



**Piper Sandler**  
**Western Financial Services Conference**  
**March 2, 2021**

# Forward-Looking Statements

- Certain statements of other than historical fact that are contained in this press release and in other written materials, documents and oral statements issued by or on behalf of the Company may be considered to be “forward-looking statements” within the meaning of and subject to the safe harbor protections of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are not guarantees of future performance, nor should they be relied upon as representing management’s views as of any subsequent date. These statements may include words such as “expect,” “estimate,” “project,” “anticipate,” “appear,” “believe,” “could,” “should,” “may,” “likely,” “intend,” “probability,” “risk,” “target,” “objective,” “plans,” “potential,” and similar expressions. Forward-looking statements are statements with respect to the Company’s beliefs, plans, expectations, objectives, goals, anticipations, assumptions and estimates about the Company’s future performance and are subject to significant known and unknown risks and uncertainties, which could cause the Company’s actual results to differ materially from the results discussed in the forward-looking statements. For example, discussions about trends in asset quality, capital, liquidity, the pace of loan and revenue growth, the Company’s ability to sell nonperforming assets, expense reductions, planned operational efficiencies, earnings, successful integration of completed acquisitions and certain market risk disclosures, including the impact of interest rates, tax reform and other economic factors, including the impact of the COVID-19 pandemic on the economy and our operations, are based upon information presently available to management and are dependent on choices about key model characteristics and assumptions and are subject to various limitations. By their nature, certain of the market risk disclosures are only estimates and could be materially different from what actually occurs in the future. The most recent factor that could cause future results to differ materially from those anticipated by our forward-looking statements include the negative impact of the COVID-19 pandemic on our business, financial position, operations and prospects, including our ability to continue our business activities in certain communities we serve, the duration of the pandemic and its continued effects on financial markets, a reduction in financial transactions and business activities resulting in decreased deposits and reduced loan originations, increases in unemployment rates impacting our borrowers’ ability to repay their loans, our ability to manage liquidity in a rapidly changing and unpredictable market, additional interest rate changes by the Federal Reserve and other government actions in response to the pandemic, including additional quarantines, regulations or laws enacted to counter the effects of the COVID-19 pandemic on the economy.
- Additional information concerning the Company and its business, including additional factors that could materially affect the Company’s financial results, is included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2020, under “Part I - Item 1. Forward Looking Information” and “Part I - Item 1A. Risk Factors,” and in the Company’s other filings with the Securities and Exchange Commission. The Company disclaims any obligation to update any factors or to announce publicly the result of revisions to any of the forward-looking statements included herein to reflect future events or developments.

# Key Management Team

## **Lee Gibson, *President & Chief Executive Officer***

- Board member of Tyler Junior College Foundation
- Board and Executive Committee member of Tyler Economic Development Council
- Past Chairman, FHLB Dallas and Council of FHLBanks
- 36 years with Southside

## **Julie Shamburger, *Chief Financial Officer***

- Chief Accounting Officer of Southside Bank from 2011-2016
- Board member of CASA for Kids of East Texas
- 38 years with Southside

## **Tim Alexander, *Chief Lending Officer***

- Trustee Board member of The Great Commission Foundation of Episcopal Diocese of Texas
- 15 years with Southside and over 36 years of experience in commercial lending

## **TL Arnold, *Chief Credit Officer***

- Board member of William Mann Community Development Corporation
- 6 years with Southside and 30 years of experience in the banking and financial services industry

## **Brian McCabe, *Chief Operations Officer***

- Board member of East Texas Lighthouse for the Blind and CHRISTUS Trinity Mother Frances Foundation
- 37 years with Southside

## **Suni Davis, *Chief Risk Officer***

- Financial Managers Society Audit and Risk Council Member
- 21 years with Southside

# Southside Snapshot

## Company Overview

- Founded in 1960 with headquarters in Tyler, TX
- Community-focused financial institution
- Offers a broad range of consumer, commercial and mortgage banking services, as well as private banking, wealth management and trust services, and brokerage services
- Recognized as a Top 10 Banking Powerhouse by Bank Director, based on shareholder return over a 20 year period.
- Diversified branch footprint consisting of 57 branches, 15 of which are located in grocery stores
- 835 Full-Time Equivalent Employees
- Insider ownership equal to 4.91%<sup>(1)</sup>
- Experienced Management Team, each with over 20 years of experience in Banking
- Track record of consistent growth, 10.7% CAGR in total assets from 2013 – 2020
- Strong asset quality, with NPA to Total Assets of 0.25%

(1) Source: Bloomberg as of 2/5/2021

(2) See Non-GAAP Reconciliation

(3) Calculated on a fully taxable-equivalent basis (FTE)

## Financial Highlights (\$mm)

	As of and for the Years Ended December 31,	
	2019	2020
<b><u>Balance Sheet</u></b>		
Total Assets	\$6,749	\$7,008
Total Loans (Ex. HFS)	3,568	3,658
Total Deposits	4,703	4,932
Total Equity	805	875
<b><u>Profitability</u></b>		
ROAA	1.17%	1.14%
ROATCE <sup>(2)</sup>	13.80	13.79
Net Interest Margin (FTE) <sup>(2)(3)</sup>	3.06	3.07
Efficiency Ratio (FTE) <sup>(2)(3)</sup>	52.36	49.36
<b><u>Capital</u></b>		
TCE / TA <sup>(2)</sup>	9.03%	9.77%
Common Equity Tier 1 Ratio	14.07	14.68
Tier 1 Risk-Based Ratio	15.46	16.08
Total Risk-Based Ratio	18.43	21.78
Leverage Ratio	10.18	9.81
<b><u>Asset Quality</u></b>		
NPAs / Loans and OREO	0.49%	0.48%
NCOs / Average Loans	0.21	0.03
Reserve / Total Loans	0.69	1.34
Reserve / NPLs	146.06	282.29
<b><u>Per Common Share</u></b>		
Tangible Book Value <sup>(2)</sup>	\$17.45	\$20.16
Diluted Earnings	2.20	2.47

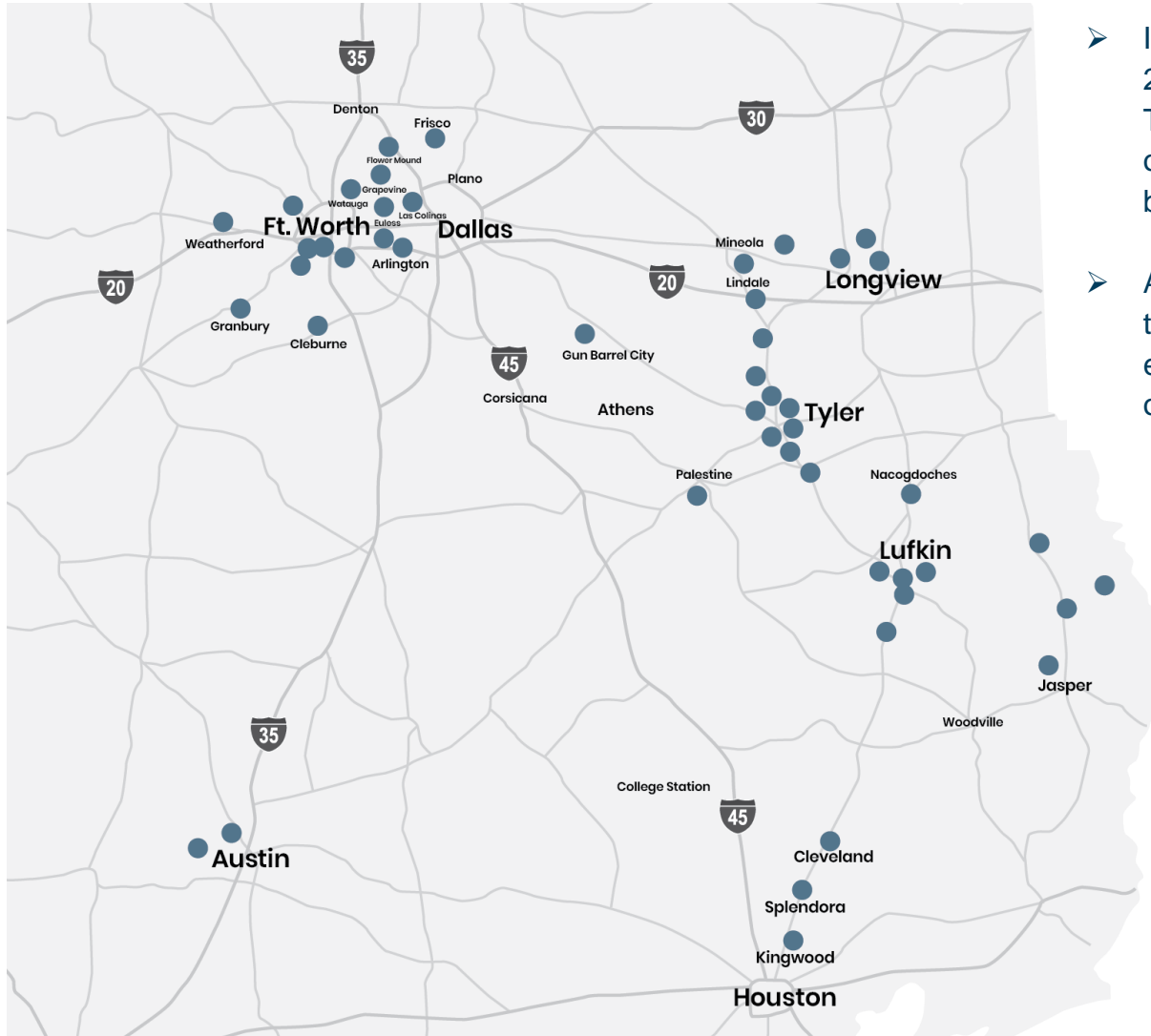
# Markets of Operation

	# of Branches	Background and Highlights
East Texas	27	<ul style="list-style-type: none"> <li>➤ Founded in 1960 in Tyler, TX</li> <li>➤ Leading deposit market share (37%) in Smith County</li> <li>➤ Tyler metropolitan area population of approximately 235,000</li> </ul>
Dallas – Fort Worth	15	<ul style="list-style-type: none"> <li>➤ Acquired Fort Worth Bancshares, Inc. (\$129m in Assets) in 2007 and OmniAmerican Bancorp, Inc. (\$1.4b in Assets) in 2014</li> <li>➤ #1 largest MSA in Texas and #4 in U.S.</li> <li>➤ 24 Fortune 500 Companies</li> </ul>
Southeast Texas	12	<ul style="list-style-type: none"> <li>➤ Acquired Diboll State Bancshares, Inc. (\$1.0b in Assets) in 2017</li> <li>➤ Leading deposit market share (27%) in Angelina County</li> <li>➤ Lufkin metropolitan area population of approximately 90,000</li> </ul>
Austin	2	<ul style="list-style-type: none"> <li>➤ Expanded footprint to Austin with LPO acquired through Fort Worth Bancshares, Inc. transaction in 2007, became a full service branch in 2011</li> <li>➤ #4 largest MSA in Texas</li> <li>➤ Fastest growing MSA in Texas, with a 34% increase in the last 10 years</li> </ul>
Houston	1	<ul style="list-style-type: none"> <li>➤ Expanded footprint to the Greater Houston Area in 2019 with an in-store branch in Kingwood</li> <li>➤ #2 largest MSA in Texas and #5 in the US</li> <li>➤ 22 Fortune 500 Companies</li> </ul>

Source: FDIC (as of 6/30/2020), S&P Market Intelligence, Fortune Magazine

# Geographic Footprint

Geographic Footprint consists of 57 branches in Texas, including 15 grocery store branches



- In March, we will close 3 branches, 2 grocery store branches in East Texas, which are in close proximity of other Southside branches and 1 branch in North Texas.
- Approximately \$1 million related to these branch closures were expensed during the fourth quarter of 2020.

# Goals for 2021

- Maintain asset quality;
- Continued focus on organically growing loans & non-maturity deposits;
- Further enhance digital/technology strategies;
- Focus on acquisition opportunities that enhance our Texas franchise;
- Capitalize on operational process efficiency; and
- Navigate the low interest rate environment.

# Financial Results Three Months Ended

	12/31/2020	12/31/2019	%Chg.
Net Income (in thousands)	\$ 29,572	\$ 17,335	70.6%
EPS (diluted)	\$ 0.89	\$ 0.51	74.5%
ROAE	13.77%	8.42%	
ROAA	1.64%	1.03%	
Efficiency Ratio (FTE) <sup>(1)</sup>	47.36%	53.87%	

(1) Calculated on a fully taxable-equivalent basis (FTE.) See Non-GAAP Reconciliation.

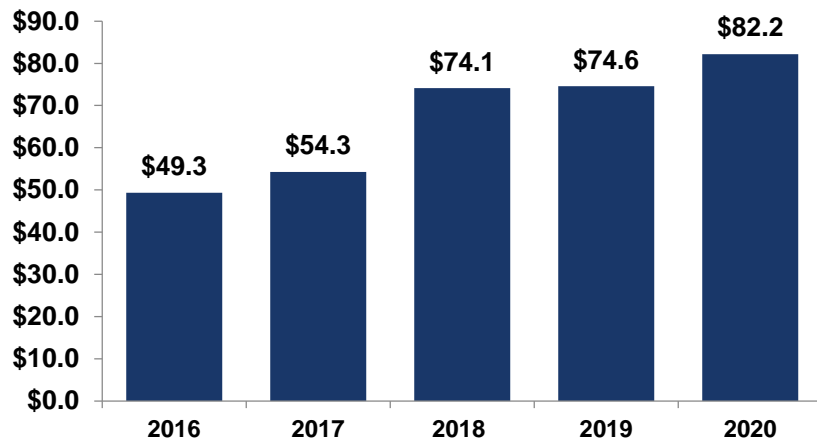
# Financial Results Year Ended December 31,

	2020	2019	%Chg.
Net Income (in thousands)	\$ 82,153	\$ 74,554	10.2%
EPS (diluted)	\$ 2.47	\$ 2.20	12.3%
ROAE	9.91%	9.53%	
ROAA	1.14%	1.17%	
Efficiency Ratio (FTE) <sup>(1)</sup>	49.36%	52.36%	

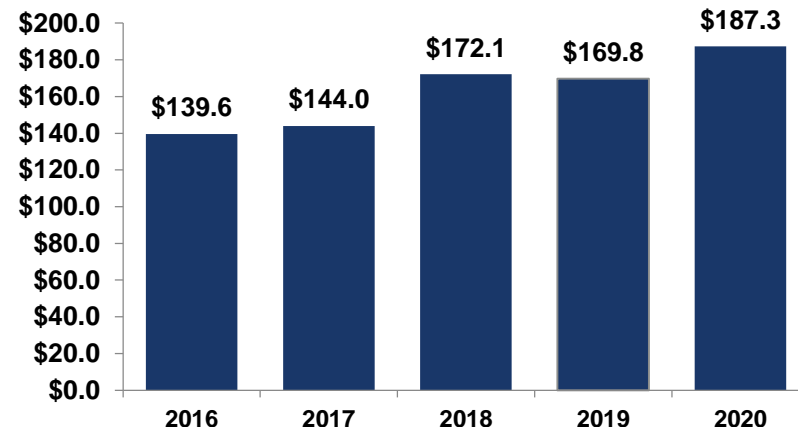
(1) Calculated on a fully taxable-equivalent basis (FTE.) See Non-GAAP Reconciliation.

# Profitability

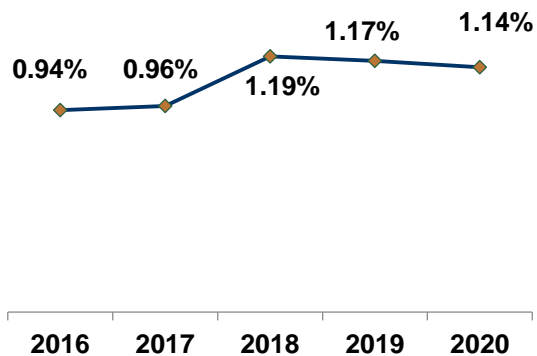
## Net Income (\$mm)



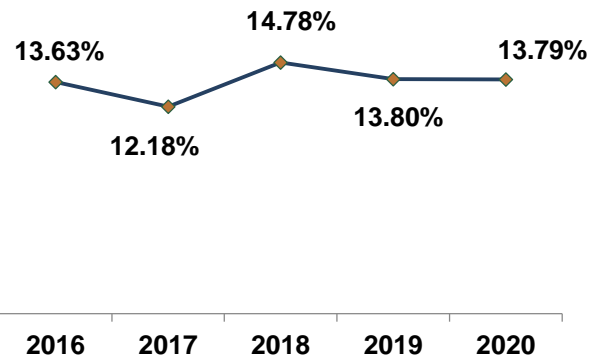
## Net Interest Income (\$mm)



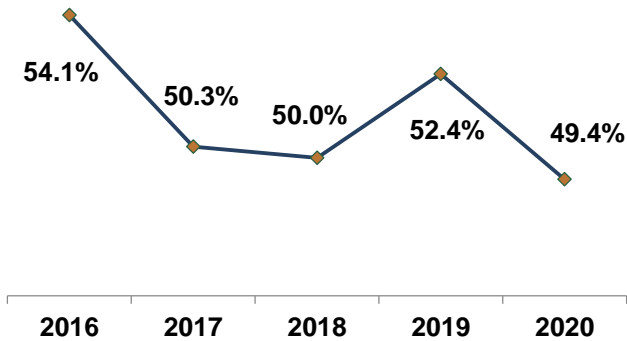
## ROAA



## ROATCE<sup>(1)</sup>

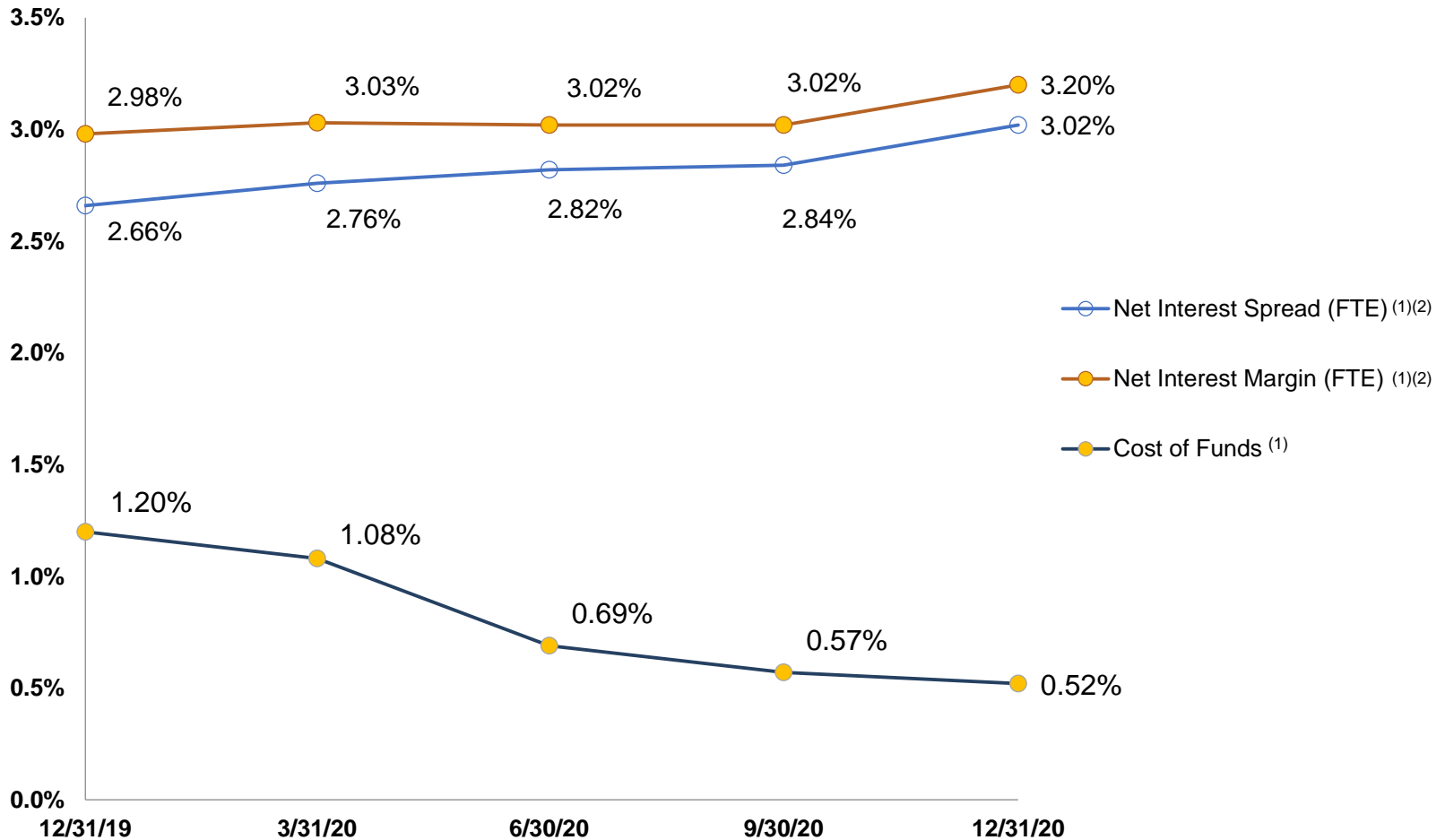


## Efficiency Ratio (FTE)<sup>(1)</sup>



(1) Calculated on a fully taxable-equivalent basis (FTE.) See Non-GAAP Reconciliation.

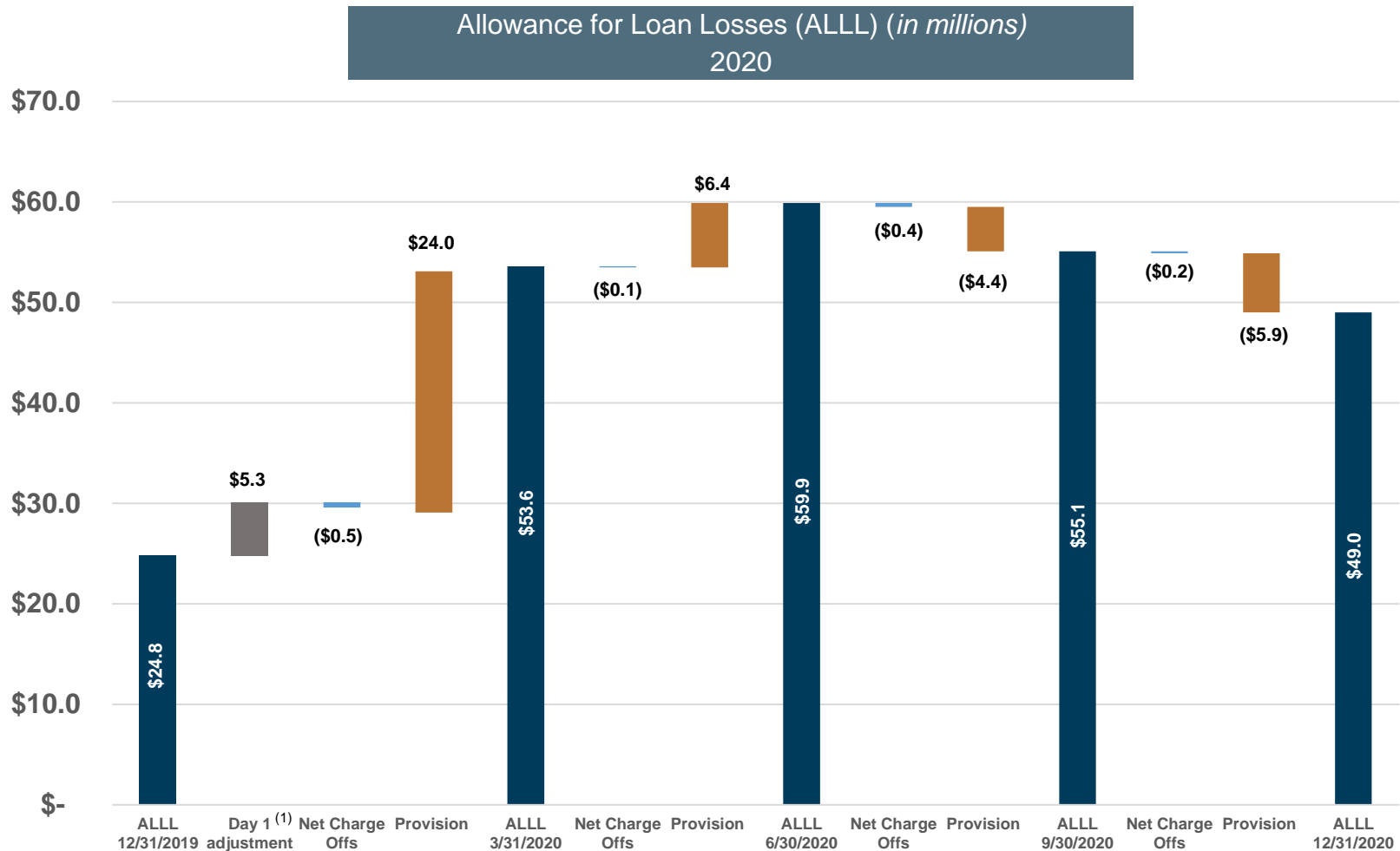
# Quarterly Yield & Cost Trends



(1) Annualized

(2) Calculated on a fully taxable-equivalent basis (FTE), a non-GAAP measure. See non-GAAP reconciliation.

# CECL Impact and Changes to ALLL

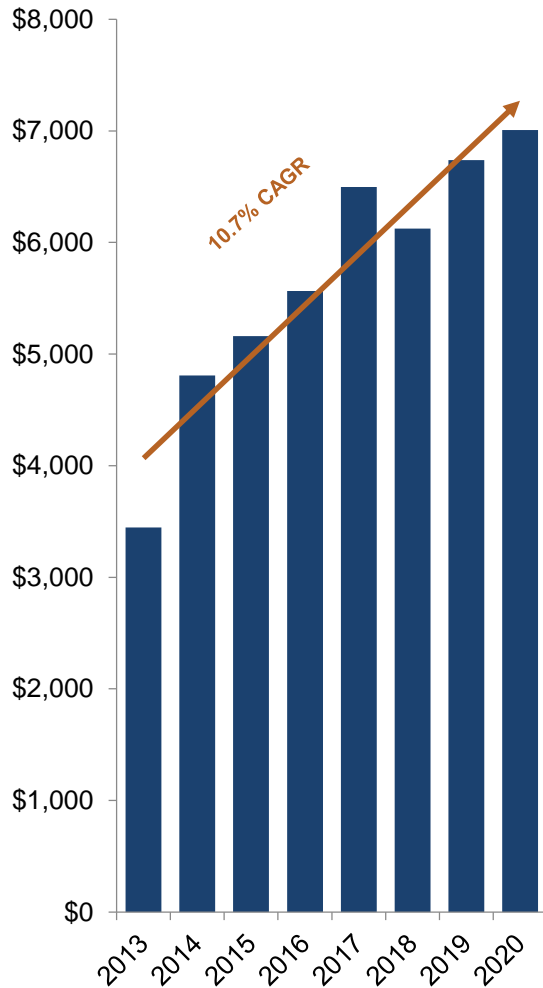


- Day 1 CECL adoption resulted in an ALLL increase of \$5.3 million, including \$0.2 million for Purchased Credit Deteriorated loans
- Provision expense is largely driven by the economic forecast. The reversal of provision for Q4 was driven by an improved economic forecast.
- ALLL totaled 1.34% of total loans at 12/31/2020 compared to 0.69% of total loans at 12/31/2019

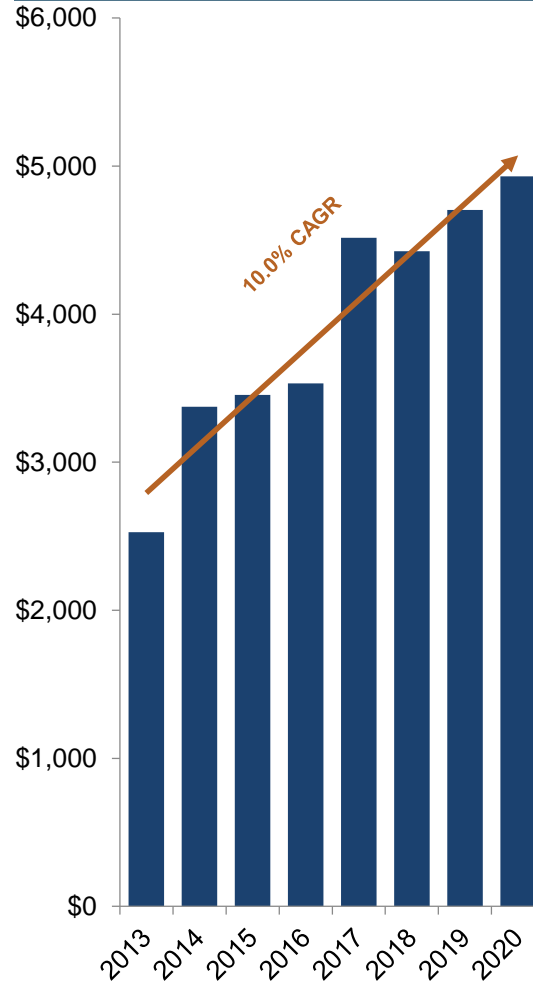
(i) The adoption of ASU 2016-13 (CECL) on January 1, 2020 replaced the incurred loss model with an expected credit loss methodology. As such, 12/31/2019 is presented under the incurred loss model and 2020 quarter ends are presented under the current expected credit loss model.

# Balance Sheet Growth

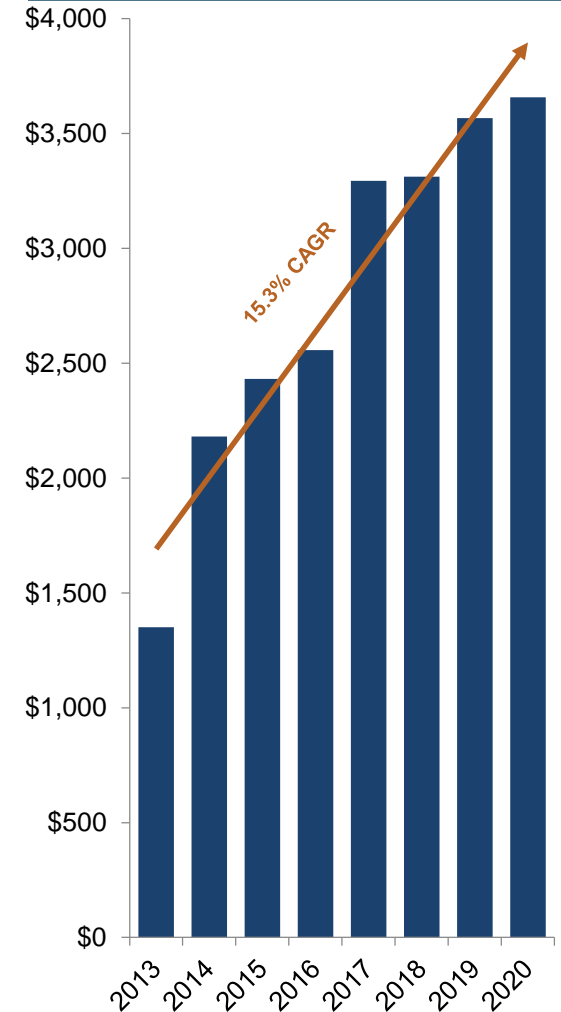
## Total Assets (\$mm)



## Total Deposits (\$mm)



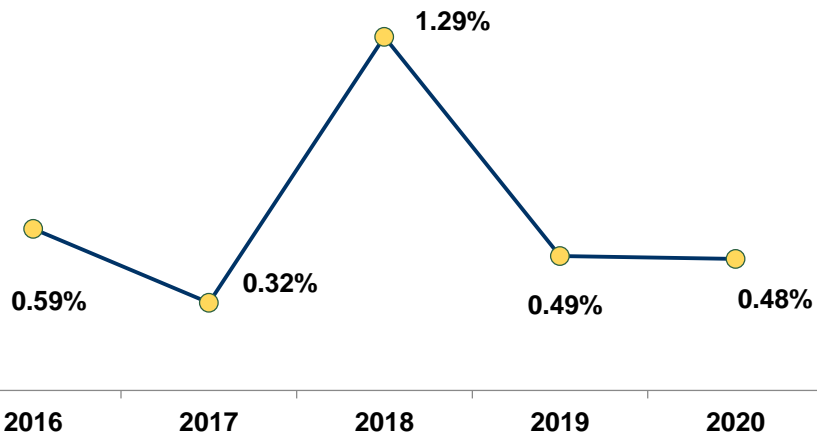
## Loans HFI (\$mm)



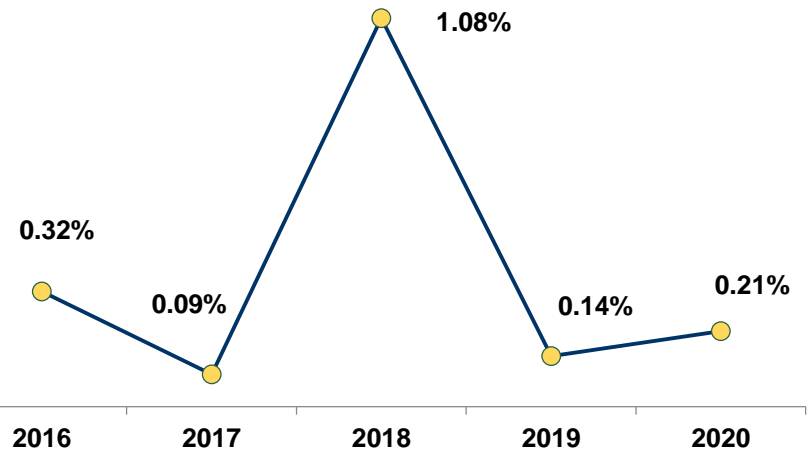
Note: Completed acquisition of OmniAmerican Bancorp, Inc. on 12/17/14 and completed acquisition of Diboll State Bancshares, Inc. on 11/30/17.

# Asset Quality Trends

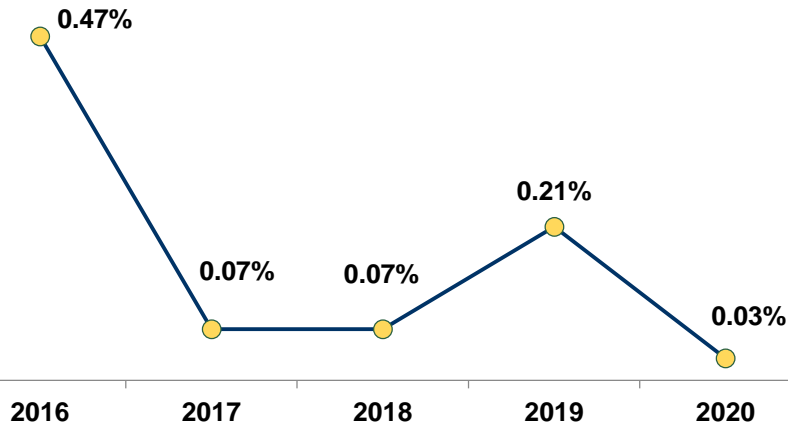
## NPAs / Loans and OREO<sup>(1)</sup>



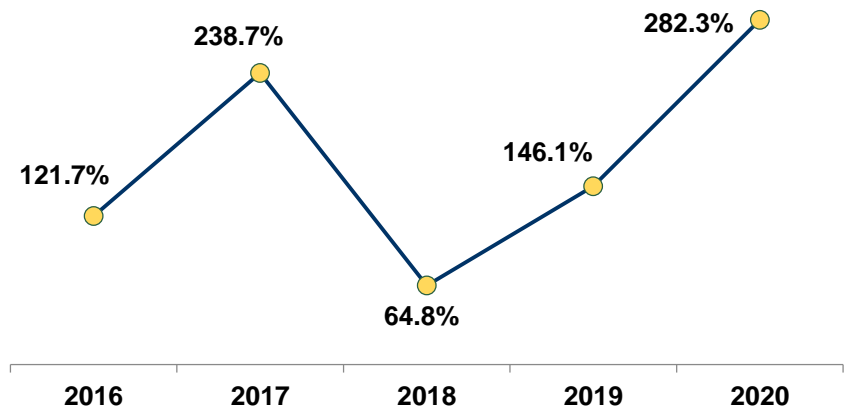
## Nonaccrual Loans / Loans<sup>(1)</sup>



## NCOs / Average Loans



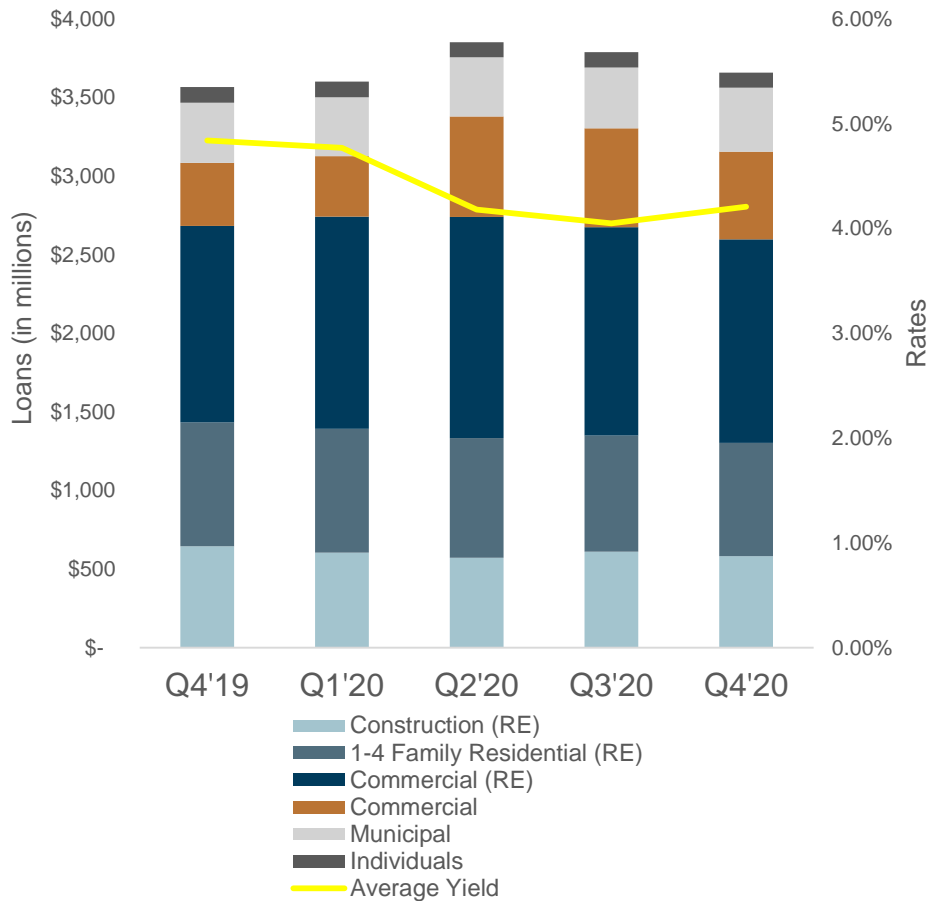
## ALLL / NPLs



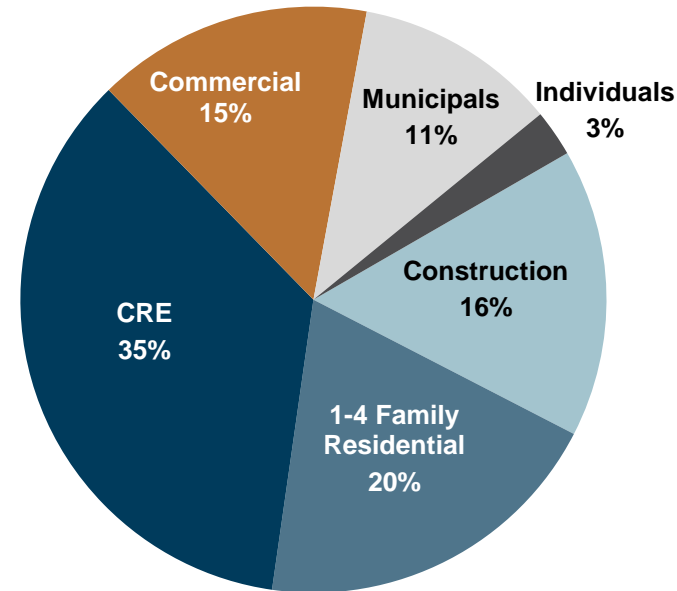
(1) Prior to the adoption of CECL, excluded purchased credit impaired loans measured at fair value at acquisition if the timing and amount of cash flows expected to be collected from those sales could be reasonably estimated.

# Loan Portfolio

## Loan Balances



## Loans 12/31/2020



Loan Type	\$mm	%
<b>Real Estate Loans (RE):</b>		
Construction	\$582	16%
1-4 Family Residential	720	20%
CRE	1,296	35%
Commercial	557	15%
Municipals	409	11%
Individuals	94	3%
<b>Total</b>	<b>\$3,658</b>	<b>100%</b>

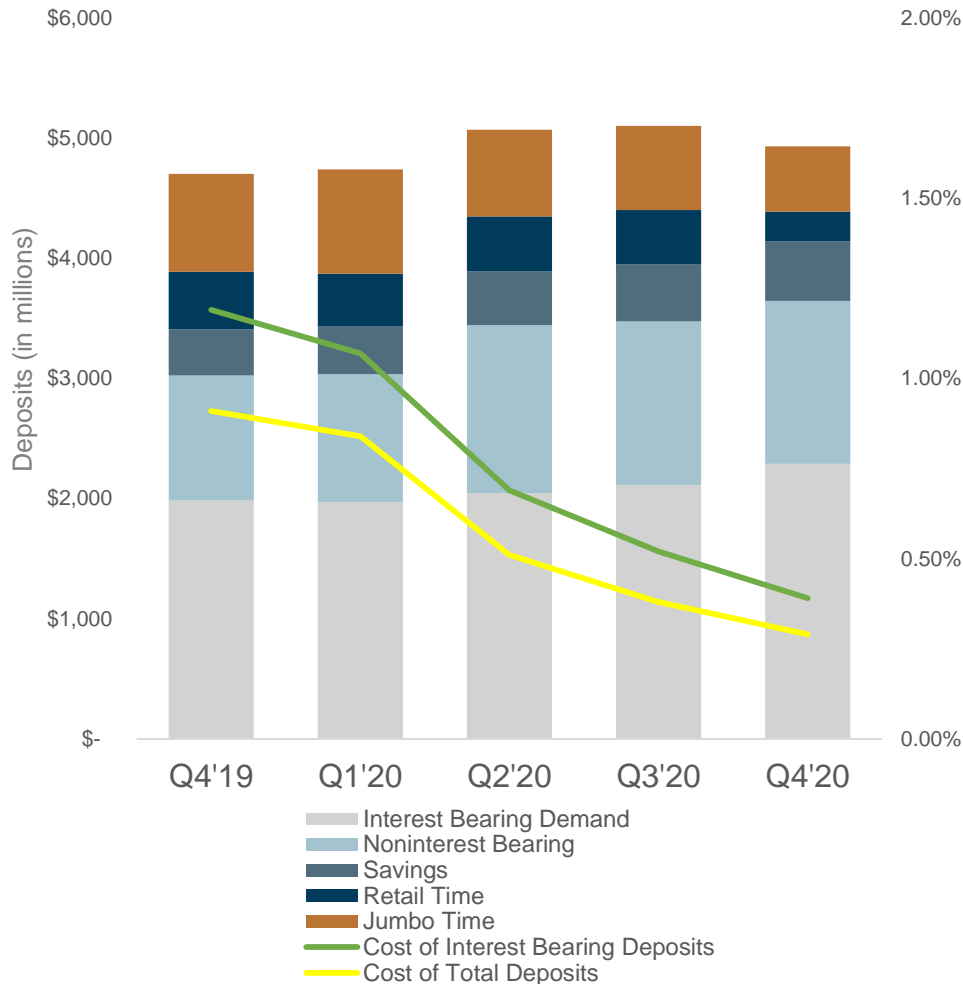
# Selected Sensitive Industries

(\$ in thousands)	As of December 31, 2020	
	Loan Amount	Amount as a % of Total Loans
Retail CRE	\$ 342,919	9.38 %
Oil and Gas	104,548	2.86
Retail goods and services	82,936	2.27
Hotels	69,578	1.90
Food Services	35,502	0.97
Arts, entertainment and recreation	9,206	0.25
<b>Total Sectors</b>	<b>\$ 644,689</b>	<b>17.63 %</b>

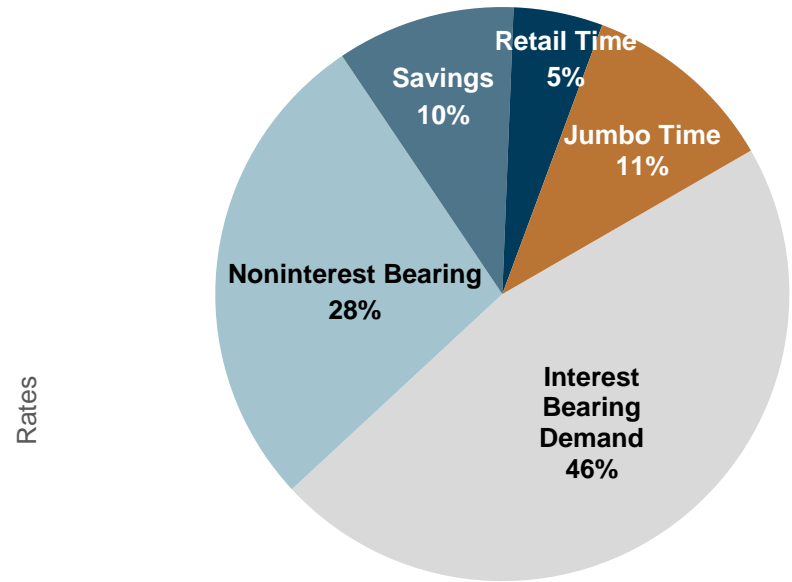
As of December 31, 2020, we had outstanding loans with payment deferrals, generally for up to three months, totaling \$47.2 million, a decrease from \$326.0 million reported in our second quarter earnings release in July 2020. As of February 23, 2021, we had outstanding loans with payment deferrals totaling \$2.5 million, consisting primarily of 1-4 family residential loans.

# Deposit Composition

## Deposit Balances



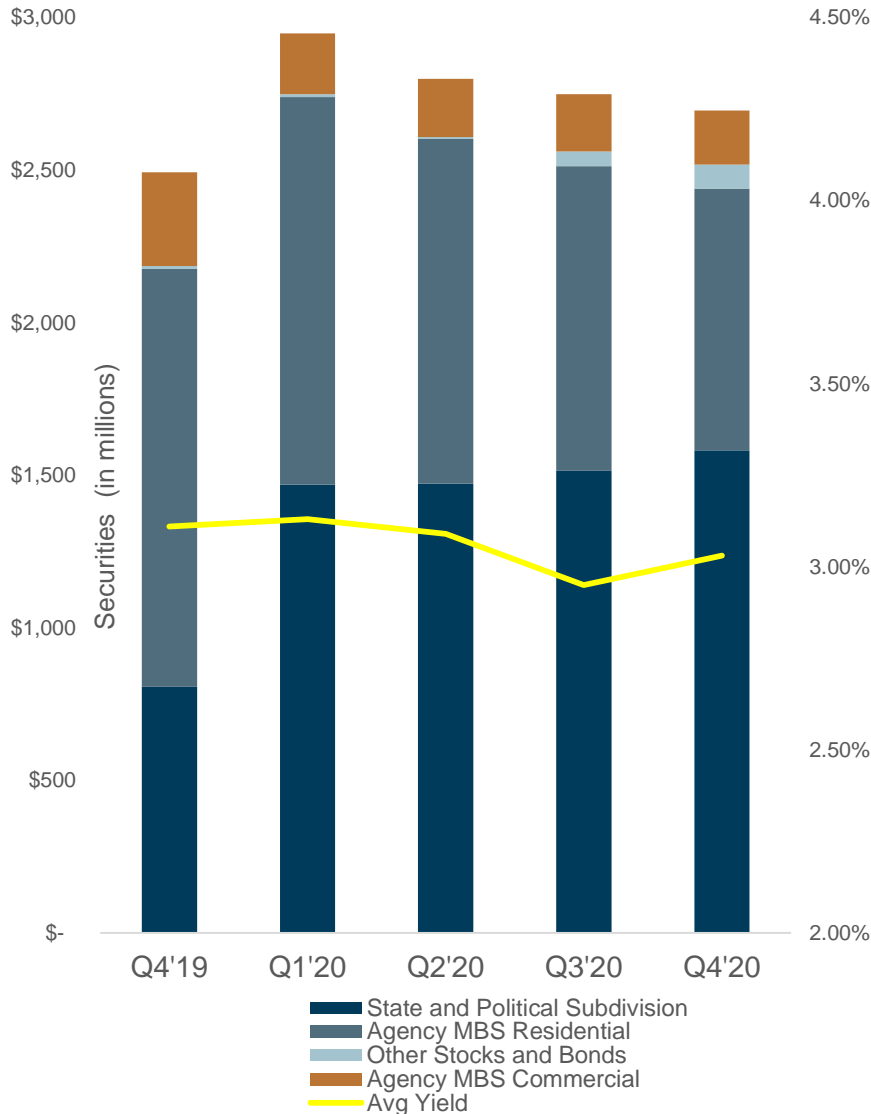
## Deposit Mix 12/31/2020



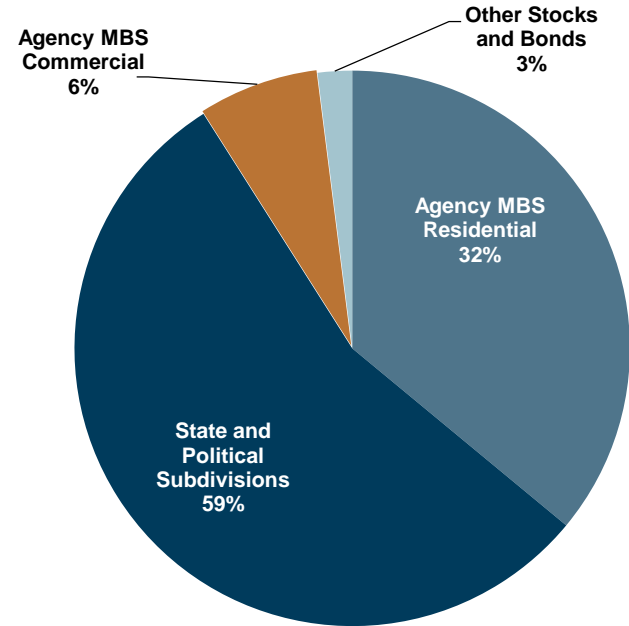
Deposit Type	\$mm	%
Interest Bearing Demand	\$2,290	46%
Noninterest Bearing	1,355	28%
Savings	496	10%
Retail Time	248	5%
Jumbo Time	543	11%
<b>Total</b>	<b>\$4,932</b>	<b>100%</b>

# Securities Portfolio

## Total Securities

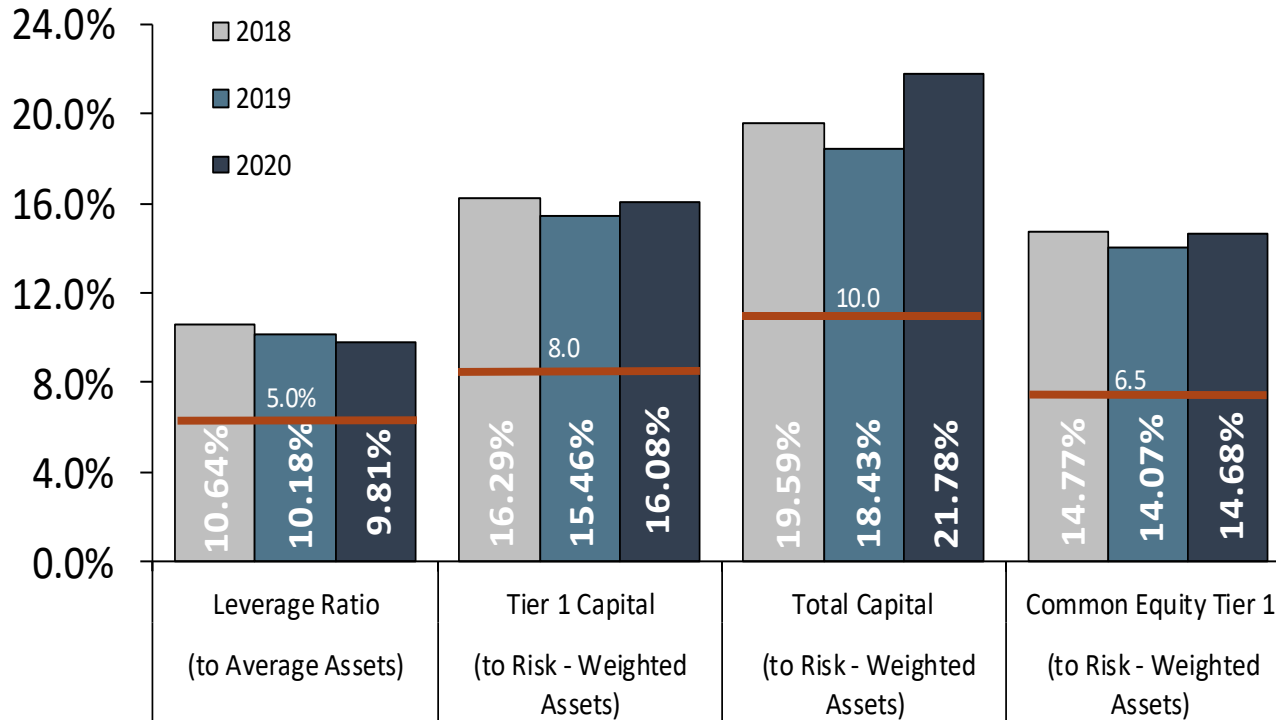


## Securities 12/31/2020



Securities (\$mm)	AFS	HTM	Total	%
State and Political Subdivisions	\$1,581	\$1	\$1,582	59%
Agency MBS Residential	810	48	858	32%
Other Stocks and Bonds	78	0	78	3%
Agency MBS Commercial	118	60	178	6%
<b>Total</b>	<b>\$2,587</b>	<b>\$109</b>	<b>\$2,696</b>	<b>100%</b>

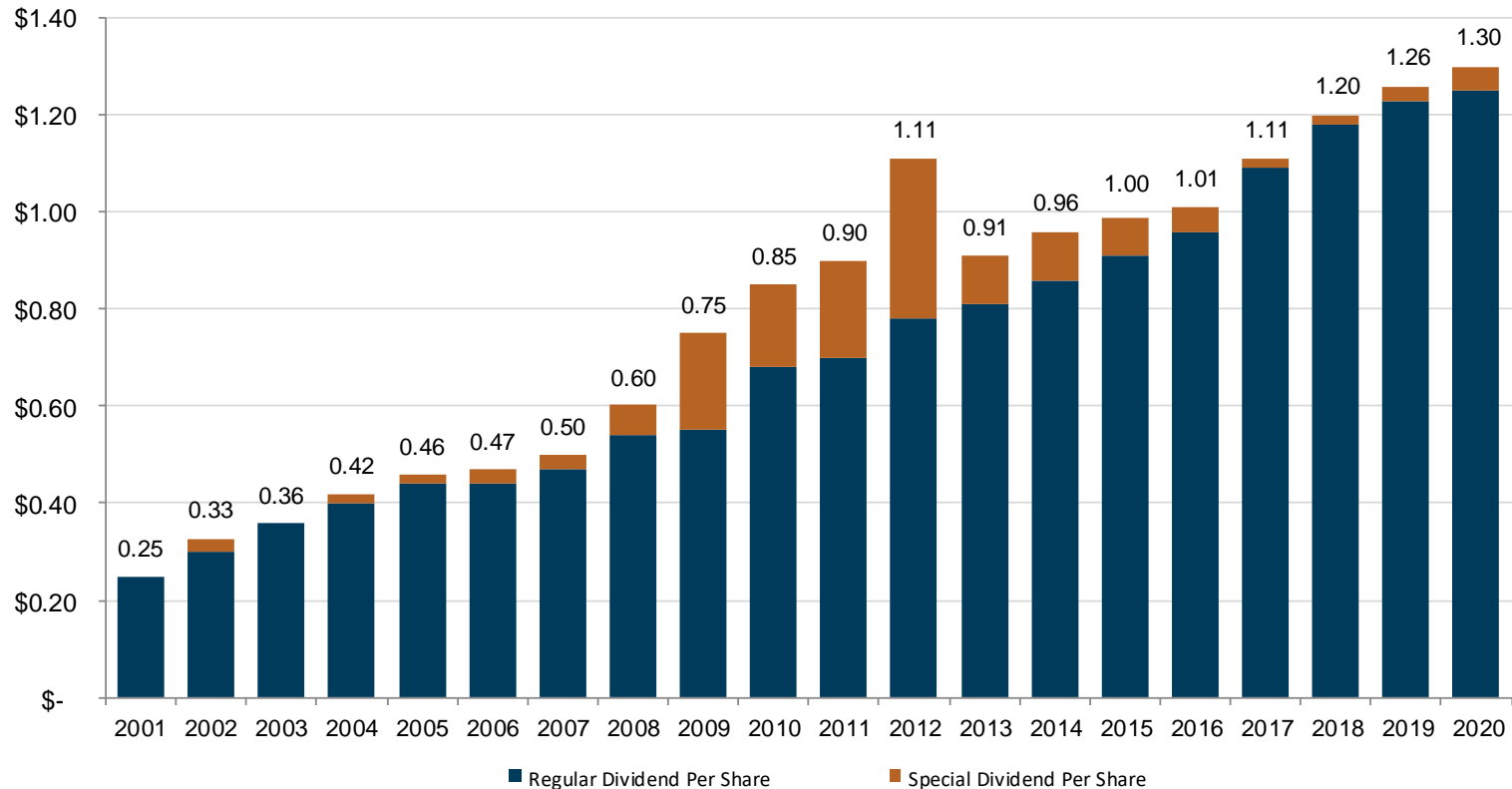
# Capital Ratios



Well Capitalized

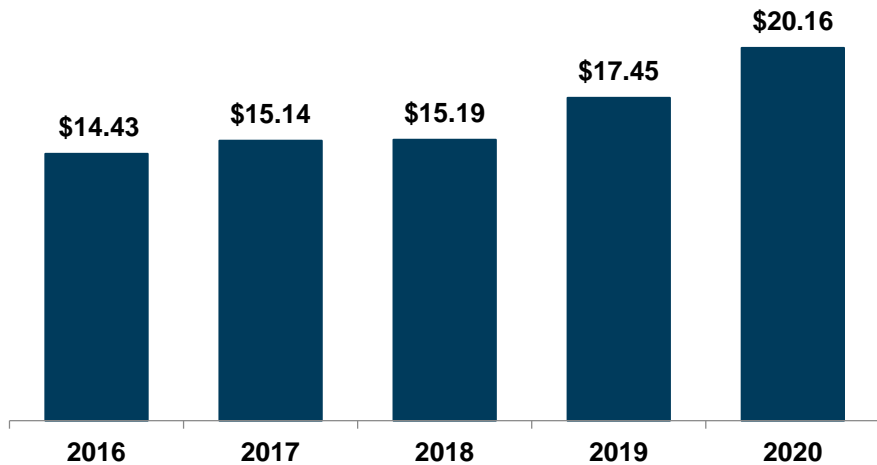
# Dividends

- Southside has Paid a Cash Dividend Every Year Since 1970 and for 93 Consecutive Quarters
- Consistent Record of Dividend Increases
- Dividend Payout Ratio (diluted) of 52.63%

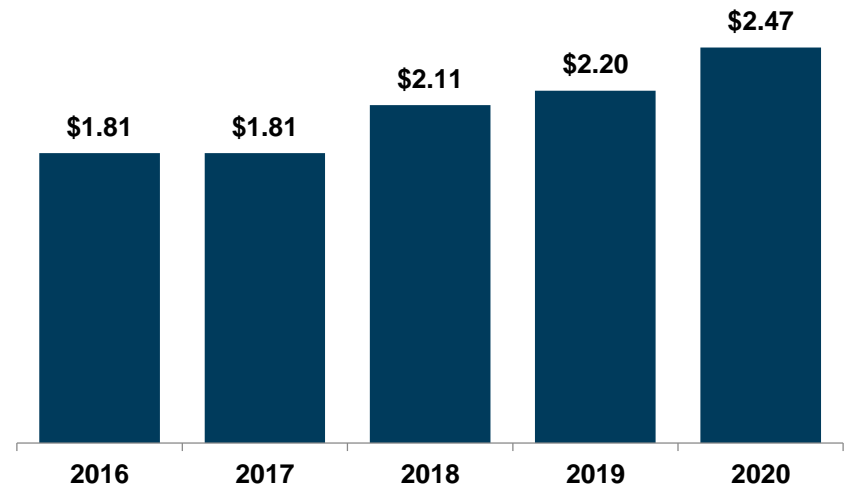


# Shareholder Returns

## Tangible Book Value per Common Share<sup>(1)</sup> (\$)



## Diluted Earnings Per Common Share (\$)



(1) See Non-GAAP Reconciliation

Note: Completed acquisition of Diboll State Bancshares, Inc. on 11/30/17 resulting in pre-tax merger expenses of \$4.4mm and \$2.4mm in 2017 and 2018, respectively.

# Appendix

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# Non-GAAP Reconciliation

This presentation contains certain financial information determined by methods other than in accordance with accounting principles generally accepted in the United States (GAAP). These non-GAAP financial measures include return on average tangible common equity, tangible book value per common share, tangible common equity to tangible assets, efficiency ratio on a fully taxable-equivalent (FTE) basis, net interest income (FTE), net interest margin (FTE) and net interest spread (FTE).

In calculating return on average tangible common equity, Southside (i) adds back the after tax amortization expense to net income available to common shareholders and (ii) subtracts average intangible assets for the period from average shareholders' equity. In calculating tangible book value per common share, Southside subtracts intangible assets for the period from shareholders' equity. In calculating the ratio of tangible common equity to tangible assets, Southside subtracts intangible assets both from shareholders' equity and total assets at the end of the period. Management believes that the presentation of these measures excluding the impact of intangible assets provides useful supplemental information that is helpful in understanding Southside's financial condition and results of operations, as they provide a method to assess management's success in utilizing Southside's tangible capital as well as its capital strength. Management also believes that providing measures that exclude balances of intangible assets, which are subjective components of valuation, facilitates the comparison of Southside's performance with the performance of its peers. In addition, management believes that these are standard financial measures used in the banking industry to evaluate performance.

The efficiency ratio (FTE) is a non-GAAP measure that provides a measure of productivity in the banking industry. This ratio is calculated to measure the cost of generating one dollar of revenue. The ratio is designed to reflect the percentage of one dollar which must be expended to generate that dollar of revenue. We calculate this ratio by dividing noninterest expense, excluding amortization expense on intangibles and certain nonrecurring expense by the sum of net interest income (FTE) and noninterest income, excluding net gain (loss) on sale of securities available for sale and certain nonrecurring impairments. The most directly comparable financial measure calculated in accordance with GAAP is our efficiency ratio.

Net interest income (FTE) is a non-GAAP measure that adjusts for the tax-favored status of net interest income from certain loans and investments. We believe this measure to be the preferred industry measurement of net interest income and it enhances comparability of net interest income arising from taxable and tax-exempt sources. The most directly comparable financial measure calculated in accordance with GAAP is our net interest income. Net interest margin (FTE) is the ratio of net interest income (FTE) to average earning assets. The most directly comparable financial measure calculated in accordance with GAAP is our net interest margin. Net interest spread (FTE) is the difference in the average yield on average earning assets on a tax-equivalent basis and the average rate paid on average interest bearing liabilities. The most directly comparable financial measure calculated in accordance with GAAP is our net interest spread.

These non-GAAP financial measures are supplemental and are not a substitute for any analysis based on GAAP financial measures. Because not all companies use the same calculation of non-GAAP financial measures, this presentation may not be comparable to other similarly titled measures as calculated by other companies.

# Non-GAAP Reconciliation (continued)

(dollars in thousands)	As of and for the Three Months Ended				
	12/31/2019	3/31/2020	6/30/2020	9/30/2020	12/31/2020
Net income available to common shareholders	\$17,335	\$3,953	\$21,554	\$27,074	\$29,572
Plus: After-tax amortization expense	814	774	735	696	652
<b>Adjusted net income available to common shareholders [a]</b>	<b>\$18,149</b>	<b>\$4,727</b>	<b>\$22,289</b>	<b>\$27,770</b>	<b>\$30,224</b>
Average shareholders' equity	\$816,848	\$824,759	\$801,413	\$835,330	\$854,070
Less: Average intangible assets for the period	215,101	214,104	213,135	212,221	211,354
<b>Average tangible shareholders' equity [b]</b>	<b>\$601,747</b>	<b>\$610,655</b>	<b>\$588,278</b>	<b>\$623,109</b>	<b>\$642,716</b>
<b>Return on average tangible common equity (ROATCE) [a] / [b]<sup>(1)</sup></b>	<b>11.97%</b>	<b>3.11%</b>	<b>15.24%</b>	<b>17.73%</b>	<b>18.71%</b>
Net interest income (GAAP)	\$43,176	\$44,701	\$47,271	\$46,586	\$48,707
Tax equivalent adjustments:					
Loans	653	668	679	688	717
Tax-exempt investment securities	1,387	1,631	2,339	2,415	2,427
<b>Net interest income (FTE)<sup>(2)</sup></b>	<b>45,216</b>	<b>47,000</b>	<b>50,289</b>	<b>49,689</b>	<b>51,851</b>
Plus: Noninterest income	10,465	15,498	12,193	11,141	10,900
Less: Nonrecurring income	42	5,541	2,662	78	(24)
<b>Total Revenue [c]</b>	<b>\$55,639</b>	<b>\$56,957</b>	<b>\$59,820</b>	<b>\$60,752</b>	<b>\$62,775</b>
Noninterest expense	\$30,944	\$30,520	\$29,856	\$31,616	\$31,315
Less: Pre-tax amortization expense	1,030	980	931	881	825
Less: Nonrecurring expense	(56)	(29)	39	315	758
<b>Adjusted noninterest expense [d]</b>	<b>\$29,970</b>	<b>\$29,569</b>	<b>\$28,886</b>	<b>\$30,420</b>	<b>\$29,732</b>
Average earning assets	\$6,029,624	\$6,248,759	\$6,696,235	\$6,548,935	\$6,451,545
<b>Efficiency Ratio</b>	<b>55.92%</b>	<b>54.10%</b>	<b>50.85%</b>	<b>52.77%</b>	<b>49.86%</b>
<b>Efficiency Ratio (FTE)<sup>(2)</sup> [d] / [c]</b>	<b>53.87%</b>	<b>51.91%</b>	<b>48.29%</b>	<b>50.07%</b>	<b>47.36%</b>
<b>Net interest margin<sup>(1)</sup></b>	<b>2.84%</b>	<b>2.88%</b>	<b>2.84%</b>	<b>2.83%</b>	<b>3.00%</b>
<b>Net interest margin (FTE)<sup>(1)(2)</sup></b>	<b>2.98%</b>	<b>3.03%</b>	<b>3.02%</b>	<b>3.02%</b>	<b>3.20%</b>
<b>Net interest spread<sup>(1)</sup></b>	<b>2.52%</b>	<b>2.61%</b>	<b>2.64%</b>	<b>2.65%</b>	<b>2.83%</b>
<b>Net interest spread(FTE)<sup>(1)(2)</sup></b>	<b>2.66%</b>	<b>2.76%</b>	<b>2.82%</b>	<b>2.84%</b>	<b>3.02%</b>

(1) Annualized

(2) Fully taxable-equivalent (FTE)

# Non-GAAP Reconciliation (continued)

(dollars in thousands, except per share data)		As of and for the Year Ended December 31,				
		2016	2017	2018	2019	2020
Net income available to common shareholders		\$49,349	\$54,312	\$74,138	\$74,554	\$82,153
Plus: After-tax amortization expense <sup>(1)</sup>		1,261	1,271	4,118	3,490	2,857
<b>Adjusted net income available to common shareholders</b>		<b>\$50,610</b>	<b>\$55,583</b>	<b>\$78,256</b>	<b>\$78,044</b>	<b>\$85,010</b>
Average shareholders' equity		\$468,424	\$563,023	\$751,262	\$782,367	\$828,980
Less: Average intangible assets for the period		97,123	106,747	221,650	216,733	212,699
<b>Average tangible shareholders' equity</b>		<b>\$371,301</b>	<b>\$456,276</b>	<b>\$529,612</b>	<b>\$565,634</b>	<b>\$616,281</b>
<b>Return on average tangible common equity (ROATCE)</b>		<b>[a] / [b] 13.63%</b>	<b>12.18%</b>	<b>14.78%</b>	<b>13.80%</b>	<b>13.79%</b>
Common equity at end of period		\$518,274	\$754,140	\$731,291	\$804,580	\$875,297
Less: Intangible assets at end of period		96,128	224,239	218,895	214,477	210,860
<b>Tangible common shareholders' equity at end of period</b>		<b>\$422,146</b>	<b>\$529,901</b>	<b>\$512,396</b>	<b>\$590,103</b>	<b>\$664,437</b>
Total assets at end of period		\$5,563,767	\$6,498,097	\$6,123,494	\$6,748,913	\$7,008,227
Less: Intangible assets at end of period		96,128	224,239	218,895	214,477	210,860
<b>Tangible assets at end of period</b>		<b>\$5,467,639</b>	<b>\$6,273,858</b>	<b>\$5,904,599</b>	<b>\$6,534,436</b>	<b>\$6,797,367</b>
<b>Tangible common equity/tangible assets (TCE/TA)</b>		<b>[c] / [d] 7.72%</b>	<b>8.45%</b>	<b>8.68%</b>	<b>9.03%</b>	<b>9.77%</b>
Common shares outstanding at end of period		[e] 29,261	35,000	33,725	33,823	32,951
<b>Tangible book value per common share</b>		<b>[c] / [e] \$14.43</b>	<b>\$15.14</b>	<b>\$15.19</b>	<b>\$17.45</b>	<b>\$20.16</b>
Net interest income (GAAP)		\$139,565	\$143,970	\$172,064	\$169,805	\$187,265
Tax equivalent adjustments:						
Loans		4,251	4,313	2,354	2,490	2,752
Tax-exempt investment securities		13,739	13,197	7,004	5,148	8,812
<b>Net interest income (FTE)<sup>(2)</sup></b>		<b>157,555</b>	<b>161,480</b>	<b>181,422</b>	<b>177,443</b>	<b>198,829</b>
Plus: Noninterest income		39,411	37,473	40,773	42,368	49,732
Less: Nonrecurring income (loss)		2,426	191	(1,198)	470	8,257
<b>Total Revenue</b>		<b>[g] \$194,540</b>	<b>\$198,762</b>	<b>\$223,393</b>	<b>\$219,341</b>	<b>\$240,304</b>
Noninterest expense		\$109,522	\$106,335	\$120,099	\$119,297	\$123,307
Less: Pre-tax amortization expense		1,940	1,955	5,213	4,418	3,617
Less: Nonrecurring expense		2,375	4,394	3,236	26	1,083
<b>Adjusted noninterest expense</b>		<b>[f] \$105,207</b>	<b>\$99,986</b>	<b>\$111,650</b>	<b>\$114,853</b>	<b>\$118,607</b>
Average earning assets		\$4,829,141	\$5,254,431	\$5,699,985	\$5,800,648	\$6,486,444
<b>Efficiency Ratio</b>		<b>59.59%</b>	<b>55.16%</b>	<b>52.16%</b>	<b>54.25%</b>	<b>51.85%</b>
<b>Efficiency Ratio (FTE)<sup>(2)</sup></b>		<b>[f] / [g] 54.08%</b>	<b>50.30%</b>	<b>49.98%</b>	<b>52.36%</b>	<b>49.36%</b>
<b>Net interest margin(FTE)</b>		<b>2.89%</b>	<b>2.74%</b>	<b>3.02%</b>	<b>2.93%</b>	<b>2.89%</b>
<b>Net interest margin(FTE)<sup>(2)</sup></b>		<b>3.26%</b>	<b>3.07%</b>	<b>3.18%</b>	<b>3.06%</b>	<b>3.07%</b>
<b>Net interest spread</b>		<b>2.77%</b>	<b>2.56%</b>	<b>2.72%</b>	<b>2.58%</b>	<b>2.68%</b>
<b>Net interest spread(FTE)<sup>(2)</sup></b>		<b>3.14%</b>	<b>2.89%</b>	<b>2.88%</b>	<b>2.71%</b>	<b>2.86%</b>

(1) 35% tax rate for 2016-2017, 21% tax rate thereafter

(2) Fully taxable-equivalent (FTE)



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