

# CORPORATE HIGHLIGHTS

For more than **150 years**, we have served individual, small business and commercial customers in the Western United States. We use a **community banking model focused on local leadership** and customer relationships to differentiate our bank from competitors. Overall **customer satisfaction**, and a reputation for stability and trust, is distinctive among our peers.

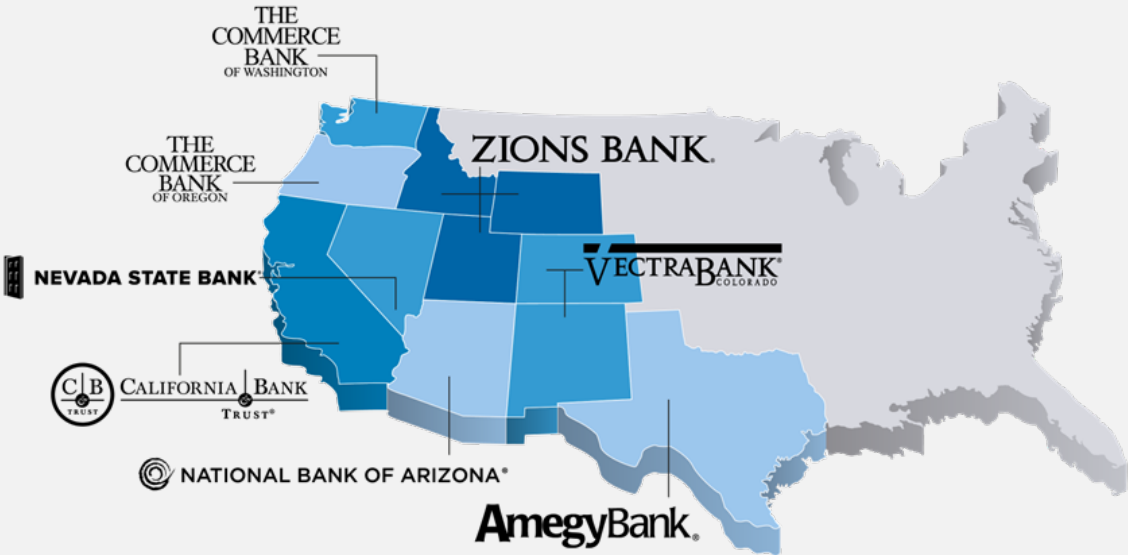


Ranked **3<sup>rd</sup>** among all U.S. banks in overall Greenwich Excellence Awards

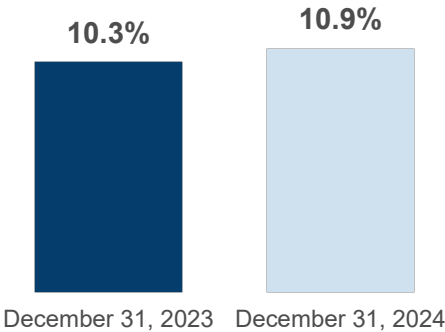
**\$89**  
BILLION  
IN ASSETS

**\$76**  
BILLION  
IN DEPOSITS

**400+**  
BRANCHES IN  
11 WESTERN STATES



## Common Equity Tier 1 Capital Ratio



## Quarterly Highlights

**\$200**  
MILLION  
NET EARNINGS  
APPLICABLE TO  
COMMON SHAREHOLDERS

**\$9.0**  
BILLION  
TOTAL REGULATORY  
CAPITAL

## Credit Agency Ratings

|         | Long-term Issuer | Short-term Deposits | Long-term Deposits |
|---------|------------------|---------------------|--------------------|
| S&P     | BBB+             | -                   | -                  |
| Moody's | Baa2             | P-1                 | A2                 |
| KBRA    | A-               | K2                  | A-                 |
| Fitch   | BBB+             | F2                  | A-                 |

## Credit Quality

**0.24%**  
NET CHARGE-OFFS  
TO LOANS  
VS. **0.26%**  
(Peer median as of Sep 30<sup>th</sup>)

**0.50%**  
NONPERFORMING  
ASSETS RATIO  
VS. **0.68%**  
(Peer median as of Sep 30<sup>th</sup>)

# FINANCIAL HIGHLIGHTS

Three Months Ended

(In millions, except share, per share, and ratio data)

## BALANCE SHEET <sup>1</sup>

|                                             | December 31,<br>2024 | September 30,<br>2024 | June 30,<br>2024 | March 31,<br>2024 | December 31,<br>2023 |
|---------------------------------------------|----------------------|-----------------------|------------------|-------------------|----------------------|
| Loans held for investment, net of allowance | \$ 58,714            | \$ 58,190             | \$ 57,719        | \$ 57,410         | \$ 57,095            |
| Total assets                                | 88,775               | 87,032                | 87,606           | 87,060            | 87,203               |
| Deposits                                    | 76,223               | 75,718                | 73,770           | 74,237            | 74,961               |
| Total shareholders' equity                  | 6,124                | 6,385                 | 6,025            | 5,829             | 5,691                |

## STATEMENT OF INCOME

|                                                     |        |        |        |        |        |
|-----------------------------------------------------|--------|--------|--------|--------|--------|
| Net earnings applicable to common shareholders      | \$ 200 | \$ 204 | \$ 190 | \$ 143 | \$ 116 |
| Net interest income                                 | 627    | 620    | 597    | 586    | 583    |
| Taxable-equivalent net interest income <sup>2</sup> | 639    | 632    | 608    | 596    | 593    |
| Total noninterest income                            | 193    | 172    | 179    | 156    | 148    |
| Total noninterest expense                           | 509    | 502    | 509    | 526    | 581    |
| Pre-provision net revenue <sup>2</sup>              | 323    | 302    | 278    | 226    | 160    |
| Adjusted pre-provision net revenue <sup>2</sup>     | 312    | 299    | 278    | 242    | 262    |
| Provision for credit losses                         | 41     | 13     | 5      | 13     | -      |

## SHARE AND PER COMMON SHARE AMOUNTS

|                                                                   |         |         |         |         |         |
|-------------------------------------------------------------------|---------|---------|---------|---------|---------|
| Net earnings per diluted common share                             | \$ 1.34 | \$ 1.37 | \$ 1.28 | \$ 0.96 | \$ 0.78 |
| Dividends                                                         | 0.43    | 0.41    | 0.41    | 0.41    | 0.41    |
| Book value per common share <sup>1</sup>                          | 40.97   | 40.25   | 37.82   | 36.50   | 35.44   |
| Tangible book value per common share <sup>1, 2</sup>              | 33.85   | 33.12   | 30.67   | 29.34   | 28.30   |
| Weighted average share price                                      | 54.60   | 47.13   | 42.01   | 41.03   | 35.95   |
| Weighted average diluted common shares outstanding (in thousands) | 147,329 | 147,150 | 147,120 | 147,343 | 147,645 |
| Common shares outstanding (in thousands) <sup>1</sup>             | 147,871 | 147,699 | 147,684 | 147,653 | 148,153 |

## SELECTED RATIOS AND OTHER DATA

|                                                                                         |       |       |       |       |       |
|-----------------------------------------------------------------------------------------|-------|-------|-------|-------|-------|
| Return on average assets                                                                | 0.96% | 0.95% | 0.91% | 0.70% | 0.57% |
| Return on average common equity                                                         | 13.2% | 14.1% | 14.0% | 10.9% | 9.2%  |
| Return on average tangible common equity <sup>2</sup>                                   | 16.0% | 17.4% | 17.5% | 13.7% | 11.8% |
| Net interest margin                                                                     | 3.05% | 3.03% | 2.98% | 2.94% | 2.91% |
| Cost of total deposits                                                                  | 1.93% | 2.14% | 2.11% | 2.06% | 2.06% |
| Efficiency ratio <sup>2</sup>                                                           | 62.0% | 62.5% | 64.5% | 67.9% | 65.1% |
| Effective tax rate                                                                      | 20.0% | 22.7% | 23.3% | 24.6% | 16.0% |
| Ratio of nonperforming assets to loans and leases and other real estate owned           | 0.50% | 0.62% | 0.45% | 0.44% | 0.39% |
| Annualized ratio of net loan and lease charge-offs (recoveries) to average loans        | 0.24% | 0.02% | 0.10% | 0.04% | 0.06% |
| Ratio of total allowance for credit losses to loans and leases outstanding <sup>1</sup> | 1.25% | 1.25% | 1.24% | 1.27% | 1.26% |
| Full-time equivalent employees                                                          | 9,406 | 9,503 | 9,696 | 9,708 | 9,679 |

## CAPITAL RATIOS AND DATA <sup>1</sup>

|                                                 |           |           |           |           |           |
|-------------------------------------------------|-----------|-----------|-----------|-----------|-----------|
| Tangible common equity ratio <sup>2</sup>       | 5.7%      | 5.7%      | 5.2%      | 5.0%      | 4.9%      |
| Common equity tier 1 capital <sup>3</sup>       | \$ 7,363  | \$ 7,206  | \$ 7,057  | \$ 6,920  | \$ 6,863  |
| Risk-weighted assets <sup>3</sup>               | \$ 67,660 | \$ 67,199 | \$ 66,882 | \$ 66,825 | \$ 66,934 |
| Common equity tier 1 capital ratio <sup>3</sup> | 10.9%     | 10.7%     | 10.6%     | 10.4%     | 10.3%     |
| Tier 1 risk-based capital ratio <sup>3</sup>    | 11.0%     | 11.4%     | 11.2%     | 11.0%     | 10.9%     |
| Total risk-based capital ratio <sup>3</sup>     | 13.3%     | 13.2%     | 13.1%     | 12.9%     | 12.8%     |
| Tier 1 leverage ratio <sup>3</sup>              | 8.3%      | 8.6%      | 8.5%      | 8.4%      | 8.3%      |

<sup>1</sup> At period end.

<sup>2</sup> For information on non-GAAP financial measures, see the earnings release.

<sup>3</sup> Current period ratios and amounts represent estimates.

For more information, see Zions' earnings release at [zionsbancorporation.com/news-events/press-releases/](https://zionsbancorporation.com/news-events/press-releases/)

