

United States
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): April 19, 2017

UNION BANKSHARES CORPORATION
(Exact name of registrant as specified in its charter)

Virginia
(State or other jurisdiction
of incorporation)

0-20293
(Commission
File Number)

54-1598552
(I.R.S. Employer
Identification No.)

1051 East Cary Street
Suite 1200
Richmond, Virginia 23219
(Address of principal executive offices, including Zip Code)

Registrant's telephone number, including area code: (804) 633-5031

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13c-4(c) under the Exchange Act (17 CFR 240.13c-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On April 19, 2017, Union Bankshares Corporation (the “Company”) issued a press release announcing its financial results for the three months ended March 31, 2017. A copy of the Company’s press release is attached as Exhibit 99.1 hereto.

Item 9.01 Financial Statements and Exhibits.

(d)Exhibits.

| <u>Exhibit No.</u> | <u>Description</u> |
|--------------------|--|
| 99.1 | Union Bankshares Corporation press release dated April 19, 2017. |

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

UNION BANKSHARES CORPORATION

Date: April 19, 2017

By: /s/ Robert M. Gorman

Robert M. Gorman
Executive Vice President and
Chief Financial Officer



Contact: Robert M. Gorman - (804) 523-7828
Executive Vice President / Chief Financial Officer

UNION BANKSHARES REPORTS FIRST QUARTER RESULTS

Richmond, Va., April 19, 2017 - Union Bankshares Corporation (the “Company” or “Union”) (NASDAQ: UBSH) today reported net income of \$19.1 million and earnings per share of \$0.44 for its first quarter ended March 31, 2017. The quarterly results represent an increase of \$2.2 million, or 12.8%, in net income and an increase of \$0.06, or 15.8%, in earnings per share compared to the first quarter of 2016.

“I am pleased with Union’s start to the year as we delivered strong first quarter financial results ,” said John C. Asbury, president and chief executive officer of Union Bankshares Corporation. *“During the quarter, loans grew by 3.9% from the prior quarter, or 16% on an annualized basis, and deposits grew by 3.7% from the prior quarter, or 15% on an annualized basis, as we continued to generate sustainable, profitable growth for our shareholders. I’m also pleased to note that we made solid progress during the quarter in each of our four 2017 key focus areas of diversifying our loan portfolio and income streams, growing core deposits to fund loan growth, improving efficiency, and finalizing our readiness to cross the \$10 billion asset threshold. Going forward, we remain committed to achieving top tier financial performance and providing our shareholders with above average returns on their investment.”*

Select highlights for the first quarter of 2017 include:

- Net income for the community bank segment was \$19.1 million, or \$0.44 per share, for the first quarter of 2017, compared to \$20.4 million, or \$0.47 per share, for the fourth quarter of 2016 and \$16.9 million, or \$0.38 per share, for the first quarter of 2016.
- The mortgage segment reported net income of \$4,000 for the first quarter of 2017, compared to \$382,000 in the fourth quarter of 2016 and \$54,000 for the first quarter of 2016.
- Return on Average Assets (“ROA”) was 0.92% for the quarter ended March 31, 2017 compared to ROA of 0.99% for the prior quarter and 0.88% for the first quarter of 2016. Return on Average Tangible Common Equity (“ROTCE”) was 11.20% for the quarter ended March 31, 2017 compared to ROTCE of 12.05% for the prior quarter and 10.13% for the first quarter of 2016.
- Loans held for investment grew \$247.0 million, or 15.7% (annualized), from December 31, 2016 and increased \$773.5 million, or 13.4%, from March 31, 2016. Average loans held for investment increased \$169.8 million, or 10.9% (annualized), from the prior quarter and increased \$673.9 million, or 11.8%, from the same quarter in the prior year.
- Period-end deposits increased \$234.7 million, or 14.7% (annualized), from December 31, 2016 and grew \$668.2 million, or 11.2%, from March 31, 2016. Average deposits increased \$97.3 million, or 6.2% (annualized), from the prior quarter and increased \$507.9 million, or 8.6%, from the same quarter in the prior year.

NET INTEREST INCOME

Tax-equivalent net interest income was \$69.1 million, a decrease of \$2.4 million from the fourth quarter of 2016, driven by a lower daycount, lower yields on earning assets, and higher costs of interest-bearing liabilities. The first quarter tax-equivalent net interest margin decreased 12 basis points to 3.66% from 3.78% in the previous quarter. Core tax-equivalent net interest margin (which excludes the 8 basis point impact of acquisition accounting accretion in both the current and prior quarters) decreased by 12 basis points to 3.58% from 3.70% in the previous quarter. The decrease in the core tax-equivalent net interest margin was principally due to the 2 basis point decrease in interest-earning asset yields and by the 10 basis point increase in cost of funds. The increase in cost of funds was primarily driven by the full quarter impact of the subordinated debt issued in December of 2016.

The Company's tax-equivalent net interest margin includes the impact of acquisition accounting fair value adjustments. During the first quarter, net accretion related to acquisition accounting decreased \$116,000, or 7.2%, from the prior quarter to \$1.5 million for the quarter ended March 31, 2017. The fourth quarter of 2016, first quarter of 2017, and remaining estimated net accretion impact are reflected in the following table (dollars in thousands):

| | Loan Accretion | Borrowings Accretion (Amortization) | Total |
|---|----------------|---|----------|
| For the quarter ended December 31, 2016 | \$ 1,538 | \$ 71 | \$ 1,609 |
| For the quarter ended March 31, 2017 | 1,445 | 48 | 1,493 |
| For the remaining nine months of 2017 | 4,100 | 122 | 4,222 |
| For the years ending: | | | |
| 2018 | 4,835 | (143) | 4,692 |
| 2019 | 3,566 | (286) | 3,280 |
| 2020 | 2,707 | (301) | 2,406 |
| 2021 | 2,127 | (316) | 1,811 |
| 2022 | 1,732 | (332) | 1,400 |
| Thereafter | 6,589 | (4,974) | 1,615 |

ASSET QUALITY/LOAN LOSS PROVISION

Overview

During the first quarter of 2017, the Company experienced declines in past due loan levels as well as in net charge-off levels from the prior quarter and the first quarter of 2016. Nonaccrual loan levels increased in the current quarter, primarily related to two credit relationships. The loan loss provision and allowance for loan loss increased from the prior quarter due to loan growth and increased specific reserves related to increases in nonaccrual loans.

All nonaccrual and past due loan metrics discussed below exclude purchased credit impaired ("PCI") loans totaling \$57.8 million (net of fair value mark of \$13.7 million).

Nonperforming Assets ("NPAs")

At March 31, 2017, NPAs totaled \$31.9 million, an increase of \$4.6 million, or 16.8%, from March 31, 2016 and an increase of \$11.9 million, or 59.3%, from December 31, 2016. In addition, NPAs as a percentage of total outstanding loans increased 2 basis points from 0.47% a year earlier and increased 17 basis points from 0.32% last quarter to 0.49% in the first quarter of 2017. The following table shows a summary of asset quality balances at the quarter ended (dollars in thousands):

| | March 31, 2017 | December 31, 2016 | September 30, 2016 | June 30, 2016 | March 31, 2016 |
|----------------------------|-------------------|----------------------|-----------------------|------------------|-------------------|
| Nonaccrual loans | \$ 22,338 | \$ 9,973 | \$ 12,677 | \$ 10,861 | \$ 13,092 |
| Foreclosed properties | 6,951 | 7,430 | 7,927 | 10,076 | 10,941 |
| Former bank premises | 2,654 | 2,654 | 2,654 | 3,305 | 3,305 |
| Total nonperforming assets | \$ 31,943 | \$ 20,057 | \$ 23,258 | \$ 24,242 | \$ 27,338 |

The following table shows the activity in nonaccrual loans for the quarter ended (dollars in thousands):

| | March 31, 2017 | December 31, 2016 | September 30, 2016 | June 30, 2016 | March 31, 2016 |
|------------------------------------|---------------------------|------------------------------|-------------------------------|--------------------------|---------------------------|
| Beginning Balance | \$ 9,973 | \$ 12,677 | \$ 10,861 | \$ 13,092 | \$ 11,936 |
| Net customer payments | (1,068) | (1,451) | (1,645) | (2,859) | (1,204) |
| Additions | 13,557 | 1,094 | 4,359 | 2,568 | 5,150 |
| Charge-offs | (97) | (1,216) | (660) | (1,096) | (1,446) |
| Loans returning to accruing status | (27) | (1,039) | (23) | (396) | (932) |
| Transfers to OREO | — | (92) | (215) | (448) | (412) |
| Ending Balance | <u>\$ 22,338</u> | <u>\$ 9,973</u> | <u>\$ 12,677</u> | <u>\$ 10,861</u> | <u>\$ 13,092</u> |

The nonaccrual additions primarily relate to two unrelated commercial and industrial and commercial real estate-non-owner occupied credit relationships.

The following table shows the activity in other real estate owned ("OREO") for the quarter ended (dollars in thousands):

| | March 31, 2017 | December 31, 2016 | September 30, 2016 | June 30, 2016 | March 31, 2016 |
|----------------------------------|---------------------------|------------------------------|-------------------------------|--------------------------|---------------------------|
| Beginning Balance | \$ 10,084 | \$ 10,581 | \$ 13,381 | \$ 14,246 | \$ 15,299 |
| Additions of foreclosed property | — | 859 | 246 | 501 | 456 |
| Valuation adjustments | (238) | (138) | (479) | (274) | (126) |
| Proceeds from sales | (277) | (1,282) | (2,844) | (1,086) | (1,390) |
| Gains (losses) from sales | 36 | 64 | 277 | (6) | 7 |
| Ending Balance | <u>\$ 9,605</u> | <u>\$ 10,084</u> | <u>\$ 10,581</u> | <u>\$ 13,381</u> | <u>\$ 14,246</u> |

Past Due Loans

Past due loans still accruing interest totaled \$26.9 million, or 0.41% of total loans, at March 31, 2017 compared to \$35.1 million, or 0.61%, a year ago and \$27.9 million, or 0.44%, at December 31, 2016. At March 31, 2017, loans past due 90 days or more and accruing interest totaled \$2.3 million, or 0.04% of total loans, compared to \$5.7 million, or 0.10%, a year ago and \$3.0 million, or 0.05%, at December 31, 2016.

Net Charge-offs

For the first quarter of 2017, net charge-offs were \$788,000, or 0.05% of total average loans on an annualized basis, compared to \$2.2 million, or 0.15%, for the same quarter last year and \$824,000, or 0.05%, for the prior quarter.

Provision

The provision for loan losses for the current quarter was \$2.0 million, a decline of \$494,000 compared to the same quarter a year ago and an increase of \$536,000 compared to the previous quarter. The increase in provision for loan losses in the current quarter compared to the fourth quarter of 2016 was primarily driven by higher loan balances and increases in specific reserves related to nonaccrual loans. Additionally, a \$112,000 provision was recorded during the current quarter related to off-balance sheet credit exposures, resulting in a total of \$2.1 million in provision for credit losses for the quarter.

Allowance for Loan Losses

The allowance for loan losses ("ALL") increased \$1.2 million from December 31, 2016 to \$38.4 million at March 31, 2017 primarily due to loan growth and increases in specific reserves related to nonaccrual loans during the quarter. The ALL as a percentage of the total loan portfolio was 0.59% at March 31, 2017, 0.59% at December 31, 2016, and 0.60% at March 31, 2016. The ALL as a percentage of the total loan portfolio, adjusted for acquisition accounting (non-GAAP), was 0.84% at March 31, 2017, a decrease from 0.86% at December 31, 2016 and a decrease from 0.95% at March 31, 2016. In acquisition accounting, there is no carryover of previously established allowance for loan losses, as acquired loans are recorded at fair value.

The ratio of the ALL to nonaccrual loans was 172.0% at March 31, 2017, compared to 372.9% at December 31, 2016 and 262.8% at March 31, 2016. The current level of the allowance for loan losses reflects specific reserves related to nonperforming loans, current risk ratings on loans, net charge-off activity, loan growth, delinquency trends, and other credit risk factors that the Company considers important in assessing the adequacy of the allowance for loan losses.

NONINTEREST INCOME

Noninterest income increased \$789,000, or 4.4%, to \$18.8 million for the quarter ended March 31, 2017 from \$18.1 million in the prior quarter, primarily driven by higher bank owned life insurance income and gains on sales of securities.

Mortgage banking income decreased \$604,000, or 23.0%, to \$2.0 million in the first quarter of 2017 compared to \$2.6 million in the fourth quarter of 2016, related to decreased mortgage loan originations. Mortgage loan originations declined by \$45.1 million, or 31.0%, in the current quarter to \$100.2 million from \$145.3 million in the fourth quarter of 2016. The majority of the decrease was related to refinance loans, which dropped by \$37.1 million from the prior quarter. Of the mortgage loan originations in the current quarter, 34.3% were refinances compared with 49.2% in the prior quarter.

Noninterest income increased \$2.9 million, or 18.4%, to \$18.8 million for the quarter ended March 31, 2017 from \$15.9 million for the first quarter of 2016. For the first quarter of 2017, bank owned life insurance income increased \$753,000; fiduciary and asset management fees were \$656,000 higher due to the acquisition of Old Dominion Capital Management, Inc. ("ODCM") in the second quarter of 2016; loan-related swap fees increased \$518,000; customer-related fee income increased \$347,000 primarily related to increases in debit card interchange fees; and gains on sales of securities were \$338,000 higher, in each case as compared to the first quarter of 2016.

NONINTEREST EXPENSE

Noninterest expense increased \$1.1 million, or 2.0%, to \$57.4 million for the quarter ended March 31, 2017 from \$56.3 million in the prior quarter. Salaries and benefits expenses increased by \$2.1 million primarily related to seasonal increases in payroll taxes and annual merit adjustments as well as increased group insurance and equity-based compensation. This increase was partially offset by declines in FDIC and other insurance expenses of \$697,000 and marketing expenses of \$206,000.

Noninterest expense increased \$3.1 million, or 5.8%, to \$57.4 million for the quarter ended March 31, 2017 from \$54.3 million in the first quarter of 2016. Salaries and benefits expenses increased by \$4.1 million primarily related to annual merit adjustments; increases in group insurance, incentive compensation, and equity-based compensation; and increases related to investments in the Company's growth with the ODCM acquisition and opening on the North Carolina LPO. This increase was partially offset by lower FDIC and other insurance expenses of \$656,000 and declines in professional fees of \$331,000 due to lower legal and consulting fees.

BALANCE SHEET

At March 31, 2017, total assets were \$8.7 billion, an increase of \$243.1 million from December 31, 2016 and an increase of \$837.3 million from March 31, 2016. The increase in assets was mostly related to loan growth.

At March 31, 2017, loans held for investment were \$6.6 billion, an increase of \$247.0 million, or 15.7% (annualized), from December 31, 2016, while average loans increased \$169.8 million, or 10.9% (annualized), from the prior quarter. Loans held for investment increased \$773.5 million, or 13.4%, from March 31, 2016, while quarterly average loans increased \$673.9 million, or 11.8%, from the prior year.

At March 31, 2017, total deposits were \$6.6 billion, an increase of \$234.7 million, or 14.7% (annualized), from December 31, 2016, while average deposits increased \$97.3 million, or 6.2% (annualized), from the prior quarter. Total deposits grew \$668.2 million, or 11.2%, from March 31, 2016, while quarterly average deposits increased \$507.9 million, or 8.6%, from the prior year.

At March 31, 2017, December 31, 2016, and March 31, 2016, respectively, the Company had a common equity Tier 1 capital ratio of 9.55%, 9.72%, and 10.25%; a Tier 1 capital ratio of 10.77%, 10.97%, and 11.63%; a total capital ratio of 13.29%, 13.56%, and 12.16%; and a leverage ratio of 9.79%, 9.87%, and 10.25%.

The Company's common equity to total assets ratios at March 31, 2017, December 31, 2016, and March 31, 2016 were 11.71%, 11.88%, and 12.52%, respectively, while its tangible common equity to tangible assets ratio was 8.36%, 8.41%, and 8.86%, respectively.

During the first quarter of 2017, the Company declared and paid cash dividends of \$0.20 per common share, consistent with the prior quarter and an increase of \$0.01, or 5.3%, compared the same quarter in the prior year.

* * * * *

ABOUT UNION BANKSHARES CORPORATION

Headquartered in Richmond, Virginia, Union Bankshares Corporation (NASDAQ: UBSH) is the holding company for Union Bank & Trust, which has 113 banking offices and approximately 184 ATMs located throughout Virginia. Non-bank affiliates of the holding company include: Union Mortgage Group, Inc., which provides a full line of mortgage products, Old Dominion Capital Management, Inc., which provides investment advisory services, and Union Insurance Group, LLC, which offers various lines of insurance products.

Additional information on the Company is available at <http://investors.bankatunion.com>.

Union Bankshares Corporation will hold a conference call on Wednesday, April 19th, at 9:00 a.m. Eastern Time during which management will review earnings and performance trends. Callers wishing to participate may call toll-free by dialing (877) 668-4908; international callers wishing to participate may do so by dialing (973) 453-3058. The conference ID number is 3879232.

NON-GAAP MEASURES

In reporting the results of the quarter ended March 31, 2017, the Company has provided supplemental performance measures on a tangible or tax-equivalent basis. These measures are a supplement to GAAP used to prepare the Company's financial statements and should not be considered in isolation or as a substitute for comparable measures calculated in accordance with GAAP. In addition, the Company's non-GAAP measures may not be comparable to non-GAAP measures of other companies.

FORWARD-LOOKING STATEMENTS

Certain statements in this press release may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that include projections, predictions, expectations, or beliefs about future events or results or otherwise are not statements of historical fact, are based on certain assumptions as of the time they are made, and are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. Such statements are often characterized by the use of qualified words (and their derivatives) such as “expect,” “believe,” “estimate,” “plan,” “project,” “anticipate,” “intend,” “will,” “may,” “view,” “opportunity,” “potential,” or words of similar meaning or other statements concerning opinions or judgment of the Company and its management about future events. Although the Company believes that its expectations with respect to forward-looking statements are based upon reasonable assumptions within the bounds of its existing knowledge of its business and operations, there can be no assurance that actual results, performance, or achievements of the Company will not differ materially from any projected future results, performance, or achievements expressed or implied by such forward-looking statements. Actual future results and trends may differ materially from historical results or those anticipated depending on a variety of factors, including, but not limited to, the effects of or changes in:

- changes in interest rates,
- general economic and financial market conditions,
- the Company’s ability to manage its growth or implement its growth strategy,
- the incremental cost and/or decreased revenues associated with exceeding \$10 billion in assets,
- levels of unemployment in the Bank’s lending area,
- real estate values in the Bank’s lending area,
- an insufficient allowance for loan losses,
- the quality or composition of the loan or investment portfolios,
- concentrations of loans secured by real estate, particularly commercial real estate,
- the effectiveness of the Company’s credit processes and management of the Company’s credit risk,
- demand for loan products and financial services in the Company’s market area,
- the Company’s ability to compete in the market for financial services,
- technological risks and developments, and cyber attacks or events,
- performance by the Company’s counterparties or vendors,
- deposit flows,
- the availability of financing and the terms thereof,
- the level of prepayments on loans and mortgage-backed securities,
- legislative or regulatory changes and requirements,
- monetary and fiscal policies of the U.S. government including policies of the U.S. Department of the Treasury and the Board of Governors of the Federal Reserve System, and
- accounting principles and guidelines.

More information on risk factors that could affect the Company’s forward-looking statements is available on the Company’s website, <http://investors.bankatunion.com> or the Company’s Annual Report on Form 10-K for the year ended December 31, 2016 and other reports filed with the SEC. The information on the Company’s website is not a part of this press release. All risk factors and uncertainties described in those documents should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. The Company does not intend or assume any obligation to update or revise any forward-looking statements that may be made from time to time by or on behalf of the Company.

UNION BANKSHARES CORPORATION AND SUBSIDIARIES

KEY FINANCIAL RESULTS

(Dollars in thousands, except share data)

(FTE - "Fully Taxable Equivalent")

| | Three Months Ended | | |
|---|---------------------------|--------------------|--------------------|
| | 3/31/17 | 12/31/16 | 3/31/16 |
| | <i>(unaudited)</i> | <i>(unaudited)</i> | <i>(unaudited)</i> |
| Results of Operations | | | |
| Interest and dividend income | \$ 76,640 | \$ 76,957 | \$ 70,749 |
| Interest expense | 10,073 | 8,342 | 7,018 |
| Net interest income | 66,567 | 68,615 | 63,731 |
| Provision for credit losses | 2,122 | 1,723 | 2,604 |
| Net interest income after provision for credit losses | 64,445 | 66,892 | 61,127 |
| Noninterest income | 18,839 | 18,050 | 15,914 |
| Noninterest expenses | 57,395 | 56,267 | 54,272 |
| Income before income taxes | 25,889 | 28,675 | 22,769 |
| Income tax expense | 6,765 | 7,899 | 5,808 |
| Net income | <u>\$ 19,124</u> | <u>\$ 20,776</u> | <u>\$ 16,961</u> |
| Interest earned on earning assets (FTE) ⁽¹⁾ | \$ 79,180 | \$ 79,833 | \$ 73,238 |
| Net interest income (FTE) ⁽¹⁾ | 69,107 | 71,491 | 66,220 |
| Core deposit intangible amortization | 1,516 | 1,621 | 1,880 |
| Net income - community bank segment | \$ 19,120 | \$ 20,394 | \$ 16,907 |
| Net income (loss) - mortgage segment | 4 | 382 | 54 |
| Key Ratios | | | |
| Earnings per common share, diluted | \$ 0.44 | \$ 0.48 | \$ 0.38 |
| Return on average assets (ROA) | 0.92% | 0.99% | 0.88% |
| Return on average equity (ROE) | 7.68% | 8.22% | 6.89% |
| Return on average tangible common equity (ROTCE) ⁽²⁾ | 11.20% | 12.05% | 10.13% |
| Efficiency ratio | 67.20% | 64.92% | 68.14% |
| Efficiency ratio (FTE) ⁽¹⁾ | 65.26% | 62.84% | 66.08% |
| Net interest margin | 3.52% | 3.63% | 3.68% |
| Net interest margin (FTE) ⁽¹⁾ | 3.66% | 3.78% | 3.82% |
| Yields on earning assets (FTE) ⁽¹⁾ | 4.19% | 4.23% | 4.23% |
| Cost of interest-bearing liabilities (FTE) ⁽¹⁾ | 0.68% | 0.57% | 0.52% |
| Cost of funds (FTE) ⁽¹⁾ | 0.53% | 0.45% | 0.41% |
| Net interest margin, core (FTE) ⁽³⁾ | 3.58% | 3.70% | 3.76% |
| Per Share Data | | | |
| Earnings per common share, basic | \$ 0.44 | \$ 0.48 | \$ 0.38 |
| Earnings per common share, diluted | 0.44 | 0.48 | 0.38 |
| Cash dividends paid per common share | 0.20 | 0.20 | 0.19 |
| Market value per share | 35.18 | 35.74 | 24.63 |
| Book value per common share | 23.44 | 23.15 | 22.55 |
| Tangible book value per common share ⁽²⁾ | 16.12 | 15.78 | 15.31 |
| Price to earnings ratio, diluted | 19.71 | 18.72 | 16.12 |
| Price to book value per common share ratio | 1.50 | 1.54 | 1.09 |
| Price to tangible common share ratio | 2.18 | 2.26 | 1.61 |
| Weighted average common shares outstanding, basic | 43,654,498 | 43,577,634 | 44,251,276 |
| Weighted average common shares outstanding, diluted | 43,725,923 | 43,659,416 | 44,327,229 |
| Common shares outstanding at end of period | 43,679,947 | 43,609,317 | 43,854,381 |

| | As of & For Three Months Ended | | |
|---|---|--------------------|--------------------|
| | 3/31/17 | 12/31/16 | 3/31/16 |
| | <i>(unaudited)</i> | <i>(unaudited)</i> | <i>(unaudited)</i> |
| <u>Capital Ratios</u> | | | |
| Common equity Tier 1 capital ratio ⁽⁴⁾ | 9.55% | 9.72% | 10.25% |
| Tier 1 capital ratio ⁽⁴⁾ | 10.77% | 10.97% | 11.63% |
| Total capital ratio ⁽⁴⁾ | 13.29% | 13.56% | 12.16% |
| Leverage ratio (Tier 1 capital to average assets) ⁽⁴⁾ | 9.79% | 9.87% | 10.25% |
| Common equity to total assets | 11.71% | 11.88% | 12.52% |
| Tangible common equity to tangible assets ⁽²⁾ | 8.36% | 8.41% | 8.86% |
| <u>Financial Condition</u> | | | |
| Assets | \$ 8,669,920 | \$ 8,426,793 | \$ 7,832,611 |
| Loans held for investment | 6,554,046 | 6,307,060 | 5,780,502 |
| Earning Assets | 7,859,563 | 7,611,098 | 7,045,552 |
| Goodwill | 298,191 | 298,191 | 293,522 |
| Amortizable intangibles, net | 18,965 | 20,602 | 21,430 |
| Deposits | 6,614,195 | 6,379,489 | 5,945,982 |
| Stockholders' equity | 1,015,631 | 1,001,032 | 980,978 |
| Tangible common equity ⁽²⁾ | 698,475 | 682,239 | 666,026 |
| <u>Loans held for investment, net of deferred fees and costs</u> | | | |
| Construction and land development | \$ 770,287 | \$ 751,131 | \$ 776,698 |
| Commercial real estate - owner occupied | 870,559 | 857,805 | 849,202 |
| Commercial real estate - non-owner occupied | 1,631,767 | 1,564,295 | 1,296,251 |
| Multifamily real estate | 353,769 | 334,276 | 323,270 |
| Commercial & Industrial | 576,567 | 551,526 | 453,208 |
| Residential 1-4 Family | 1,057,439 | 1,029,547 | 978,478 |
| Auto | 271,466 | 262,071 | 241,737 |
| HELOC | 527,863 | 526,884 | 517,122 |
| Consumer and all other | 494,329 | 429,525 | 344,536 |
| Total loans held for investment | \$ 6,554,046 | \$ 6,307,060 | \$ 5,780,502 |
| <u>Deposits</u> | | | |
| NOW accounts | \$ 1,792,531 | \$ 1,765,956 | \$ 1,504,227 |
| Money market accounts | 1,499,585 | 1,435,591 | 1,323,192 |
| Savings accounts | 602,851 | 591,742 | 589,542 |
| Time deposits of \$100,000 and over | 555,431 | 530,275 | 508,153 |
| Other time deposits | 672,998 | 662,300 | 657,625 |
| Total interest-bearing deposits | \$ 5,123,396 | \$ 4,985,864 | \$ 4,582,739 |
| Demand deposits | 1,490,799 | 1,393,625 | 1,363,243 |
| Total deposits | \$ 6,614,195 | \$ 6,379,489 | \$ 5,945,982 |
| <u>Averages</u> | | | |
| Assets | \$ 8,465,517 | \$ 8,312,750 | \$ 7,764,830 |
| Loans held for investment | 6,383,905 | 6,214,084 | 5,709,998 |
| Loans held for sale | 27,359 | 43,594 | 27,304 |
| Securities | 1,207,768 | 1,202,125 | 1,187,150 |
| Earning assets | 7,660,937 | 7,514,979 | 6,968,988 |
| Deposits | 6,407,281 | 6,310,025 | 5,899,404 |
| Certificates of deposit | 1,211,064 | 1,192,253 | 1,171,972 |
| Interest-bearing deposits | 5,013,315 | 4,885,428 | 4,562,856 |
| Borrowings | 986,645 | 927,218 | 816,943 |
| Interest-bearing liabilities | 5,999,960 | 5,812,646 | 5,379,799 |
| Stockholders' equity | 1,010,318 | 1,005,769 | 989,414 |
| Tangible common equity ⁽²⁾ | 692,384 | 686,143 | 673,562 |

| Asset Quality | As of & For Three Months Ended | | |
|---|---|--------------------|--------------------|
| | 3/31/17 | 12/31/16 | 3/31/16 |
| | <i>(unaudited)</i> | <i>(unaudited)</i> | <i>(unaudited)</i> |
| <u>Allowance for Loan Losses (ALL)</u> | | | |
| Beginning balance | \$ 37,192 | \$ 36,542 | \$ 34,047 |
| Add: Recoveries | 845 | 1,003 | 828 |
| Less: Charge-offs | 1,633 | 1,827 | 2,980 |
| Add: Provision for loan losses | 2,010 | 1,474 | 2,504 |
| Ending balance | <u>\$ 38,414</u> | <u>\$ 37,192</u> | <u>\$ 34,399</u> |
| ALL / total outstanding loans | 0.59% | 0.59% | 0.60% |
| ALL / total outstanding loans, adjusted for acquisition accounting ⁽⁵⁾ | 0.84% | 0.86% | 0.95% |
| Net charge-offs / total average loans | 0.05% | 0.05% | 0.15% |
| Provision / total average loans | 0.13% | 0.09% | 0.18% |
| Total PCI Loans | \$ 57,770 | \$ 59,292 | \$ 70,105 |
| <u>Nonperforming Assets</u> | | | |
| Construction and land development | \$ 6,545 | \$ 2,037 | \$ 2,156 |
| Commercial real estate - owner occupied | 1,298 | 794 | 2,816 |
| Commercial real estate - non-owner occupied | 2,798 | — | — |
| Commercial & Industrial | 3,245 | 124 | 810 |
| Residential 1-4 Family | 5,856 | 5,279 | 5,696 |
| Auto | 393 | 169 | 162 |
| HELOC | 1,902 | 1,279 | 973 |
| Consumer and all other | 301 | 291 | 479 |
| Nonaccrual loans | <u>\$ 22,338</u> | <u>\$ 9,973</u> | <u>\$ 13,092</u> |
| Other real estate owned | 9,605 | 10,084 | 14,246 |
| Total nonperforming assets (NPAs) | <u>\$ 31,943</u> | <u>\$ 20,057</u> | <u>\$ 27,338</u> |
| Construction and land development | \$ 16 | \$ 76 | \$ 544 |
| Commercial real estate - owner occupied | 93 | 35 | 196 |
| Commercial real estate - non-owner occupied | 711 | — | 723 |
| Commercial & Industrial | — | 9 | 422 |
| Residential 1-4 Family | 686 | 2,048 | 2,247 |
| Auto | 11 | 111 | 53 |
| HELOC | 680 | 635 | 1,315 |
| Consumer and all other | 126 | 91 | 223 |
| Loans ≥ 90 days and still accruing | <u>\$ 2,323</u> | <u>\$ 3,005</u> | <u>\$ 5,723</u> |
| Total NPAs and loans ≥ 90 days | <u>\$ 34,266</u> | <u>\$ 23,062</u> | <u>\$ 33,061</u> |
| NPAs / total outstanding loans | 0.49% | 0.32% | 0.47% |
| NPAs / total assets | 0.37% | 0.24% | 0.35% |
| ALL / nonaccrual loans | 171.97% | 372.93% | 262.75% |
| ALL / nonperforming assets | 120.26% | 185.43% | 125.83% |
| <u>Troubled Debt Restructurings</u> | | | |
| Performing | \$ 14,325 | \$ 13,967 | \$ 11,486 |
| Nonperforming | 4,399 | 1,435 | 1,470 |
| Total troubled debt restructurings | <u>\$ 18,724</u> | <u>\$ 15,402</u> | <u>\$ 12,956</u> |

As of & For Three Months Ended

| | 3/31/17 | 12/31/16 | 3/31/16 |
|---|---------------------|---------------------|---------------------|
| | <i>(unaudited)</i> | <i>(unaudited)</i> | <i>(unaudited)</i> |
| <u>Past Due Detail</u> | | | |
| Construction and land development | \$ 630 | \$ 1,162 | \$ 2,676 |
| Commercial real estate - owner occupied | 878 | 1,842 | 1,787 |
| Commercial real estate - non-owner occupied | 1,487 | 2,369 | 24 |
| Multifamily real estate | — | 147 | 155 |
| Commercial & Industrial | 453 | 759 | 985 |
| Residential 1-4 Family | 11,615 | 7,038 | 13,711 |
| Auto | 1,534 | 2,570 | 1,519 |
| HELOC | 1,490 | 1,836 | 1,870 |
| Consumer and all other | 1,766 | 2,522 | 736 |
| Loans 30-59 days past due | <u>\$ 19,853</u> | <u>\$ 20,245</u> | <u>\$ 23,463</u> |
| Construction and land development | \$ 376 | \$ 232 | \$ 724 |
| Commercial real estate - owner occupied | — | 109 | 963 |
| Commercial real estate - non-owner occupied | — | — | 276 |
| Commercial & Industrial | 126 | 858 | 284 |
| Residential 1-4 Family | 2,104 | 534 | 1,111 |
| Auto | 250 | 317 | 126 |
| HELOC | 365 | 1,140 | 388 |
| Consumer and all other | 1,460 | 1,431 | 1,996 |
| Loans 60-89 days past due | <u>\$ 4,681</u> | <u>\$ 4,621</u> | <u>\$ 5,868</u> |
| <u>Alternative Performance Measures (non-GAAP)</u> | | | |
| <u>Tangible Assets</u> | | | |
| Ending assets | \$ 8,669,920 | \$ 8,426,793 | \$ 7,832,611 |
| Less: Ending goodwill | 298,191 | 298,191 | 293,522 |
| Less: Ending amortizable intangibles | 18,965 | 20,602 | 21,430 |
| Ending tangible assets (non-GAAP) | <u>\$ 8,352,764</u> | <u>\$ 8,108,000</u> | <u>\$ 7,517,659</u> |
| <u>Tangible Common Equity ⁽²⁾</u> | | | |
| Ending equity | \$ 1,015,631 | \$ 1,001,032 | \$ 980,978 |
| Less: Ending goodwill | 298,191 | 298,191 | 293,522 |
| Less: Ending amortizable intangibles | 18,965 | 20,602 | 21,430 |
| Ending tangible common equity (non-GAAP) | <u>\$ 698,475</u> | <u>\$ 682,239</u> | <u>\$ 666,026</u> |
| Average equity | \$ 1,010,318 | \$ 1,005,769 | \$ 989,414 |
| Less: Average goodwill | 298,191 | 298,191 | 293,522 |
| Less: Average amortizable intangibles | 19,743 | 21,435 | 22,330 |
| Average tangible common equity (non-GAAP) | <u>\$ 692,384</u> | <u>\$ 686,143</u> | <u>\$ 673,562</u> |
| <u>ALL to loans, adjusted for acquisition accounting (non-GAAP) ⁽⁵⁾</u> | | | |
| Allowance for loan losses | \$ 38,414 | \$ 37,192 | \$ 34,399 |
| Remaining fair value mark on purchased performing loans | 16,121 | 16,939 | 19,994 |
| Adjusted allowance for loan losses | <u>\$ 54,535</u> | <u>\$ 54,131</u> | <u>\$ 54,393</u> |
| Loans, net of deferred fees | \$ 6,554,046 | \$ 6,307,060 | \$ 5,780,502 |
| Remaining fair value mark on purchased performing loans | 16,121 | 16,939 | 19,994 |
| Less: Purchased credit impaired loans, net of fair value mark | 57,770 | 59,292 | 70,105 |
| Adjusted loans, net of deferred fees | <u>\$ 6,512,397</u> | <u>\$ 6,264,707</u> | <u>\$ 5,730,391</u> |
| ALL / gross loans, adjusted for acquisition accounting | 0.84% | 0.86% | 0.95% |

| | As of & For Three Months Ended | | |
|--|--------------------------------|--------------------|--------------------|
| | 3/31/17 | 12/31/16 | 3/31/16 |
| <u>Alternative Performance Measures (non-GAAP)</u> | | | |
| <u>cont'd</u> | <i>(unaudited)</i> | <i>(unaudited)</i> | <i>(unaudited)</i> |
| <u>Net interest income (FTE) & Core Net Interest Income (FTE)</u> | | | |
| Net interest income (GAAP) | \$ 66,567 | \$ 68,615 | \$ 63,731 |
| FTE adjustment | 2,540 | 2,876 | 2,489 |
| Net interest income FTE (non-GAAP) ⁽¹⁾ | \$ 69,107 | \$ 71,491 | \$ 66,220 |
| Less: Net accretion of acquisition fair value marks | (1,493) | (1,609) | (1,146) |
| Core net interest income FTE (non-GAAP) ⁽³⁾ | \$ 67,614 | \$ 69,882 | \$ 65,074 |
| Average earning assets | 7,660,937 | 7,514,979 | 6,968,988 |
| Net interest margin | 3.52% | 3.63% | 3.68% |
| Net interest margin (FTE) | 3.66% | 3.78% | 3.82% |
| Core net interest margin (FTE) | 3.58% | 3.70% | 3.76% |
| <u>Mortgage Origination Volume</u> | | | |
| Refinance Volume | \$ 34,331 | \$ 71,454 | \$ 37,304 |
| Construction Volume | 22,669 | 10,621 | 14,894 |
| Purchase Volume | 43,216 | 63,249 | 46,013 |
| Total Mortgage loan originations | \$ 100,216 | \$ 145,324 | \$ 98,211 |
| % of originations that are refinances | 34.3% | 49.2% | 38.0% |
| <u>Other Data</u> | | | |
| End of period full-time employees | 1,412 | 1,416 | 1,400 |
| Number of full-service branches | 113 | 114 | 124 |
| Number of full automatic transaction machines (ATMs) | 184 | 185 | 201 |

(1) Net interest income (FTE), which is used in computing net interest margin (FTE) and efficiency ratio (FTE), provides valuable additional insight into the net interest margin and the efficiency ratio by adjusting for differences in tax treatment of interest income sources. The entire FTE adjustment is attributable to interest income on earning assets, which is used in computing yield on earning assets. Interest expense and the related cost of interest-bearing liabilities and cost of funds ratios are not affected by the FTE components.

(2) Tangible common equity is used in the calculation of certain profitability, capital, and per share ratios. The Company believes tangible common equity and the related ratios are meaningful measures of capital adequacy because they provide a meaningful base for period-to-period and company-to-company comparisons, which the Company believes will assist investors in assessing the capital of the Company and its ability to absorb potential losses.

(3) Core net interest income (FTE), which is used in computing core net interest margin (FTE), provides valuable additional insight into the net interest margin by adjusting for differences in tax treatment of interest income sources as well as the net accretion of acquisition-related fair value marks.

(4) All ratios at March 31, 2017 are estimates and subject to change pending the Company's filing of its FR Y9-C. All other periods are presented as filed.

(5) The allowance for loan losses ratio, adjusted for acquisition accounting (non-GAAP), includes an adjustment for the fair value mark on purchased performing loans. The purchased performing loans are reported net of the related fair value mark in loans, net of deferred fees, on the Company's Consolidated Balance Sheet; therefore, the fair value mark is added back to the balance to represent the total loan portfolio. The adjusted allowance for loan losses, including the fair value mark, represents the total reserve on the Company's loan portfolio. The PCI loans, net of the respective fair value mark, are removed from the loans, net of deferred fees, as these PCI loans are not covered by the allowance established by the Company unless changes in expected cash flows indicate that one of the PCI loan pools are impaired, at which time an allowance for PCI loans will be established. GAAP requires the acquired allowance for loan losses not be carried over in an acquisition or merger. The Company believes the presentation of the allowance for loan losses ratio, adjusted for acquisition accounting, is useful to investors because the acquired loans were purchased at a market discount with no allowance for loan losses carried over to the Company, and the fair value mark on the purchased performing loans represents the allowance associated with those purchased loans. The Company believes that this measure is a better reflection of the reserves on the Company's loan portfolio.

UNION BANKSHARES CORPORATION AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

(Dollars in thousands, except share data)

| | March 31, 2017 | December 31, 2016 | March 31, 2016 |
|--|---------------------|----------------------|---------------------|
| | <i>(unaudited)</i> | | <i>(unaudited)</i> |
| ASSETS | | | |
| Cash and cash equivalents: | | | |
| Cash and due from banks | \$ 120,216 | \$ 120,758 | \$ 95,462 |
| Interest-bearing deposits in other banks | 62,656 | 58,030 | 37,227 |
| Federal funds sold | 947 | 449 | 650 |
| Total cash and cash equivalents | 183,819 | 179,237 | 133,339 |
| Securities available for sale, at fair value | 953,058 | 946,764 | 939,409 |
| Securities held to maturity, at carrying value | 203,478 | 201,526 | 204,444 |
| Restricted stock, at cost | 65,402 | 60,782 | 58,211 |
| Loans held for sale, at fair value | 19,976 | 36,487 | 25,109 |
| Loans held for investment, net of deferred fees and costs | 6,554,046 | 6,307,060 | 5,780,502 |
| Less allowance for loan losses | 38,414 | 37,192 | 34,399 |
| Net loans held for investment | 6,515,632 | 6,269,868 | 5,746,103 |
| Premises and equipment, net | 122,512 | 122,027 | 125,357 |
| Other real estate owned, net of valuation allowance | 9,605 | 10,084 | 14,246 |
| Goodwill | 298,191 | 298,191 | 293,522 |
| Amortizable intangibles, net | 18,965 | 20,602 | 21,430 |
| Bank owned life insurance | 178,774 | 179,318 | 175,033 |
| Other assets | 100,508 | 101,907 | 96,408 |
| Total assets | \$ 8,669,920 | \$ 8,426,793 | \$ 7,832,611 |
| LIABILITIES | | | |
| Noninterest-bearing demand deposits | \$ 1,490,799 | \$ 1,393,625 | \$ 1,363,243 |
| Interest-bearing deposits | 5,123,396 | 4,985,864 | 4,582,739 |
| Total deposits | 6,614,195 | 6,379,489 | 5,945,982 |
| Securities sold under agreements to repurchase | 44,587 | 59,281 | 91,977 |
| Other short-term borrowings | 522,500 | 517,500 | 466,000 |
| Long-term borrowings | 413,779 | 413,308 | 291,662 |
| Other liabilities | 59,228 | 56,183 | 56,012 |
| Total liabilities | 7,654,289 | 7,425,761 | 6,851,633 |
| Commitments and contingencies | | | |
| STOCKHOLDERS' EQUITY | | | |
| Common stock, \$1.33 par value, shares authorized 100,000,000; issued and outstanding, 43,679,947 shares, 43,609,317 shares, and 43,854,381 shares, respectively. | 57,629 | 57,506 | 57,850 |
| Additional paid-in capital | 606,078 | 605,397 | 610,084 |
| Retained earnings | 352,335 | 341,938 | 306,685 |
| Accumulated other comprehensive income | (411) | (3,809) | 6,359 |
| Total stockholders' equity | 1,015,631 | 1,001,032 | 980,978 |
| Total liabilities and stockholders' equity | \$ 8,669,920 | \$ 8,426,793 | \$ 7,832,611 |

UNION BANKSHARES CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME

(Dollars in thousands, except share data)

| | Three Months Ended | | |
|--|---|--|---|
| | March 31, 2017 <i>(unaudited)</i> | December 31, 2016 <i>(unaudited)</i> | March 31, 2016 <i>(unaudited)</i> |
| Interest and dividend income: | | | |
| Interest and fees on loans | \$ 68,084 | \$ 68,683 | \$ 62,947 |
| Interest on deposits in other banks | 71 | 67 | 47 |
| Interest and dividends on securities: | | | |
| Taxable | 4,923 | 4,761 | 4,316 |
| Nontaxable | 3,562 | 3,446 | 3,439 |
| Total interest and dividend income | 76,640 | 76,957 | 70,749 |
| Interest expense: | | | |
| Interest on deposits | 5,077 | 4,786 | 4,195 |
| Interest on short-term borrowings | 950 | 797 | 623 |
| Interest on long-term borrowings | 4,046 | 2,759 | 2,200 |
| Total interest expense | 10,073 | 8,342 | 7,018 |
| Net interest income | 66,567 | 68,615 | 63,731 |
| Provision for credit losses | 2,122 | 1,723 | 2,604 |
| Net interest income after provision for credit losses | 64,445 | 66,892 | 61,127 |
| Noninterest income: | | | |
| Service charges on deposit accounts | 4,829 | 5,042 | 4,734 |
| Other service charges and fees | 4,408 | 4,204 | 4,156 |
| Fiduciary and asset management fees | 2,794 | 2,884 | 2,138 |
| Mortgage banking income, net | 2,025 | 2,629 | 2,146 |
| Gains on securities transactions, net | 481 | 60 | 143 |
| Bank owned life insurance income | 2,125 | 1,391 | 1,372 |
| Loan-related interest rate swap fees | 1,180 | 1,198 | 662 |
| Other operating income | 997 | 642 | 563 |
| Total noninterest income | 18,839 | 18,050 | 15,914 |
| Noninterest expenses: | | | |
| Salaries and benefits | 32,168 | 30,042 | 28,048 |
| Occupancy expenses | 4,903 | 4,901 | 4,976 |
| Furniture and equipment expenses | 2,603 | 2,608 | 2,636 |
| Printing, postage, and supplies | 1,150 | 1,126 | 1,139 |
| Communications expense | 910 | 887 | 1,089 |
| Technology and data processing | 3,900 | 4,028 | 3,814 |
| Professional services | 1,658 | 1,653 | 1,989 |
| Marketing and advertising expense | 1,740 | 1,946 | 1,938 |
| FDIC assessment premiums and other insurance | 706 | 1,403 | 1,362 |
| Other taxes | 2,022 | 1,592 | 1,618 |
| Loan-related expenses | 1,329 | 1,152 | 878 |
| OREO and credit-related expenses | 541 | 637 | 569 |
| Amortization of intangible assets | 1,637 | 1,742 | 1,880 |
| Training and other personnel costs | 969 | 923 | 744 |
| Other expenses | 1,159 | 1,627 | 1,592 |
| Total noninterest expenses | 57,395 | 56,267 | 54,272 |
| Income before income taxes | 25,889 | 28,675 | 22,769 |
| Income tax expense | 6,765 | 7,899 | 5,808 |
| Net income | \$ 19,124 | \$ 20,776 | \$ 16,961 |
| Basic earnings per common share | \$ 0.44 | \$ 0.48 | \$ 0.38 |
| Diluted earnings per common share | \$ 0.44 | \$ 0.48 | \$ 0.38 |

UNION BANKSHARES CORPORATION AND SUBSIDIARIES
SEGMENT FINANCIAL INFORMATION

(Dollars in thousands)

| | Community Bank | Mortgage | Eliminations | Consolidated |
|---|----------------|-----------|--------------|--------------|
| Three Months Ended March 31, 2017 (unaudited) | | | | |
| Net interest income | \$ 66,234 | \$ 333 | \$ — | \$ 66,567 |
| Provision for credit losses | 2,104 | 18 | — | 2,122 |
| Net interest income after provision for credit losses | 64,130 | 315 | — | 64,445 |
| Noninterest income | 16,757 | 2,223 | (141) | 18,839 |
| Noninterest expenses | 55,014 | 2,522 | (141) | 57,395 |
| Income before income taxes | 25,873 | 16 | — | 25,889 |
| Income tax expense | 6,753 | 12 | — | 6,765 |
| Net income | \$ 19,120 | \$ 4 | \$ — | \$ 19,124 |
| Total assets | \$ 8,660,987 | \$ 76,818 | \$ (67,885) | \$ 8,669,920 |
| Three Months Ended December 31, 2016 (unaudited) | | | | |
| Net interest income | \$ 68,205 | \$ 410 | \$ — | \$ 68,615 |
| Provision for credit losses | 1,668 | 55 | — | 1,723 |
| Net interest income after provision for credit losses | 66,537 | 355 | — | 66,892 |
| Noninterest income | 15,368 | 2,823 | (141) | 18,050 |
| Noninterest expenses | 53,810 | 2,598 | (141) | 56,267 |
| Income before income taxes | 28,095 | 580 | — | 28,675 |
| Income tax expense | 7,701 | 198 | — | 7,899 |
| Net income | \$ 20,394 | \$ 382 | \$ — | \$ 20,776 |
| Total assets | \$ 8,419,625 | \$ 93,581 | \$ (86,413) | \$ 8,426,793 |
| Three Months Ended March 31, 2016 (unaudited) | | | | |
| Net interest income | \$ 63,425 | \$ 306 | \$ — | \$ 63,731 |
| Provision for credit losses | 2,500 | 104 | — | 2,604 |
| Net interest income after provision for credit losses | 60,925 | 202 | — | 61,127 |
| Noninterest income | 13,608 | 2,477 | (171) | 15,914 |
| Noninterest expenses | 51,844 | 2,599 | (171) | 54,272 |
| Income (loss) before income taxes | 22,689 | 80 | — | 22,769 |
| Income tax expense (benefit) | 5,782 | 26 | — | 5,808 |
| Net income (loss) | \$ 16,907 | \$ 54 | \$ — | \$ 16,961 |
| Total assets | \$ 7,825,652 | \$ 55,069 | \$ (48,110) | \$ 7,832,611 |

AVERAGE BALANCES, INCOME AND EXPENSES, YIELDS AND RATES (TAXABLE EQUIVALENT BASIS)

For the Quarter Ended

| | March 31, 2017 | | | December 31, 2016 | | |
|---|---------------------|---------------------------|------------------|---------------------|---------------------------|------------------|
| | Average Balance | Interest Income / Expense | Yield / Rate (1) | Average Balance | Interest Income / Expense | Yield / Rate (1) |
| Assets: | | | | | | |
| <i>(unaudited)</i> | | | | | | |
| Securities: | | | | | | |
| Taxable | \$ 746,359 | \$ 4,923 | 2.68 % | \$ 749,059 | \$ 4,761 | 2.53 % |
| Tax-exempt | 461,409 | 5,480 | 4.82 % | 453,066 | 5,302 | 4.66 % |
| Total securities | 1,207,768 | 10,403 | 3.49 % | 1,202,125 | 10,063 | 3.33 % |
| Loans, net (2) (3) | 6,383,905 | 68,503 | 4.35 % | 6,214,084 | 69,358 | 4.44 % |
| Other earning assets | 69,264 | 274 | 1.60 % | 98,770 | 412 | 1.66 % |
| Total earning assets | 7,660,937 | \$ 79,180 | 4.19 % | 7,514,979 | \$ 79,833 | 4.23 % |
| Allowance for loan losses | (37,898) | | | (37,808) | | |
| Total non-earning assets | 842,478 | | | 835,579 | | |
| Total assets | \$ 8,465,517 | | | \$ 8,312,750 | | |
| Liabilities and Stockholders' Equity: | | | | | | |
| Interest-bearing deposits: | | | | | | |
| Transaction and money market accounts | \$ 3,205,692 | \$ 1,969 | 0.25 % | \$ 3,099,424 | \$ 1,804 | 0.23 % |
| Regular savings | 596,559 | 191 | 0.13 % | 593,751 | 201 | 0.13 % |
| Time deposits | 1,211,064 | 2,917 | 0.98 % | 1,192,253 | 2,781 | 0.93 % |
| Total interest-bearing deposits | 5,013,315 | 5,077 | 0.41 % | 4,885,428 | 4,786 | 0.39 % |
| Other borrowings (4) | 986,645 | 4,996 | 2.05 % | 927,218 | 3,556 | 1.53 % |
| Total interest-bearing liabilities | 5,999,960 | 10,073 | 0.68 % | 5,812,646 | 8,342 | 0.57 % |
| Noninterest-bearing liabilities: | | | | | | |
| Demand deposits | 1,393,966 | | | 1,424,597 | | |
| Other liabilities | 61,273 | | | 69,738 | | |
| Total liabilities | 7,455,199 | | | 7,306,981 | | |
| Stockholders' equity | 1,010,318 | | | 1,005,769 | | |
| Total liabilities and stockholders' equity | \$ 8,465,517 | | | \$ 8,312,750 | | |
| Net interest income | | \$ 69,107 | | | \$ 71,491 | |
| Interest rate spread (5) | | | 3.51 % | | | 3.66 % |
| Cost of funds | | | 0.53 % | | | 0.45 % |
| Net interest margin (6) | | | 3.66 % | | | 3.78 % |

(1) Rates and yields are annualized and calculated from actual, not rounded, amounts in thousands, which appear above.

(2) Nonaccrual loans are included in average loans outstanding.

(3) Interest income on loans includes \$1.4 million and \$1.5 million for the three months ended March 31, 2017 and December 31, 2016, respectively, in accretion of the fair market value adjustments related to acquisitions.

(4) Interest expense on borrowings includes \$48,000 and \$71,000 for the three months ended March 31, 2017 and December 31, 2016, respectively, in accretion of the fair market value adjustments related to acquisitions.

(5) Income and yields are reported on a taxable equivalent basis using the statutory federal corporate tax rate of 35%.

(6) Core net interest margin excludes purchase accounting adjustments and was 3.58% and 3.70% for the three months ended March 31, 2017 and December 31, 2016, respectively.