



First Citizens BancShares, Inc.

Fourth Quarter 2024

Earnings Conference Call

January 24, 2025

Agenda

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Important Notices

Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 regarding the financial condition, results of operations, business plans, asset quality, future performance, and other strategic goals of BancShares. Words such as “anticipates,” “believes,” “estimates,” “expects,” “predicts,” “forecasts,” “intends,” “plans,” “projects,” “targets,” “designed,” “could,” “may,” “should,” “will,” “potential,” “continue,” “aims” or other similar words and expressions are intended to identify these forward-looking statements. These forward-looking statements are based on BancShares’ current expectations and assumptions regarding BancShares’ business, the economy, and other future conditions.

Because forward-looking statements relate to future results and occurrences, they are subject to inherent risks, uncertainties, changes in circumstances and other factors that are difficult to predict. Many possible events or factors could affect BancShares’ future financial results and performance and could cause actual results, performance or achievements of BancShares to differ materially from any anticipated results expressed or implied by such forward-looking statements. Such risks and uncertainties include, among others, general competitive, economic, political (including the new presidential administration), geopolitical events (including conflicts in Ukraine and the Middle East) and market conditions, including changes in competitive pressures among financial institutions and the impacts related to or resulting from previous bank failures, the risks and impacts of future bank failures and other volatility in the banking industry, public perceptions of our business practices, including our deposit pricing and acquisition activity, the financial success or changing conditions or strategies of BancShares’ vendors or customers, including changes in demand for deposits, loans and other financial services, fluctuations in interest rates, changes in the quality or composition of BancShares’ loan or investment portfolio, actions of government regulators, including recent interest rate cuts and any changes by the Board of Governors of the Federal Reserve Board (the “Federal Reserve”), changes to estimates of future costs and benefits of actions taken by BancShares, BancShares’ ability to maintain adequate sources of funding and liquidity, the potential impact of decisions by the Federal Reserve on BancShares’ capital plans, adverse developments with respect to U.S. or global economic conditions, including significant turbulence in the capital or financial markets, the impact of any sustained or elevated inflationary environment, the impact of any cyberattack, information or security breach, the impact of implementation and compliance with current or proposed laws, regulations and regulatory interpretations, including potential increased regulatory requirements, limitations, and costs, such as FDIC special assessments, increases to FDIC deposit insurance premiums and the proposed interagency rule on regulatory capital, along with the risk that such laws, regulations and regulatory interpretations may change, the availability of capital and personnel, and the risks associated with BancShares’ previous acquisition transactions, including the acquisition of certain assets and liabilities of Silicon Valley Bridge Bank, N.A. and the previously completed transaction with CIT Group Inc., or any future transactions.

BancShares’ share repurchase program allows BancShares to repurchase shares of its Class A common stock through 2025. BancShares is not obligated under the share repurchase program to repurchase any minimum or particular number of shares, and repurchases may be suspended or discontinued at any time (subject to the terms of any Rule 10b5-1 plan in effect) without prior notice. The authorization to repurchase Class A common stock will be utilized at management’s discretion. The actual timing and amount of Class A common stock that may be repurchased will depend on a number of factors, including the terms of any Rule 10b5-1 plan then in effect, price, general business and market conditions, regulatory requirements, and alternative investment opportunities or capital needs.

Except to the extent required by applicable laws or regulations, BancShares disclaims any obligation to update forward-looking statements or to publicly announce the results of any revisions to any of the forward-looking statements included herein to reflect future events or developments. Additional factors which could affect the forward-looking statements can be found in BancShares’ Annual Report on Form 10-K for the fiscal year ended December 31, 2023 and its other filings with the SEC.

Non-GAAP Measures

Certain measures in this presentation, including those referenced as “adjusted” or “excluding PAA,” are “non-GAAP,” meaning they are numerical measures of BancShares’ financial performance, financial position or cash flows that are not presented in accordance with generally accepted accounting principles in the U.S. (“GAAP”) because they exclude or include amounts or are adjusted in some way so as to be different than the most direct comparable measures calculated and presented in accordance with GAAP in BancShares’ statements of income, balance sheets or statements of cash flows and also are not codified in U.S. banking regulations currently applicable to BancShares. BancShares management believes that non-GAAP financial measures, when reviewed in conjunction with GAAP financial information, can provide transparency about or an alternative means of assessing its operating results, financial position or cash flows to its investors, analysts and management. These non-GAAP measures should be considered in addition to, and not superior to or a substitute for, GAAP measures. Each non-GAAP measure is reconciled to the most comparable GAAP measure in the non-GAAP reconciliation in Section V of this presentation.

Certain financial results referenced as “Adjusted” in this presentation exclude notable items. The Adjusted financial measures are non-GAAP. Refer to Section V of this presentation for a reconciliation of Non-GAAP financial measures to the most directly comparable GAAP measure.

Reclassifications

In certain instances, amounts reported for prior periods in this investor presentation have been reclassified to conform to the current financial statement presentation. Such reclassifications had no effect on previously reported stockholders’ equity or net income.

BancShares modified its reportable segments during the first quarter of 2024. The Private Banking and Wealth Management components of the SVB segment were integrated into the General Bank segment. The SVB segment was renamed the SVB Commercial segment since it is comprised of the commercial business lines from the SVB acquisition, including Global Fund Banking and Technology and Healthcare Banking. The Direct Bank was previously allocated to the General Bank segment, but is now included in Corporate. Segment disclosures for 2023 periods included in this investor presentation were recast to reflect the segment reporting changes summarized above.

Additionally, BancShares modified its loan disclosures by class in the first quarter of 2024. Loans were previously aggregated into Commercial, Consumer, and SVB portfolios, each of which consisted of several loan classes. Loans classes including the private bank, CRE, and other loan classes previously mapped to the SVB portfolio were mapped to the applicable loan classes within the Commercial and Consumer portfolios.

The methodologies that we use to allocate items among our segments are dynamic and may be updated periodically to reflect enhanced expense base allocation drivers, changes in the risk profile of a segment or changes in our organizational structure. Accordingly, financial results may be revised periodically to reflect these enhancements.



Glossary of Abbreviations and Acronyms

The following is a list of certain abbreviations and acronyms used throughout this document.

AFS – Available for Sale	ID – Investor Dependent
ALLL – Allowance for Loan and Lease Losses	LFI – Large Financial Institution
AOCI – Accumulated Other Comprehensive Income	MSA – Metropolitan Statistical Area
Bps – Basis point(s); 1 bp = 0.01%	NCO – Net Charge-Off
C&I – Commercial and Industrial	NII – Net Interest Income
CET1 – Common Equity Tier 1	NIM – Net Interest Margin
CRE – Commercial Real Estate	NM – Not Meaningful
EOP – End of Period	NPL – Nonperforming Loans
EPS – Earnings Per Share	PAA – Purchase Accounting Accretion or Amortization
FDIC – Federal Deposit Insurance Corporation	PPNR – Pre-Provision Net Revenue
FFS – Fed Funds Sold	QTD – Quarter-to-date
FHLB – Federal Home Loan Bank	ROA – Return on Average Assets
FRB – Federal Reserve Bank	ROE – Return on Average Common Stockholders' Equity
FX – Foreign Exchange	ROTCE – Return on Tangible Common Stockholders' Equity
GAAP – United States Generally Accepted Accounting Principles	SLA – Shared Loss Agreement with the FDIC
HQLS – High-Quality Liquid Securities	TBV – Tangible Book Value
HTM – Held to Maturity	VC – Venture Capital
IBD – Interest-Bearing Deposits	YTD – Year-to-date



Fourth Quarter Overview & Strategic Priorities

Section I

Fourth Quarter 2024 Snapshot

Key Highlights:

- **Delivered strong return metrics** aligned with our forecast despite headwinds from a declining policy rate.
- **Achieved loan and deposit growth** across our operating segments.
- **Maintained strong capital and liquidity positions** with the **CET1 ratio** ending the quarter at **12.99%**.
- **Repurchased \$963 million in Class A common shares** (3.50% of Class A common) during 4Q24, bringing total repurchases since plan inception to \$1.8 billion (6.44% of Class A common).
- **Appointed new board and Audit Committee member**, effective January 2025.
- Continued to **support associates and clients impacted by recent natural disasters**.

Financial Results:

Adjusted EPS ⁽¹⁾

\$45.10

Adjusted ROE / ROA ⁽¹⁾

11.51% / 1.14%

NIM

3.32%

Adjusted Efficiency Ratio ⁽¹⁾

56.98%

Loan / Deposit Growth ⁽²⁾

1.1% / 2.4%

CET1 Ratio ⁽³⁾

12.99%



(1) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.

(2) Loan and deposit growth percentages are quarter over quarter actual period end balances.

(3) The CET1 ratio represents a BancShares ratio and is preliminary pending completion of quarterly regulatory filings.

2025 Strategic Priorities

7





Fourth Quarter 2024 Financial Results

Section II

4Q24 Financial Results - Takeaways

1

While NII and NIM declined during the quarter as anticipated, **both were aligned with our expectations.**

2

Delivered solid noninterest income performance driven primarily by our Rail and commercial banking segments.

3

Noninterest expense was higher than anticipated, but the **efficiency ratio and PPNR outperformed expectations.**

4

Achieved broad-based loan growth in all of our operating segments, with balances up **\$1.5 billion or by 1.1%** over the linked quarter.

5

Deposits grew by \$3.7 billion or by 2.4% over the linked quarter exceeding our guidance, **driven by growth in all of our operating segments.**

6

Credit quality remained stable, with no emerging problems outside of pressure points previously disclosed in the investor dependent, general office, and equipment finance portfolios.

7

Continued to maintain strong CET1 ratio while **repurchasing \$963 million in Class A common shares** during 4Q24, bringing total repurchases since plan inception to **\$1.8 billion.**

Financial Highlights

	4Q24		3Q24		4Q23	
	Reported	Adjusted (Non-GAAP)	Reported	Adjusted (Non-GAAP)	Reported	Adjusted (Non-GAAP)
EPS	\$ 49.21	\$ 45.10	\$ 43.42	\$ 45.87	\$ 34.33	\$ 46.58
ROE	12.56 %	11.51 %	11.30 %	11.94 %	9.97 %	13.53 %
ROTCE (non-GAAP)	12.92	11.84	11.63	12.29	10.32	14.00
ROA	1.25	1.14	1.15	1.22	0.95	1.28
PPNR ROA (non-GAAP)	1.58	1.70	1.79	1.88	1.78	2.27
NIM	3.32	3.32	3.53	3.53	3.86	3.86
NIM, ex PAA (non-GAAP)	3.16	3.16	3.33	3.33	3.47	3.47
Net charge-off ratio	0.46	0.46	0.42	0.42	0.53	0.53
Efficiency ratio	63.01	56.98	59.49	54.15	60.80	48.00

Quarterly Earnings Highlights

(\$ in millions)

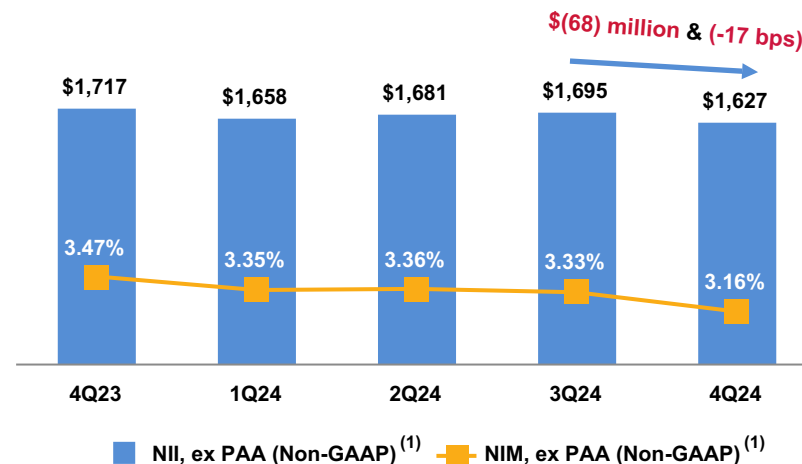
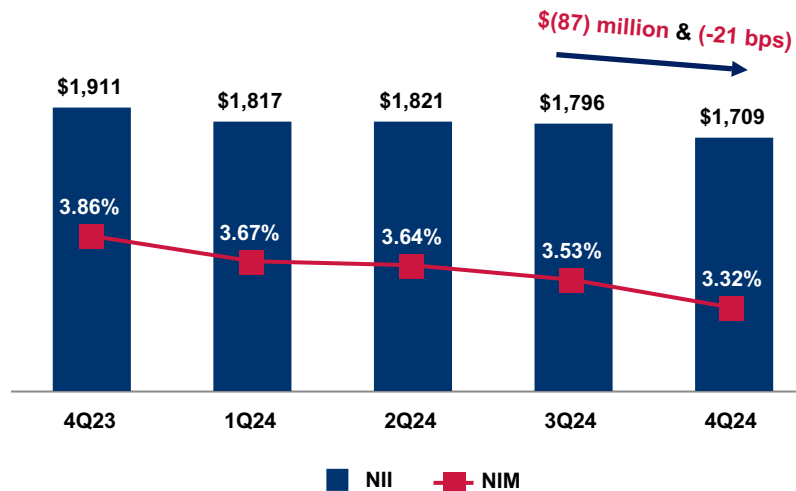
Reported				Increase (decrease)			
				4Q24 vs. 3Q24		4Q24 vs. 4Q23	
	4Q24	3Q24	4Q23	\$	%	\$	%
Net interest income	\$ 1,709	\$ 1,796	\$ 1,911	\$ (87)	(4.9)%	\$ (202)	(10.6)%
Noninterest income	699	650	543	49	7.7	156	28.9
Net revenue	2,408	2,446	2,454	(38)	(1.6)	(46)	(1.9)
Noninterest expense	1,517	1,456	1,492	61	4.3	25	1.7
Pre-provision net revenue ⁽¹⁾	891	990	962	(99)	(10.1)	(71)	(7.4)
Provision for credit losses	155	117	249	38	31.4	(94)	(37.8)
Income before income taxes	736	873	713	(137)	(15.7)	23	3.1
Income taxes	36	234	199	(198)	(84.6)	(163)	(82.0)
Net income	700	639	514	61	9.5	186	36.2
Preferred stock dividends	15	15	15	—	(2.1)	—	(1.9)
Net income available to common stockholders	\$ 685	\$ 624	\$ 499	\$ 61	9.8 %	\$ 186	37.3 %

Adjustments for notable items	4Q24	3Q24	4Q23
Noninterest income	\$ (183)	\$ (176)	\$ (88)
Noninterest expense	(249)	(227)	(357)
Income taxes	123	15	90

Adjusted (Non-GAAP) ⁽¹⁾				Increase (decrease)			
				4Q24 vs. 3Q24		4Q24 vs. 4Q23	
	4Q24	3Q24	4Q23	\$	%	\$	%
Net interest income	\$ 1,709	\$ 1,796	\$ 1,911	\$ (87)	(4.9)%	\$ (202)	(10.6)%
Noninterest income	516	474	455	42	9.0	61	13.6
Net revenue	2,225	2,270	2,366	(45)	(2.0)	(141)	(6.0)
Noninterest expense	1,268	1,229	1,135	39	3.1	133	11.6
Pre-provision net revenue ⁽¹⁾	957	1,041	1,231	(84)	(8.0)	(274)	(22.2)
Provision for credit losses	155	117	249	38	31.4	(94)	(37.8)
Income before income taxes	802	924	982	(122)	(13.1)	(180)	(18.3)
Income taxes	159	249	289	(90)	(35.8)	(130)	(44.8)
Net income	643	675	693	(32)	(4.7)	(50)	(7.1)
Preferred stock dividends	15	15	15	—	(2.1)	—	(1.9)
Net income available to common stockholders	\$ 628	\$ 660	\$ 678	\$ (32)	(4.7)%	\$ (50)	(7.3)%

Net interest income and margin

(\$ in millions)



Highlights

4Q24 vs 3Q24

Net interest income declined by \$87 million due to a \$137 million decrease in interest income, partially offset by a \$50 million decrease in interest expense. The significant components of the changes follow:

- \$91 million decrease in interest income on loans (ex accretion income) primarily due to a lower yield,
- \$48 million decrease in interest income on overnight investments primarily due to a lower yield, and
- \$19 million decrease in accretion income; partially offset by
- \$19 million increase in interest income on investment securities primarily due to a higher average balance,
- \$47 million decrease in interest expense on deposits due to a lower rate paid, partially offset by a higher average balance, and
- \$3 million decrease in interest expense on borrowings.

NIM contracted by 21 basis points from 3.53% to 3.32%. NIM, ex PAA contracted by 17 basis points from 3.33% to 3.16%. See the following page for a rollforward of NIM between 3Q24 and 4Q24.

4Q24 vs 4Q23

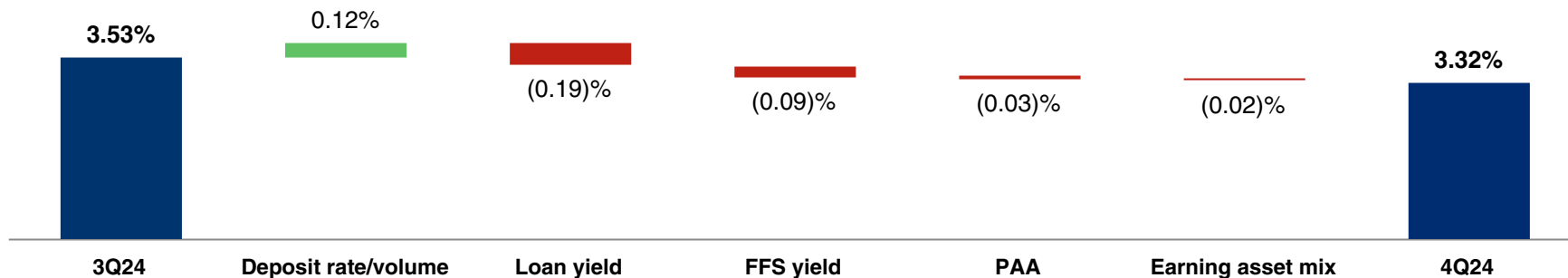
Net interest income declined by \$202 million due to a \$116 million decrease in interest income and a \$86 million increase in interest expense. The significant components of the changes follow:

- \$183 million decrease in interest income on overnight investments due to a lower average balance and yield,
- \$113 million decrease in accretion income, and
- \$92 million increase in interest expense on deposits primarily due to a higher average balance; partially offset by
- \$136 million increase in interest income on investment securities due to a higher average balance and yield,
- \$39 million increase in interest income on loans (ex accretion income) due to a higher average balance, partially offset by a lower yield, and
- \$6 million decrease in interest expense on borrowings.

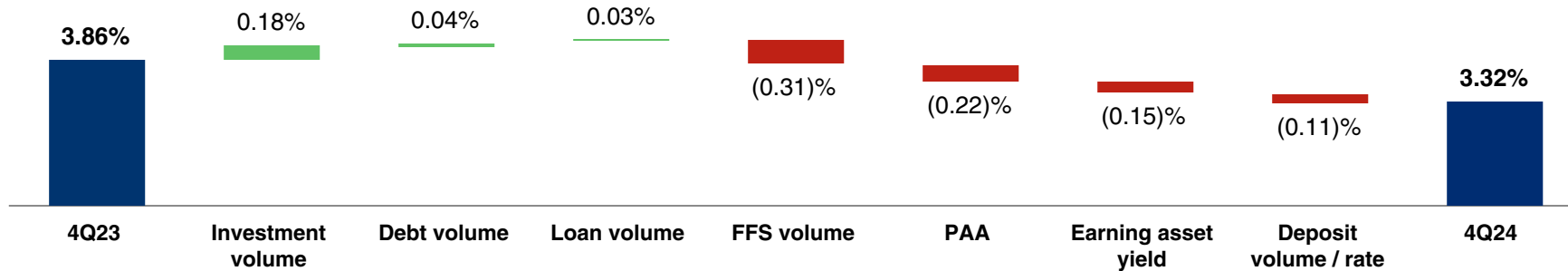
NIM contracted 54 basis points from 3.86% to 3.32%. NIM, ex PAA contracted by 31 basis points from 3.47% to 3.16%. See the following page for a rollforward of NIM between 4Q23 and 4Q24.

NIM Rollforward

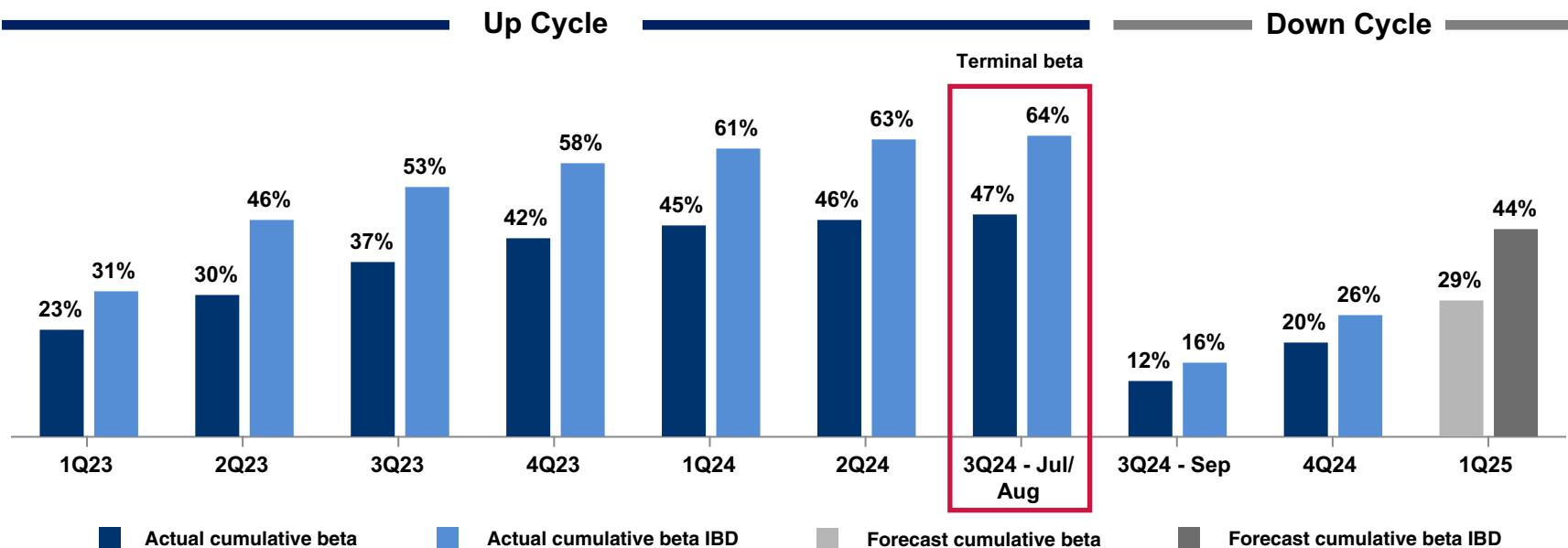
3Q24 to 4Q24 (-21 bps)



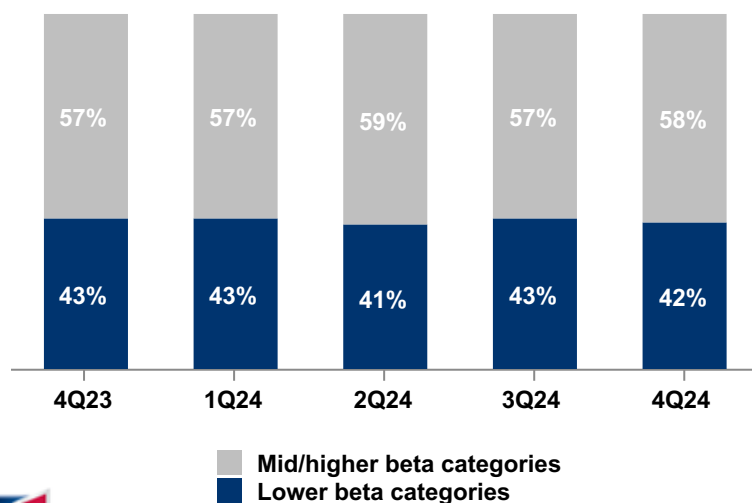
4Q23 to 4Q24 (-54 bps)



Historical and Forecasted Cumulative Deposit Beta



Total Deposits

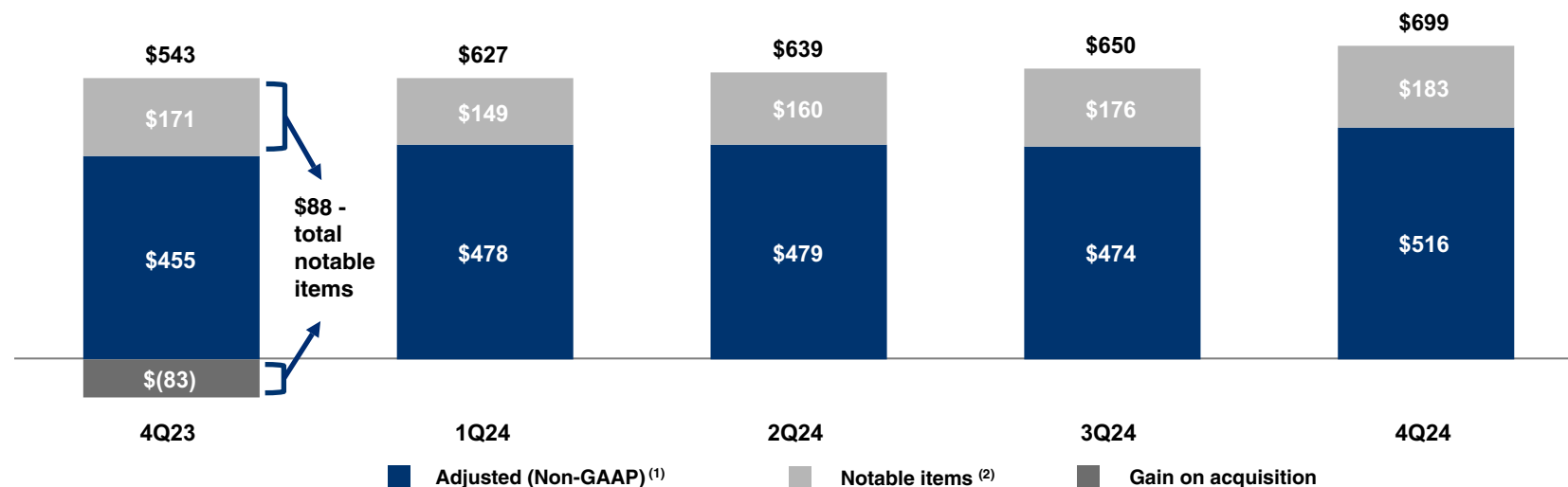


Highlights

- Our total cumulative deposit beta peaked in August prior to the September rate cuts. We are forecasting our cumulative down cycle beta to increase in the first quarter as the full effect of the initial rate cuts pull through.
- Longer term, we expect betas to be in the 30% range for total deposits and in the 45-50% range for interest-bearing deposits.
- Mid/higher beta categories:**
 - > 30% beta on Direct Bank and SVB Commercial money market, savings and time deposit accounts.
 - 20 to 30% beta on Branch Network commercial money market accounts and Community Association Banking checking with interest and money market accounts.
- Lower beta categories:**
 - 0 to 20% beta on total noninterest bearing deposits and Branch Network consumer money market accounts, checking with interest and savings accounts.

Noninterest income

(\$ in millions)



Highlights

4Q24 vs 3Q24

Noninterest income increased by \$49 million.

Adjusted noninterest income⁽¹⁾ increased by \$42 million. Significant components included:

- \$21 million increase in other noninterest income primarily due to fair value changes in customer derivative positions and other nonmarketable investments,
- \$16 million increase in adjusted rental income on operating lease equipment due to continued strong utilization and repricing, as well as lower maintenance,
- \$4 million increase in international fees due to higher FX activity, and
- \$1 million net increase spread among various noninterest income line items.

Notable items totaled \$183 million compared to \$176 million in the linked quarter. Refer to Section V of this presentation for notable item details.

4Q24 vs 4Q23

Noninterest income increased by \$156 million.

Adjusted noninterest income⁽¹⁾ increased by \$61 million. Significant components included:

- \$23 million increase in rental income on operating lease equipment due to the same reasons noted in the linked quarter explanation,
- \$18 million increase in other noninterest income due to the same reasons noted in the linked quarter explanation,
- \$6 million increase in wealth management income due to higher assets under management,
- \$5 million increase in cardholder services due to decreased processing expenses and higher volume,
- \$4 million increase in international fees due to the same reason noted in the linked quarter explanation, and
- \$5 million net increase spread among various noninterest income line items.

Notable items totaled \$183 million compared to \$88 million in the prior year quarter. Refer to Section V of this presentation for notable item details.

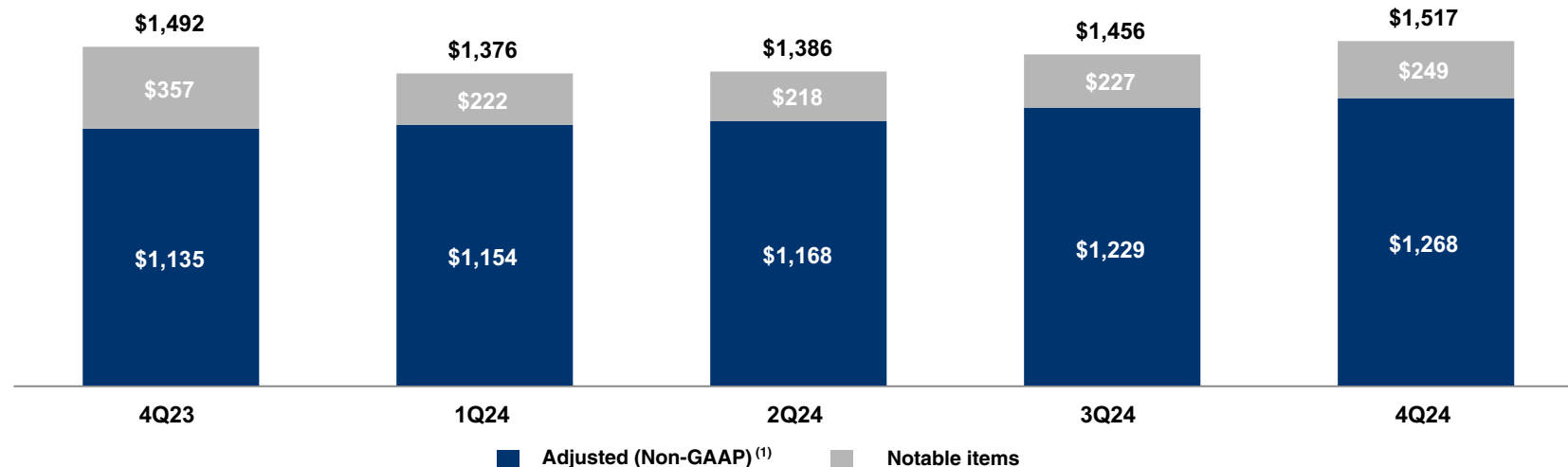


(1) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.

(2) Excludes gain on acquisition as it is broken out separately.

Noninterest expense

(\$ in millions)



Highlights

4Q24 vs 3Q24

Noninterest expense increased by \$61 million.

Adjusted noninterest expense ⁽¹⁾ increased by \$39 million. Significant components included:

- \$24 million increase in other noninterest expense driven by higher state related non-income taxes, charitable donations to support relief efforts for recent hurricanes, and other miscellaneous items,
- \$13 million increase in personnel cost primarily due to net staff additions, higher revenue related incentive compensation and increased benefit expenses, and
- \$8 million increase in equipment expense primarily due to ongoing technology investments; partially offset by
- \$12 million decrease in professional fees.

Notable items totaled \$249 million compared to \$227 million in the linked quarter. Refer to Section V of this presentation for notable item details.

Adjusted efficiency ratio ⁽¹⁾ increased from 54.15% to 56.98%.

4Q24 vs 4Q23

Noninterest expense increased by \$25 million.

Adjusted noninterest expense ⁽¹⁾ increased by \$133 million. Significant components included:

- \$87 million increase in personnel cost primarily due to net staff additions, increased benefit expenses and higher temporary labor costs associated with technology projects,
- \$22 million increase in equipment expense due to the same reason noted in the linked quarter explanation,
- \$16 million increase in other noninterest expense spread among miscellaneous items, and
- \$15 million increase in FDIC insurance expense primarily due to a larger average balance; partially offset by
- \$9 million decrease in third-party processing fees, and
- \$5 million decrease in net occupancy expense.

Notable items totaled \$249 million compared to \$357 million in the prior year quarter. Refer to Section V of this presentation for notable items details.

Adjusted efficiency ratio ⁽¹⁾ increased from 48.00% to 56.98%.

Balance Sheet Highlights

(\$ in millions, except per share data)

SELECT PERIOD END BALANCES	4Q24	3Q24	4Q23	Increase (decrease)			
				4Q24 vs 3Q24 ⁽¹⁾		4Q24 vs 4Q23 ⁽¹⁾	
				\$	%	\$	%
Interest-earning deposits at banks	\$ 21,364	\$ 25,640	\$ 33,609	\$ (4,276)	(66.3)%	\$ (12,245)	(36.4)%
Investment securities	44,090	38,663	29,999	5,427	55.8	14,091	47.0
Loans and leases	140,221	138,695	133,302	1,526	4.4	6,919	5.2
Operating lease equipment, net ⁽²⁾	9,323	9,186	8,746	137	5.9	577	6.6
Deposits	155,229	151,574	145,854	3,655	9.6	9,375	6.4
Noninterest-bearing deposits	38,633	39,396	39,799	(763)	(7.7)	(1,166)	(2.9)
Borrowings	37,051	37,161	37,654	(110)	(1.2)	(603)	(1.6)
Tangible common stockholders' equity (non-GAAP) ⁽³⁾	20,752	21,336	19,716	(584)	(10.9)	1,036	5.3
Common stockholders' equity	21,347	21,947	20,374	(600)	(10.9)	973	4.8
Total stockholders' equity	22,228	22,828	21,255	(600)	(10.5)	973	4.6

KEY METRICS	4Q24	3Q24	4Q23	Increase (decrease)	
				4Q24 vs 3Q24	4Q24 vs 4Q23
CET1 capital ratio	12.99 %	13.24 %	13.36 %	(0.25)%	(0.37)%
Book value per common share	\$ 1,556.16	\$ 1,547.81	\$ 1,403.12	\$ 8.35	\$ 153.04
Tangible book value per common share (non-GAAP) ⁽³⁾	1,512.77	1,504.75	1,357.77	8.02	155.00
Tangible capital to tangible assets (non-GAAP) ⁽³⁾	9.30 %	9.70 %	9.25 %	(0.40)%	0.05 %
Loan to deposit ratio	90.33	91.50	91.39	(1.17)	(1.06)
ALLL to total loans and leases	1.20	1.21	1.31	(0.01)	(0.11)
Noninterest-bearing deposits to total deposits	24.89	25.99	27.29	(1.10)	(2.40)
Total liquid assets (available cash + HQLS)	\$ 59,339	\$ 58,359	\$ 57,284	\$ 980	\$ 2,055
Total liquidity (liquid assets & contingent sources) ⁽⁴⁾	86,628	88,001	91,228	(1,373)	(4,600)
Total liquidity / uninsured deposits ⁽⁴⁾	146 %	150 %	168 %	(4.00)%	(22.00)%



(1) Percent change is annualized and is calculated using unrounded numbers.

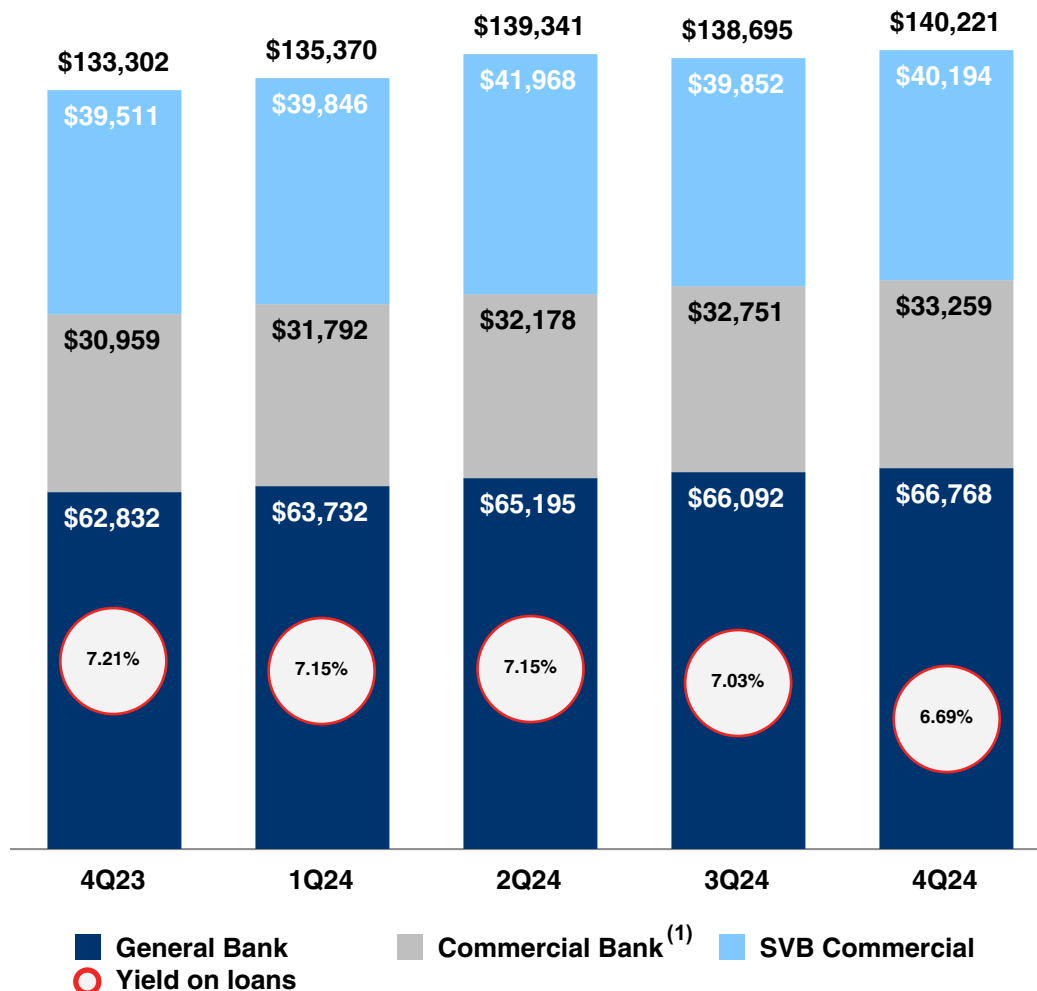
(2) Operating lease equipment, net includes \$8.6 billion of rail assets.

(3) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.

(4) Total liquidity for 4Q24, 3Q24 and 4Q23 includes immediately available capacity under the FDIC line of credit as of each period end. For more information, refer to slide 38.

Loans and Leases

(\$ in millions, period end balances)



Highlights

4Q24 vs 3Q24

- Total loans increased \$1.5 billion or by 1.1% sequentially (4.4% annualized). The increase in loans was driven by a \$676 million increase in the General Bank, a \$508 million increase in the Commercial Bank, and a \$342 million increase in SVB Commercial.
- General Bank growth was driven by continued strong performance in business and commercial loans. Growth in the Commercial Bank was concentrated in our industry verticals.
- The increase in the SVB Commercial segment was driven by growth in Global Fund Banking, partially offset by a decline in the Tech and Healthcare business as repayment levels continue to outpace new loan originations.

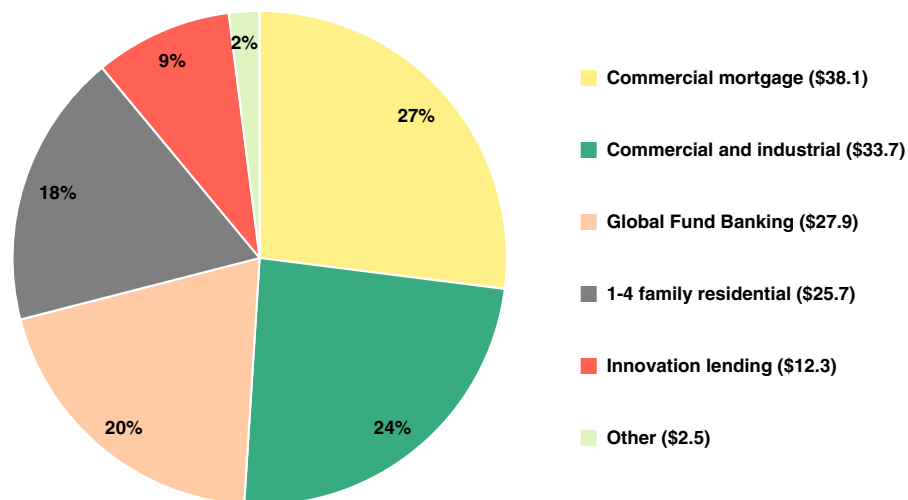
4Q24 vs 4Q23

- Total loans increased \$6.9 billion or by 5.2%. The increase in loans was driven by a \$3.9 billion (6.3%) increase in the General Bank, a \$2.3 billion (7.3%) increase in the Commercial Bank, and a \$683 million (1.7%) increase in the SVB Commercial segment.
- Loan growth in all operating segments was due to the same reasons noted in the linked quarter explanations.

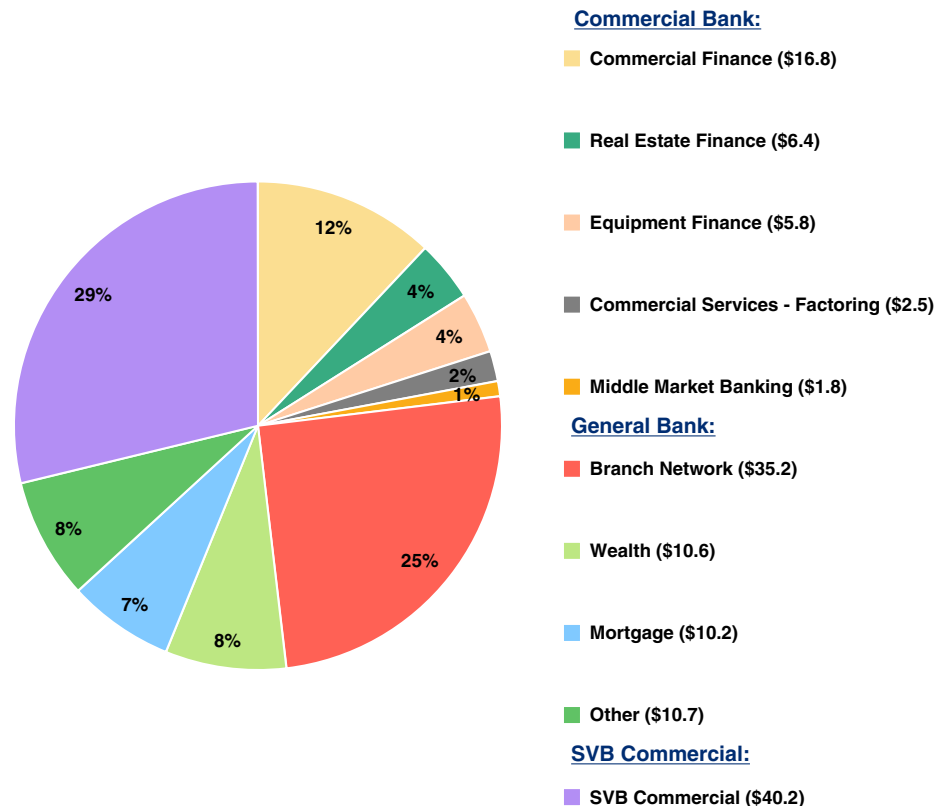
4Q24 Loans and Leases Composition

(\$ in billions, period end balances)

Class

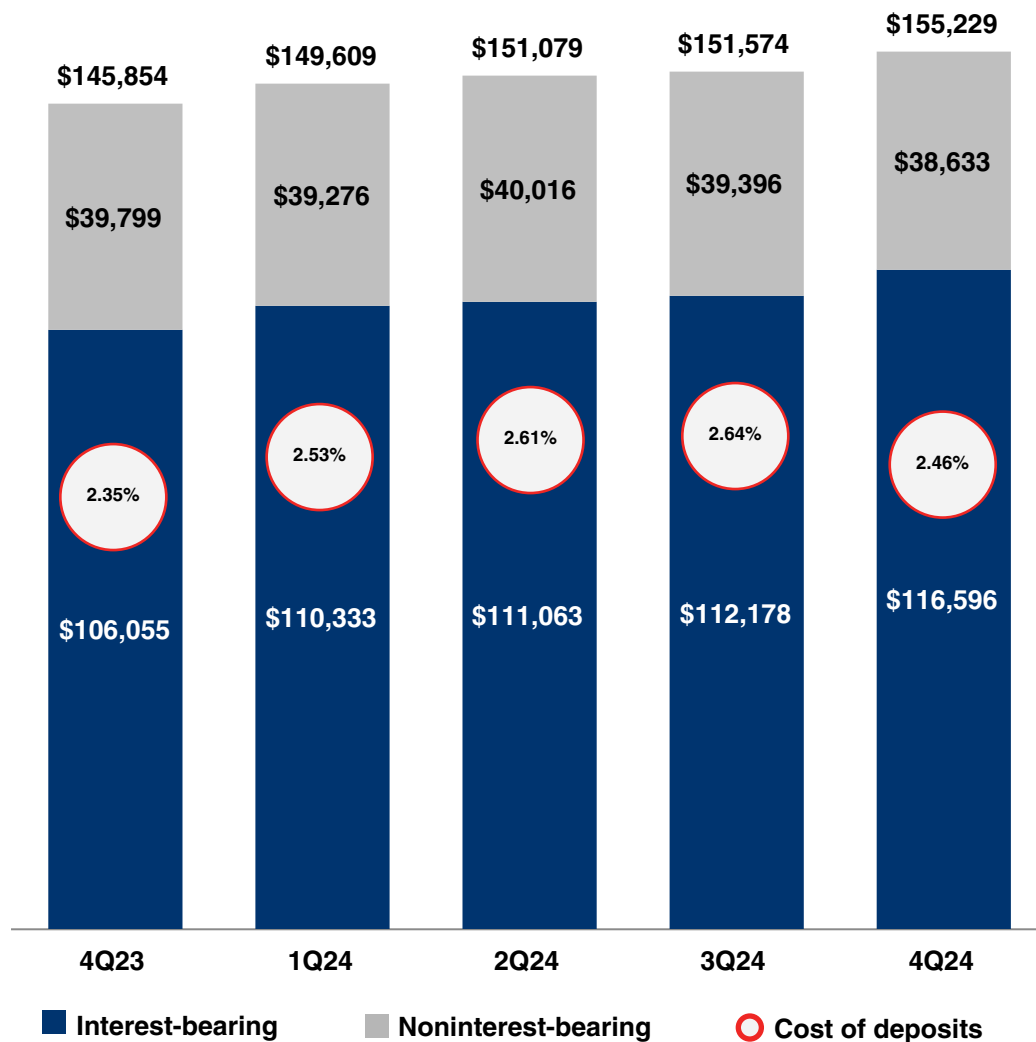


Segment



Deposits

(\$ in millions, period end balances)



Highlights

4Q24 vs. 3Q24

- Total deposits increased \$3.7 billion or by 2.4% sequentially (9.6% annualized), driven by a \$1.6 billion increase in the Direct Bank, a \$893 million increase in the General Bank due to growth in the Branch Network, a \$692 million increase in SVB Commercial driven by Tech and Healthcare business and a \$529 million increase in the Commercial Bank.

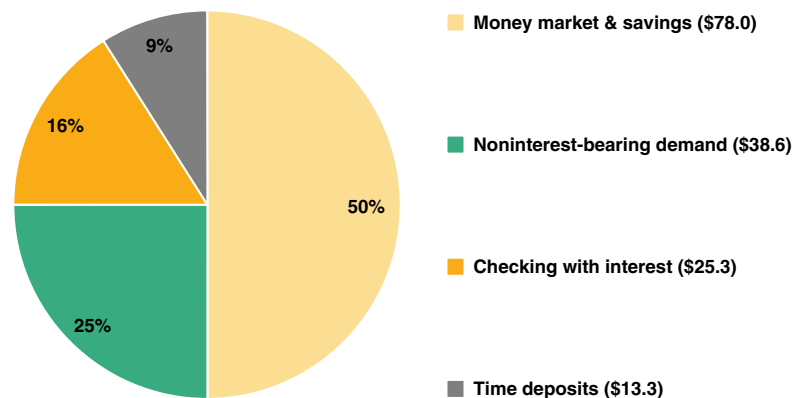
4Q24 vs. 4Q23

- Total deposits grew \$9.4 billion or by 6.4%, driven primarily by a \$4.3 billion increase in the General Bank due to growth in the Branch Network, a \$3.4 billion increase in the Direct Bank and a \$1.9 billion increase in the SVB Commercial segment driven by growth in both the Global Fund Banking and Tech and Healthcare businesses.

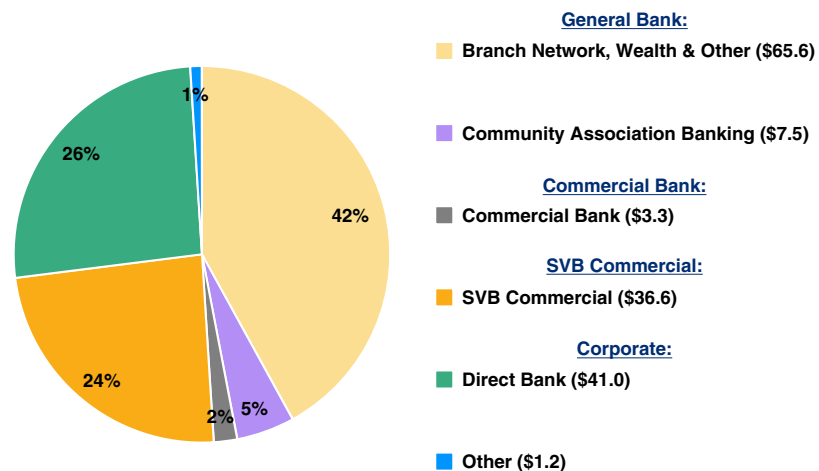
4Q24 Deposit Composition

(period end balances, \$ in billions, except average account size)

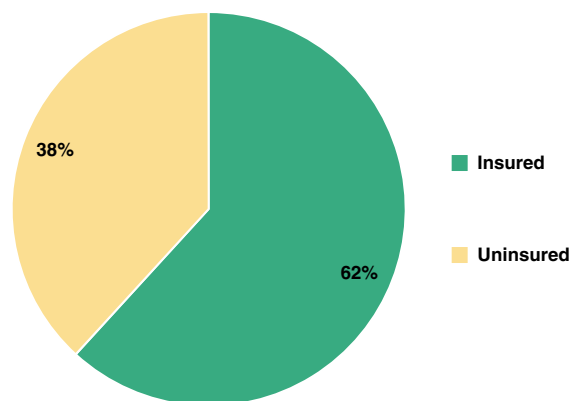
Type



Segment



Insured vs Uninsured



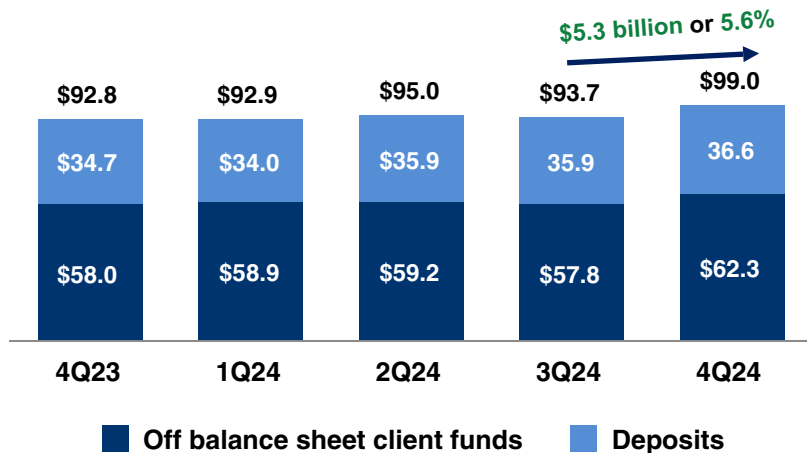
Average Account Size and Insured by Segment

	Total deposits		Average size		Insured %
General Bank	\$	73.1	\$	35,648	66%
Commercial Bank		3.3		280,886	14%
SVB Commercial		36.6		518,710	29%
Corporate		42.2		57,579	87%
Total	\$	155.2	\$	54,171	62%

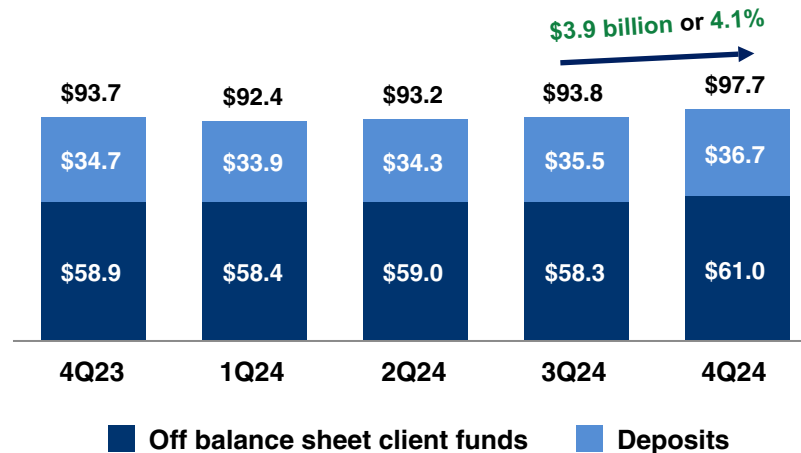
SVB Commercial Segment Trends

Continued pressure from market challenges remain, but underlying business activity continues to be strong.

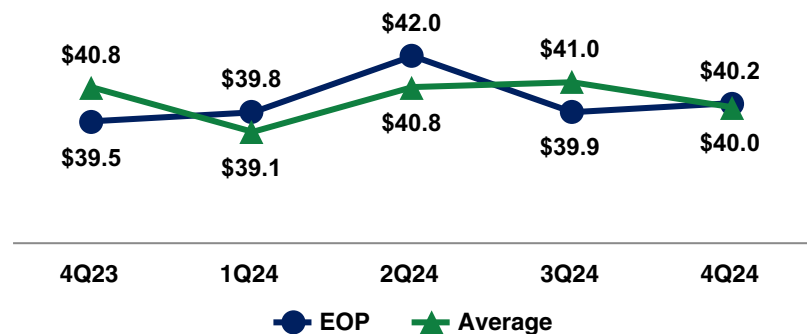
Total client funds (EOP)



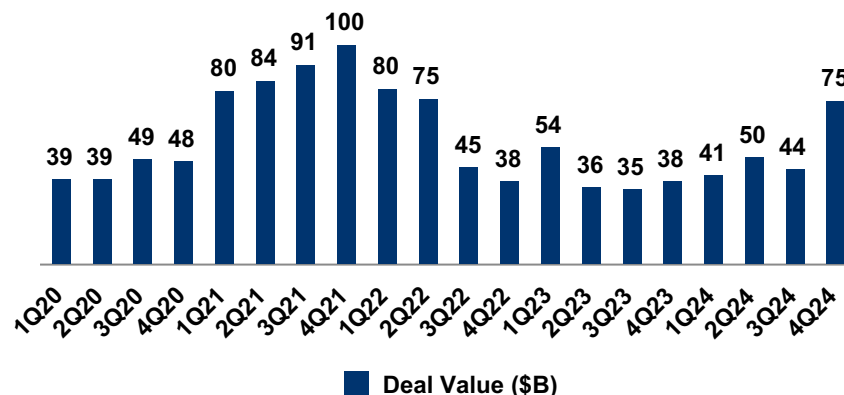
Total client funds (Avg)



Loans



US VC investment ⁽¹⁾



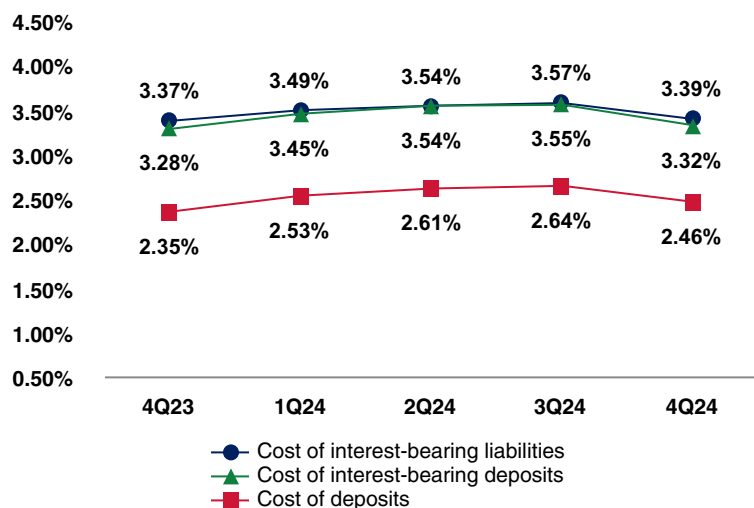
(1) US VC investment data is sourced using PitchBook Data, Inc. and subject to prior period revisions.

Funding Mix

(\$ in millions)

	Period End Balances										Increase (decrease)	
	4Q24		3Q24		2Q24		1Q24		4Q23		4Q24 vs. 3Q24	4Q24 vs. 4Q23
Total deposits	\$ 155,229	80.7 %	\$ 151,574	80.3 %	\$ 151,079	80.1 %	\$ 149,609	79.9 %	\$ 145,854	79.5 %	\$ 3,655	\$ 9,375
Securities sold under customer repurchase agreements	367	0.2	391	0.2	386	0.2	395	0.2	485	0.3	(24)	(118)
Purchase money note	35,816	18.6	35,803	19.0	35,790	19.0	35,858	19.2	35,846	19.5	13	(30)
FHLB borrowings	—	—	—	—	—	—	—	—	—	—	—	—
Subordinated debt	795	0.4	901	0.5	900	0.5	903	0.5	938	0.5	(106)	(143)
Senior unsecured borrowings	58	—	59	—	374	0.2	375	0.2	377	0.2	(1)	(319)
Other borrowings	15	—	7	—	8	—	9	—	8	—	8	7
Total deposits and borrowed funds	\$ 192,280	100 %	\$ 188,735	100 %	\$ 188,537	100 %	\$ 187,149	100 %	\$ 183,508	100 %	\$ 3,545	\$ 8,772

Cost of funds



Highlights

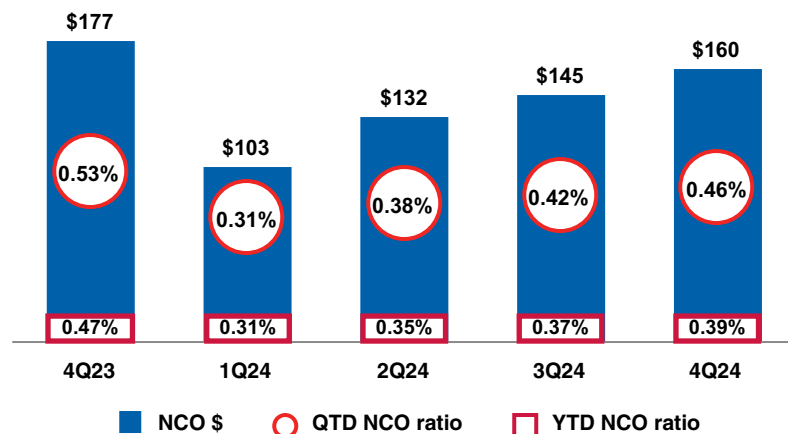
4Q24 vs 3Q24

- Funding mix remained stable with approximately 80% of our funding provided by our deposit base.
- Cost of deposits decreased by 18 basis points and cost of interest-bearing deposits decreased by 23 basis points from the impact of Fed rate cuts in the last four months of 2024.

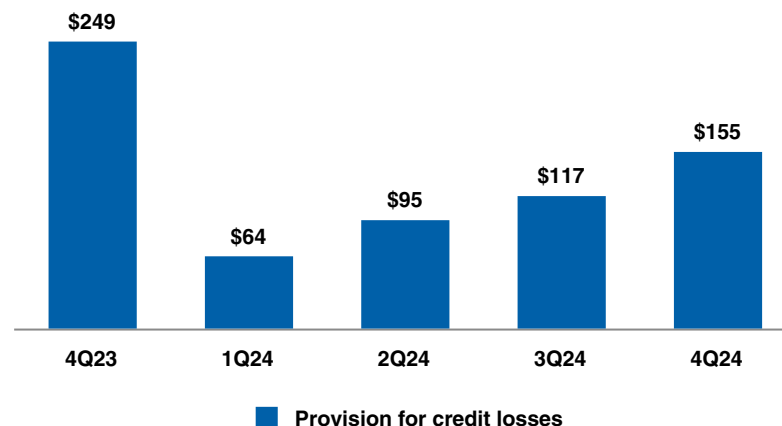
Credit Quality Trends and Allowance

(\$ in millions)

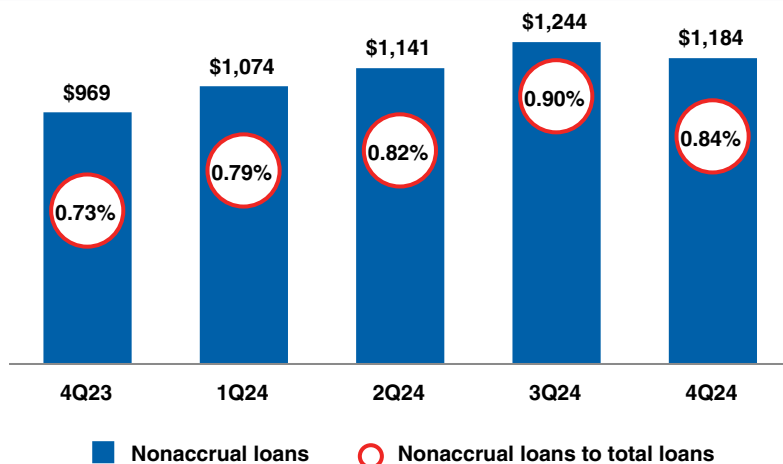
Net charge-offs & NCO ratio



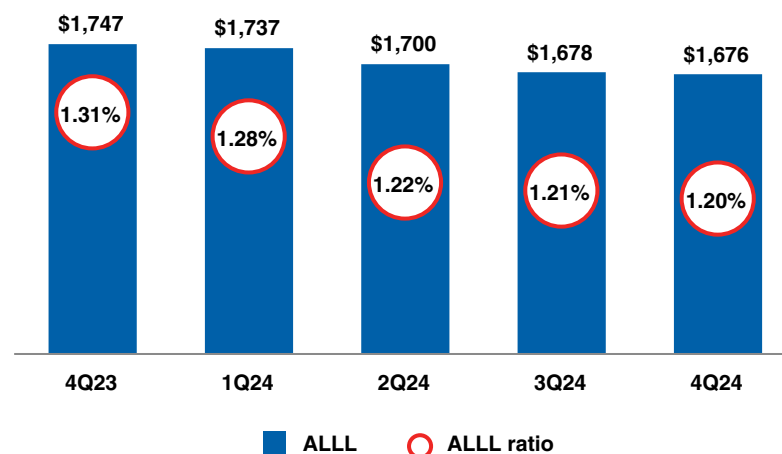
Provision for credit losses



Nonaccrual loans / total loans & leases

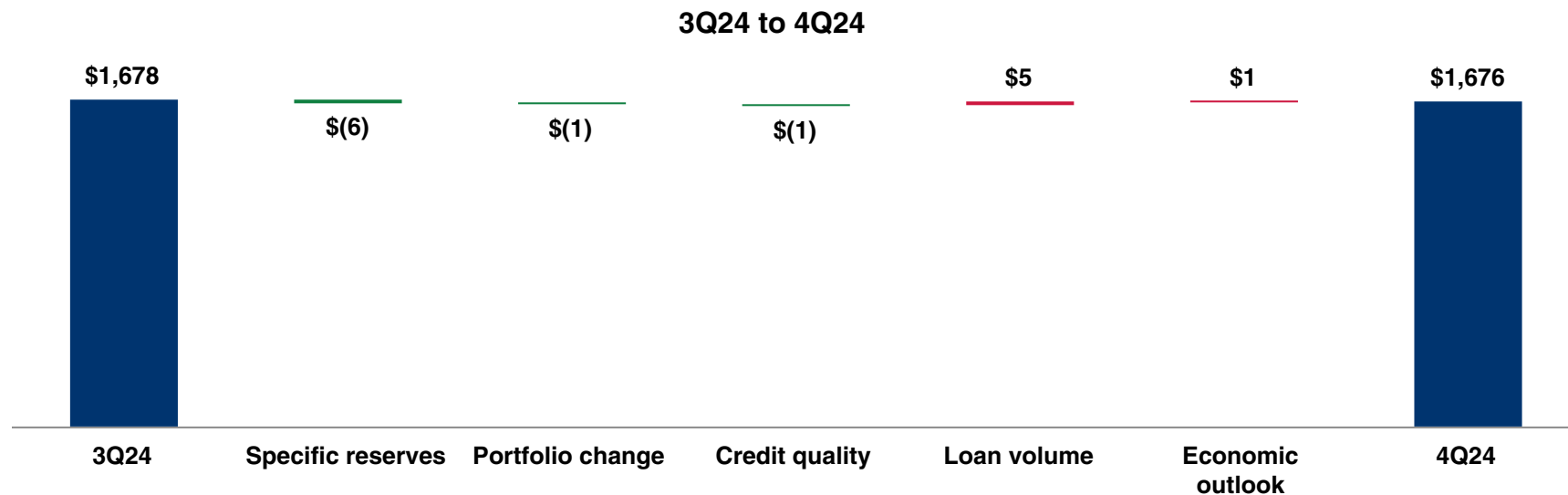


Allowance & ALLL ratio

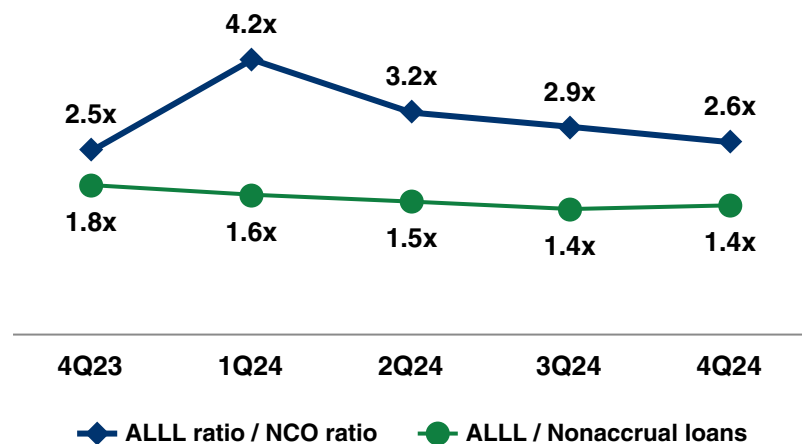


Allowance for loan and lease losses

(\$ in millions)



ALLL Coverage



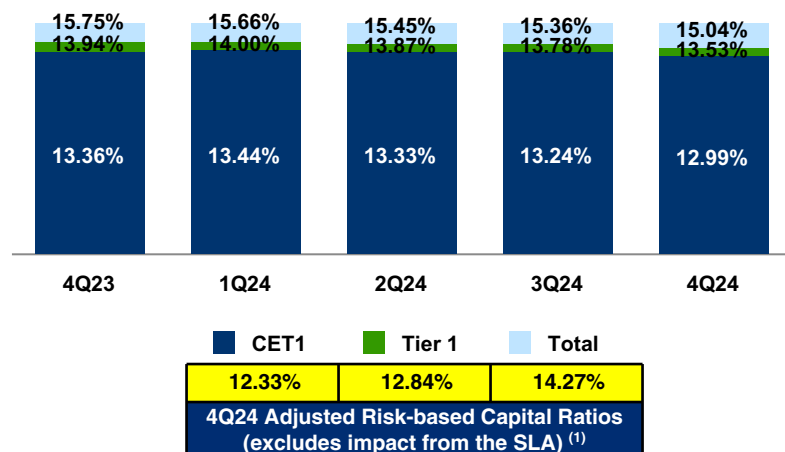
Highlights

4Q24 vs 3Q24

- **ALLL decreased \$2 million** compared to the linked quarter reflecting lower specific reserves as loans that were previously reserved for were charged off in the quarter, partially offset by growth in higher credit quality loan portfolios.
- The ALLL covered annualized net charge-offs **2.6 times** and provided **1.4 times** coverage of nonaccrual loans.

Capital

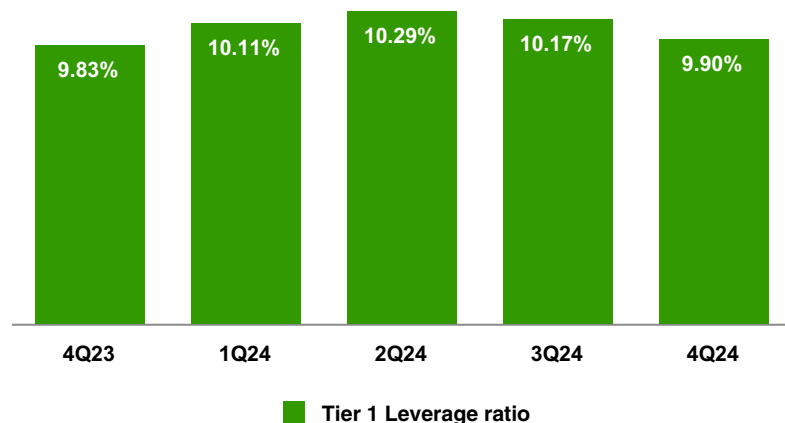
Risk-based capital ratios



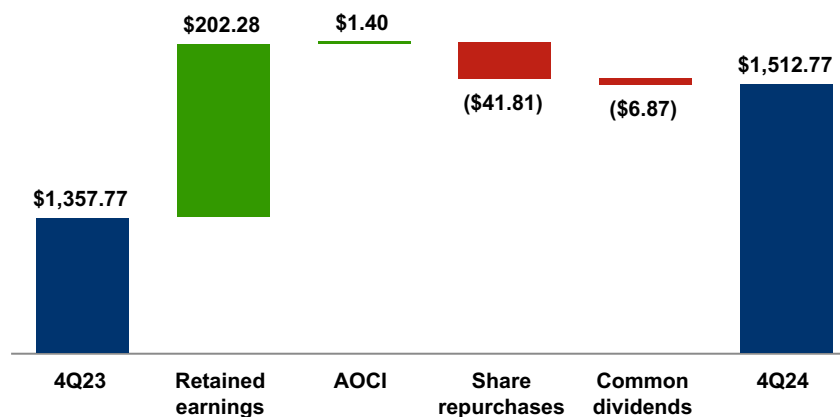
Capital ratio rollforward

	Risk-Based Capital			Tier 1 Leverage
	Total	Tier 1	CET1	
December 31, 2023	15.75%	13.94%	13.36%	9.83%
Net income	1.70%	1.70%	1.70%	1.23%
Change in risk-weighted/average assets	-0.48%	-0.43%	-0.41%	-0.34%
Shared loss agreement coverage runoff	-0.73%	-0.65%	-0.63%	0.00%
Share repurchases	-1.02%	-1.02%	-1.02%	-0.76%
Tier 2 Instrument Call/Phase Outs	-0.12%	0.00%	0.00%	0.00%
Common dividends	-0.06%	-0.06%	-0.06%	-0.04%
Preferred dividends	-0.04%	-0.04%	-0.04%	-0.03%
Other	0.04%	0.09%	0.09%	0.01%
December 31, 2024	15.04%	13.53%	12.99%	9.90%
Change since December 31, 2023	-0.71%	-0.41%	-0.37%	0.07%

Tier 1 Leverage ratio



Tangible book value per share (1)



Note – The above capital ratios represent BancShares ratios and are preliminary pending completion of quarterly regulatory filings.

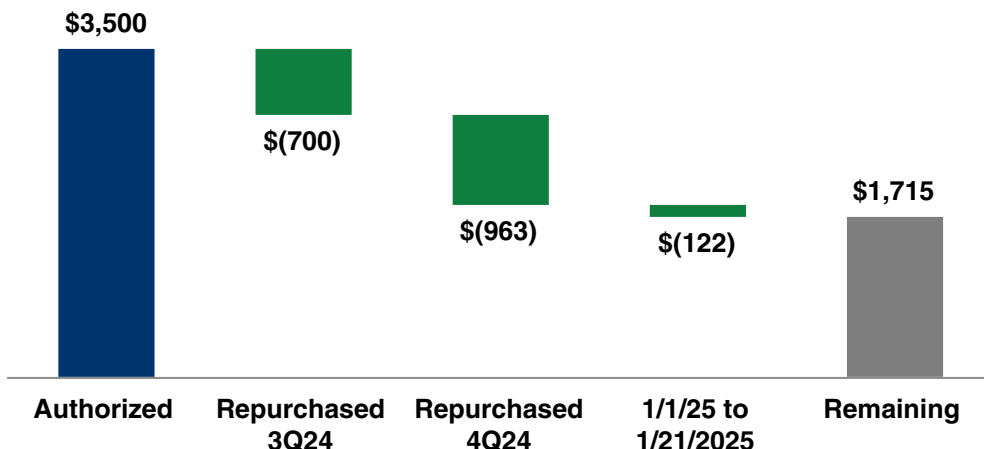
(1) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.

Share Repurchase Plan Update

In July 2024, we announced a plan to repurchase up to \$3.5 billion of Class A common shares.

We have completed 51% of the repurchase plan through 1/21/25

(\$ in millions)



Highlights

- We have repurchased 6.44% of Class A common shares and 6.00% of total common shares as of January 21, 2025.
- 3Q24 included two months of repurchase activity as we commenced the buyback program following board approval in late July.

Repurchase Summary (through 1/21/25)				
Period	Shares	Average Price	Total Cost (\$ in millions)	Repurchase Completed
3Q24	353,058	\$ 1,982.62	\$ 700.0	20 %
4Q24	461,583	2,086.27	963.0	28
1/1/25 to 1/21/2025	56,970	2,134.84	121.6	3
Total	871,611	\$ 2,047.46	\$ 1,784.6	51 %



Financial Outlook

Section III

Key Earnings Estimate Assumptions

Metric	4Q24	1Q25 - Projected	FY25 - Projected
Loans and leases - EOP	\$140.2 billion	\$140 billion - \$142 billion	\$144 billion - \$147 billion
Deposits - EOP	\$155.2 billion	\$154 billion - \$157 billion	\$162 billion - \$167 billion
Interest rates		Zero to one 25 bps cuts in 1Q25	Zero to four 25 bps cuts in 2025; Fed funds ending between 3.25 - 4.50 %
Net interest income	\$1.7 billion	\$1.65 billion - \$1.75 billion	\$6.6 billion - \$7.0 billion
Net charge-off ratio (annualized where applicable)	46 bps	40 - 50 bps	35 - 45 bps
Adjusted noninterest income	\$516 million ⁽¹⁾	\$475 million - \$500 million	\$1.95 billion - \$2.05 billion
Adjusted noninterest expense	\$1.27 billion ⁽¹⁾	\$1.27 billion - \$1.30 billion	\$5.05 billion - \$5.20 billion
Effective tax rate	NM	25.0% - 26.0%	25.0% - 26.0%

(1) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.



Note - Management does not provide a reconciliation for forward-looking non-GAAP financial measures where it is unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the inherent difficulty of forecasting the occurrence and the financial impact of various items that have not yet occurred, are out of BancShares' control, or cannot be reasonably predicted. For the same reasons, management is unable to address the probable significance of the unavailable information. Forward-looking non-GAAP financial measures provided without the most directly comparable GAAP financial measures may vary materially from the corresponding GAAP financial measures.



Appendix

Section IV

BancShares Balance Sheets (unaudited)

(\$ in millions)

	Dec 31, 2024	Sep 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023
ASSETS					
Cash and due from banks	\$ 814	\$ 862	\$ 764	\$ 698	\$ 908
Interest-earning deposits at banks	21,364	25,640	25,361	30,792	33,609
Securities purchased under agreements to resell	158	455	392	394	473
Investment in marketable equity securities	101	82	78	79	84
Investment securities available for sale	33,750	28,190	27,053	24,915	19,936
Investment securities held to maturity	10,239	10,391	10,535	10,050	9,979
Assets held for sale	85	68	92	86	76
Loans and leases	140,221	138,695	139,341	135,370	133,302
Allowance for loan and lease losses	(1,676)	(1,678)	(1,700)	(1,737)	(1,747)
Loans and leases, net of allowance for loan and lease losses	138,545	137,017	137,641	133,633	131,555
Operating lease equipment, net	9,323	9,186	8,945	8,811	8,746
Premises and equipment, net	2,006	1,974	1,938	1,906	1,877
Goodwill	346	346	346	346	346
Other intangible assets, net	249	265	280	295	312
Other assets	6,740	6,091	6,402	5,831	5,857
Total assets	\$ 223,720	\$ 220,567	\$ 219,827	\$ 217,836	\$ 213,758
LIABILITIES					
Deposits:					
Noninterest-bearing	\$ 38,633	\$ 39,396	\$ 40,016	\$ 39,276	\$ 39,799
Interest-bearing	116,596	112,178	111,063	110,333	106,055
Total deposits	155,229	151,574	151,079	149,609	145,854
Credit balances of factoring clients	1,016	1,250	1,175	1,152	1,089
Short-term borrowings	367	391	386	395	485
Long-term borrowings	36,684	36,770	37,072	37,145	37,169
Total borrowings	37,051	37,161	37,458	37,540	37,654
Other liabilities	8,196	7,754	7,628	7,687	7,906
Total liabilities	201,492	197,739	197,340	195,988	192,503
STOCKHOLDERS' EQUITY					
Preferred stock	881	881	881	881	881
Common stock	14	14	15	15	15
Additional paid in capital	2,417	3,389	4,099	4,099	4,108
Retained earnings	19,361	18,703	18,102	17,435	16,742
Accumulated other comprehensive loss	(445)	(159)	(610)	(582)	(491)
Total stockholders' equity	22,228	22,828	22,487	21,848	21,255
Total liabilities and stockholders' equity	\$ 223,720	\$ 220,567	\$ 219,827	\$ 217,836	\$ 213,758

BancShares Income Statements (unaudited)

(\$ in millions)

	4Q24	3Q24	2Q24	1Q24	4Q23
INTEREST INCOME					
Interest and fees on loans	\$ 2,322	\$ 2,430	\$ 2,422	\$ 2,354	\$ 2,391
Interest on investment securities	377	358	330	282	241
Interest on deposits at banks	302	350	378	448	485
Total interest income	3,001	3,138	3,130	3,084	3,117
INTEREST EXPENSE					
Deposits	957	1,004	975	928	865
Borrowings	335	338	334	339	341
Total interest expense	1,292	1,342	1,309	1,267	1,206
Net interest income	1,709	1,796	1,821	1,817	1,911
Provision for credit losses	155	117	95	64	249
Net interest income after provision for credit losses	1,554	1,679	1,726	1,753	1,662
NONINTEREST INCOME					
Rental income on operating lease equipment	272	262	259	255	252
Lending-related fees	68	67	63	59	67
Deposit fees and service charges	58	57	57	58	55
Client investment fees	54	55	54	50	51
Wealth management services	54	54	52	51	48
International fees	33	29	29	28	29
Factoring commissions	20	19	19	17	22
Cardholder services, net	41	42	40	40	36
Merchant services, net	13	12	12	12	12
Insurance commissions	13	14	13	15	14
Realized gain on sale of investment securities, net	2	4	—	—	—
Fair value adjustment on marketable equity securities, net	10	9	(2)	(4)	9
Gain on sale of leasing equipment, net	11	5	4	10	2
Gain on acquisition	—	—	—	—	(83)
Loss on extinguishment of debt	—	—	—	(2)	—
Other noninterest income	50	21	39	38	29
Total noninterest income	699	650	639	627	543
NONINTEREST EXPENSE					
Depreciation on operating lease equipment	101	99	98	96	96
Maintenance and other operating lease expenses	55	59	60	45	59
Personnel cost	801	788	745	744	714
Net occupancy expense	60	62	58	62	65
Equipment expense	136	128	126	114	114
Professional fees	30	42	24	25	28
Third-party processing fees	57	55	58	60	66
FDIC insurance expense	33	31	33	41	82
Marketing expense	24	20	18	14	24
Acquisition-related expenses	62	46	44	58	116
Intangible asset amortization	16	15	15	17	17
Other noninterest expense	142	111	107	100	111
Total noninterest expense	1,517	1,456	1,386	1,376	1,492
Income before income taxes	736	873	979	1,004	713
Income tax expense	36	234	272	273	199
Net income	\$ 700	\$ 639	\$ 707	\$ 731	\$ 514
Preferred stock dividends	\$ 15	\$ 15	\$ 16	\$ 15	\$ 15
Net income available to common stockholders	\$ 685	\$ 624	\$ 691	\$ 716	\$ 499

Noninterest income

(\$ in millions)

						4Q24 Change vs 3Q24	
	4Q24	3Q24	2Q24	1Q24	4Q23	\$	%
Rental income on operating lease equipment	\$ 272	\$ 262	\$ 259	\$ 255	\$ 252	\$ 10	4.2 %
Lending-related fees	68	67	63	59	67	1	—
Deposit fees and service charges	58	57	57	58	55	1	2.2
Client investment fees	54	55	54	50	51	(1)	0.1
Wealth management services	54	54	52	51	48	—	(0.3)
International fees	33	29	29	28	29	4	13.1
Factoring commissions	20	19	19	17	22	1	8.7
Cardholder services, net	41	42	40	40	36	(1)	(3.1)
Merchant services, net	13	12	12	12	12	1	14.8
Insurance commissions	13	14	13	15	14	(1)	(6.0)
Realized gain on sale of investment securities, net	2	4	—	—	—	(2)	(70.0)
Fair value adjustment on marketable equity securities, net	10	9	(2)	(4)	9	1	11.6
Gain on sale of leasing equipment, net	11	5	4	10	2	6	144.2
Gain on acquisition	—	—	—	—	(83)	—	—
Loss on extinguishment of debt	—	—	—	(2)	—	—	—
Other noninterest income	50	21	39	38	29	29	130.7
Total noninterest income - GAAP	\$ 699	\$ 650	\$ 639	\$ 627	\$ 543	\$ 49	7.7 %
Rental income on operating lease equipment ⁽¹⁾	\$ (152)	\$ (158)	\$ (158)	\$ (141)	\$ (155)	\$ 6	3.8 %
Realized gain on sale of investment securities, net	(2)	(4)	—	—	—	2	70.0
Fair value adjustment on marketable equity securities, net	(10)	(9)	2	4	(9)	(1)	(11.6)
Gain on sale of leasing equipment, net	(11)	(5)	(4)	(10)	(2)	(6)	(144.2)
Gain on acquisition	—	—	—	—	83	—	—
Loss on extinguishment of debt	—	—	—	2	—	—	—
Other noninterest income	(8)	—	—	(4)	(5)	(8)	—
Total notable items	\$ (183)	\$ (176)	\$ (160)	\$ (149)	\$ (88)	\$ (7)	(4.0)%
Rental income on operating lease equipment	\$ 120	\$ 104	\$ 101	\$ 114	\$ 97	\$ 16	15.7 %
Lending-related fees	68	67	63	59	67	1	—
Deposit fees and service charges	58	57	57	58	55	1	2.2
Client investment fees	54	55	54	50	51	(1)	0.1
Wealth management services	54	54	52	51	48	—	(0.3)
International fees	33	29	29	28	29	4	13.1
Factoring commissions	20	19	19	17	22	1	8.7
Cardholder services, net	41	42	40	40	36	(1)	(3.1)
Merchant services, net	13	12	12	12	12	1	14.8
Insurance commissions	13	14	13	15	14	(1)	(6.0)
Other noninterest income	42	21	39	34	24	21	95.0
Total noninterest income - adjusted (Non-GAAP) ⁽²⁾	\$ 516	\$ 474	\$ 479	\$ 478	\$ 455	\$ 42	9.0 %



(1) Depreciation on operating lease equipment includes impairment of \$4 million on rail assets in 4Q24. The \$4 million impairment is a notable item and is excluded from adjusted rental income on operating lease equipment. See Section V entitled Non-GAAP Reconciliations.

(2) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.

Noninterest expense

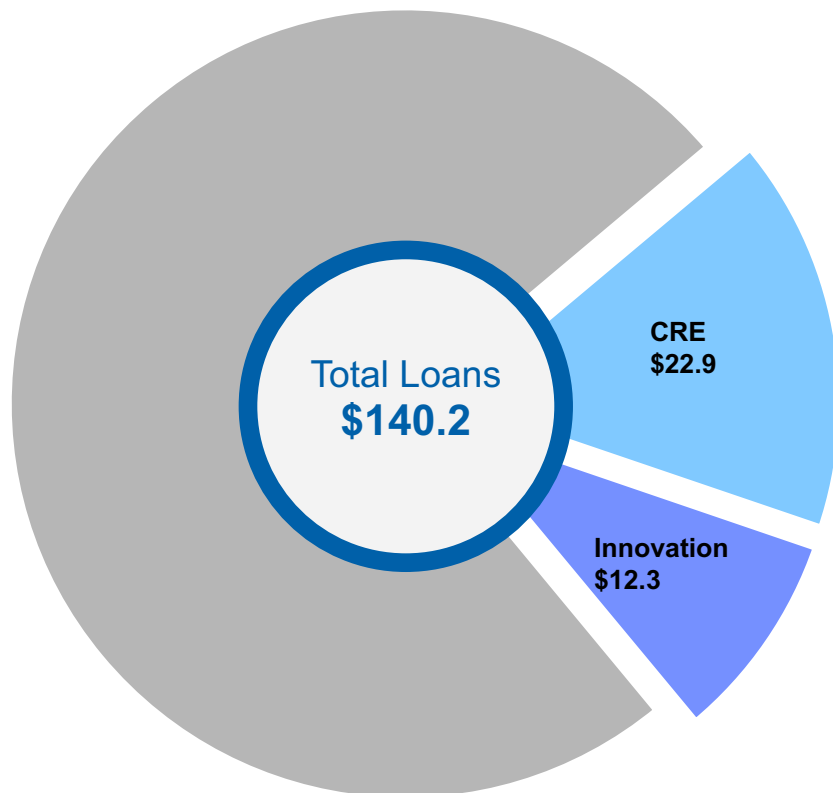
(\$ in millions)

						4Q24 Change vs	
						3Q24	
	4Q24	3Q24	2Q24	1Q24	4Q23	\$	%
Depreciation on operating lease equipment	\$ 101	\$ 99	\$ 98	\$ 96	\$ 96	\$ 2	3.3 %
Maintenance and other operating lease expenses	55	59	60	45	59	(4)	(7.7)
Personnel cost	801	788	745	744	714	13	1.7
Net occupancy expense	60	62	58	62	65	(2)	(2.9)
Equipment expense	136	128	126	114	114	8	6.4
Professional fees	30	42	24	25	28	(12)	(28.1)
Third-party processing fees	57	55	58	60	66	2	5.0
FDIC insurance expense	33	31	33	41	82	2	2.9
Marketing expense	24	20	18	14	24	4	20.3
Acquisition-related expenses	62	46	44	58	116	16	36.7
Intangible asset amortization	16	15	15	17	17	1	0.9
Other noninterest expense	142	111	107	100	111	31	28.1
Total noninterest expense - GAAP	\$ 1,517	\$ 1,456	\$ 1,386	\$ 1,376	\$ 1,492	\$ 61	4.3 %
Depreciation on operating lease equipment	\$ (101)	\$ (99)	\$ (98)	\$ (96)	\$ (96)	\$ (2)	(3.3)%
Maintenance and other operating lease expenses	(55)	(59)	(60)	(45)	(59)	4	7.7
Professional fees	—	—	(1)	(3)	(5)	—	—
FDIC insurance expense	—	—	(2)	(9)	(64)	—	—
Acquisition-related expenses	(62)	(46)	(44)	(58)	(116)	(16)	(36.7)
Intangible asset amortization	(16)	(15)	(15)	(17)	(17)	(1)	(0.9)
Other noninterest expense	(15)	(8)	2	6	—	(7)	87.5
Total notable items	\$ (249)	\$ (227)	\$ (218)	\$ (222)	\$ (357)	\$ (22)	(9.7)%
Personnel cost	\$ 801	\$ 788	\$ 745	\$ 744	\$ 714	\$ 13	1.7 %
Net occupancy expense	60	62	58	62	65	(2)	(2.9)
Equipment expense	136	128	126	114	114	8	6.4
Professional fees	30	42	23	22	23	(12)	(28.8)
Third-party processing fees	57	55	58	60	66	2	5.0
FDIC insurance expense	33	31	31	32	18	2	2.9
Marketing expense	24	20	18	14	24	4	20.3
Other noninterest expense	127	103	109	106	111	24	22.7
Total nontinterest expense - adjusted (Non-GAAP) ⁽¹⁾	\$ 1,268	\$ 1,229	\$ 1,168	\$ 1,154	\$ 1,135	\$ 39	3.1 %

Loan Portfolios in Focus

(\$ in billions, as of December 31, 2024)

Total Loans



CRE Portfolio Composition

	Balance	% of total loans
Multi-Family	\$ 5.7	4.1 %
Medical Office	3.7	2.6
General Office	2.5	1.8
<i>Legacy-CIT Portfolio</i>	0.9	0.6
<i>Other</i>	1.6	1.1
Industrial/Warehouse	3.6	2.6
Retail	2.0	1.4
Hotel/Motel	0.9	0.6
Other	4.5	3.2
Total	\$ 22.9	16.3 %

Innovation Portfolio Composition

	Balance	% of total loans
Innovation C&I and cash flow dependent	\$ 9.1	6.5 %
Investor dependent - growth stage	2.2	1.6
Investor dependent - early stage	1.0	0.7
Total	\$ 12.3	8.8 %

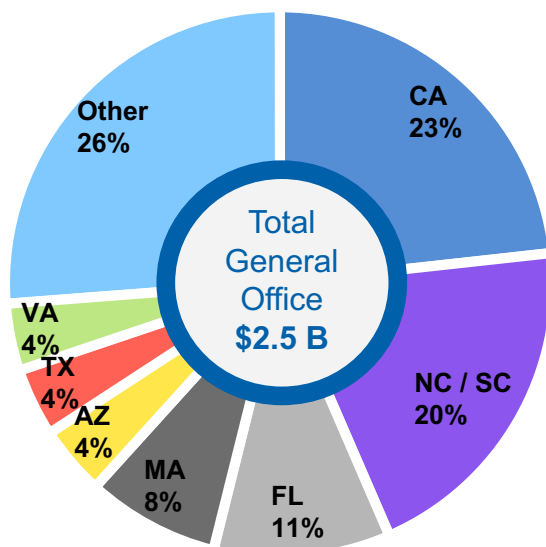


Note – The definition of CRE in these tables is aligned with supervisory guidance on commercial real estate and includes the following: construction loans (1.a.1 and 1.a.2), loans where the primary repayment is from 3rd party rental income (1.d and 1.e.2), and loans not secured by real estate but for the purpose of real estate (4.a, 8, and 9). Totals may not foot due to rounding.

General Office CRE Portfolio

(as of December 31, 2024)

Geographic Diversification



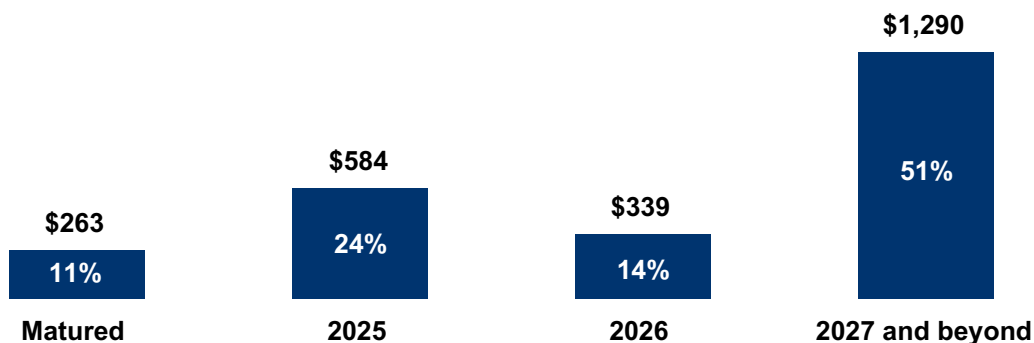
Top 5 MSAs (\$ in millions)	
Los Angeles	\$ 411
Boston	\$ 196
Charlotte	\$ 112
Phoenix	\$ 102
Raleigh	\$ 95
Percent of total loans	0.7 %

General Office Portfolio Metrics

% of total loans	1.8 %
% of CRE loans	10.8 %
Average loan amount	\$2 MM
NCO ratio (YTD)	3.95 %
Delinquencies/Loans	10.92 %
NPLs/Loans	12.10 %
Criticized loans/Loans	21.96 %
ALLL ratio ⁽¹⁾	4.59 %

Loan Maturity Schedule

(\$ in millions)



(1) There are approximately \$0.9 billion of general office loans in the Legacy-CIT Commercial Bank portfolio which has experienced recent portfolio stress. The ALLL ratio on this portfolio totaled 9.88%.

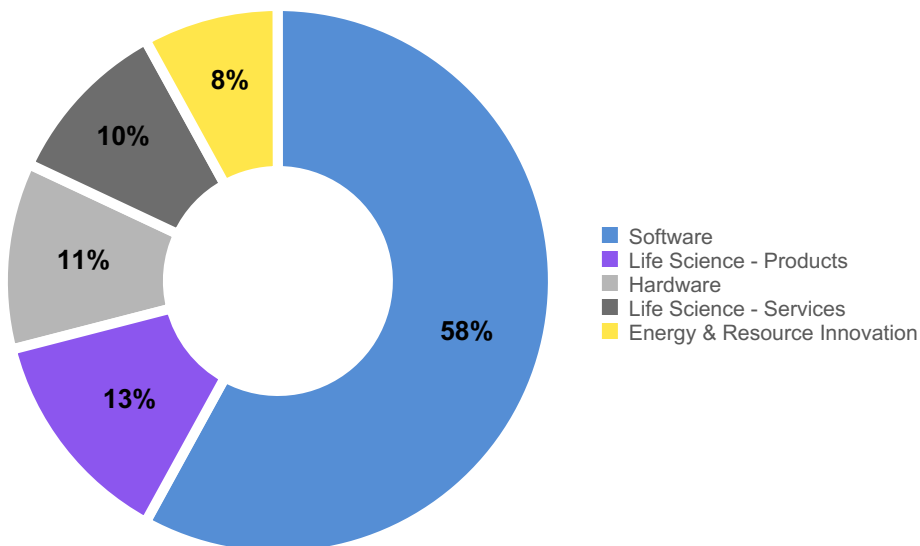
SVB Investor Dependent Portfolio

(as of December 31, 2024)

Portfolio Characteristics

- **Early Stage** - Loans to development-stage innovation companies with \$0-5 million in revenues.
- **Growth Stage** - Loans to mid and later-stage innovation companies with over \$5 million in revenues.
- Continued pressure in public and private markets could negatively impact borrowers' ability to raise funds and execute an exit strategy, leading to elevated net charge-offs.
- Large loan sizes in the Growth Stage portfolio may contribute to lumpiness in quarterly net charge-offs and credit metrics.

Client Industry Concentration



(1) Average and median loan size presented in this table exclude credit cards balances.

Portfolio Metrics

	Early Stage	Growth Stage
Loan balance	\$1.0 B	\$2.2 B
% of Innovation loans	8.1 %	17.9 %
% of ID loans	31.2 %	68.8 %
Avg. loan size ⁽¹⁾	\$1.1 MM	\$3.7 MM
Median loan size ⁽¹⁾	\$250 K	\$805 K
NCO ratio (YTD)	9.73 %	1.50 %
NPLs/Loans	4.19 %	2.07 %
Criticized loans/Loans	30.61 %	18.54 %
ALLL ratio	8.71 %	4.91 %

Estimated Liquidity Available for Uninsured Deposits

(\$ in millions)

		December 31, 2024	September 30, 2024	December 31, 2023
Liquid assets:				
Available cash		\$ 20,545	\$ 24,705	\$ 32,693
High quality liquid securities		38,794	33,654	24,591
Total liquid assets	(a)	\$ 59,339	\$ 58,359	\$ 57,284
Contingent liquidity:				
FDIC credit facility ⁽¹⁾		\$ 5,291	\$ 8,126	\$ 15,107
FHLB facility		16,423	15,795	13,622
FRB facility		5,475	5,621	5,115
Line of credit		100	100	100
Total contingent sources	(b)	\$ 27,289	\$ 29,642	\$ 33,944
Total liquidity	(a + b)	\$ 86,628	\$ 88,001	\$ 91,228
Total uninsured deposits	(c)	\$ 59,510	\$ 58,592	\$ 54,155
Coverage ratio of liquidity to uninsured deposits	(a + b) / c	146 %	150 %	168 %
Coverage ratio of liquidity to uninsured deposits (FDIC max)	(a + b) / c ⁽²⁾	254 %	256 %	270 %



(1) The FDIC credit facility shown for 4Q24, 3Q24 and 4Q23 includes immediately available capacity and is based on the amount of collateral currently pledged at quarter end for each respective period.

(2) The FDIC credit facility has a maximum capacity of \$70 billion which may be used for liquidity coverage ratios. The maximum is the amount of contingent liquidity available should additional collateral be pledged to secure the facility.

Debt Securities Overview

(\$ in millions, period end balances)

	4Q24 ⁽¹⁾				
	<u>Carrying value</u> ⁽²⁾	<u>% of Portfolio</u>	<u>Yield</u> ⁽³⁾	<u>Duration in years</u>	
AFS Portfolio					
U.S. Treasury	\$ 13,903	32 %	4.25 %	1.2	
Government agency	77	—	4.55	0.3	
Commercial mortgage-backed securities	3,666	8	4.13	2.3	
Residential mortgage-backed securities	15,620	36	4.02	3.5	
Corporate bonds	467	1	6.40	0.8	
Municipal bonds	17	—	7.50	0.1	
Total AFS portfolio	\$ 33,750	77 %	4.17 %	2.4	
HTM portfolio					
U.S. Treasury	\$ 483	1 %	1.37 %	2.3	
Government agency	1,489	3	1.53	2.7	
Commercial mortgage-backed securities	3,407	8	2.36	3.1	
Residential mortgage-backed securities	4,558	10	2.41	6.1	
Other investments	302	1	1.56	4.0	
Total HTM portfolio	\$ 10,239	23 %	2.19 %	4.4	
Grand total	\$ 43,989	100 %	3.66 %	2.8	



- (1) Includes the debt securities portfolio; excludes marketable equity securities.
 (2) Carrying value represents fair value for AFS and amortized cost for HTM portfolios.
 (3) Yield represents actual accounting yield recognized during the quarter.

Average Balances and Yields

(\$ in millions)

	4Q24			3Q24			4Q23			3Q24			4Q23			Change vs.
	Avg. Balance	Income / Expense	Yield / Rate	Avg. Balance	Income / Expense	Yield / Rate	Avg. Balance	Income / Expense	Yield / Rate	Avg. Balance	Income / Expense	Yield / Rate	Avg. Balance	Income / Expense	Yield / Rate	
Loans and leases ⁽¹⁾	\$138,186	\$ 2,322	6.69 %	\$137,602	\$ 2,430	7.03 %	\$131,594	\$ 2,391	7.21 %	\$ 584	\$ (108)	(0.34)%	\$ 6,592	\$ (69)	(0.52)%	
Investment securities	40,779	374	3.66	38,189	354	3.70	28,722	239	3.30	2,590	20	(0.04)	12,057	135	0.36	
Securities purchased under agreements to resell	266	3	4.67	241	4	5.34	225	2	5.36	25	(1)	(0.67)	41	1	(0.69)	
Interest-earning deposits at banks	25,548	302	4.70	26,167	350	5.33	35,712	485	5.39	(619)	(48)	(0.63)	(10,164)	(183)	(0.69)	
Total interest-earning assets ⁽¹⁾	\$204,779	\$ 3,001	5.83 %	\$202,199	\$ 3,138	6.18 %	\$196,253	\$ 3,117	6.30 %	\$ 2,580	\$ (137)	-0.35 %	\$ 8,526	\$ (116)	-0.47 %	
Interest-bearing deposits	\$114,565	\$ 957	3.32 %	\$112,446	\$ 1,004	3.55 %	\$104,717	\$ 865	3.28 %	\$ 2,119	\$ (47)	(0.23)%	\$ 9,848	\$ 92	0.04 %	
Securities sold under customer repurchase agreements	370	1	0.57	384	—	0.55	455	1	0.44	(14)	1	0.02	(85)	—	0.13	
Long-term borrowings	36,722	334	3.64	37,064	338	3.64	37,260	340	3.65	(342)	(4)	—	(538)	(6)	(0.01)	
Total borrowings	\$ 37,092	\$ 335	3.61 %	\$ 37,448	\$ 338	3.61 %	\$ 37,715	\$ 341	3.61 %	\$ (356)	\$ (3)	— %	\$ (623)	\$ (6)	— %	
Total interest-bearing liabilities	\$151,657	\$ 1,292	3.39 %	\$149,894	\$ 1,342	3.57 %	\$142,432	\$ 1,206	3.37 %	\$ 1,763	\$ (50)	-0.18 %	\$ 9,225	\$ 86	0.02 %	
Net interest income		\$ 1,709			\$ 1,796			\$ 1,911			\$ (87)			\$ (202)		
Net interest spread ⁽¹⁾			2.44 %			2.61 %			2.93 %			(0.17)%			(0.49)%	
Net interest margin ⁽¹⁾			3.32 %			3.53 %			3.86 %			(0.21)%			(0.54)%	



(1) The balance and rate presented is calculated net of average credit balances and deposits of factoring clients.

Note: Certain items above do not precisely recalculate as presented due to rounding.

Commercial Bank Segment

(\$ in millions)

Income Statement	Increase (decrease)							
				4Q24 vs. 3Q24		4Q24 vs. 4Q23		
	4Q24	3Q24	4Q23	\$	%	\$	%	
Net interest income	\$ 277	\$ 274	\$ 271	\$ 3	0.9 %	\$ 6	1.9 %	
Rental income on operating lease equipment	55	57	57	(2)	(2.3)	(2)	(3.1)	
Less: depreciation on operating lease equipment	44	47	47	(3)	(3.3)	(3)	(3.1)	
Adjusted rental income on operating lease equipment ⁽¹⁾	11	10	10	1	2.4	1	(3.0)	
All other noninterest income	87	76	83	11	15.8	4	8.4	
Total noninterest income	98	86	93	12	14.2	5	7.0	
Net revenue	375	360	364	15	4.1	11	3.2	
Noninterest expense	191	180	162	11	6.1	29	18.3	
Pre-provision net revenue ⁽¹⁾	184	180	202	4	2.0	(18)	(9.0)	
Provision for credit losses	79	29	164	50	174.9	(85)	(51.5)	
Income before income taxes	105	151	38	(46)	(31.0)	67	172.0	
Income tax expense	20	41	14	(21)	(52.6)	6	37.9	
Net income	\$ 85	\$ 110	\$ 24	\$ (25)	(22.9)%	\$ 61	250.5 %	
Period end Balances ⁽²⁾								
Loans and leases	\$ 33,197	\$ 32,689	\$ 30,936	\$ 508	6.2 %	\$ 2,261	7.3 %	
Deposits	3,283	2,754	3,228	529	76.5	55	1.7	
Other Key Metrics								
Factoring volume	\$ 6,124	\$ 6,094	\$ 6,169	\$ 30	0.5 %	\$ (45)	(0.7)%	

Highlights

- The Commercial Bank segment achieved strong loan growth during the quarter, 6.2% annualized over the linked quarter, largely driven by strong origination volume in our industry verticals.
- Factoring volume totaled \$6.1 billion, relatively in line with the linked quarter and the prior year quarter.
- Segment revenue increased \$15 million compared to the linked quarter, primarily driven by higher noninterest income.



(1) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.

(2) Linked quarter loan and deposit growth percentages are annualized using end of period balances.

General Bank Segment

(\$ in millions)

Income Statement	Increase (decrease)							
				4Q24 vs. 3Q24		4Q24 vs. 4Q23		
	4Q24	3Q24	4Q23	\$	%	\$	%	
Net interest income	\$ 783	\$ 768	\$ 691	\$ 15	2.1 %	\$ 92	13.3 %	
Noninterest income	166	149	138	17	11.9	28	21.0	
Net revenue	949	917	829	32	3.6	120	14.6	
Noninterest expense	497	517	490	(20)	(3.7)	7	1.6	
Pre-provision net revenue ⁽¹⁾	452	400	339	52	13.1	113	33.4	
Provision for credit losses	32	38	37	(6)	(16.3)	(5)	(14.5)	
Income before income taxes	420	362	302	58	16.2	118	39.3	
Income tax expense	92	99	97	(7)	(7.3)	(5)	(5.8)	
Net income	\$ 328	\$ 263	\$ 205	\$ 65	25.1 %	\$ 123	60.8 %	
Period end Balances ⁽²⁾								
Loans and leases	\$ 66,768	\$ 66,092	\$ 62,832	\$ 676	4.1 %	\$ 3,936	6.3 %	
Deposits	73,062	72,169	68,729	893	4.9	4,333	6.3	
Other Key Metrics								
Number of branches	539	540	551	(1)	(0.2)%	(12)	(2.2)%	
Wealth management assets under management (\$B)	\$ 55.5	\$ 53.6	\$ 49.3	\$ 1.9	3.5	\$ 6.2	12.6	
Card volume	4,561	4,362	4,138	199	4.6	423	10.2	
Merchant volume	1,759	1,769	1,685	(10)	(0.6)	74	4.4	

Highlights

- The General Bank segment achieved strong loan growth during the quarter, 4.1% annualized over the linked quarter, driven primarily by business and commercial loan production in the Branch Network.
- Deposits increased \$893 million compared to the linked quarter driven by growth in the Branch Network.
- Segment net revenue increased \$32 million compared to the linked quarter as net interest income increased \$15 million and noninterest income increased by \$17 million. Noninterest expense decreased by \$20 million compared to the linked quarter.

SVB Commercial Segment

(\$ in millions)

Income Statement	Increase (decrease)							
				4Q24 vs. 3Q24		4Q24 vs. 4Q23		
	4Q24	3Q24	4Q23	\$	%	\$	%	
Net interest income	\$ 568	\$ 583	\$ 519	\$ (15)	(2.6)%	\$ 49	9.4 %	
Noninterest income	150	139	135	11	7.6	15	11.5	
Net revenue	718	722	654	(4)	(0.7)	64	9.9	
Noninterest expense	389	393	384	(4)	(1.1)	5	1.4	
Pre-provision net revenue ⁽¹⁾	329	329	270	—	(0.2)	59	21.9	
Provision for credit losses	44	50	48	(6)	(14.2)	(4)	(9.0)	
Income before income taxes	285	279	222	6	2.3	63	28.6	
Income tax expense	60	75	48	(15)	(20.3)	12	25.3	
Net income	\$ 225	\$ 204	\$ 174	\$ 21	10.7 %	\$ 51	29.5 %	
Period end Balances ⁽²⁾								
Loans and leases	\$ 40,194	\$ 39,852	\$ 39,511	\$ 342	3.4 %	\$ 683	1.7 %	
Total client funds	98,954	93,702	92,778	5,252	22.2	6,176	6.7	
Off balance sheet client funds	62,317	57,757	58,048	4,560	31.3	4,269	7.4	
Deposits	36,637	35,945	34,730	692	7.7	1,907	5.5	

Highlights

- SVB Commercial segment loans increased \$342 million from the linked quarter driven by Global Fund Banking production and improved utilization.
- Total client funds increased \$5.3 billion compared to the linked quarter including growth of \$4.6 billion in off balance sheet client funds and on balance sheet deposit growth of \$692 million. The increase in total client funds reflects higher VC investment activity and slowing client cash burn.
- Segment net revenue decreased \$4 million compared to the linked quarter due to lower net interest income partially offset by higher noninterest income. Noninterest expense decreased \$4 million compared to the linked quarter.



Note – SVB Commercial segment results do not include the accretion impact of SVB loans or the impact of overnight investments and debt that was added at the acquisition date (the aforementioned items are contained within Corporate).

(1) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.

(2) Linked quarter loan, total client funds, off balance sheet client funds and deposit growth percentages are annualized using end of period balances.

Rail Segment

(\$ in millions)

Income Statement				Increase (decrease)			
				4Q24 vs. 3Q24		4Q24 vs. 4Q23	
	4Q24	3Q24	4Q23	\$	%	\$	%
Net interest expense	\$ (50)	\$ (48)	\$ (42)	\$ (2)	6.3 %	\$ (8)	21.2 %
Rental income on operating lease equipment	217	205	195	12	6.0 %	22	11.2 %
Less: depreciation on operating lease equipment	57	52	49	5	9.3 %	8	15.1 %
Less: maintenance and other operating lease expenses	55	59	59	(4)	(7.7)%	(4)	(7.3)%
Adjusted net rental income on operating lease equipment ⁽¹⁾	105	94	87	11	13.0 %	18	21.6 %
All other noninterest income	7	2	2	5	149.2 %	5	237.1 %
Total noninterest income	112	96	89	16	16.5 %	23	26.0 %
Net revenue	62	48	47	14	26.3 %	15	30.2 %
Noninterest expense	17	19	16	(2)	(11.0)%	1	5.6 %
Pre-provision net revenue ⁽¹⁾	45	29	31	16	49.7 %	14	42.6 %
Provision for credit losses	—	—	—	—	— %	—	— %
Income before income taxes	45	29	31	16	49.5 %	14	42.6 %
Income tax expense	9	8	9	1	27.0 %	—	8.4 %
Net income	\$ 36	\$ 21	\$ 22	\$ 15	57.2 %	\$ 14	56.2 %
Period end Balances ⁽²⁾							
Operating lease equipment, net	\$ 8,573	\$ 8,419	\$ 7,966	\$ 154	7.3 %	\$ 607	7.6 %
Other Key Metrics							
Railcars and locomotives ⁽³⁾	126,000	125,600	122,200	400	0.3 %	3,800	3.1 %
Utilization	97.6 %	98.1 %	98.7 %	nm	(0.5)	nm	(1.1)
Renewal rate to previous rate	128	130	133	nm	(2.0)	nm	(5.0)

Highlights

- The fleet is effectively fully utilized, with a utilization rate of 97.6%.
- Favorable renewal repricing trends continued, up 28% over the expiring rate for the quarter, with gains in both freight cars (+36%) and tank cars (+21%).
- Adjusted rental income on operating lease equipment increased \$11 million from the linked quarter reflecting fleet growth, continued positive repricing trends and lower maintenance expense.



(1) Non-GAAP measure: see Section V entitled Non-GAAP Reconciliations.

(2) Linked quarter operating lease equipment growth percentage is annualized using end of period balances.

(3) Railcars and locomotives number is rounded.

Corporate

(\$ in millions)

Income Statement	Increase (decrease)							
				4Q24 vs. 3Q24		4Q24 vs. 4Q23		
	4Q24	3Q24	4Q23	\$	%	\$	%	
Net interest income	\$ 131	\$ 219	\$ 472	\$ (88)	(40.1)%	\$ (341)	(72.2)%	
Noninterest income	17	22	(67)	(5)	(21.1)	84	(126.8)	
Net revenue	148	241	405	(93)	(38.4)	(257)	(63.6)	
Noninterest expense	267	189	285	78	41.2	(18)	(7.0)	
Pre-provision net (loss) revenue ⁽¹⁾	(119)	52	120	(171)	(328.5)	(239)	(198.1)	
Provision for credit losses	—	—	—	—	—	—	—	
(Loss) income before income taxes	(119)	52	120	(171)	(328.3)	(239)	(198.0)	
Income tax (benefit) expense	(145)	11	31	(156)	NM	(176)	(561.9)	
Net income	\$ 26	\$ 41	\$ 89	\$ (15)	(35.0)%	\$ (63)	(70.3)%	
Period end Balance Sheet ⁽²⁾								
Investment securities	\$ 44,090	\$ 38,663	\$ 29,999	\$ 5,427	55.8 %	\$ 14,091	47.0 %	
Direct Bank deposits	41,093	39,504	37,666	1,589	16.0	3,427	9.1	

Highlights

- Net interest income decreased \$88 million compared to the linked quarter driven primarily by lower interest income from overnight investments and higher interest expense from growth in Direct Bank deposits, partially offset by increased interest income from higher investment securities.
- Noninterest expense increased \$78 million driven primarily by similar items as noted on slide 16.
- Direct Bank deposits reflect continued growth in the channel even with declining rates paid.

Purchase accounting marks

(\$ in millions)

	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023
Loans and leases (including off balance sheet exposure) ⁽¹⁾					
Beginning balance - unamortized fair value mark	\$ (1,746)	\$ (1,857)	\$ (2,005)	\$ (2,173)	\$ (2,378)
Other	12	4	3	5	7
Accretion	90	107	145	163	198
Ending balance	\$ (1,644)	\$ (1,746)	\$ (1,857)	\$ (2,005)	\$ (2,173)
Core deposits and other intangibles					
Beginning balance	\$ 264	\$ 280	\$ 295	\$ 312	\$ 329
Amortization	(15)	(16)	(15)	(17)	(17)
Ending balance	\$ 249	\$ 264	\$ 280	\$ 295	\$ 312
Deposits ⁽²⁾					
Beginning balance - unamortized fair value mark	\$ (2)	\$ (4)	\$ (7)	\$ (11)	\$ (16)
Amortization	1	2	3	4	5
Ending balance	\$ (1)	\$ (2)	\$ (4)	\$ (7)	\$ (11)
Borrowings ⁽²⁾					
Beginning balance - unamortized fair value mark	\$ 135	\$ 143	\$ 151	\$ 161	\$ 169
Amortization	(9)	(8)	(8)	(8)	(8)
Other	—	—	—	(2)	—
Ending balance	\$ 126	\$ 135	\$ 143	\$ 151	\$ 161

Note – The summary only includes select information and is not intended to represent all purchase accounting adjustments.

(1) Purchase accounting marks on loans and leases is comprised of credit, interest and liquidity components, and are generally recognized using the level-yield or straight-line method over the remaining life of the receivable or in full in the event of prepayment.

(2) Purchase accounting marks on deposits and borrowings represent interest rate marks and are recognized using the level-yield method over the remaining term of the liability.



Non-GAAP Reconciliations

Section V

Notable Items ⁽¹⁾

(\$ in millions, except per share data)

	4Q24	3Q24	2Q24	1Q24	4Q23
Rental income on operating lease equipment ^{(2) (7)}	\$ (152)	\$ (158)	\$ (158)	\$ (141)	\$ (155)
Realized gain on sale of investment securities, net	(2)	(4)	—	—	—
Fair value adjustment on marketable equity securities, net	(10)	(9)	2	4	(9)
Gain on sale of leasing equipment, net	(11)	(5)	(4)	(10)	(2)
Gain on acquisition, net of tax	—	—	—	—	83
Loss on extinguishment of debt	—	—	—	2	—
Other noninterest income ⁽³⁾	(8)	—	—	(4)	(5)
Impact of notable items on adjusted noninterest income	\$ (183)	\$ (176)	\$ (160)	\$ (149)	\$ (88)
Depreciation on operating lease equipment ^{(2) (7)}	\$ (101)	\$ (99)	\$ (98)	\$ (96)	\$ (96)
Maintenance and other operating lease expenses ⁽²⁾	(55)	(59)	(60)	(45)	(59)
Professional fees ⁽⁴⁾	—	—	(1)	(3)	(5)
FDIC insurance special assessment	—	—	(2)	(9)	(64)
Acquisition-related expenses	(62)	(46)	(44)	(58)	(116)
Intangible asset amortization	(16)	(15)	(15)	(17)	(17)
Other noninterest expense ⁽⁵⁾	(15)	(8)	2	6	—
Impact of notable items on adjusted noninterest expense	\$ (249)	\$ (227)	\$ (218)	\$ (222)	\$ (357)
Impact of notable items on adjusted pre-tax income	\$ 66	\$ 51	\$ 58	\$ 73	\$ 269
Income tax impact ⁽⁶⁾	123	15	10	20	90
Impact of notable items on adjusted net income	\$ (57)	\$ 36	\$ 48	\$ 53	\$ 179
Impact of notable items on adjusted diluted EPS	\$ (4.11)	\$ 2.45	\$ 3.33	\$ 3.66	\$ 12.25

(1) Notable items include income and expense for infrequent transactions and certain recurring items (typically noncash) that management believes should be excluded from adjusted measures (non-GAAP) to enhance understanding of operations and comparability to historical periods. Management utilizes both GAAP and adjusted measures (non-GAAP) to analyze BancShares' performance. Refer to subsequent pages of this presentation for a reconciliation of non-GAAP measures to the most directly comparable GAAP measures.

(2) Depreciation and maintenance and other operating lease expenses are deducted from rental income on operating lease equipment to calculate adjusted rental income on operating lease equipment (non-GAAP). There is no net impact to earnings for this non-GAAP item because adjusted noninterest income and expense are reduced by the same amount. Management believes adjusted rental income on operating lease equipment (non-GAAP) is meaningful because it helps management monitor the performance and profitability of the operating leases after deducting direct expenses. Refer to subsequent pages of this presentation for a reconciliation of non-GAAP measures to the most directly comparable GAAP measures.

(3) Other noninterest income includes a gain on sale of portfolio residential mortgages in 4Q24, a gain on litigation settlement in 1Q24 and a gain on sale of insurance accounts in 4Q23.

(4) Professional fees include expenses related to integration activities.

(5) Other noninterest expense primarily includes the impairment of software and related projects in 4Q24, a technology fee in 3Q24, and litigation reserve releases in 2Q24 and 1Q24.

(6) For the periods presented, the income tax impact may include tax discrete items and changes in the estimated annualized effective tax rate. 4Q24 and YTD 2024 includes the impact of a change in our estimated state income tax rates after filing our first income tax returns that included the SVBB Acquisition.

(7) Depreciation on operating lease equipment includes impairment of \$4 million in 4Q24. The \$4 million impairment is a notable item and is excluded from adjusted rental income on operating lease equipment (non-GAAP).

Non-GAAP Reconciliations

(\$ in millions, except share and per share data)

Non-GAAP Reconciliations		4Q24	3Q24	4Q23
Net income and EPS				
Net income (GAAP)	a	\$ 700	639	514
Preferred stock dividends		15	15	15
Net income available to common stockholders (GAAP)	b	685	624	499
Total notable items, after income tax	c	(57)	36	179
Adjusted net income (non-GAAP)	d = (a+c)	643	675	693
Adjusted net income available to common stockholders (non-GAAP)	e = (b+c)	\$ 628	660	678
Weighted average common shares outstanding				
Basic	f	13,927,887	14,375,974	14,528,447
Diluted	g	13,927,887	14,375,974	14,539,838
EPS (GAAP)				
Basic	b/f	\$ 49.21	43.42	34.36
Diluted	b/g	49.21	43.42	34.33
Adjusted EPS (non-GAAP)				
Basic	e/f	\$ 45.10	45.87	46.62
Diluted	e/g	45.10	45.87	46.58
Noninterest income and expense				
Noninterest income (GAAP)	h	\$ 699	650	543
Impact of notable items, before income tax		(183)	(176)	(88)
Adjusted noninterest income (non-GAAP)	i	\$ 516	474	455
Noninterest expense (GAAP)	j	\$ 1,517	1,456	1,492
Impact of notable items, before income tax		(249)	(227)	(357)
Adjusted noninterest expense (non-GAAP)	k	\$ 1,268	1,229	1,135

Note: Certain items above do not precisely recalculate as presented due to rounding.

Non-GAAP Reconciliations

(\$ in millions)

Non-GAAP Reconciliations		4Q24	3Q24	4Q23
PPNR				
Net income (GAAP)	a	\$ 700	639	514
Plus: provision for credit losses		155	117	249
Plus: income tax expense		36	234	199
PPNR (non-GAAP)	l	\$ 891	990	962
Impact of notable items		66	51	269
Adjusted PPNR (non-GAAP)	m	\$ 957	1,041	1,231
ROA				
Net income (GAAP)	a	\$ 700	639	514
Annualized net income	n = a annualized	2,786	2,544	2,041
Adjusted net income (non-GAAP)	d	643	675	693
Annualized adjusted net income	p = d annualized	2,558	2,684	2,748
Average assets	o	223,706	220,466	214,612
ROA	n/o	1.25 %	1.15 %	0.95 %
Adjusted ROA (non-GAAP)	p/o	1.14	1.22	1.28
PPNR ROA				
PPNR (non-GAAP)	l	\$ 891	990	962
Annualized PPNR	q = l annualized	3,545	3,942	3,818
Adjusted PPNR (non-GAAP)	m	957	1,041	1,231
Annualized adjusted PPNR	r = m annualized	3,809	4,141	4,882
PPNR ROA (non-GAAP)	q/o	1.58 %	1.79 %	1.78 %
Adjusted PPNR ROA (non-GAAP)	r/o	1.70	1.88	2.27

Note: Certain items above do not precisely recalculate as presented due to rounding.

Non-GAAP Reconciliations

(\$ in millions)

Non-GAAP Reconciliations		4Q24	3Q24	4Q23
ROE and ROTCE				
Annualized net income available to common stockholders	s = b annualized	\$ 2,727	2,483	1,980
Annualized adjusted net income available to common stockholders	t = e annualized	\$ 2,499	2,623	2,687
Average stockholders' equity (GAAP)		\$ 22,598	22,851	20,740
Less: average preferred stock		881	881	881
Average common stockholders' equity	u	\$ 21,717	21,970	19,859
Less: average goodwill		346	346	346
Less: average other intangible assets		259	275	322
Average tangible common equity (non-GAAP)	v	\$ 21,112	21,349	19,191
ROE	s/u	12.56 %	11.30 %	9.97 %
Adjusted ROE (non-GAAP)	t/u	11.51	11.94	13.53
ROTCE (non-GAAP)	s/v	12.92	11.63	10.32
Adjusted ROTCE (non-GAAP)	t/v	11.84	12.29	14.00
Tangible common equity to tangible assets				
Stockholders' equity (GAAP)	w	\$ 22,228	22,828	21,255
Less: preferred stock		881	881	881
Common equity	x	\$ 21,347	21,947	20,374
Less: goodwill		346	346	346
Less: other intangible assets		249	265	312
Tangible common equity (non-GAAP)	y	\$ 20,752	21,336	19,716
Total assets (GAAP)	z	\$ 223,720	220,567	213,758
Tangible assets (non-GAAP)	aa	223,125	219,956	213,100
Total equity to total assets (GAAP)	w/z	9.94 %	10.35 %	9.94 %
Tangible common equity to tangible assets (non-GAAP)	y/aa	9.30	9.70	9.25

Note: Certain items above do not precisely recalculate as presented due to rounding.

Non-GAAP Reconciliations

(\$ in millions, except share and per share data)

Non-GAAP Reconciliations		4Q24	3Q24	4Q23
Book value and tangible book value per common share				
Common shares outstanding at period end	bb	13,717,621	14,179,208	14,520,118
Book value per share	x/bb	\$ 1,556.16	1,547.81	1,403.12
Tangible book value per common share (non-GAAP)	y/bb	1,512.77	1,504.75	1,357.77
Efficiency ratio				
Net interest income	cc	\$ 1,709	1,796	1,911
Efficiency ratio (GAAP)	j / (h + cc)	63.01 %	59.49 %	60.80 %
Adjusted efficiency ratio (non-GAAP)	k / (i + cc)	56.98	54.15	48.00
Rental income on operating lease equipment				
Rental income on operating lease equipment (GAAP)		\$ 272	262	252
Less: depreciation on operating lease equipment		101	99	96
Less: maintenance and other operating lease expenses		55	59	59
Plus: Depreciation on impaired operating lease equipment		4	—	—
Adjusted rental income on operating lease equipment (non-GAAP)		\$ 120	104	97
Rental income on operating lease equipment: Commercial Bank Segment				
Rental income on operating lease equipment (GAAP)		\$ 55	57	57
Less: depreciation on operating lease equipment		44	47	47
Less: maintenance and other operating lease expenses		—	—	—
Adjusted rental income on operating lease equipment (non-GAAP)		\$ 11	10	10
Rental income on operating lease equipment: Rail Segment				
Rental income on operating lease equipment (GAAP)		\$ 217	205	195
Less: depreciation on operating lease equipment		57	52	49
Less: maintenance and other operating lease expenses		55	59	59
Adjusted rental income on operating lease equipment (non-GAAP)		\$ 105	94	87

Note: Certain items above do not precisely recalculate as presented due to rounding.

Non-GAAP Reconciliations

(\$ in millions)

Non-GAAP Reconciliations	4Q24	3Q24	4Q23
PPNR: Commercial Bank Segment			
Segment net income (GAAP)	\$ 85	110	24
Plus: provision for credit losses	79	29	164
Plus: income tax expense	20	41	14
PPNR (non-GAAP)	\$ 184	180	202
PPNR: General Bank Segment			
Segment net income (GAAP)	\$ 328	263	205
Plus: provision for credit losses	32	38	37
Plus: income tax expense	92	99	97
PPNR (non-GAAP)	\$ 452	400	339
PPNR: SVB Commercial Segment			
Segment net income (GAAP)	\$ 225	204	174
Plus: provision for credit losses	44	50	48
Plus: income tax expense	60	75	48
PPNR (non-GAAP)	\$ 329	329	270
PPNR: Rail Segment			
Segment net income (GAAP)	\$ 36	21	22
Plus: income tax expense	9	8	9
PPNR (non-GAAP)	\$ 45	29	31
PPNR: Corporate			
Net income (GAAP)	\$ 26	41	89
Plus: income tax expense (benefit)	(145)	11	31
PPNR (non-GAAP)	\$ (119)	52	120

Non-GAAP Reconciliations

(\$ in millions)

Non-GAAP Reconciliations		4Q24	3Q24	4Q23
Total Risk Based Capital Ratio				
Total risk based capital ratio (GAAP)		15.04 %	15.36 %	
Less: impact of FDIC Shared Loss Agreement		0.77	0.85	
Adjusted total risk based capital ratio (non-GAAP)		14.27 %	14.51 %	
CET1 Capital Ratio				
CET1 capital ratio (GAAP)		12.99 %	13.24 %	
Less: impact of FDIC Shared Loss Agreement		0.66	0.73	
Adjusted CET1 capital ratio (non-GAAP)		12.33 %	12.51 %	
Tier 1 Capital Ratio				
Tier 1 capital ratio (GAAP)		13.53 %	13.78 %	
Less: impact of FDIC Shared Loss Agreement		0.69	0.76	
Adjusted Tier 1 capital ratio (non-GAAP)		12.84 %	13.02 %	
Net interest income & Net interest margin				
Net interest income (GAAP)	cc	\$ 1,709	1,796	1,911
Loan PAA	dd	90	107	198
Other PAA	ee	(8)	(6)	(4)
PAA	ff = (dd + ee)	\$ 82	101	194
Net interest income, excluding PAA (non-GAAP)	gg = (cc - ff)	\$ 1,627	1,695	1,717
Annualized net interest income	hh = cc annualized	\$ 6,798	7,147	7,584
Annualized net interest income, excluding PAA	ii = gg annualized	6,472	6,746	6,813
Average interest-earning assets	jj	204,779	202,199	196,253
NIM (GAAP)	hh/jj	3.32 %	3.53 %	3.86 %
NIM, excluding PAA (non-GAAP)	ii/jj	3.16	3.33	3.47
Interest income on loans (GAAP)		\$ 2,322	2,430	2,391
Less: loan PAA		90	107	198
Interest income on loans, excluding loan PAA (non-GAAP)		\$ 2,232	2,323	2,193

Note: Certain items above do not precisely recalculate as presented due to rounding.

Non-GAAP Reconciliations

(\$ in millions)

Non-GAAP Reconciliations	4Q24	3Q24	4Q23
Income tax expense			
Income tax expense (GAAP)	\$ 36	234	199
Impact of notable items ⁽¹⁾	123	15	90
Adjusted income tax expense (non-GAAP)	\$ 159	249	289
Effective tax rate			
Effective tax rate (GAAP)	4.88 %	26.76 %	27.93 %
Impact of notable items ⁽¹⁾	15.01 %	0.17 %	1.54 %
Adjusted effective tax rate (non-GAAP)	19.89 %	26.93 %	29.47 %

Note: Certain items above do not precisely recalculate as presented due to rounding.

⁽¹⁾ 4Q24 includes the impact of a change in our estimated state income tax rates after filing our first income tax returns that included the SVBB Acquisition.