

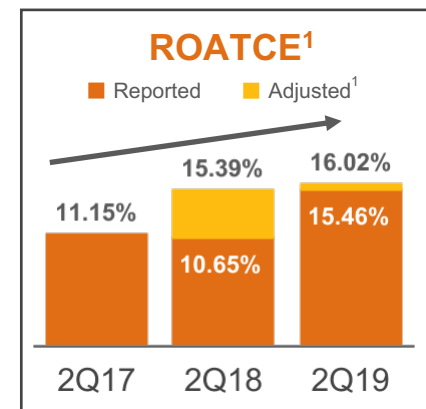
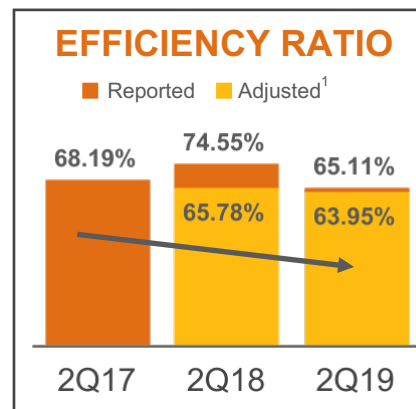
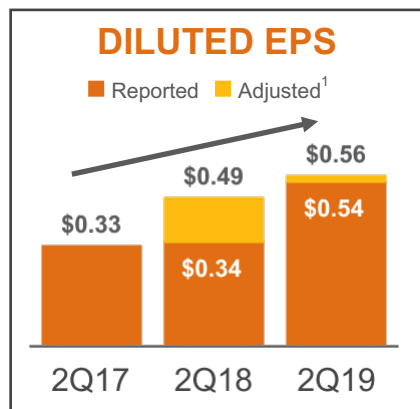


# 2019 Second Quarter Earnings Presentation

July 25, 2019

# Second Quarter Themes

Continued focus on improving efficiency ratio and return on capital



Strong loan and lease growth and deposit trends

**+11%**

Loan and lease excluding auto<sup>2</sup> growth YoY

**+3%**

Loan and lease growth YoY

**+5%**

Average earning asset growth YoY

**+9%**

Average checking and savings growth YoY

Well-controlled expenses

**-3%**

Adjusted non-interest expense<sup>1,3</sup> decline YoY

**-183 bps**

Adjusted efficiency ratio<sup>1</sup> decline YoY

Active capital management

**1.3M**

Common shares repurchased in 2Q19

**+39 bps**

CET1 ratio growth YoY

Reduced risk profile and stable net interest income

**-400 bps**

Risk-weighted assets/assets<sup>4</sup> decline YoY

**0.19%**

Net charge-offs excluding auto<sup>1,5</sup> in 2Q19

**-0.2%**

Net interest income decline YoY

**-24 bps**

Net interest margin decline YoY

<sup>1</sup> See slides 18-20 "Reconciliation of GAAP to Non-GAAP Financial Measures"

<sup>2</sup> See slide 7 "Loan and Lease Growth Excluding Auto Finance of 10.7%"

<sup>3</sup> Non-interest expense of \$236.8 million for the second quarter of 2019, down 12.9% YoY

<sup>4</sup> Ratio is based on average balances. 2Q19 is preliminary pending completion and filing of the Company's regulatory reports

<sup>5</sup> Net charge-off ratio of 0.29% for 2Q19

# Merger of Equals Update

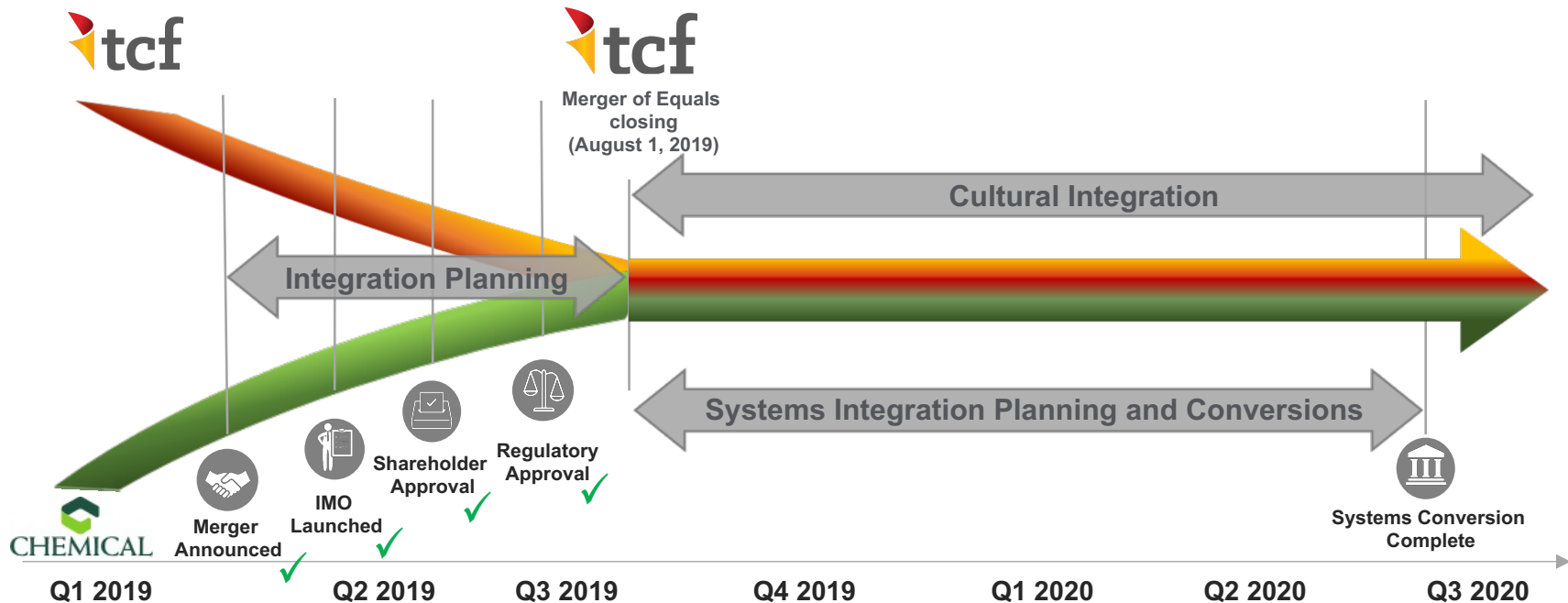
Transaction expected to close on August 1, 2019

## Recent Developments

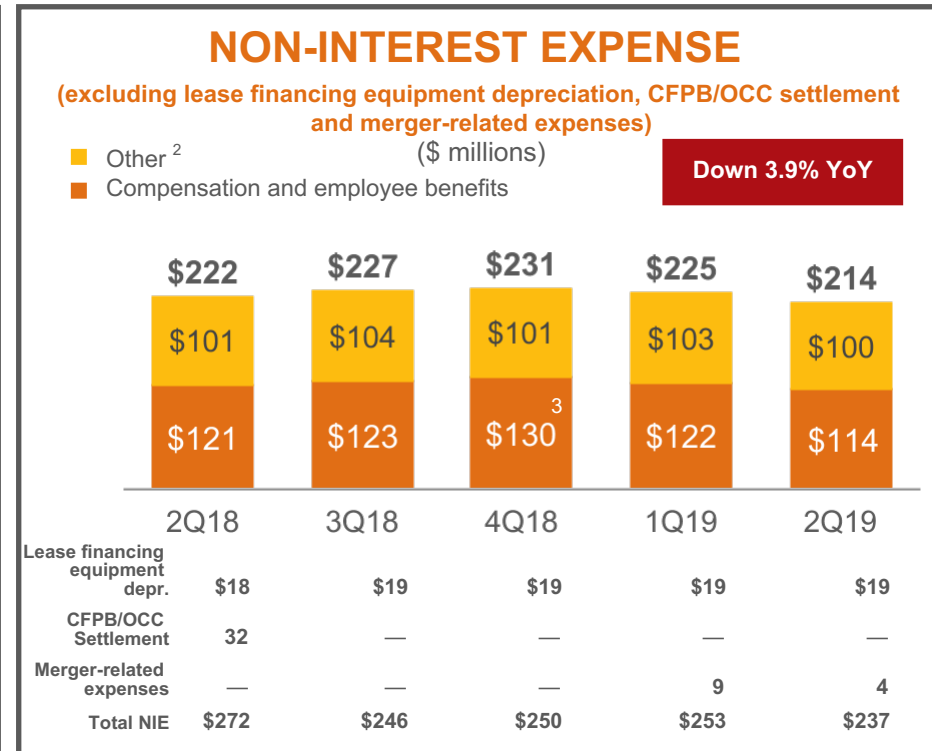
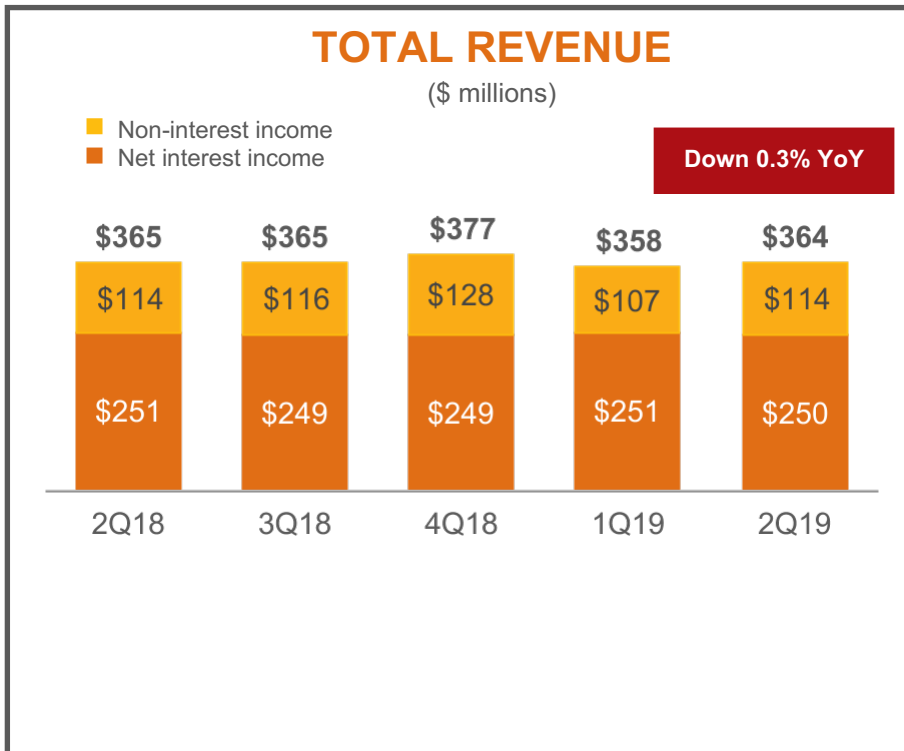
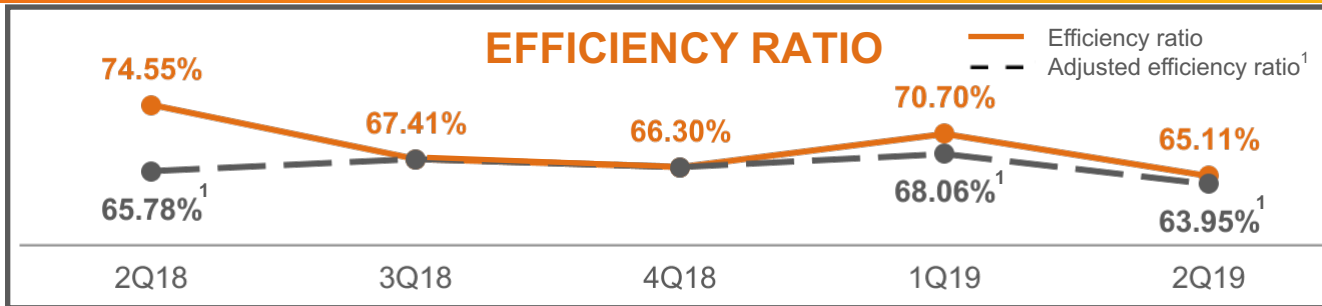
- Announced approximately 80 team members that will report up through the executive leadership team
- Shareholders of both TCF and Chemical approved merger
- Received all necessary regulatory approvals from the OCC and Federal Reserve
- Announced New TCF joint Board of Directors
- Announced expected closing date of August 1, 2019

## 3Q19 Focus Areas

- Implement internal policies and controls as well as governance and committee structures
- Launch cultural integration initiatives
- Begin conversion process of key systems
- Execute on cost synergy initiatives to achieve \$180 million of cost savings by 2020
- Serve our customers through the transition



# Continued Focus on Efficiency Ratio Improvement



<sup>1</sup> See slide 20 "Reconciliation of GAAP to Non-GAAP Financial Measures (cont.)"

<sup>2</sup> Includes occupancy and equipment, foreclosed real estate and repossessed assets, net and other non-interest expense, excludes lease financing equipment depreciation, CFPB/OCC settlement and merger-related expenses

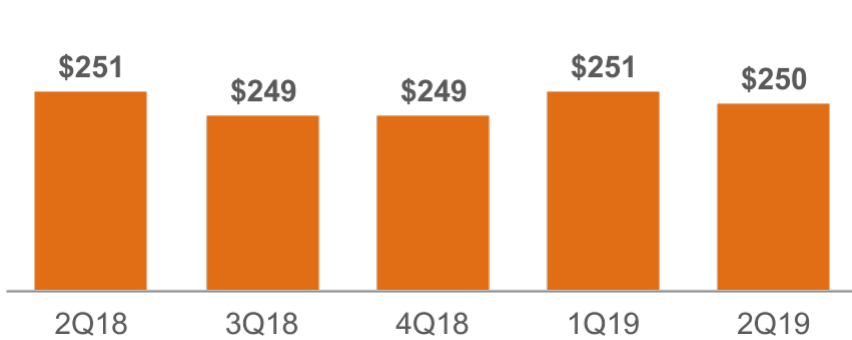
<sup>3</sup> Includes a large medical claim of \$6.8 million

# Net Interest Income Steady YoY

Continued strength while remixing balance sheet

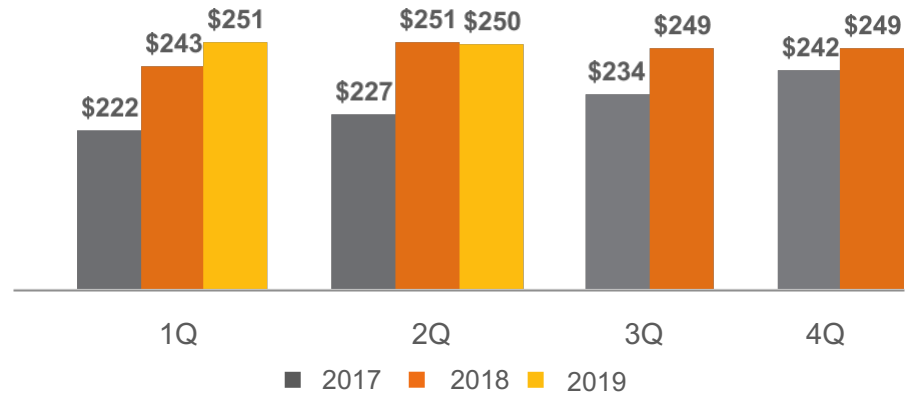
## NET INTEREST INCOME

(Quarterly View)  
(\$ millions)



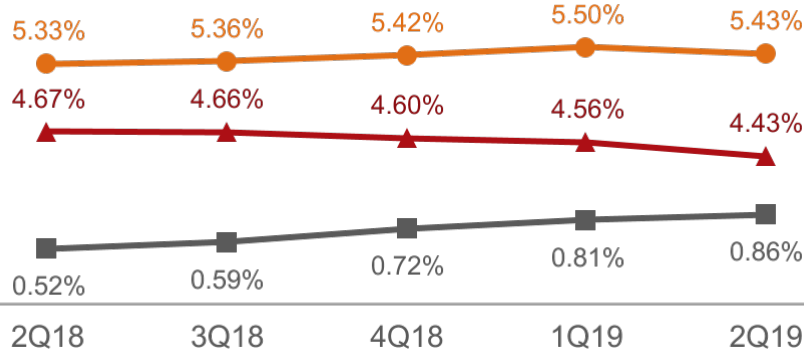
## NET INTEREST INCOME

(Quarterly YoY View)  
(\$ millions)



## NET INTEREST MARGIN<sup>1</sup>

● Interest-earning assets yield  
▲ Net interest margin  
■ Cost of deposits



- Net interest margin down 13 bps from 1Q19 due to lower yields on loans and leases, higher cost of funds and continued remix of auto finance balances into debt securities



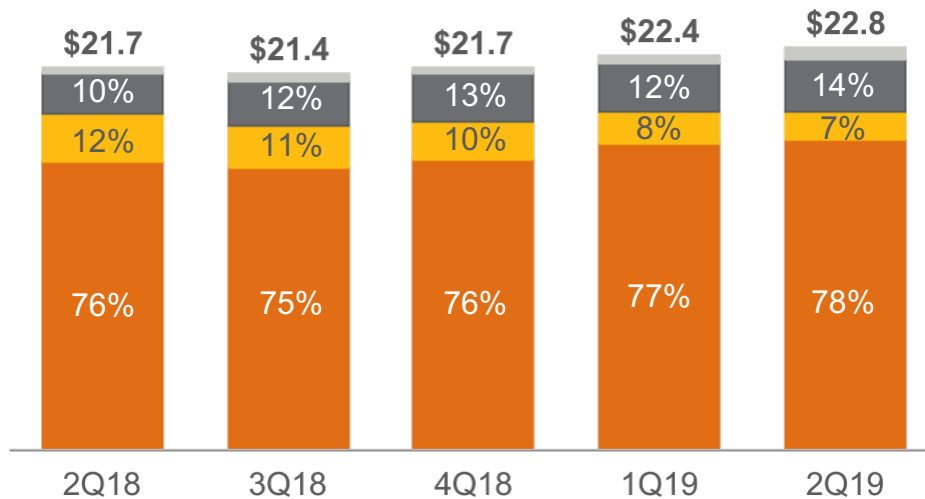
# Earning Asset Growth with Improved Mix

## INTEREST-EARNING ASSET BALANCES<sup>1</sup>

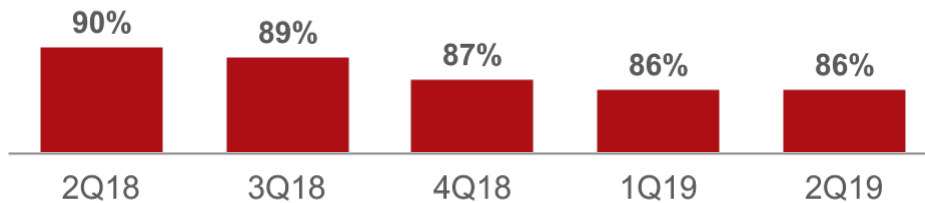
(\$ billions)

Up 4.9% YoY

- Other interest-earning assets
- Debt securities
- Auto finance
- Loans and leases (excluding auto finance)



## RISK-WEIGHTED ASSETS / ASSETS<sup>2</sup>



- Average interest-earning asset growth of 4.9% YoY
- Debt securities increased from 10% of average interest-earning assets in 2Q18 to 14% in 2Q19
- Reduced average auto finance composition from 12% in 2Q18 to 7% in 2Q19
- Improved earning asset mix with shift towards more capital efficient assets with lower risk profile



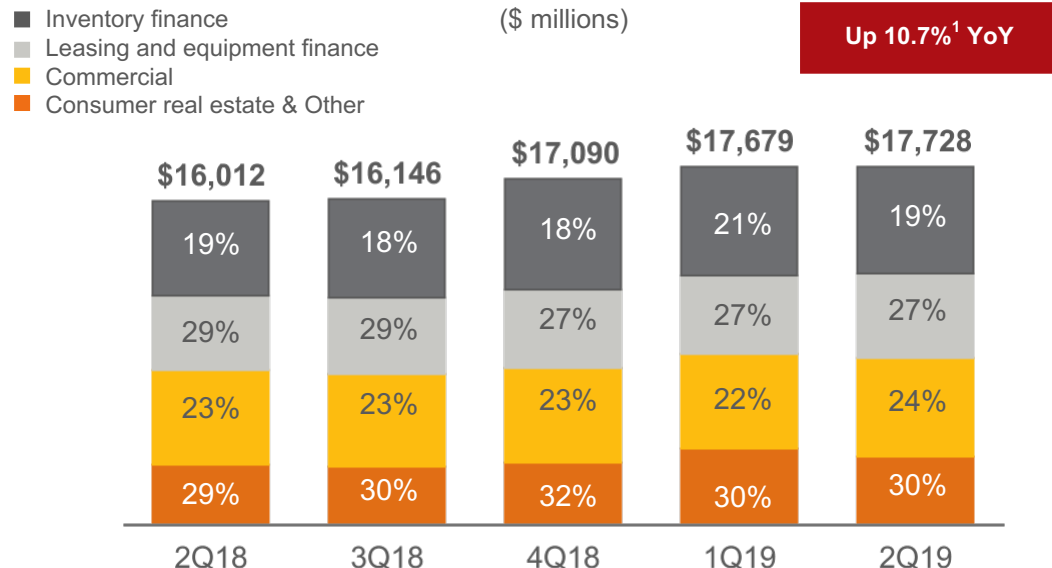
<sup>1</sup> Average balances

<sup>2</sup> Ratio is based on average balances. Amounts for 2Q19 are preliminary pending completion and filing of the Company's regulatory reports.

# Loan and Lease Growth Excluding Auto Finance of 10.7%<sup>1</sup>

Non-auto finance loans and leases up \$1.7B<sup>1</sup> YoY

## NON-AUTO FINANCE LOAN AND LEASE BALANCES

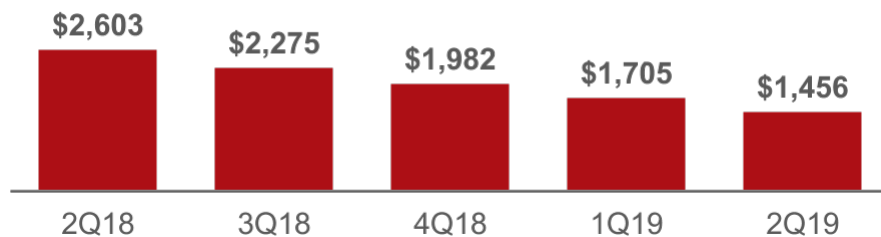


- Non-auto finance loan and lease growth of **\$1.7 billion YoY<sup>1</sup>**
  - Wholesale banking<sup>2</sup> up \$1.1 billion (9.3%)
  - Consumer real estate up \$0.7 billion (14.3%)

## AUTO FINANCE PORTFOLIO BALANCES

(\$ millions)

Down \$248M in 2Q19



- \$1.7 billion of auto finance run-off, or 54.5% of the portfolio, since December 31, 2017

Total loans and leases

Quarter	Total Balance (\$ millions)
2Q18	\$18,615
3Q18	\$18,421
4Q18	\$19,072
1Q19	\$19,384
2Q19	\$19,184



<sup>1</sup> Total loans and leases of \$19.2 billion at June 30, 2019, up \$569.7 million, or 3.1% YoY

<sup>2</sup> Includes commercial, leasing and equipment finance and inventory finance loans and leases

# Earning Asset Yields Remain Strong<sup>1</sup>

Interest-earning asset yields up 10 bps YoY

	2Q18	3Q18	4Q18	1Q19	2Q19
Consumer real estate:					
First mortgage lien	5.34 %	5.33 %	5.27 %	5.09 %	4.94 %
Junior lien	6.56	6.70	6.87	6.98	6.89
Commercial	5.21	5.25	5.40	5.57	5.42
Leasing and equipment finance	4.93	5.00	5.11	5.09	5.11
Inventory finance	6.94	7.16	7.11	7.38	7.26
Auto finance	5.30	5.36	5.39	5.33	5.38
<b>Total loans and leases</b>	<b>5.67</b>	<b>5.73</b>	<b>5.82</b>	<b>5.91</b>	<b>5.84</b>
<b>Debt securities portfolio<sup>2</sup></b>	<b>2.61</b>	<b>2.71</b>	<b>2.82</b>	<b>2.88</b>	<b>3.06</b>
<b>Total interest-earning assets</b>	<b>5.33</b>	<b>5.36</b>	<b>5.42</b>	<b>5.50</b>	<b>5.43</b>

- Loan and lease yields up 17 bps YoY
- 2Q19 debt securities purchased at an average tax-equivalent yield of 3.27%
- Interest-earning asset yields up 10 bps YoY





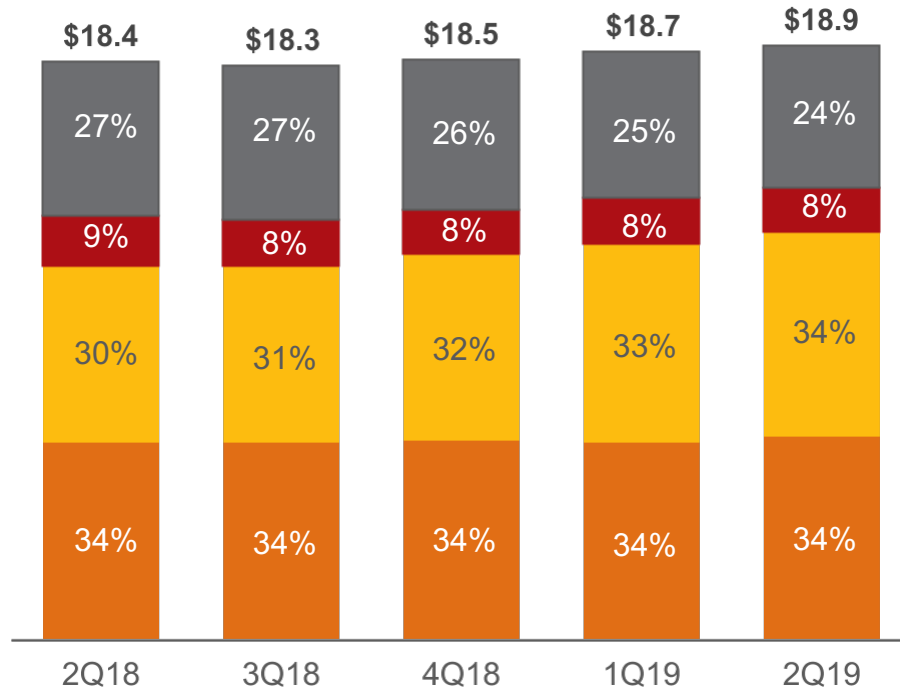
# Retail-Focused Deposit Base with Improving Mix

## AVERAGE DEPOSITS

(\$ billions)

- Certificates of deposit
- Money market
- Savings
- Checking

Up 2.8% YoY



Cost of Deposits	2Q18	3Q18	4Q18	1Q19	2Q19
	0.52 %	0.59 %	0.72 %	0.81 %	0.86 %

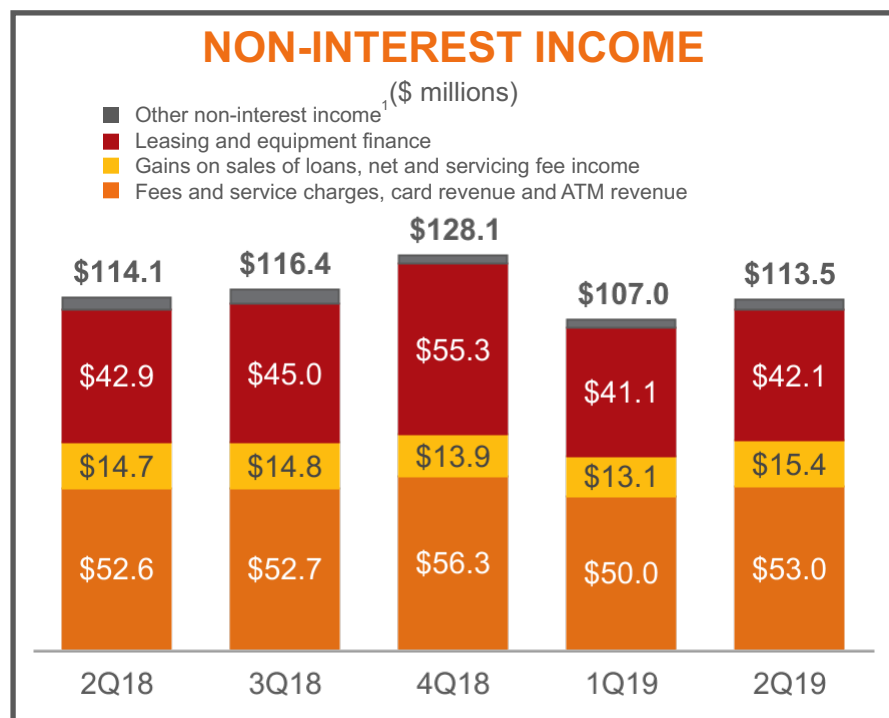
## COST OF DEPOSIT MIX

	Average Balances		Average Interest Cost	
	2Q19	YoY Change	2Q19	YoY Change
Deposits (ex. CDs)	\$14.4B	\$889M	0.48%	29 bps
CDs	4.5B	(382)M	2.05%	62 bps
<b>Total deposits</b>	<b>\$18.9B</b>	<b>\$507M</b>	<b>0.86%</b>	<b>34 bps</b>

- Average checking and savings growth of 8.7% YoY
- Average non-interest bearing deposit growth of 2.6% YoY
- Average deposit balances ex. CDs increased to 76% of total average deposits while average CD balances declined to 24%
- 84% of average deposit balances are consumer



# Non-interest Income



- Leasing and equipment finance non-interest income declined \$0.8 million YoY
- All other non-interest income increased by \$0.2 million

## NET LEASING AND EQUIPMENT FINANCE NON-INTEREST INCOME

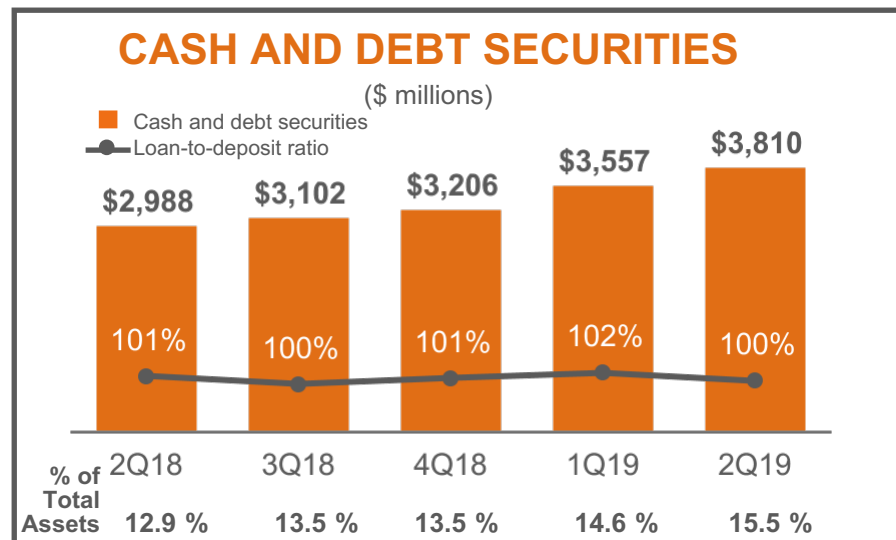
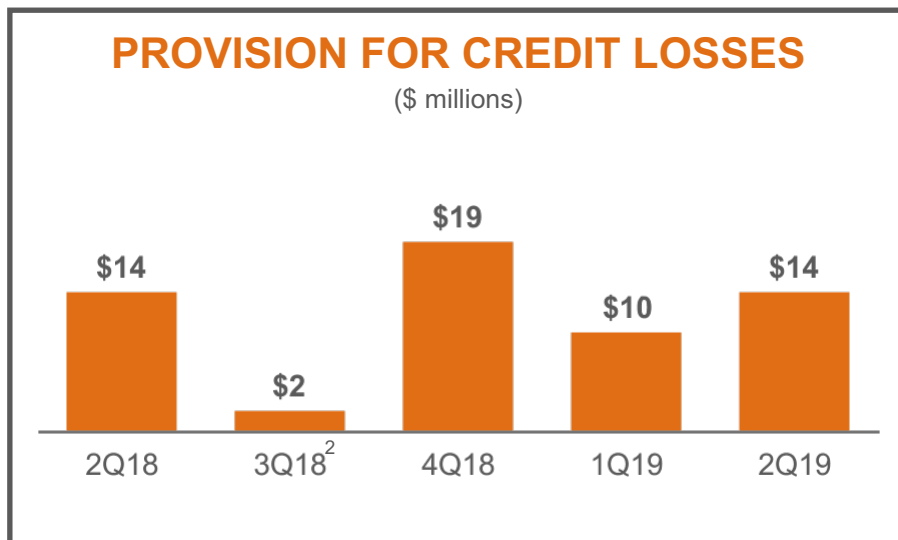
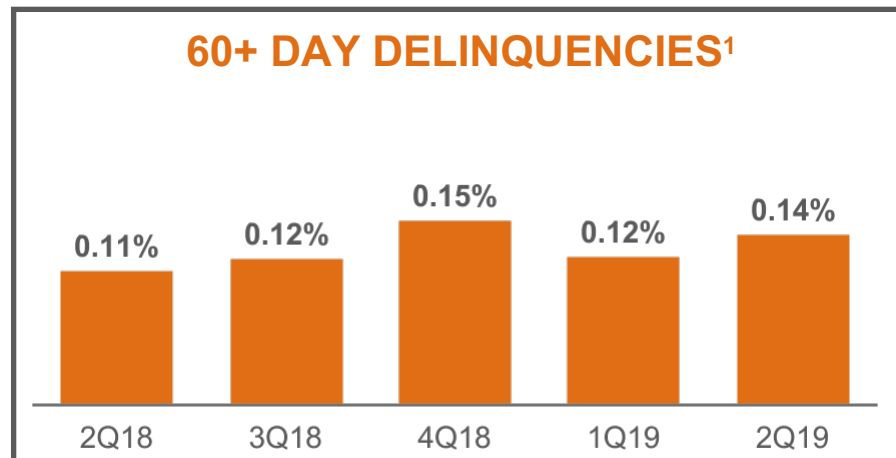
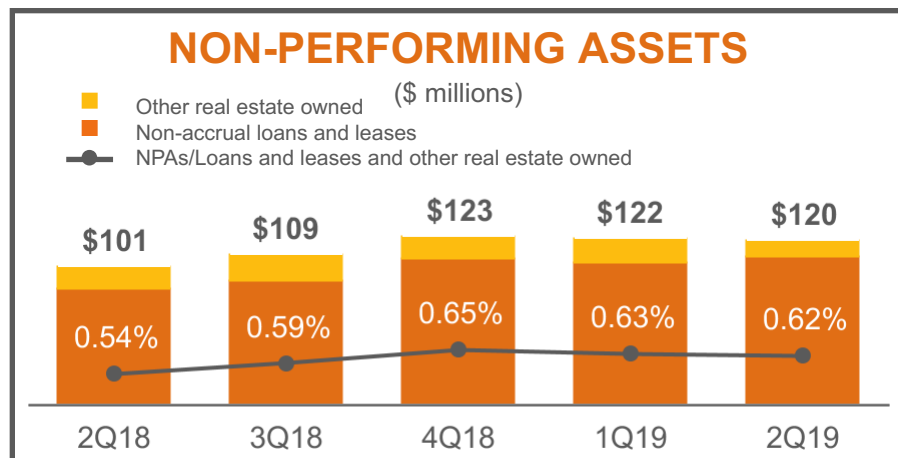
(\$ millions)	2Q18	3Q18	4Q18	1Q19	2Q19
Leasing and equipment finance non-interest income	\$42.9	\$45.0	\$55.3	\$41.1	\$42.1
Lease financing equipment depreciation	(17.9)	(19.5)	(19.1)	(19.3)	(19.1)
Net leasing and equipment finance non-interest income	\$25.0	\$25.5	\$36.2	\$21.8	\$23.0



<sup>1</sup> Includes gains (losses) on debt securities, net and other non-interest income

# Reduced Risk Profile

## Run-off of auto finance portfolio resulting in lower credit, operational and liquidity risks



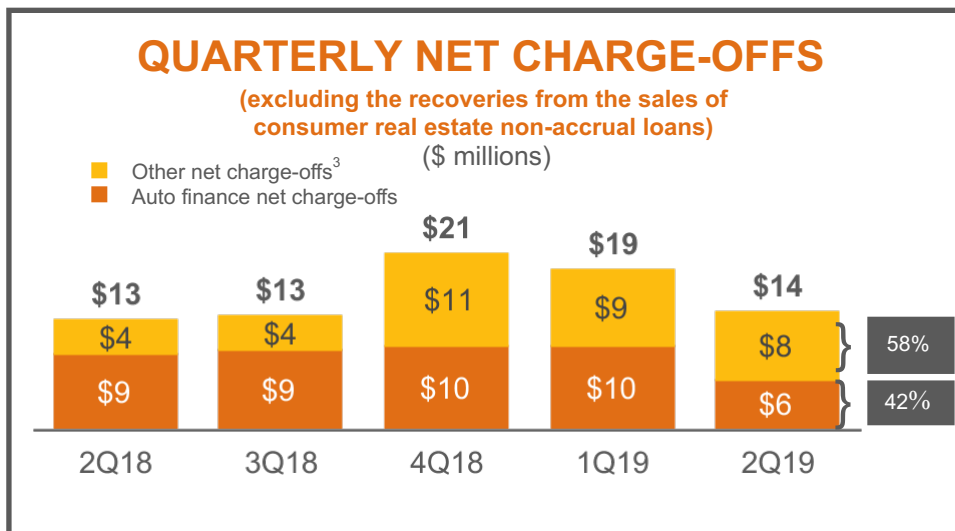
11 <sup>1</sup> Excludes non-accrual loans and leases

<sup>2</sup> Excluding the \$6.6 million recovery from the consumer real estate non-accrual loan sale, provision for credit losses was \$8.9 million

# Net Charge-off Rate Trends Remain Favorable

## NET CHARGE-OFF RATE BY BUSINESS

	FY 2016	FY 2017	FY 2018	1Q19	2Q19
Consumer real estate	0.22 %	(0.18)%	(0.10)%	0.03 %	0.02 %
Commercial	0.01	0.13	0.09	0.22	0.35
Leasing and equipment finance	0.13	0.20	0.16	0.21	0.17
Inventory finance	0.07	0.08	0.20	0.24	0.14
Auto finance	0.86	1.11	1.50	2.21	1.50
Total loans and leases <sup>1</sup>	0.26	0.24	0.29	0.39	0.29
Loans and leases excluding auto finance <sup>1,2</sup>	0.15	0.06	0.10	0.20	0.19
<b>Loans and leases excluding auto finance and recoveries on consumer real estate non-accrual loan sales<sup>1,2</sup></b>	<b>0.15</b>	<b>0.15</b>	<b>0.14</b>	<b>0.20</b>	<b>0.19</b>



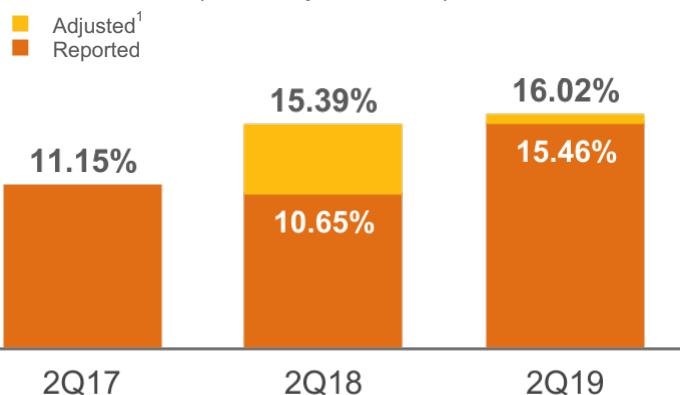
- 2Q19 net charge-off rate excluding auto finance of 0.19%<sup>2</sup>
- Auto finance net charge-offs made up 42% of 2Q19 net charge-off dollars



# Focus on Return on Capital and Strong Capital Position

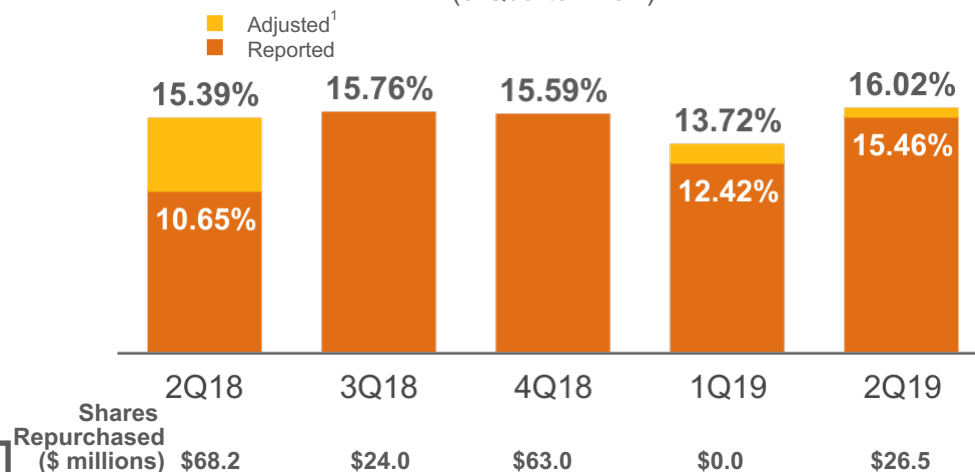
## RETURN ON AVERAGE TANGIBLE COMMON EQUITY<sup>1</sup>

(Quarterly YoY View)



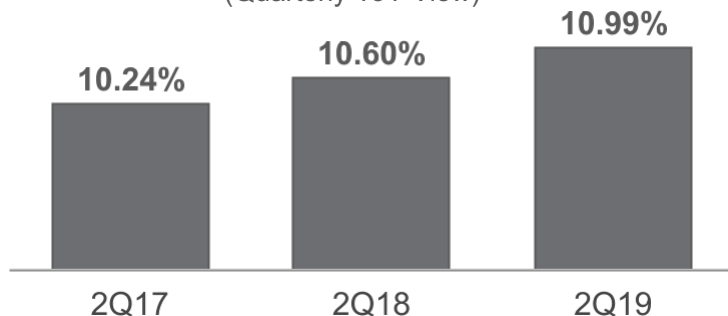
## RETURN ON AVERAGE TANGIBLE COMMON EQUITY<sup>1</sup>

(5-Quarter View)



## COMMON EQUITY TIER 1 CAPITAL RATIO<sup>2</sup>

(Quarterly YoY View)



Quarter	2Q18	3Q18	4Q18	1Q19	2Q19
Shares Repurchased					
(\$ millions)	\$68.2	\$24.0	\$63.0	\$0.0	\$26.5

- Repurchased 1,324,920 shares of common stock during 2Q19 at a cost of \$26.5 million
- Repurchased additional 1,284,089 shares of common stock 3Q19 QTD through July 23, 2019 at a cost of \$26.8 million
- On June 27, 2019 TCF priced \$150.0 million of 4.125% fixed-to-floating rate subordinated bank notes due 2029, which closed on July 2, 2019

<sup>1</sup> See slide 19 "Reconciliation of GAAP to Non-GAAP Financial Measures (cont.)"

<sup>2</sup> The regulatory capital ratios for 2Q19 are preliminary pending completion and filing of the Company's regulatory reports

# Appendix



# Impact of 2Q19 Merger-related Expenses

(\$ millions, except per share data)	1Q19 Reported	Impact of Merger-related Expenses	1Q19 Adjusted <sup>1</sup>	2Q19 Reported	Impact of Merger-related Expenses	2Q19 Adjusted <sup>1</sup>
Total non-interest expense	\$ 253.1	\$ (9.5)	\$ 243.6	\$ 236.8	\$ (4.2)	\$ 232.6
Income before income tax expense	94.7	9.5	104.2	113.4	4.2	117.6
Net income attributable to TCF Financial Corporation	70.5	7.2	77.7	90.4	3.2	93.6
Diluted EPS	0.42	0.04	0.46	0.54	0.02	0.56
Efficiency ratio	70.70 %		68.06 %	65.11 %		63.95 %
Return on average common equity	11.40		12.61	14.27		14.79
Return on average tangible common equity <sup>1</sup>	12.42		13.72	15.46		16.02

- Merger-related expenses impacted diluted EPS by 2 cents<sup>1</sup> in 2Q19
- \$4.2 million of merger-related expenses in 2Q19 related to professional fees, legal, severance and other expenses



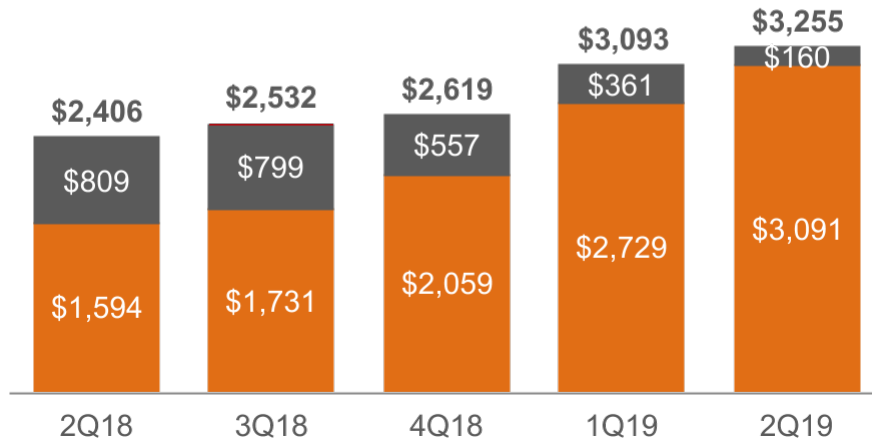
# High Quality Debt Securities Portfolio<sup>1</sup>

Growth driven by remix from auto finance portfolio run-off

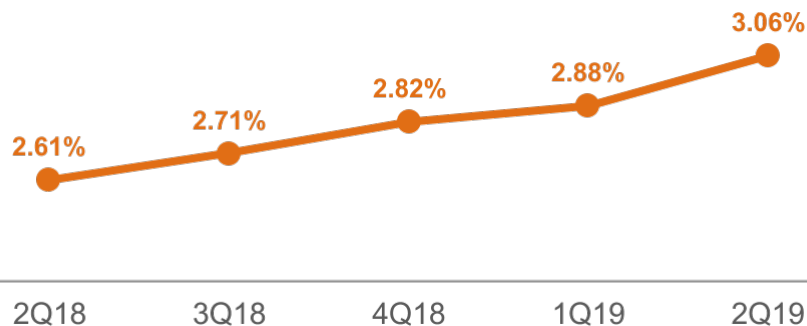
## DEBT SECURITIES<sup>1</sup>

(\$ millions)

- Other
- Obligations of states and political subdivisions
- U.S. Government sponsored enterprises and federal agencies mortgage-backed securities



## YIELDS ON DEBT SECURITIES<sup>1,2</sup>



- Total debt securities growth of \$849 million YoY
  - Remix of debt securities portfolio from lower yielding obligations of states and political subdivisions to higher yielding U.S. Government sponsored enterprises and federal agencies mortgage-backed securities
  - Resulting in increased debt securities yields, while market yields have decreased in 2Q19
- 2Q19 debt securities purchased at an average tax-equivalent yield of 3.27%
- High quality fixed rate assets (AA and AAA rated)
- Debt securities portfolio duration of 4.2 years at June 30, 2019



# Cautionary Statements for Purposes of the Safe Harbor Provisions of the Securities Litigation Reform Act

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Any statements contained in this presentation regarding the outlook for the Company's businesses and their respective markets, such as projections of future performance, targets, 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, 2018 under the heading "Risk Factors", 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: deterioration in general economic, political and banking industry conditions; cyber-security breaches, hacking, denial of service, security breaches, loss or theft of information, or other cyber-attacks that disrupt TCF's business operations or damage its reputation; fluctuation in interest rates that result in decreases in the value of assets or a mismatch between yields earned on TCF's interest-earning assets and the rates paid on its deposits and borrowings; lack of access to liquidity; inability to pay and receive dividends; adverse effects related to competition from traditional competitors, non-bank providers of financial services and new technologies; soundness of other financial institutions and other counterparty risk, including the risk of default, operational disruptions, security breaches or diminished availability of counterparties who satisfy our credit quality requirements; adverse developments affecting TCF's branches, including supermarket branches; risks related to developing new products, markets or lines of business; changes in the allowance for loan and lease losses dictated by new market conditions, regulatory requirements or accounting standards; new consumer protection and supervisory requirements or regulatory reform related to capital, leverage, liquidity or risk management; adverse changes in monetary, fiscal or tax policies; heightened regulatory practices or requirements related to enterprise risk management, the Bank Secrecy Act and anti-money laundering compliance activity; deficiencies in TCF's compliance programs or risk mitigation frameworks; the effect of any negative publicity or reputational damage; technological or operational difficulties; failure to keep pace with technological change, including with respect to customer demands or system upgrades; risks related to TCF's loan sales activity; dependence on accurate and complete information from customers and counterparties; the failure to attract and retain key employees; inability to successfully execute on TCF's growth strategy through acquisitions or expanding existing business relationships; changes in accounting standards or interpretations of existing standards; adverse federal, state or foreign tax assessments; litigation or government enforcement actions; ineffective internal controls; and the effects of man-made and natural disasters, any of which may negatively affect our operations and/or our customers.

This presentation also contains forward-looking statements regarding TCF's outlook or expectations with respect to the planned merger with Chemical Financial Corporation ("Chemical"). Examples of forward-looking statements include, but are not limited to, statements regarding the outlook and expectations of TCF and Chemical with respect to their planned merger, the strategic benefits and financial benefits of the merger, including the expected impact of the transaction on the combined company's future financial performance (including anticipated accretion to earnings per share, the tangible book value earn-back period and other operating and return metrics) and the timing of the closing of the transaction.

# Reconciliation of GAAP to Non-GAAP Financial Measures

(\$ thousands)

Computation of net charge-off rate excluding auto finance and recoveries from non-accrual loan sales:		Quarter Ended				Year Ended			
		Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Dec. 31, 2016	Dec. 31, 2017	Dec. 31, 2018
Net charge-offs	(a)	\$ 12,770	\$ 6,790	\$ 21,314	\$ 18,654	\$ 14,082	\$ 45,235	\$ 44,440	\$ 55,025
Less: Auto finance net charge-offs		8,516	9,485	9,887	10,182	5,903	23,141	34,476	38,544
Total net charge-offs excluding auto finance net charge-offs	(b)	4,254	(2,695)	11,427	8,472	8,179	22,094	9,964	16,481
Plus: Recoveries from consumer real estate non-accrual loan sales		—	6,626	—	—	—	—	13,289	6,626
Total net charge-offs excluding auto finance net charge-offs and recoveries from consumer real estate non-accrual loan sales	(c)	\$ 4,254	\$ 3,931	\$ 11,427	\$ 8,472	\$ 8,179	\$ 22,094	\$ 23,253	\$ 23,107
Average total loans and leases	(d)	\$ 19,093,607	\$ 18,415,524	\$ 18,554,629	\$ 19,186,266	\$ 19,239,170	\$ 17,584,991	\$ 18,491,233	\$ 18,826,262
Less: Average auto finance loans		2,695,943	2,435,868	2,121,969	1,841,130	1,575,715	2,693,041	3,105,326	2,565,668
Average total loans and leases excluding auto finance loans	(e)	\$ 16,397,664	\$ 15,979,656	\$ 16,432,660	\$ 17,345,136	\$ 17,663,455	\$ 14,891,950	\$ 15,385,907	\$ 16,260,594
Net charge-off rate <sup>1</sup>	(a) / (d)	0.27 %	0.15 %	0.46 %	0.39 %	0.29 %	0.26 %	0.24 %	0.29 %
Net charge-off rate excluding auto finance net charge-offs <sup>1,2</sup>	(b) / (e)	0.10	(0.07)	0.28	0.20	0.19	0.15	0.06	0.10
Net charge-off rate excluding auto finance net charge-offs and recoveries from consumer real estate non-accrual loan sales <sup>1,2</sup>	(c) / (e)	0.10	0.10	0.28	0.20	0.19	0.15	0.15	0.14

<sup>1</sup>QTD ratios are annualized

<sup>2</sup>When evaluating credit quality, management considers adjusted measures such as the net charge-off rate excluding recoveries from consumer real estate non-accrual loan sales and/or the net charge-off rate excluding auto finance net charge-offs. These measures are non-GAAP adjusted measures and are viewed by management as useful indicators of normalized net charge-offs and also provide investors, regulators and other users with information to be viewed in relation to other banking institutions.

# Reconciliation of GAAP to Non-GAAP Financial Measures (cont.)

(\$ thousands)

Computation of adjusted ROACE, ROATCE and adjusted ROATCE:	Quarter Ended						
	Jun. 30, 2017	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	
Net income available to common stockholders	(a) \$ 55,585	\$ 56,255	\$ 83,702	\$ 83,158	\$ 68,001	\$ 87,933	
Plus: Other intangibles amortization	238	835	913	847	814	800	
Less: Related income tax expense	83	201	220	198	194	190	
Net income available to common stockholders used in ROATCE calculation	(b) \$ 55,740	\$ 56,889	\$ 84,395	\$ 83,807	\$ 68,621	\$ 88,543	
Adjusted net income available to common stockholders:							
Net income available to common stockholders	\$ 55,585	\$ 56,255	\$ 83,702	\$ 83,158	\$ 68,001	\$ 87,933	
Plus: Merger related-expenses	—	—	—	—	9,458	4,226	
Plus: CFPB/OCC settlement adjustment	—	32,000	—	—	—	—	
Less: Related income tax expense	—	6,491	—	—	2,252	1,003	
Net income available to common stockholders used in adjusted ROACE calculation	(c) 55,585	81,764	83,702	83,158	75,207	91,156	
Plus: Other intangibles amortization	238	835	913	847	814	800	
Less: Related income tax expense	83	201	220	198	194	190	
Net income available to common stockholders used in adjusted ROATCE calculation	(d) \$ 55,740	\$ 82,398	\$ 84,395	\$ 83,807	\$ 75,827	\$ 91,766	
Average balances:							
Total equity	\$ 2,520,870	\$ 2,512,128	\$ 2,511,983	\$ 2,517,870	\$ 2,579,250	\$ 2,664,016	
Less: Non-controlling interest in subsidiaries	26,188	28,654	23,548	21,918	24,521	29,630	
Total TCF Financial Corporation stockholders' equity	2,494,682	2,483,474	2,488,435	2,495,952	2,554,729	2,634,386	
Less: Preferred stock	263,240	169,302	169,302	169,302	169,302	169,302	
Average total common stockholders' equity	(e) 2,231,442	2,314,172	2,319,133	2,326,650	2,385,427	2,465,084	
Less: Goodwill, net	225,876	154,757	154,757	154,757	154,757	154,757	
Less: Other intangibles, net	5,045	22,672	21,798	20,931	20,102	19,289	
Average tangible common stockholders' equity used in ROATCE calculation	(f) \$ 2,000,521	\$ 2,136,743	\$ 2,142,578	\$ 2,150,962	\$ 2,210,568	\$ 2,291,038	
Adjusted average total common stockholders' equity:							
Average total common stockholders' equity	\$ 2,231,442	\$ 2,314,172	\$ 2,319,133	\$ 2,326,650	\$ 2,385,427	\$ 2,465,084	
Plus: CFPB/OCC settlement adjustment to average total common stockholders' equity	—	4,205	—	—	—	—	
Average total common stockholders' equity used in adjusted ROACE calculation	(g) 2,231,442	2,318,377	2,319,133	2,326,650	2,385,427	2,465,084	
Less: Goodwill, net	225,876	154,757	154,757	154,757	154,757	154,757	
Less: Other intangibles, net	5,045	22,672	21,798	20,931	20,102	19,289	
Average tangible common stockholders' equity used in adjusted ROATCE calculation	(h) \$ 2,000,521	\$ 2,140,948	\$ 2,142,578	\$ 2,150,962	\$ 2,210,568	\$ 2,291,038	
<b>ROACE<sup>1</sup></b>	(a) / (e)	9.96 %	9.72 %	14.44 %	14.30 %	11.40 %	14.27 %
<b>Adjusted ROACE<sup>1,2</sup></b>	(c) / (e)	9.96	14.11	14.44	14.30	12.61	14.79
<b>ROATCE<sup>1,2</sup></b>	(b) / (f)	11.15	10.65	15.76	15.59	12.42	15.46
<b>Adjusted ROATCE<sup>1,2</sup></b>	(d) / (f)	11.15	15.39	15.76	15.59	13.72	16.02

<sup>1</sup> Annualized

19 <sup>2</sup> When evaluating capital adequacy and utilization, management considers financial measures such as adjusted return on average common equity, return on average tangible common equity and adjusted return on average tangible common equity. 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.

# Reconciliation of GAAP to Non-GAAP Financial Measures (cont.)

(\$ thousands)

Computation of adjusted efficiency ratio:	Quarter Ended					
	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	
Non-interest expense	(a) \$ 272,039	\$ 246,423	\$ 249,958	\$ 253,075	\$ 236,849	
Less: Merger-related expenses	—	—	—	9,458	4,226	
Less: CFPB/OCC settlement adjustment	32,000	—	—	—	—	
Adjusted non-interest expense	(b) \$ 240,039	\$ 246,423	\$ 249,958	\$ 243,617	\$ 232,623	
Net interest income	\$ 250,799	\$ 249,121	\$ 248,888	\$ 250,907	\$ 250,324	
Non-interest income	114,103	116,445	128,133	107,026	113,451	
Total revenue	(c) \$ 364,902	\$ 365,566	\$ 377,021	\$ 357,933	\$ 363,775	
Efficiency ratio	(a) / (c)	74.55 %	67.41 %	66.30 %	70.70 %	65.11 %
Adjusted efficiency ratio <sup>1</sup>	(b) / (c)	65.78	67.41	66.30	68.06	63.95

(\$ thousands)

Computation of adjusted diluted earnings per common share:	Quarter Ended		
	Jun. 30, 2018	Mar. 31, 2019	Jun. 30, 2019
Net income available to common stockholders	\$ 56,255	\$ 68,001	\$ 87,933
Less: Earnings allocated to participating securities	8	13	17
Earnings allocated to common stock	(a) 56,247	67,988	87,916
Plus: Merger-related expenses	—	9,458	4,226
Plus: CFPB/OCC settlement adjustment	32,000	—	—
Less: Related income tax expense	6,491	2,252	1,003
Adjusted earnings allocated to common stock	(b) \$ 81,756	\$ 75,194	\$ 91,139
Weighted-average common shares outstanding used in diluted earnings per common share calculation	(c) 166,857,640	162,427,823	162,305,154
Diluted earnings per common share	(a) / (c) \$ 0.34	\$ 0.42	\$ 0.54
Adjusted diluted earnings per common share	(b) / (c) 0.49	0.46	0.56

<sup>1</sup> When evaluating performance, management considers adjusted measures such as the adjusted efficiency ratio and adjusted diluted earnings per common share. These measures are non-GAAP financial measures and are viewed by management as useful indicators of expense management and also provides investors, regulators and other users with information to be viewed in relation to other banking institutions.