

# FINANCIAL HIGHLIGHTS

IN THOUSANDS (except for share data)

FOR THE YEAR	2023	2022	% INCREASE	AT YEAR-END	2023	2022	% INCREASE
Net Income	\$198,977	\$234,475	(15.14%)	Assets	\$13,105,594	\$12,974,066	1.01%
Diluted Earnings (PER SHARE)	\$1.39	\$1.64	(15.24%)	Securities	\$4,732,762	\$5,474,359	(13.55%)
Dividends Declared	\$101,396	\$94,205	7.63%	Loans, HFI	\$7,148,791	\$6,441,868	10.97%
Dividends (PER SHARE)	\$0.71	\$0.66	7.58%	Deposits	\$11,138,300	\$11,005,507	1.21%
<b>KEY RATIOS</b>				Shareholders' Equity	\$1,498,900	\$1,265,737	18.42%
Return On Avg. Assets	1.55%	1.76%		Book Value Per Share	\$10.50	\$8.87	18.38%
Return On Avg. Equity	14.99%	16.72%		Trust Assets (Book Value)	\$7,549,787	\$6,927,335	8.99%
Year-End Equity/Assets	11.44%	9.76%		Trust Assets (Market Value)	\$9,781,326	\$8,754,948	11.72%
Efficiency	47.26%	42.80%					

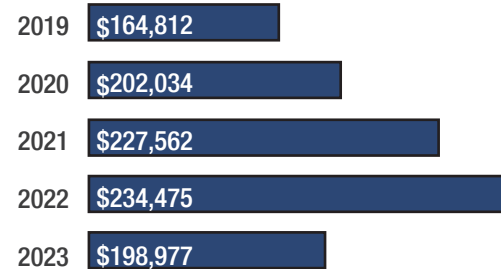
IN THOUSANDS (except for share data)

AT YEAR-END	2023	2022	% INCREASE
Assets	\$13,105,594	\$12,974,066	1.01%
Securities	\$4,732,762	\$5,474,359	(13.55%)
Loans, HFI	\$7,148,791	\$6,441,868	10.97%
Deposits	\$11,138,300	\$11,005,507	1.21%
Shareholders' Equity	\$1,498,900	\$1,265,737	18.42%
Book Value Per Share	\$10.50	\$8.87	18.38%
Trust Assets (Book Value)	\$7,549,787	\$6,927,335	8.99%
Trust Assets (Market Value)	\$9,781,326	\$8,754,948	11.72%

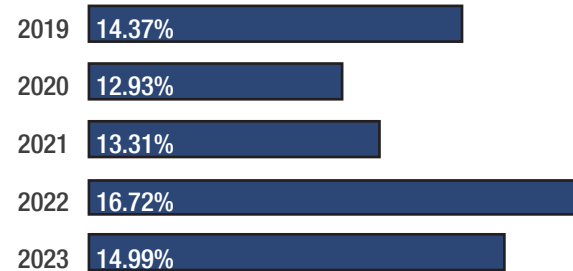
AVERAGES - FOR THE YEAR

Assets	\$12,861,262	\$13,286,671	(3.20%)
Securities	\$5,098,043	\$6,318,806	(19.32%)
Loans	\$6,784,352	\$5,923,594	14.53%
Deposits	\$10,820,730	\$11,019,523	(1.80%)
Shareholders' Equity	\$1,327,827	\$1,402,104	(5.30%)

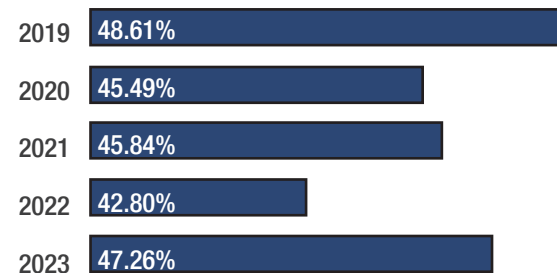
NET INCOME (in thousands)



RETURN ON AVERAGE EQUITY



EFFICIENCY RATIO



## SELECTED FINANCIAL DATA

IN THOUSANDS (except for share data)

YEAR-END	TOTAL ASSETS	SHAREHOLDERS' EQUITY	NET INCOME	DILUTED EARNINGS (PER SHARE)	CASH DIVIDENDS (PER SHARE)	STOCK DIVIDENDS AND SPLITS	YEAR-END BOOK VALUE (PER SHARE)	YEAR-END MARKET VALUE (PER SHARE)
2014	\$5,848,202	\$681,537	\$89,559	\$0.70	\$0.28	2/1 split	\$5.32	\$14.94
2015	\$6,665,070	\$804,986	\$100,381	\$0.78	\$0.31	—	\$6.10	\$15.09
2016	\$6,809,931	\$837,885	\$104,774	\$0.80	\$0.35	—	\$6.34	\$22.60
2017	\$7,254,715	\$922,768	\$120,371	\$0.91	\$0.38	—	\$6.97	\$22.53
2018	\$7,731,854	\$1,053,295	\$150,638	\$1.11	\$0.41	—	\$7.77	\$28.85
2019	\$8,262,227	\$1,227,197	\$164,812	\$1.21	\$0.47	2/1 split	\$9.03	\$35.10
2020	\$10,904,500	\$1,678,190	\$202,034	\$1.42	\$0.51	—	\$11.80	\$36.17
2021	\$13,102,461	\$1,759,224	\$227,562	\$1.59	\$0.58	—	\$12.34	\$50.84
2022	\$12,974,066	\$1,265,737	\$234,475	\$1.64	\$0.66	—	\$8.87	\$34.40
2023	\$13,105,594	\$1,498,900	\$198,977	\$1.39	\$0.71	—	\$10.50	\$30.30
<b>Ten-Year Compound Growth Rate</b>	8.40%	8.20%	8.31%	7.10%	9.76%	—	7.04%	7.33%

Adjusted for stock dividends and splits

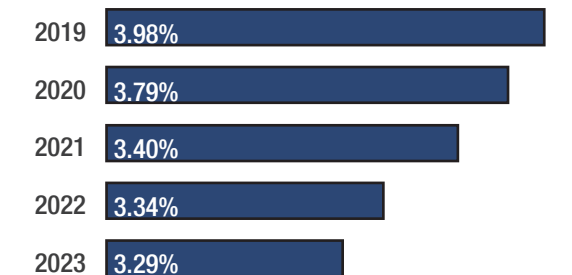
2023 COMMON STOCK MARKET VALUE AND DIVIDEND DATA

QUARTER	HIGH	LOW	CLOSE	DIVIDENDS
Fourth	\$31.58	\$22.84	\$30.30	\$0.18
Third	\$33.06	\$22.86	\$25.12	\$0.18
Second	\$32.26	\$25.01	\$28.49	\$0.18
First	\$38.24	\$27.54	\$31.90	\$0.17

2022 COMMON STOCK MARKET VALUE AND DIVIDEND DATA

QUARTER	HIGH	LOW	CLOSE	DIVIDENDS
Fourth	\$46.08	\$32.53	\$34.40	\$0.17
Third	\$47.26	\$38.72	\$41.83	\$0.17
Second	\$45.02	\$37.47	\$39.27	\$0.17
First	\$53.62	\$44.09	\$44.12	\$0.15

NET INTEREST MARGIN



RETURN ON AVERAGE ASSETS

