FTE Net Interest Margin excluding PAA of ~3.40%, supporting high-single-digit 2026 Net Interest Income growth compared to 2025

Noninterest Expense

Excluding the impact of 2024 gains on sale of property of \$4.7mm, 2025 held-for-sale valuation allowance and gain-on-sale of credit card portfolio outsourcing, anticipate 2025 noninterest income to be flat to decrease 1% compared to 2024

Tax Rate

Anticipate 2025 noninterest expense to be flat to increase 1% compared to 2024

Credit Quality

Anticipate effective tax rate to be 23.5%-24.0% for full-year 2025

Anticipate net charge-offs between 20 and 30 basis points for the full year

<sup>\*</sup>Preliminary estimates and forward-looking statements - may be subject to change

<sup>\*</sup>Guidance includes the impact of the outsourcing of the consumer credit card portfolio and excludes the impact of the pending Arizona and Kansas transaction

# NON-GAAP FINANCIAL MEASURES

In addition to results presented in accordance with accounting principles generally accepted in the United States of America, or GAAP, this presentation contains the following non-GAAP financial measures that management uses to evaluate our performance relative to our capital adequacy standards: (i) tangible common stockholders' equity; (ii) tangible book value per common share; (iv) tangible common stockholders' equity to tangible assets; (v) net interest income on a fully taxable equivalent basis; (vi) adjusted net interest income on a fully taxable equivalent basis; (vi) adjusted net interest income on a fully taxable equivalent basis; (vii) net interest margin on a fully taxable equivalent basis. Tangible common stockholders' equity is calculated as total common stockholders' equity less goodwill and other intangible assets (excluding mortgage servicing rights). Tangible assets are calculated as total assets less goodwill and other intangible assets (excluding mortgage servicing rights). Tangible book value per common share is calculated as tangible common stockholders' equity divided by common shares outstanding. Tangible common stockholders' equity to tangible assets is calculated as tangible common stockholders' equity divided by common shares outstanding. Tangible common stockholders' equity to tangible assets is calculated as tangible common stockholders' equity divided by tangible assets. Net interest income on a fully taxable equivalent basis is calculated as net interest income, adjusted to include its fully taxable equivalent interest income on a fully taxable equivalent basis is calculated as annualized net interest income on a fully taxable equivalent basis divided by average interest margin on a fully taxable equivalent basis is calculated as annualized net interest income on a fully taxable equivalent basis divided by average interest earning assets. These non-GAAP financial measures are calculated on the reconciliation pages that follow). These non-GAAP financial measures may not be comparable

The Company adjusts the most directly comparable capital adequacy GAAP financial measures to the non-GAAP financial measures described in subclauses (i) through (iv) above to exclude goodwill and other intangible assets (except mortgage servicing rights), adjusts its GAAP net interest income to include fully taxable equivalent adjustments and further adjusts its net interest income on a fully taxable equivalent basis to exclude purchase accounting interest accretion. Management believes these non-GAAP financial measures, which are intended to complement the capital ratios defined by banking regulators and are intended to present on a consistent basis our and our acquired companies' organic continuing operations without regard to the acquisition costs and adjustments that we consider to be unpredictable and dependent on a significant number of factors that are outside our control, are useful to investors in evaluating the Company's performance because, as a general matter, they either do not represent an actual cash expense and are inconsistent in amount and frequency depending upon the timing and size of our acquisitions (including the size, complexity and/or volume of past acquisitions, which may drive the magnitude of acquisition related costs, but may not be indicative of the size, complexity and/or volume of future acquisitions or related costs), or they cannot be anticipated or estimated in a particular period (in particular as it relates to unexpected recovery amounts). This impacts the ratios that are important to analysts and allows investors to compare certain aspects of the Company's capitalization to other companies.

See the Non-GAAP Financial Measures tables included below and the textual discussion above for a reconciliation of the above described non-GAAP financial measures to their most directly comparable GAAP financial measures.

# **NON-GAAP RECONCILIATION**

			2Q24		3Q24		4Q24		1Q25		2Q25
(Dollars in millions)											
Total common stockholders' equity (GAAP) Less goodwill and other intangible assets (excluding mortgage	(A)	\$	3,225.3	\$	3,365.8	\$	3,304.0	\$	3,361.3	\$	3,421.8
servicing rights)			1,202.9		1,199.3		1,195.7		1,192.4		1,188.9
Tangible common stockholders' equity (Non-GAAP)	(B)	\$	2,022.4	\$	2,166.5	\$	2,108.3	\$	2,168.9	\$	2,232.9
Total assets (GAAP)		\$	30,289.5	\$	29,595.5	\$	29,137.4	\$	28,279.8	\$	27,566.4
Less goodwill and other intangible assets (excluding mortgage servicing rights)			1,202.9		1,199.3		1,195.7		1,192.4		1,188.9
Tangible assets (Non-GAAP)	(C)	\$	29,086.6	\$	28,396.2	\$	27,941.7	\$	27,087.4	\$	26,377.5
Common shares outstanding	(L)		104,561		104,530		104,586		104,910		104,874
Book value per common share (GAAP)	(A) / (L)	\$	30.85	\$	32.20	\$	31.59	\$	32.04	\$	32.63
Tangible book value per common share (Non-GAAP)	(B) / (L)	)	19.34		20.73		20.16		20.67		21.29
Tangible common stockholders' equity to tangible assets (Non-GAAP	) (B) / (C)	)	6.95	6	7.63	%	7.55	%	8.01 %	/ 0	8.47 %

<sup>\*</sup> Line items may not sum due to rounding

# **NON-GAAP RECONCILIATION**

			2Q24		3Q24		4Q24		1Q25		2Q25
(Dollars in millions)											
Net interest income	(A)	\$	201.7	\$	205.5	\$	214.3	\$	205.0	\$	207.2
FTE adjustments <sup>(1)</sup>			1.7		1.6		1.6		1.6		1.4
Net interest income on a FTE basis (Non-GAAP)	(B)		203.4		207.1		215.9		206.6		208.6
Less purchase accounting accretion			5.1		4.4		8.6		4.7		4.2
Adjusted net interest income on a FTE basis (Non-GAAP)	(C)	\$	198.3	\$	202.7	\$	207.3	\$	201.9	\$	204.4
Average interest earning assets	(D)	\$	27,286.9	\$	27,133.3	\$	26,811.6	\$	26,059.0	\$	25,180.1
Net interest margin	(A annualized)	′(D)	2.97	6	3.01 %	%	3.18	%	3.19	%	3.30 %
Net interest margin (FTE) (Non-GAAP)	(B annualized)	(B annualized)/(D)		3.00			3.20		3.22		3.32
Adjusted net interest margin (FTE) (Non-GAAP)	(C annualized)	′(D)	2.92		2.97		3.08		3.14		3.26

<sup>\*</sup> Line items may not sum due to rounding

1 Management believes net interest income on a FTE basis is useful to investors in evaluating the Company's performance as a comparison of the returns between a tax-free investment and a taxable alternative. The Company adjusts its net interest income for tax exempt loans and securities to what it would have received on taxable alternatives utilizing a 21.00% tax rate.