

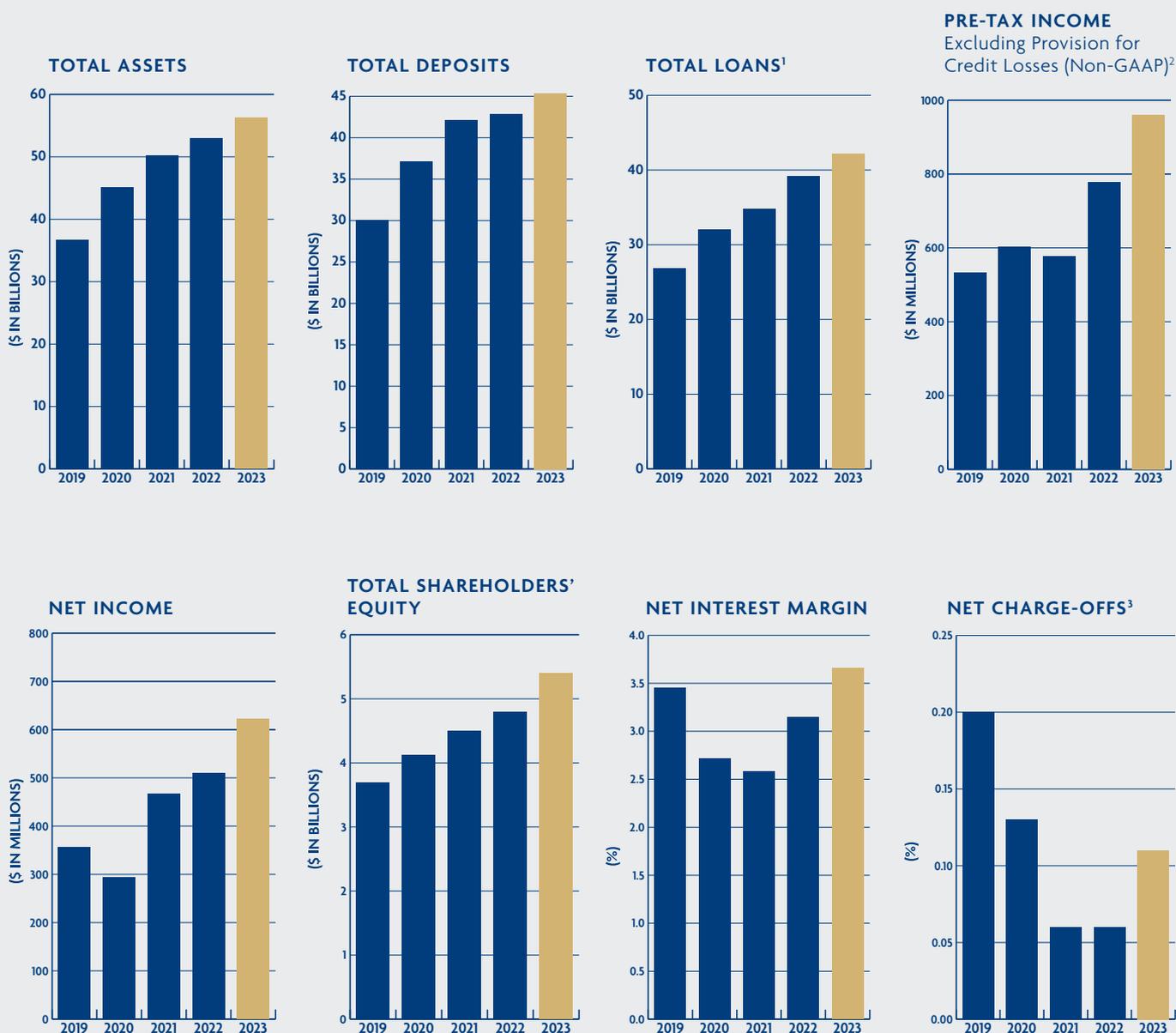


WELCOME TO WINTRUST FINANCIAL CORPORATION'S
2023 ANNUAL SHAREHOLDERS' LETTER

CHICAGO'S BANK®
WISCONSIN'S BANK®

FINANCIAL HIGHLIGHTS

Emphasized by the metrics below, our solid performance in 2023 led to Wintrust's 27th consecutive year of profitability and continued financial strength across the organization.



1. Excluding loans held-for-sale.

2. See Appendix, "Non-GAAP Financial Measures/Ratios," for a reconciliation of certain non-GAAP performance measures and ratios used by the Company to evaluate and measure the Company's performance to the most directly comparable GAAP financial measures.

3. As a % of average loans.

Dollars in thousands, except per share data. Years ended December 31,

	2023	2022	2021	2020	2019
SELECTED FINANCIAL CONDITION DATA (AT END OF YEAR)					
Total assets	\$ 56,259,934	\$ 52,949,649	\$ 50,142,143	\$ 45,080,768	\$ 36,620,583
Total loans (excluding loans held-for-sale)	42,131,831	39,196,485	34,789,104	32,079,073	26,800,290
Total deposits	45,397,170	42,902,544	42,095,585	37,092,651	30,107,138
Junior subordinated debentures	253,566	253,566	253,566	253,566	253,566
Total shareholders' equity	5,399,526	4,796,838	4,498,688	4,115,995	3,691,250
SELECTED STATEMENTS OF INCOME DATA					
Net interest income	\$ 1,837,864	\$ 1,495,362	\$ 1,124,957	\$ 1,039,907	\$ 1,054,919
Net revenue ¹	2,271,970	1,956,415	1,711,077	1,644,096	1,462,091
Net income	622,626	509,682	466,151	292,990	355,697
Pre-tax income, excluding provision for credit losses (non-GAAP) ²	959,471	779,144	578,533	604,001	533,965
Net income per common share – basic	9.72	8.14	7.69	4.72	6.11
Net income per common share – diluted	9.58	8.02	7.58	4.68	6.03
SELECTED FINANCIAL RATIOS AND OTHER DATA					
PERFORMANCE RATIOS					
Net interest margin	3.66 %	3.15 %	2.57 %	2.72 %	3.45 %
Net interest margin – fully taxable equivalent (non-GAAP) ²	3.68	3.17	2.58	2.73	3.47
Non-interest income to average assets	0.81	0.91	1.25	1.46	1.23
Non-interest expense to average assets	2.45	2.33	2.42	2.51	2.79
Net overhead ratio ³	1.64	1.42	1.17	1.05	1.57
Return on average assets	1.16	1.01	1.00	0.71	1.07
Return on average common equity	12.90	11.41	11.27	7.50	10.41
Return on average tangible common equity (non-GAAP) ²	15.23	13.73	13.83	9.54	13.22
Average total assets	\$ 53,529,506	\$ 50,424,319	\$ 46,824,051	\$ 41,371,339	\$ 33,232,083
Average total shareholders' equity	5,023,153	4,634,224	4,300,742	3,926,688	3,461,535
Average loans to average deposits ratio	93.1 %	87.5 %	84.7 %	88.8 %	91.4 %
COMMON SHARE DATA AT END OF YEAR					
Market price per common share	\$ 92.75	\$ 84.52	\$ 90.82	\$ 61.09	\$ 70.90
Book value per common share ²	81.43	72.12	71.62	65.24	61.68
Tangible book value per common share (non-GAAP) ²	70.33	61.00	59.64	53.23	49.70
Common shares outstanding	61,243,626	60,794,008	57,054,091	56,769,625	57,821,891
OTHER DATA AT END OF YEAR					
Tier 1 leverage ratio	9.3 %	8.8 %	8.0 %	8.1 %	8.7 %
Tier 1 capital ratio	10.3	10.0	9.6	10.0	9.6
Common Equity Tier 1 capital ratio	9.4	9.1	8.6	8.8	9.2
Total capital ratio	12.1	11.9	11.6	12.6	12.2
Allowance for credit losses ⁴	\$ 427,612	\$ 357,936	\$ 299,731	\$ 379,969	\$ 158,461
Allowance for loan and unfunded lending-related commitment losses to total loans	1.01 %	0.91 %	0.86 %	1.18 %	0.59 %
Non-performing loans	\$ 139,030	\$ 100,697	\$ 74,438	\$ 127,513	\$ 117,588
Non-performing loans to total loans	0.33 %	0.26 %	0.21 %	0.40 %	0.44 %
NUMBER OF					
Bank subsidiaries	15	15	15	15	15
Banking offices	174	174	173	181	187

1. Net revenue includes net interest income and non-interest income.

2. See Appendix, "Non-GAAP Financial Measures/Ratios," for a reconciliation of certain non-GAAP performance measures and ratios used by the Company to evaluate and measure the Company's performance to the most directly comparable GAAP financial measures.

3. The net overhead ratio is calculated by netting total non-interest expense and total non-interest income and dividing by that period's total average assets. A lower ratio indicates a higher degree of efficiency.

4. The allowance for credit losses includes both the allowance for loan losses and the allowance for unfunded lending-related commitments. Effective January 1, 2020, the allowance for credit losses also includes the allowance for investment securities as a result of the adoption of Accounting Standard Update ("ASU") 2016-13, Financial Instruments — Credit Losses.

OFFERING OUR CUSTOMERS AND COMMUNITIES A DIFFERENT APPROACH WITH BETTER RESULTS



A letter from Tim Crane

This is my first annual letter to shareholders as President and CEO of Wintrust.

I am proud to report that Wintrust remains a market leader with solid positions in each of our diverse businesses. We continue to provide customers with a differentiated level of service, and we continue to grow and expand our franchise.

Our company's results for 2023 were strong despite a volatile year for financial institutions.

Two events made this year distinctly challenging. First, following many years of low and stable interest rates, we experienced a rapid rise in rates as the Federal Reserve sought to lower inflation levels. Second, we saw the abrupt failure of three large regional banks in the spring of 2023. These two events led to a thorough examination of the financial strength and management of mid-sized financial institutions.

Throughout the year and particularly surrounding the bank failures, we proactively communicated our strong financial position — as well as our prudent approaches to lending and investing — to our customers, the media, our shareholders, our communities, our regulators, and our employees. We provided the facts, reiterated our commitment to them, and

showcased the thoughtful and sound practices we employ to protect the bank, its clients, and its reputation. We shared metrics that each of those audiences could monitor as evidence of our strength and our conservative approach to financial management.

As a result, Wintrust emerged more united with our customers and better positioned for growth. We are proud of the outcome. Many banks are not in the same position.

WHERE YOU BANK MATTERS

The bank failures in the spring and the challenges that select banks continue to face as a result of rapidly rising rates reinforce our view that where you bank matters. Some do not share this view and perceive banks as a commodity — we could not disagree more. Where you bank mattered during the pandemic in terms of obtaining PPP loans, it mattered when companies needed to expand their borrowings as a result of supply chain shortages in 2022 and it mattered in 2023, when some banks failed in their most important responsibility — to manage risk and liquidity. Most importantly, it matters when our customers have important financial decisions to make.

In October 2023, Wintrust launched an enterprise-wide advertising campaign with the theme “Different Approach, Better Results™.” Those four words define how we want our customers to view us. While our roots and legacy as a community bank remain the core of who we are, Wintrust is so much more than that today. We provide the capabilities and resources that enable our clients to succeed and deliver services in the manner that is most useful and convenient to them. For many, that has been and will continue to be face-to-face interaction at one of our facilities. Others are increasingly utilizing our telephone and digital services to access the bank's offerings.

We will continue to promote our differentiated offerings and the related exceptional level of service as evidenced by

our customer satisfaction scores. We will do our best to explain to prospects and our customers that banking is not a commodity and that they should care where they bank because it matters, and it often matters most during challenging times. These are almost always constructive and valuable conversations that position the bank well over time.

CONTINUED SUCCESS THROUGH OUR CONSISTENT AND CONSERVATIVE APPROACH

Our success in the market is shown in our financial results. In 2023, we reported record net income and strong results across many metrics, including credit performance with continued low levels of charge-offs and non-performing loans. We prospered through economic, market and continued geopolitical uncertainties. We are proud to report that our company continued to execute its strategy to produce the following growth in 2023 versus 2022:

- Net income increased 27%*
- Assets expanded 6%
- Loans grew 7%
- Deposits rose by 6%

In addition, Wintrust's tangible book value per common share increased again this year, as it has every year since we became a public company in 1996. We also raised our annual dividend in 2023 — the 10th consecutive year — highlighting our disciplined capital allocation strategy to maximize shareholder value. Our diverse businesses separate us from our peers and help to ensure solid performance in varying economic and interest rate environments.

This is our 27th consecutive year of profitable operations. One key to our ongoing success is our organization's ability to meet the needs of our customers, no matter which of our services they use. To that end, we completed several actions to better support our customers:

- We eliminated all overdraft and item return fees effective March 1, 2023 for consumer deposit accounts. With real-time notifications and other digital banking tools accessible 24/7, we have seen a decrease in overdrafts and item returns, as our customers can remedy those situations quickly using our electronic services. Eliminating fees and enhancing our clients' ability to manage their accounts is consistent with our mission to provide simple and fairly priced services.
- We continue to offer accounts that are free of monthly service fees and include low cost, or no cost, access to ATMs nationwide. Additionally, we continue to enhance our top-tier digital and mobile banking tools, which have become increasingly popular with our clients.
- Unlike many in our industry, we invested in growing our network in 2023 and opened new locations, including a banking center in Bonita Springs, Florida, and the new South Side Community Bank location in the Woodlawn neighborhood of Chicago. The multiple banking locations we opened in late 2022 — Oak Park, Illinois, and Elmhurst, Illinois, as examples — continue to flourish, enhancing the strong deposit franchise we operate in Chicagoland and southeast Wisconsin.

In April 2023, we acquired the U.S. asset management business of a well-known and respected international organization. The acquired business merged into our existing asset management subsidiary, Great Lakes Advisors, LLC. We continue to provide attractive wealth management offerings to our growing list of commercial clients.

OUR DIFFERENT APPROACH TO CONSUMER BANKING

We are proud to be called Chicago's Bank® and Wisconsin's Bank®.

Our unique model combines the resources and technology of large banks with the community focus and client intimacy of local banks.

Wintrust's consumer banking line of business is a valuable part of our franchise, serving a customer base comprising 250,000 consumer banking households. We remain well positioned as the "go-to" alternative to our big bank competitors.

We provide best-in-class service combined with competitive consumer banking products to help our clients meet their financial goals and objectives. In 2023, Wintrust was ranked #1 in Illinois for Retail Banking Customer Satisfaction by J.D. Power,[†]

marking the second consecutive year we have received this distinct honor.

We are continuously working to ensure our clients have the best banking experience possible, allowing them to bank when, where, and how they want. Our 1,100+ team members in our branch locations consistently deliver some of the highest Net Promoter Scores (NPS) in the industry, our locally-based contact center team members averaged a score of 4.5 out of 5 for after-call surveys, and our newly redesigned mobile banking app is currently rated 4.7 out of 5 stars in the Apple iOS App Store. This level of customer satisfaction further proves **where you bank matters.**

Our 170+ branch locations, locally-based customer contact center, and always available digital banking tools allow us to provide local consumer and business services across Chicagoland, Wisconsin, northwestern Indiana, and southwestern Florida. Over the past five years, Wintrust has opened more branches in our region than any other bank,[†] and many of these locations are in communities traditionally underserved by financial institutions.

During the volatility in the market in early 2023, our consumer banking frontline team members served as a trusted resource for

[†]Source: Based on new bank branch opens in Illinois and Wisconsin region (does not include credit unions), S&P Global 2022 reporting.



Wintrust Financial Corporation is a **Top Workplace** 10 Years Running!

2023 ABA Outstanding Overall Diversity, Equity, and Inclusion Program Award



2023 Greenwich Excellence Awards For U.S. Middle Market And Small Business Banking



IT'S NICE TO BE RECOGNIZED

While we do not seek recognition, we are appreciative of the awards we won this year as evidence of the usefulness, service, and sophistication of the support we provide our customers.



Forbes Global

YEAR IN NUMBERS

2023 HIGHLIGHTS



27

Consecutive years of PROFITABILITY

Annual dividend raised

10

YEARS IN A ROW

TOTAL LOANS

\$42.1B

(excluding loans held-for-sale)

TOTAL DEPOSITS

\$45.4B

TOTAL ASSETS

\$56.3B

27

Consecutive years of RISING TANGIBLE BOOK VALUE (non-GAAP)

▲ Wintrust's tangible book value per common share has increased every year since we became a public company in 1996.



New middle market and small business relationships in 2023

1,750+

existing clients and new customers alike. We leveraged our in-depth training and high-touch consultative approach to inform our customers about their FDIC coverage. This further allowed us to leverage our unique MaxSafe® suite of products, which offers 15 times the standard FDIC insurance to our customers. The confidence our team and our products provided customers during an uncertain year and rising interest rate environment resulted in over \$1.5 billion in consumer banking deposit growth in 2023.

Wintrust Mortgage also continued to provide exceptional customer service and accessibility in the face of rising interest rates and the resulting decrease in supply of homes for sale.

Despite higher market rates in 2023, Wintrust Mortgage made the homeownership dreams of more than 7,000 people come true. Many of those customers, 61%, were buying a home for the first time. In 2023, more than 20% of our mortgage loans were obtained by LMI (low-to-moderate income) borrowers. We supported our clients through a difficult interest rate environment when they needed a bank to help them reach their goals — a prime example of how Wintrust is different

from other banks and one of which we are particularly proud.

OUR DISTINCT COMMERCIAL OFFERING

Commercial Banking at Wintrust is well diversified across commercial real estate, middle market and small business banking, and our specialty banking teams. All of these areas contributed to strong results in 2023, adding thousands of new customer relationships.

We are always exploring new ways to improve customer service and build expertise to better serve our commercial customers. Some of our specialty banking groups, including Family Office Banking and Investment Advisor Banking, are relatively new and are growing. Other specialty groups, including Government, Not-For-Profit & Healthcare, SBA Lending, Franchise Finance, and Business Credit, are well-established and have been serving our customers for many years.

Our customized banking solutions are delivered by experienced and responsive banking teams. We work closely with our

specialized product partners to meet all our customers' banking needs, whether lending, treasury management, international, or investment management.

Our bankers also work collaboratively with our credit team to ensure a high-quality loan portfolio. This partnership has resulted in low levels of non-performing loans and loan losses, while allowing us to grow and serve our customers and communities.

Wintrust remains one of the top SBA lenders in Illinois, proudly providing loans to support small businesses and economic growth. More than 15% of mid-market businesses in greater Chicagoland bank with Wintrust. We believe all companies should have a bank that is focused on their specific needs and understands their local markets. We are particularly strong in Chicago and Milwaukee, while many of our specialty banking teams operate nationally, including Commercial Real Estate, Franchise Finance, and Business Credit. As we expand Wintrust Commercial Banking and other business lines into new markets, we plan to build upon these successes by employing our conservative and prudent approach.

GIVING BACK TO OUR COMMUNITIES

Wintrust is the largest commercial bank headquartered in Illinois as measured by deposits, and we continue to extend our reach throughout communities in Chicagoland, Wisconsin, northwest Indiana, and southwest Florida. We work diligently, including with external partners, to improve equity in our communities and to meet the needs of our clients. We recognize that each community we serve has diverse needs, and we want our banks to be a solution that all residents can turn to for financial solutions.

Ultimately, we know that Wintrust and the communities we serve are inseparable. Their achievements are our achievements. We are fortunate that Chicago and the surrounding areas are some of the best places to live and do business in the country (and, we think, the world).

Our work to support and serve our customers and communities drives Wintrust's continued success, enabling growth and profitability for our shareholders.

Read uplifting stories of giving back in our annual Corporate Social Responsibility Report at wintrust.com/in-the-community.



WEALTH MANAGEMENT: HELPING CUSTOMERS IN AN UNCERTAIN MARKET

Through four separate business units, Wintrust Wealth Management offers a full range of services, including financial planning, portfolio management, investment and insurance solutions, trust and estate services, tailored credit and deposit solutions, retirement plan services, and 1031 like-kind exchanges. Our experienced, credentialed professionals provide tailored, competitive solutions for our clients and are committed to delivering a level of service and responsiveness not found at our competitors.

The team produced solid results in 2023. Assets under administration grew 37% to \$47.1 billion, driven by Great Lakes Advisors' closing of the significant acquisition in April, inflows of MaxSafe deposits to The Chicago Trust Company, and growth of Wintrust Investments' assets. The team also closed the year with \$1.6 billion in deposits, led by Chicago Deferred Exchange Company and Wintrust Private Client.

MY PRINCIPLES

I have had the pleasure of working at Wintrust for the last 15 years and as a banker for the past 40 years. Many of you reading this letter know that my management approach is focused on our team and the organization around me. Occasionally, it is important to discuss some of the core principles I have used successfully throughout my career and will continue to employ in my leadership role.

CORE PRINCIPLES

Accountability: A commitment to personal responsibility — toward teammates, toward communities, and to Wintrust.

Clarity: A belief in setting clear targets and effective communication.

Competitiveness: An emphasis on performance management and an expectation that we will deliver differentiated services and results.

Preparation: A strong inclination toward meticulous preparation and attention to detail.

As we move forward, these tenets will continue to guide our strategies and actions. It is very important that we retain the successful legacy we have built over many years. At the same time, we must continue to innovate and offer our customers the tools they need from their financial institution. We will continue to show our customers exceptional care every day and prove that **"where you bank matters."**

LOOKING FORWARD

May 2024 will mark the one-year anniversary of my role as President and CEO. Transitions do not always go smoothly. This one did, as my predecessor, Ed Wehmer, and the Wintrust Financial Corporation Board of Directors carefully planned for it, as they

do regularly, for leadership evolution throughout the company.

Transitions in leadership are more than a title change or a new responsibility and involve more than one person. Our transition is a reflection of the growth and evolution that is taking place within our organization every day. The next generation of leaders, who bring new perspectives, ideas, and enthusiasm, are increasingly being given the task of meeting our clients' expectations and driving Wintrust's next phase of growth. They have taken on this mission with great zeal to ensure success for all of us, including our stakeholders. I am very proud that we have a strong group of talented and committed leaders engaged in their own transitions to roles with more influence and accountability.

I want to express my gratitude for the trust and support I have been shown by everyone in my new role and to the Board of Directors, our Leadership Team, and the entire Wintrust staff. I particularly want to thank Ed Wehmer, our founder and former CEO, who had been in his role for over 30 years and remains a director of the company. His vision, dedication, and commitment made Wintrust the institution that it is today.

Wintrust has a bright future ahead. We look forward to continuing to deliver on our different approach and to producing even better results for our stakeholders.

TIMOTHY S. CRANE
President & Chief Executive Officer

APPENDIX: NON-GAAP FINANCIAL MEASURES/RATIOS

The accounting and reporting policies of Wintrust conform to generally accepted accounting principles ("GAAP") in the United States and prevailing practices in the banking industry. However, certain non-GAAP performance measures and ratios are used by management to evaluate and measure the Company's performance. These include taxable-equivalent net interest income (including its individual components), taxable-equivalent net interest margin (including its individual components), the taxable-equivalent efficiency ratio, tangible common equity ratio, tangible book value per common share, return on average tangible common equity, and pre-tax income, excluding provision for credit losses. Management believes that these measures and ratios provide users of the Company's financial information a more meaningful view of the performance of the Company's interest-earning assets and interest-bearing liabilities and of the Company's operating efficiency. Other financial holding companies may define or calculate these measures and ratios differently.

Management reviews yields on certain asset categories and the net interest margin of the Company and its banking subsidiaries on a fully taxable-equivalent ("FTE") basis. In this non-GAAP presentation, net interest income is adjusted to reflect tax-exempt interest income on an equivalent before-tax basis using tax rates effective as of the end of the period. This measure ensures comparability of net interest income arising from both taxable and tax-exempt sources. Net interest income on a FTE basis is also used in the calculation of the Company's efficiency ratio. The efficiency ratio, which is calculated by dividing non-interest expense by total taxable-equivalent net revenue (less securities gains or losses), measures how much it costs to produce one dollar of revenue. Securities gains or losses are excluded from this calculation to better match revenue from daily operations to operational expenses. Management considers the tangible common equity ratio and tangible book value per common share as useful measurements of the Company's equity. The Company references the return on average tangible common equity as a measurement of profitability. Management considers pre-tax income, excluding provision for credit losses, as a useful measurement of the Company's core net income.

The following table presents a reconciliation of certain non-GAAP performance measures and ratios used by the Company to evaluate and measure the Company's performance to the most directly comparable GAAP financial measures for the last three years. Reconciliation of such performance measures and ratios for the years ending December 31, 2020 and December 31, 2019 are available on pages 50 and 51 of the Company's Annual Report on Form 10-K for the year ended December 31, 2021.

(Dollars and shares in thousands, except per share data)	Years Ended December 31,		
	2023	2022	2021
Reconciliation of Non-GAAP Net Interest Margin and Efficiency Ratio:			
(A) Interest income (GAAP)	\$ 2,893,114	\$ 1,747,443	\$ 1,275,484
Taxable-equivalent adjustment:			
- Loans	7,827	3,619	1,627
- Liquidity management assets	2,249	1,977	1,972
- Other earning assets	10	5	2
(B) Interest income (non-GAAP)	\$ 2,903,200	\$ 1,753,044	\$ 1,279,085
(C) Interest expense (GAAP)	1,055,250	252,081	150,527
(D) Net interest income (GAAP) (A minus C)	1,837,864	1,495,362	1,124,957
(E) Net interest income, fully taxable-equivalent (non-GAAP) (B minus C)	1,847,950	1,500,963	1,128,558
Net interest margin (GAAP)	3.66 %	3.15 %	2.57 %
Net interest margin, fully taxable-equivalent (non-GAAP)	3.68	3.17	2.58
(F) Non-interest income	\$ 434,106	\$ 461,053	\$ 586,120
(G) (Losses) gains on investment securities, net	(1,525)	(20,427)	(1,059)
(H) Non-interest expense	1,312,499	1,177,271	1,132,544
Efficiency ratio (H/(D+F-G))	57.81 %	59.55 %	66.15 %
Efficiency ratio (non-GAAP) (H/(E+F-G))	57.55	59.38	66.01
Reconciliation of Non-GAAP Tangible Common Equity Ratio:			
Total shareholders' equity (GAAP)	\$ 5,399,526	\$ 4,796,838	\$ 4,498,688
Less: Non-convertible preferred stock (GAAP)	(412,500)	(412,500)	(412,500)
Less: Acquisition-related intangible assets (GAAP)	(679,561)	(675,710)	(683,456)
(I) Total tangible common shareholders' equity (non-GAAP)	\$ 4,307,465	\$ 3,708,628	\$ 3,402,732
(J) Total assets (GAAP)	\$ 56,259,934	\$ 52,949,649	\$ 50,142,143
Less: Acquisition-related intangible assets (GAAP)	(679,561)	(675,710)	(683,456)
(K) Total tangible assets (non-GAAP)	\$ 55,580,373	\$ 52,273,939	\$ 49,458,687
Common equity-to-assets ratio (GAAP) (L/J)	8.9 %	8.3 %	8.1 %
Tangible common equity ratio (non-GAAP) (I/K)	7.7	7.1	6.9
Reconciliation of Non-GAAP Tangible Book Value per Common Share:			
Total shareholders' equity (GAAP)	\$ 5,399,526	\$ 4,796,838	\$ 4,498,688
Less: Non-convertible preferred stock (GAAP)	(412,500)	(412,500)	(412,500)
(L) Total common equity	\$ 4,987,026	\$ 4,384,338	\$ 4,086,188
(M) Actual common shares outstanding	61,244	60,794	57,054
Book value per common share (L/M)	\$ 81.43	\$ 72.12	\$ 71.62
Tangible book value per common share (non-GAAP) (I/M)	70.33	61.00	59.64
Reconciliation of Non-GAAP Return on Average Tangible Common Equity:			
(N) Net income applicable to common shares	\$ 594,662	\$ 481,718	\$ 438,187
Add: Acquisition-related intangible asset amortization	5,498	6,116	7,734
Less: Tax effect of acquisition-related intangible asset amortization	(1,446)	(1,664)	(2,080)
After-tax acquisition-related intangible asset amortization	4,052	4,452	5,654
(O) Tangible net income applicable to common shares (non-GAAP)	\$ 598,714	\$ 486,170	\$ 443,841
Total average shareholders' equity	\$ 5,023,153	\$ 4,634,224	\$ 4,300,742
Less: Average preferred stock	(412,500)	(412,500)	(412,500)
(P) Total average common shareholders' equity	\$ 4,610,653	\$ 4,221,724	\$ 3,888,242
Less: Average acquisition-related intangible assets	(679,802)	(679,735)	(678,739)
(Q) Total average tangible common shareholders' equity (non-GAAP)	\$ 3,930,851	\$ 3,541,989	\$ 3,209,503
Return on average common equity (N/P)	12.90 %	11.41 %	11.27 %
Return on average tangible common equity (non-GAAP) (O/Q)	15.23	13.73	13.83
Reconciliation of Non-GAAP Pre-Tax, Pre-Provision Income:			
Income before taxes	\$ 845,081	\$ 700,555	\$ 637,796
Add: Provision for credit losses	114,390	78,589	(59,263)
Pre-tax income, excluding provision for credit losses (non-GAAP)	\$ 959,471	\$ 779,144	\$ 578,533