Fourth Quarter 2023 Earnings Presentation

JANUARY 25, 2024

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Forward-Looking Statements

Important note regarding forward-looking statements:

Statements made in this presentation which are not purely historical are forward-looking statements, as defined in the Private Securities Litigation Reform Act of 1995. This includes any statements regarding management's plans, objectives, or goals for future operations, products or services, and forecasts of its revenues, earnings, or other measures of performance. Such forward-looking statements may be identified by the use of words such as "believe," "expect," "anticipate," "plan," "estimate," "should," "will," "intend," "target," "outlook," "project," "guidance," or similar expressions. Forward-looking statements are based on current management expectations and, by their nature, are subject to risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements. Factors which may cause actual results to differ materially from those contained in such forward-looking statements include those identified in the Company's most recent Form 10-K and subsequent Form 10-Qs and other SEC filings, and such factors are incorporated herein by reference.

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Presentation:

Within the charts and tables presented, certain segments, columns and rows may not sum to totals shown due to rounding.

Non-GAAP Measures:

This presentation includes certain non-GAAP financial measures. These non-GAAP measures are provided in addition to, and not as substitutes for, measures of our financial performance determined in accordance with GAAP. Our calculation of these non-GAAP measures may not be comparable to similarly titled measures of other companies due to potential differences between companies in the method of calculation. As a result, the use of these non-GAAP measures has limitations and should not be considered superior to, in isolation from, or as a substitute for, related GAAP measures. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found at the end of this presentation.

Fourth Quarter & Full Year 2023 Results[1]

4Q 2023 Results

- GAAP diluted EPS of $(0.62)
- Adjusted diluted EPS of $0.53[2]
- Total deposit growth of $1.3 billion (+4%)
- Core customer deposit growth of $310 million[3] (+1%) (+3% growth in 2H 2023)
- Total loan reduction of $977 million (-3%)
- Adjusted total loan reduction of $8 million[2] (0%)
- Net interest income of $253 million
- Net interest margin of 2.69% (-2 bps)
- TCE ratio of 7.11%[3] (+23 bps)
- CET1 ratio of 9.39% (-16 bps)
- NCOs/avg. loans (annualized) of 0.21% (-4 bps)
- Tangible book value/share of $18.77

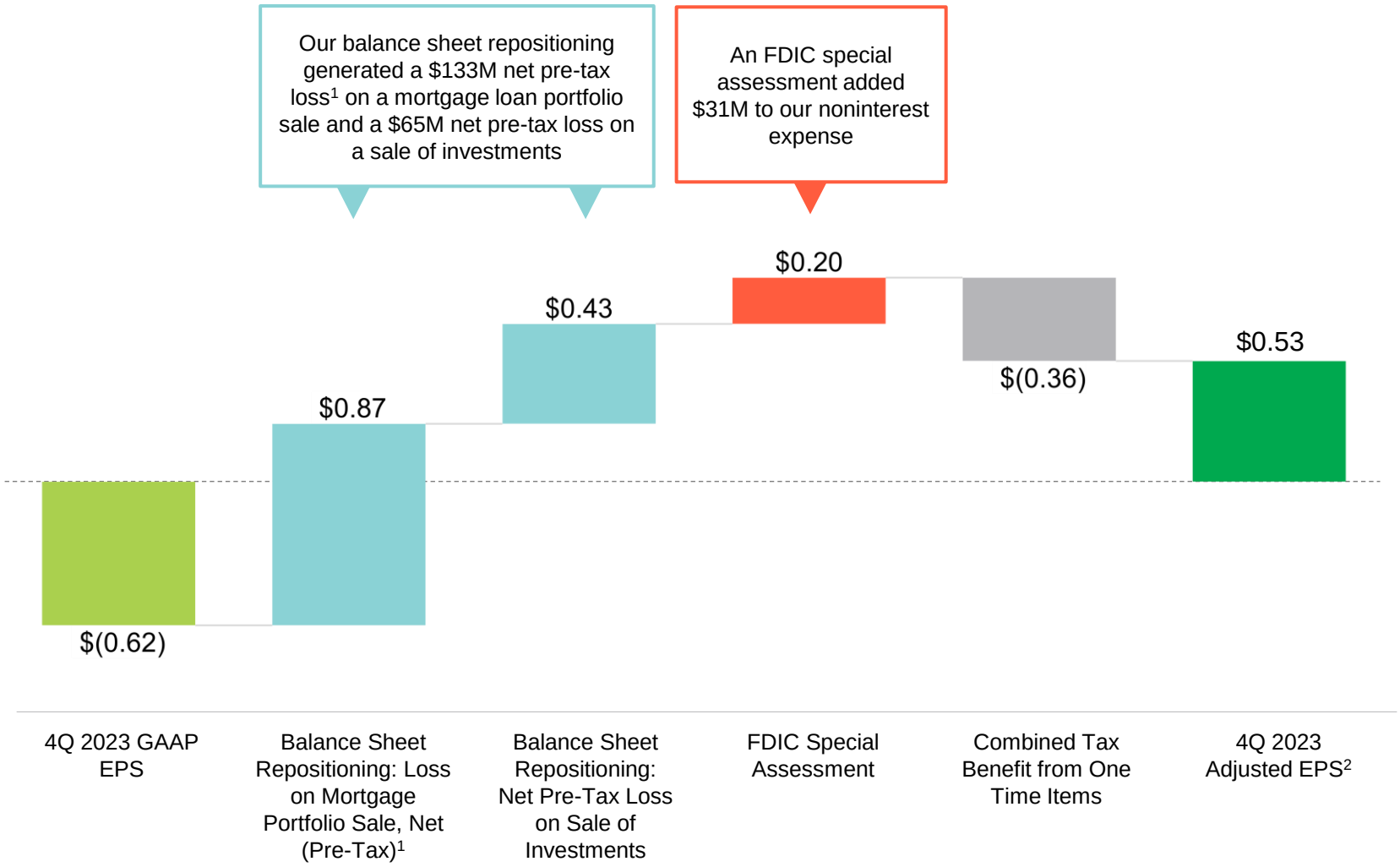
FY 2023 Highlights

4.5% Total Deposit Growth in 2H23	**3.1%** Core Customer Deposit Growth in 2H23[3]
1.4% Total Loan Growth	**4.8%** Adjusted Loan Growth[2]
(11.0%) Total Revenue Growth	**5.2%** Adjusted Revenue Growth[2]
8.9% Total Noninterest Expense Growth	**4.8%** Adjusted Noninterest Expense Growth[2]

[1] All figures shown on an end of period basis. 4Q 2023 results compared to 3Q 2023 unless otherwise noted. FY 2023 results compared to FY 2022 unless otherwise noted.
[2] This adjusted figure excludes one time items incurred as a result of the balance sheet repositioning and FDIC special assessment that impacted 4Q 2023 financial results. This is a non-GAAP financial measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.
[3] This is a non-GAAP financial measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.

4Q 2023 EPS Adjustments

4Q GAAP EPS was impacted by one time items from our balance sheet repositioning & FDIC's special assessment



[1] Loss on mortgage portfolio sale, net takes into account the provision for loan losses that was reversed as a result of the sale of the mortgages.
[2] This is a non-GAAP financial measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.

Advancing our Growth Strategy

Announced in 4Q, the next phase of our strategic plan builds on our foundation & positions us for future success

1

Diligent Expense Control

Identified and executed **$25 million to $30 million in expense reductions** for 2024

- **3% reduction in workforce**
- **14 total branch closures**

2

Reinvesting for Organic Growth

Reinvesting expense savings in people, products, process & technology to **build on our organic growth momentum**

- **Acquiring customers**
- **Deepening relationships**
- **Decreasing reliance** on low-yield, low-relationship assets
- **Maintaining foundational expense and credit discipline**

3

Balance Sheet Repositioning

Repositioned our balance sheet in 4Q 2023 to **accelerate the financial impact** of our organic strategy

- **Sold $780 million in securities and $969 million in mortgage loans**
- **Paid down FHLB advances, reinvested in securities** at higher rates

Key Leadership Hires in 2023-2024

Our strategic plan has resonated in our Midwestern footprint, helping us attract top talent in key areas

January 2023

Terry Williams

EVP, Chief Information Officer



*Most recently served as CIO and CTO for Belcan, LLC in **Cincinnati***

Over 30 years of strategic IT & global operations experience

August 2023

Steven Moss

SVP, Chief Data Officer



*Most recently VP of Enterprise Applications for a **Cincinnati** firm*

Over 25 years of experience in enterprise applications, data warehouse & business intelligence

October 2023

Jayne Hladio

EVP, President of Private Wealth



Most recently served as President of Midland Wealth Mgmt. and Midland Trust Co.

*Led as National Wealth Management Executive **across 26 states** for U.S. Bank*

October 2023

Neil Riegelman

SVP, Commercial Banking Segment Leader



*Most recently Managing Director & Team Lead for commercial banking in **Wisconsin** for BMO Harris Bank*

*Over 20 years of experience, largely in **Milwaukee***

December 2023

Phillip Trier

EVP, Commercial Banking Group Leader



*Most recently led commercial banking across 11 states in the Midwest region for U.S. Bank, including the **Twin Cities**, **Milwaukee** & **Chicago** markets*

January 2024

Steven Zandpour

EVP, Director of Retail Banking



*Most recently led BMO U.S. footprint as the Head of Specialty Sales out of the **Chicago** office*

*14 years in leadership at Fifth Third Bank in **Illinois***

Progress on Organic Initiatives

Our Phase 2 initiatives remain on track, positioning us to grow our customer base & enhance our profitability

	Updates through 1/24/2024
People	▪ Plan to add **26+ commercial & business RMs** across all markets by 2025, **with 10 already hired** ▪ Plan to train 15-20 designated mass affluent bankers by early 2Q 2024
Products	▪ Plan to launch **12 new marketing initiatives** to drive improved customer acquisition & relationship deepening in 2024, **with 3 already launched** ▪ Plan to launch **15 new consumer & business product and digital initiatives** to drive deposit acquisition & retention in 2024, **with 4 already launched**
Process & Technology	▪ **Launched Early Pay** in January 2024 ▪ **Launched Activation Zone** in 4Q, providing easier switching for new checking accounts ▪ **Upgraded commercial digital platform** in 4Q, providing better client experience and reduced operating costs ▪ Completed deployment of **new deposit account opening platform** across all branches

Expected Outcomes by Year-End 2025

$750M
Cumulative Incremental Commercial Loan Growth[1]

+

$2.5B
Cumulative Incremental Deposit Balances[1]

+

3%
Annual Household Growth Run Rate

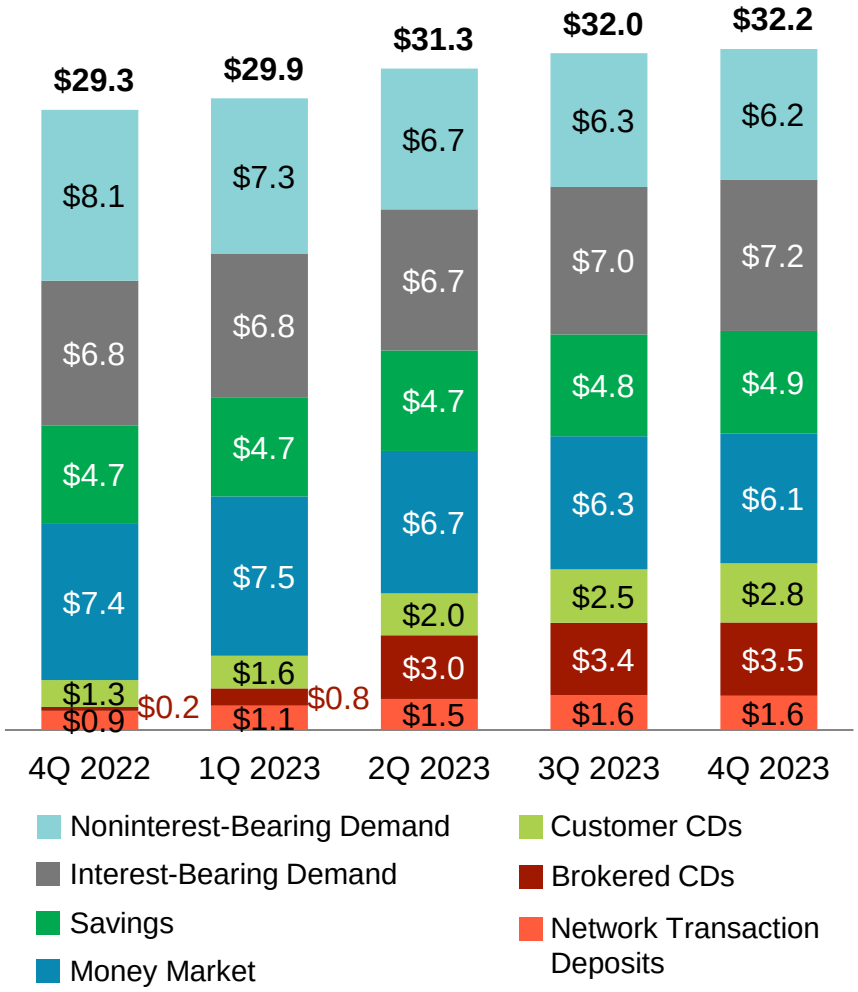
[1] Incremental balance growth expected above our standard run rate, which is impacted by market conditions.

Quarterly Deposit & Funding Trends

We grew deposits in 4Q 2023 & flexed into brokered CDs to further pay down FHLB

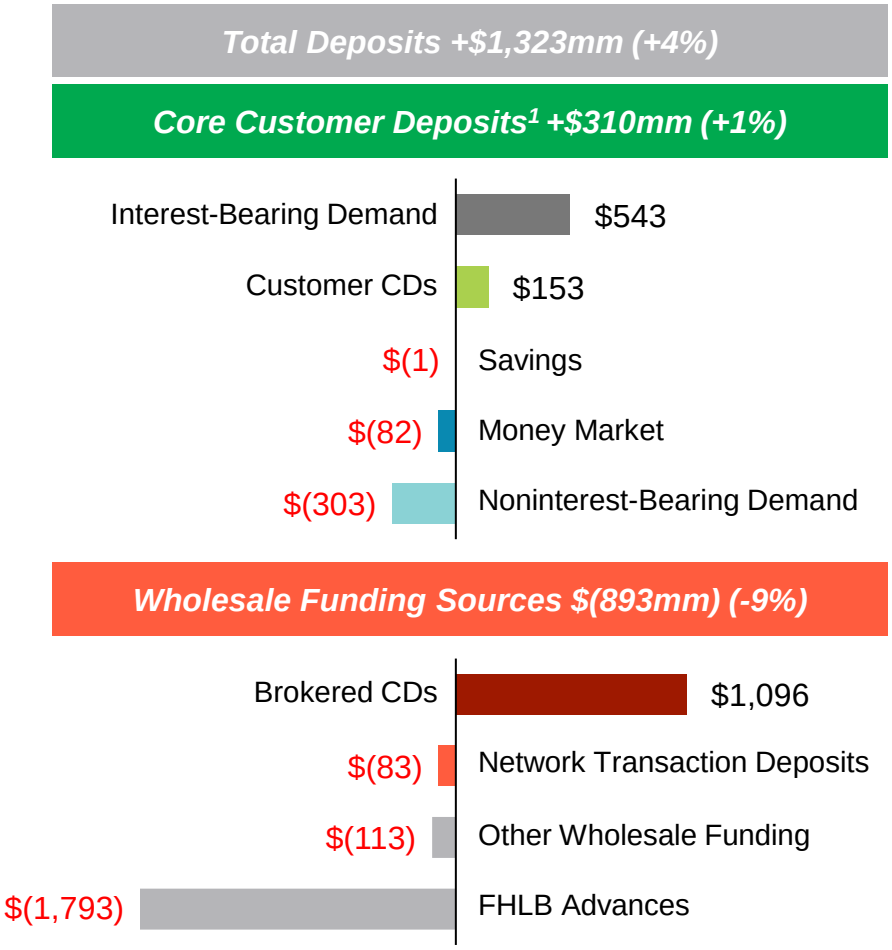
Average Quarterly Deposits

($ in billions)



EoP Funding Change (9/30/2023 to 12/31/2023)

($ in millions)



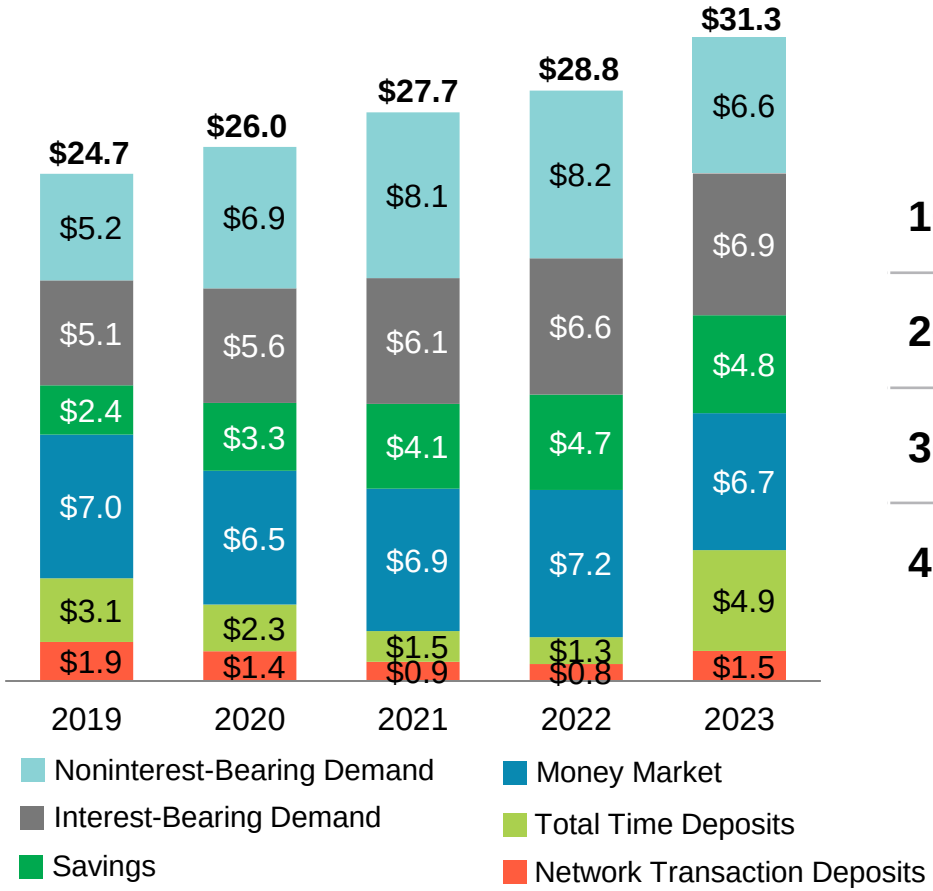
[1] This is a non-GAAP financial measure. See appendix for a reconciliation of end of period core customer deposits to total deposits.

Annual Deposit Trends

Deposits rebounded strongly in 2H 2023, with total deposits up 4% & core customer deposits[1] up 3%

Average Annual Deposits

($ in billions)



2023 Core Customer Deposit[1] Growth Trends

($ in millions)

	Total Deposits	Core Customer Deposits[1]
1Q23	+$696	$(242)
2Q23	+$1,683	$(1,277)
3Q23	+$109	**+$527**
4Q23	+$1,323	**+$310**

+3.1%

[1] This is a non-GAAP financial measure. See appendix for a reconciliation of end of period core customer deposits to total deposits.

Relationship-Focused Deposit Growth

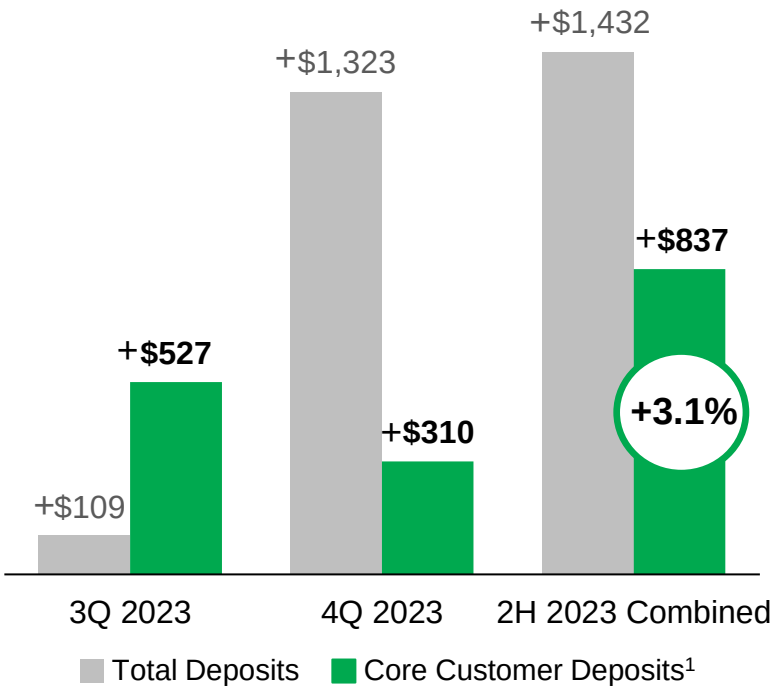
Our efforts to attract & deepen relationships have driven both consumer & commercial deposit growth

- **Expanded Commercial Capabilities**
- **Modernized Digital Banking Experience**
- **Upgraded Product & Service Offerings**
- **Launched Mass Affluent Strategy**
- **Introduced "Champion of You" Brand Strategy**

2H 2023 EoP Deposit Growth Trends

($ in millions)

✓ ***Growth in Consumer***
✓ ***Growth in Commercial/Business***



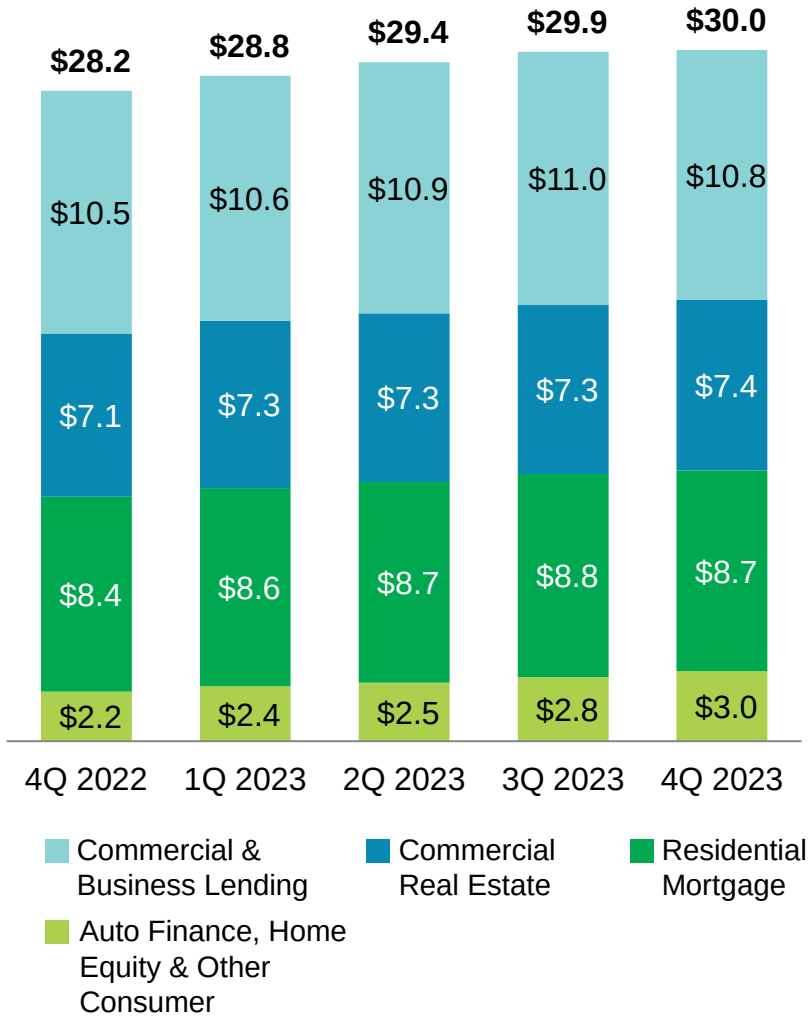
[1] This is a non-GAAP financial measure. See appendix for a reconciliation of end of period core customer deposits to total deposits.

Quarterly Loan Trends

Quarterly average loans grew by $68 million in 4Q; $969 million mortgage loan sale settled on 12/21/2023

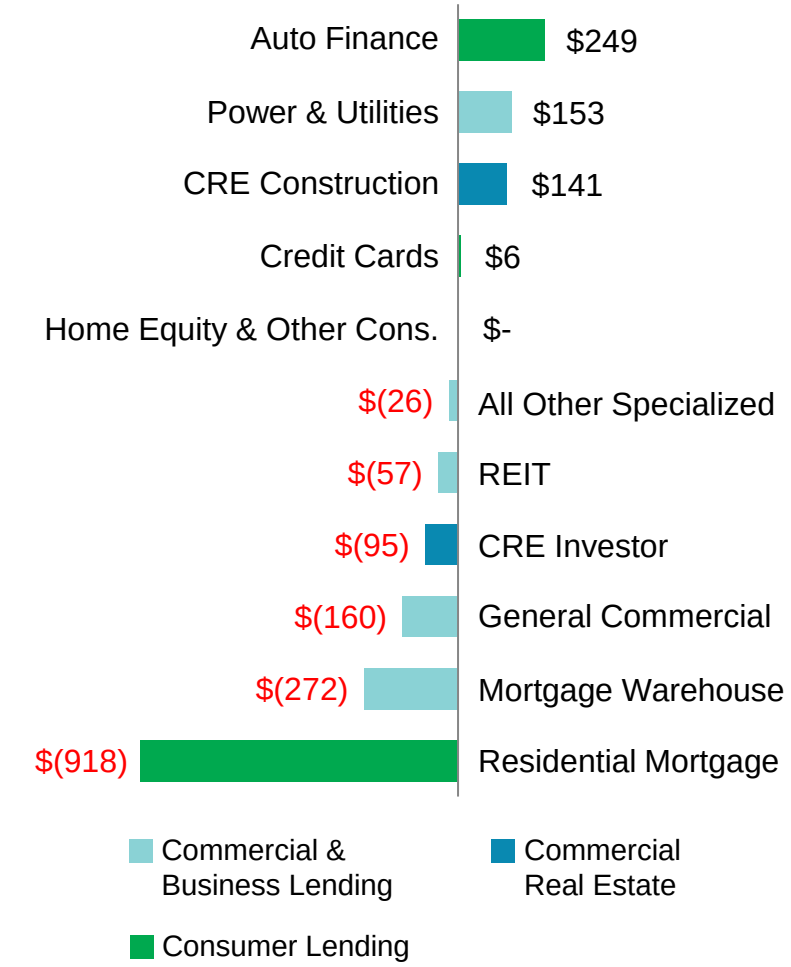
Average Quarterly Loans

($ in billions)



EoP Loan Change (9/30/2023 to 12/31/2023)

($ in millions)

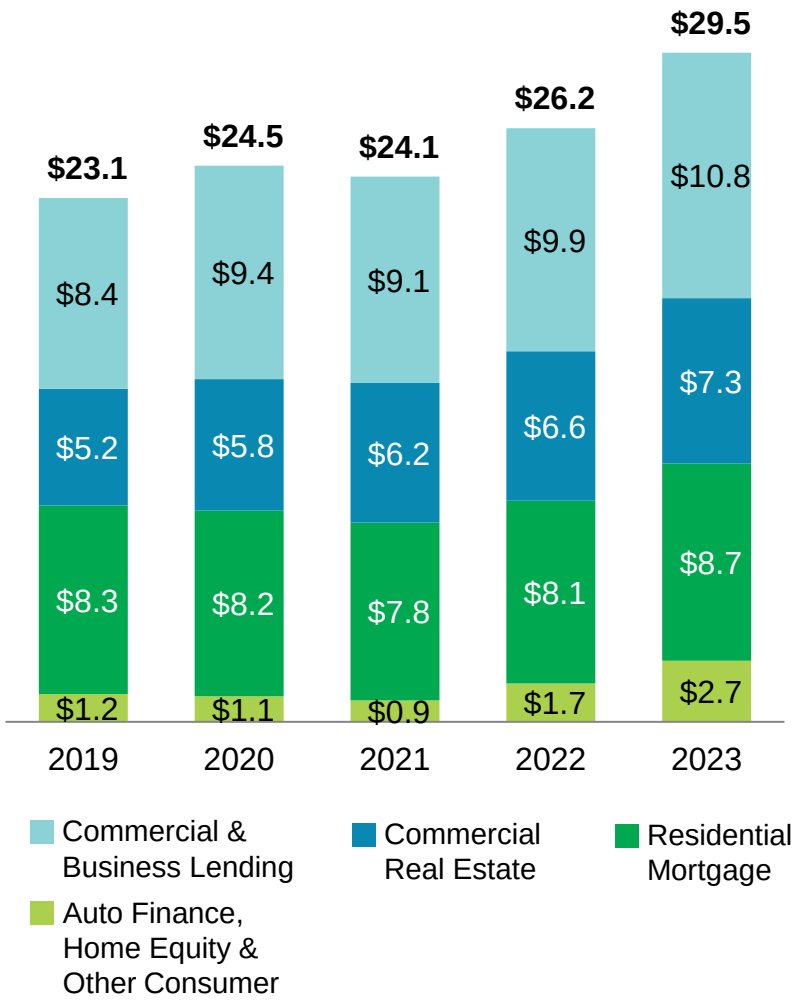


Annual Loan Trends

Ongoing execution against our lending initiatives drove $3.3 billion average annual loan growth in 2023

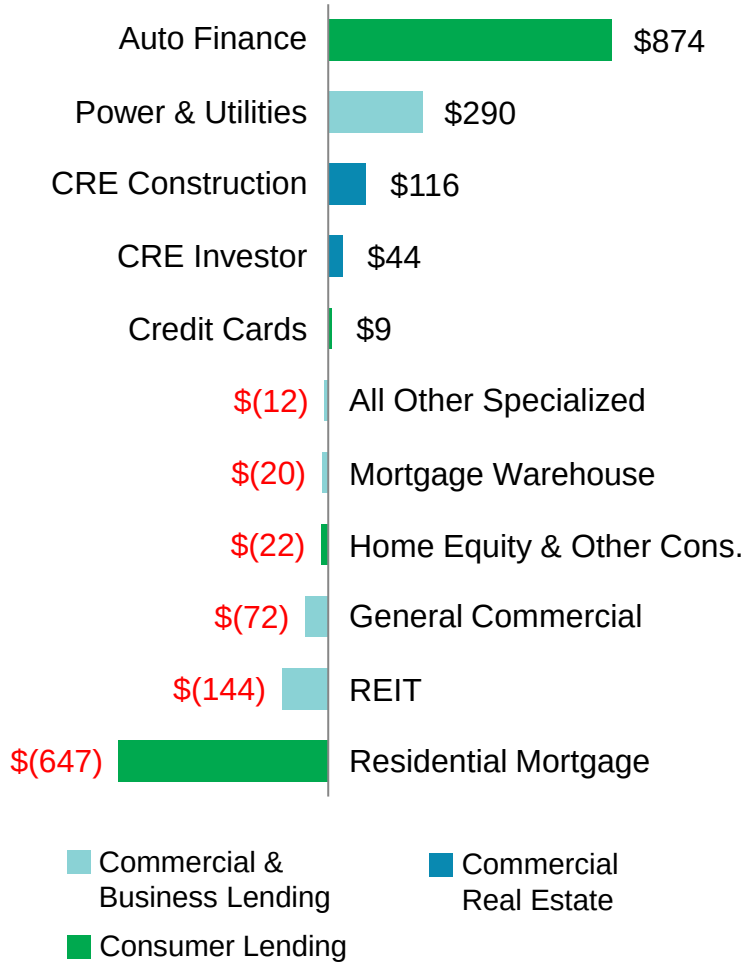
Average Annual Loans

($ in billions)



EoP Loan Change (12/31/2022 to 12/31/2023)

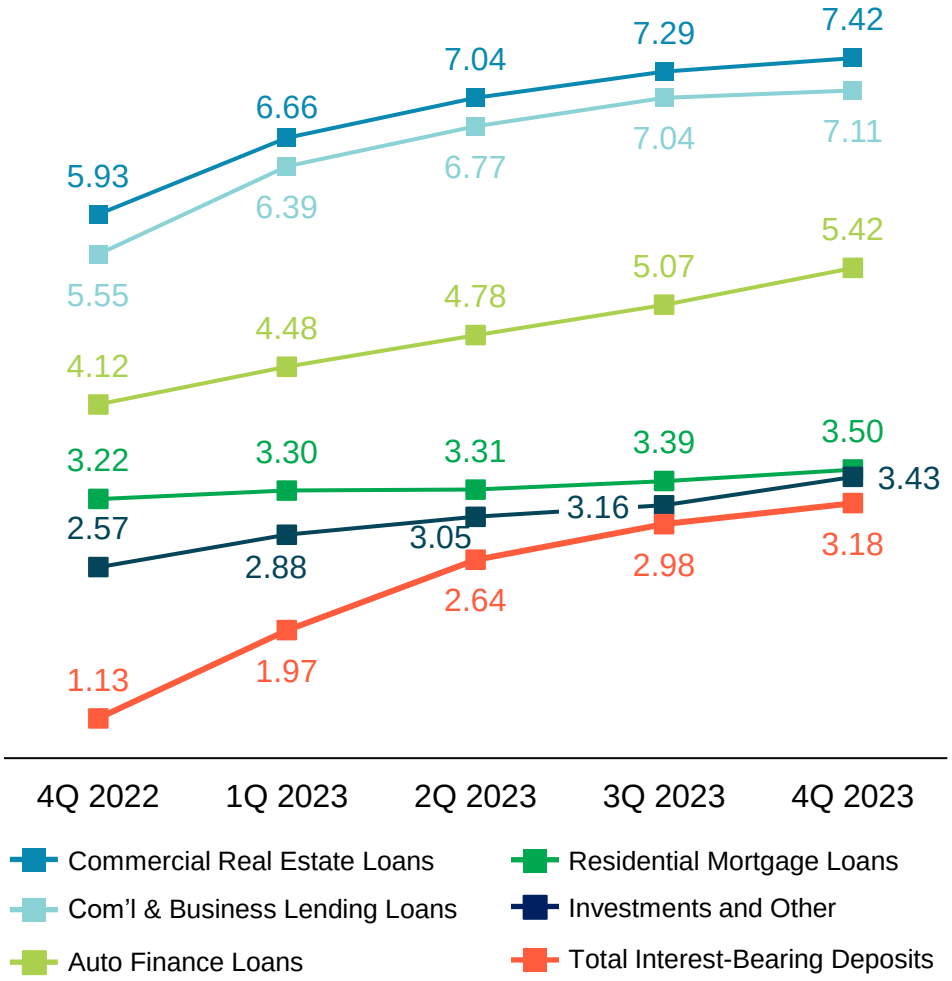
($ in millions)



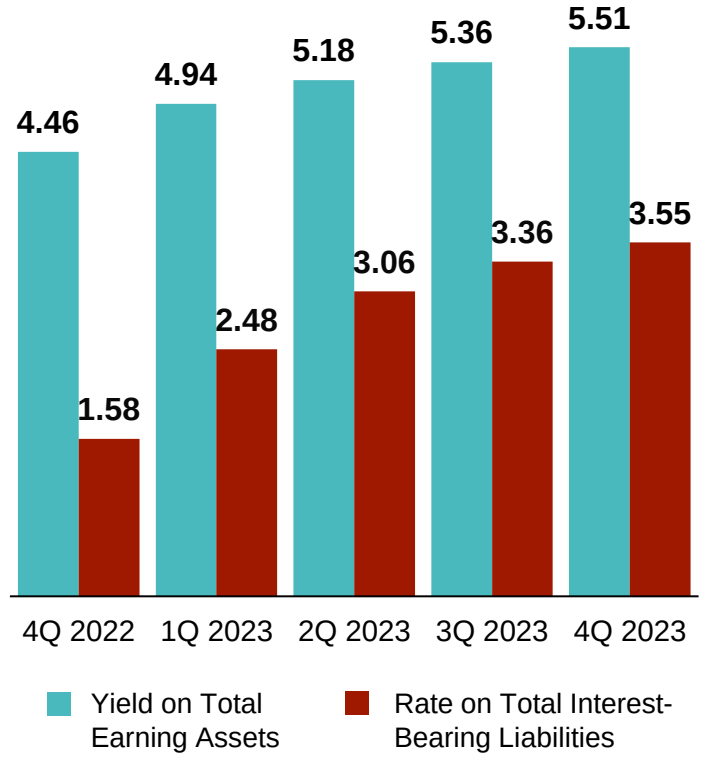
Average Yield Trends

We continue to benefit from rising asset yields, while funding cost pressures have continued to stabilize

Average Yields (%)



Asset & Liability Yield / Rate Trends (%)

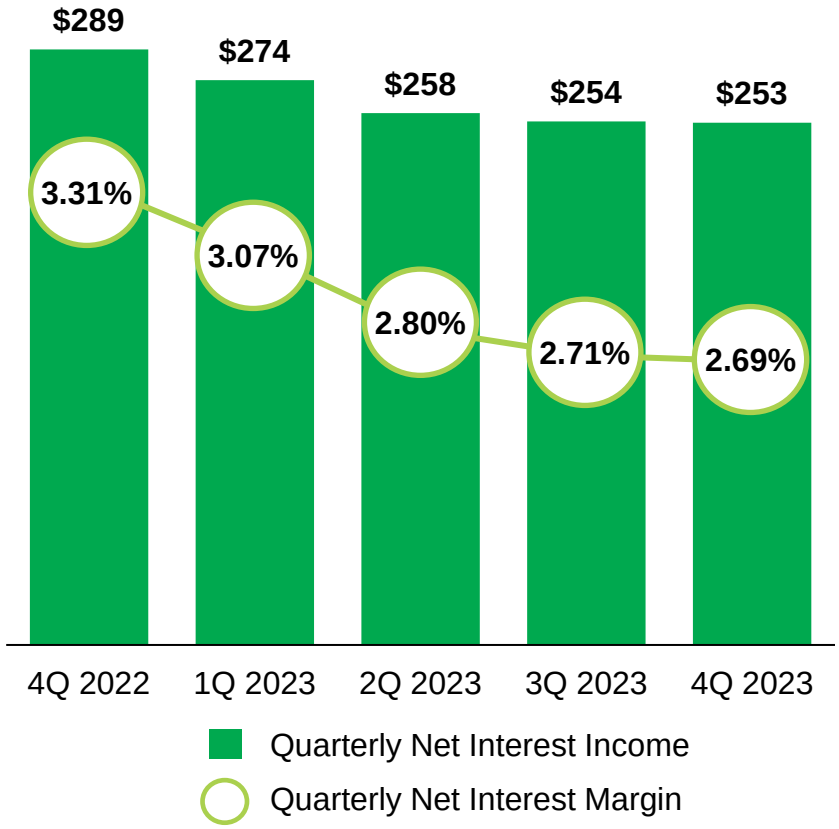


Net Interest Income & Net Interest Margin Trends

We saw further stabilization in both NII & NIM during the fourth quarter

Net Interest Income & Net Interest Margin

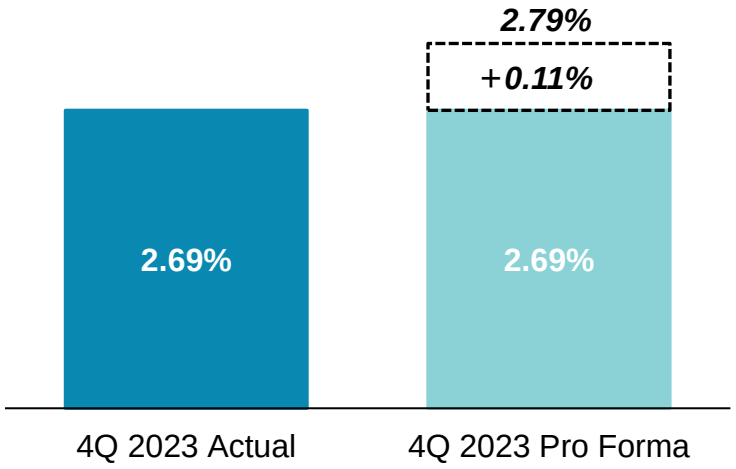
($ in millions)



4Q 2023 Pro Forma Net Interest Margin[1]

Our balance sheet repositioning would have added ~11 bps to our 4Q NIM if the transaction was completed on 10/1/2023.

We expect the full impact of the repositioning to take full effect beginning in 1Q 2024.



[1] Pro forma net interest margin reflects the impact of the balance sheet repositioning announced in November 2023 as if the transaction was completed on October 1, 2023.

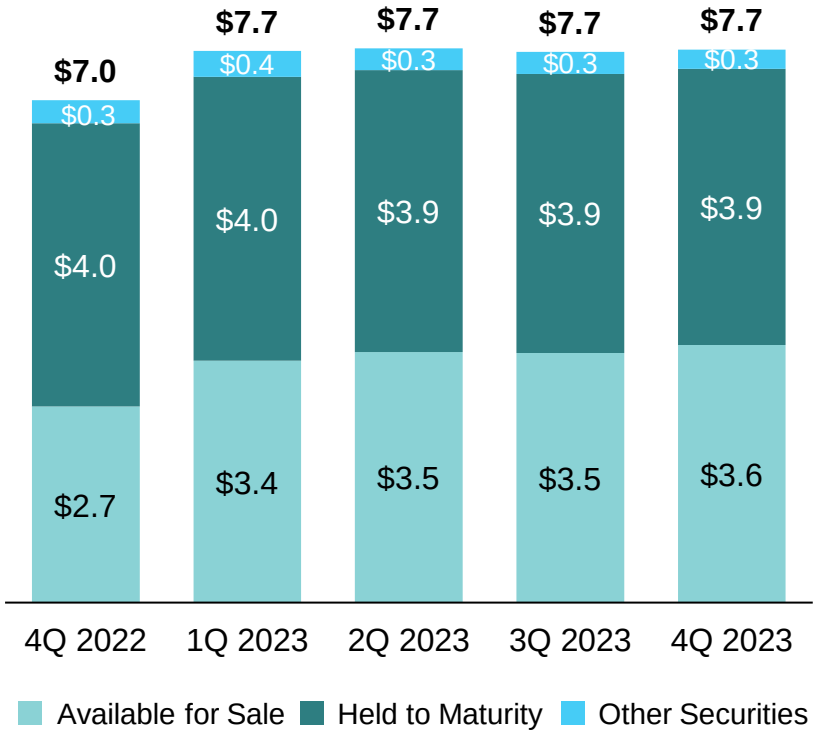
Cash & Investment Securities Portfolio

We continue to target investments to total assets of 18% to 20% in 2024

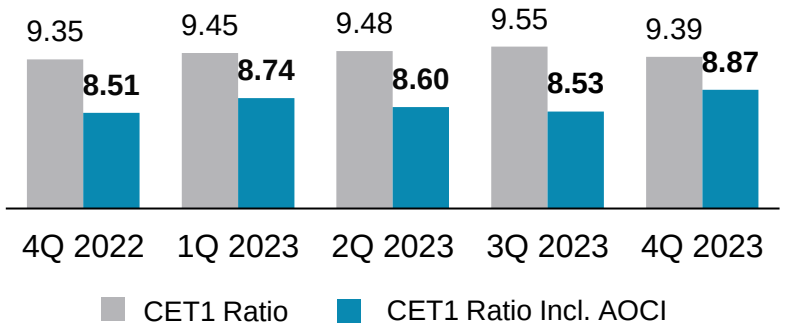
EoP Securities Book Composition

($ in billions)

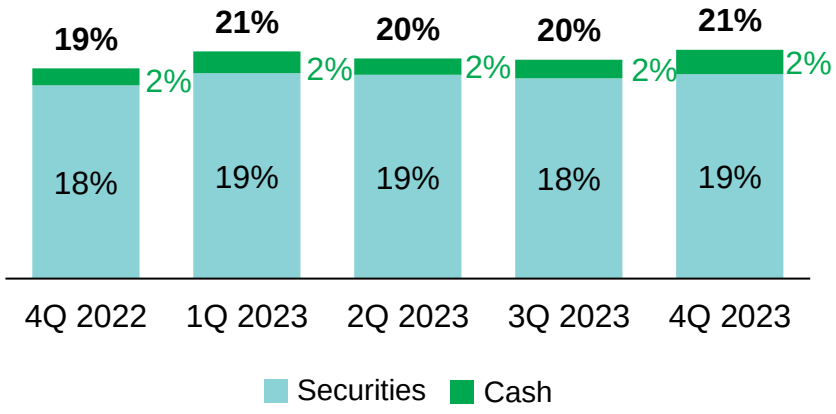
$0.7B securities reinvestment completed during 4Q 2023



CET1 Including AOCI[1] (%)



EoP Securities + Cash / Total Assets



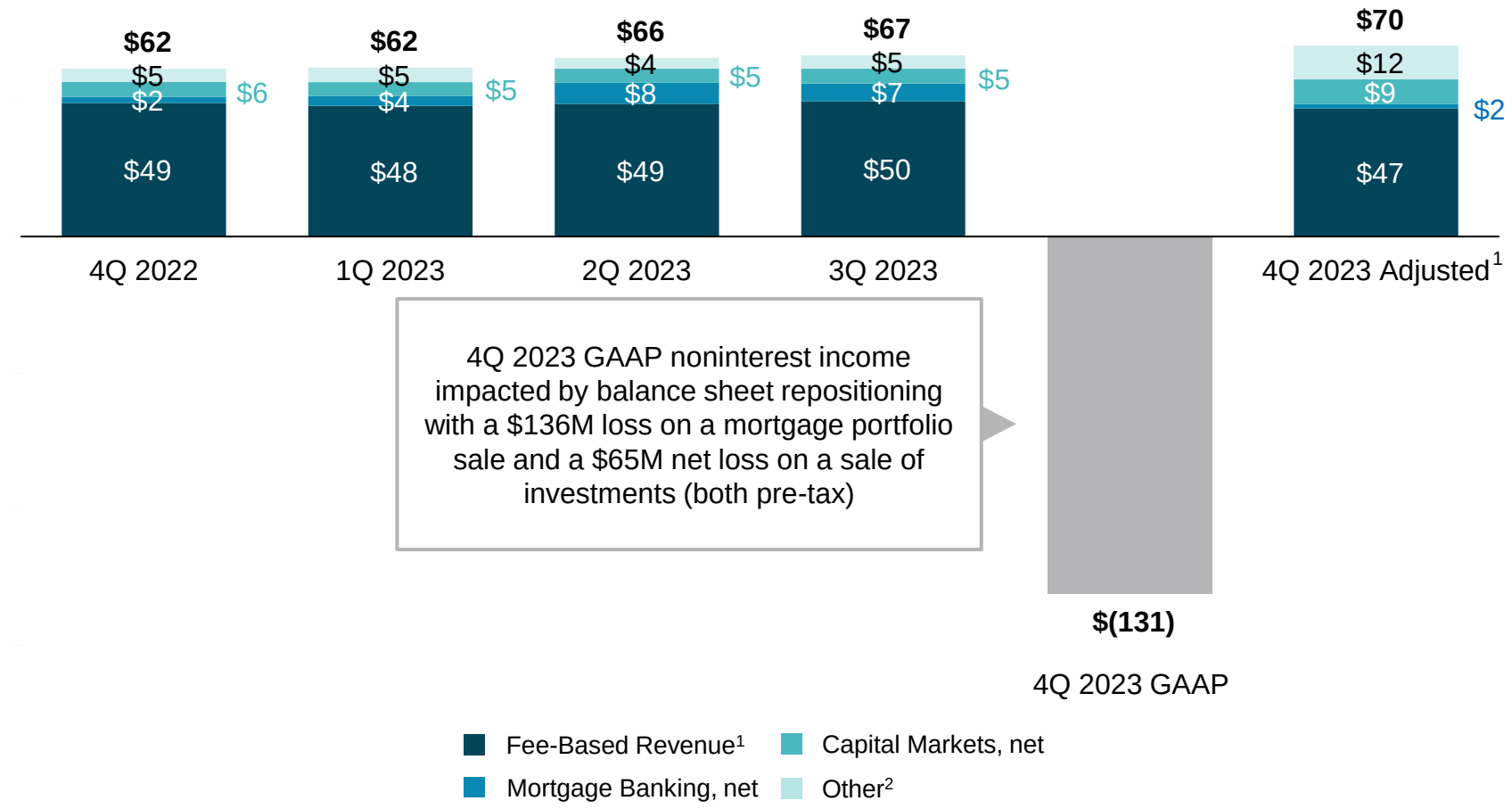
[1] This is a non-GAAP financial measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.

Noninterest Income Trends

Our 4Q GAAP noninterest income was impacted by one time items tied to our balance sheet repositioning

Quarterly Noninterest Income Trends

($ in millions)



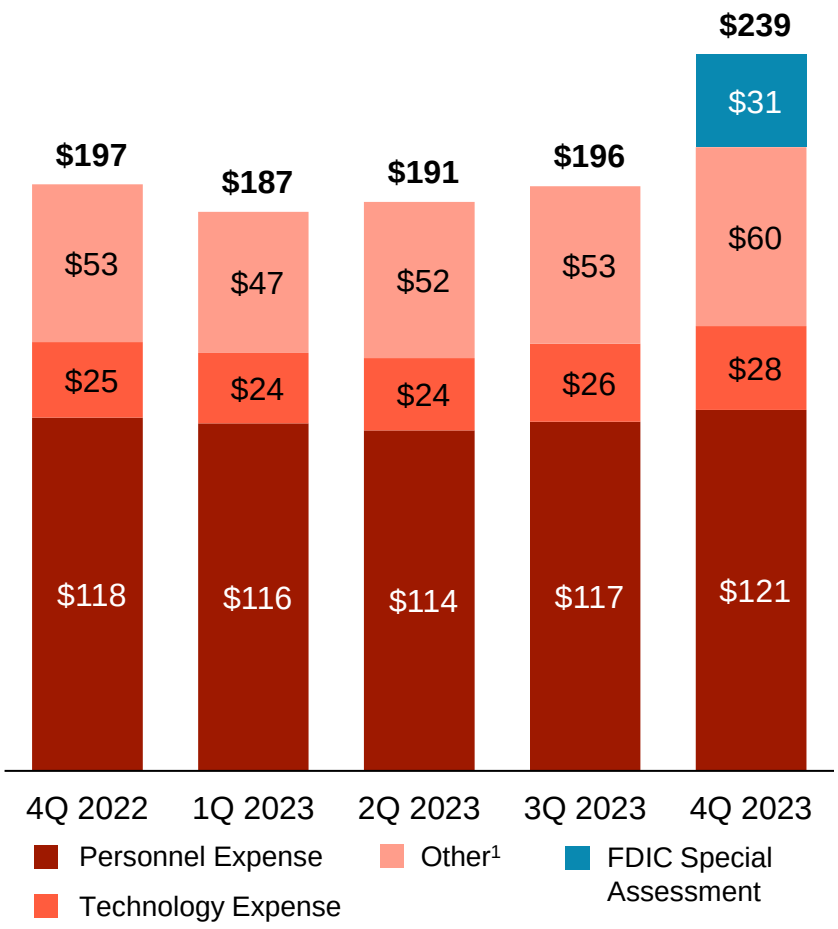
[1] This is a non-GAAP financial measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.
[2] Other noninterest income is primarily comprised of bank and corporate owned life insurance, asset gains (losses), net and investment securities gains (losses), net.

Noninterest Expense Trends

Our 4Q noninterest expense was impacted by the FDIC special assessment & an acceleration of planned hiring

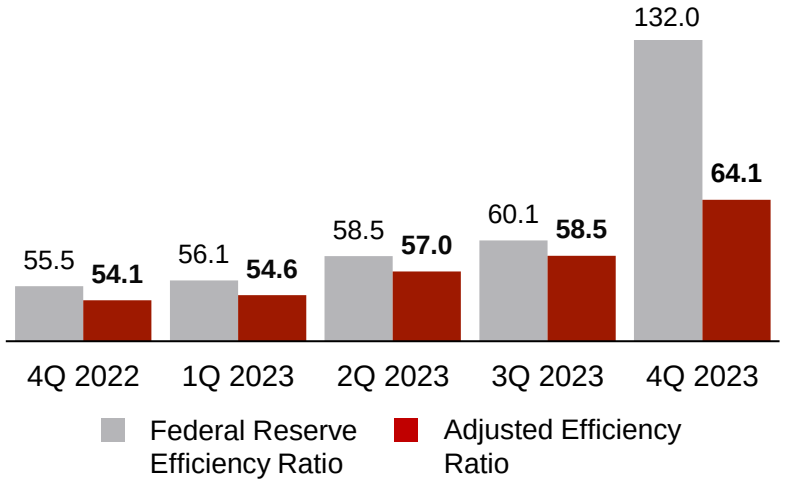
Noninterest Expense Trends

($ in millions)



4Q noninterest expense impacted by $31 million FDIC special assessment announced during the quarter

Adjusted Efficiency Ratio[2] (%)

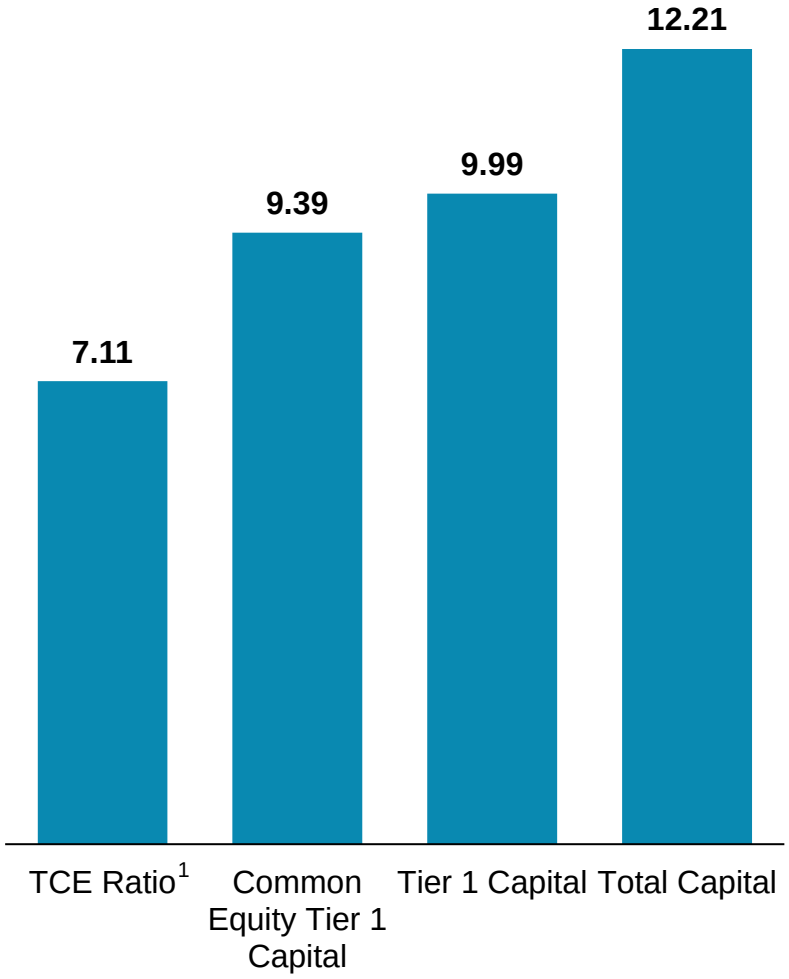


[1] Other expenses are primarily comprised of occupancy, business development & advertising, equipment, legal & professional, and FDIC assessment costs.
[2] This is a non-GAAP financial measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.

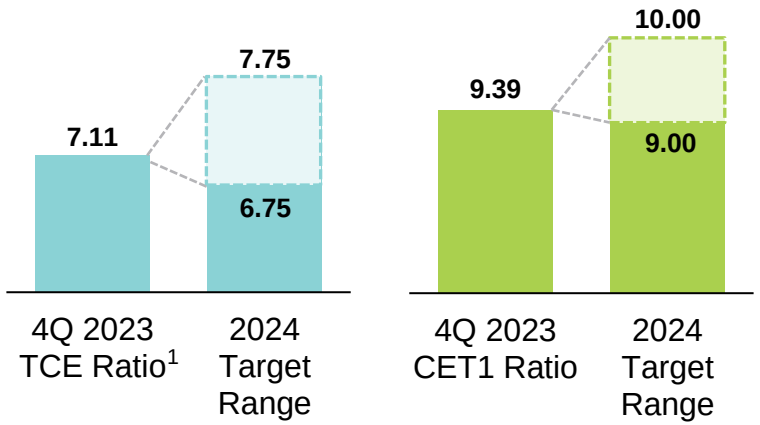
Capital Profile

Our capital ratios remained well within our target ranges following the balance sheet repositioning in 4Q 2023

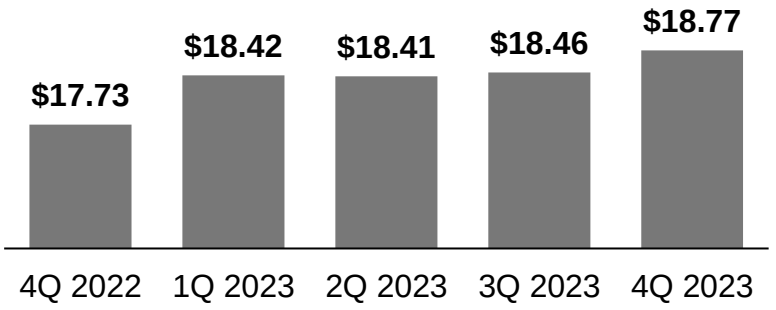
4Q 2023 Capital Ratios (%)



2024 Capital Target Ranges (%)



Tangible Book Value / Share



[1] Tangible common equity / tangible assets. This is a non-GAAP financial measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.

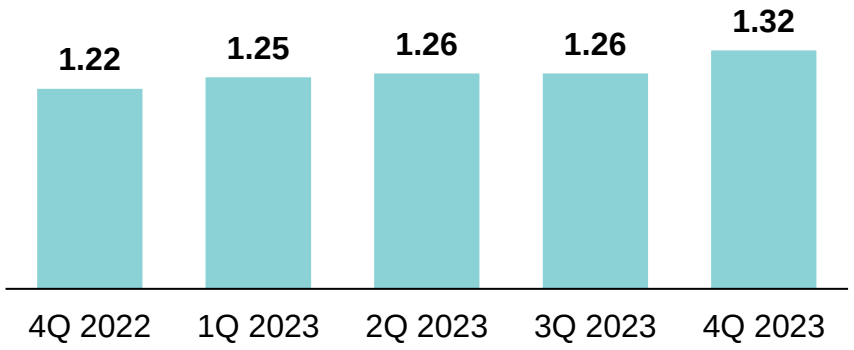
Allowance for Credit Losses on Loans (ACLL) Update

Our ACLL percentage grew by 6 basis points vs. the prior quarter to 1.32%

4Q 2023 ACLL[1] Update

- ACLL increased $5 million from the prior quarter to $386 million, driven primarily by nominal credit movement coupled with general macroeconomic trends
- CECL forward-looking assumptions based on Moody's November 2023 Baseline forecast

ACLL / Total Loans (%)



($ in thousands)

Loan Category	12/31/2022 ACLL	12/31/2022 ACLL / Loans	9/30/2023 ACLL	9/30/2023 ACLL / Loans	12/31/2023 ACLL	12/31/2023 ACLL / Loans
C&BL	$141,652	1.32%	$146,502	1.31%	$ 152,341	1.41%
CRE - Investor	55,108	1.08%	68,214	1.31%	68,338	1.33%
CRE - Construction	66,171	3.07%	71,317	3.35%	70,578	3.11%
Residential Mortgage	38,298	0.45%	40,437	0.46%	37,808	0.48%
Other Consumer	50,267	2.18%	54,101	1.86%	56,805	1.80%
Total	**$351,496**	**1.22%**	**$380,571**	**1.26%**	**$ 385,870**	**1.32%**

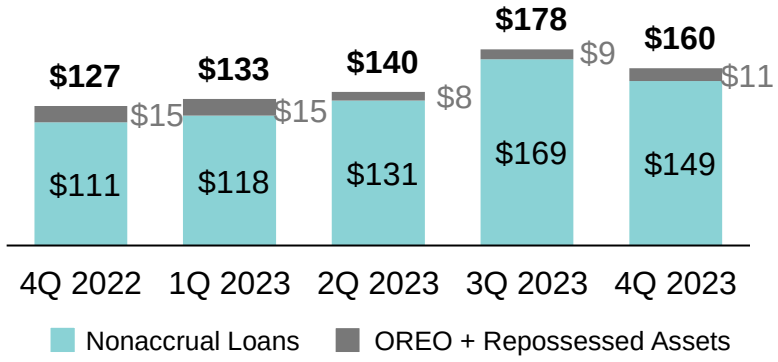
[1] Includes funded and unfunded reserve for loans, excludes reserve for HTM securities.

Credit Quality Trends

Solid credit performance with continued signs of normalization

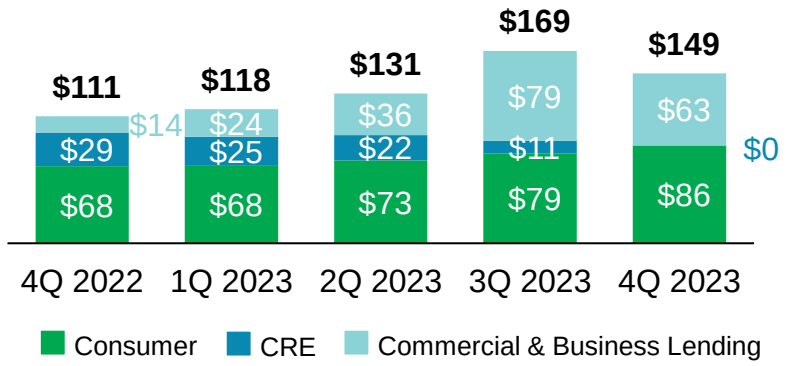
Total Nonperforming Assets

($ in millions)

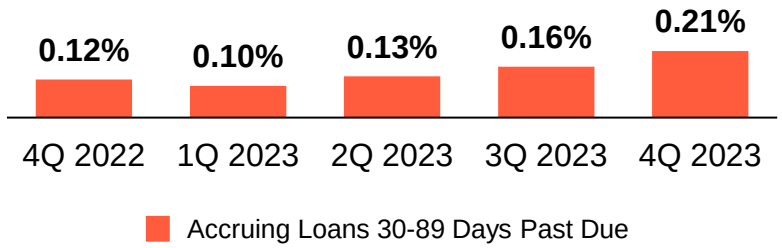


Nonaccrual Loans

($ in millions)

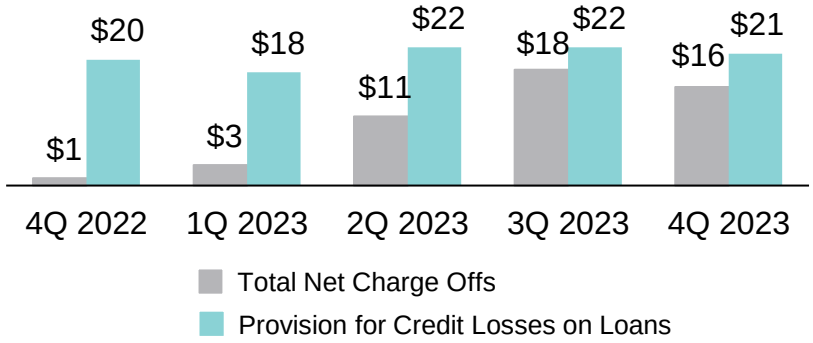


Delinquent Loans / EoP Total Loans



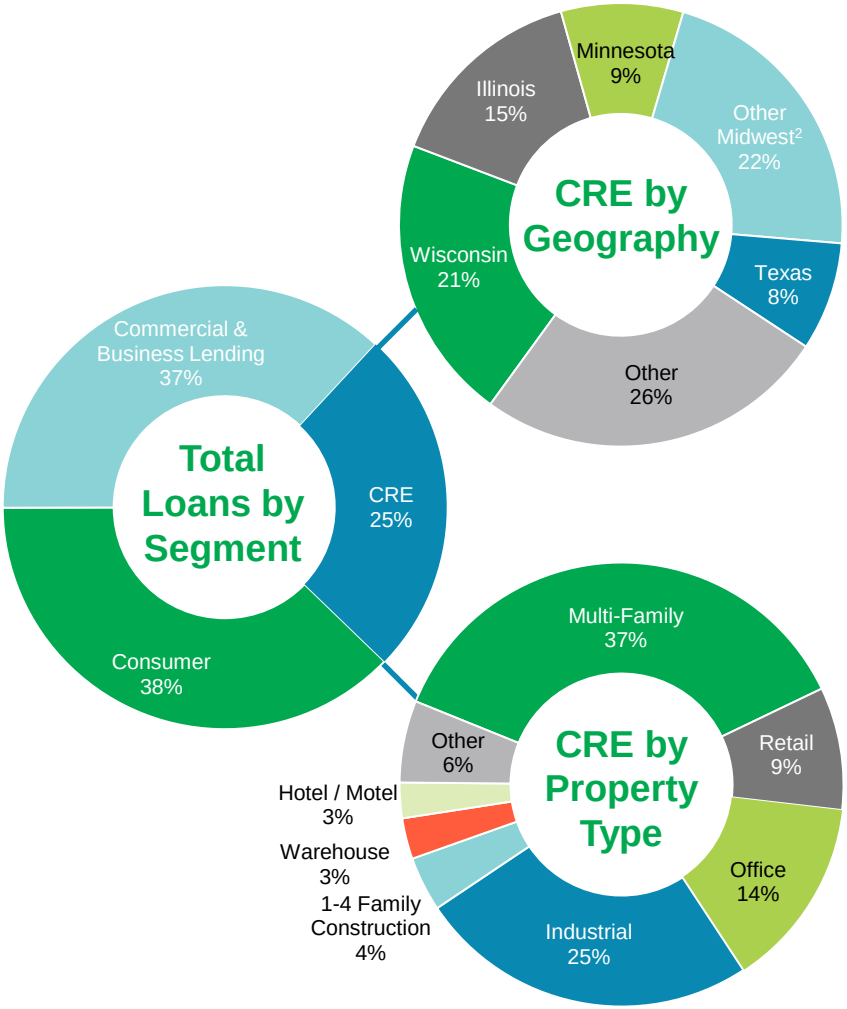
Net Charge Offs and Provision

($ in millions)



High-Quality Commercial Real Estate Portfolio[1]

ASB has built a diversified CRE portfolio by partnering with well-known developers in stable Midwest markets



CRE Credit Quality

	4Q 22	1Q 23	2Q 23	3Q 23	4Q 23
Portfolio LTV	60%	60%	60%	59%	58%
Delinquencies/Loans	0.02%	0.00%	0.00%	0.14%	0.25%
NALs/Loans	0.41%	0.35%	0.30%	0.15%	0.00%
ACLL/Loans	1.68%	1.75%	1.88%	1.90%	1.88%
NCOs/Avg. Loans[3]	0.00%	0.00%	(0.12%)	(0.02%)	(0.01%)

CRE Loan Portfolio Granularity

	% of Total Loans
Largest Single CRE Borrower	0.17%
Top 10 Largest CRE Borrowers	1.39%
Largest CRE Property Type (Multi-Fam)	9.28%
CRE Office Loans	**3.57%**

CRE Office Highlights

WAvg. Debt Service Coverage Ratio[4]	1.18x
2024 Remaining Maturities	$314 million
Urban vs. Suburban	~82% Suburban
Property Class Mix	~59% Class A

[1] All updates as of or for the period ended December 31, 2023 unless otherwise noted.
[2] Other Midwest includes Missouri, Indiana, Ohio, Michigan and Iowa.
[3] Calculated on an annualized basis. Negative values indicate a net recovery.
[4] Calculated based on the 10-year Treasury rate plus 300 basis points/25-year amortization.

FY 2024 Outlook

	GAAP FY 2023 Result	Adjusted FY 2023 Result[1]	FY 2024 Guidance[2]
EoP Total Loans	$29.2B (+1.4% vs. 2022)	$29.2B (+1.4% vs. 2022)	**4% to 6% Growth**
EoP Total Deposits	$33.4B (+12.9% vs. 2022)	Core Customer Deposits[3] $27.4B (-2.4% vs. 2022)	**3% to 5% Growth (Core Customer Deposits)**
Net Interest Income	$1.040B (+8.6% vs. 2022)	$1.040B (+8.6% vs. 2022)	**2% to 4% Growth**
Noninterest Income	$63M (-77.6% vs. 2022)	$264M (-6.4% vs. 2022)	**0% to 2% Decrease**
Noninterest Expense	$814M (+8.9% vs. 2022)	$783M (+4.8% vs. 2022)	**2% to 3% Growth**
Effective Tax Rate	11.2%	N/A	**19% to 21%**

[1] Adjusted 2023 figures have been provided for noninterest income and noninterest expense to exclude the impact of one time items incurred as a result of a balance sheet repositioning that the Corporation announced in the fourth quarter of 2023 and the FDIC special assessment finalized during the fourth quarter of 2023. These figures are non-GAAP financial measures. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.

[2] Projections are on an end of period basis as of and for the year ended 12/31/2024 as compared to adjusted 2023 results as of 12/31/2023 unless otherwise noted.

[3] This is a non-GAAP financial measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures.

Appendix

Balance Sheet Repositioning Summary

We are providing finalized transaction figures following the settlement of our 4Q 2023 sale of loans & securities

	Estimated 11/9/2023	*Actual*
Total Assets Sold	$1.8B	**$1.68B**
Total Loans Sold	$1.0B in ARMs	**$969M in ARMs**
	Wtd. Avg. Yield 3.72%	*Wtd. Avg. Yield 3.81%*
Total Securities Sold ***(Book Value)***	$0.8B in AFS Securities	**$780M in AFS Securities**
	Wtd. Avg. Yield 2.60%	*Wtd. Avg. Yield 2.60%*
4Q 2023 One-Time Loss[1]	$157M	**$150M**
Use of Proceeds	Repay $0.9B of FHLB Advances	**Repaid $849M of FHLB Advances**
	Wtd. Avg. Yield ~5.50%	*Wtd. Avg. Yield 5.44%*
	Reinvest into $0.7B of securities & cash	**Reinvested into $741M of securities & cash**
	Wtd. Avg. Yield 6.02%	*Wtd. Avg. Yield 6.04%*

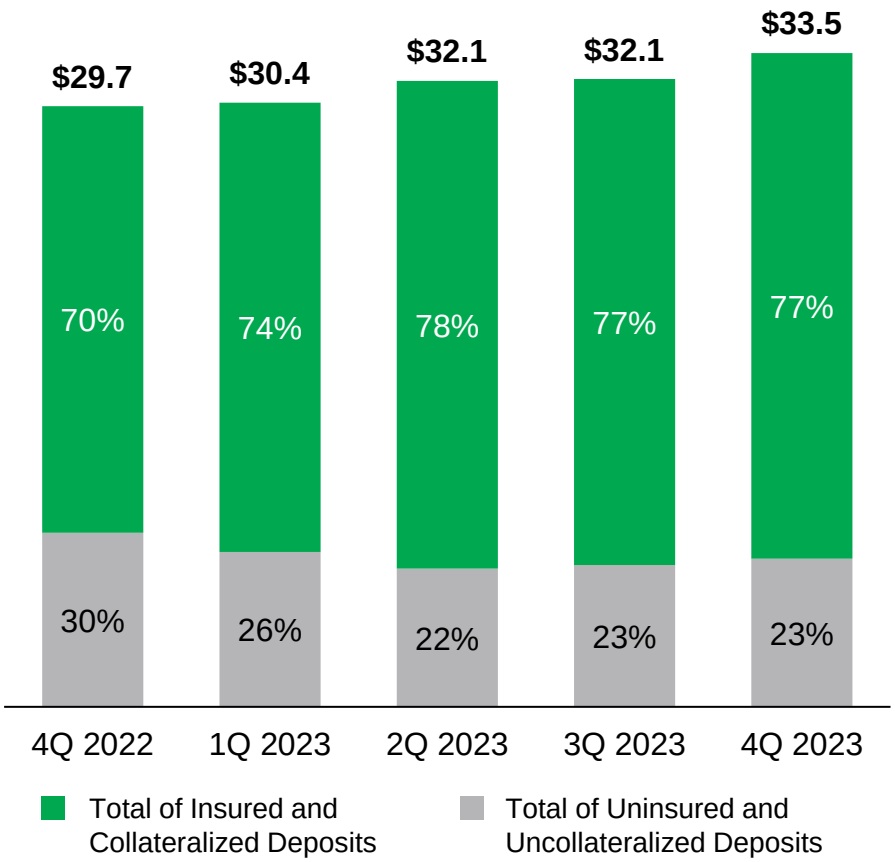
[1] Net of tax and the provision for loan losses that was reversed as a result of the sale of mortgages.

Stable, Granular Deposit Portfolio

Uninsured, uncollateralized deposits were only 23% of total deposits as of 12/31/2023

EoP Total Deposit Trends (Associated Bank, N.A.)

($ in billions)



23%

Percentage of total deposits that were uninsured and uncollateralized as of 12/31/2023

110%

Readily available liquidity coverage[1] for uninsured and uncollateralized deposits as of 12/31/2023

146%

Total liquidity coverage for uninsured and uncollateralized deposits as of 12/31/2023

[1] Liquidity coverage based on current levels of readily available (within one business day) funding. See slide 25 for additional details.

Liquidity Sources

As of 12/31/2023, ASB's total liquidity sources covered 146% of uninsured, uncollateralized deposits

($ in millions)

Liquidity Sources	9/30/2023	12/31/2023
Federal Reserve Balance	$314.3	$421.8
Available FHLB Chicago Capacity	$5,377.6	$5,985.4
Available Fed Discount Window Capacity	$1,335.9	$1,433.7
Available Bank Term Funding Program Capacity	$618.8	$522.5
Funding Available Within One Business Day[1]	**$7,646.7**	**$8,363.4**
Available Fed Funds Lines	$2,518.0	$1,550.0
Available Brokered Deposit Capacity[2]	$1,240.5	$138.5
Unsecured Debt Capacity[3]	$1,000.0	$1,000.0
Total Liquidity	**$12,405.2**	**$11,051.9**

110% of uninsured, uncollateralized deposits

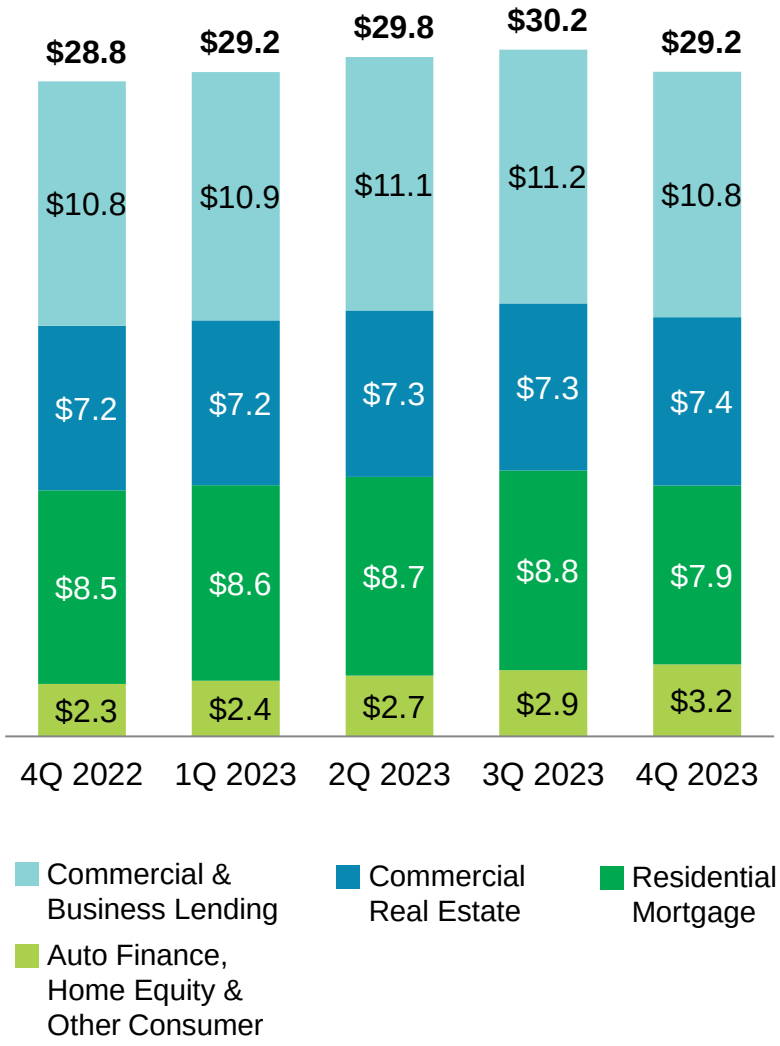
146% of uninsured, uncollateralized deposits

[1] Estimated based on normal course of operations with the indicated institution.
[2] Availability based on internal policy limitations. The Corporation includes outstanding deposits that have received a primary purpose exemption in the brokered deposit classification as they have similar funding characteristics and risk as brokered deposits.
[3] Availability based on internal policy limitations.

Additional Loan Trends

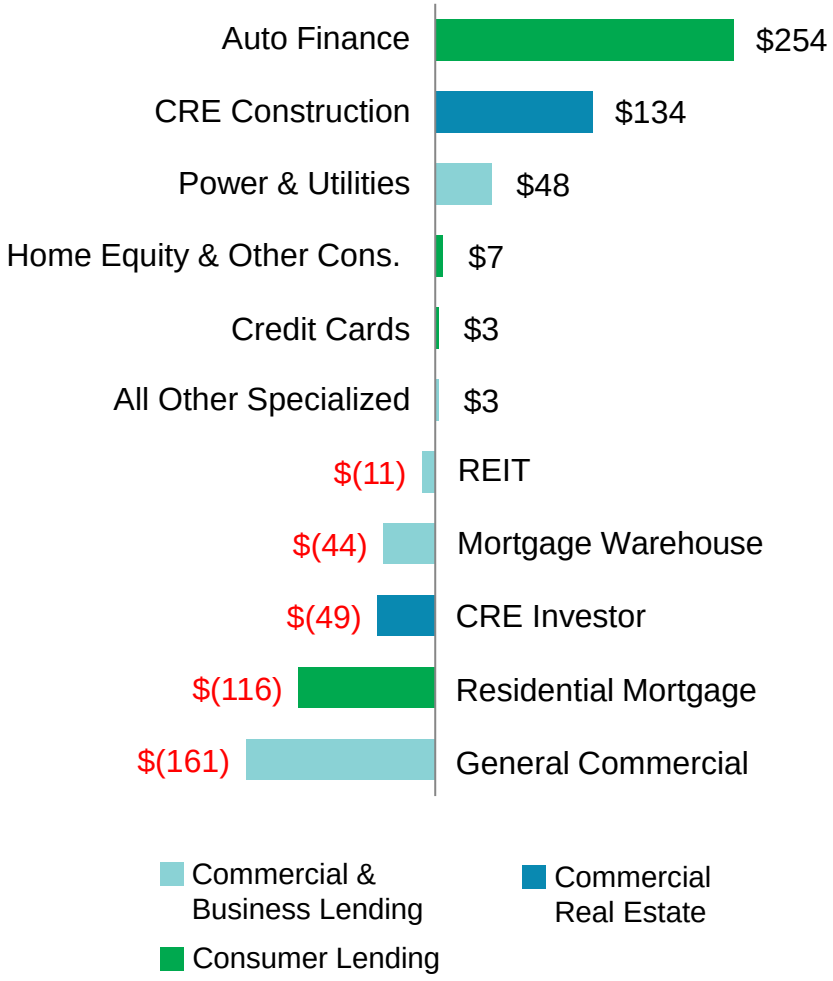
EoP Quarterly Loan Trends

($ in billions)



Average Loan Change (3Q 2023 to 4Q 2023)

($ in millions)



Total Loans Outstanding Balances as of December 31, 2023

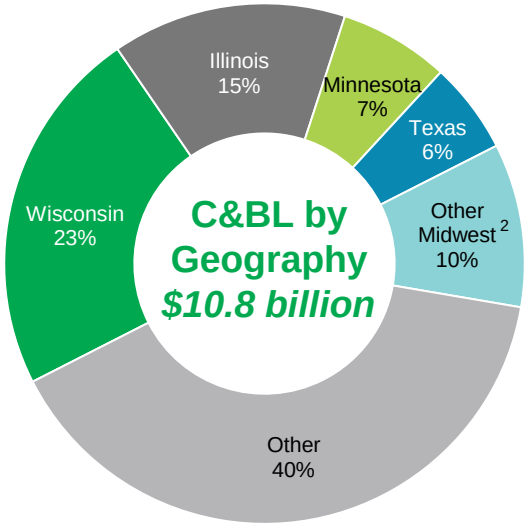
($ in millions)

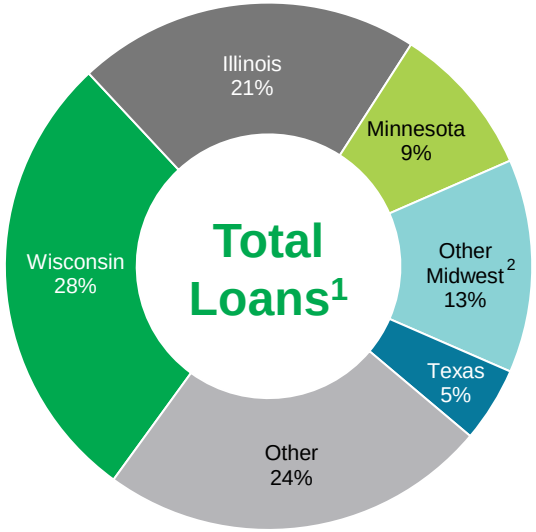
	12/31/2023[1]	% of Total Loans
C&BL (by NAICS[2])		
Utilities	$ 2,450	8.4%
Manufacturing & Wholesale Trade	2,145	7.3%
Real Estate (includes REITs)	1,831	6.3%
Mortgage Warehouse	581	2.0%
Finance & Insurance	580	2.0%
Retail Trade	443	1.5%
Health Care and Social Assistance	410	1.4%
Construction	396	1.4%
Rental and Leasing Services	381	1.3%
Transportation and Warehousing	352	1.2%
Professional, Scientific, and Tech. Serv.	335	1.1%
Waste Management	223	0.8%
Arts, Entertainment, and Recreation	106	0.4%
Accommodation and Food Services	96	0.3%
Management of Companies & Enterprises	80	0.3%
Financial Investments & Related Activities	79	0.3%
Information	77	0.3%
Public Administration	17	0.1%
Educational Services	15	0.1%
Mining	7	0.0%
Agriculture, Forestry, Fishing and Hunting	0	0.0%
Other	190	0.7%
Total C&BL	$ 10,793	36.9%

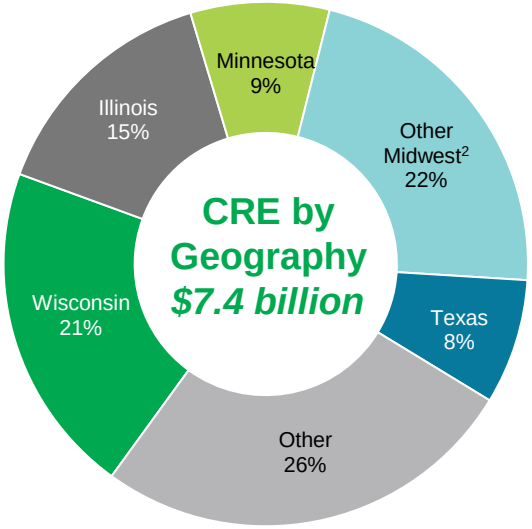
	12/31/2023[1]	% of Total Loans
CRE (by property type)		
Multi-Family	$ 2,711	9.3%
Industrial	1,834	6.3%
Office	1,042	3.6%
Retail	654	2.2%
Single Family Construction	291	1.0%
Warehouse	234	0.8%
Hotel/Motel	193	0.7%
Medical	166	0.6%
Land	118	0.4%
Self Storage	29	0.1%
Other	124	0.4%
Total CRE	$ 7,396	25.3%
Consumer		
Residential Mortgage	$ 7,865	26.9%
Auto Finance	2,256	7.7%
Home Equity	629	2.2%
Credit Cards	141	0.5%
Student Loans	63	0.2%
Other Consumer	74	0.3%
Total Consumer	$ 11,027	37.7%
Total Loans	$ 29,216	100.0%

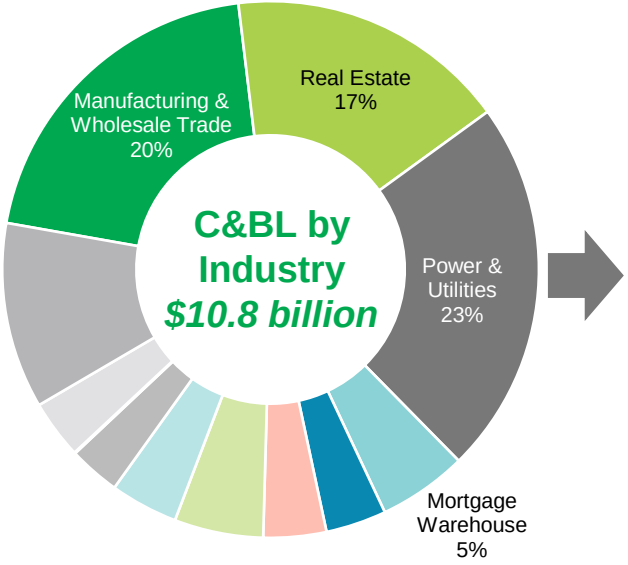
[1] All values as of period end.
[2] North American Industry Classification System.

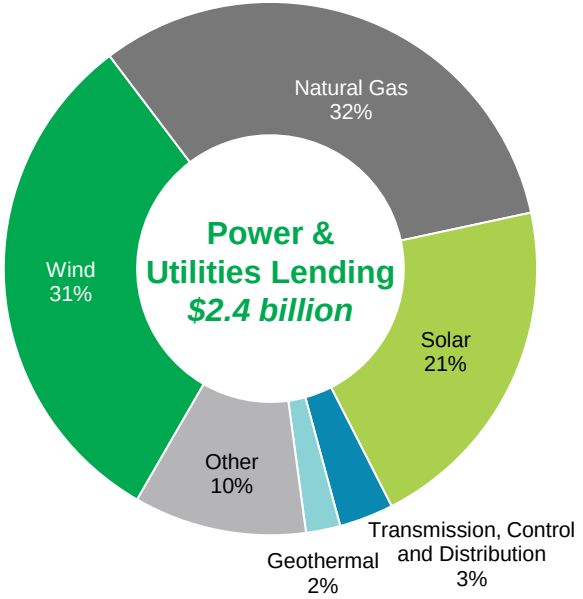
Loan Stratification Outstanding Balances as of December 31, 2023

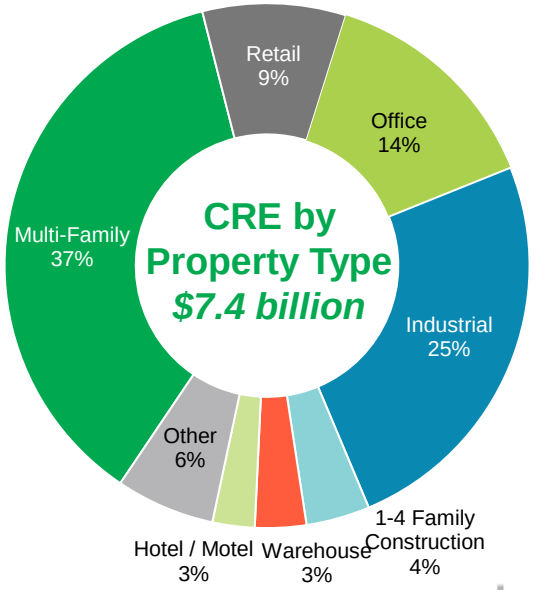












[1] Excludes Other Consumer portfolio.
[2] Other Midwest includes Missouri, Indiana, Ohio, Michigan and Iowa.

Reconciliation & Definitions of Non-GAAP Items

One Time Item Reconciliation ($ in millions, except per share data)	YTD Dec 2023	YTD Dec 2023 per share data (diluted)		4Q 2023	4Q 2023 per share data (diluted)
GAAP net income (loss)	$183	$1.13		$(91)	$(0.62)
Loss on mortgage portfolio sale, net[1,2]	133	0.87		133	0.87
Net loss on sale of investments[2]	65	0.43		65	0.43
FDIC special assessment	31	0.20		31	0.20
Tax effect	(55)	(0.36)		(55)	(0.36)
Net income, excluding one time items, net of tax	$357	$2.27		$83	$0.53
Less preferred stock dividends	(12)			(3)	
Net income available to common equity, excluding one time items, net of tax	$345			$80	

One Time Item Noninterest Income Reconciliation ($ in millions, except per share data)	YTD Dec 2023	4Q 2023
GAAP noninterest income	$63	$(131)
Loss on mortgage portfolio sale[2]	136	136
Net loss on sale of investments[2]	65	65
Noninterest income, excluding one time items	$264	$70

Adjusted Revenue Reconciliation ($ in millions)	YTD Dec 2022	YTD Dec 2023
Net interest income	$957	$1,040
GAAP noninterest income	282	63
Loss on mortgage portfolio sale[2]		136
Net loss on sale of investments[2]		65
Noninterest income, excluding one time items	282	264
Adjusted total revenue, excluding one time items	$1,240	$1,304

[1] Loss on mortgage portfolio sale, net takes into account the provision for loan losses that was reversed as a result of the sale of the mortgages.
[2] The mortgage portfolio sale and investments sold that are classified as one time items are the result of a balance sheet repositioning that the Corporation announced in fourth quarter of 2023.

Reconciliation & Definitions of Non-GAAP Items

One Time Item Noninterest Expense Reconciliation ($ in millions, except per share data)	YTD Dec 2023	4Q 2023
GAAP noninterest expense	$814	$239
FDIC special assessment	(31)	(31)
Noninterest expense, excluding one time items	$783	$209

End of Period Adjusted Loans Reconciliation ($ in millions)	4Q 2022	3Q 2023	4Q 2023
Total loans	$28,800	$30,193	$29,216
Sale of residential mortgage loans			969
Adjusted total loans	$28,800	$30,193	$30,185

End of Period Core Customer Deposits Reconciliation ($ in millions)	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Total deposits	$29,636	$30,332	$32,014	$32,123	$33,446
Brokered CDs	(542)	(1,186)	(3,818)	(3,351)	(4,447)
Network transaction deposits	(979)	(1,273)	(1,601)	(1,649)	(1,566)
Core customer deposits	$28,115	$27,873	$26,595	$27,123	$27,432

Tangible Common Equity and Tangible Assets Reconciliation[1] ($ in millions)	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Common equity	$3,821	$3,932	$3,929	$3,934	$3,980
Goodwill and other intangible assets, net	(1,154)	(1,152)	(1,150)	(1,148)	(1,145)
Tangible common equity	$2,667	$2,779	$2,779	$2,786	$2,834
Total assets	$39,406	$40,703	$41,219	$41,637	$41,016
Goodwill and other intangible assets, net	(1,154)	(1,152)	(1,150)	(1,148)	(1,145)
Tangible assets	$38,251	$39,550	$40,070	$40,490	$39,870

[1] The ratio tangible common equity to tangible assets excludes goodwill and other intangible assets, net. This financial measure has been included as it is considered to be a critical metric with which to analyze and evaluate financial condition and capital strength.

Reconciliation & Definitions of Non-GAAP Items

Common Equity Tier 1 Capital Ratio Reconciliation	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Common equity Tier 1 capital ratio	9.35%	9.45%	9.48%	9.55%	9.39%
Accumulated other comprehensive loss adjustment	(0.84)%	(0.72)%	(0.88)%	(1.01)%	(0.52)%
Common equity Tier 1 capital ratio including accumulated other comprehensive loss	8.51%	8.74%	8.60%	8.53%	8.87%

Selected Trend Information[1] ($ in millions)	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Wealth management fees	$20	$20	$20	$21	$21
Service charges and deposit account fees	14	13	12	13	11
Card-based fees	11	11	11	12	12
Other fee-based revenue	3	4	4	5	4
Fee-based revenue	49	48	49	50	47
Other[2]	13	14	17	17	(178)
Total noninterest income	$62	$62	$66	$67	$(131)

Efficiency Ratio Reconciliation[3]	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023
Federal Reserve efficiency ratio	55.47%	56.07%	58.49%	60.06%	132.01%
Fully tax-equivalent adjustment	(0.77)%	(0.79)%	(0.85)%	(0.89)%	(3.29)%
Other intangible amortization	(0.62)%	(0.66)%	(0.68)%	(0.69)%	(1.21)%
Fully tax-equivalent efficiency ratio	54.08%	54.64%	56.96%	58.50%	127.54%
FDIC special assessment					(9.50)%
Announced initiatives					(53.92)%
Adjusted efficiency ratio	54.08%	54.64%	56.96%	58.50%	64.12%

[1] These financial measures have been included as they provide meaningful supplemental information to assess trends in the Corporation's results of operations.

[2] Other noninterest income is primarily comprised of capital markets, net, mortgage banking, net, bank and corporate owned life insurance, asset gains (losses), net and investment securities gains (losses), net. 4Q 2023 other noninterest income includes the loss on mortgage portfolio sale and net loss on sale of investments that are classified as one time items and are the result of a balance sheet repositioning that the Corporation announced in fourth quarter of 2023.

[3] The efficiency ratio as defined by the Federal Reserve guidance is noninterest expense (which includes the provision for unfunded commitments) divided by the sum of net interest income plus noninterest income, excluding investment securities gains (losses), net. The fully tax-equivalent efficiency ratio is noninterest expense (which includes the provision for unfunded commitments), excluding other intangible amortization, divided by the sum of fully tax-equivalent net interest income plus noninterest income, excluding investment securities gains (losses), net. The adjusted efficiency ratio is noninterest expense (which includes the provision for unfunded commitments), excluding other intangible amortization, FDIC special assessment costs, and announced initiatives, divided by the sum of fully tax-equivalent net interest income plus noninterest income, excluding investment securities gains (losses), net and announced initiatives. Management believes the adjusted efficiency ratio is a meaningful measure as it enhances the comparability of net interest income arising from taxable and tax-exempt sources and provides a better measure as to how the Corporation is managing its expenses by adjusting for one time costs like the FDIC special assessment and announced initiatives.