# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 <br> FORM 8-K <br> CURRENT REPORT <br> Pursuant to Section 13 or 15 (d) of the Securities Exchange Act of 1934 

July 18, 2017

Date of Report (Date of Earliest Event Reported)

## RENASANT CORPORATION

(Exact Name of Registrant as Specified in its Charter)

Mississippi
001-13253
64-0676974
(State or Other Jurisdiction of Incorporation)
(Commission File Number)
(I.R.S. Employer Identification Number)

209 Troy Street, Tupelo, Mississippi 38804-4827
(Address of Principal Executive Offices)(Zip Code)
Registrant's Telephone Number, including area code: (662) 680-1001

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company o
If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. o

## Item 2.02. Results of Operations and Financial Condition.

On July 18, 2017, Renasant Corporation issued a press release announcing earnings for the second quarter of 2017. The press release is furnished as Exhibit 99.1 to this Form 8-K.

## Item 9.01. Financial Statements and Exhibits.

(d) The following exhibit is furnished herewith:

Exhibit No. Description

Press release dated July 18, 2017 issued by Renasant Corporation announcing earnings for the second quarter of 2017.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## RENASANT CORPORATION

## Exhibit No. Description

Contacts: For Media:<br>John Oxford<br>Vice President<br>Director of External Affairs<br>(662) 680-1219<br>joxford@renasant.com

For Financials:
Kevin Chapman
Executive Vice President
Chief Financial Officer
(662) 680-1450
kchapman@renasant.com

## RENASANT CORPORATION ANNOUNCES RECORD EARNINGS FOR THE SECOND QUARTER OF 2017

TUPELO, MISSISSIPPI (July 18, 2017) - Renasant Corporation (NASDAQ: RNST) (the "Company") today announced earnings results for the second quarter of 2017. Net income for the second quarter of 2017 was approximately $\$ 25.3$ million, up $10.41 \%$, as compared to $\$ 22.9$ million for the second quarter of 2016. Basic and diluted earnings per share ("EPS") were $\$ 0.57$ for the second quarter of 2017, as compared to basic and diluted EPS of $\$ 0.54$ for the second quarter of 2016.

Net income for the six months ending June 30 , 2017, was $\$ 49.3$ million, an increase of $11.65 \%$, as compared to $\$ 44.1$ million for the same time period in 2016. Basic and diluted EPS were $\$ 1.11$ through the first six months of 2017, as compared to basic and diluted EPS of \$1.07 and \$1.06, respectively, for the same time period in 2016.

The Company incurred expenses and charges in connection with certain transactions that are considered to be infrequent or nonrecurring in nature. The following table presents the impact of these charges on reported EPS for the dates presented (in thousands):

|  |  |  |  |  |  |  |  |  | After-tax |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pre-tax |  | After-tax |  | $\begin{gathered} \text { Impact to } \\ \text { Diluted EPS } \end{gathered}$ |  | Pre-tax |  |  |  | $\begin{gathered} \text { Impact to } \\ \text { Diluted EPS } \end{gathered}$ |  |
| Merger and conversion expenses | \$ | 3,044 | \$ | 2,065 | \$ | 0.04 | \$ | 2,807 | \$ | 1,888 | \$ | 0.05 |
| Debt prepayment penalty |  | - |  | - |  | - |  | 329 |  | 221 |  | 0.01 |


|  | Six months ended June 30, 2017 |  |  |  |  |  | Six months ended June 30, 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pre-tax |  | After-tax |  | Impact to Diluted EPS |  | Pre-tax |  | After-tax |  | $\begin{gathered} \text { Impact to } \\ \text { Diluted EPS } \end{gathered}$ |  |
| Merger and conversion expenses | \$ | 3,389 | \$ | 2,302 | \$ | 0.05 | \$ | 3,755 | \$ | 2,518 | \$ | 0.07 |
| Debt prepayment penalty |  | 205 |  | 139 |  | - |  | 329 |  | 221 |  | 0.01 |

On July 1, 2017, the Company completed its previously-announced acquisition of Metropolitan BancGroup, Inc. ("Metropolitan") in an all-stock merger. As of the acquisition date, Metropolitan operated eight offices in Nashville and Memphis, Tennessee and the Jackson, Mississippi MSA and had approximately $\$ 1.2$ billion in assets, which included approximately $\$ 990$ million in total loans and approximately $\$ 940$ million in total deposits. The acquired operations of Metropolitan are not included in the financial information in this release.
"We are excited to report record earnings for the second quarter of 2017. Our earnings were driven by expanding net interest margin, strong fee income, improving credit quality metrics and continued focus on overall expenses. As our earnings grew, our profitability metrics continued to improve as our returns on average tangible assets and average tangible equity, excluding nonrecurring items, were $1.38 \%$ and $14.84 \%$, respectively," said Renasant Chairman and Chief Executive Officer, E. Robinson McGraw. "With the closing of the Metropolitan merger on July 1, 2017, we welcome our new associates and clients as we look forward to a smooth integration during the third quarter of 2017."

The following table presents the Company's profitability metrics for the three and six months ending June 30, 2017, including and excluding the impact of after-tax merger and conversion expenses and, for the six-month period, debt prepayment penalties:

|  | Three Months Ended June 30, 2017 |  | Six Months Ended June 30, 2017 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | As Reported | Excluding Merger and Conversion Expenses | As Reported | Excluding Merger and Conversion Expenses and Debt Prepayment Penalties |
| Return on average assets | 1.16\% | 1.26\% | 1.14\% | 1.19\% |
| Return on average tangible assets | 1.28\% | 1.38\% | 1.26\% | 1.31\% |
| Return on average equity | 8.06\% | 8.71\% | 7.93\% | 8.32\% |
| Return on average tangible equity | 13.76\% | 14.84\% | 13.62\% | 14.27\% |

Highlights from the second quarter of 2017 include the following:

## Profitability Metrics

- Total assets were $\$ 8.9$ billion at June 30, 2017, as compared to $\$ 8.7$ billion at December 31, 2016.
- Loans not purchased increased to $\$ 5.1$ billion at June 30, 2017, from $\$ 4.7$ billion at December 31, 2016. For the second quarter of 2017, the yield on total loans was $5.03 \%$ compared to $4.82 \%$ for the first quarter of 2017 and $5.09 \%$ for the second quarter of 2016. For the six months ended June 30, 2017, the yield on total loans was $4.93 \%$ compared to $5.02 \%$ for the same time period in 2016. The following tables reconcile the reported loan yield to the adjusted loan yield excluding the impact from interest income collected on problem loans and purchase accounting adjustments on purchased loans for the periods presented (in thousands):

|  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, <br> 2017 |  | $\begin{gathered} \hline \text { March 31, } \\ 2017 \end{gathered}$ |  | June 30,$2016$ |  |
| Taxable equivalent interest income on loans (as reported) | \$ | 78,857 | \$ | 73,710 | \$ | 74,708 |
| Interest income collected (foregone) on problem loans |  | 2,734 |  | 567 |  | 969 |
| Accretable yield recognized on purchased loans ${ }^{(1)}$ |  | 5,410 |  | 5,604 |  | 8,276 |
| Interest income on loans (adjusted) | \$ | 70,713 | \$ | 67,539 | \$ | 65,463 |
|  |  |  |  |  |  |  |
| Average loans | \$ | 6,293,497 | \$ | 6,198,705 | \$ | 5,897,650 |
|  |  |  |  |  |  |  |
| Loan yield, as reported |  | 5.03\% |  | 4.82\% |  | 5.09\% |
| Loan yield, adjusted |  | 4.51\% |  | 4.42\% |  | 4.46\% |

${ }^{(1)}$ Includes additional interest income recognized in connection with the acceleration of paydowns and payoffs from purchased loans of $\$ 2,674$, $\$ 2,741$ and $\$ 4,533$ for the three months ended June 30, 2017, March 31, 2017, and June 30, 2016, respectively, which increased loan yield by 17 basis points, 18 basis points and 31 basis points for the same periods, respectively.

|  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30,$2017$ |  | June 30,$2016$ |  |
| Taxable equivalent interest income on loans (as reported) | \$ | 152,567 | \$ | 141,938 |
| Interest income collected (foregone) on problem loans |  | 3,301 |  | 1,591 |
| Accretable yield recognized on purchased loans ${ }^{(1)}$ |  | 11,014 |  | 14,268 |
| Interest income on loans (adjusted) | \$ | 138,252 | \$ | 126,079 |
|  |  |  |  |  |
| Average loans | \$ | 6,246,363 | \$ | 5,691,056 |
|  |  |  |  |  |
| Loan yield, as reported |  | 4.93\% |  | 5.02\% |
| Loan yield, adjusted |  | 4.46\% |  | 4.46\% |

(1) Includes additional interest income recognized in connection with the acceleration of paydowns and payoffs from purchased loans of $\$ 5,415$ and $\$ 6,300$ for the six months ended June 30, 2017, and June 30, 2016, respectively, which increased loan yield by 17 basis points and 22 basis points for the same periods, respectively.

- Total deposits increased to $\$ 7.2$ billion at June 30, 2017, from $\$ 7.1$ billion at December 31, 2016. Noninterest-bearing deposits averaged $\$ 1.6$ billion, or $22.17 \%$ of average deposits, for the first six months of 2017, compared to $\$ 1.4$ billion, or $21.50 \%$ of average deposits, for the same period in 2016. For the second quarter of 2017, the cost of total deposits was 30 basis points, as compared to 29 basis points for the first quarter of 2017 and 26 basis points for the second quarter of 2016. The cost of total deposits was 30 basis points for the six months ending June 30, 2017, as compared to 26 basis points over the same time period in 2016.
- Net interest income was $\$ 79.6$ million for the second quarter of 2017 , as compared to $\$ 74.0$ million for the first quarter of 2017 and $\$ 77.2$ million for the second quarter of 2016. Net interest margin was $4.27 \%$ for the second quarter of 2017 , as compared to $4.01 \%$ for the first quarter of 2017 and $4.29 \%$ for the second quarter of 2016 . The following table reconciles reported net interest margin to adjusted net interest margin excluding the impact from interest income collected on problem loans and purchase accounting adjustments on purchased loans for the periods presented (in thousands):

|  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, <br> 2017 |  | $\begin{gathered} \hline \text { March 31, } \\ 2017 \end{gathered}$ |  | June 30, <br> 2016 |  |
| Taxable equivalent net interest income (as reported) | \$ | 81,453 | \$ | 75,907 | \$ | 78,932 |
| Interest income collected (foregone) on problem loans |  | 2,734 |  | 567 |  | 969 |
| Accretable yield recognized on purchased loans ${ }^{(1)}$ |  | 5,410 |  | 5,604 |  | 8,276 |
| Net interest income (adjusted) | \$ | 73,309 | \$ | 69,736 | \$ | 69,687 |
|  |  |  |  |  |  |  |
| Average earning assets | \$ | 7,657,849 | \$ | 7,668,582 | \$ | 7,396,283 |
|  |  |  |  |  |  |  |
| Net interest margin, as reported |  | 4.27\% |  | 4.01\% |  | 4.29\% |
| Net interest margin, adjusted |  | 3.84\% |  | 3.69\% |  | 3.79\% |

${ }^{(1)}$ Includes additional interest income recognized in connection with the acceleration of paydowns and payoffs from purchased loans of $\$ 2,674$, $\$ 2,741$ and $\$ 4,533$ for the three months ended June 30, 2017, March 31, 2017, and June 30, 2016, respectively, which increased net interest margin by 14 basis points at both June 30, 2017 and March 31, 2017 and 25 basis points at June 30, 2016.

- Net interest income was $\$ 153.6$ million for the first six months of 2017, as compared to $\$ 147.2$ million for the same period in 2016. Net interest margin was $4.14 \%$ for the first six months of 2017 , as compared to $4.25 \%$ for the same period in 2016. The following table reconciles reported net interest margin to adjusted net interest margin excluding the impact from interest income collected on problem loans and purchase accounting adjustments on purchased loans for the periods presented (in thousands):

|  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2017 |  | June 30, <br> 2016 |  |
| Taxable equivalent net interest income (as reported) | \$ | 157,360 | \$ | 150,745 |
| Interest income collected (foregone) on problem loans |  | 3,301 |  | 1,591 |
| Accretable yield recognized on purchased loans ${ }^{(1)}$ |  | 11,014 |  | 14,268 |
| Net interest income (adjusted) | \$ | 143,045 | \$ | 134,886 |
|  |  |  |  |  |
| Average earning assets | \$ | 7,663,186 | \$ | 7,131,565 |
|  |  |  |  |  |
| Net interest margin, as reported |  | 4.14\% |  | 4.25\% |
| Net interest margin, adjusted |  | 3.76\% |  | 3.80\% |

${ }^{(1)}$ Includes additional interest income recognized in connection with the acceleration of paydowns and payoffs from purchased loans of \$5,415 and $\$ 6,300$ for the six months ended June 30, 2017, and June 30, 2016, respectively, which increased net interest margin by 14 basis points and 18 basis points for the same periods, respectively.

- Noninterest income for the second quarter of 2017 was $\$ 34.3$ million, as compared to $\$ 35.6$ million for the second quarter of 2016. Noninterest income for the first six months of 2017 was $\$ 66.3$ million, as compared $\$ 68.9$ million for the same time frame in 2016. The Company experienced increases in service charges on deposit accounts, fees and commissions on loans and deposits, and wealth management revenue in the first half of 2017 as compared to the same period in 2016. Mortgage banking income for the second quarter of 2017 was $\$ 12.4$ million, compared to $\$ 13.4$ million for the same period in 2016 as mortgage loans originations were down for the same period due to a reduction in the refinancing of mortgage loans. Lastly, during the second quarter of 2016 the Company recognized $\$ 1.3$ million in gains on sale of securities, while there was no gain or loss recognized in the first half of 2017.
- Noninterest expense was $\$ 74.8$ million for the second quarter of 2017, as compared to $\$ 77.3$ million for the second quarter of 2016. Noninterest expense for the first six months of 2017 was $\$ 144.2$ million, as compared $\$ 147.1$ million for the same time frame in 2016. Excluding nonrecurring charges for merger and conversion expenses and debt prepayment penalties, noninterest expense decreased when compared to the second quarter of 2016. This decrease is primarily attributable to a decrease in salary and employee benefits, data processing costs
which were realized through contract renegotiations, and expenses on other real estate owned.


## Asset Quality Metrics

Total nonperforming assets were $\$ 46.5$ million at June 30, 2017, a decrease of $\$ 12.3$ million from December 31, 2016, and consisted of $\$ 26.8$ million in nonperforming loans (loans 90 days or more past due and nonaccrual loans) and $\$ 19.7$ million in OREO.

The Company's nonperforming loans and OREO that were purchased in previous acquisitions (collectively referred to as "purchased nonperforming assets") were $\$ 14.1$ million and $\$ 15.4$ million, respectively, at June 30 , 2017, as compared to $\$ 22.2$ million and $\$ 17.4$ million, respectively, at December 31, 2016. The purchased nonperforming assets were recorded at fair value at the time of acquisition, which significantly mitigates the Company's actual loss. As such, the remaining information in this release on nonperforming loans, OREO and the related asset quality ratios focuses on non-purchased nonperforming assets.

- Non-purchased nonperforming loans decreased to $\$ 12.7$ million, or $0.25 \%$ of total non-purchased loans, at June 30,2017 , from $\$ 13.4$ million, or $0.28 \%$ of total non-purchased loans, at December 31, 2016. These loans were $\$ 12.0$ million, or $0.28 \%$ of total non-purchased loans, at June 30, 2016. Early stage delinquencies, or loans 30 -to-89 days past due, as a percentage of total loans were $0.18 \%$ at June 30 , 2017, as compared to $0.23 \%$ at December 31, 2016, and at $0.22 \%$ June 30, 2016.
- Non-purchased OREO was $\$ 4.3$ million at June 30, 2017, as compared to $\$ 5.9$ million at December 31, 2016, and $\$ 9.6$ million at June 30, 2016. Non-purchased OREO sales totaled $\$ 1.8$ million in the first half of 2017 and $\$ 3.3$ million over the second half of 2016.
- The allowance for loan losses was $0.69 \%$ of total loans at both June 30, 2017, and December 31, 2016, and $0.74 \%$ at June 30, 2016. The allowance for loan losses was $0.87 \%$ of non-purchased loans at June 30, 2017, as compared to $0.91 \%$ at December 31, 2016, and 1.03\% at June 30, 2016.
- Net loan charge-offs were $\$ 524$ thousand, or $0.03 \%$ of average total loans, for the second quarter of 2017, as compared to $\$ 191$ thousand, or $0.01 \%$ of average total loans, for the second quarter of 2016.
- The provision for loan losses was $\$ 1.8$ million for the second quarter of 2017, as compared to $\$ 1.4$ million for the second quarter of 2016. The provision was $\$ 3.3$ million for the first six months of 2017, as compared to $\$ 3.2$ million for the same time period in 2016.


## Capital Metrics

- At June 30, 2017, Tier 1 leverage capital ratio was $10.68 \%$, Common Equity Tier 1 ratio was $11.65 \%$, Tier 1 risk-based capital ratio was $12.86 \%$, and total risk-based capital ratio
was $15.00 \%$. All regulatory ratios exceed the minimums required to be considered "well-capitalized."
- Tangible common equity ratio was $9.31 \%$ at June 30, 2017, as compared to $9.00 \%$ at December 31, 2016.


## CONFERENCE CALL INFORMATION:

A live audio webcast of a conference call with analysts will be available beginning at 10:00 AM Eastern Time on Wednesday, July 19, 2017.

The webcast can be accessed through Renasant's investor relations website at www.renasant.com or http://services.choruscall.com/links/rnst170719.html. To access the conference via telephone, dial 1-877-513-1143 in the United States and request the Renasant Corporation Second Quarter Earnings Webcast and Conference Call. International participants should dial 1-412-902-4145 to access the conference call.

The webcast will be archived on www.renasant.com beginning one hour after the call and will remain accessible for one year. Replays can also be accessed via telephone by dialing 1-877-344-7529 in the United States and entering conference number 10110411 or by dialing 1-412-317-0088 internationally and entering the same conference number. Telephone replay access is available until August 2, 2017.

## ABOUT RENASANT CORPORATION:

Renasant Corporation is the parent of Renasant Bank, a 113-year-old financial services institution. Renasant has assets of approximately $\$ 10.0$ billion and operates more than 175 banking, mortgage, financial services and insurance offices in Mississippi, Tennessee, Alabama, Florida and Georgia.

## NOTE TO INVESTORS:

This news release may contain, or incorporate by reference, statements which may constitute "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such forward looking statements usually include words such as "expects," "projects," "anticipates," "believes," "intends," "estimates," "strategy," "plan," "potential," "possible" and other similar expressions.

Prospective investors are cautioned that any such forward-looking statements are not guarantees for future performance and involve risks and uncertainties, and that actual results may differ materially from those contemplated by such forward-looking statements. Important factors currently known to management that could cause actual results to differ materially from those in forward-looking statements include significant fluctuations in interest rates, inflation, economic recession, significant changes in the federal and state legal and regulatory environment, significant underperformance in the Company's portfolio of outstanding loans, and competition in the Company's markets. Management undertakes no obligation to update or revise forward-looking statements to reflect changed assumptions, the occurrence of unanticipated events or changes to future operating results over time.

## NON-GAAP FINANCIAL MEASURES:

In addition to results presented in accordance with generally accepted accounting principles in the United States of America (GAAP), this press release contains certain non-GAAP financial measures. Certain non-GAAP financial measures that the Company uses exclude purchase accounting adjustments and interest income collected (foregone) on problem loans from loan interest income and net interest income when calculating the Company's taxable equivalent loan yields and net interest margin, respectively. The Company's management uses these nonGAAP financial measures to evaluate ongoing operating results and to assess ongoing profitability.

Certain other non-GAAP financial measures (namely, return on average tangible shareholders' equity, return on average tangible assets, the ratio of tangible equity to tangible assets (commonly referred to as the "tangible capital ratio") and the efficiency ratio) adjust GAAP financial measures to exclude intangible assets and certain charges that the Company considers to be non-recurring in nature. Management uses these non-GAAP financial measures when evaluating capital utilization and adequacy. In addition, the Company believes that these non-GAAP financial measures facilitate the making of period-to-period comparisons and are meaningful indications of its operating performance particularly because these measures are widely used by industry analysts for companies with merger and acquisition activities. Also, because intangible assets, such as goodwill and the core deposit intangible, and non-recurring charges can vary extensively from company to company and, as to intangible assets, are excluded from the calculation of a financial institution's regulatory capital, the Company believes that the presentation of this non-GAAP financial information allows readers to more easily compare the Company's results to information provided in other regulatory reports and the results of other companies. Reconciliations of these other non-GAAP financial measures to the most directly comparable GAAP financial measures are included in the table at the end of this release under the caption "Reconciliation of GAAP to NonGAAP."

With respect to all of the non-GAAP financial information that the Company has included in this release, such information is not intended to be considered in isolation or as a substitute for any measure prepared in accordance with GAAP. Investors should note that, because there are no standardized definitions for the calculations as well as the results, the Company's calculations may not be comparable to other similarly titled measures presented by other companies. Also there may be limits in the usefulness of these measures to investors. As a result, the Company encourages readers to consider its consolidated financial statements in their entirety and not to rely on any single financial measure.

## RENASANT CORPORATION

(Unaudited)
(Dollars in thousands, except per
share data)


Performance ratios

| Return on avg shareholders' equity | 8.06\% | 7.80\% | 8.14\% | 8.12\% | 8.21\% | 8.12\% | 7.93\% | 8.17\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on avg tangible $\mathrm{s} / \mathrm{h}$ 's equity (1) | 13.76\% | 13.48\% | 14.90\% | 15.15\% | 15.57\% | 15.58\% | 13.62\% | 15.57\% |
| Return on avg assets | 1.16\% | 1.11\% | 1.09\% | 1.08\% | 1.08\% | 1.07\% | 1.14\% | 1.07\% |
| Return on avg tangible assets (2) | 1.28\% | 1.23\% | 1.22\% | 1.20\% | 1.20\% | 1.20\% | 1.26\% | 1.20\% |
| Net interest margin (FTE) | 4.27\% | 4.01\% | 4.24\% | 4.15\% | 4.29\% | 4.21\% | 4.14\% | 4.25\% |
| Yield on earning assets (FTE) | 4.68\% | 4.43\% | 4.66\% | 4.54\% | 4.66\% | 4.57\% | 4.56\% | 4.62\% |
| Cost of funding | 0.43\% | 0.43\% | 0.42\% | 0.40\% | 0.38\% | 0.37\% | 0.43\% | 0.37\% |
| Average earning assets to average assets | 87.81\% | 87.55\% | 87.10\% | 86.82\% | 86.59\% | 86.21\% | 87.68\% | 86.41\% |
| Average loans to average deposits | 88.03\% | 86.81\% | 88.89\% | 89.40\% | 87.73\% | 87.39\% | 87.42\% | 87.56\% |
| Noninterest income (less securities gains/ |  |  |  |  |  |  |  |  |


| losses) to average assets | $1.58 \%$ | $1.48 \%$ | $1.40 \%$ | $1.78 \%$ | $1.62 \%$ | $1.69 \%$ | $1.53 \%$ | $1.65 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Noninterest expense (less debt
prepayment penalties/
merger-related expenses) to

| average assets | $3.30 \%$ | $3.18 \%$ | $3.22 \%$ | $3.44 \%$ | $3.49 \%$ | $3.48 \%$ | $3.24 \%$ | $3.48 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Net overhead ratio

RENASANT
CORPORATION

## (Unaudited) <br> (Dollars in thousands, except <br> per share data)

|  | 2017 |  | 2016 |  |  |  | Q2 2017 <br> Q2 2016 <br> Percent <br> Variance | For The Six Months Ending June 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | First Quarter | Fourth Quarter | Third Quarter | Second Quarter | $\begin{gathered} \text { First } \\ \text { Quarter } \end{gathered}$ |  | 2017 | 2016 | Percent <br> Variance |
| Average Balances |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$8,720,660 | \$8,759,448 | \$8,591,795 | \$8,562,199 | \$8,541,818 | \$7,961,700 | 2.09 | \$8,739,947 | \$8,253,361 | 5.90 |
| Earning assets | 7,657,849 | 7,668,582 | 7,483,222 | 7,433,461 | 7,396,283 | 6,863,905 | 3.54 | 7,663,186 | 7,131,564 | 7.45 |
| Securities | 1,069,244 | 1,043,697 | 1,034,270 | 1,045,905 | 1,111,831 | 1,103,504 | (3.83) | 1,056,541 | 1,107,690 | (4.62) |
| Mortgage loans held for sale | 168,650 | 112,105 | 184,583 | 241,314 | 306,011 | 217,200 | (44.89) | 140,534 | 261,851 | (46.33) |
| Loans, net of unearned | 6,293,497 | 6,198,705 | 6,147,077 | 6,048,017 | 5,897,650 | 5,482,167 | 6.71 | 6,246,363 | 5,691,056 | 9.76 |
| Intangibles | 492,349 | 493,816 | 495,404 | 497,064 | 499,503 | 473,852 | (1.43) | 493,078 | 486,749 | 1.30 |
| Noninterest-bearing deposits | \$1,608,467 | \$1,558,809 | \$1,564,150 | \$1,510,309 | \$1,477,380 | \$1,316,495 | 8.87 | \$1,583,775 | \$1,397,382 | 13.34 |
| Interest-bearing deposits | 5,540,698 | 5,581,853 | 5,351,354 | 5,255,102 | 5,245,406 | 4,956,983 | 5.63 | 5,561,162 | 5,101,991 | 9.00 |
| Total deposits | 7,149,165 | 7,140,662 | 6,915,505 | 6,765,411 | 6,722,786 | 6,273,478 | 6.34 | 7,144,937 | 6,499,373 | 9.93 |
| Borrowed funds | 233,542 | 282,008 | 412,589 | 550,222 | 594,459 | 539,078 | (60.71) | 257,641 | 566,921 | (54.55) |
| Shareholders' equity | 1,258,935 | 1,246,903 | 1,155,749 | 1,135,073 | 1,121,298 | 1,050,668 | 12.27 | 1,252,952 | 1,086,178 | 15.35 |


|  | 2017 |  | 2016 |  |  |  | Q2 2017 <br> Q4 2016 <br> Percent <br> Variance | $\begin{gathered} \text { As of } \\ \text { June 30, } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second <br> Quarter | First Quarter | Fourth Quarter | Third Quarter | Second <br> Quarter | First <br> Quarter |  | 2017 | 2016 | Percent <br> Variance |
| $\underline{\text { Balances at period end }}$ |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$8,872,272 | \$8,764,711 | \$8,699,851 | \$8,542,471 | \$8,529,566 | \$8,146,229 | 1.98 | \$8,872,272 | \$8,529,566 | 4.02 |
| Earning assets | 7,763,775 | 7,690,045 | 7,556,760 | 7,409,068 | 7,396,888 | 7,045,179 | 2.74 | 7,763,775 | 7,396,888 | 4.96 |
| Securities | 1,076,625 | 1,044,862 | 1,030,530 | 1,039,957 | 1,063,592 | 1,101,820 | 4.47 | 1,076,625 | 1,063,592 | 1.23 |
| Mortgage loans held for sale | 232,398 | 158,619 | 177,866 | 189,965 | 276,782 | 298,365 | 30.66 | 232,398 | 276,782 | (16.04) |
| Loans not purchased | 5,058,898 | 4,834,085 | 4,710,385 | 4,526,026 | 4,292,549 | 4,074,413 | 7.33 | 5,058,898 | 4,292,549 | 17.85 |
| Loans purchased and covered by FDIC loss-share agreements | - | - | - | 30,533 | 42,171 | 44,989 | - | - | 42,171 | - |
| Loans purchased and not covered by FDIC loss-share agreements | 1,312,109 | 1,401,720 | 1,489,137 | 1,548,674 | 1,630,709 | 1,453,328 | (11.89) | 1,312,109 | 1,630,709 | (19.54) |
| Total loans | 6,371,007 | 6,235,805 | 6,199,522 | 6,105,233 | 5,965,429 | 5,572,730 | 2.71 | 6,371,007 | 5,965,429 | 6.80 |
| Intangibles | 491,552 | 493,045 | 494,608 | 496,233 | 497,917 | 476,539 | (0.62) | 491,552 | 497,917 | (1.28) |
| Noninterest-bearing deposits | \$1,642,863 | \$1,579,581 | \$1,561,357 | \$1,514,820 | \$1,459,383 | \$1,384,503 | 5.22 | \$1,642,863 | \$1,459,383 | 12.57 |
| Interest-bearing deposits | 5,559,162 | 5,651,269 | 5,497,780 | 5,302,978 | 5,243,104 | 5,046,874 | 1.12 | 5,559,162 | 5,243,104 | 6.03 |
| Total deposits | 7,202,025 | 7,230,850 | 7,059,137 | 6,817,798 | 6,702,487 | 6,431,377 | 2.02 | 7,202,025 | 6,702,487 | 7.45 |
| Borrowed funds | 312,077 | 202,006 | 312,135 | 469,580 | 588,650 | 561,671 | (0.02) | 312,077 | 588,650 | (46.98) |
| Shareholders' equity | 1,271,786 | 1,251,065 | 1,232,883 | 1,142,247 | 1,124,256 | 1,053,178 | 3.16 | 1,271,786 | 1,124,256 | 13.12 |
| Market value per common share | \$ 43.74 | \$ 39.69 | \$ 42.22 | \$ 33.63 | \$ 32.33 | \$ 32.91 | 3.60 | \$ 43.74 | \$ 32.33 | 35.29 |
| Book value per common share | 28.62 | 28.18 | 27.81 | 27.13 | 26.71 | 26.09 | 2.91 | 28.62 | 26.71 | 7.14 |
| Tangible book value per common share | 17.56 | 17.07 | 16.65 | 15.34 | 14.88 | 14.28 | 5.45 | 17.56 | 14.88 | 17.99 |
| Shareholders' equity to assets (actual) | 14.33\% | 14.27\% | 14.17\% | 13.37\% | 13.18\% | 12.93\% |  | 14.33\% | 13.18\% |  |
| Tangible capital ratio (3) | 9.31\% | 9.16\% | 9.00\% | 8.03\% | 7.80\% | 7.52\% |  | 9.31\% | 7.80\% |  |
| Leverage ratio | 10.68\% | 10.39\% | 10.59\% | 9.38\% | 9.18\% | 9.19\% |  | 10.68\% | 9.18\% |  |
| Common equity tier 1 capital ratio | 11.65\% | 11.69\% | 11.48\% | 10.16\% | 10.12\% | 9.88\% |  | 11.65\% | 10.12\% |  |
| Tier 1 risk-based capital ratio | 12.86\% | 12.93\% | 12.86\% | 11.57\% | 11.55\% | 11.38\% |  | 12.86\% | 11.55\% |  |
| Total risk-based capital ratio | 15.00\% | 15.11\% | 15.03\% | 13.84\% | 12.31\% | 12.17\% |  | 15.00\% | 12.31\% |  |

## (Unaudited)

(Dollars in thousands, except
per share data)

|  | 2017 |  | 2016 |  |  |  | Q4 2016 <br> Percent <br> Variance | June 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \end{aligned}$ | First Quarter | Fourth Quarter | Third Quarter | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \end{aligned}$ | First Quarter |  | 2017 | 2016 | Percent <br> Variance |
| Loans not purchased |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, agricultural | \$ 657,713 | \$ 626,237 | \$ 589,290 | \$ 554,151 | \$ 530,258 | \$ 520,463 | 11.61 | \$ 657,713 | \$ 530,258 | 24.04 |
| Lease Financing | 49,066 | 47,816 | 46,841 | 45,510 | 43,116 | 41,937 | 4.75 | 49,066 | 43,116 | 13.80 |
| Real estate- construction | 424,861 | 378,061 | 483,926 | 415,934 | 381,690 | 325,188 | (12.21) | 424,861 | 381,690 | 11.31 |
| Real estate - 1-4 family mortgages | 1,551,934 | 1,485,663 | 1,422,543 | 1,388,066 | 1,328,948 | 1,263,879 | 8.85 | 1,551,934 | 1,328,948 | 16.78 |
| Real estate - commercial mortgages | 2,281,220 | 2,203,639 | 2,075,137 | 2,030,626 | 1,918,778 | 1,836,053 | 9.93 | 2,281,220 | 1,918,778 | 18.89 |
| Installment loans to individuals | 94,104 | 92,669 | 92,648 | 91,739 | 89,759 | 86,893 | 1.57 | 94,104 | 89,759 | 4.84 |
| Loans, net of unearned | \$5,058,898 | \$4,834,085 | \$4,710,385 | \$4,526,026 | \$4,292,549 | \$4,074,413 | 7.33 | \$5,058,898 | \$4,292,549 | 17.85 |
| Loans purchased and covered <br> by FDIC loss-share <br> agreements |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, agricultural | \$ | \$ | \$ | \$ 14 | \$ 607 | \$ 624 | - | \$ | \$ 607 | - |
| Lease Financing | - | - | - | - | - | - | - | - | - | - |
| Real estate- construction | - | - | - | - | 83 | 86 | - | - | 83 | - |
| Real estate - 1-4 family mortgages | - | - | - | 30,304 | 34,640 | 36,350 | - | - | 34,640 | - |
| Real estate - commercial mortgages | - | - | - | 180 | 6,790 | 7,870 | - | - | 6,790 | - |
| Installment loans to individuals | - | - | - | 35 | 51 | 59 | - | - | 51 | - |
| Loans, net of unearned | \$ | \$ | \$ | $\underline{\text { \$ 30,533 }}$ | \$ 42,171 | \$ 44,989 | - | \$ | \$ 42,171 | - |
| Loans purchased and not covered by FDIC loss-share agreements |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, agricultural | \$ 102,869 | \$ 115,229 | \$ 128,200 | \$ 139,961 | \$ 152,071 | \$ 133,847 | (19.76) | \$ 102,869 | \$ 152,071 | (32.35) |
| Lease Financing | - | - | - | - | - | - | - | - | - | - |
| Real estate- construction | 35,946 | 35,673 | 68,753 | 71,704 | 70,958 | 52,300 | (47.72) | 35,946 | 70,958 | (49.34) |
| Real estate - 1-4 family mortgages | 400,460 | 431,904 | 452,447 | 452,274 | 485,458 | 477,266 | (11.49) | 400,460 | 485,458 | (17.51) |
| Real estate - commercial mortgages | 759,743 | 804,790 | 823,758 | 864,825 | 898,108 | 763,587 | (7.77) | 759,743 | 898,108 | (15.41) |
| Installment loans to individuals | 13,091 | 14,124 | 15,979 | 19,910 | 24,114 | 26,328 | (18.07) | 13,091 | 24,114 | (45.71) |
| Loans, net of unearned | \$1,312,109 | \$1,401,720 | \$1,489,137 | \$1,548,674 | \$1,630,709 | \$1,453,328 | (11.89) | \$1,312,109 | \$1,630,709 | (19.54) |
| Asset quality data |  |  |  |  |  |  |  |  |  |  |

cels

| Nonaccrual loans | \$ | 11,413 | \$ | 12,629 | \$ | 11,273 | \$ | 12,454 | \$ | 10,591 | \$ | 11,690 | 1.24 | \$ | 11,413 | \$ | 10,591 | 7.76 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans 90 past due or more |  | 1,283 |  | 2,175 |  | 2,079 |  | 2,315 |  | 1,428 |  | 2,495 | (38.29) |  | 1,283 |  | 1,428 | (10.15) |
| Nonperforming loans |  | 12,696 |  | 14,804 |  | 13,352 |  | 14,769 |  | 12,019 |  | 14,185 | (4.91) |  | 12,696 |  | 12,019 | 5.63 |
| Other real estate owned |  | 4,305 |  | 5,056 |  | 5,929 |  | 8,429 |  | 9,575 |  | 12,810 | (27.39) |  | 4,305 |  | 9,575 | (55.04) |
| Nonperforming assets not purchased | \$ | 17,001 | \$ | 19,860 | \$ | 19,281 | \$ | 23,198 | \$ | 21,594 | \$ | 26,995 | (11.83) | \$ | 17,001 | \$ | 21,594 | (21.27) |
| Assets purchased and subject to loss share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | - | \$ | - | \$ | - | \$ | 1,628 | \$ | 2,060 | \$ | 2,708 | - | \$ | - | \$ | 2,060 | - |
| Loans 90 past due or more |  | - |  | - |  | - |  | 786 |  | 2,076 |  | 4,343 | - |  | - |  | 2,076 | - |
| Nonperforming loans |  | - |  | - |  | - |  | 2,414 |  | 4,136 |  | 7,051 | - |  | - |  | 4,136 | - |
| Other real estate owned |  | - |  | - |  | - |  | 926 |  | 2,618 |  | 1,373 | - |  | - |  | 2,618 | - |
| Nonperforming assets purchased and subject to loss share | \$ | - | \$ | - | \$ | - | \$ | 3,340 | \$ | 6,754 | \$ | 8,424 | - | \$ | - | \$ | 6,754 | - |
| Assets purchased and not subject to loss share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | 5,927 | \$ | 8,495 | \$ | 11,347 | \$ | 12,105 | \$ | 13,312 | \$ | 12,368 | (47.77) | \$ | 5,927 | \$ | 13,312 | (55.48) |
| Loans 90 past due or more |  | 8,128 |  | 11,897 |  | 10,815 |  | 12,619 |  | 13,650 |  | 10,805 | (24.85) |  | 8,128 |  | 13,650 | (40.45) |
| Nonperforming loans |  | 14,055 |  | 20,392 |  | 22,162 |  | 24,724 |  | 26,962 |  | 23,173 | (36.58) |  | 14,055 |  | 26,962 | (47.87) |
| Other real estate owned |  | 15,409 |  | 16,266 |  | 17,370 |  | 16,973 |  | 17,146 |  | 19,051 | (11.29) |  | 15,409 |  | 17,146 | (10.13) |
| Nonperforming assets purchased | \$ | 29,464 | \$ | 36,658 | \$ | 39,532 | \$ | 41,697 | \$ | 44,108 | \$ | 42,224 | (25.47) | \$ | 29,464 | \$ | 44,108 | (33.20) |
| Net loan charge-offs (recoveries) | \$ | 524 | \$ | 1,314 | \$ | 4,837 | \$ | 824 | \$ | 191 | \$ | 1,378 | (89.17) | \$ | 1,838 | \$ | 1,569 | 17.14 |
| Allowance for loan losses | \$ | 44,149 | \$ | 42,923 | \$ | 42,737 | \$ | 45,924 | \$ | 44,098 | \$ | 42,859 | 3.30 | \$ | 44,149 | \$ | 44,098 | 0.12 |


| Annualized net loan chargeoffs / average loans | 0.03\% | 0.09\% | 0.31\% | 0.05\% | 0.01\% | 0.10\% | 0.06\% | 0.06\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans / total loans* | 0.42\% | 0.56\% | 0.57\% | 0.69\% | 0.72\% | 0.80\% | 0.42\% | 0.72\% |
| Nonperforming assets / total assets* | 0.52\% | 0.64\% | 0.68\% | 0.80\% | 0.85\% | 0.95\% | 0.52\% | 0.85\% |
| Allowance for loan losses / total loans* | 0.69\% | 0.69\% | 0.69\% | 0.75\% | 0.74\% | 0.77\% | 0.69\% | 0.74\% |
| Allowance for loan losses / nonperforming loans* | 165.04\% | 121.95\% | 120.34\% | 109.59\% | 102.28\% | 96.51\% | 165.04\% | 102.28\% |
| Nonperforming loans / total loans** | 0.25\% | 0.31\% | 0.28\% | 0.33\% | 0.28\% | 0.35\% | 0.25\% | 0.28\% |
| Nonperforming assets / total assets** | 0.19\% | 0.23\% | 0.22\% | 0.27\% | 0.25\% | 0.33\% | 0.19\% | 0.25\% |
| Allowance for loan losses / total loans** | 0.87\% | 0.89\% | 0.91\% | 1.01\% | 1.03\% | 1.05\% | 0.87\% | 1.03\% |
| Allowance for loan losses / nonperforming loans** | 347.74\% | 289.94\% | 320.08\% | 310.95\% | 366.90\% | 302.14\% | 347.74\% | 366.90\% |
| *Based on all assets (include | d assets) |  |  |  |  |  |  |  |

[^0]
## RENASANT CORPORATION

(Unaudited)
(Dollars in thousands, except
per share data)

|  | Three Months Ended |  |  |  |  |  |  |  |  | For The Six Months Ending |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2017 |  |  | March 31, 2017 |  |  | June 30, 2016 |  |  | June 30, 2017 |  |  | June 30, 2016 |  |  |  |
|  | Average Balance | Interest <br> Income/ <br> Expense | Yield/ Rate | Average Balance | Interest <br> Income/ <br> Expense | Yield/ Rate | Average Balance | Interest <br> Income/ <br> Expense | Yield/ Rate | Average Balance | Interest Income/ Expense | Yield/ Rate | Average Balance |  | Interest Income/ Expense | Yield/ Rate |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not purchased | \$ 4,938,922 | \$ 54,955 | 4.46\% | \$ 4,752,628 | \$51,143 | 4.36\% | \$ 4,190,646 | \$ 46,012 | 4.42\% | \$ 4,846,290 | \$ 106,098 | 4.41\% | \$ 4,065,861 |  | 89,173 | 4.41\% |
| Purchased | 1,354,575 | 23,902 | 7.08 | 1,446,077 | 22,567 | 6.33 | 1,665,623 | 27,623 | 6.67 | 1,400,073 | 46,469 | 6.69 | 1,562,468 |  | 50,557 | 6.51 |
| Purchased and covered ${ }^{(1)}$ | - | - | - | - | - | - | 41,381 | 1,073 | 10.43 | - | - | - | 62,727 |  | 2,208 | 7.08 |
| Total loans | 6,293,497 | 78,857 | 5.03 | 6,198,705 | 73,710 | 4.82 | 5,897,650 | 74,708 | 5.09 | 6,246,363 | 152,567 | 4.93 | 5,691,056 |  | 141,938 | 5.02 |
| Mortgage loans held for sale | 168,650 | 1,831 | 4.35 | 112,105 | 1,148 | 4.15 | 306,011 | 2,472 | 3.25 | 140,534 | 2,980 | 4.28 | 261,851 |  | 4,845 | 3.72 |
| Securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable ${ }^{(2)}$ | 737,494 | 4,340 | 2.36 | 704,805 | 4,070 | 2.34 | 755,220 | 4,321 | 2.30 | 721,240 | 8,410 | 2.35 | 751,887 |  | 8,457 | 2.26 |
| Tax-exempt | 331,750 | 3,891 | 4.70 | 338,892 | 4,297 | 5.14 | 356,611 | 4,178 | 4.71 | 335,301 | 8,188 | 4.92 | 355,804 |  | 8,384 | 4.74 |
| Total securities | 1,069,244 | 8,231 | 3.09 | 1,043,697 | 8,367 | 3.25 | 1,111,831 | 8,499 | 3.07 | 1,056,541 | 16,598 | 3.17 | 1,107,691 |  | 16,841 | 3.06 |
| Interest-bearing balances with banks | 126,458 | 510 | 1.62 | 314,075 | 556 | 0.72 | 80,791 | 104 | 0.52 | 219,748 | 1,065 | 0.98 | 70,967 |  | 177 | 0.50 |
| Total interestearning assets | 7,657,849 | 89,429 | 4.68 | 7,668,582 | 83,781 | 4.43 | 7,396,283 | 85,783 | 4.66 | 7,663,186 | 173,210 | 4.56 | 7,131,565 |  | 163,801 | 4.62 |
| Cash and due from banks | 116,783 |  |  | 131,874 |  |  | 139,681 |  |  | 124,287 |  |  | 139,039 |  |  |  |
| Intangible assets | 492,349 |  |  | 493,816 |  |  | 499,503 |  |  | 493,078 |  |  | 486,749 |  |  |  |
| FDIC loss-share indemnification asset | - |  |  | - |  |  | 5,969 |  |  | - |  |  | 6,187 |  |  |  |
| Other assets | 453,679 |  |  | 465,176 |  |  | 500,382 |  |  | 459,396 |  |  | 489,821 |  |  |  |
| Total assets | $\underline{\text { \$8,720,660 }}$ |  |  | \$8,759,448 |  |  | \$8,541,818 |  |  | \$8,739,947 |  |  | $\underline{\underline{\$ 8,253,361 ~}}$ |  |  |  |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing demand ${ }^{(3)}$ | 3,368,363 | 1,917 | 0.23 | 3,410,606 | 1,813 | 0.22 | 3,111,718 | 1,421 | 0.18 | 3,389,368 | 3,730 | 0.22 | 3,034,314 |  | 2,762 | 0.18 |
| Savings deposits | 568,535 | 98 | 0.07 | 553,985 | 96 | 0.07 | 526,596 | 93 | 0.07 | 561,300 | 194 | 0.07 | 517,304 |  | 182 | 0.07 |
| Time deposits | 1,603,800 | 3,300 | 0.83 | 1,617,262 | 3,240 | 0.81 | 1,607,092 | 2,906 | 0.73 | 1,610,494 | 6,539 | 0.82 | 1,550,373 |  | 5,436 | 0.71 |
| Total interestbearing deposits | 5,540,698 | 5,315 | 0.38 | 5,581,853 | 5,149 | 0.37 | 5,245,406 | 4,420 | 0.34 | 5,561,162 | 10,463 | 0.38 | 5,101,991 |  | 8,380 | 0.33 |
| Borrowed funds | 233,542 | 2,661 | 4.57 | 282,008 | 2,725 | 3.92 | 594,459 | 2,431 | 1.64 | 257,641 | 5,387 | 4.22 | 566,921 |  | 4,676 | 1.66 |
| Total interestbearing liabilities | 5,774,240 | 7,976 | 0.55 | 5,863,861 | 7,874 | 0.54 | 5,839,865 | 6,851 | 0.47 | 5,818,803 | 15,850 | 0.55 | 5,668,912 |  | 13,056 | 0.46 |
| Noninterestbearing deposits | 1,608,467 |  |  | 1,558,809 |  |  | 1,477,380 |  |  | 1,583,775 |  |  | 1,397,382 |  |  |  |
| Other liabilities | 79,018 |  |  | 89,875 |  |  | 103,275 |  |  | 84,417 |  |  | 100,889 |  |  |  |
| Shareholders' equity | 1,258,935 |  |  | 1,246,903 |  |  | 1,121,298 |  |  | 1,252,952 |  |  | 1,086,178 |  |  |  |
| Total liabilities and shareholders' equity | \$ 8,720,660 |  |  | \$ 8,759,448 |  |  | \$ 8,541,818 |  |  | \$ 8,739,947 |  |  | \$ 8,253,361 |  |  |  |
| Net interest income/ net interest margin |  | \$ 81,453 | 4.27\% |  | \$ 75,907 | 4.01\% |  | \$ 78,932 | 4.29\% |  | \$ 157,360 | 4.14\% |  |  | 150,745 | 4.25\% |

[^1]${ }^{(2)}$ U.S. Government and some U.S. Government Agency securities are tax-exempt in the states in which we operate.
${ }^{(3)}$ Interest-bearing demand deposits include interest-bearing transactional accounts and money market deposits.

## RECONCILIATION OF GAAP TO NON-GAAP

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## CALCULATION OF EFFICIENCY RATIO

| Interest income (FTE) | \$ | 89,429 | \$ | 83,781 | \$ | 87,564 | \$ | 84,786 | \$ | 85,783 | \$ | 78,009 | \$ | 173,210 | \$ | 163,792 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense |  | 7,976 |  | 7,874 |  | 7,791 |  | 7,301 |  | 6,851 |  | 6,205 |  | 15,850 |  | 13,056 |
| Net Interest income (FTE) | \$ | 81,453 | \$ | 75,907 | \$ | 79,773 | \$ | 77,485 | \$ | 78,932 | \$ | 71,804 | \$ | 157,360 | \$ | 150,736 |
| Total noninterest income | \$ | 34,265 | \$ | 32,021 | \$ | 30,255 | \$ | 38,272 | \$ | 35,586 | \$ | 33,302 | \$ | 66,286 | \$ | 68,888 |
| Securities gains (losses) |  | - |  | - |  | - |  | - |  | 1,257 |  | (71) |  | - |  | 1,186 |
| Total noninterest income | \$ | 34,265 | \$ | 32,021 | \$ | 30,255 | \$ | 38,272 | \$ | 34,329 | \$ | 33,373 | \$ | 66,286 | \$ | 67,702 |
| Total Income (FTE) | \$ | 115,718 | \$ | 107,928 | \$ | 110,028 | \$ | 115,757 | \$ | 113,261 | \$ | 105,177 | \$ | 223,646 | \$ | 218,438 |
| Total noninterest expense | \$ | 74,841 | \$ | 69,309 | \$ | 71,558 | \$ | 76,468 | \$ | 77,259 | \$ | 69,814 | \$ | 144,150 | \$ | 147,073 |
| Amortization of intangibles |  | 1,493 |  | 1,563 |  | 1,624 |  | 1,684 |  | 1,742 |  | 1,697 |  | 3,056 |  | 3,439 |


| Merger-related expenses |  | 3,044 |  | 345 |  | - |  | 268 |  | 2,807 |  | 948 |  | 3,389 |  | 3,755 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Debt extinguishment penalty |  | - |  | 205 |  | - |  | 2,210 |  | 329 |  | - |  | 205 |  | 329 |
| Loss share termination |  | - |  | - |  | 2,053 |  | - |  | - |  | - |  | - |  | - |
| Total noninterest expense | \$ | 70,304 | \$ | 67,196 | \$ | 67,881 | \$ | 72,306 | \$ | 72,381 | \$ | 67,169 | \$ | 137,500 | \$ | 139,550 |
| (4) Efficiency Ratio |  | 60.75\% |  | 62.26\% |  | 61.69\% |  | 62.46\% |  | 63.91\% |  | 63.86\% |  | 61.48\% |  | 63.89\% |


[^0]:    **Excludes all assets purchased

[^1]:    ${ }^{(1)}$ Represents information associated with purchased loans covered under loss sharing agreements prior to their termination on December 8, 2016

