



# 2015 Third Quarter Earnings Presentation

October 22, 2015

# Agenda

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## **INTRODUCTION**

- William Cooper (Chairman & CEO)

## **THIRD QUARTER HIGHLIGHTS / EXPENSES**

- Mike Jones (EVP, Chief Financial Officer)

## **CREDIT QUALITY**

- Mark Bagley (Chief Credit Officer)

## **BUSINESS UPDATE / CLOSING COMMENTS**

- Craig Dahl (Vice Chairman, President)

## **Q&A**



# Third Quarter Observations

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- Operating leverage is improving
- Consistent loan and lease originations positively impacting revenue
- Successful loan sale and securitization capabilities continue
- Stability of credit quality continues
- Remain well-positioned for rising interest rates
- Increased quarterly cash dividend by 50 percent to 7.5 cents per common share



# Well Positioned in the Banking Industry

	TCF 3Q15 <sup>1</sup>	Peer Group <sup>1,2,3</sup> 2Q15 Average
As a % of average assets:		
Net interest income	4.13%	2.99%
Non-interest income	2.26%	1.29%
Revenue	6.39%	4.28%
Return on average assets	1.10%	1.02%
Yield on loans and leases <sup>4</sup>	4.88%	4.36% <sup>5</sup>
Rate on deposits	0.31%	0.31%
Net interest margin	4.40%	3.34%
Average balances as a % of average assets:		
Loans and leases	85.3%	65.6%
Deposits	80.3%	75.6%
Borrowings	5.5%	11.0%
Equity	11.3%	11.9%

- TCF has a higher margin due to more loans and leases as a percentage of average assets and a higher yielding loan portfolio
- TCF has more non-interest income as a percentage of average assets due to a large and diversified base of revenue sources

<sup>1</sup> Annualized

<sup>2</sup> All U.S. publicly-traded banks and thrifts, excluding TCF, with total assets between \$10 and \$50 billion (source: SNL Financial)

<sup>3</sup> Excluding non-recurring items for non-interest income and revenue

<sup>4</sup> Presented on a fully tax-equivalent basis

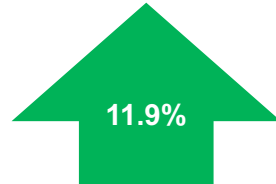
<sup>5</sup> Includes loans held for sale



# Third Quarter 2015 Highlights vs. Third Quarter 2014

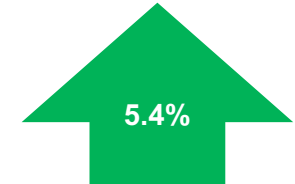
**Loan & Lease Originations**

\$3.9 billion



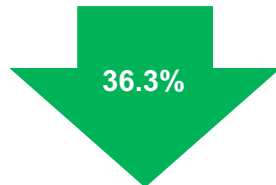
**Average Deposits**

\$16.0 billion



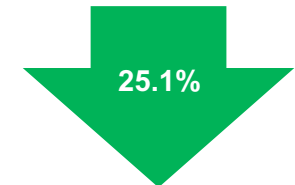
**Provision for Credit Losses**

\$10.0 million



**Non-accrual Loans & Leases**

\$206.1 million



**Revenue**

\$317.5 million



**Return on Average Assets<sup>1</sup>**

1.10%



**Tangible Book Value per Common Share<sup>2</sup>**

\$10.40



**Return on Average Tangible Common Equity<sup>1,3</sup>**

11.12%



Earnings per share of 29 cents, flat to the third quarter of 2014



<sup>1</sup> Annualized

<sup>2</sup> See "Reconciliation of GAAP to Non-GAAP Financial Measures – Tangible Common Equity Ratio and Tangible Book Value Per Common Share" slide

<sup>3</sup> See "Reconciliation of GAAP to Non-GAAP Financial Measures – Return on Average Tangible Common Equity" slide

# Third Quarter 2015 Highlights vs. Second Quarter 2015

**Loan & Lease Originations**

\$3.9 billion



**Average Deposits**

\$16.0 billion



**Provision for Credit Losses**

\$10.0 million



**Non-accrual Loans & Leases**

\$206.1 million



**Revenue**

\$317.5 million



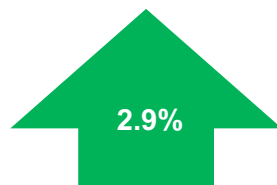
**Return on Average Assets<sup>1</sup>**

1.10%



**Tangible Book Value per Common Share<sup>2</sup>**

\$10.40



**Return on Average Tangible Common Equity<sup>1,3</sup>**

11.12%



Earnings per share of 29 cents, flat to the second quarter of 2015

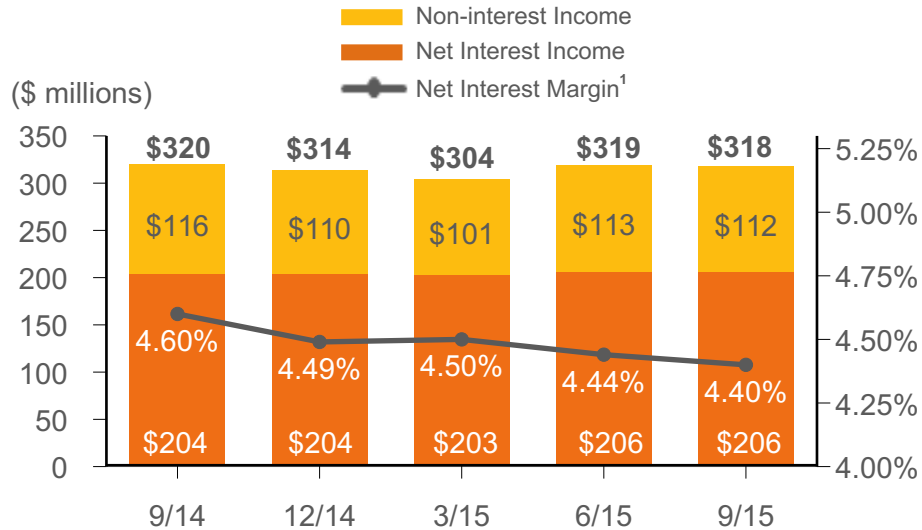


<sup>1</sup> Annualized

<sup>2</sup> See "Reconciliation of GAAP to Non-GAAP Financial Measures – Tangible Common Equity Ratio and Tangible Book Value Per Common Share" slide

<sup>3</sup> See "Reconciliation of GAAP to Non-GAAP Financial Measures – Return on Average Tangible Common Equity" slide

# Third Quarter 2015 Highlights – Revenue



## 3Q15 revenue impacted by:

- Higher rates on total deposits gathered at market rates to fund asset growth
- Increased fees and service charges due to seasonal differences in consumer activity

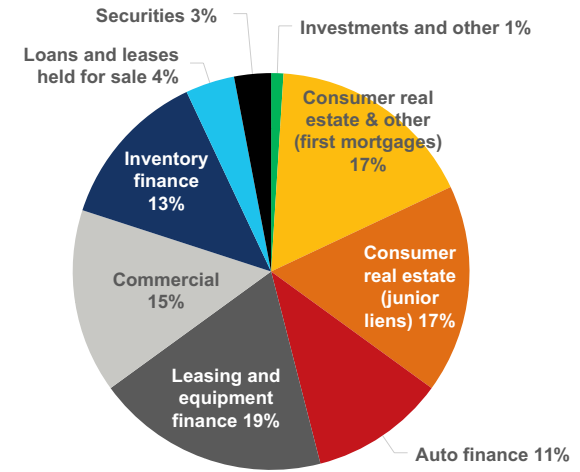
## 3Q15 net interest margin impacted by:

- Continued margin compression resulting from the competitive low interest rate environment and a higher rate on certificates of deposit

## REVENUE DIVERSIFICATION

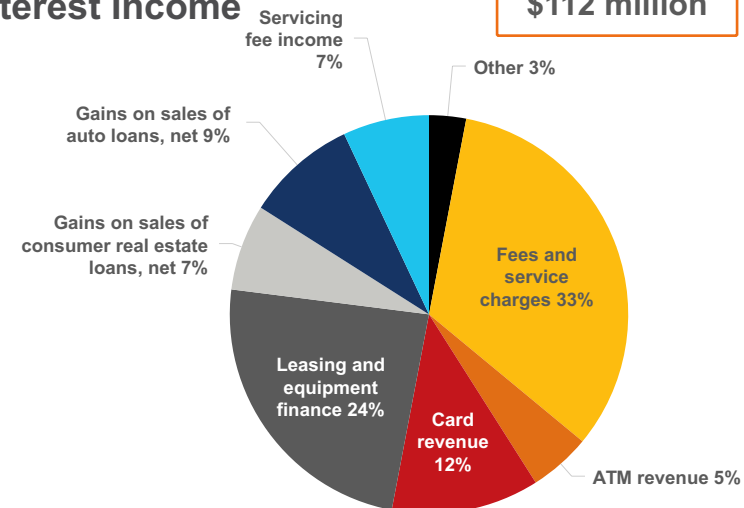
### Interest Income<sup>2</sup>

**\$225 million**

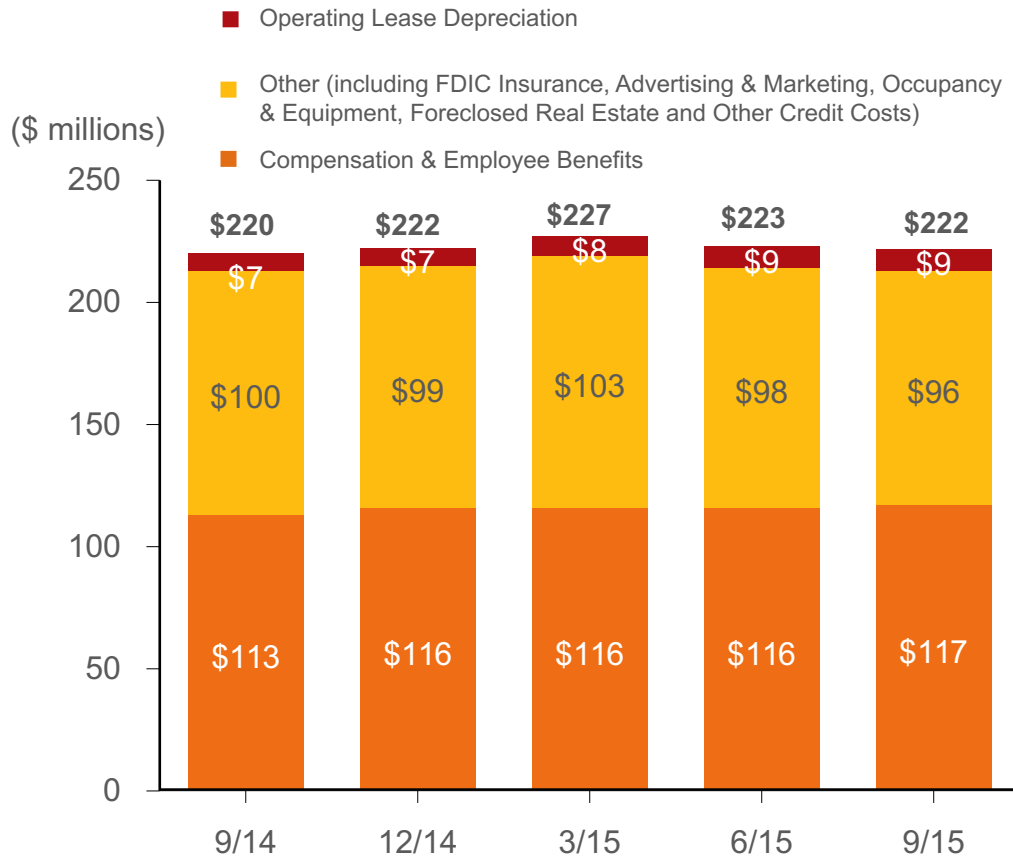


### Non-interest Income

**\$112 million**



# Non-interest Expense



Expense as % of Total Avg Assets & Avg Serviced for Others Portfolio <sup>1</sup> :	9/14	12/14	3/15	6/15	9/15
	4.05%	3.94%	3.94%	3.78%	3.73%
Total Avg Assets & Avg Serviced for Others Portfolio:	\$21,719	\$22,520	\$23,053	\$23,582	\$23,859

## KEY DRIVERS

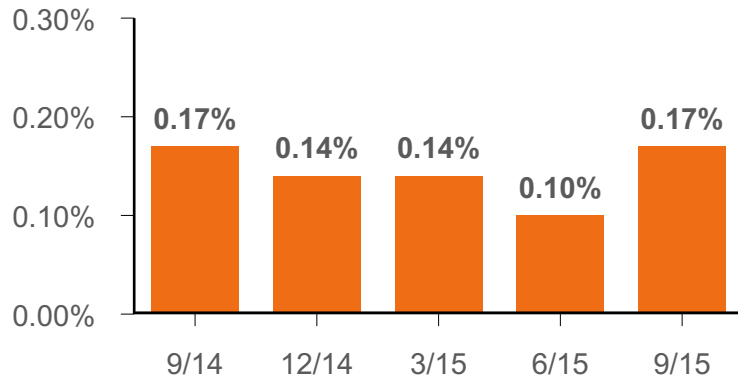
- Business model requires higher compensation and employee benefits expense to originate and service loans and leases
  - Loan and lease portfolio makes up 85% of total assets
  - Serviced for others portfolio expense offset in revenue
- Business model emphasizes small transaction sizes
- Operating lease depreciation is a transactional cost that is generally offset by revenue in the same period



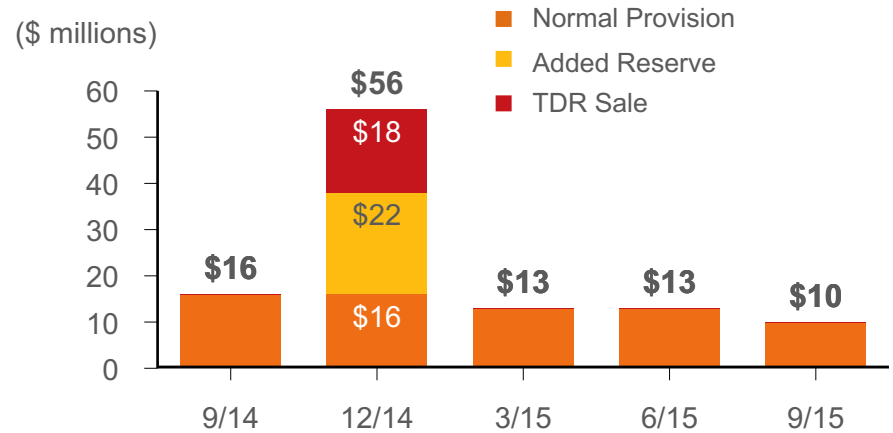


# Stabilizing Credit Performance

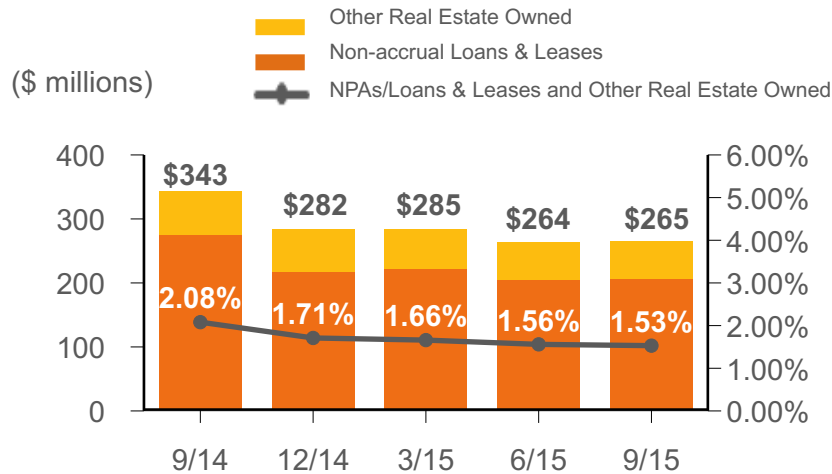
## 60+ DAY DELINQUENCIES<sup>1</sup>



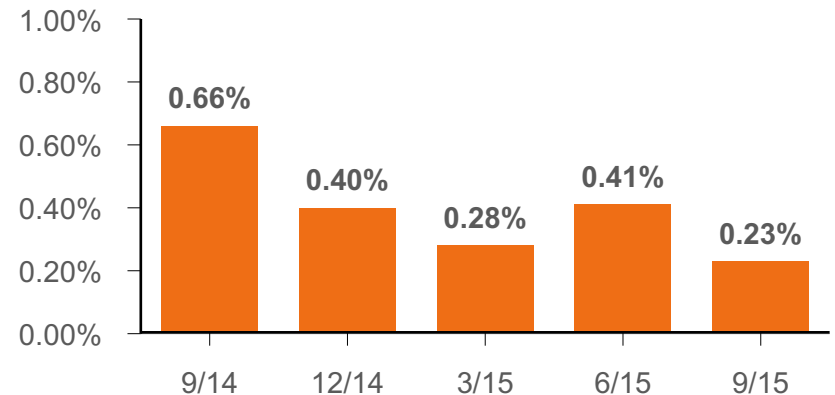
## PROVISION FOR CREDIT LOSSES



## NON-PERFORMING ASSETS



## NET CHARGE-OFF RATIO<sup>2</sup>



9 <sup>1</sup> Excludes acquired portfolios and non-accrual loans and leases  
<sup>2</sup> Annualized

# Net Charge-off Ratio

## NET CHARGE-OFFS AS A PERCENTAGE OF AVERAGE LOANS AND LEASES

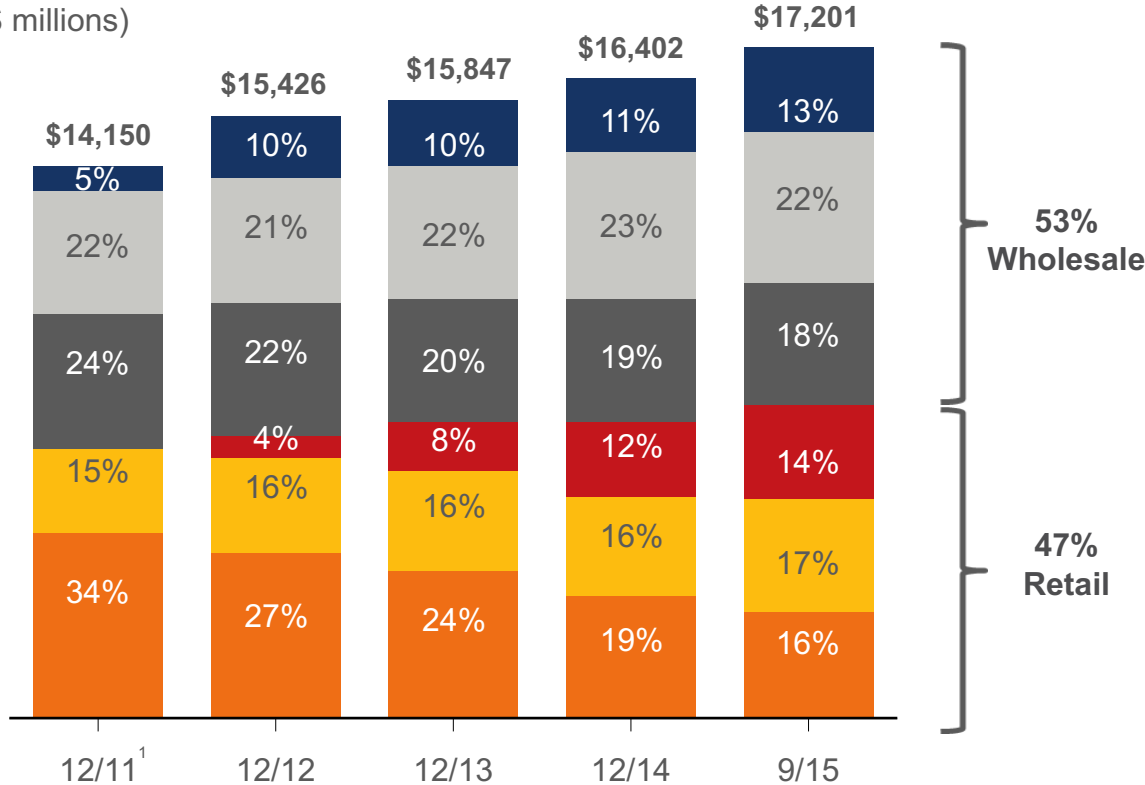
	Quarter Ended <sup>1</sup>				Change from Quarter Ended Sep. 30, 2014	
	Sep. 30, 2014	Dec. 31, 2014	Mar. 31, 2015	Jun. 30, 2015		Sep. 30, 2015
Consumer real estate:						
First mortgage lien	2.10%	0.80%	0.62%	0.79%	0.53%	(157) bps
Junior lien	0.59	0.46	0.38	0.59	0.11	(48)
Total consumer real estate	1.45	0.66	0.51	0.69	0.32	(113)
Commercial	(0.02)	0.12	(0.07)	0.21	—	2
Leasing and equipment finance	0.13	0.08	0.10	0.16	0.09	(4)
Inventory finance	0.06	0.12	0.08	0.11	0.03	(3)
Auto finance	0.61	0.83	0.66	0.66	0.62	1
Other	N.M.	N.M.	N.M.	N.M.	N.M.	N.M.
<b>Total</b>	<b>0.66</b>	<b>0.40</b>	<b>0.28</b>	<b>0.41</b>	<b>0.23</b>	<b>(43)</b>



# Diverse Loan and Lease Portfolio

- Inventory Finance
- Leasing & Equipment Finance
- Commercial
- Auto Finance
- Consumer Real Estate - Junior Lien
- Consumer Real Estate & Other - First Mortgage

(\$ millions)



- Year-over-year loan and lease growth of 5.1%
- Auto Finance and Inventory Finance portfolios make up 27% of total loans and leases vs. 5% at year end 2011
- Consumer real estate first lien mortgages make up 16% of total loans and leases vs. 34% at year end 2011
- No single asset class greater than 25% of the total portfolio at September 30, 2015
- Flexibility to strategically invest strong capital base in response to competitive environments



11 <sup>1</sup> Auto Finance loan and lease portfolio totaled \$3.6 million at 12/11

# Loan and Lease Balance Rollforward<sup>1</sup>

## LOAN AND LEASE ORIGINATION OPPORTUNITIES CONTINUE

(\$ millions)	3Q14	3Q15	Change
Period Beginning Balance	\$ 16,365	\$ 17,077	\$712
New Originations	3,482	3,897	415
Less Run-off <sup>2</sup>	2,583	2,954	371
Subtotal	899	943	44
Annualized Growth Rate <sup>3</sup>	22%	22%	
Less Loan & Lease Sales	734	703	(31)
Period Ending Balance	\$ 16,530	\$ 17,317	\$787

### Change in Originations & Sales (3Q15 vs 3Q14)

	Originations	Sales
Consumer Real Estate	\$177	\$12
Auto Finance	24	(48)
Total Retail	201	(36)
Commercial	(10)	1
Leasing	34	4
Inventory Finance <sup>4</sup>	190	—
Total Wholesale	214	5
Total Lending	\$415	\$(31)

- Continued strong origination capabilities
- Diversity across asset classes reduces concentration risk
- Originate to sell capability a core competency

<sup>1</sup> Includes portfolio loans and leases and loans and leases held for sale

<sup>2</sup> Includes activity from payments, pre-payments and charge-offs

<sup>3</sup> Excludes loan and lease sales

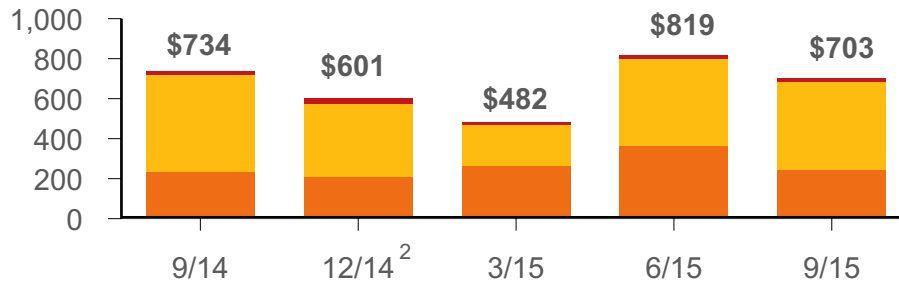
<sup>4</sup> Origination levels impacted by the high velocity of fundings and repayments with dealers

# Loan and Lease Sales and Revenue

## LOAN AND LEASE SALES

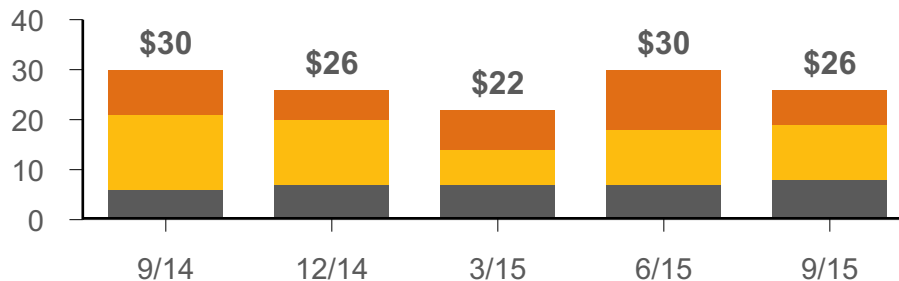
- Other
- Auto
- Consumer Real Estate & Other Consumer<sup>1</sup>

(\$ millions)



## IMPACT ON REVENUE

- Gains on Sales of Consumer Real Estate Loans, Net
- Gains on Sales of Auto Loans, Net
- Servicing Fee Income



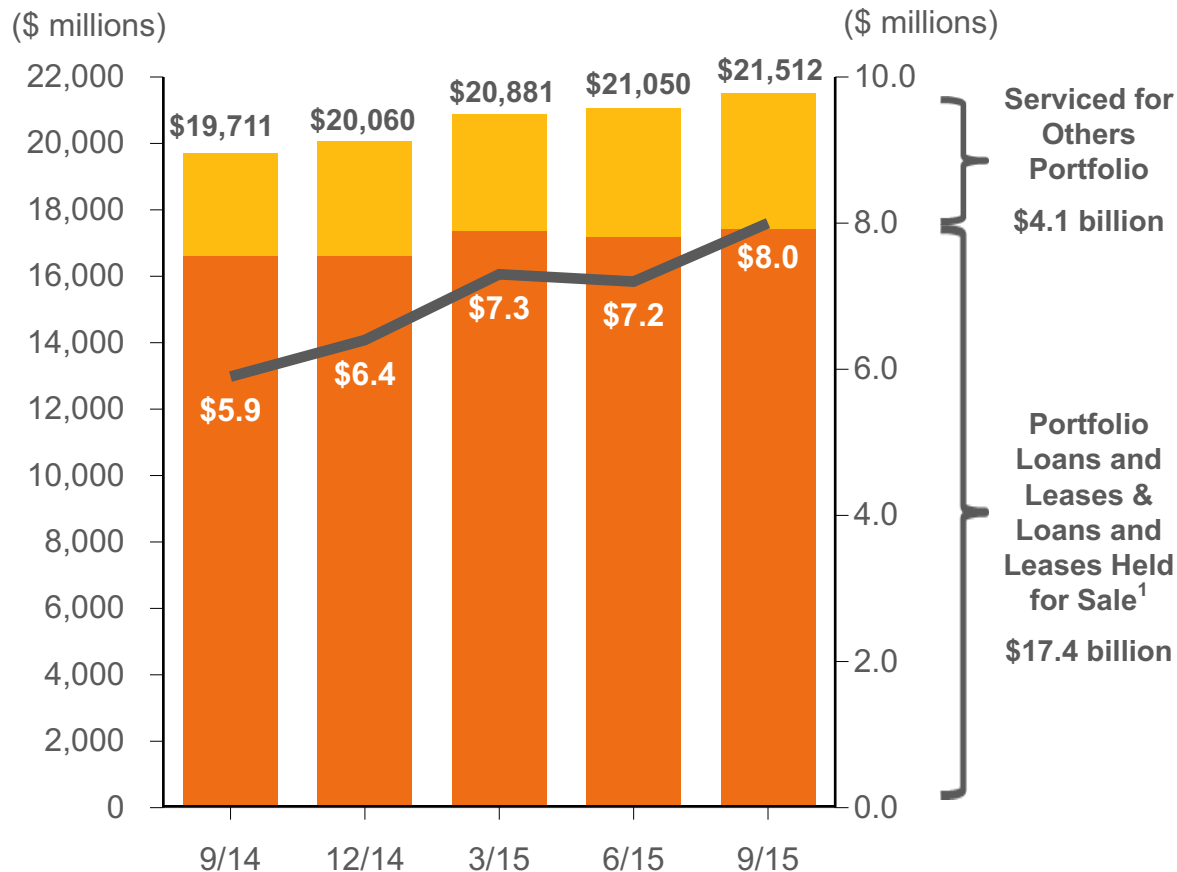
- Core competency since 4Q11
- Provides flexibility to the organization:
  - Diversifies areas of product and geographic concentration
  - Supports capital and liquidity
  - Provides additional revenue source
- Completed auto securitization in 3Q15 for \$436.6 million resulting in a gain of \$10.8 million



13 <sup>1</sup> Includes correspondent lending first mortgage sales of \$76.7 million in 3Q15, \$74.5 million in 2Q15, \$61.8 million in 1Q15 and \$39.2 million in 4Q14  
<sup>2</sup> Excludes 4Q14 TDR portfolio loan sale of \$405.9 million (servicing released)

# Managed Portfolio

- Serviced for Others Portfolio
- Portfolio Loans and Leases & Loans and Leases Held for Sale<sup>1</sup>
- Servicing Fee Income



- Serviced for others portfolio primarily includes auto loans and consumer real estate loans sold with servicing rights retained by TCF
- Serviced for others portfolio contributes to revenue through servicing fees and gains on sales of loans:
  - Servicing fee income of \$8.0 million in 3Q15
  - \$702.9 million of loan sales for a gain of \$17.7 million in 3Q15



<sup>1</sup> Includes operating leases

# Loan and Lease Yields<sup>1</sup>

## UTILIZE DIVERSE LENDING MIX TO REMAIN COMPETITIVE DESPITE LOW RATE ENVIRONMENT

	3Q14	4Q14	1Q15	2Q15	3Q15
Consumer Real Estate:					
First mortgages	5.25%	5.26%	5.57%	5.29%	5.28%
Junior liens	5.71	5.69	5.63	5.58	5.51
Commercial	4.37	4.32	4.37	4.30	4.26
Leasing & Equipment Finance	4.71	4.74	4.66	4.66	4.59
Inventory Finance	6.18	5.56 <sup>2</sup>	5.71	5.61	5.83
Auto Finance	4.36	4.24	4.18	4.11	4.13
Total Loans and Leases	5.05	4.96	5.00	4.90	4.88
Peer Group <sup>3</sup> Average	4.54	4.44	4.32	4.31	N.A.

- Competitive marketplace; TCF continues to focus on niche lending markets

<sup>1</sup> Annualized and presented on a fully tax-equivalent basis

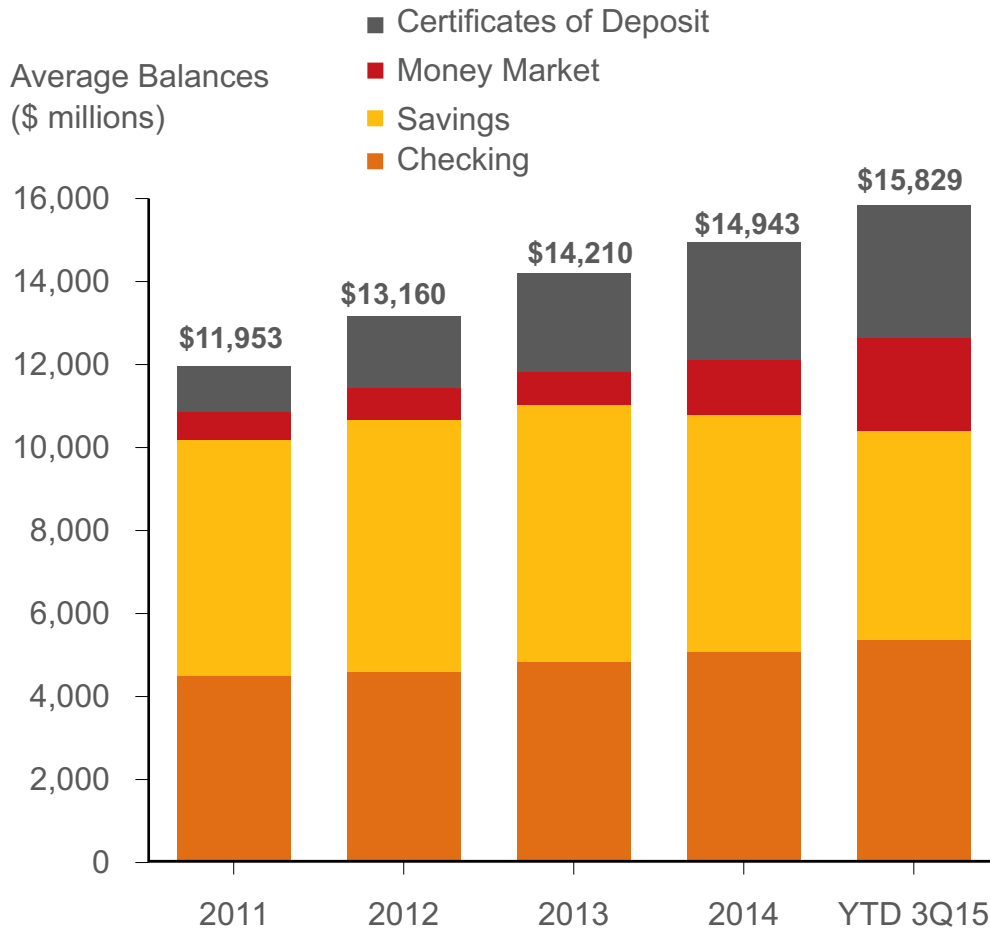
<sup>2</sup> Impacted by program extension

<sup>3</sup> All U.S. publicly-traded banks and thrifts, excluding TCF, with total assets between \$10 and \$50 billion as of June 30, 2015 that have reported loan and lease yields for the past four quarters, includes loans held for sale (source: SNL Financial)

N.A. Not available



# Deposit Generation



Average interest cost: 0.38%    0.31%    0.26%    0.26%    0.29%

## LOW-COST DEPOSIT BASE AVERAGE RATE OF 0.29% FOR YTD 3Q15

- Average total deposits have increased for 20 consecutive quarters, funding asset growth
- Checking account attrition rate improved by 274 bps year-over-year
- Over 90% of total deposits are insured by FDIC





# Well Positioned for Rising Interest Rates

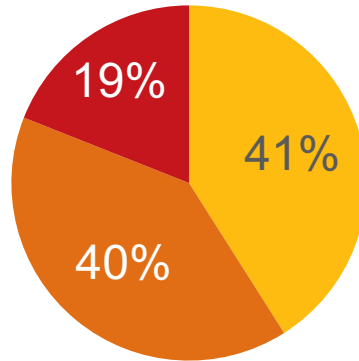
At September 30, 2015

## EARNING ASSETS

■ Variable & Adjustable Rate  
(Inventory Finance,  
Commercial, Consumer)

■ Fixed Rate - Short/Medium  
Duration (Commercial,  
Leasing, Auto Finance)

■ Fixed Rate - Long Duration  
(Investments, Securities,  
Consumer Real Estate)



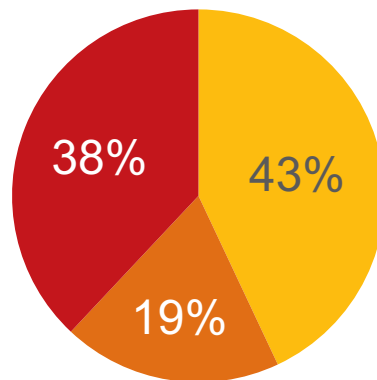
- Growth of short-term and variable rate loans positions TCF to benefit in a rising rate environment
- 81% of assets are variable/adjustable rate or short/medium duration fixed rate
- 55% of loan and lease balances will reprice, amortize or prepay in the next 12 months

## DEPOSITS

■ Low Interest Cost

■ No Interest Cost

■ Other



- 62% of deposits are low or no interest cost with an average balance of \$10.0 billion and an average cost of two bps for the third quarter of 2015



# Capital

## TCF FINANCIAL CORPORATION CAPITAL RATIOS

	2Q15	3Q15
Common equity Tier 1 capital ratio <sup>1</sup>	9.97%	10.04%
Tier 1 risk-based capital ratio <sup>1</sup>	11.59%	11.62%
Total risk-based capital ratio <sup>1</sup>	13.86%	13.84%
Tier 1 leverage ratio <sup>1</sup>	10.22%	10.43%
Tangible common equity ratio <sup>2</sup>	8.72%	8.86%

- Maintained strong capital ratios as earnings accumulation supports asset growth
- Common stock dividend of 7.5 cents per share declared on October 19, 2015



18 <sup>1</sup> The regulatory capital ratios for 3Q15 are preliminary pending completion and filing of the Company's regulatory reports

<sup>2</sup> See "Reconciliation of GAAP to Non-GAAP Financial Measures – Tangible Common Equity Ratio and Tangible Book Value Per Common Share" slide

# Summary

	STRATEGIC PILLARS	3Q15 UPDATE
1	DIVERSIFICATION	<ul style="list-style-type: none"><li>• No single asset class greater than 25% of loan and lease portfolio</li><li>• Strong loan and lease diversification resulting in stabilization of credit quality</li></ul>
2	PROFITABLE GROWTH	<ul style="list-style-type: none"><li>• Strong loan and lease originations continue</li><li>• Stable net interest income despite competitive low interest rate environment</li><li>• National lending growth resulting in increased fee revenue opportunities</li></ul>
3	OPERATING LEVERAGE	<ul style="list-style-type: none"><li>• Expenses as a percentage of total average assets and average serviced for others portfolio continues to decline</li><li>• Focus on various expense initiatives</li></ul>
4	CORE FUNDING	<ul style="list-style-type: none"><li>• Average total deposits have increased for 20 consecutive quarters</li><li>• Increased quarterly cash dividend while maintaining the ability to invest in high-return growth businesses</li></ul>

Execution under a strong enterprise risk management and credit culture

# Appendix

The background features a dark gray gradient with large, curved, overlapping shapes in a slightly lighter shade of gray, creating a modern, abstract aesthetic.

# CAUTIONARY STATEMENTS FOR PURPOSES OF THE SAFE HARBOR PROVISIONS OF THE SECURITIES LITIGATION REFORM ACT

Any statements contained in this earnings presentation regarding the outlook for the Company's businesses and their respective markets, such as projections of future performance, guidance, statements of the Company's plans and objectives, forecasts of market trends and other matters, are forward-looking statements based on the Company's assumptions and beliefs. Such statements may be identified by such words or phrases as "will likely result," "are expected to," "will continue," "outlook," "will benefit," "is anticipated," "estimate," "project," "management believes" or similar expressions. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those discussed in such statements and no assurance can be given that the results in any forward-looking statement will be achieved. For these statements, TCF claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Any forward-looking statement speaks only as of the date on which it is made, and we disclaim any obligation to subsequently revise any forward-looking statement to reflect events or circumstances after such date or to reflect the occurrence of anticipated or unanticipated events.

Certain factors could cause the Company's future results to differ materially from those expressed or implied in any forward-looking statements contained herein. These factors include the factors discussed in Part I, Item 1A of the Company's Annual Report on Form 10-K for the year ended December 31, 2014, the factors discussed below and any other cautionary statements, written or oral, which may be made or referred to in connection with any such forward-looking statements. Since it is not possible to foresee all such factors, these factors should not be considered as complete or exhaustive.

Adverse Economic or Business Conditions; Competitive Conditions; Credit and Other Risks. Deterioration in general economic and banking industry conditions, including those arising from government shutdowns, defaults, anticipated defaults or rating agency downgrades of sovereign debt (including debt of the U.S.), or increases in unemployment; adverse economic, business and competitive developments such as shrinking interest margins, reduced demand for financial services and loan and lease products, deposit outflows, increased deposit costs due to competition for deposit growth and evolving payment system developments, deposit account attrition or an inability to increase the number of deposit accounts; customers completing financial transactions without using a bank; adverse changes in credit quality and other risks posed by TCF's loan, lease, investment, securities held to maturity and securities available for sale portfolios, including declines in commercial or residential real estate values, changes in the allowance for loan and lease losses dictated by new market conditions or regulatory requirements, or the inability of home equity line borrowers to make increased payments caused by increased interest rates or amortization of principal; deviations from estimates of prepayment rates and fluctuations in interest rates that result in decreases in the value of assets such as interest-only strips that arise in connection with TCF's loan sales activity; interest rate risks resulting from fluctuations in prevailing interest rates or other factors that result in a mismatch between yields earned on TCF's interest-earning assets and the rates paid on its deposits and borrowings; foreign currency exchange risks; counterparty risk, including the risk of defaults by our counterparties or diminished availability of counterparties who satisfy our credit quality requirements; decreases in demand for the types of equipment that TCF leases or finances; the effect of any negative publicity.

Legislative and Regulatory Requirements. New consumer protection and supervisory requirements and regulations, including those resulting from action by the Consumer Financial Protection Bureau and changes in the scope of Federal preemption of state laws that could be applied to national banks and their subsidiaries; the imposition of requirements that adversely impact TCF's deposit, lending, loan collection and other business activities such as mortgage foreclosure moratorium laws, further regulation of financial institution campus banking programs, use by municipalities of eminent (continued)

# CAUTIONARY STATEMENTS FOR PURPOSES OF THE SAFE HARBOR PROVISIONS OF THE SECURITIES LITIGATION REFORM ACT (cont)

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domain on property securing troubled residential mortgage loans, or imposition of underwriting or other limitations that impact the ability to offer certain variable-rate products; changes affecting customer account charges and fee income, including changes to interchange rates; regulatory actions or changes in customer opt-in preferences with respect to overdrafts, which may have an adverse impact on TCF's fee revenue; changes to bankruptcy laws which would result in the loss of all or part of TCF's security interest due to collateral value declines; deficiencies in TCF's compliance under the Bank Secrecy Act in past or future periods, which may result in regulatory enforcement action including monetary penalties; increased health care costs resulting from Federal health care reform; regulatory criticism and resulting enforcement actions or other adverse consequences such as increased capital requirements, higher deposit insurance assessments or monetary damages or penalties; heightened regulatory practices, requirements or expectations, including, but not limited to, requirements related to enterprise risk management, the Bank Secrecy Act and anti-money laundering compliance activity.

Earnings/Capital Risks and Constraints, Liquidity Risks. Limitations on TCF's ability to pay dividends or to increase dividends because of financial performance deterioration, regulatory restrictions or limitations; increased deposit insurance premiums, special assessments or other costs related to adverse conditions in the banking industry; the impact on banks of regulatory reform, including additional capital, leverage, liquidity and risk management requirements or changes in the composition of qualifying regulatory capital; adverse changes in securities markets directly or indirectly affecting TCF's ability to sell assets or to fund its operations; diminished unsecured borrowing capacity resulting from TCF credit rating downgrades or unfavorable conditions in the credit markets that restrict or limit various funding sources; costs associated with new regulatory requirements or interpretive guidance relating to liquidity; uncertainties relating to future retail deposit account changes, including limitations on TCF's ability to predict customer behavior and the impact on TCF's fee revenues.

Branching Risk; Growth Risks. Adverse developments affecting TCF's supermarket banking relationships or any of the supermarket chains in which TCF maintains supermarket branches; costs related to closing underperforming branches; slower than anticipated growth in existing or acquired businesses; inability to successfully execute on TCF's growth strategy through acquisitions or cross-selling opportunities; failure to expand or diversify TCF's balance sheet through new or expanded programs or opportunities; failure to successfully attract and retain new customers, including the failure to attract and retain manufacturers and dealers to expand the inventory finance business; failure to effectuate, and risks of claims related to, sales and securitizations of loans; risks related to new product additions and addition of distribution channels (or entry into new markets) for existing products.

Technological and Operational Matters. Technological or operational difficulties, loss or theft of information, cyber-attacks and other security breaches, counterparty failures and the possibility that deposit account losses (fraudulent checks, etc.) may increase; failure to keep pace with technological change, including the failure to develop and maintain technology necessary to satisfy customer demands; ability to attract and retain employees given competitive conditions and the impact of consolidating facilities.

Litigation Risks. Results of litigation or government enforcement actions, including class action litigation or enforcement actions concerning TCF's lending or deposit activities, including account opening/origination, servicing practices, fees or charges, or employment practices; and possible increases in indemnification obligations for certain litigation against Visa U.S.A. and potential reductions in card revenues resulting from such litigation or other litigation against Visa.

Accounting, Audit, Tax and Insurance Matters. Changes in accounting standards or interpretations of existing standards; federal or state monetary, fiscal or tax policies, including adoption of state legislation that would increase state taxes; ineffective internal controls; adverse federal, state or foreign tax assessments or findings in tax audits; lack of or inadequate insurance coverage for claims against TCF; potential for claims and legal action related to TCF's fiduciary responsibilities.

# RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES – RETURN ON AVERAGE TANGIBLE COMMON EQUITY<sup>1</sup>

(\$ thousands)

	QTD Sep. 30, 2014	QTD Jun. 30, 2015	QTD Sep. 30, 2015
<u>Computation of return on average tangible common equity:</u>			
Net income available to common stockholders	\$ 47,470	\$ 47,408	\$ 47,728
Other intangibles amortization, net of tax	265	246	248
Adjusted net income available to common stockholders	<u>\$ 47,735</u>	<u>\$ 47,654</u>	<u>\$ 47,976</u>
Average balances:			
Total equity	\$ 2,087,693	\$ 2,196,213	\$ 2,238,083
Less: Non-controlling interest in subsidiaries	16,553	22,514	19,469
Total TCF Financial Corporation stockholders' equity	<u>2,071,140</u>	<u>2,173,699</u>	<u>2,218,614</u>
Less:			
Preferred stock	263,240	263,240	263,240
Goodwill	225,640	225,640	225,640
Other intangibles	5,291	4,110	3,738
Average tangible common equity	<u>\$ 1,576,969</u>	<u>\$ 1,680,709</u>	<u>\$ 1,725,996</u>
Return on average tangible common equity <sup>2</sup>	12.11%	11.34%	11.12%

<sup>1</sup> When evaluating capital adequacy and utilization, management considers financial measures such as return on average tangible common equity. This measure is a non-GAAP financial measure and is viewed by management as a useful indicator of capital levels available to withstand unexpected market or economic conditions, and also provide investors, regulators and other users with information to be viewed in relation to other banking institutions.

<sup>2</sup> Annualized



# RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES – TANGIBLE COMMON EQUITY RATIO AND TANGIBLE BOOK VALUE PER COMMON SHARE<sup>1</sup>

(\$ thousands, except per share data)

	Sep. 30, 2014	Jun. 30, 2015	Sep. 30, 2015
<u>Computation of tangible common equity ratio:</u>			
Total equity	\$ 2,113,432	\$ 2,222,022	\$ 2,273,147
Less: Non-controlling interest in subsidiaries	14,845	19,511	18,500
Total TCF Financial Corporation stockholders' equity	2,098,587	2,202,511	2,254,647
Less:			
Preferred stock	263,240	263,240	263,240
Goodwill	225,640	225,640	225,640
Other intangibles	5,062	3,909	3,518
Tangible common equity	\$ 1,604,645	\$ 1,709,722	\$ 1,762,249
Total assets	\$ 19,022,103	\$ 19,826,350	\$ 20,125,936
Less:			
Goodwill	225,640	225,640	225,640
Other intangibles	5,062	3,909	3,518
Tangible assets	\$ 18,791,401	\$ 19,596,801	\$ 19,896,778
Tangible common equity ratio	8.54%	8.72%	8.86%
<u>Computation of tangible book value per common share:</u>			
Tangible common equity	\$ 1,604,645	\$ 1,709,722	\$ 1,762,249
Common stock shares outstanding	167,118,155	169,101,695	169,430,576
Tangible book value per common share	\$ 9.60	\$ 10.11	\$ 10.40



<sup>1</sup> When evaluating capital adequacy and utilization, management considers financial measures such as the tangible common equity ratio and tangible book value per common share. These measures are non-GAAP financial measures and are viewed by management as useful indicators of capital levels available to withstand unexpected market or economic conditions, and also provide investors, regulators and other users with information to be viewed in relation to other banking institutions.