## D.A. Davidson 2015 Financial Institutions Conference | May 12-13, 2015

### **Disclaimer**



Forward-Looking Statements: This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Statements about our expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking, including, without limitation, our business outlook, our asset quality, our loan and deposit pipeline, loan pricing and yields and our regulatory and compliance readiness. These statements are often, but not always, made through the use of words or phrases such as "anticipates," "believes," "can," "could," "may," "predicts," "potential," "should," "will," "estimate," "plans," "projects," "continuing," "ongoing," "expects," "intends" and similar words or phrases. Accordingly, these statements are only predictions and involve estimates, known and unknown risks, assumptions and uncertainties that could cause actual results to differ materially from those expressed. All forward-looking statements are necessarily only estimates of future results, and there can be no assurance that actual results will not differ materially from expectations, and, therefore, you are cautioned not to place undue reliance on such statements. Any forward-looking statements are qualified in their entirety by reference to the factors discussed in the sections titled "Item 1A. Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in our Annual Report on Form 10-K for the fiscal year ended September 30, 2014 and our Quarterly Report on Form 10-Q for the period ended December 31, 2014. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events.

**Non-GAAP Financial Measures:** This presentation contains non-GAAP measures which our management relies on in making financial and operational decisions about our business and which exclude certain items that we do not consider reflective of our business performance. We believe that the presentation of these measures provides investors with greater transparency and supplemental data relating to our financial condition and results of operations. These non-GAAP measures should be considered in context with our GAAP results. A reconciliation of these non-GAAP measures appears in the appendix to this presentation and in our earnings release dated April 28, 2015. This presentation is available in the Investor Relations section of our website at <a href="https://www.greatwesternbank.com">www.greatwesternbank.com</a> and has been filed as an exhibit to our Current Report on Form 8-K filed with the SEC on May 7, 2015.

**Explanatory Note:** In this presentation, all financial information presented refers to the financial results of Great Western Bancorp, Inc. combined with those of its predecessor, Great Western Bancorporation, Inc.

### **Presenters**





Ken Karels
President &
Chief Executive Officer

- Chief Executive Officer of Great Western since 2010
- Previously served as Great Western's COO and Regional President
- Prior to joining Great Western in 2002, served as President and CEO at Marquette Bank
- 12 years of experience at Great Western and 38 years of industry experience



Peter Chapman
Executive VP &
Chief Financial Officer

- Chief Financial Officer of Great Western since 2013
- Prior to joining Great Western, held a number of senior finance roles within National Australia Bank and U.S. GAAP experience with E&Y
- 11 years of experience at Great Western / National Australia Bank and 20 years of industry experience



David Hinderaker

Head of Investor Relations &

M&A

- Head of Investor Relations and M&A since 2015
- Previously served as Great Western's Head of Business Performance and Strategy
- Prior to joining Great Western in 2010, held finance roles in industry and four years in public accounting with Deloitte & Touche
- 5 years of experience at Great Western and 10 years of industry experience

### **Premier Midwest Business Bank**

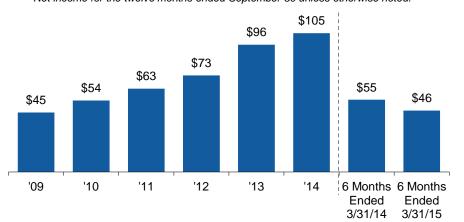


#### **Company Snapshot**

- Top 20 Midwest bank holding company (1)
- Business bank with unique agribusiness expertise
- 7<sup>th</sup> largest farm lender bank in the U.S. as of December 31, 2014<sup>(2)</sup>
- 158 banking branches across 7 states
- Current National Australia Bank ownership of 28.5% after October 2014 IPO and May 2015 Secondary Offering
- Stock price has increased 28.8%<sup>(3)</sup> since October 2014 IPO
- Headquartered in Sioux Falls, South Dakota

#### **Demonstrated Earnings Growth (\$MM)**

Net income for the twelve months ended September 30 unless otherwise noted.

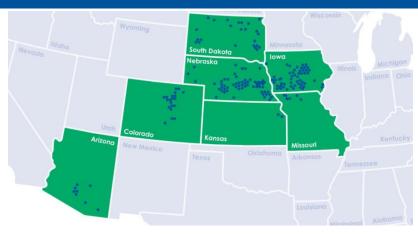


#### **Financial Highlights**

At or for the six months ended March 31, 2015 (FYTD).

Assets	\$9,782
	· · ·
Deposits	7,488
Total Loans	7,072
Efficiency Ratio	50.1%
ROTCE (4)	13.8%
TCE / TA	8.4%

#### **Market Presence**



Note: Efficiency ratio, return on average tangible common equity (ROTCE) and tangible common equity to tangible assets (TCE/TA) are non-GAAP measures. See appendix for reconciliations.

(1) Source: SNL Financial. Based on bank holding companies with headquarters in the Midwest ranked by total assets as of December 31, 2014. Excludes specialty lenders, insurance companies, trust banks and brokerage and investment banking firms.

(2) Source: American Bankers Association.

) Based on May 5, 2015 closing price of \$23.18.

(4) Calculated on an annualized basis.

NYSE: GWB

## **Executing on Business Strategy**



Focused
Business
Banking
Franchise with
Agribusiness
Expertise

- Business and agribusiness lending remains strong comprising 85.6% of the total loan portfolio at March 31, 2015; up 4.9% FYTD
- Increased lending volumes across the footprint led by growth in Iowa, Arizona and Colorado
- New Omaha, Nebraska business banking and wealth hub opened in late March

Strong
Profitability and
Growth Driven by
a Highly Efficient
Operating Model

- Returns continue to be attractive FYTD: 0.96% ROAA and 13.8% ROTCE<sup>(1)</sup>
- Efficiency remains a key driver of profitability with an efficiency<sup>(1)</sup> ratio of 50.1% FYTD
- Consolidation of five branches in Omaha, NE and Sioux Falls, SD proceeded successfully as of March 31, 2015 with limited expected impact to revenue streams

Strong Capital
Generation and
Attractive
Dividend

- Tier 1 Capital Ratio of 11.5% and Total Capital Ratio of 12.6% remain strong after adopting Basel III capital conventions on January 1, 2015, which increased RWAs by approximately \$270 million
- Quarterly dividend of \$0.12 per share announced April 28, 2015

Risk Management
Driving Strong
Credit Quality

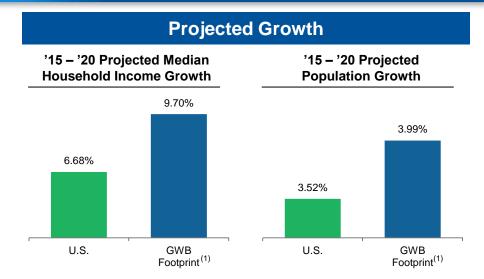
- Asset quality metrics remain strong despite elevated credit-related charges during the quarter:
  - Nonaccrual loans 1.05% of total loans
  - Net charge-offs / total loans 0.23% annualized FYTD
- OREO balance declined to \$43.6 million (\$8.6 million covered by FDIC loss-sharing)

## **Strong Underlying Economy**

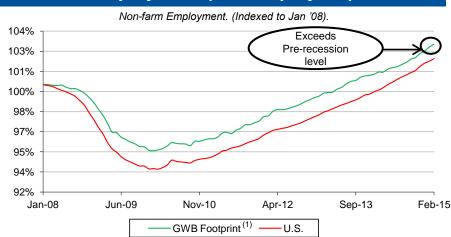


#### **Highlights**

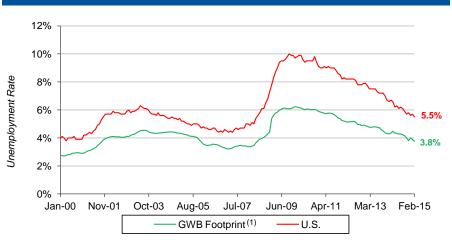
- Stable, attractive and growing markets
- February 2015 unemployment in footprint of 3.8%<sup>(1)</sup>, below the 5.5% national average
- Employment level continues to exceed pre-recession level
- Population growth and household income growth are projected to exceed the national average of the next five years



#### **Employment (# of Employees)**



#### **Unemployment Rate**



<sup>(1)</sup> GWB footprint values are averages of the values of states where GWB has a presence (NE, IA, SD, CO, AZ, MO, KS), weighted by GWB's deposits in each state as a percent of total GWB deposits as of the most recent FDIC survey dated June 30, 2014.
Source: SNL Financial, Bureau of Labor Statistics.

NYSE: GWB GreatWesternBank.com

# **Efficient and Profitable Business Model**

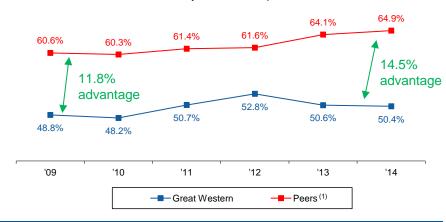


#### **Highlights**

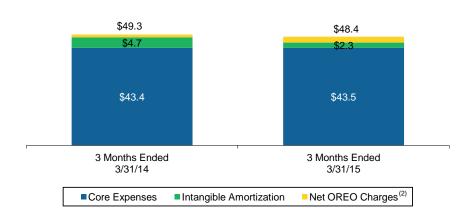
- Focused on profitable product offerings
- Streamlined processes
- Rationalizing branch network
- Proactive expense management with Kaizen & Lean principles
- Effective acquirer and integrator of complementary banks

#### **Efficiency Ratio**

For the fiscal years ended September 30.

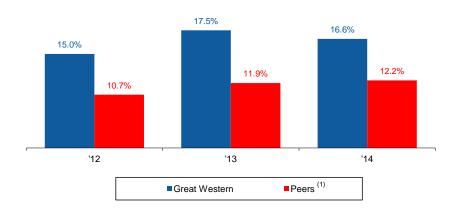


#### **Noninterest Expense (\$MM)**



#### **Return on Tangible Common Equity**

For the fiscal years ended September 30.



NYSE: GWB

### **Diversified Loan Portfolio**

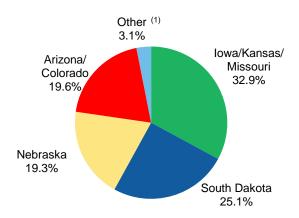


#### **Highlights**

- Ability to offer "Big Bank" expertise and delivery channels with "Small Bank" service
- 4% loan growth from September 30, 2014 to March 31, 2015 (UPB)
- 5% loan CAGR (UPB) (FY 2010 2Q'15) despite drag from run-off portfolios
  - \$805 million (84%) decline in impaired acquired loans from September 30, 2010 to March 31, 2015
- Emphasis on Business and Agribusiness lending
  - 85.6% of loans at March 31, 2015
- Granular portfolio diversified across customers, geographies and sectors

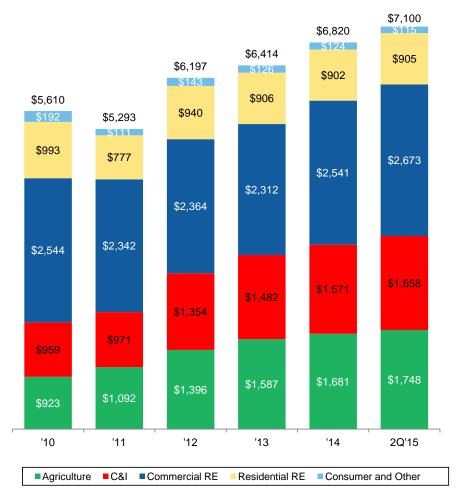
#### **Loans by Region**

At March 31, 2015 (UPB).



#### Loans (\$MM)

At September 30 of each fiscal year unless otherwise noted (UPB).



<sup>(1)</sup> Other represents acquired workout loans and certain other loans managed by staff, commercial and consumer credit card loans, fair value adjustments related to acquisitions and loans for which GWB has elected the fair value option.

NYSE: GWB GreatWesternBank.com

### **C&I Lending: A Core Competency**

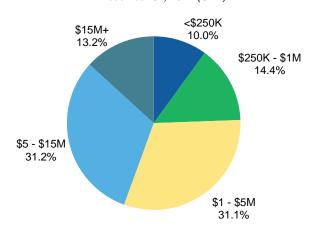


#### **Highlights**

- Diverse range of industry exposure across C&I / Owner-Occupied **CRE** lending
- Broad range of industries including: healthcare, freight & transport, agribusiness services and tourism
- No single industry concentration greater than 8% of the portfolio at March 31, 2015
- Strong FYTD growth across a broad range of sectors

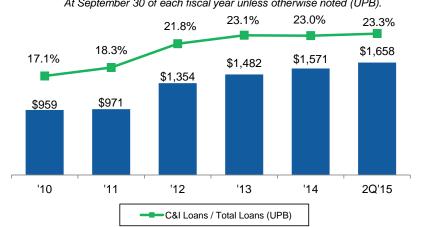
#### **C&I Portfolio Composition**

At December 31, 2014 (UPB).



#### C&I Loans (\$MM)

At September 30 of each fiscal year unless otherwise noted (UPB).



#### C&I Lending Net Charge-Offs (1)

For the fiscal year ended September 30 unless otherwise noted.



9

NYSE: GWB GreatWesternBank.com

Net charge-offs / average loans represent charge-offs, net of recoveries, as a percent of average loans for each period. Average loans are calculated as the two point average of each period. 2Q'15 net charge-offs / average loans annualized.

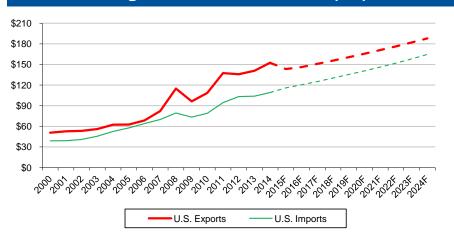
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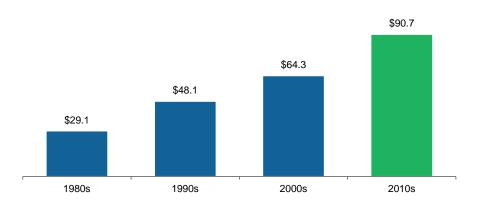
#### **Highlights**

- Real agricultural GDP grew at 3.4% CAGR nationally from '09 - '13
- Global population growth and increasing real income driving demand for protein and grains
- Farm sector debt ratios and income tracking favorably to long term averages
- Drop in 2014 grain prices partially offset by higher volume and lower protein producer costs
- Strong federal government support

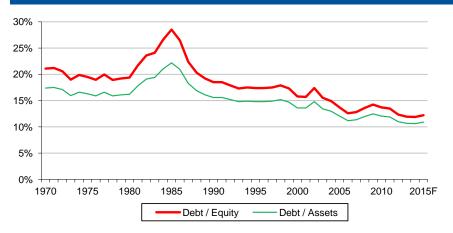
#### U.S. Agricultural Trade Value (\$B) (1)



#### U.S. Net Farm Income (\$B) (2)



#### **U.S. Farm Sector Debt Ratios**



Source:

U.S. Department of Agriculture. U.S. agricultural trade value forecasts and farm sector debt ratios as of February 2015. U.S. net farm income data as of April 2015. Exports: Free Alongside Ship ("FAS") includes the transaction price of the merchandise including inland freight, insurance, and other charges incurred in placing the merchandise alongside the carrier at the U.S. port of exportation and excludes any loading, transportation, or insurance costs beyond the port of exportation. Imports: Customs value includes the price paid for merchandise when sold for exportation to the U.S., and excludes additional costs for shipment, delivery and import duties. Imports for consumption exclude merchandise being held in bonded

warehouses or U.S. Foreign Trade Zones until specifically withdrawn for consumption.

## **Agribusiness Lending Expertise**

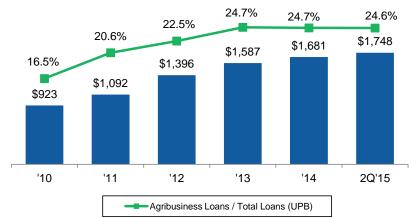


#### **Highlights**

- 7<sup>th</sup> largest farm lender bank in the U.S. as of December 31, 2014 (1)
- Balanced exposure across grains and proteins
- Limited specialty crop lending
- Crop insurance mitigates potential credit losses on grains
- Solid FYTD growth driven in part by customers' tax planning strategies in 1Q'15 and grain input costs in 2Q'15
- Grain portfolio credit review completed with no further significant credit concerns noted

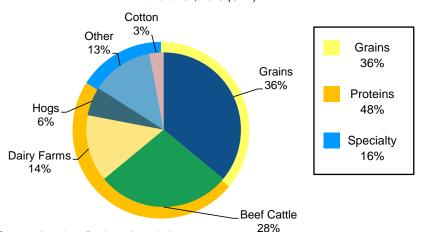
#### Agribusiness Loans (\$MM)

At September 30 of each fiscal year unless otherwise noted (UPB).



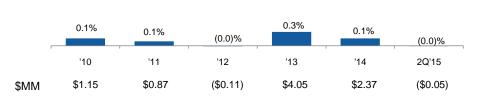
#### **Agribusiness Loan Portfolio by Sector**

At March 31, 2015 (UPB).



#### Agribusiness Lending Net Charge-Offs (2)

For the fiscal year ended September 30 unless otherwise noted.



GreatWesternBank.com

11

Source: American Bankers Association.

Net charge-offs / average loans represent charge-offs, net of recoveries, as a percent of average loans for each period. Average loans are calculated as the two point average of each period. 2Q'15 net charge-offs / average loans annualized.

## **Targeted CRE Lending**

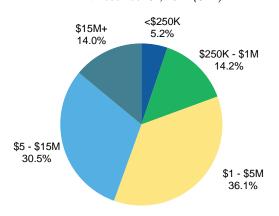


#### **Highlights**

- Focus on owner-occupied properties, commercial property investors and multi-family property investors
- Strong growth in Non-owner occupied CRE stemming from the healthcare and hospitality industries
- De-emphasized Construction & Development lending, but supportive of high quality single development construction projects in desired industry segments
- Significant run-off from TierOne acquisition from September 30, 2010 through March 31, 2015 partially masks strong underlying growth

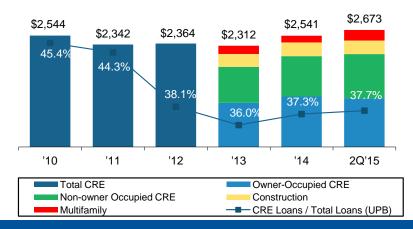
#### **CRE Portfolio Composition**

At December 31, 2014 (UPB).



#### **CRE Loans (\$MM)**

At September 30 of each fiscal year unless otherwise noted (UPB).



#### **CRE Lending Net Charge-Offs** (1)

For the fiscal year ended September 30 unless otherwise noted.



<sup>(1)</sup> Net charge-offs / average loans represent charge-offs, net of recoveries, as a percent of average loans for each period. Average loans are calculated as the two point average of each period. 2Q'15 net charge-offs / average loans annualized.

NYSE: GWB GreatWesternBank.com

# **Strong Credit Culture with Proven Results**

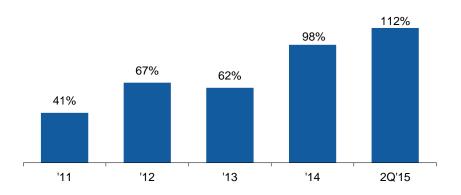


#### **Highlights**

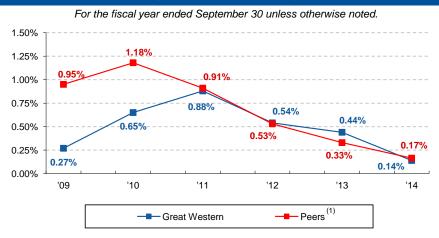
- Higher credit-related charges of \$14.0 million in 2Q'15 driven primarily by a small number of C&I lending exposures and higher OREO charges; management believes these elevated charges are customerspecific developments
- Allowance coverage increased relative to total loans and nonaccrual loans at March 31, 2015 from September 30, 2014
  - Reserves as a percentage of NALs<sup>(3)</sup> increased to 112%
- OREO down to \$43.6 million as of March 31, 2015
  - As of March 31, 2015 \$8.6 million was covered by FDIC loss-sharing

#### Reserves / NALs (3)

At September 30 for each fiscal year unless otherwise noted.



#### **Net Charge-Offs / Average Loans**



#### **Strong Credit Quality**

At or for the most recent period ended(2).

	GWB	Peers <sup>(1)</sup>
NALs / Total Loans (3)	0.66%	0.79%
NCOs / Avg. Loans (4)	0.23	0.13
Reserves / NALs <sup>(3)</sup>	112%	106%
Reserves / Total Loans	0.74	1.13

13

Median for publicly-listed banks with \$5-\$15bn in assets as of December 31, 2014. Peer data sourced from SNL Financial.

<sup>(2)</sup> GWB at or for the six months ended March 31, 2015. Peers at or for the three months ended December 31, 2014.

NALs exclude the portion of loans guaranteed by the U.S. government.

Net charge-offs computed on an annualized basis.

## Stable and Cost Effective Deposits Great Western Bancorp, Inc.

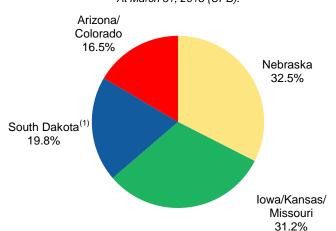


#### **Highlights**

- Attractive deposit franchise provides a stable funding base
- 95% total loans / deposits at March 31, 2015
- Time deposits account for 20% of total deposits, down from 46% at September 30, 2011
- Average cost of deposits decreased to 0.33% for 2Q'15
- Deliberate transition toward transaction accounts to continue to improve cost of deposits
- Municipal and government public deposits of \$1.0 billion; \$764 million collateralized at March 31, 2015

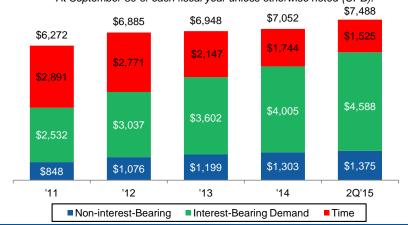
#### **Deposits by Region**

At March 31, 2015 (UPB).



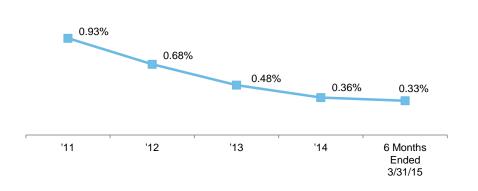
#### **Deposits (\$MM)**

At September 30 of each fiscal year unless otherwise noted (UPB).



#### **Cost of Deposits**

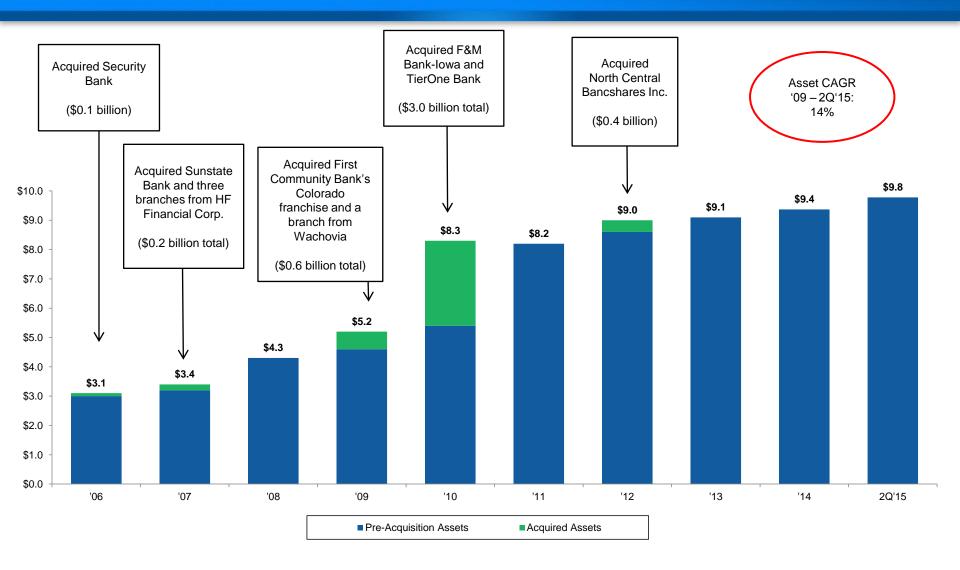
For the fiscal year ended September 30 unless otherwise noted.



South Dakota deposits include corporate and other deposits, which were immaterial.

## Effective Acquirer and Integrator





Note: Total assets are as of September 30 of each fiscal year and March 31, 2015. Acquired assets are the total of the fair value of total assets acquired and the net cash and cash equivalents received, at the time of acquisition of each indicated year.

15

## **Experienced Management Team**



Executive Officers	_	Industry experience (yrs)	Great Western / National Australia Bank experience (vrs)
Ken Karels President and CEO	<ul> <li>Former COO and Regional President – Great Western</li> <li>Former President and CEO – Marquette Bank</li> </ul>	38	12
Pete Chapman Executive VP & CFO	<ul> <li>Responsible for financial / regulatory reporting, planning and strategy, and treasury</li> <li>Prior U.S. GAAP experience with E&amp;Y</li> </ul>	20	11
Steve Ulenberg Executive VP & CRO	<ul> <li>Responsible for risk framework across Great Western</li> <li>Prior leadership roles in commercial and wholesale banking, risk management, and cross-organizational strategy – National Australia Bank</li> </ul>	30	24
Doug Bass Regional President	<ul> <li>Regional President for Iowa / Kansas / Missouri and Arizona / Colorado</li> <li>Prior positions with U.S. Bank and First American Bank Group</li> </ul>	31	5
Bryan Kindopp Regional President	Regional President for Nebraska and South Dakota     Prior role overseeing branch operations – northeastern South Dakota	23	14
Allen Shafer Executive VP – Support Services	Previously served as the Regional President for Iowa / Missouri Region and Chief Credit Officer – Great Western	29	13
Non-Executive Officers	<u> </u>		
Donald Straka General Counsel	Prior experience – attorney and executive in banking, securities and M&A	25	1
Cheryl Olson Head of L&D and Marketing	<ul> <li>Prior experience – VP &amp; Regional Training Manager for Bank of the West and VP Learning and Development Officer for Community First Bankshares Inc</li> </ul>	36	8
Andy Pederson Head of People & Culture	Prior experience – Senior Human Resource Generalist for Citibank and Wells Fargo	14	5



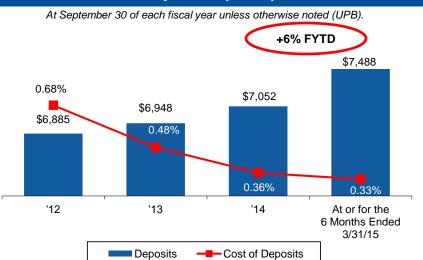
### **Balance Sheet Overview**



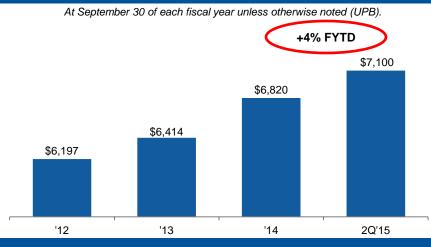
#### **Balance Sheet Highlights**

- Loans grew 4% FYTD with growth focused in CRE and agribusiness across the footprint
  - Some agribusiness growth expected to be seasonal
- Deposits up 6% FYTD including growth in both business and consumer accounts
  - Continued improvement in cost of deposits
- Capital levels remain strong and stable

#### **Deposits (\$MM)**



#### **Total Loans (UPB) (\$MM)**



#### Capital

At September 30 of each fiscal year unless otherwise noted.



(1) Tangible Common Equity / Tangible Assets is a non-GAAP measure. See appendix for reconciliation.

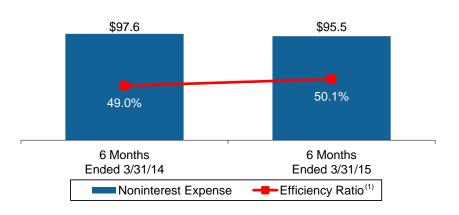
# Profitable and Efficient Business Model



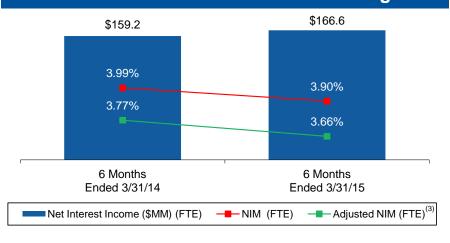
#### **FYTD Earnings Performance Highlights**

- Net interest income (FTE) increased by \$6 million compared to the six months ended March 31, 2014 driven by balance sheet growth, improved cost of deposits and loan mix
- Decrease in NIM (FTE) FYTD was exacerbated by one-off charges
  - Loan pricing competition continues but is partially offset by an improvement in deposit pricing
- Core noninterest revenue streams remained consistent
- Total noninterest expenses decreased, led by lower amortization of intangible assets but partially offset by higher net OREO expenses and professional fees
  - Expenses remain well managed with an efficiency ratio<sup>(1)</sup> of 50.1% FYTD

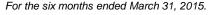
#### **Noninterest Expense (\$MM)**

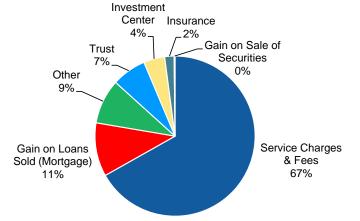


#### **Net Interest Income and Net Interest Margin** (2)



#### Non-Interest Income (4)





- Efficiency ratio is a non-GAAP measure. See appendix for reconciliation.
   Net Interest Income and NIM reported on a fully tax equivalent (FTE) basis.
- 3) Adjusted NIM is a non-GAAP measure. See appendix for reconciliation.
- (4) Excludes changes related to loans and derivatives at fair value which netted \$(14.0) million for the six months ended March 31, 2015.

## **Executing on Business Strategy**

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Strong Profitability and Growth Driven by a Highly Efficient Operating Model

**Strong Capital Generation and Attractive Dividend** 

**Risk Management Driving Strong Credit Quality** 



# Non-GAAP Reconciliation: Cash Net Income & ROATCE



	For the 6 Months Ended March 31,		For the Fiscal Year Ended September 30,		
	2015	2014	2014	2013	2012
Cash net income and return on average tangible common equity:					
Net Income	\$46,421	\$54,575	\$104,952	\$96,243	\$72,995
Add: Amortization of intangible assets	4,626	9,379	16,215	19,290	19,646
Add: Tax on amortization of intangible assets	(440)	(1,622)	(3,244)	(3,244)	(3,244)
Cash Net Income	\$50,607	\$62,332	\$117,923	\$112,289	\$89,397
Average Common Equity	\$1,445,984	\$1,421,478	\$1,430,772	\$1,380,296	\$1,352,069
Less: Average goodwill and other intangible assets	709,935	721,652	719,573	738,140	756,149
Average Tangible Common Equity	\$736,049	\$699,826	\$711,199	\$642,156	\$595,920
Return on Average Common Equity	6.44%	7.70%	7.34%	6.97%	5.40%
Return on Average Tangible Common Equity	13.8%	17.9%	16.6%	17.5%	15.0%

# Non-GAAP Reconciliation: Adjusted Net Interest Income & NIM



		For the 6 Months Ended March 31,		For the Fiscal Year Ended September 30,		
	2015	2014	2014	2013	2012	
Adjusted net interest income and adjusted net interest margin (fully-tax equivalent basis):						
Net Interest Income	\$163,534	\$157,098	\$320,424	\$310,473	\$288,171	
Add: Tax equivalent adjustment	3,094	2,139	4,663	3,541	2,111	
Net Interest Income (FTE)	\$166,628	\$159,237	\$325,087	\$314,014	\$290,282	
Add: Current realized derivative gain (loss)	(10,589)	(8,677)	(18,255)	(14,217)	(9,931)	
Adjusted Net Interest Income (FTE)	\$156,039	\$150,560	\$306,832	\$299,797	\$280,351	
Average Interest-Earning Assets	\$8,558,582	\$8,012,542	\$8,093,861	\$7,862,860	\$7,367,085	
Net Interest Margin (FTE)	3.90%	3.99%	4.02%	3.99%	3.94%	
Adjusted Net Interest Margin (FTE)	3.66%	3.77%	3.79%	3.81%	3.81%	

Note: Net Interest Margin (FTE) and Adjusted Net Interest Margin (FTE) for the 6 months ended March 31 calculated on an annualized basis.

# Non-GAAP Reconciliation: Adjusted Interest Income & Yield



	For the 6 Months Ended March 31,		For the Fiscal Year Ended September 30,		
Adiana di mana	2015	2014	2014	2013	2012
Adjusted net interest income and adjusted yield (fully-tax equivalent basis), on loans other than loans acquired with deteriorated credit quality:					
Interest Income	\$161,689	\$156,562	\$318,775	\$304,904	\$286,530
Add: Tax equivalent adjustment	3,094	2,139	4,663	3,541	2,111
Interest Income (FTE)	\$164,783	\$158,701	\$323,438	\$308,445	\$288,641
Add: Current realized derivative gain (loss)	(10,589)	(8,677)	(18,255)	(14,217)	(9,931)
Adjusted Interest Income (FTE)	\$154,194	\$150,024	\$305,183	\$294,228	\$278,710
Average loans other than loans acquired with deteriorated credit quality	\$6,727,508	\$6,186,621	\$6,311,857	\$5,876,116	\$5,093,013
Yield (FTE)	4.91%	5.14%	5.12%	5.25%	5.67%
Adjusted Yield (FTE)	4.60%	4.86%	4.84%	5.01%	5.47%

Note: Yield (FTE) and Adjusted Yield (FTE) for the 6 months ended March 31 calculated on an annualized basis.

# Non-GAAP Reconciliation: Efficiency Ratio



	For the 6 Months Ended March 31,		For the Fiscal Year Ended September 30,		
	2015	2014	2014	2013	2012
Efficiency Ratio:					
Total Revenue	\$178,370	\$178,064	\$360,205	\$370,305	\$356,117
Add: Tax equivalent adjustment	3,094	2,139	4,663	3,541	2,111
Total Revenue (FTE)	\$181,464	\$180,203	\$364,868	\$373,846	\$358,228
Noninterest Expense	\$95,529	\$97,625	\$200,222	\$208,590	\$208,819
Less: Amortization of intangible assets	4,626	9,379	16,215	19,290	19,646
Tangible Noninterest Expense	\$90,903	\$88,246	\$184,007	\$189,300	\$189,173
Efficiency Ratio	50.1%	49.0%	50.4%	50.6%	52.8%

# Non-GAAP Reconciliation: Tangible Common Equity to Tangible Assets



	For the 6 Months Ended March 31,		For the Fiscal Year Ended September 30,		
	2015	2014	2014	2013	2012
Fangible common equity and tangible common equity to assets:					
Total Stockholders' Equity	\$1,469,552	\$1,437,656	\$1,421,090	\$1,417,214	\$1,388,563
Less: Goodwill and other intangible assets	707,410	718,872	712,036	728,251	747,552
Tangible Common Equity	\$762,142	\$718,784	\$709,054	\$688,963	\$641,011
Total Assets	\$9,781,645	\$9,274,880	\$9,371,429	\$9,134,258	\$9,008,252
Less: Goodwill and other intangible assets	707,410	718,872	712,036	728,251	747,552
Tangible Assets	\$9,074,235	\$8,556,008	\$8,659,393	\$8,406,007	\$8,260,700
Fangible Common Equity to Tangible Assets	8.4%	8.4%	8.2%	8.2%	7.8%