



Q2 2019 Earnings Conference Call

July 25, 2019

Forward-Looking Statements and Associated Risk Factors

We make statements in this presentation regarding our outlook or expectations for earnings, revenues, expenses and/or other matters regarding or affecting us that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are typically identified by words such as "believe," "expect," "anticipate," "intend," "outlook," "target," "estimate," "forecast," "project," "continue," "positions," "prospects," by future conditional verbs such as "will," "would," "should," "could," or "may," or by variations of such words or by similar expressions.

These forward-looking statements are subject to numerous assumptions, risks and uncertainties which change over time. In addition to factors previously disclosed in reports filed with the Securities and Exchange Commission, the following factors, among others, could cause our actual results to differ materially from those contemplated by such forward-looking statements: business disruption; a failure to grow revenues faster than we grow expenses; a deterioration in general economic conditions, either nationally, internationally, or in our market areas, including extended declines in the real estate market and constrained financial markets; inflation; the effects of, and changes in, trade; changes in asset quality and credit risk; introduction, withdrawal, success and timing of business initiatives; capital management activities; customer disintermediation; and our success in managing those risks. Other factors that could cause our actual results to differ from those indicated in forward-looking statements are included in the "Risk Factors" section of our filings with the Securities and Exchange Commission. The forward-looking statements speak only as of the date they are made and we undertake no obligation to update these forward-looking statements to reflect events or circumstances that occur after the date on which such statements were made.

Financial information contained in this presentation should be considered to be an estimate pending the filing with the Securities and Exchange Commission of our Quarterly Report on Form 10-Q for the three and six months ended June 30, 2019. While we are not aware of any need to revise the results disclosed in this presentation, accounting literature may require information received by management between the date of this presentation and the filing of the Quarterly Report on Form 10-Q to be reflected in the results of the fiscal period, even though the new information was received by management subsequent to the date of this presentation.

June 2019 Quarter Highlights

Diluted earnings per share available to common stockholders of \$0.46 (as reported) and \$0.51 (as adjusted); results reflect the continued progress in balance sheet transition and financial center consolidation strategies

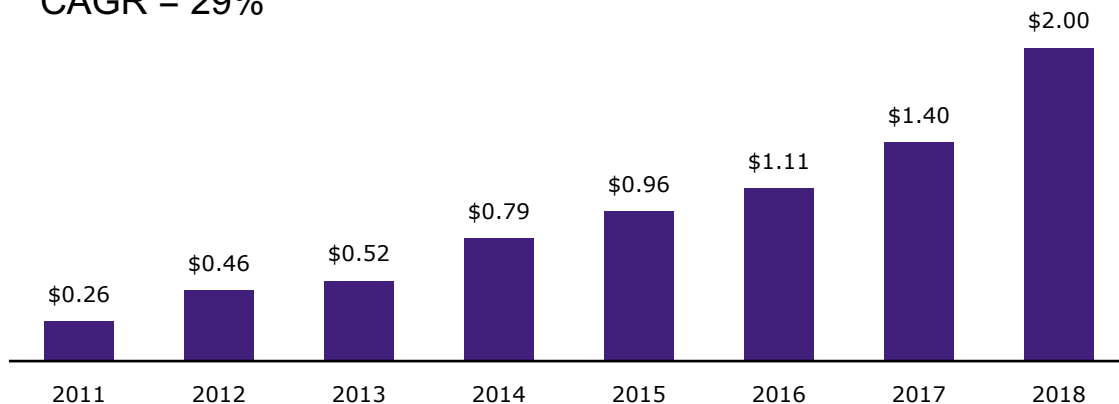
- Total assets of \$30.2 billion; total portfolio loans, gross of \$20.4 billion; total deposits of \$20.9 billion
- Net income available to common stockholders of \$94.5 million (as reported) and \$105.1 million (as adjusted)
- Recorded pre-tax charge of \$14.4 million related to ongoing financial center consolidation strategy.
- Tangible book value per common share⁽¹⁾ of \$12.40; growth of 13.6% over June 30, 2018
- Total commercial loans of \$17.6 billion; growth of 12.0% over June 30, 2018 and 11.6% annualized over linked quarter
- Operating efficiency ratio of 49.0% (as reported) and 40.9% (as adjusted)
- Total deposits were \$20.9 billion with a cost of 0.91% in the second quarter of 2019. Municipal balances decreased by \$327.7 million due to seasonal outflows
- Total cost of deposits increased by three basis points; total cost of interest bearing liabilities decreased by one basis point relative to the linked quarter
- As adjusted net interest margin was 3.58%. Excluding accretion income on acquired loans, NIM was 3.22%
- Consolidated two financial centers, anticipate 10 financial centers and three back-office locations will be consolidated in 2019.
- Declared dividend per common share of \$0.07 on July 24, 2019

(1) Adjusted / non-GAAP results exclude certain charges and gains. Refer to pages 17 through 20 for details on Adjusted / non-GAAP financial measures.

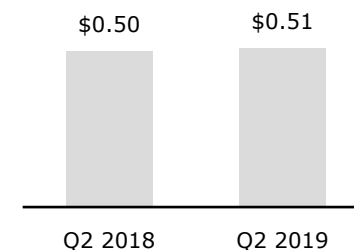
Track Record of Delivering Growth and Profitability

Adjusted Earnings per Share Available to Common Stockholders

CAGR = 29%



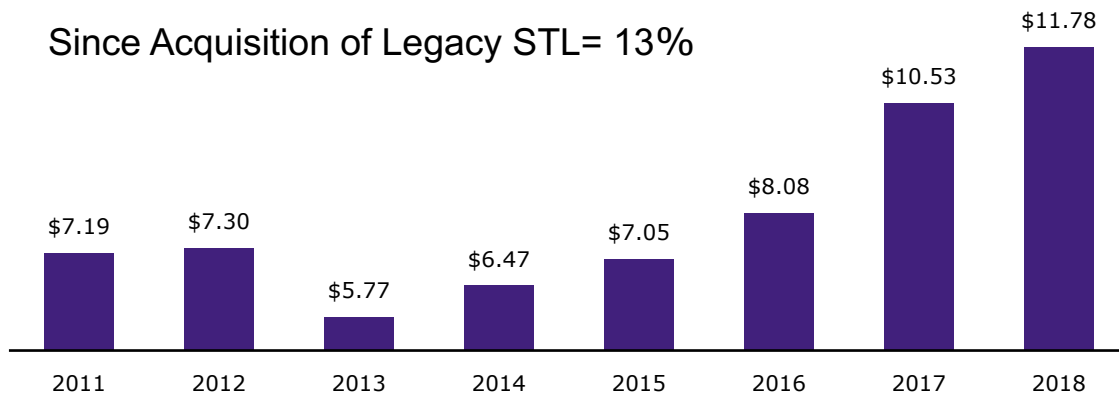
Growth Rate = 2.0%



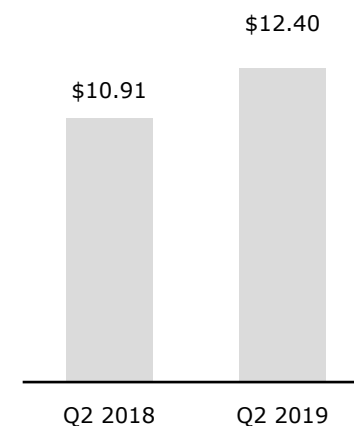
Tangible Book Value per Common Share

CAGR = 7%

Since Acquisition of Legacy STL = 13%



Growth Rate = 13.6%



Note: See pages 17 through 20 for a reconciliation of non-GAAP financial measures. Earnings data represents annual earnings per share for each period shown; tangible book value data as of December 31, for each period shown.

Summary of Quarterly Financial Performance

(\$ in millions, except per share data)	Quarter Ended			Linked Q Δ	YOY Δ
	6/30/2018	3/31/2019	6/30/2019		
Selected Balance Sheet Data: ⁽¹⁾					
Total Assets	\$31,463	\$29,957	\$30,238	0.9%	(3.9%)
Total Portfolio Loans, Gross	20,674	19,908	20,370	2.3%	(1.5%)
Investment Securities	6,789	5,915	5,859	(0.9%)	(13.7%)
Average Total Interest Earning Assets	27,757	27,414	26,377	(3.8%)	(5.0%)
Core Deposits ⁽²⁾⁽³⁾	19,871	20,161	19,894	(1.3%)	0.1%
Tangible Common Stockholders' Equity ⁽⁴⁾	2,459	2,498	2,543	1.9%	3.5%
Tangible Book Value per Common Share ⁽⁴⁾	10.91	11.92	12.40	4.0%	13.6%
Selected Profitability Data: ⁽¹⁾					
Net Interest Income	\$246.2	\$235.5	\$231.8	(\$3.7)	(\$14.4)
Provision for Loan Losses	13.0	10.2	11.5	1.3	(1.5)
Adjusted Non-interest Income ⁽⁵⁾	26.5	24.5	27.6	3.1	1.1
Non-interest Expense	124.9	115.0	126.9	11.9	2.0
Net Income Available to Common	112.2	99.4	94.5	(4.9)	(17.7)
Adjusted Net Income Available to Common	112.9	105.9	105.1	(0.8)	(7.8)
Key Performance Measures: ⁽¹⁾					
GAAP Diluted Earnings per Share	\$0.50	\$0.47	\$0.46	(\$0.01)	(\$0.04)
Adjusted Diluted EPS Available to Common ⁽⁴⁾	0.50	0.50	0.51	0.01	0.01
Net Interest Margin (tax equivalent basis) ⁽⁴⁾	3.62%	3.54%	3.58%	4 bps	(4) bps
Adjusted Operating Efficiency Ratio ⁽⁴⁾	38.3	40.5	40.9	40 bps	260 bps
Adjusted ROATA ⁽⁴⁾	1.55	1.48	1.51	3 bps	(4) bps
Adjusted ROATCE ⁽⁴⁾	18.79	17.04	16.83	(21) bps	(196) bps

(1) See earnings release dated July 24, 2019.

(2) Core deposits include retail, commercial and municipal transaction accounts, money market and savings accounts and certificates of deposit accounts including reciprocal Certificate of Deposit Account Registry balances ("CDARs").

(3) See page 10 for details on core deposits.

(4) See pages 17 through 20 for a reconciliation of non-GAAP / adjusted financial measures.

(5) Adjusted non-interest income excludes net gain or loss on sale of securities and gain on sale of residential mortgage loans.

Reconciliation of GAAP Earnings to Adjusted Earnings

- Impairment related to ongoing financial center and real estate consolidation strategy; 13 additional financial centers and back-office locations to be consolidated in 2019
- Diluted weighted average shares outstanding have declined 18,245,617 from Q2 2018 due to repurchase activity

(\$ in thousands, except per share data)

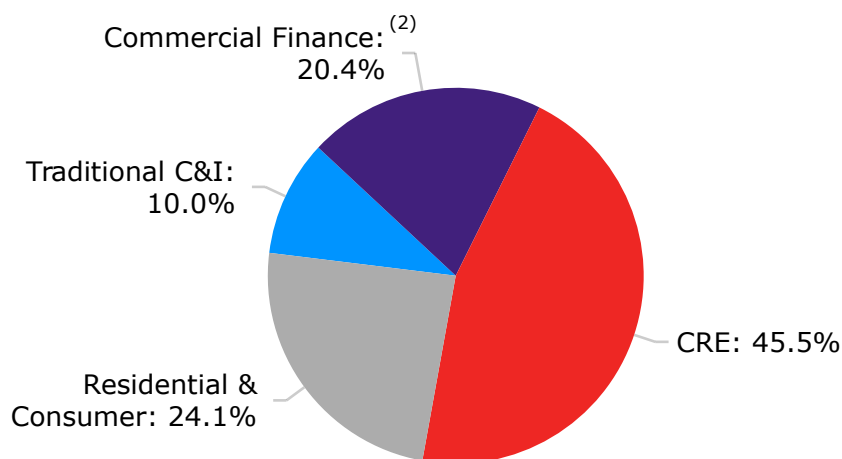
	Quarter Ended		
	6/30/2018	3/31/2019	6/30/2019
Reported income before income tax expense	\$ 146,156	\$ 129,911	\$ 120,457
Adjustments to reported income (pre-tax):			
Net loss on sale of securities	425	13,184	528
(Gain) on sale of residential mortgage loans	—	(8,313)	—
Net (gain) on sale of fixed assets	(11,797)	—	—
Impairment related to financial centers and real estate consolidation strategy	—	—	14,398
Charge for asset write-downs, systems integration, retention and severance	13,132	3,344	—
(Gain) on extinguishment of debt	—	(46)	—
Amortization of non-compete agreements and acquired customer lists	295	242	200
Total Adjusted pre-tax Income	148,211	138,322	135,583
Income tax expense at adjusted effective tax rate	33,347	30,431	28,472
Adjusted Net Income (non-GAAP)	114,864	107,891	107,111
Preferred stock dividend	1,996	1,989	1,987
Adjusted net income available to common stockholders (non-GAAP)	\$ 112,868	\$ 105,902	\$ 105,124
Adjusted Diluted EPS (non-GAAP)	\$ 0.50	\$ 0.50	\$ 0.51
GAAP Reported Diluted EPS	\$ 0.50	\$ 0.47	\$ 0.46
<i>Weighted average diluted shares outstanding</i>	225,621,856	213,505,842	207,376,239
<i>Adjusted return on average tangible assets</i>	1.55%	1.48%	1.51%
<i>Adjusted return on average tangible common equity</i>	18.8	17.0	16.8
<i>Adjusted operating efficiency ratio</i>	38.3	40.5	40.9
<i>Tangible book value per common share</i>	\$ 10.91	\$ 11.92	\$ 12.40
<i>Adjusted effective tax rate</i>	21.8%	22.0%	21.0%

Note: See pages 17 through 20 for a reconciliation of non-GAAP financial measures.

Strong Performance Across Commercial Businesses

- Total average commercial loans were \$17.0 billion, or 85.4% of portfolio loans in Q2 2019 ⁽¹⁾
- Growth in average balance of commercial loans of \$759.0 million over linked quarter and \$1.8 billion over Q2 2018

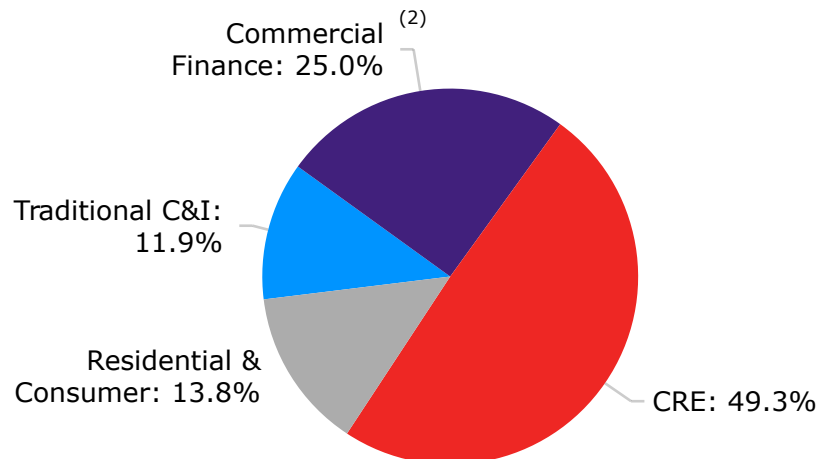
Loan Portfolio at 6/30/18



Total Gross Portfolio Loans: \$20.7 bn
Total Commercial Loans \$15.7 bn
Yield on Loans: 5.01%⁽³⁾

Yield on Loans Excluding Accretion Income: 4.46%⁽³⁾

Loan Portfolio at 6/30/19



Total Gross Portfolio Loans: \$20.4 bn
Total Commercial Loans \$17.6 bn
Yield on Loans: 5.20%⁽³⁾

Yield on Loans Excluding Accretion Income: 4.72%⁽³⁾

(1) Includes traditional C&I, commercial finance, commercial real estate ("CRE"), multi-family and acquisition development and construction ("ADC").

(2) Commercial finance loans include asset-based lending ("ABL"), payroll finance, warehouse lending, factored receivables, equipment finance and public sector loans.

(3) Represents loan portfolio yield for the three months ended June 30, 2018 and June 30, 2019. Yield on loans excluding accretion income excludes \$23.7 million of accretion income on acquired loans in Q2 2019 and \$28.0 million in Q2 2018.

Progression of Loan Portfolio and Yields

- Focus on organic originations of diversified commercial loans augmented by portfolio acquisitions

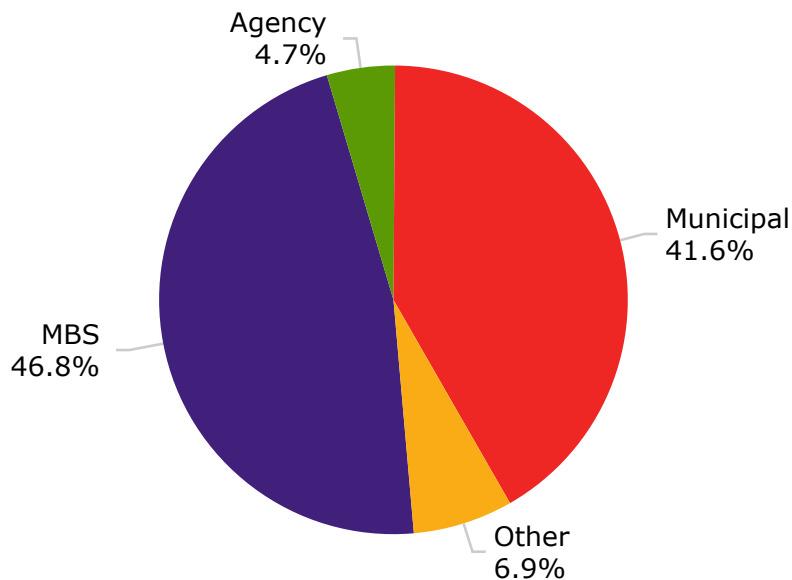
Asset Class	Loans O/S (in 000s)		Growth	Yield	Yield excluding accretion
	6/30/18	6/30/19		6/30/19	6/30/19
Traditional C&I	\$ 2,065,144	\$ 2,419,614	17.2%	5.53%	5.50%
ABL	790,177	1,132,798	43.4	7.11	6.55
Payroll finance	230,153	203,581	(11.5)	7.95	7.95
Warehouse lending	1,032,563	1,221,458	18.3	4.83	4.83
Factored receivables	225,814	254,786	12.8	4.85	4.85
Equipment finance	1,176,635	1,235,192	5.0	5.58	5.31
Public sector finance	768,197	1,047,405	36.3	4.11	4.11 ⁽¹⁾
CRE	4,225,662	5,036,220	19.2	4.95	4.82
Multi-family	4,935,098	4,677,817	(5.2)	4.85	3.89
ADC	236,915	338,973	43.1	6.09	6.09
Total Commercial	15,686,358	17,567,844	12.0	5.14	4.78
Residential mortgage	4,652,501	2,535,667	(45.5)	5.55	4.28
Consumer	335,634	266,795	(20.5)	5.75	5.28
Total portfolio loans	\$ 20,674,493	\$ 20,370,306	(1.5)	5.20%	4.72%

⁽¹⁾ Yield on public sector finance loans is shown on a tax equivalent basis.

Investment Securities Portfolio

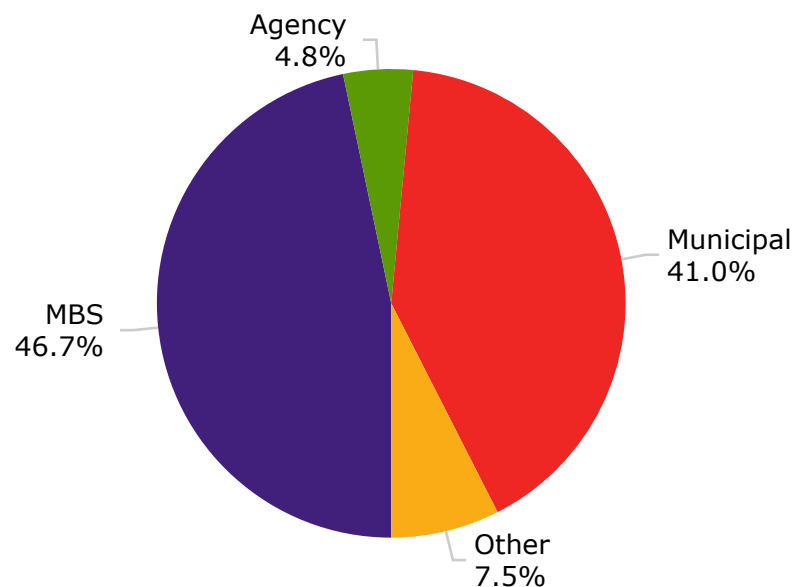
- Decrease of \$56.2 million (EOP balances); decrease of \$451.4 million (average balances) Q-o-Q
- Securities sold in Q1 2019 had a weighted average yield of 2.72%
- Target securities as a % of total interest earning assets of 20 - 22%

As of 3/31/19



Total Portfolio: \$5.9 bn⁽¹⁾
% of Total Earning Assets: 22.5%⁽¹⁾
Tax Equivalent (TE) Yield on Securities: 2.99%
Weighted Average Duration: 5.06⁽¹⁾

As of 6/30/19



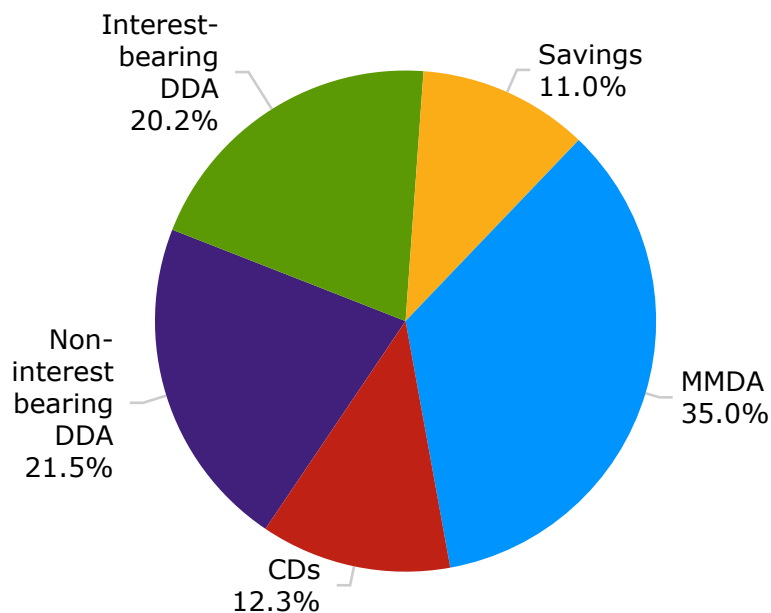
Total Portfolio: \$5.9 bn⁽¹⁾
% of Total Earning Assets: 21.9%⁽¹⁾
TE Yield on Securities: 2.92%
Weighted Average Duration: 4.57⁽¹⁾

(1) Represents end of period balance, percentage or duration.

Attractive Deposit Base to Support Further Growth

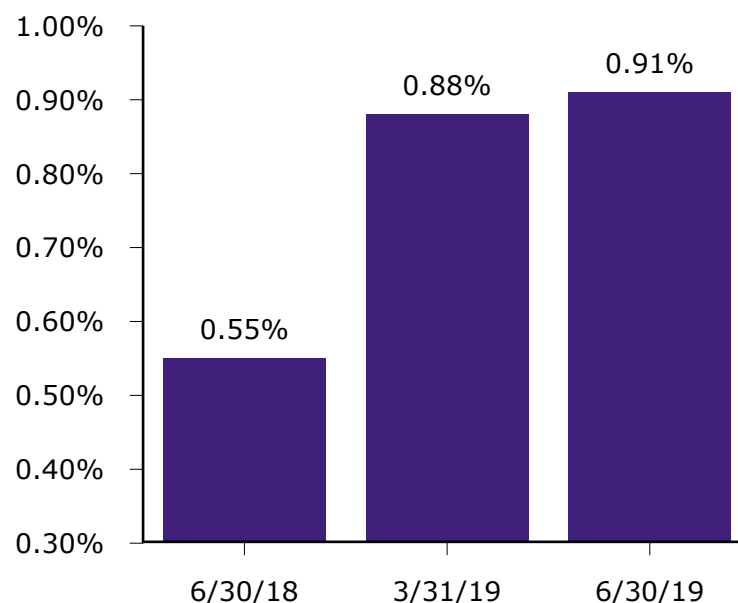
- 95.0% core deposits⁽¹⁾; deposit market competitive dynamics are improving demonstrated by increase in total cost of deposits of three basis points over linked quarter
- Retail and commercial⁽²⁾: 86.9%; municipal: 8.1%; wholesale and other⁽³⁾: 5.0%

Deposit Composition



Total Deposits: \$20.9B
Total Cost of Deposits: 0.91%⁽⁴⁾

Total Cost of Deposits⁽⁴⁾



(1) Core deposits include retail, commercial and municipal transaction accounts, money market, savings accounts and certificates of deposit accounts including reciprocal CDARs.

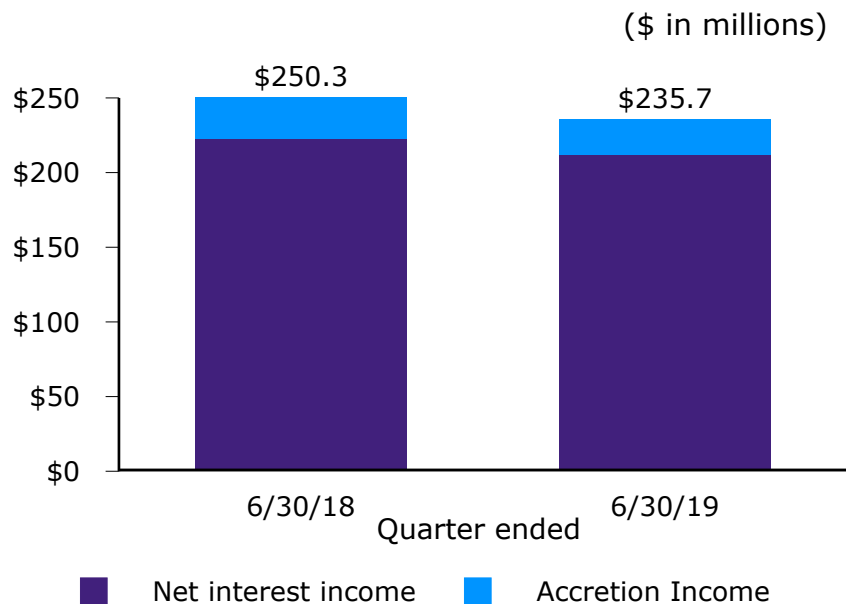
(2) Retail and commercial includes \$2.5 billion of certificates of deposit.

(3) Wholesale and other deposits include one-way brokered deposits and other wholesale deposits.

(4) Represents total cost of deposits for the three months ended June 30, 2018; March 31, 2019 and June 30, 2019.

Portfolio Transition is Replacing Accretion Income Run-off

Tax Equivalent Net Interest Income



Tax equivalent NIM ex-accretion	3.21%	3.22%
Avg. Earning Assets	\$ 27,757	\$ 26,377
Avg. Total Loans	20,340	19,913
Avg. Commercial Loans	15,194	16,997

NIM Outlook

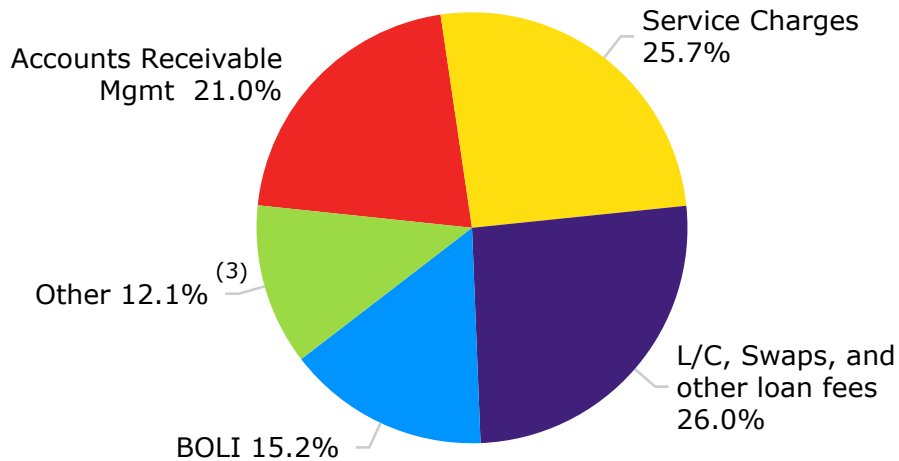
- Balance sheet will continue to transition as commercial loans grow and resi & MF loans run-off
- Q2 2019 weighted average new loan origination yield of 4.81%; decrease of 21 bps relative to linked quarter
- Actively evaluating loan portfolio acquisition opportunities
- Pace of rate increases in cost of total deposits and total funding liabilities has slowed
- Deposit pricing / market competitive dynamics continue to show signs of improvement
- Approximately \$2.5 billion of FHLB advances mature in 2H 2019
- Anticipate further pressure on earning asset yields; margin guidance revised to 3.20% - 3.30% for 2019 (excluding accretion income)

Note: Net interest margin data is adjusted to exclude accretion income on acquired loans of \$23.7 million in Q2 2019 and \$28.0 million in Q2 2018.

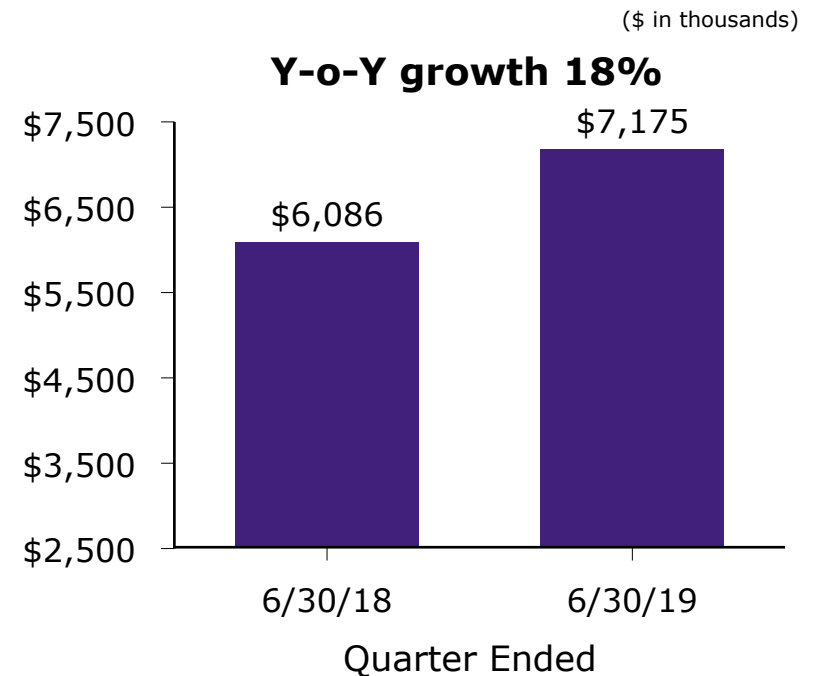
Diversified Non-Interest Income

- Adjusted non-interest income⁽¹⁾ of \$27.6 million; represents 10.5% of adjusted total net revenue⁽²⁾
- Growth in lines of credit commissions and other commissions and loan fees resulted in an increase in fee income relative to linked quarter and year over year

Non-Interest Income Composition⁽¹⁾



Letter of credit commissions, SWAP fees and other loan fees



Adjusted Non-Interest Income Q2 2019: \$27.6mm⁽¹⁾
% of Total Adjusted Net Revenue: 10.5%

(1) Excludes net (losses) on sale of securities.

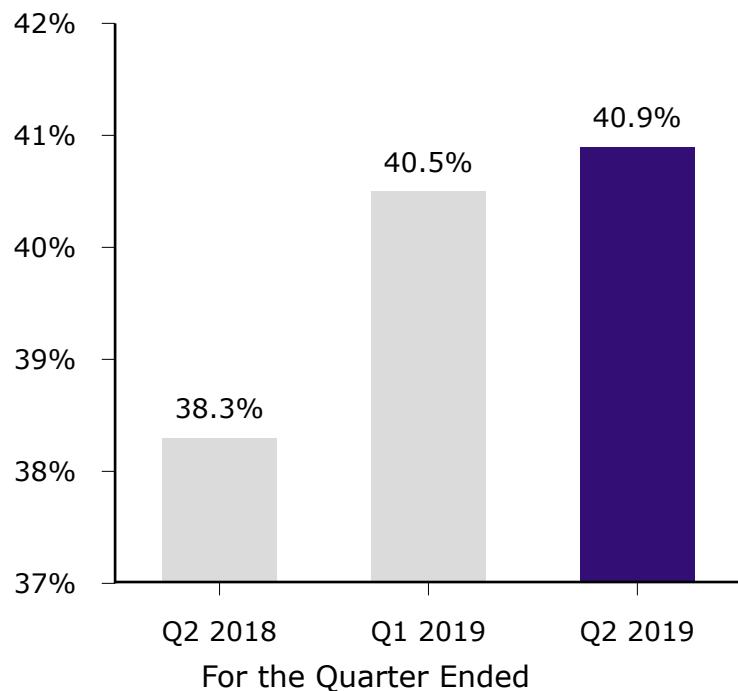
(2) Adjusted total net revenue is a non-GAAP / adjusted measure. Refer to page 19 for a reconciliation to GAAP.

(3) Other includes wealth management, interchange revenue, and other miscellaneous revenue.

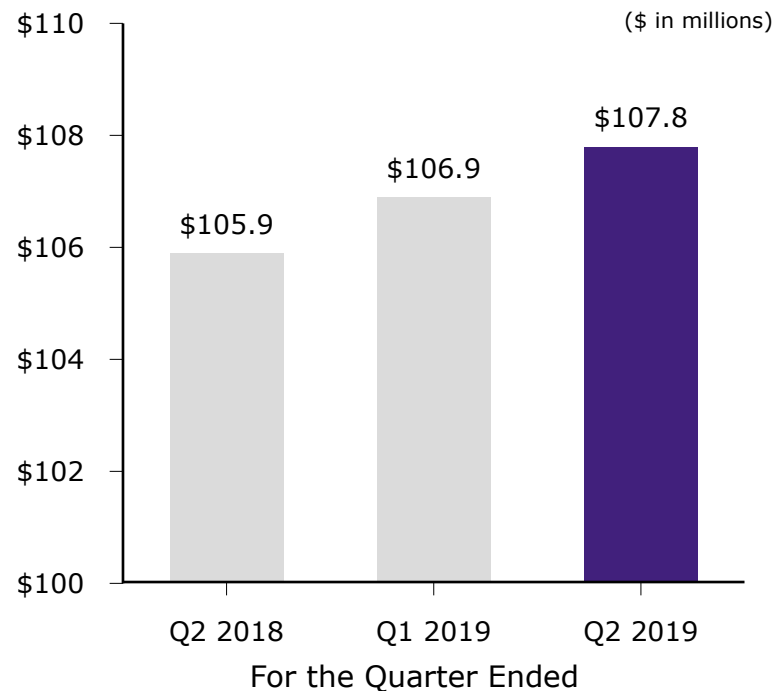
Focus on Controlling Costs and Improving Operating Efficiency

- Q2 2019 operating expense levels impacted by legal settlement and operational losses of \$3.0 million
- Focus on financial center and real estate consolidation strategy and investment in back-office automation initiatives to continue reducing opex

Adjusted Operating Efficiency Ratio



Adjusted Quarterly Non-interest Expenses



Note: See pages 17 through 20 for a reconciliation of non-GAAP / adjusted financial measures.

Strong Asset Quality and Capital Ratios

(\$ in millions)	As of or for the quarter ended				
	6/30/2018	9/30/2018	12/31/2018	3/31/2019	6/30/2019
Ratios and Balances					
Asset Quality Data:					
Non-performing loans to total loans	0.92%	0.90%	0.88%	0.86%	0.95%
Net charge-offs to average loans (annualized)	0.18	0.08	0.12	0.14	0.12
Allowance for loan losses to:					
Total loans	0.42	0.44	0.50	0.50	0.51
Non-performing loans	45.0	49.3	56.7	58.1	54.3
Non-performing assets to total assets	0.67	0.67	0.60	0.62	0.68
Special Mention Loans ⁽¹⁾	\$ 119.7	\$ 88.5	\$ 113.2	\$ 128.1	\$ 118.9
Substandard Loans ⁽¹⁾	251.8	280.4	266.0	288.7	311.4
Doubtful Loans	0.9	2.2	0.1	—	—
Total Criticized / Classified	372.4	371.0	379.3	416.7	430.4
Loans 30 to 89 days past due	73.4	50.1	97.2	64.3	76.4
Non-accrual and 90 days past due & still accruing	191.0	185.2	168.8	170.4	192.6
Capital Ratio Data:					
Tangible Common Equity to Tangible Assets (STL)	8.28%	8.65%	8.60%	8.87%	8.94%
Tier 1 Leverage Ratio (STL)	9.32	9.68	9.50	9.21	9.57
Tier 1 Leverage Ratio (SNB)	9.84	10.10	9.94	9.58	9.98

(1) Commercial loans acquired in Q1 2019 included \$36.0 million of special mention loans and \$6.6 million of substandard loans.

Update on Strategies for 2019

Metric	Target Range	Commentary
Loan growth	\$2.0 - \$2.5 bn	<ul style="list-style-type: none"> Total portfolio loan growth of \$1.2 billion in 1H 2019 Strong organic pipeline and acquisition opportunities
Loans to deposits ratio	95 - 100%	<ul style="list-style-type: none"> 97.2% at June 30, 2019 Focus on deposit segments that can grow efficiently
Net interest margin (excluding accretable yield)	3.20 - 3.30%	<ul style="list-style-type: none"> Improving deposit market and funding dynamics Earning asset yields under pressure due to interest rate environment
Fee income	~\$110mm	<ul style="list-style-type: none"> Deposit fees, cash management, syndications and loan swaps will be the focus Loan fees and commissions continue to perform well BOLI restructuring to be completed in Q3 2019
Operating expenses (excluding amortization of intangibles)	\$415 - \$425mm	<ul style="list-style-type: none"> 3 back-office locations and 10 additional financial centers to be consolidated in 2019 Longer-term target of reducing financial center network to below 85 by end of 2020
Excess tangible equity / capital position	8.25% TCE ratio	<ul style="list-style-type: none"> Estimated ~8.5 mm additional shares to be repurchased in 2019 subject to market conditions
Effective tax rate (ETR)	21% - 22%	<ul style="list-style-type: none"> Estimated ETR of 21.0% for 2019

June 2019 Summary

- Strong operating momentum, completed several strategic actions
- Significant continuing progress in balance sheet transition
- Strong growth in commercial loans organically
- Expanded NIM in Q2 as commercial loans replaced residential mortgage loans
- Focus on deposit growth opportunities to allow continued consolidation of financial centers
- Credit quality remains strong
- Repurchased 4.5 million common shares, anticipate 8.4 million additional shares to be purchased in second half of 2019 completing approved program
- Strong balance sheet with robust capital and liquidity
- Strategic actions position us for continued high performance
- Execution is the key

Adjusted Information (non-GAAP financial information)

- In this presentation, we have referred to non-GAAP/adjusted results to help illustrate the impact of certain types of items, such as the following:
 - † The impact of the securities gains and losses, non-taxable income, merger-related expenses, charges for asset write-downs, systems integration, retention and severance, gain on extinguishment of borrowings, gains on sale of certain real properties and amortization of non-compete agreements and acquired customer list intangible assets to our net income.
 - † Our tangible common equity (common stockholders' equity, less intangible assets, other than servicing rights).

These measures are used by management and the Board of Directors on a regular basis, in addition to our GAAP results, to facilitate the assessment of our financial performance and to assess our performance compared to our budgets and strategic plans. These non-GAAP financial measures complement our GAAP reporting and are presented below to provide investors, analysts, regulators and others information and reconciliations that we use to manage and evaluate our business each period.

This information supplements our results as reported in accordance with GAAP, and should not be viewed in isolation from, or as a substitute for, our GAAP results.

Quarterly Non-GAAP/Adjusted to GAAP Reconciliation

(\$ in thousands except share and per share data)

	As of or for the quarter ended				
	6/30/2018	9/30/2018	12/31/2018	3/31/2019	6/30/2019
The following table shows the reconciliation of stockholders' equity to tangible common equity and the tangible common equity ratio:					
Total assets	\$ 31,463,077	\$ 31,261,265	\$ 31,383,307	\$ 29,956,607	\$ 30,237,545
Goodwill and other intangibles	(1,754,418)	(1,745,181)	(1,742,578)	(1,782,533)	(1,777,748)
Tangible assets	29,708,659	29,516,084	29,640,729	28,174,074	28,459,797
Stockholders' equity	4,352,735	4,438,303	4,428,853	4,419,223	4,459,158
Preferred stock	(138,828)	(138,627)	(138,423)	(138,218)	(138,011)
Goodwill and other intangibles	(1,754,418)	(1,745,181)	(1,742,578)	(1,782,533)	(1,777,748)
Tangible common stockholders' equity	\$ 2,459,489	\$ 2,554,495	\$ 2,547,852	\$ 2,498,472	\$ 2,543,399
Common stock outstanding at period end	225,470,254	225,446,089	216,227,852	209,560,824	205,187,243
Common stockholders' equity as a % of total assets	13.39%	13.75%	13.67%	14.29%	14.29%
Book value per common share	\$ 18.69	\$ 19.07	\$ 19.84	\$ 20.43	\$ 21.06
Tangible common equity as a % of tangible assets	8.28%	8.65%	8.60%	8.87%	8.94%
Tangible book value per common share	\$ 10.91	\$ 11.33	\$ 11.78	\$ 11.92	\$ 12.40

The following table shows the reconciliation of reported return on average tangible common equity and adjusted return on average tangible common equity:

Average stockholders' equity	\$ 4,305,928	\$ 4,397,823	\$ 4,426,118	\$ 4,415,449	\$ 4,423,910
Average preferred stock	(138,958)	(138,692)	(138,523)	(138,348)	(138,142)
Average goodwill and other intangibles	(1,757,296)	(1,752,933)	(1,745,339)	(1,756,506)	(1,780,885)
Average tangible common stockholders' equity	\$ 2,409,674	\$ 2,506,198	\$ 2,542,256	\$ 2,520,595	\$ 2,504,883
Net income available to common stockholders	112,245	117,657	112,501	99,448	94,473
Net income available to common stockholders, if annualized	450,213	466,791	446,335	403,317	378,930
Reported return on average tangible common equity	18.68%	18.63%	17.56%	16.00%	15.13%
Adjusted net income available to common (see reconciliation on page 20)	\$ 112,868	\$ 114,273	\$ 116,458	\$ 105,902	\$ 105,124
Annualized adjusted net income available to common	452,712	453,366	462,034	429,492	421,651
Adjusted return on average tangible common equity	18.79%	18.09%	18.17%	17.04%	16.83%

Quarterly Non-GAAP/Adjusted to GAAP Reconciliation

(\$ in thousands except share and per share data)

	As of or for the quarter ended				
	6/30/2018	9/30/2018	12/31/2018	3/31/2019	6/30/2019
The following table shows the reconciliation of the reported operating efficiency ratio and the adjusted operating efficiency ratio:					
Net interest income	\$ 246,216	\$ 243,949	\$ 242,871	\$ 235,506	\$ 231,839
Non-interest income	37,868	24,145	22,475	19,597	27,058
Total revenue	284,084	268,094	265,346	255,103	258,897
Tax equivalent adjustment on securities	4,094	4,052	4,015	3,949	3,834
Net loss on sale of securities	425	56	4,886	13,184	528
Net (gain) on sale of fixed assets	(11,797)	—	—	—	—
Net (gain) on sale of residential mortgage loans	—	—	—	(8,313)	—
(Gain) on extinguishment of borrowings	—	—	(172)	(46)	—
Adjusted total net revenue	276,806	272,202	274,075	263,877	263,259
Non-interest expense	124,928	111,773	109,921	114,992	126,940
Impairment related to financial centers and real estate consolidation strategy	—	—	—	—	(14,398)
Charge for asset write-downs, systems integration, retention and severance	(13,132)	—	—	(3,344)	—
Amortization of intangible assets	(5,865)	(5,865)	(5,865)	(4,826)	(4,785)
Adjusted non-interest expense	\$ 105,931	\$ 105,908	\$ 104,228	\$ 106,868	\$ 107,757
Reported operating efficiency ratio	44.0%	41.7%	41.4%	45.1%	49.0%
Adjusted operating efficiency ratio	38.3	38.9	38.0	40.5	40.9

Quarterly Non-GAAP/Adjusted to GAAP Reconciliation

(\$ in thousands except share and per share data)

	For the quarter ended				
	6/30/2018	9/30/2018	12/31/2018	3/31/2019	6/30/2019
The following table shows the reconciliation of reported net income (GAAP) and earnings per share to adjusted net income (non-GAAP) and adjusted diluted earnings per share:					
Income before income tax expense	\$ 146,156	\$ 146,821	\$ 144,925	\$ 129,911	\$ 120,457
Income tax expense	31,915	27,171	30,434	28,474	23,997
Net income (GAAP)	114,241	119,650	114,491	101,437	96,460
Adjustments:					
Net loss on sale of securities	425	56	4,886	13,184	528
Net (gain) on sale of fixed assets	(11,797)	—	—	—	—
Net (gain) on sale of residential mortgage loans	—	—	—	(8,313)	—
Impairment related to financial centers and real estate consolidation strategy	—	—	—	—	14,398
(Gain) on extinguishment of borrowings	—	—	(172)	(46)	—
Charge for asset write-downs, systems integration, retention and severance	13,132	—	—	3,344	—
Amortization of non-compete agreements and acquired customer list intangible assets	295	295	295	242	200
Total pre-tax adjustments	2,055	351	5,009	8,411	15,126
Adjusted pre-tax income	148,211	147,172	149,934	138,322	135,583
Adjusted income tax expense	33,347	30,906	31,486	30,431	28,472
Adjusted net income (non-GAAP)	114,864	116,266	118,448	107,891	107,111
Preferred stock dividend	1,996	1,993	1,990	1,989	1,987
Adjusted net income available to common stockholders (non-GAAP)	\$ 112,868	\$ 114,273	\$ 116,458	\$ 105,902	\$ 105,124
Weighted average diluted shares	225,621,856	225,622,895	222,769,369	213,505,842	207,376,239
Reported diluted EPS (GAAP)	\$ 0.50	\$ 0.52	\$ 0.51	\$ 0.47	\$ 0.46
Adjusted diluted EPS (non-GAAP)	0.50	0.51	0.52	0.50	0.51

The following table shows the reconciliation of reported return on average tangible assets and adjusted return on average tangible assets:

Average assets	\$ 30,994,904	\$ 31,036,026	\$ 30,925,281	\$ 30,742,943	\$ 29,666,951
Average goodwill and other intangibles	(1,757,296)	(1,752,933)	(1,745,339)	(1,756,506)	(1,780,885)
Average tangible assets	29,237,608	29,283,093	29,179,942	28,986,437	27,886,066
Net income available to common stockholders	112,245	117,657	112,501	99,448	94,473
Net income available to common stockholders, if annualized	450,213	466,791	446,335	403,317	378,930
Reported return on average tangible assets	1.54%	1.59%	1.53%	1.39%	1.36%
Adjusted net income available to common stockholders (see reconciliation above)	\$ 112,868	\$ 114,273	\$ 116,458	\$ 105,902	\$ 105,124
Adjusted net income available to common stockholders, if annualized	452,712	453,366	462,034	429,492	421,651
Adjusted return on average tangible assets	1.55%	1.55%	1.58%	1.48%	1.51%



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