Third Quarter 2017
INVESTOR PRESENTATION

November 2017

EastWest Bank
Your financial bridge®

Safe Harbor Statement

This presentation may include forward-looking statements that involve inherent risks and uncertainties. East West Bancorp, Inc. cautions readers that a number of important factors could cause actual results to differ materially from those in any forward-looking statements. These factors include economic conditions and competition in the geographic and business areas in which East West Bancorp and its subsidiaries operate, inflation or deflation, fluctuation in interest rates, legislation and governmental regulations, investigation of acquired banks and other factors discussed in the Company's filings with the SEC.

East West Profile

East West Bank is the largest independent bank based in Los Angeles, CA.

With $36 billion in total assets, 44 years of operating history, and 2,900 associates,
East West Bank is the leading bank serving the Asian community in the U.S.

UNITED STATES

120+ Locations

Across 60+ cities in 10 metropolitan areas

89 U.S. branches in California

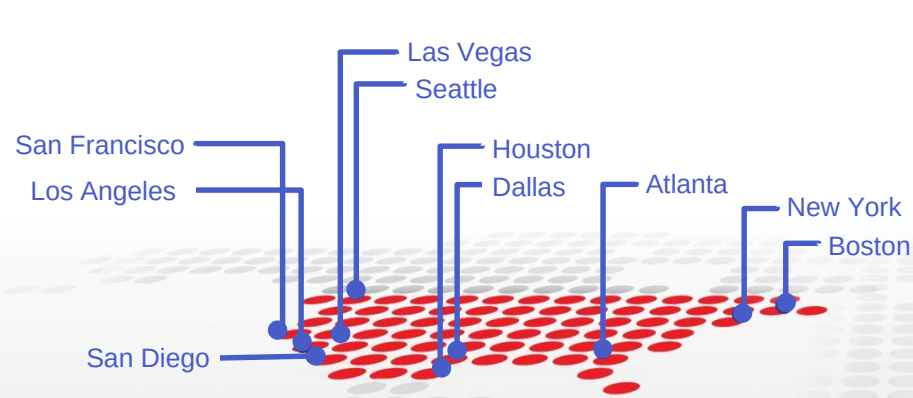
130+ LOCATIONS THROUGHOUT

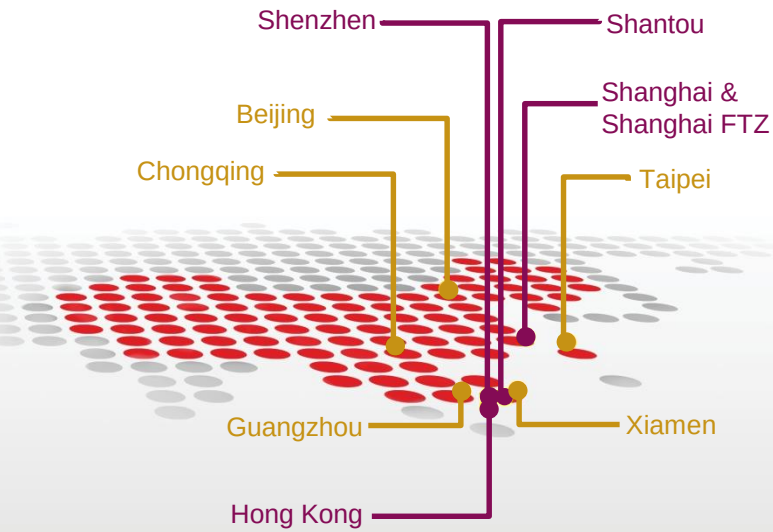
GREATER CHINA

10 Locations

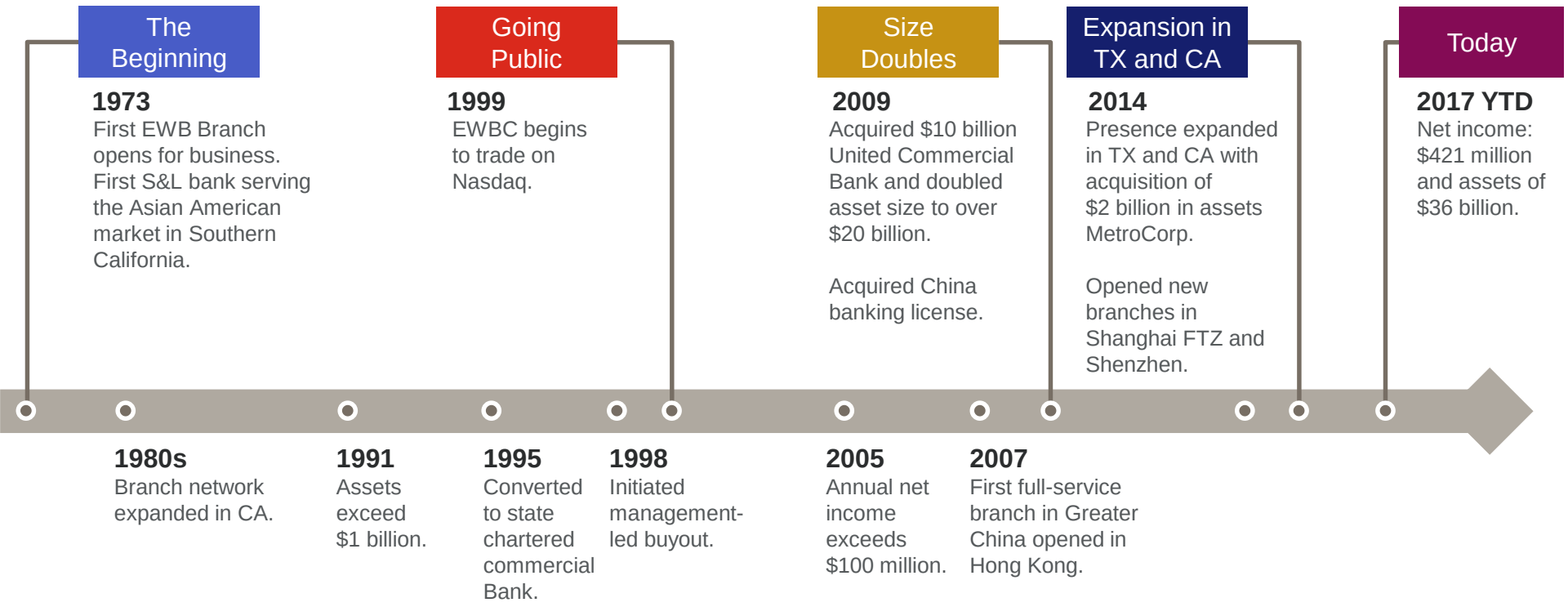
5 *Full-service branches*

5 *Representative offices*





East West Bank Milestones



East West Bank's Advantage

THE U.S. FACTOR

- Largest U.S. bank serving the Asian community.
- Among the top 30 largest public banks.
- Bank of choice for new Chinese-American immigrants.
- Ranked by Forbes as top 15 of America's best banks since 2010.

THE CHINA FACTOR

- China is the 2nd largest world economy.
- Foreign direct investment in the U.S. continues to rise.
- Cross-border trade between U.S. and Greater China companies is strong.
- EWB is 1 of 3 U.S. banks with a banking license in China.
- 10 locations in Greater China.

BRIDGE BANKING EXPERTISE

- Knowledge and experience in:
  - Culture
  - Geography
  - Economics
  - Business practices
- Well-connected with business leaders and service professionals.
- Cross-border products and services.
- Long-term relationship building.

VALUE FOR CUSTOMERS

- Help navigate complicated business transactions.
- Broaden opportunities with our partners and resources.
- Customized solutions meet the unique financial needs across various industries.
- Beyond banking approach helps customers assimilate seamlessly into a new country.

Bank Rankings by Total Assets and Market Cap

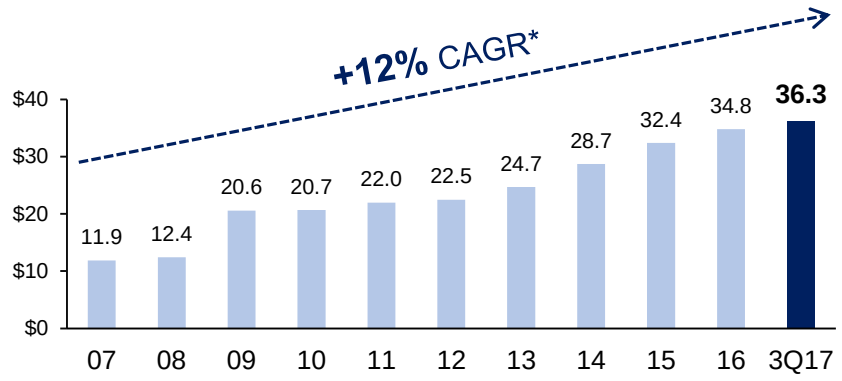
Rank*	Total assets (as of 09.30.17)	Ticker	$ Billion	Rank*	Marketcap (as of 11.03.17)	Ticker	$ Billion
1	JPMorgan Chase & Co.	JPM	2,563.1	1	JPMorgan Chase & Co.	JPM	351.9
2	Bank of America Corporation	BAC	2,283.9	2	Bank of America Corporation	BAC	290.2
3	Wells Fargo & Company	WFC	1,934.9	3	Wells Fargo & Company	WFC	277.7
4	Citigroup Inc.	C	1,889.1	4	Citigroup Inc.	C	195.8
5	U.S. Bancorp	USB	459.2	5	U.S. Bancorp	USB	91.1
6	PNC Financial Services Group, Inc.	PNC	375.2	6	PNC Financial Services Group, Inc.	PNC	66.0
7	Capital One Financial Corporation	COF	361.4	7	Bank of New York Mellon Corporation	BK	52.6
8	Bank of New York Mellon Corporation	BK	354.4	8	Capital One Financial Corporation	COF	44.4
9	State Street Corporation	STT	236.0	9	BB&T Corporation	BBT	39.1
10	BB&T Corporation	BBT	220.3	10	State Street Corporation	STT	34.3
11	SunTrust Banks, Inc.	STI	208.3	11	SunTrust Banks, Inc.	STI	28.8
12	Citizens Financial Group, Inc.	CFG	151.4	12	M&T Bank Corporation	MTB	25.5
13	Fifth Third Bancorp	FITB	142.3	13	Northern Trust Corporation	NTRS	21.5
14	KeyCorp	KEY	136.7	14	Fifth Third Bancorp	FITB	20.5
15	Northern Trust Corporation	NTRS	131.4	15	KeyCorp	KEY	19.9
16	Regions Financial Corporation	RF	123.3	16	Citizens Financial Group, Inc.	CFG	19.4
17	M&T Bank Corporation	MTB	120.4	17	Regions Financial Corporation	RF	18.4
18	Huntington Bancshares Incorporated	HBAN	102.0	18	First Republic Bank	FRC	15.2
19	First Republic Bank	FRC	84.3	19	Huntington Bancshares Incorporated	HBAN	14.9
20	Comerica Incorporated	CMA	72.0	20	Comerica Incorporated	CMA	13.9
21	Zions Bancorporation	ZION	65.6	21	SVB Financial Group	SIVB	11.6
22	SVB Financial Group	SIVB	50.8	22	Zions Bancorporation	ZION	9.3
23	CIT Group Inc.	CIT	49.3	23	East West Bancorp, Inc.	EWBC	8.6
24	People's United Financial, Inc.	PBCT	44.0	24	Signature Bank	SBNY	7.2
25	Signature Bank	SBNY	41.3	25	People's United Financial, Inc.	PBCT	6.4
26	East West Bancorp, Inc.	EWBC	36.3	26	PacWest Bancorp	PACW	6.2
27	First Citizens BancShares, Inc.	FCNCA	34.6	27	Cullen/Frost Bankers, Inc.	CFR	6.2
28	BOK Financial Corporation	BOKF	33.0	28	CIT Group Inc.	CIT	6.0
29	Synovus Financial Corp.	SNV	31.6	29	Bank of the Ozarks	OZRK	5.9
30	F.N.B. Corporation	FNB	31.1	30	Commerce Bancshares, Inc.	CBSH	5.9

*Based on banks headquartered in the continental U.S.
Source: S&P Global Market Intelligence (SNL Financial).

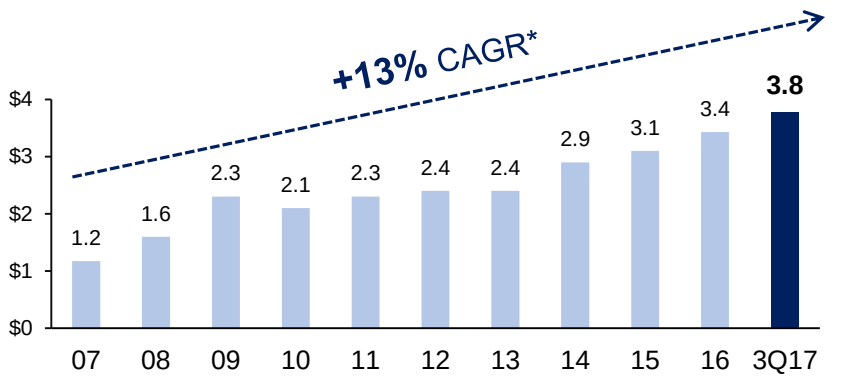
Strong Balance Sheet Growth

($ in billions)

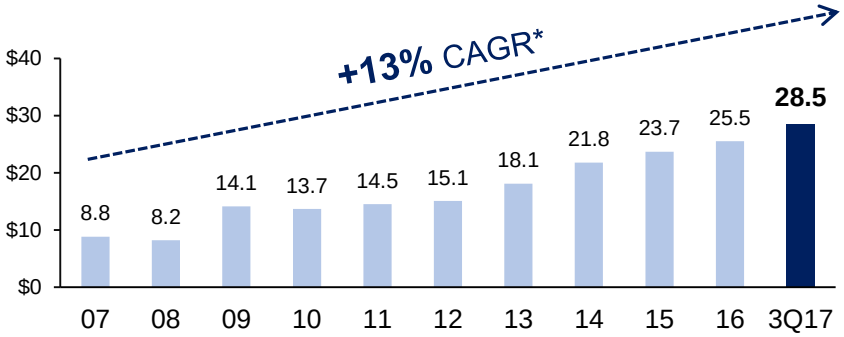
Total Assets



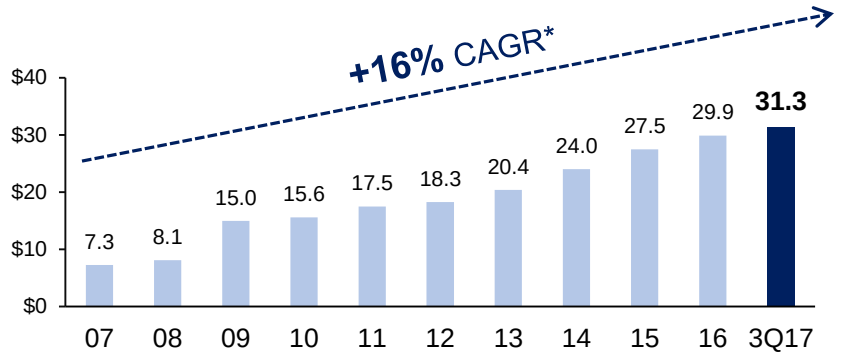
Stockholders' Equity



Total Loans

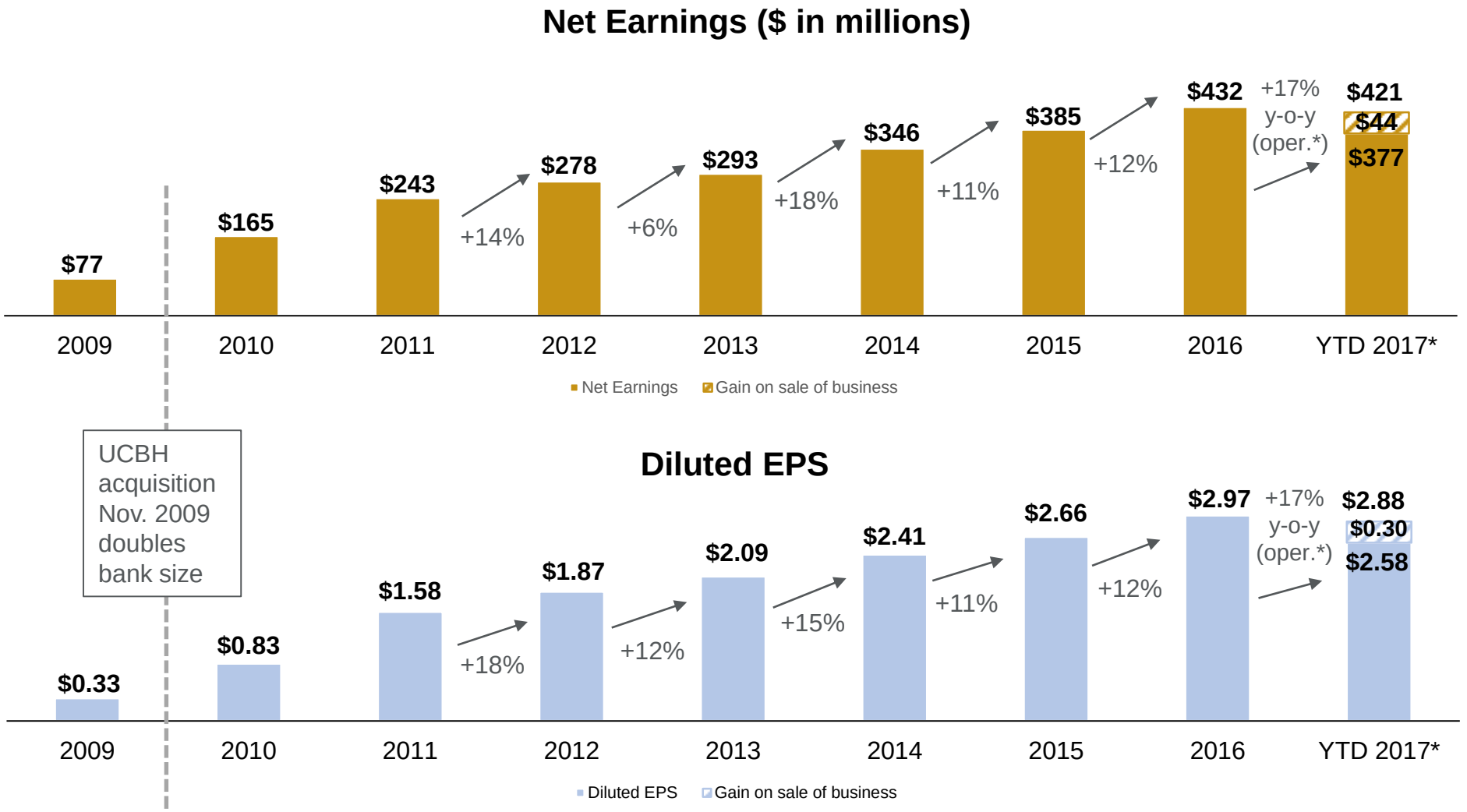


Total Deposits



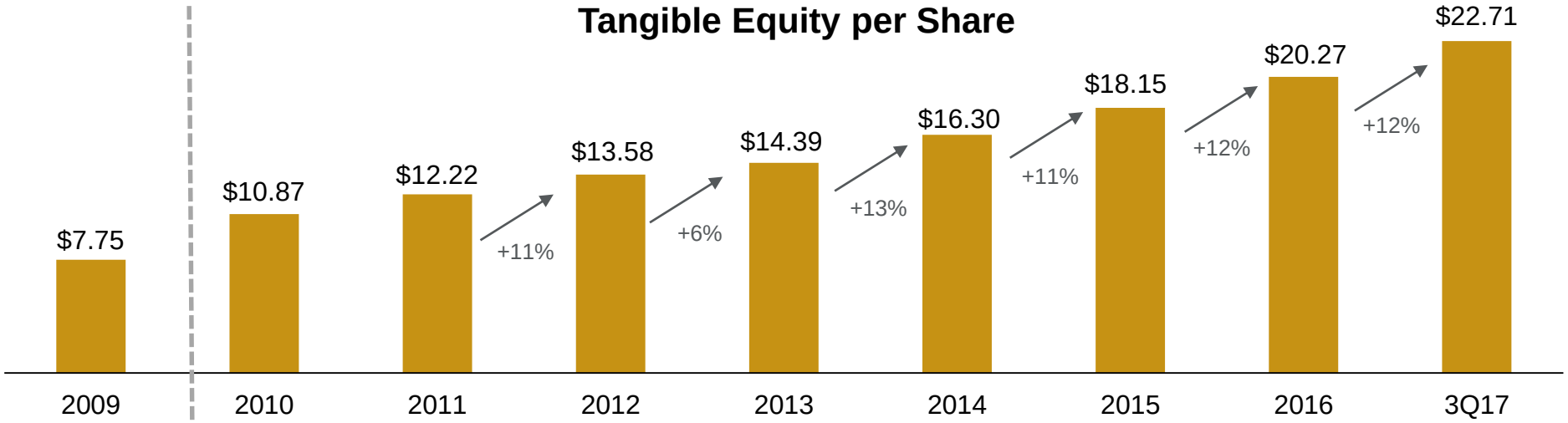
* CAGR from December 31, 2007 – June 30, 2017.

Strong Earnings Growth

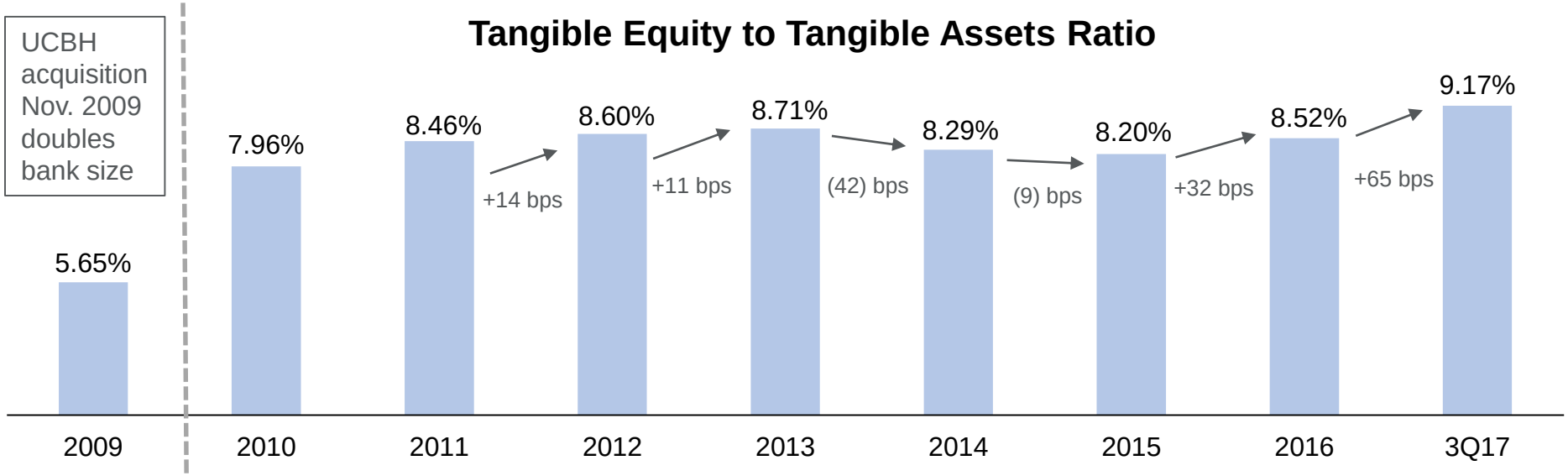


* YTD 2017 includes 3Q17 gain on sale of an insurance brokerage business and 1Q17 gain on sale of a commercial property, both are considered non-operating. See reconciliation of GAAP to non-GAAP financials on slides 29-32 and in the Company's 3Q17 Earnings Press Release.

Steadily Growing Equity While Maintaining Robust TCE

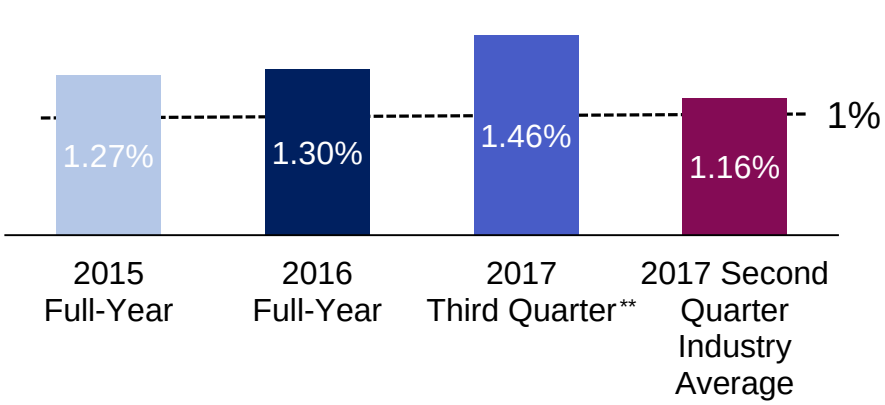


UCBH acquisition Nov. 2009 doubles bank size

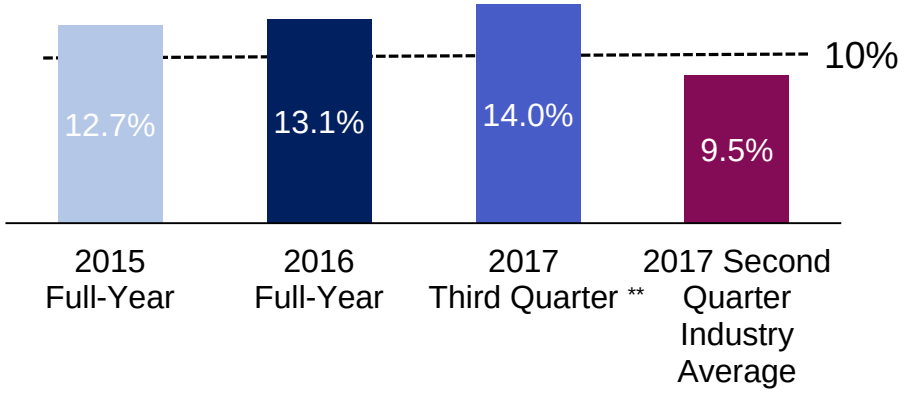


Outperforming Peers on Key Profitability Metrics

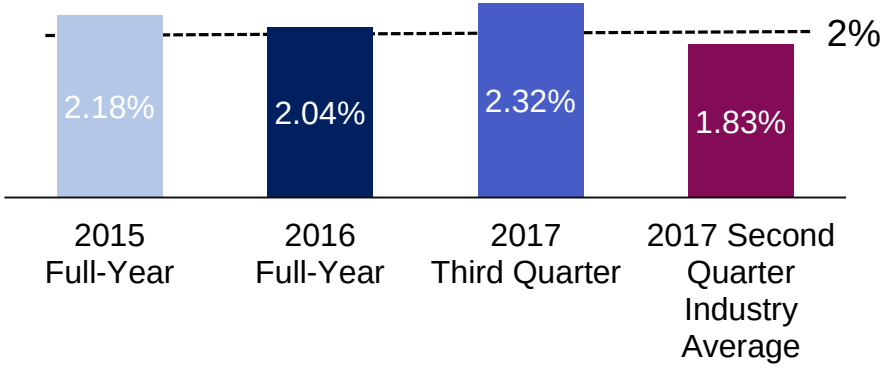
Return on Average Assets



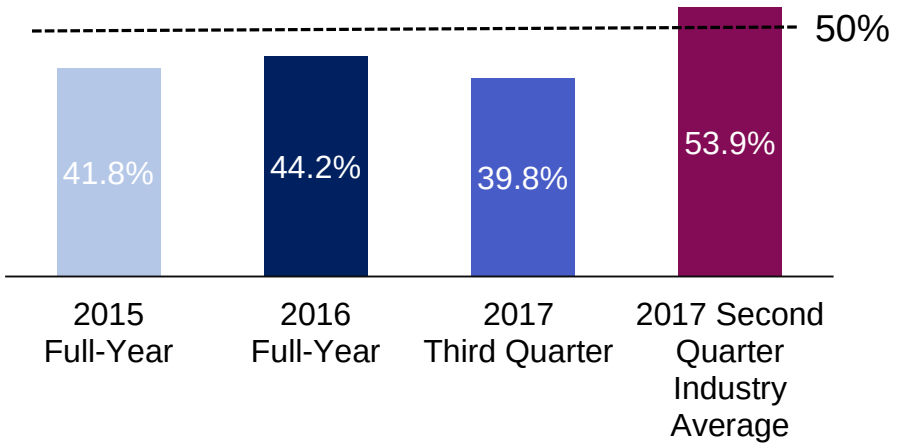
Return on Average Equity



Adjusted* Pre-tax, Pre-provision Profitability Ratio



Adjusted* Efficiency Ratio



Note: Industry average based on FDIC's 2Q17 Quarterly Banking Profile for FDIC insured banks with asset size $10bn to $250bn. Source: FDIC and S&P Global Market Intelligence (SNL Financial).
* See reconciliation of GAAP to non-GAAP financials in the Company's Earnings Press Releases.
** Third Quarter 2017 ROAA and ROAE include gain on sale of business

Highlights of Third Quarter 2017 Results

Strong earnings results.

- Net income increased 12% Q-o-Q and diluted EPS increased 12% Q-o-Q.
- Net interest income growth: 3Q17 NII of $303mm was up 5% Q-o-Q, driven by strong loan growth.
- NIM expansion: 3Q17 NIM of 3.52% was up by 3 bps and adj.* NIM of 3.46% was up by 5 bps Q-o-Q.
- Sale of insurance brokerage business, East West Insurance Services, Inc. ("EWIS"): pre-tax gain of $4mm, or $0.02 per share after tax.
- Adj.[1,2] pre-tax, pre-provision income of $210mm grew by 6% Q-o-Q.

Solid balance sheet growth.

- Total loans grew 19% linked quarter annualized ("LQA").
- Total deposits grew 2% LQA.
- Core grew 7% LQA, reflecting strong growth in demand deposits.

Steady credit quality.

- Annualized net charge-off of 6 bps in 3Q17.
- NPAs decreased by $16mm, or 12%, Q-o-Q to $117mm; equivalent to 0.32% of total assets as of 09.30.17.

Net income
$132.7 million

Adj. net income[1,2]
$130.4 million

Diluted EPS
$0.91

Adj. diluted EPS[1,2]
$0.89

Tangible equity[2]/share
$22.71

Record loans
$28.5 billion

Record deposits
$31.3 billion

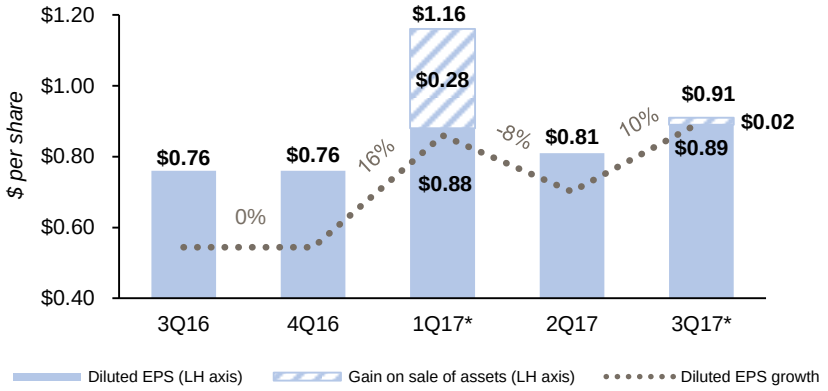
1. Adjusted pre-tax, pre-provision income, adjusted net income and adjusted diluted EPS exclude the gain on sale of business.
2. See reconciliation of GAAP to non-GAAP financials on slides 15-18 and in the Company's 3Q17 Earnings Press Release.

Updated Management Outlook: Full Year 2017

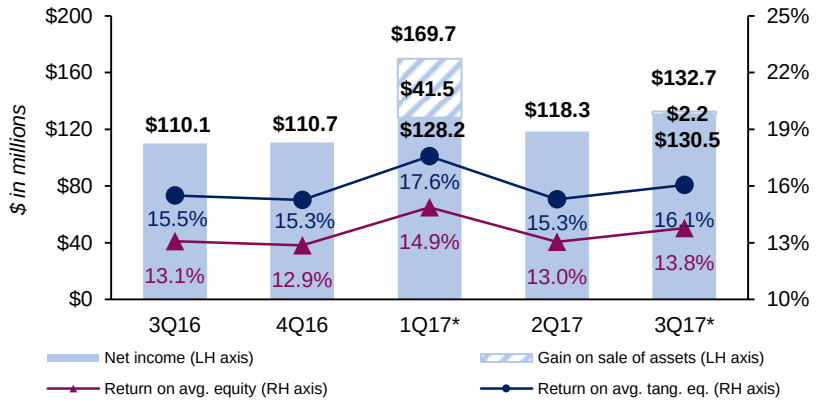
Earnings drivers	Revised full year 2017 outlook (after 3Q17)	Change from prior outlook (after 2Q17)	2016 FY actual	2017 YTD actual
End of Period Loans	▪ Increase at a percentage rate in low double digits.	Unchanged	$25.5 billion, +8% Y-o-Y	$28.5 billion, +16% YTD
NIM (excl. impact of ASC 310-30 discount accretion)	▪ In the range of 3.40% to 3.45%.	Tightened from 3.35% to 3.45%	3.15%	3.39%
Noninterest Expense (excl. tax credit investment & core deposit intangible amortization)	▪ Increase at a percentage rate in the low single digits.	Unchanged	$538 million, +14% Y-o-Y	$415 million, +4% Y-o-Y
Provision for Credit Losses	▪ In the range of $40mm to $50mm.	Unchanged	$27 million	$31 million
Tax Items (renewable energy & historical tax credits)	▪ Tax credit investments of $113mm. ▪ Associated tax credit amortization of $23mm in 4Q17. ▪ Effective tax rate of 25%.	Prior effective tax rate: 26%	Effective tax rate: 24.6%	Effective tax rate: 25.0%
Interest Rates	▪ Outlook incorporates the current forward rate curve. ▪ Anticipates one more Fed Funds rate increase in Dec. 2017.	Unchanged	Fed Funds increased +25bps in Dec. 2016.	Fed Funds increased +25bps each in Mar. & Jun. 2017.

3Q17 Earnings Growth and Profitability

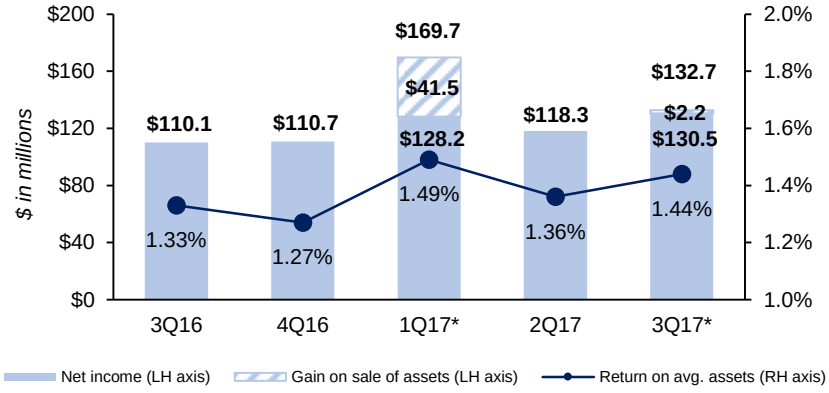
Diluted EPS & EPS Growth



Net Income & ROE and Tangible ROE*



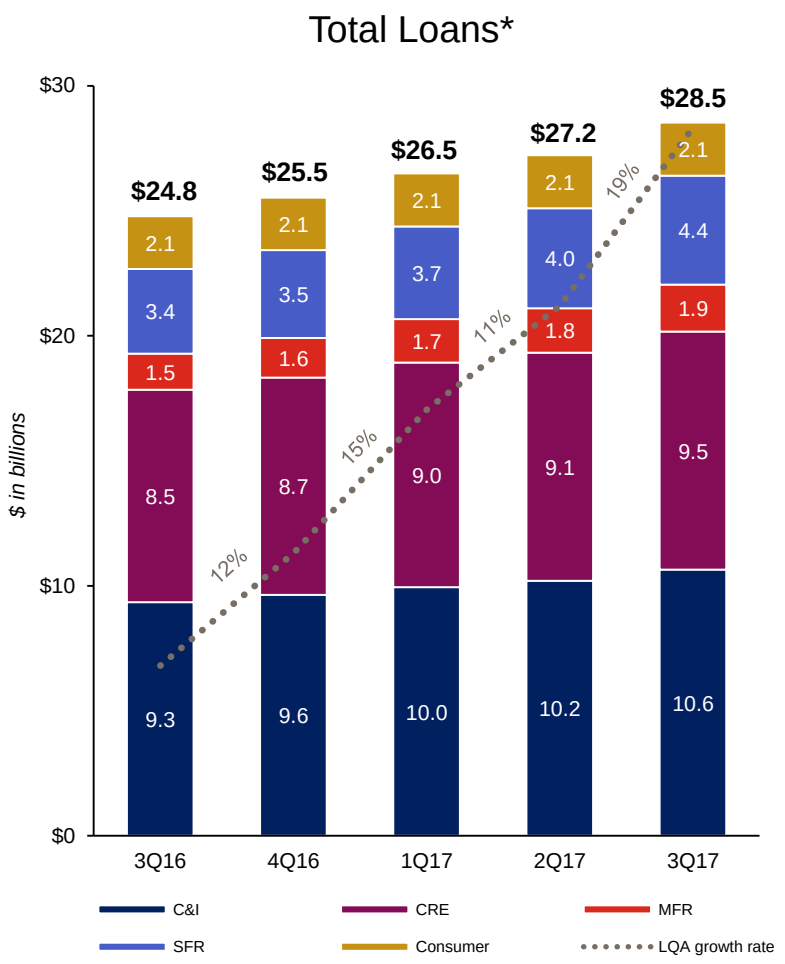
Net Income & ROA



- 3Q17 net income of $133mm, EPS of $0.91, ROA of 1.44%, ROE of 13.8% and tangible ROE* of 16.1%.
- Consistently attractive profitability:
  - 5-quarter range of ROA*: 1.27% to 1.49%.
  - 5-quarter range of ROE*: 12.9% to 14.9%.
  - 5-quarter range of tangible ROE*: 15.3% to 17.6%.

* See reconciliation of GAAP to non-GAAP financials on slides 15-18 and in the Company's 3Q17 Earnings Press Release. 1Q17 adjusted for the impact of a commercial property sale; 3Q17 adjusted for the impact of the gain on sale of business.

3Q17 Record Loans of $28.5 billion



Q-o-Q Difference

- Total loans increased $1.3bn or 5% (+19% LQA).
  - C&I: +4.5%, or +18% LQA.
  - CRE: +4.4%, or +18% LQA.
  - SFR: +8.9%, or +35% LQA.
  - MFR: +5.9%, or +24% LQA.
  - Consumer: flat.
- Average loan growth of 3.1% or 12% LQA.
- Broad-based commercial loan growth across industries.
- CRE growth reflects slower pace of paydowns and payoffs in 3Q.
- Stable loan portfolio mix, balanced between commercial, commercial real estate, and consumer categories.

* Total loans held for investment and held for sale, with HFS by category. CRE = CRE, construction and land. Consumer = predominantly HELOCs.

Specialized Industry Verticals: Cross-Border Growth

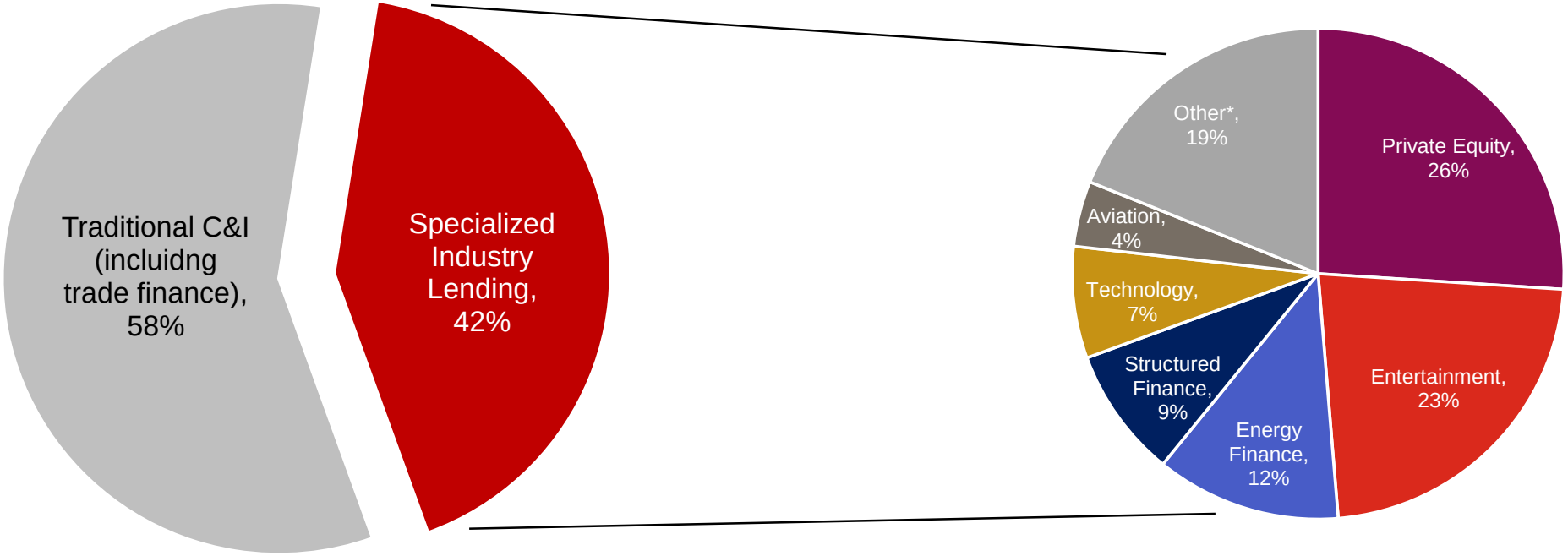
Total Loans
$28.5 bn

Includes

C&I loans
$10.6 bn or 37%

Includes

Specialized Industry
$4.5 bn or 42%



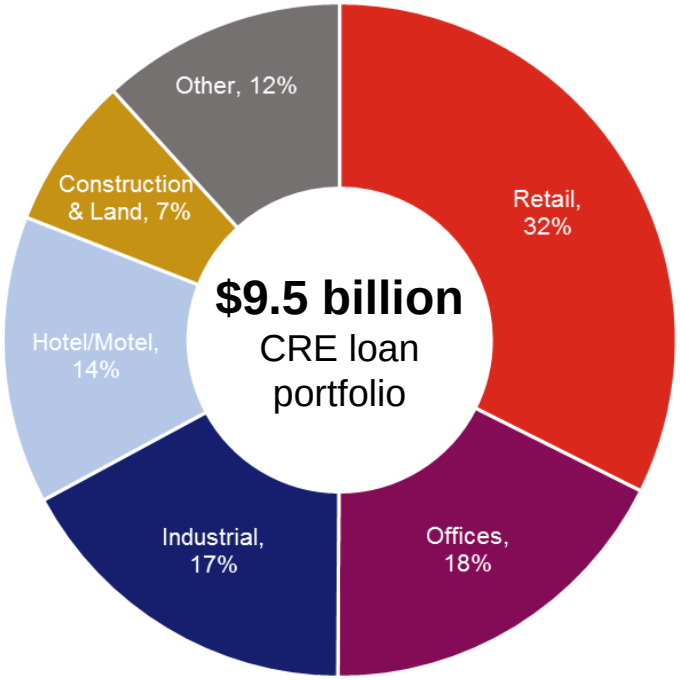
- Specialized Industry lending verticals have grown to $4.5 bn. Growth in these niches is driven by Bridge Banking, EWBC's strategy of facilitating cross-border commercial opportunities.

Portfolio distribution data as of September 30, 2017.

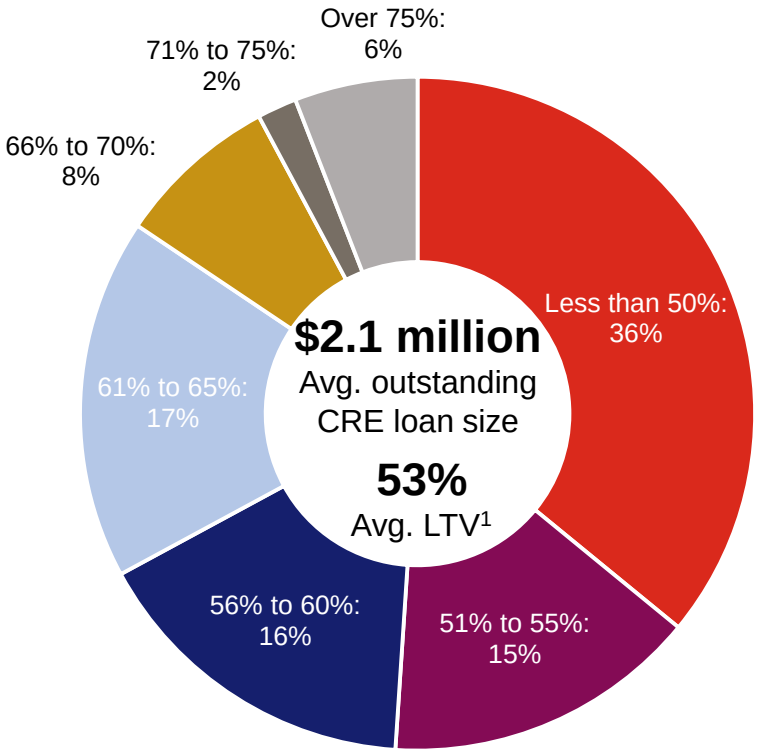
* Other Specialized Lending comprises Agriculture, Clean Tech, Equipment Finance, Health Care and Life Science.

Diversified Commercial Real Estate Portfolio

CRE* Property Type Distribution (as of 09.30.17)

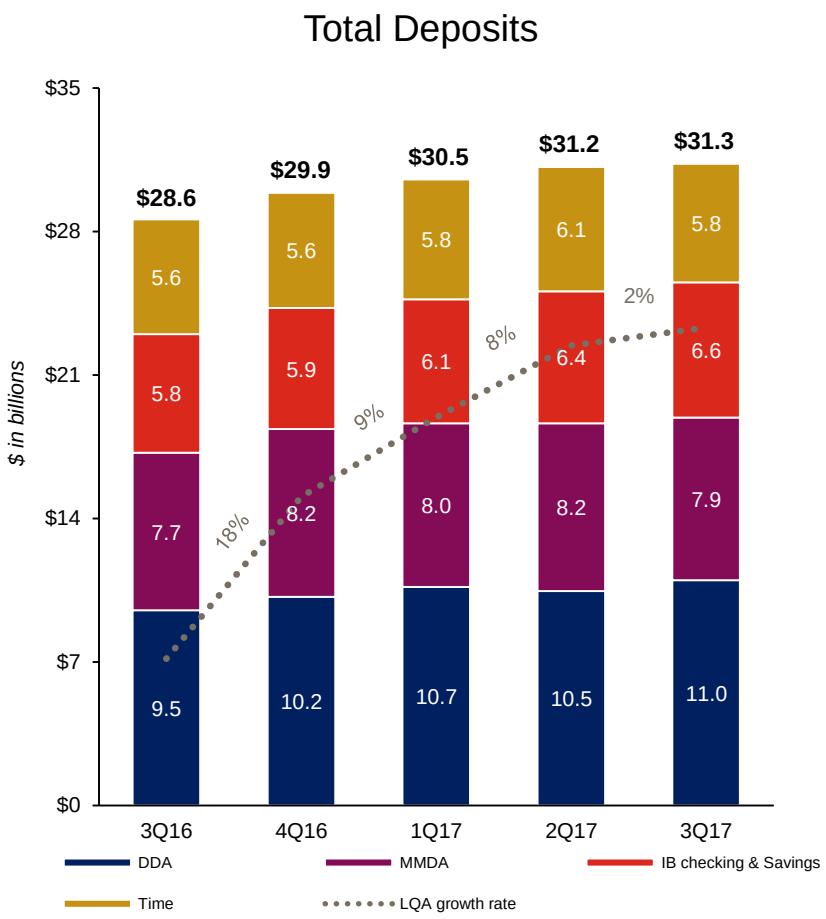


CRE* LTV Distribution (as of 09.30.17)



* Total CRE portfolio of $9.5 billion includes construction & land loans, which were $683 million as of 09.30.17. Construction & land excluded from LTV distribution chart.
[1] LTV based on current loan balance and appraisal value at origination or renewal.

3Q17 Record Deposits of $31.3 billion



Q-o-Q Difference

- Total deposits increased $157mm (+2% LQA).
  - DDA: +5.1%, or +20% LQA.
  - IB checking & savings: +2.5%, or +10% LQA.
  - MMDA: -3.1%, or -12% LQA.
  - Time deposit: -4.6%, or -18% LQA.
- Average deposit growth of 2.9% (+11% LQA).
- DDAs comprised 35% of total deposits as of 09.30.17, similar to 34% as of 06.30.17.
  - Over past 5 quarters, share of DDAs in total deposits ranged from 33% to 35%.
  - Over past 5 quarters, share of time deposits in total deposits ranged from 19% to 20%.

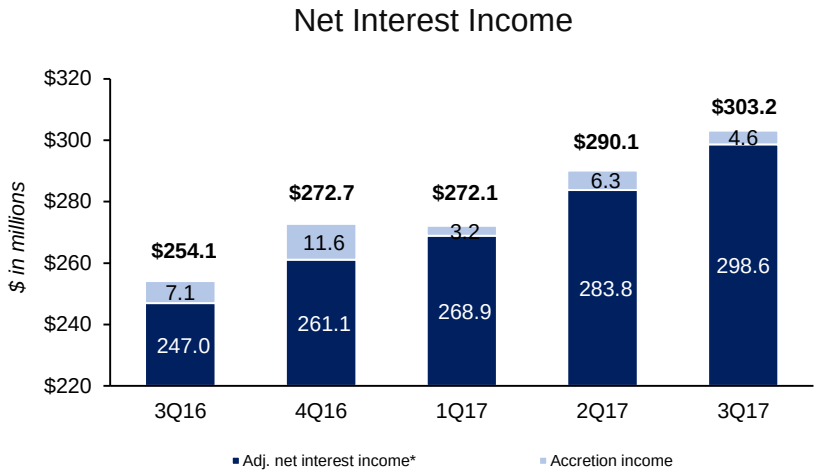
DDA = Noninterest-bearing checking deposits. MMDA = Money market deposits. IB checking = Interest-bearing checking deposits.

3Q17 Summary Income Statement

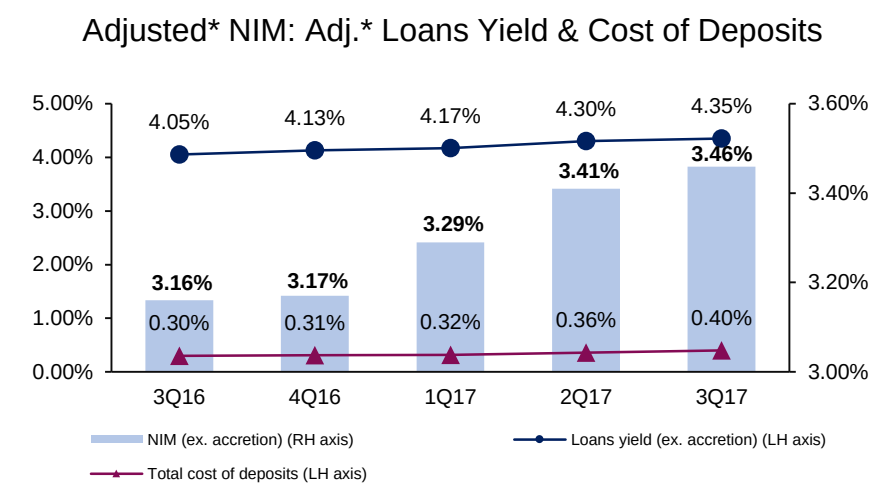
($ in millions, except per share data)	3Q17	% Change vs. 2Q17	% Change vs. 3Q16	3Q17 Comments
Adjusted net interest income (excl. accretion)	**$ 298.6**	5%	21%	▪ Reflects strong loan growth and NIM expansion.
ASC 310-30 discount accretion income	**$ 4.5**	(28)%	(37)%	.
Net interest income	**$ 303.2**	5%	19%	
Fees & operating income	**$ 40.9**	(3)%	(9)%	▪ Customer-related fee income increased.
Net gains on sales of fixed assets	**$ 1.0**	0.1%	114.6%	
Net gains on sale of business	**$ 3.8**	NM	NM	▪ Sale of insurance brokerage business.
Net gains on sales of loans & securities	**$ 3.9**	(9)%	(1)%	
Total Noninterest income	**$ 49.6**	4.7%	0.6%	
Adjusted noninterest expense	**$ 138.9**	(0.4)%	2%	
Tax credit and other investments amortization	**$ 23.8**	(14.5)%	(27.0)%	▪ Expecting similar amount in 4Q.
Amortization of core deposit intangibles	**$ 1.7**	(1.5)%	(14.2)%	
Total Noninterest expense	**$ 164.5**	(2.7)%	(3.5)%	
Provision for credit losses	**$ 13.0**	21.6%	36.4%	
Income tax expense	**$ 42.6**	8.3%	220%	▪ Effective tax rate of 24.3% in 3Q.
Net income	**$132.7**	12%	20%	
Diluted EPS	**$ 0.91**	12%	20%	

Note: See reconciliation of GAAP to non-GAAP financials on slides 15-18 and in the Company's 3Q17 Earnings Press Release.

3Q17 Net Interest Income & Net Interest Margin



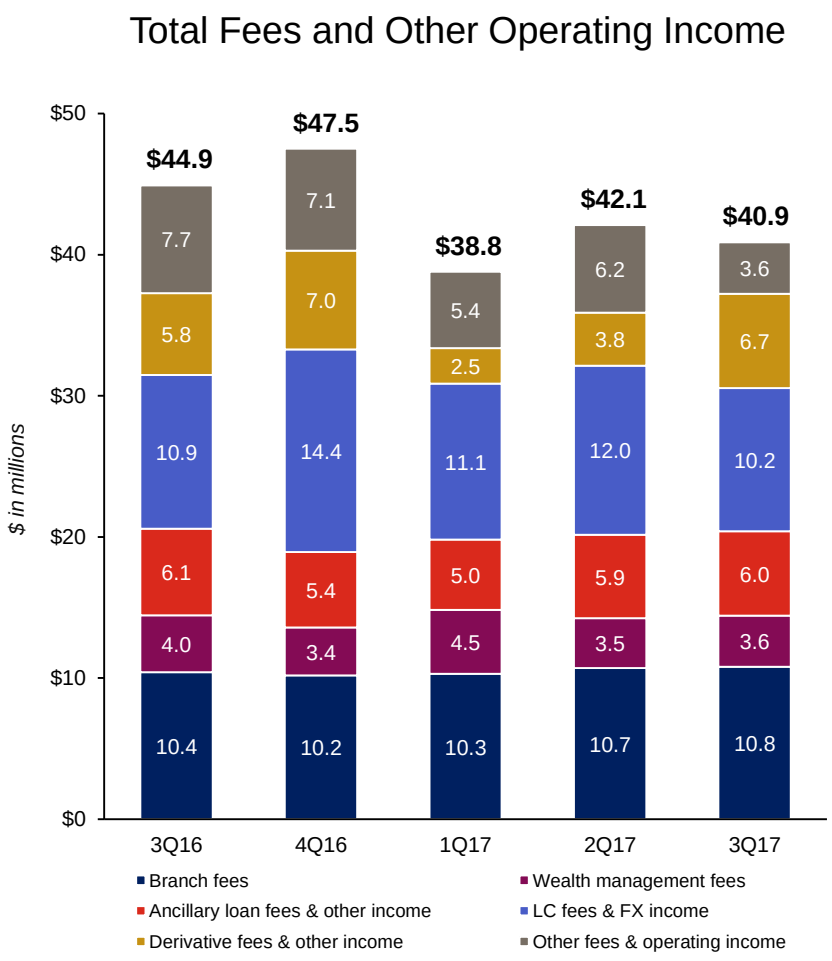
- 3Q17 NII of $303mm increased Q-o-Q by $13mm, or 5%.
  - Linked quarter ASC 310-30 discount accretion income decrease of $1.7mm.
  - Remaining ASC 310-30 discount of $39mm as of 09.30.17.
  - Adjusted* NII, excluding accretion income, of $299mm increased by 5% Q-o-Q.



- 3Q17 NIM of 3.52% expanded by 3 bps Q-o-Q, and excluding the impact of accretion, adjusted* NIM of 3.46% expanded by 5 bps Q-o-Q.
  - NIM benefitted from expansion in investment securities yields and other interest earning assets.
- 3Q17 loan yield of 4.42% expanded by 2 bps Q-o-Q, and adjusted* loan yield of 4.35% expanded by 5 bps Q-o-Q.
- 3Q17 cost of deposits of 0.40% increased by 4 bps Q-o-Q.

* See reconciliation of GAAP to non-GAAP financials on slides 15-18 and in the Company's 3Q17 Earnings Press Release.

3Q17 Fees & Other Operating Income

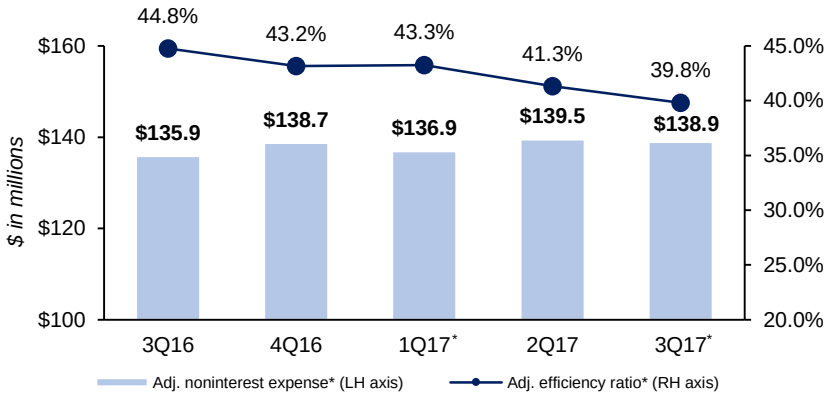


Q-o-Q Difference

- Excluding net gains on sale of loans, securities, and fixed assets, fees and other operating income of $41mm decreased by $1.2mm or 3%.
- Adjusted for credit valuation adjustments and mark-to-market changes associated with currency hedges, customer-related fee income increased by 4% linked quarter and 10% year-over-year.
- Strong growth in fees from assisting customers with interest rate swap transactions.
- Decrease in other fees: $0.9mm decline in insurance commissions due to the sale of EWIS.
- Decrease in other operating income: gains from other investments were elevated in 2Q17.

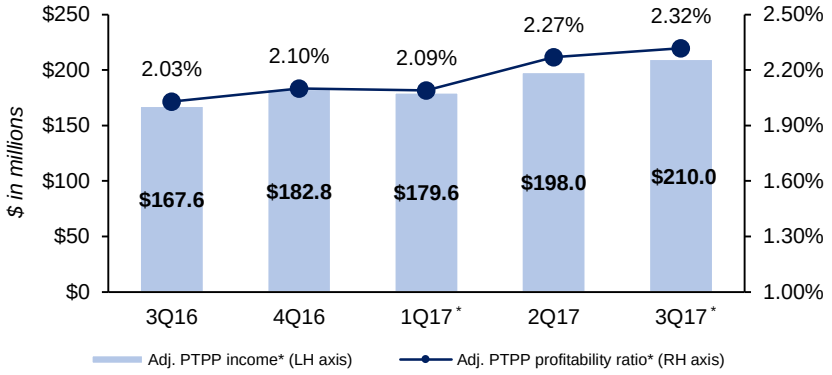
3Q17 Efficiency and PTPP Profitability

Adj.* Noninterest Expense & Efficiency Ratio



- 3Q17 total noninterest expense: $165mm.
- Excluding tax credit amortization and core deposit intangible amortization, 3Q17 adjusted* noninterest expense of $139mm decreased slightly by $0.6mm Q-o-Q.
- 3Q17 adj.* efficiency ratio of 39.8%.
- Trailing twelve month adj.* efficiency ratio of 41.8%.
- Revenue growth supports back-office and front-line investment in the business.

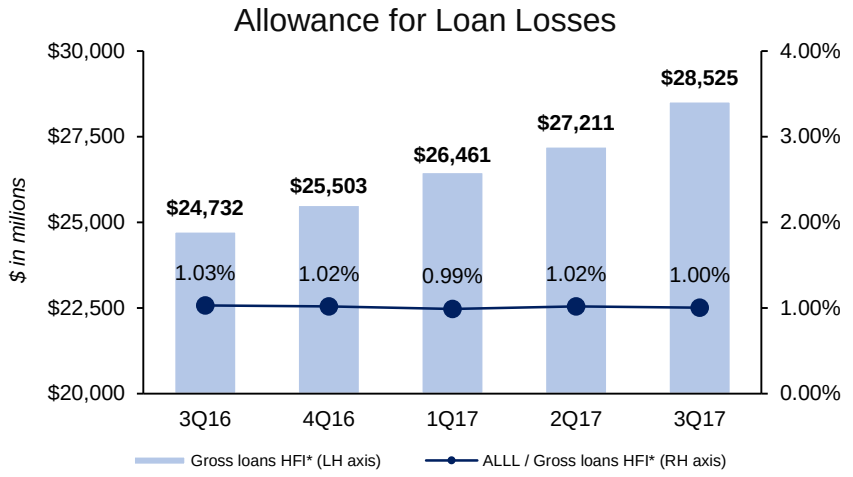
Adj.* PTPP Income & PTPP Profitability Ratio

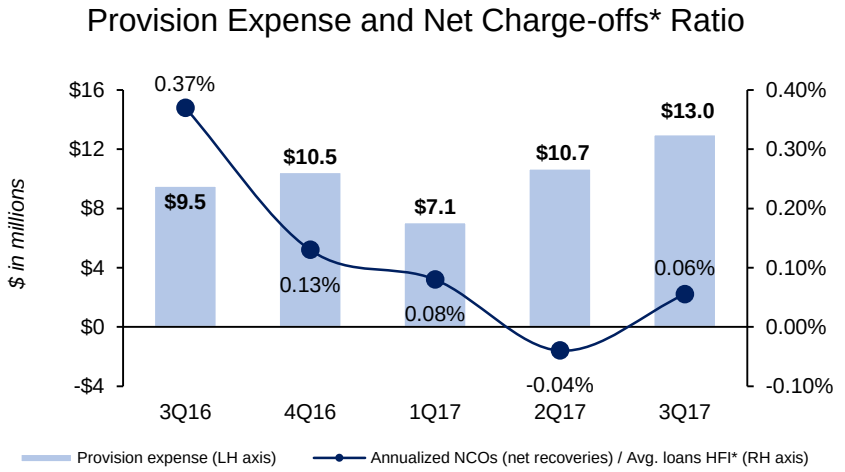


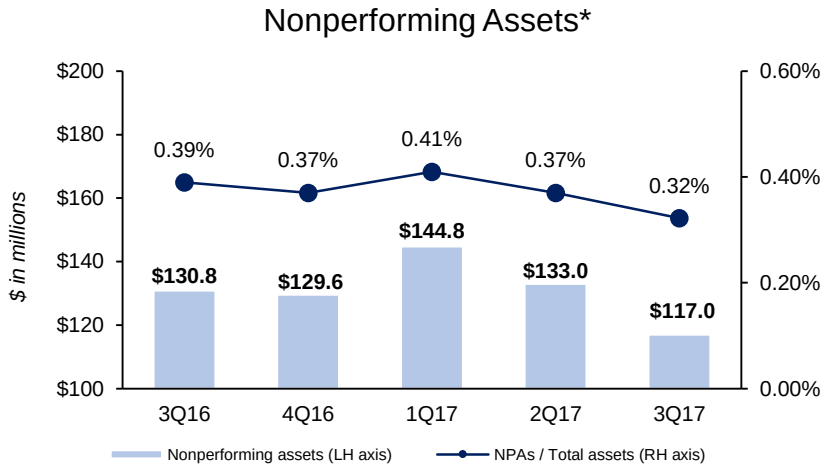
- Growing adjusted* pre-tax, pre-provision (PTPP) income.
  - 3Q17 adj. PTPP income of $210mm grew by 6% Q-o-Q and 25% Y-o-Y.
  - NII growth driven by loan growth.
- 3Q17 adj.* PTPP profitability ratio of 2.32% increased by 5 bps Q-o-Q.
  - 5-quarter adj.* PTPP profitability ratio range of 2.03% to 2.32%.

* See reconciliation of GAAP to non-GAAP financials on slides 15-18 and in the Company's 3Q17 Earnings Press Release. 1Q17 adjusted for the impact of a commercial property sale; 3Q17 adjusted for the impact of the gain on sale of business.

3Q17 Asset Quality Metrics





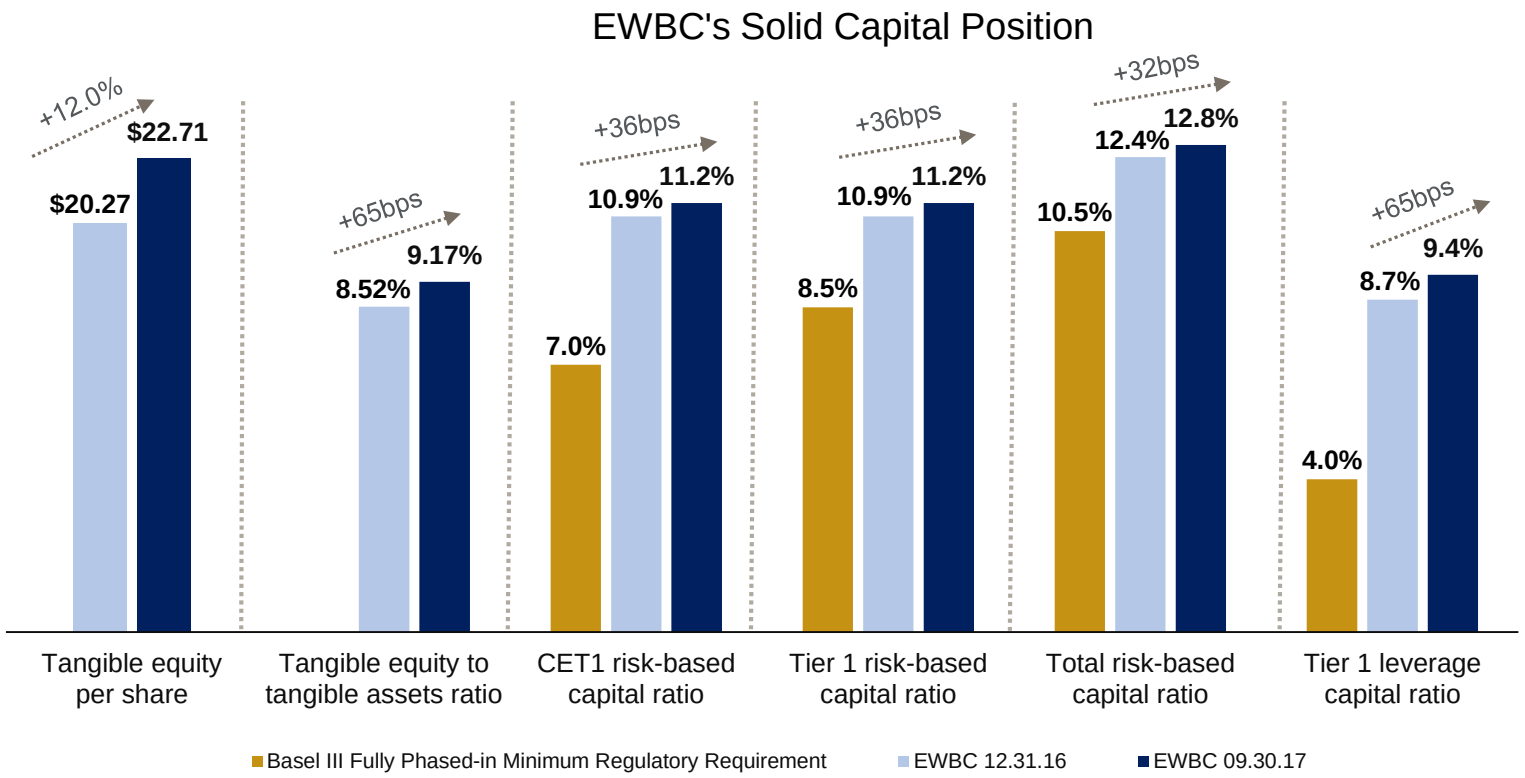


- Allowance for loan losses to loans HFI was 1.00% as of 09.30.17.
- Annualized net charge-offs ratio of 6 bps in 3Q17.
- NPAs decreased by $16mm, or 12%, Q-o-Q to $117mm; equivalent to 0.32% of total assets as of 09.30.17.
  - 5-quarter NPA to total assets range of 0.32% to 0.41%.

* Nonperforming assets and net charge-offs exclude purchased credit impaired loans. HFI represents held-for-investment.

3Q17 Capital Ratios

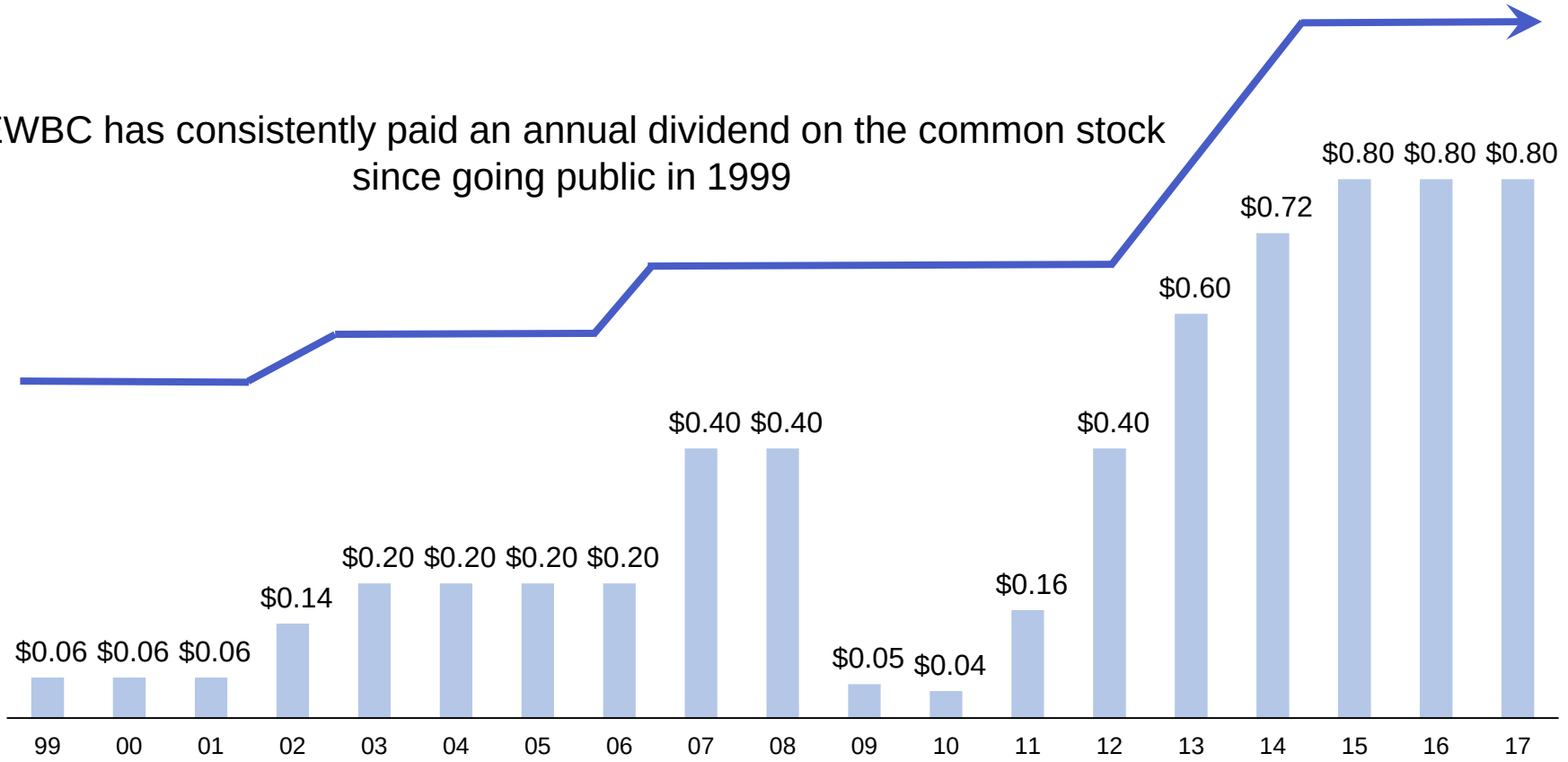
- Regulatory capital ratios increased by 32 to 65 bps year-to-date.
- Current capital levels are sufficient to support organic growth.



Providing a Healthy Dividend to Stockholders

400% or $0.64 per share increase in dividends since 2011

EWBC has consistently paid an annual dividend on the common stock since going public in 1999



Interest Rate Sensitivity

EWBC's Net Interest Income Sensitivity to Selected Interest Rate Scenarios (as of June 30, 2017)

	Net Interest Income Volatility:					
	30-Jun-2017			31-Dec-2016		
Change in Interest Rates :	% change	$ in mm	in EPS	% change	$ in mm	in EPS
+ 200 bps	20.1%	$226.0	+ $ 1.16	22.4%	$231.3	+ $ 1.20
+ 100 bps	11.2%	$125.9	+ $ 0.65	12.0%	$123.9	+ $ 0.64
- 100 bps	-9.5%	($106.8)	- $ (0.55)	-6.8%	($70.2)	- $ (0.36)
- 200 bps	-11.7%	($131.6)	- $ (0.67)	-7.5%	($77.4)	- $ (0.40)

	Net Interest Income Volatility as of 6/30/17 Given a 12-Month Demand Deposit Migration of:								
	$1.0 billion			$2.0 billion			$3.0 billion		
Change in Interest Rates :	% change	$ in mm	in EPS	% change	$ in mm	in EPS	% change	$ in mm	in EPS
+200 bps	17.7%	$199.0	+ $ 1.02	15.3%	$172.0	+ $ 0.88	12.8%	$143.9	+ $ 0.74
+100 bps	9.7%	$109.1	+ $ 0.56	8.1%	$91.1	+ $ 0.47	6.5%	$73.1	+ $ 0.37

EWBC's deposit mix has been stable: CDs ranging from 19% to 20%, and DDAs ranging from 33% to 35% over the past 5 quarters.

- Brokered deposits are 5% of total deposits, and institutional deposits are 8% of total, trending down from the year-ago quarter.
- Due to the growth in core deposits, a surge deposit study was conducted to identify the amount of volatile deposits and to estimate the likelihood of run-off in various interest rate environments.
- Betas: Retail Money Market – 62%; Commercial MMA – 69%; NOW – 26%; and Savings – 14%.

Note: NII sensitivity translated into $ and EPS using annualized YTD17 NII and FY 2016 NII, and the effective tax rate in each period.

Loan Portfolio: Underlying Interest Rate Detail

EWBC's Loan Portfolio Breakdown: Fixed, Hybrid, & Variable Rate Loans (as of June 30, 2017)

	$ in mm.	% of total loans	$ in mm.	% of category
True Fixed rate loans	**2,335.2**	**8.6%**		
Hybrid: no floors	178.7	0.7%		
Hybrid: Interest rates above floors	2,847.8	10.5%		
Of which, linked to Prime			547.4	19.2%
Of which, linked to 1M Libor			1.9	0.1%
Of which, linked to Other Libor			534.7	18.8%
Hybrid: Interest rates below floors	123.1	0.5%		
Hybrid: Interest rates at floors	46.3	0.2%		
Subtotal: Hybrid loans	**3,195.9**	**11.7%**		
Variable: no floors	**14,764.8**	**54.2%**		
Of which, linked to Prime			5,571	38%
Of which, linked to 1M Libor			4,947	34%
Of which, linked to Other Libor			2,037	14%
Variable: Interest rate above floors	**6,120.1**	**22.5%**		
Of which, linked to Prime			3,978	65%
Of which, linked to 1M Libor			1,160	19%
Of which, linked to Other Libor			548	9%
Variable: Interest rate at floors	**29.0**	**0.1%**		
Variable: Interest rate below floors	**707.6**	**2.6%**		
Of which, linked to Prime			412	58%
Of which, linked to 1M Libor			110	16%
Of which, linked to Other Libor			100	14%
Subtotal: Variable rate loans	**21,621.6**	**79.4%**		
Other (NPLs, premiums, discounts)	69.6	0.3%		
Total gross loans	**27,222.3**	**100.0%**		

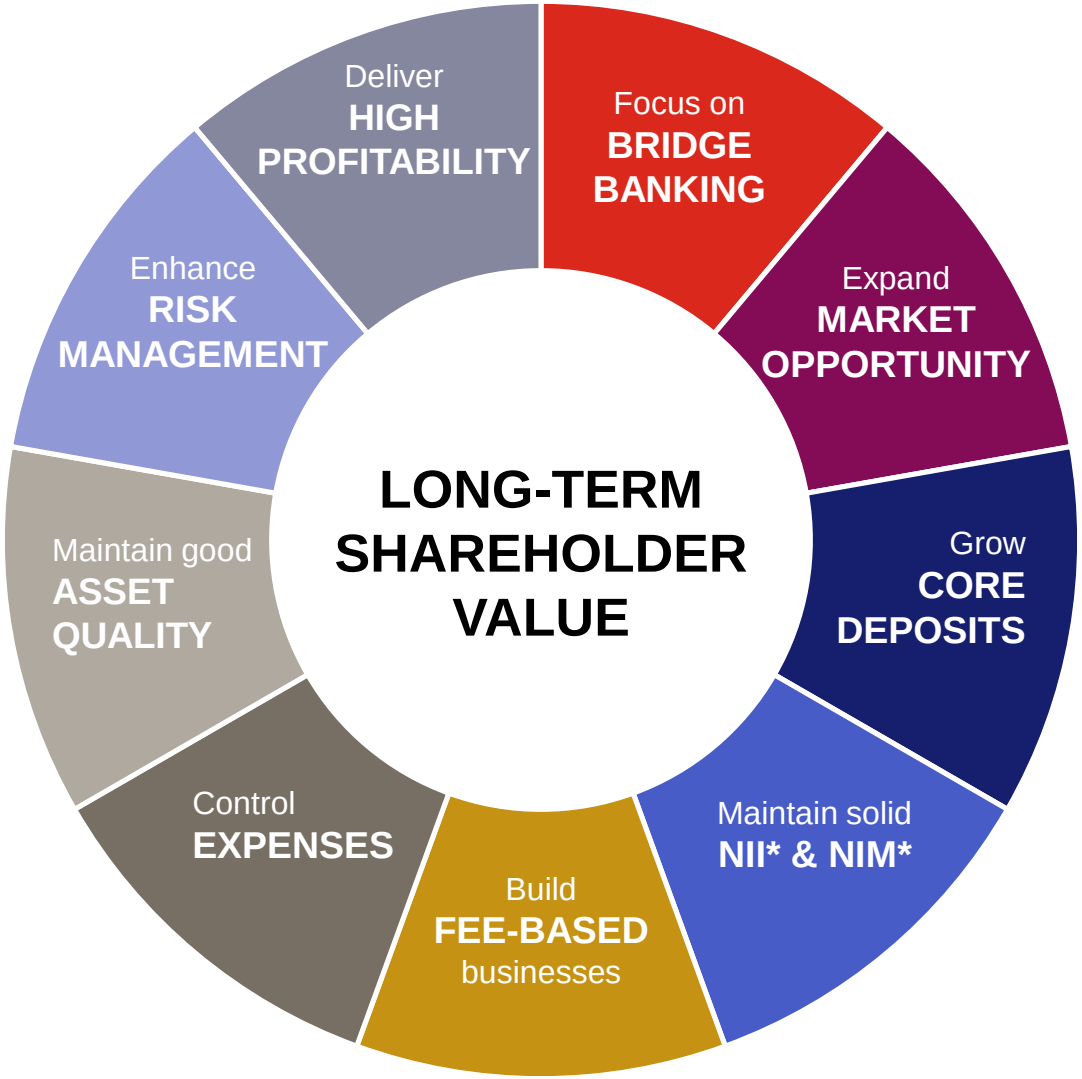
Note: Hybrid loans shows those still in fixed rate period. Hybrid loans already subject to variable rate are shown in Variable loans.

Note: Loans (HFI & HFS) net of deferred fees, premiums, or discounts, and gross of ALLL.

EWBC's loan portfolio is predominantly linked to Prime Rate and short-term LIBOR, a profile that has been consistent over time.

- Nearly 80% of EWBC's loan portfolio is variable rate (this includes hybrid loans in variable period), and <10% is fixed rate.
- Less than $850mm of variable rate and hybrid loans, or 3.1% of total loans, have an index rate below floors. Approximately 30% of these would cross above floor rates with the next 25bps move in interest rates, and another 25% would cross with a second 25bps move. The weighted average distance below floors is 77bps.
- Weighted avg. next repricing/maturity date of the total loan portfolio is <1.25 years. The weighted avg. date of repricing for loans below floors is 6 months.

Key Focus Areas



*NII = Net Interest Income. NIM = Net Interest Margin

APPENDIX

EastWest Bank
Your financial bridge®

Appendix: GAAP to Non-GAAP Reconciliation

As previously disclosed on the March 30, 2017 Form 8-K, the Company consummated a sale and leaseback transaction on a commercial property and recognized a pre-tax gain on sale of $71.7 million during the first quarter of 2017. In the third quarter of 2017, the Company sold its insurance brokerage business, East West Insurance Services, Inc. ("EWIS"). The table below shows the computations of the diluted earnings per common share, return on average assets and return on average equity, all of which exclude the after-tax effects of the gains on sales of the commercial property and EWIS business (where applicable). Management believes that by excluding the after-tax effects of the gains on sales of the commercial property and EWIS business from the metrics below, this provides clarity to financial statement users regarding the ongoing performance of the Company and allows comparability to prior periods.

		Three Months Ended		
		September 30, 2017	**June 30, 2017**	**September 30, 2016**
Net income	(a)	$ 132,660	$ 118,330	$ 110,143
Less: Gain on sale of business, net of tax [1]	(c)	(2,206)	—	—
Adjusted net income	**(d)**	**$ 130,454**	**$ 118,330**	**$ 110,143**
Diluted weighted average number of shares outstanding	**(e)**	**145,882**	**145,740**	**145,238**
Diluted EPS	(a)/(e)	$ 0.91	$ 0.81	$ 0.76
Diluted EPS impact of gain on sale of business, net of tax	(c)/(e)	(0.02)	—	—
Adjusted diluted EPS		**$ 0.89**	**$ 0.81**	**$ 0.76**
Average total assets	**(f)**	**$ 35,937,567**	**$ 34,994,935**	**$ 32,906,533**
Average stockholders' equity	**(g)**	**$ 3,756,207**	**$ 3,637,695**	**$ 3,349,241**
Return on average assets [2]	**(a)/(f)**	**1.46%**	**1.36%**	**1.33%**
Adjusted return on average assets [2]	**(d)/(f)**	**1.44%**	**1.36%**	**1.33%**
Return on average equity [2]	**(a)/(g)**	**14.01%**	**13.05%**	**13.08%**
Adjusted return on average equity [2]	**(d)/(g)**	**13.78%**	**13.05%**	**13.08%**

(1) Applied statutory tax rate of 42.05%.
(2) Annualized.

Appendix: GAAP to Non-GAAP Reconciliation (cont'd)

Adjusted pre-tax, pre-provision profitability ratio represents the aggregate of adjusted revenue less adjusted noninterest expense, divided by average total assets. Adjusted revenue represents the aggregate of net interest income and adjusted noninterest income, where adjusted noninterest income excludes the gains on sales of the commercial property and EWIS business (where applicable). Adjusted noninterest expense excludes the amortization of tax credit and other investments and the amortization of core deposit intangibles. The ratios presented below provide clarity to financial statement users regarding the ongoing performance of the Company and allow comparability to prior periods.

		Three Months Ended		
		September 30, 2017	June 30, 2017	September 30, 2016
Net interest income before provision for credit losses	(a)	$ 303,155	$ 290,091	$ 254,148
Total noninterest income		49,624	47,400	49,341
Less: Gain on sale of business		(3,807)	—	—
Adjusted noninterest income	(b)	$ 45,817	$ 47,400	$ 49,341
Adjusted revenue	**(a)+(b) = (c)**	**$ 348,972**	**$ 337,491**	**$ 303,489**
Total noninterest expense		$ 164,499	$ 169,121	$ 170,500
Less: Amortization of tax credit and other investments		(23,827)	(27,872)	(32,618)
Amortization of core deposit intangibles		(1,735)	(1,762)	(2,023)
Adjusted noninterest expense	(d)	$ 138,937	$ 139,487	$ 135,859
Adjusted pre-tax, pre-provision income	**(c)-(d) = (e)**	**$ 210,035**	**$ 198,004**	**$ 167,630**
Average total assets	**(f)**	**$ 35,937,567**	**$ 34,994,935**	**$ 32,906,533**
Adjusted pre-tax, pre-provision profitability ratio [1]	**(e)/(f)**	**2.32%**	**2.27%**	**2.03%**
Adjusted noninterest expense [1]/average assets	**(d)/(f)**	**1.53%**	**1.60%**	**1.64%**

Adjusted efficiency ratio represents adjusted noninterest expense divided by adjusted revenue. The Company believes that presenting the adjusted efficiency ratio shows the trend in recurring overhead-related noninterest expense relative to recurring revenue. This provides clarity to financial statement users regarding the ongoing performance of the Company and allows comparability to prior periods.

		Three Months Ended		
		September 30, 2017	June 30, 2017	September 30, 2016
Adjusted noninterest expense	(m)	$ 138,937	$ 139,487	$ 135,859
Adjusted revenue	(n)	$ 348,972	$ 337,491	$ 303,489
Adjusted efficiency ratio	**(m)/(n)**	**39.81%**	**41.33%**	**44.77%**

(1) Annualized.

Appendix: GAAP to Non-GAAP Reconciliation (cont'd)

The Company believes that presenting the adjusted average loan yield and adjusted net interest margin that exclude the ASC 310-30 discount accretion impact provides clarity to financial statement users regarding the change in loan contractual yields and allows comparability to prior periods.

		Three Months Ended			Nine Months Ended	
Yield on Average Loans		**September 30, 2017**	**June 30, 2017**	**September 30, 2016**	**September 30, 2017**	**September 30, 2016**
Interest income on loans	(a)	$ 306,939	$ 293,039	$ 255,316	$ 872,039	$ 763,189
Less: ASC 310-30 discount accretion income		(4,534)	(6,261)	(7,164)	(14,029)	(33,823)
Adjusted interest income on loans	**(b)**	**$ 302,405**	**$ 286,778**	**$ 248,152**	**$ 858,010**	**$ 729,366**
Average loans	(c)	$ 27,529,779	$ 26,698,787	$ 24,309,313	$ 26,783,082	$ 24,006,926
Add: ASC 310-30 discount		41,875	45,398	60,091	45,255	67,567
Adjusted average loans	**(d)**	**$ 27,571,654**	**$ 26,744,185**	**$ 24,369,404**	**$ 26,828,337**	**$ 24,074,493**
Average loan yield [1]	**(a)/(c)**	**4.42%**	**4.40%**	**4.18%**	**4.35%**	**4.25%**
Adjusted average loan yield [1]	**(b)/(d)**	**4.35%**	**4.30%**	**4.05%**	**4.28%**	**4.05%**
Net Interest Margin						
Net interest income	(e)	$ 303,155	$ 290,091	$ 254,148	$ 865,368	$ 759,936
Less: ASC 310-30 discount accretion income		(4,534)	(6,261)	(7,164)	(14,029)	(33,823)
Adjusted net interest income	**(f)**	**$ 298,621**	**$ 283,830**	**$ 246,984**	**$ 851,339**	**$ 726,113**
Average interest-earning assets	(g)	$ 34,208,533	$ 33,295,012	$ 31,055,354	$ 33,542,941	$ 30,813,307
Add: ASC 310-30 discount		41,875	45,398	60,091	45,255	67,567
Adjusted average interest-earning assets	**(h)**	**$ 34,250,408**	**$ 33,340,410**	**$ 31,115,445**	**$ 33,588,196**	**$ 30,880,874**
Net interest margin [1]	**(e)/(g)**	**3.52%**	**3.49%**	**3.26%**	**3.45%**	**3.29%**
Adjusted net interest margin [1]	**(f)/(h)**	**3.46%**	**3.41%**	**3.16%**	**3.39%**	**3.14%**

(1) Annualized.

Appendix: GAAP to Non-GAAP Reconciliation (cont'd)

The Company uses certain non-GAAP financial measures to provide supplemental information regarding the Company's performance. Tangible equity and tangible equity to tangible assets ratio are non-GAAP measures. Tangible equity and tangible assets represent stockholders' equity and total assets, respectively, which have been reduced by goodwill and other intangible assets. Given that the uses of such measures and ratios are more prevalent in the banking industry, and used by banking regulators and analysts, the Company has included them for discussion.

		September 30, 2017	June 30, 2017	September 30, 2016
Stockholders' equity		$ 3,781,896	$ 3,670,261	$ 3,378,054
Less: Goodwill		(469,433)	(469,433)	(469,433)
Other intangible assets [1]		(30,245)	(32,012)	(37,195)
Tangible equity	**(a)**	**$ 3,282,218**	**$ 3,168,816**	**$ 2,871,426**
Total assets		$ 36,307,966	$ 35,917,617	$ 33,255,275
Less: Goodwill		(469,433)	(469,433)	(469,433)
Other intangible assets [1]		(30,245)	(32,012)	(37,195)
Tangible assets	**(b)**	**$ 35,808,288**	**$ 35,416,172**	**$ 32,748,647**
Tangible equity to tangible assets ratio	**(a)/(b)**	**9.17%**	**8.95%**	**8.77%**

Adjusted return on average tangible equity represents adjusted tangible net income divided by average tangible equity. Adjusted tangible net income excludes the after-tax effects of the amortization of core deposit intangibles and mortgage servicing assets, and the after-tax effects of the gains on sales of the commercial property and EWIS business (where applicable). Given that the uses of such measures and ratios are more prevalent in the banking industry, and used by banking regulators and analysts, the Company has included them for discussion.

		Three Months Ended		
		September 30, 2017	June 30, 2017	September 30, 2016
Net Income		$ 132,660	$ 118,330	$ 110,143
Add: Amortization of core deposit intangibles, net of tax [2]		1,006	1,021	1,173
Amortization (accretion) of mortgage servicing assets, net of tax [2]		307	241	(528)
Tangible net income	**(c)**	**$ 133,973**	**$ 119,592**	**$ 110,788**
Less: Gain on sale of business, net of tax [2]		(2,206)	—	—
Adjusted tangible net income	**(d)**	**$ 131,767**	**$ 119,592**	**$ 110,788**
Average stockholders' equity		$ 3,756,207	$ 3,637,695	$ 3,349,241
Less: Average goodwill		(469,433)	(469,433)	(469,433)
Average other intangible assets [1]		(31,408)	(33,101)	(37,412)
Average tangible equity	**(e)**	**$ 3,255,366**	**$ 3,135,161**	**$ 2,842,396**
Return on average tangible equity [3]	**(c)/(e)**	**16.33%**	**15.30%**	**15.51%**
Adjusted return on average tangible equity [3]	**(d)/(e)**	**16.06%**	**15.30%**	**15.51%**

(1) Includes core deposit intangibles and mortgage servicing assets.
(2) Applied statutory tax rate of 42.05%.
(3) Annualized.