

FEDERAL DEPOSIT INSURANCE CORPORATION

Washington, D.C. 20429

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): March 18, 2013

FIRST REPUBLIC BANK

(Exact name of registrant as specified in its charter)

California
(State or other jurisdiction
of incorporation)

80-0513856
(I.R.S. Employer
Identification No.)

111 Pine Street, 2nd Floor
San Francisco, CA 94111
(Address, including zip code, of principal executive office)

Registrant's telephone number, including area code: (415) 392-1400

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:

- ☐ 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 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 7.01 Regulation FD Disclosure

Pursuant to Regulation FD, First Republic Bank (“the Bank”) hereby furnishes to the Federal Deposit Insurance Corporation slides that the Bank will present to analysts and investors on or after March 18, 2013. The slides are attached hereto as Exhibit 99.1. These slides will be available on the Bank’s website at www.firstrepublic.com.

The information furnished by the Bank pursuant to this item, including Exhibit 99.1, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, (the “Exchange Act”) or otherwise subject to the liability of that section, and shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act.

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

- 99.1 Slides presented by First Republic Bank to analysts and investors on or after March 18, 2013.

SIGNATURES

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

Date: March 18, 2013.

First Republic Bank

By: /s/ Michael J. Roffler
Name: Michael J. Roffler
Title: Senior Vice President and Deputy
Chief Financial Officer

EXHIBIT INDEX

<u>Exhibit Number</u>	<u>Description</u>
Exhibit 99.1	Slides presented by First Republic Bank to analysts and investors on or after March 18, 2013.

March 2013

Exhibit 99.1



FIRST REPUBLIC BANK
It's a privilege to serve you[®]



This presentation may contain forward-looking statements. You are cautioned not to place undue reliance on such statements, which speak only as of the date on which they are made and which are only predictions and involve estimates, known and unknown risks, assumptions and uncertainties that could cause actual results to differ materially from those expressed in them. For a discussion of these and other risks and uncertainties, see First Republic's FDIC filings, including First Republic's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. These filings are available in the Investor Relations section of our website, www.firstrepublic.com.

The information provided herein may include certain non-GAAP financial measures. The reconciliation of such measures to the comparable GAAP figures are included in First Republic's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

What is First Republic Today?



- Profitable 27 consecutive years (since inception)
- Assets \$34 billion
- Loans \$29 billion
- Deposits \$27 billion
- Wealth management assets \$32 billion
- Nonperforming assets only 14 bps of total assets
- Tier 1 leverage — 9.32%

Note: Financial data as of December 31, 2012.

Why First Republic?



- Superior credit
- Leadership continuity
- Simple business model
- Strong, urban, coastal markets - San Francisco, Los Angeles, San Diego, Portland (OR), Boston and New York City
- Attractive client segments
- Strong brand
- Strong organic growth

2012 Highlights and Achievements



- Loan balances +**23%**
- Deposits +**21%**
- Wealth management assets +**55%**
- Book value per share +**13.5%** to **\$22.08**
- Core net income +**38%** to **\$307.0** million⁽¹⁾
- Core diluted EPS +**28%**^{(1),(2)}
- Raised \$500 million Tier 1 Capital - noncumulative perpetual preferred

(1) Excludes the positive impact of purchase accounting.

(2) Excludes the one-time charge on redemption of preferred stock.



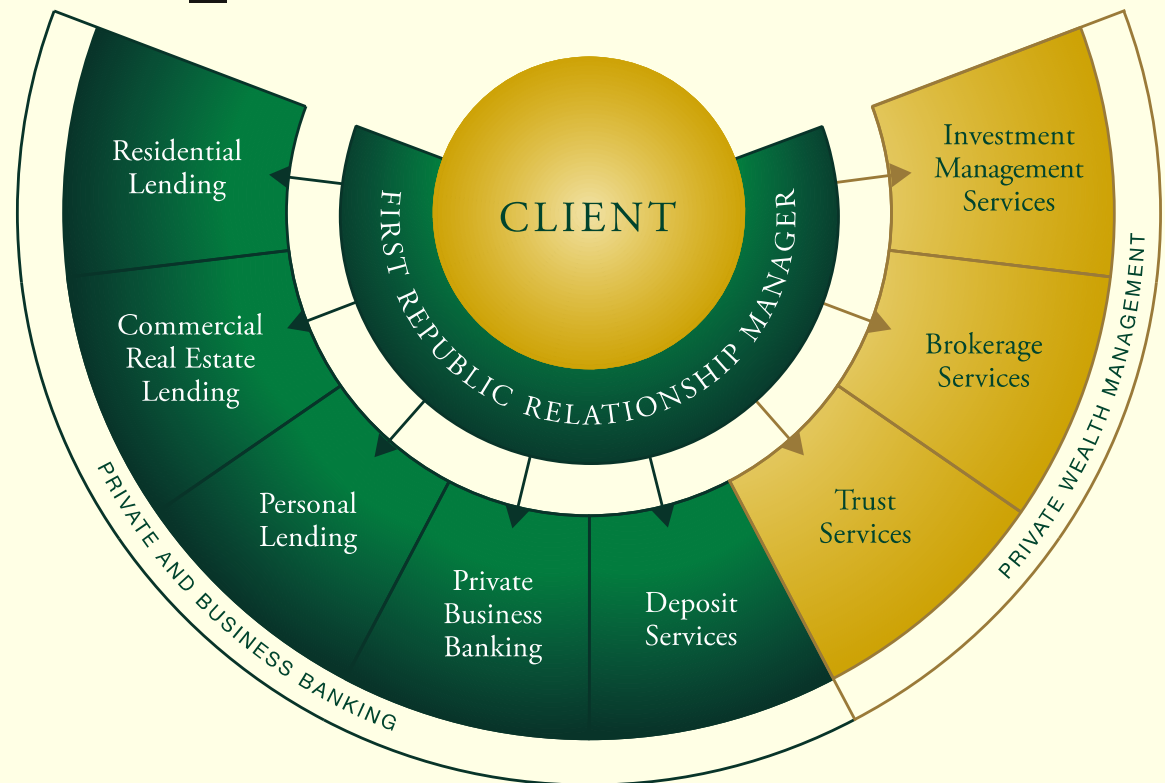
- Acquired Luminous Capital
 - Added \$5.9 billion of wealth management assets
 - Geographic locations align with footprint of First Republic Bank
 - Cash purchase price of \$125 million
- Series C Preferred Stock Offering
 - Issued \$150 million of Noncumulative Perpetual Preferred Stock at 5.625%
 - This increase to Tier 1 Capital offsets the effect of the acquired Luminous intangible assets

Simple, Consistent, Proven Business Model



- Single point of contact for the client
- Jumbo home loan lead
- Word-of-mouth referrals from satisfied clients
- Strong referred business banking
- Incentive structure = relationships and strong credits

9 Products Per New Loan Client⁽¹⁾



(1) First Republic Bank's product per client (PPC) data reflects the number of products sold to each client with a loan originated in 2012.

Our Clients Say it Best



“First Republic is a respected financial institution with an entrepreneurial spirit.”

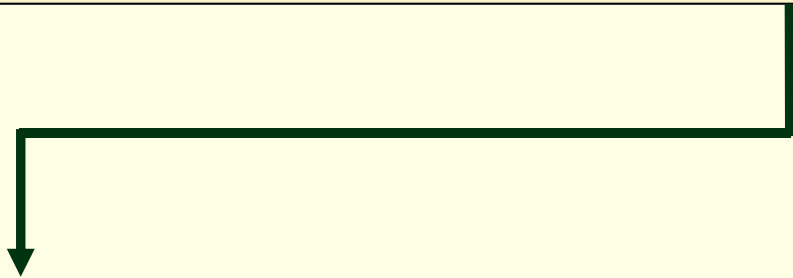
RICK CARUSO
*Chief Executive Officer
Caruso Affiliated*

What Are Our Growth Drivers?



Existing Clients

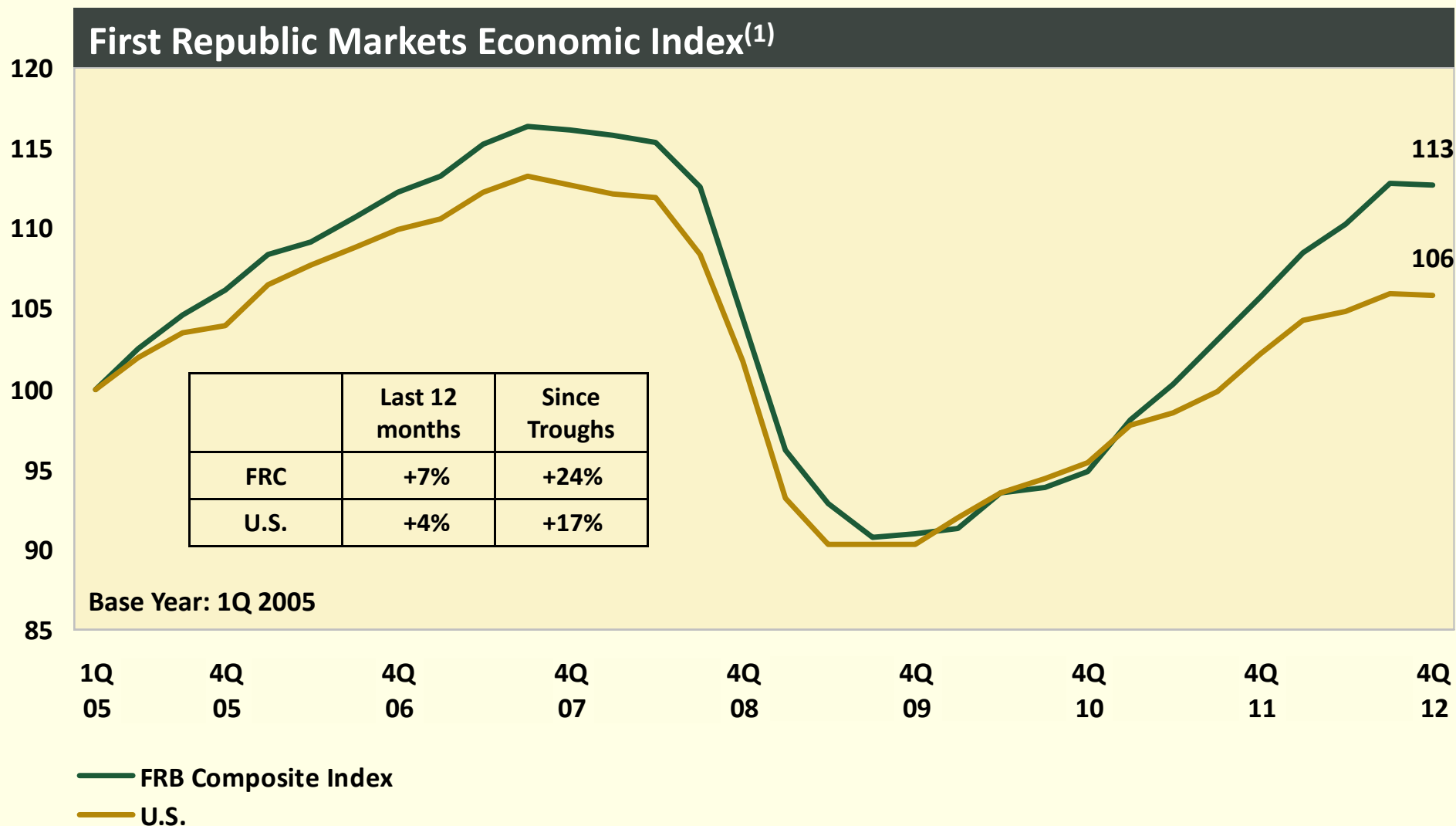
- Above average growth rate and complex needs of each high net worth client
- Passionate, satisfied clients = “word-of-mouth” = new clients



Other New Client Sources

- Hire new, experienced relationship managers / investment professionals
- Open new offices
- Focused marketing

FRC Geographic Areas Outperform U.S. Average



(1) The First Republic Markets Economic Index is a proprietary index, produced in conjunction with Rosen Consulting Group and designed to indicate aggregate economic performance of FRC's markets utilizing publicly regularly available regional economic data.

FRC Geographic Areas Outperform U.S. Average

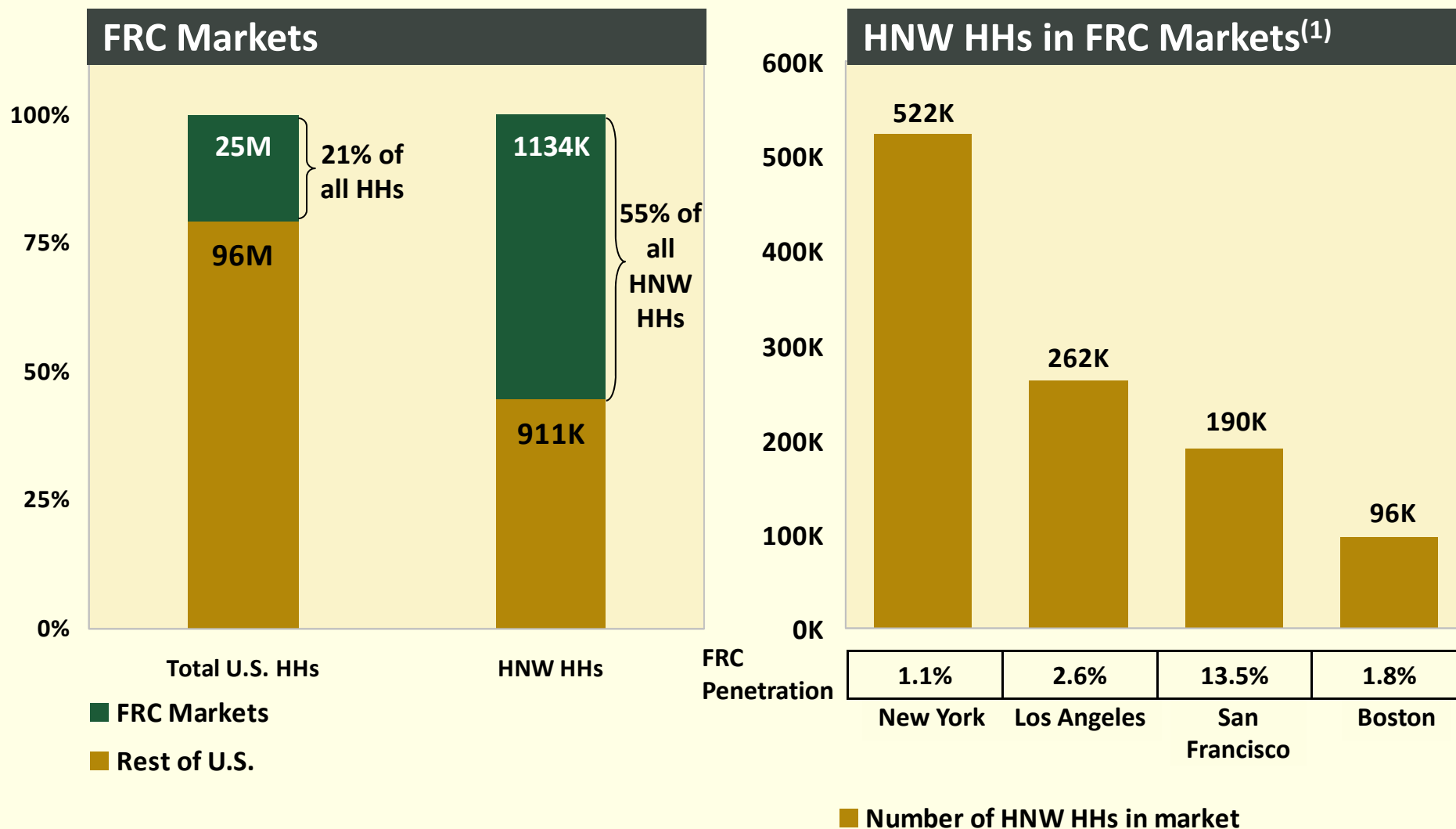


- Markets more resilient than overall U.S.
- FRB Markets Index lagged drop in U.S. activity and led in recovery
- San Francisco has outperformed U.S. due largely to technology sector
- Boston and New York, knowledge-based economies, also outperformed
- Southern California continues to lag a bit

Attractive Markets Great Opportunities



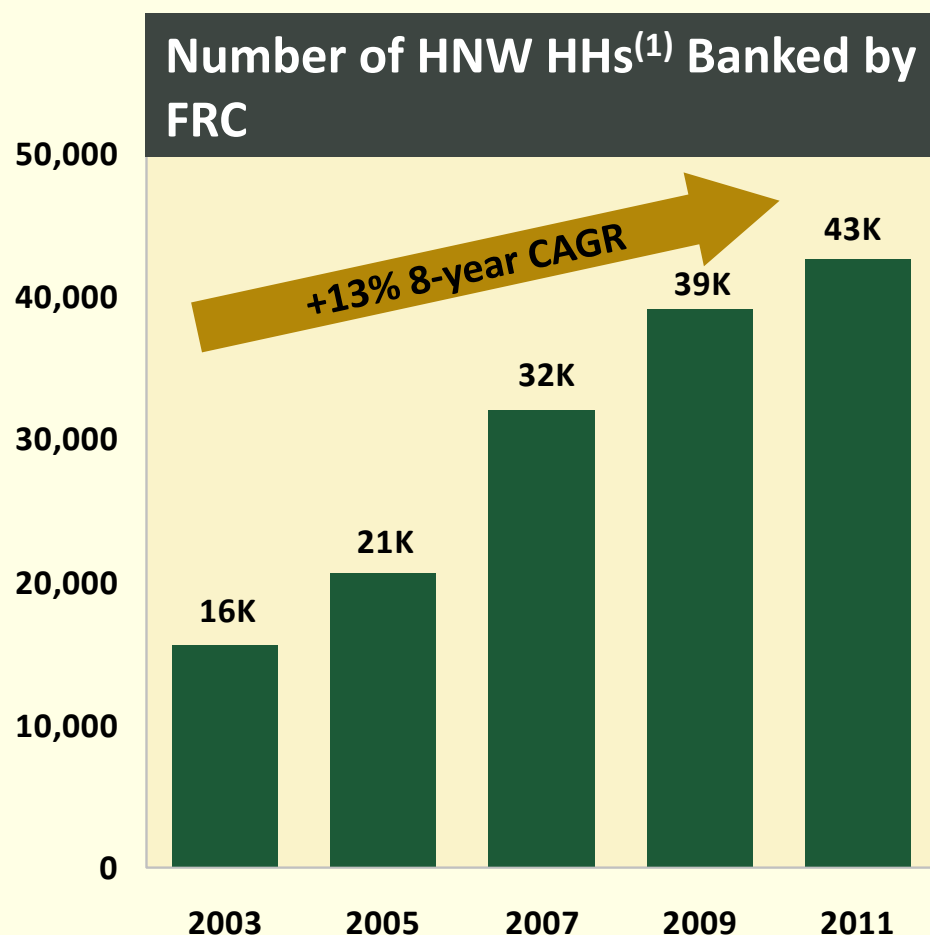
- FRC's existing markets contain **55%** of all high net worth households ("HNW HHs")⁽¹⁾



Source: FRC / Capgemini Consulting study (2011).

(1) Consisting of those households with at least \$1 million of investable assets.

FRC High Net Worth Households Growing



- FRC acquired significant number of households with \$5M+ and \$10M+ of investable assets (subsets of \$1M+ HNW households)
- FRC grew \$5M+ households +9% per annum 2009-2011, and \$10M+ households +18% per annum

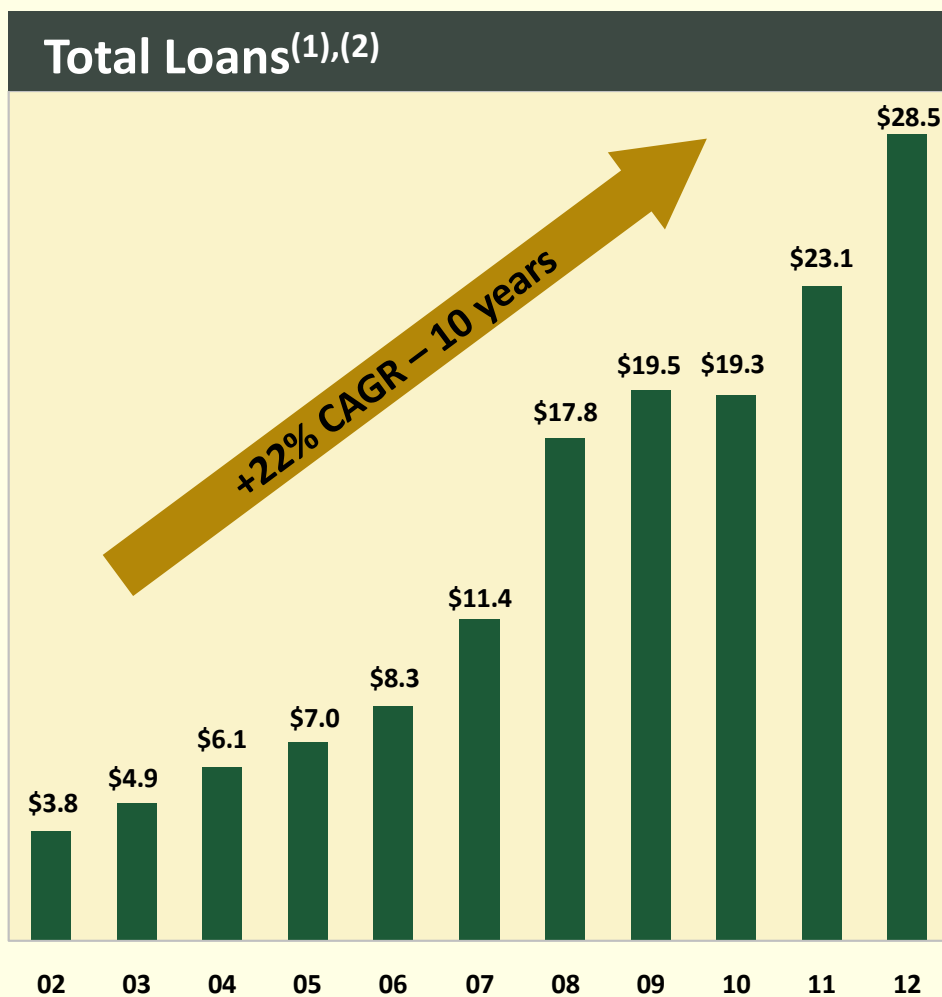
Source: FRC / Capgemini Consulting study (2011).

(1) Consisting of those households with at least \$1 million of investable assets.

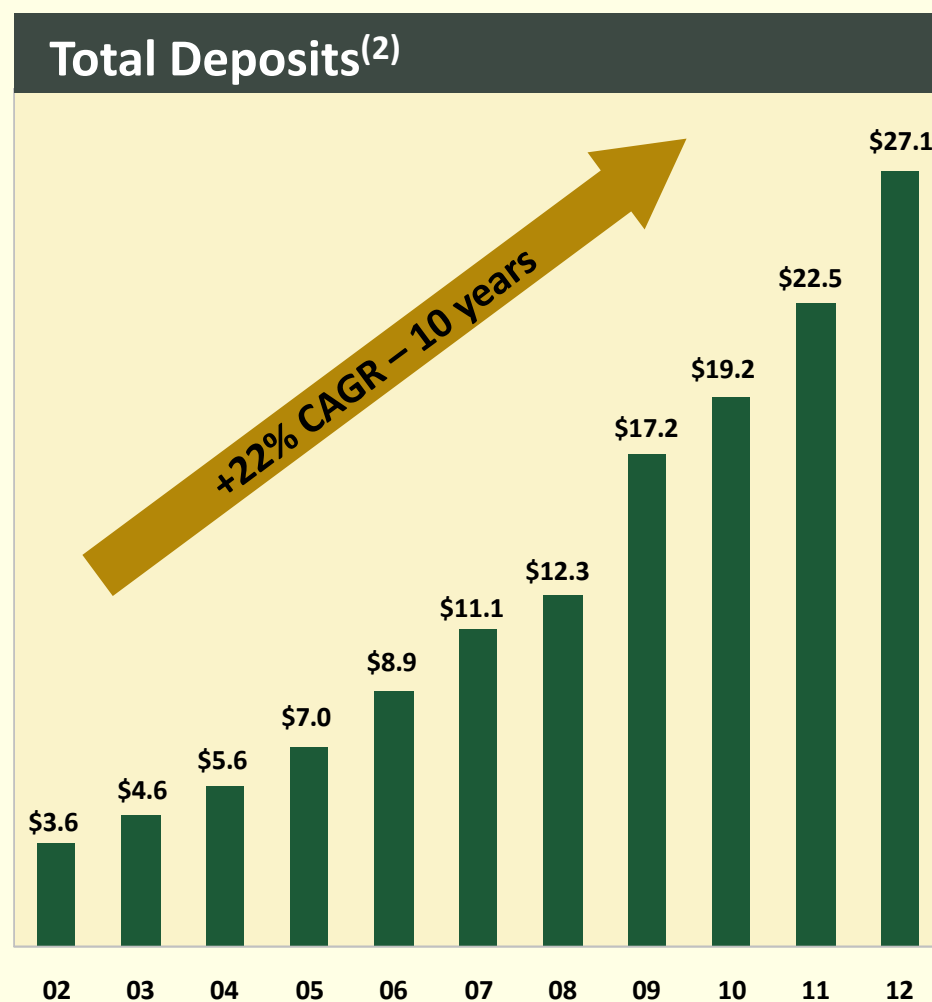
Strong Organic Growth



\$ in Billions



\$ in Billions



(1) Represents unpaid principal balance of loans including loans held for sale.

(2) 10-year CAGR from December 31, 2002 through December 31, 2012.

Silicon Valley⁽¹⁾ = Approximately 1/3 of First Republic

	As of December 31, 2012 ⁽¹⁾	
	% of Bank	3-year CAGR
Loans ⁽²⁾	34%	17%
Deposits ⁽³⁾	33%	19%

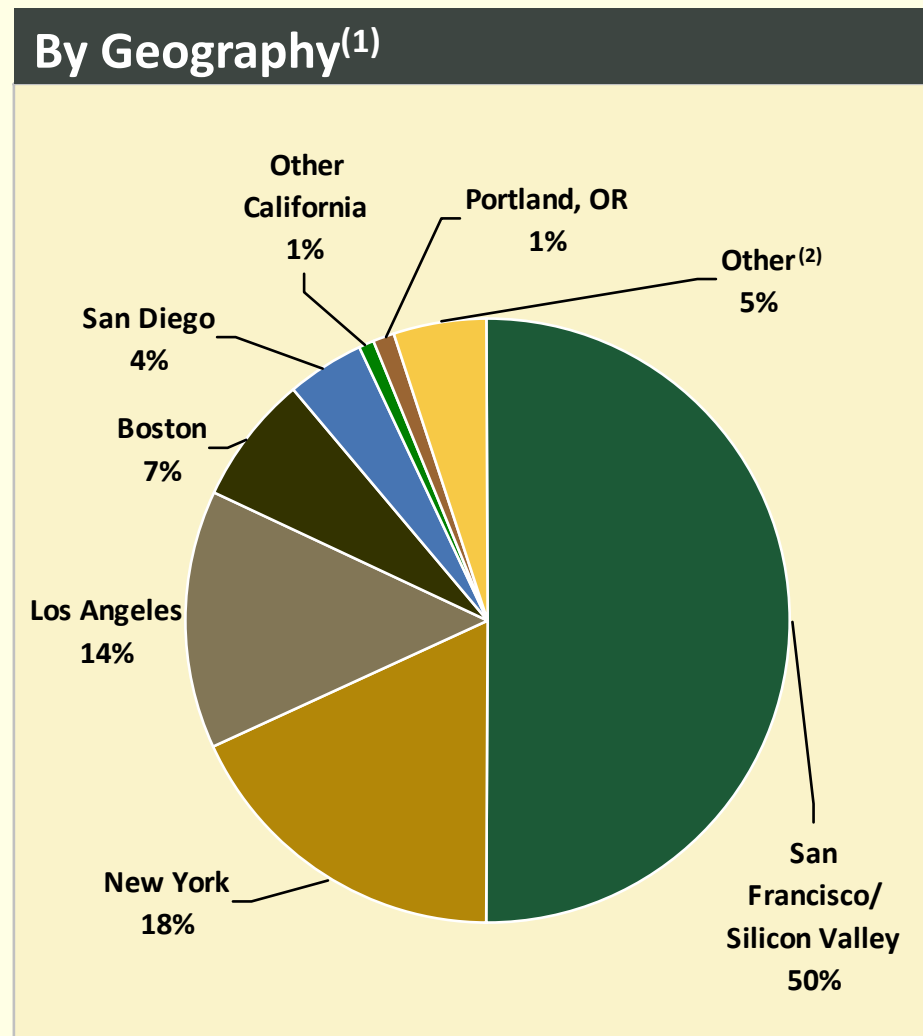
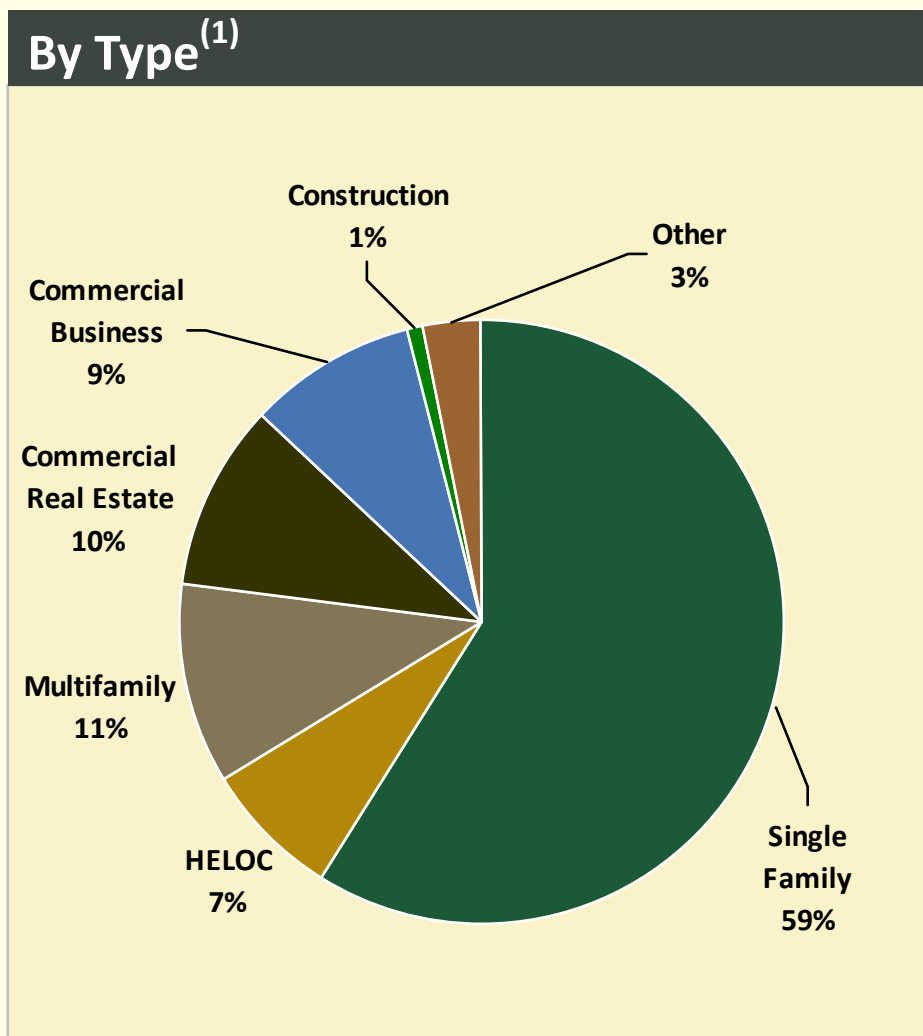
- FRC banks over 200 venture capital, private equity and other investment management firms / funds in Silicon Valley
- 36% of FRC deposit offices are in Silicon Valley

(1) Approximate figures based on estimation of First Republic clients residing or doing business in San Francisco, San Mateo and Santa Clara counties, California.

(2) All figures exclude purchase accounting adjustments and net deferred fees/costs.

(3) Deposit geographies identified by client address. Figures exclude amounts swept from Private Wealth Management accounts into Bank deposits.

Balance Sheet Loans



(1) As of December 31, 2012. Unpaid principal balance before reserves or discounts. Single Family includes loans held for sale and Single Family Owner-Occupied Construction Loans.

(2) 5 major states included in the other region are Florida, Hawaii, Colorado, Washington, and Nevada.

Attractive Home Loan Clients



- All loans are fully underwritten and fully documented

2011 – 2012 Attributes of All FRC Home Loan Clients ⁽¹⁾

	<u>Median</u>	<u>Average</u>
Loan Size	\$700,000	\$933,000
Loan-to-value (“LTV”)	60%	59%
Liquidity	\$608,000	\$4.5M
Net Worth	\$2.8M	\$14.8M
Credit Score	776	764

(1) Includes agency originations which are sold with servicing retained.



Historical Losses - All Loans⁽¹⁾ - 27.5 years

\$ in Millions

	Years of Origination	Total Originations (\$)	Cumulative Net Losses (\$)	Cumulative Net Losses (%)
Single Family Residential⁽²⁾	1985 – 4Q12	59,163	30.0	0.05 ←
Construction	1990 – 4Q12	4,123	11.2	0.27
Commercial Real Estate	1989 – 4Q12	6,874	21.4	0.31
Multi-Family Residential ⁽³⁾	1989 – 4Q12	6,121	28.2	0.46
Commercial Business Loans ⁽⁴⁾	2000 – 4Q12	9,172	60.9	0.66
Unsecured Loans	2000 – 4Q12	2,419	5.4	0.22
Other Secured Loans	2000 – 4Q12	1,894	4.2	0.22
Cumulative	1985 – 4Q12	89,766	161.3	0.18 ←

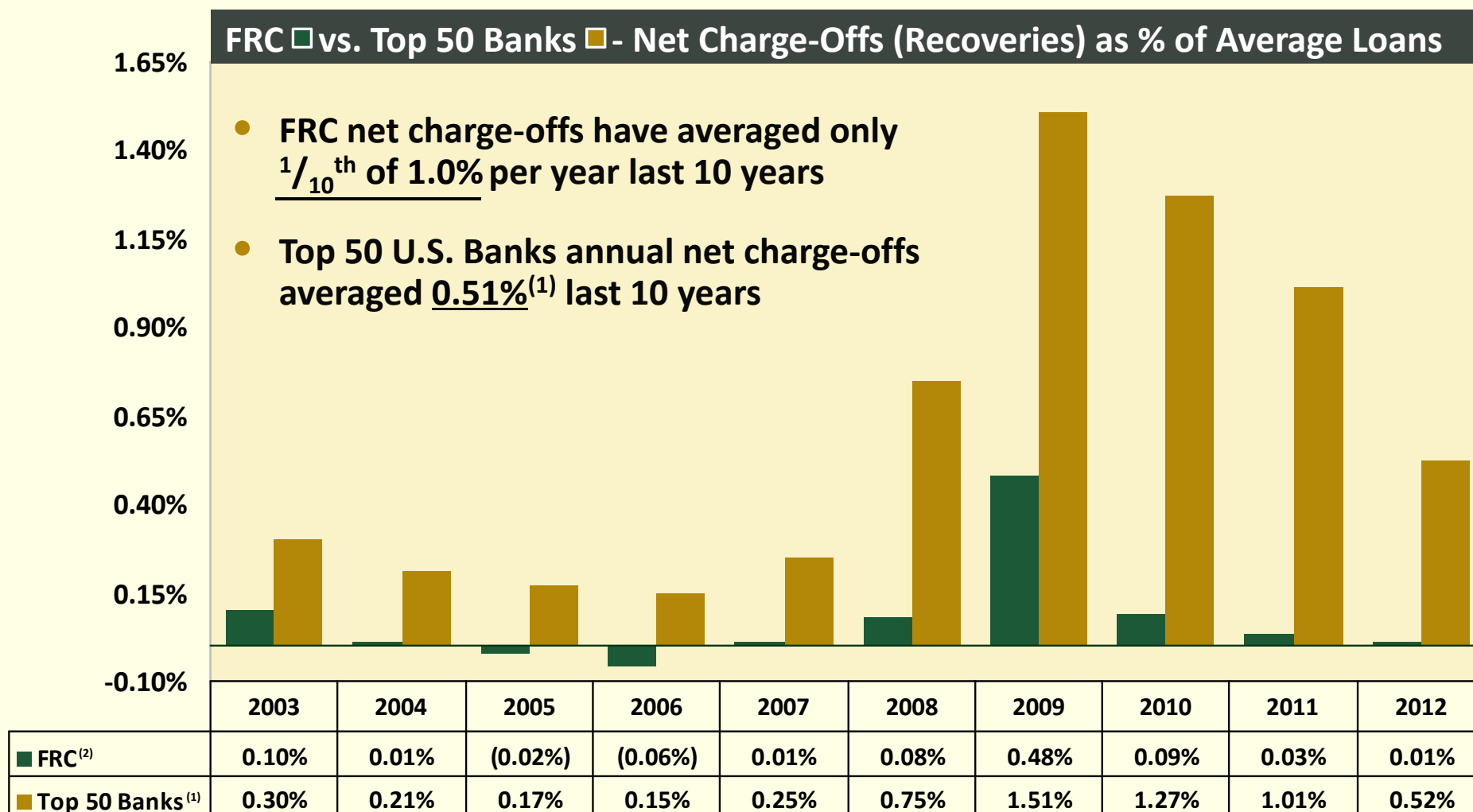
(1) Includes prior experience with loans left behind at Bank of America.

(2) Originations include Single Family Mortgages, Home Equity Lines of Credit, SFR Owner-Occupied Construction Loans, as well as all SFR loans sold in the secondary market.

(3) Losses were concentrated in lower-end, brick apartment buildings in Los Angeles in the mid-1990s.

(4) Primarily, a single business loan loss of \$40 million involving fraud.

10-Year Loan Charge-Off Experience



(1) Comprised of the median for the top 50 U.S. banks by asset size as of December 31, 2012.
 (2) Beginning in 2009, net charge-offs include charge-offs against unaccreted loan discounts, if any.

Initial Interest-Only, Fully Amortizing Single Family - Loan Profile



- Began this type of lending in 1995
- Initial interest-only, fully amortizing single family loans total \$13.0 billion at December 31, 2012
- Cumulative historical losses of less than 6 basis points on over \$30 billion of this type of lending in over 17 years

Attributes of December 31, 2012 Interest-Only Single Family Portfolio (at Origination)

	<u>Median</u>	<u>Average</u>
Loan Size	\$965,000	\$1.2M
LTV	63%	59%
Credit Score	769	758
Liquidity	\$958,000	\$3.4M
Net Worth	\$3.5M	\$13.5M

Initial Interest-Only, Fully Amortizing Single Family - LTV Stratification at Origination



\$ in Millions

Loan Balances as of December 31, 2012		
	(\$)	(%)
Less than or equal to 60%	\$ 5,839	45.0%
Greater than 60% to 75%	5,467	42.2%
Greater than 75% to 80%	1,598	12.3%
Greater than 80%	<u>61</u>	<u>0.5%</u>
Total	\$ 12,965	100%

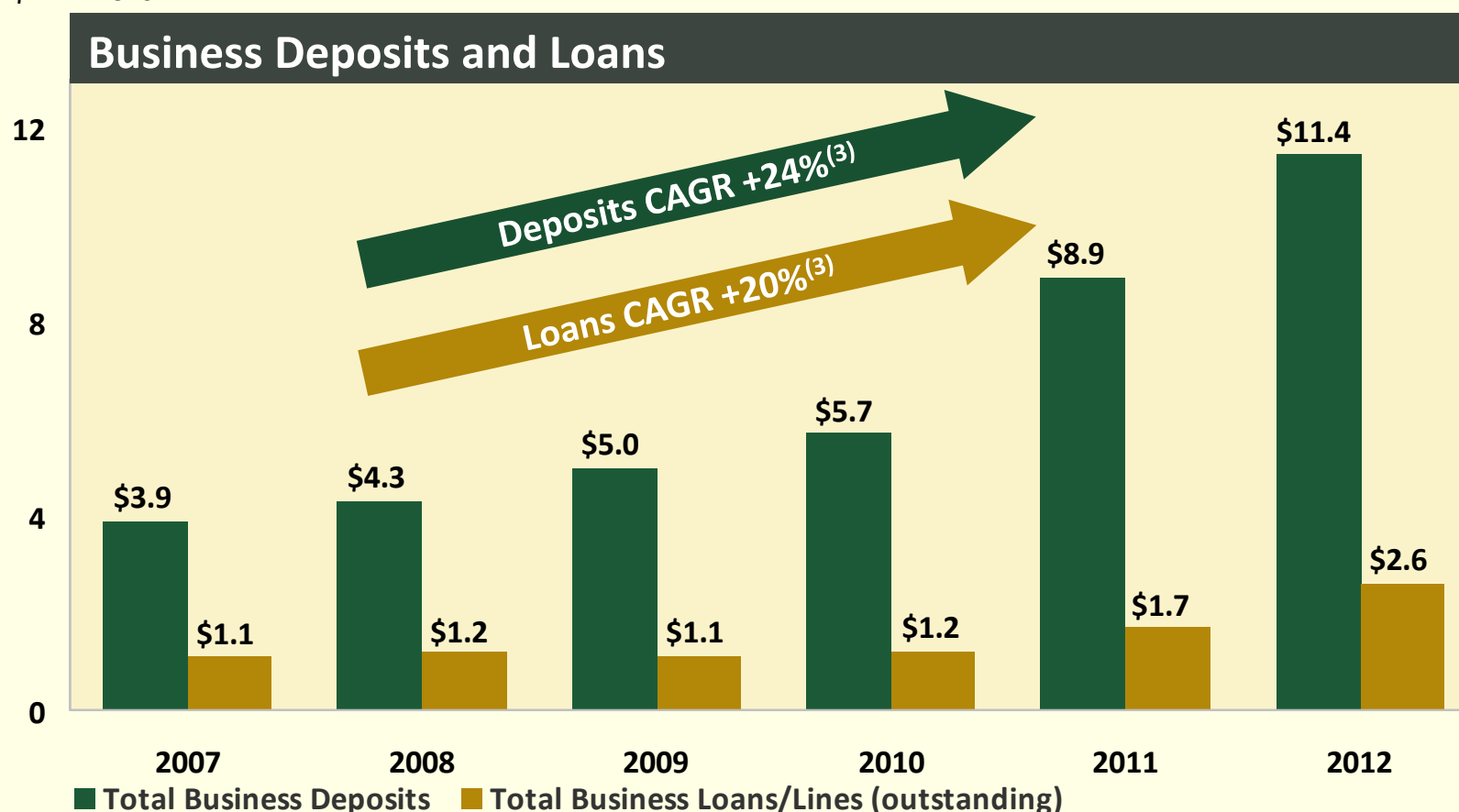
Business Banking – Strong Growth



As of 12/31/12:

- Average outstanding business loan size⁽¹⁾: **\$1.5M**
- Average business deposit size⁽²⁾: **\$232K**

\$ in Billions



(1) Over 1,600 business loans with outstanding balances.

(2) Over 49,000 business deposit accounts.

(3) 5-year CAGR from December 31, 2007 through December 31, 2012.

Business Banking Portfolio



Loan Type	%
Schools / Non-Profit Organizations	35%
Private Equity / Venture Capital / Real Estate	26%
Investment Firms	8%
Professional Service Firms	8%
Aircraft / Watercraft	5%
Film / Television Production	4%
Vineyards / Wine	2%
Fine Art / Collectibles	1%
Other	<u>11%</u>
Total	100%

As of 12/31/12:

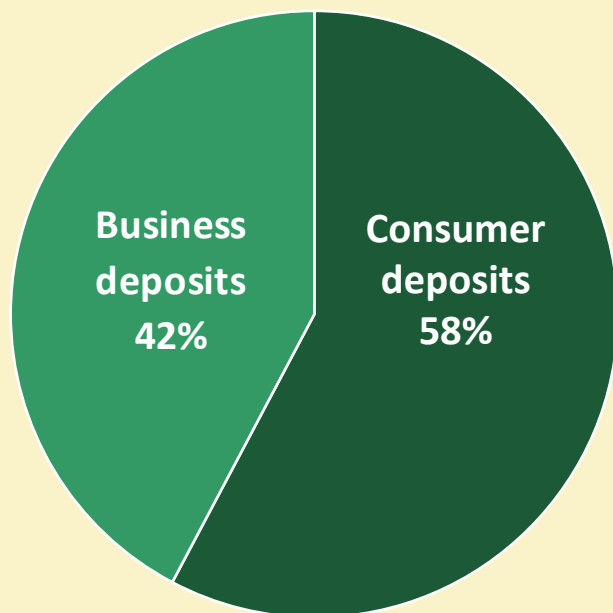
- Business loans represent \$2.6 billion⁽¹⁾, or 9% of total loan portfolio
- Business deposits represent \$11.4 billion, or 42% of total deposits
- Our business deposits are 4x the amount of business loans outstanding

(1) Unpaid principal balance before reserves or discounts.

Deposit Franchise - “Core” Deposit Base and Diversified

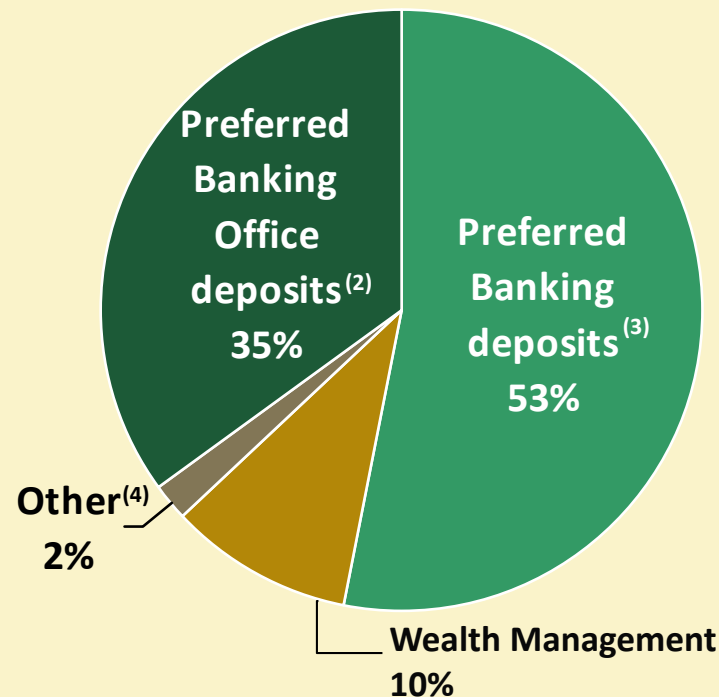


By Client Type as of 12/31/12



Core deposits⁽¹⁾ = **97%** of total

By Channel as of 12/31/12



Deposits: \$27.1B

(1) Includes checking accounts, money market accounts, savings accounts and certificates of deposit (excluding certificates of deposit greater than \$250,000).

(2) Preferred Banking Office deposits refers to our retail locations that gather deposits.

(3) Preferred Banking deposits are placed by clients who are introduced to FRC through lending activities or who entered into deposit relationships directly with a relationship manager or preferred banker.

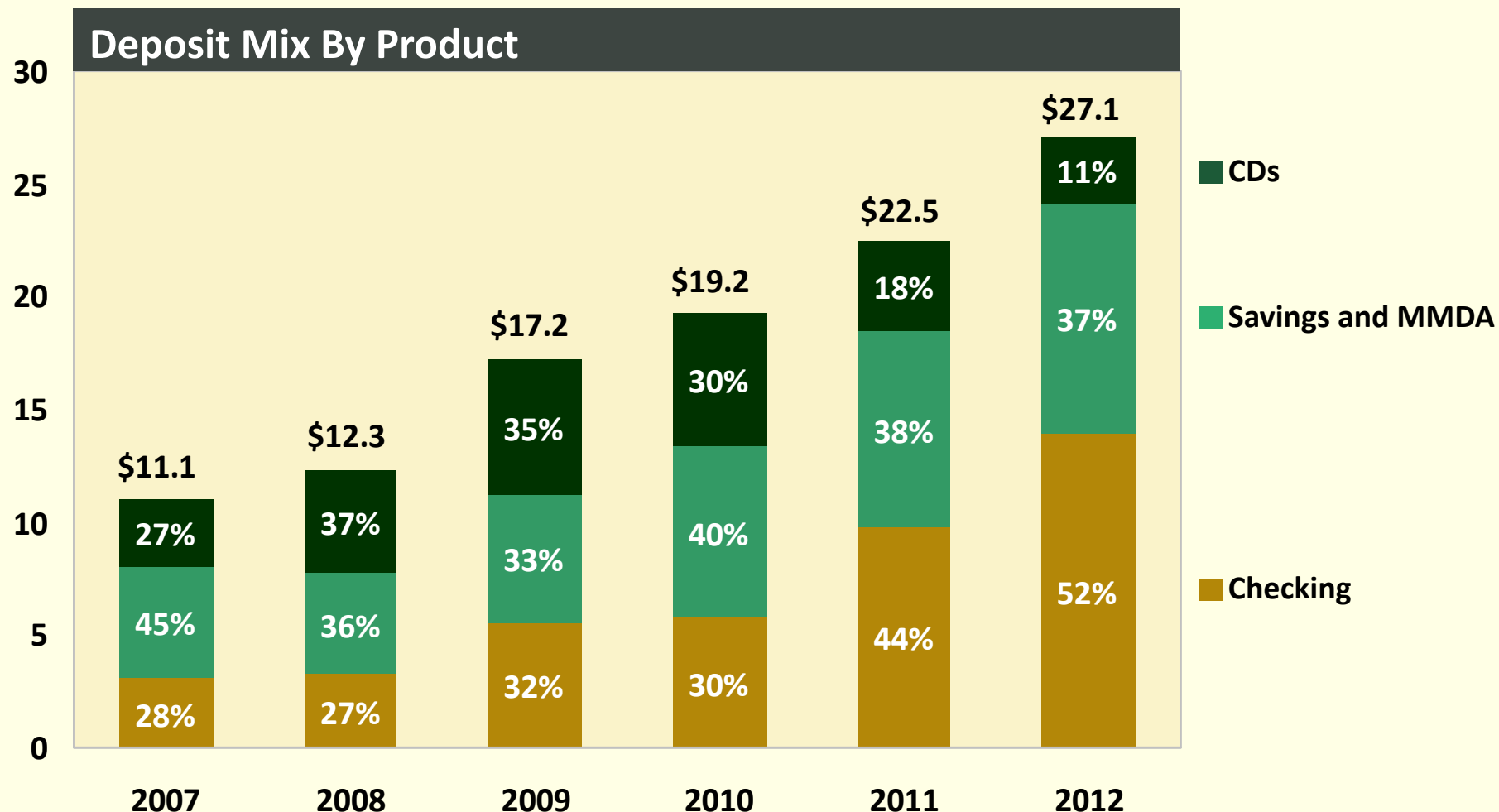
(4) Other deposits consist primarily of institutional CDs, CD premium, operations, custodial, and escrow.

Improvement in Deposit Mix Over Time



- Checking now represents 52% of total deposits

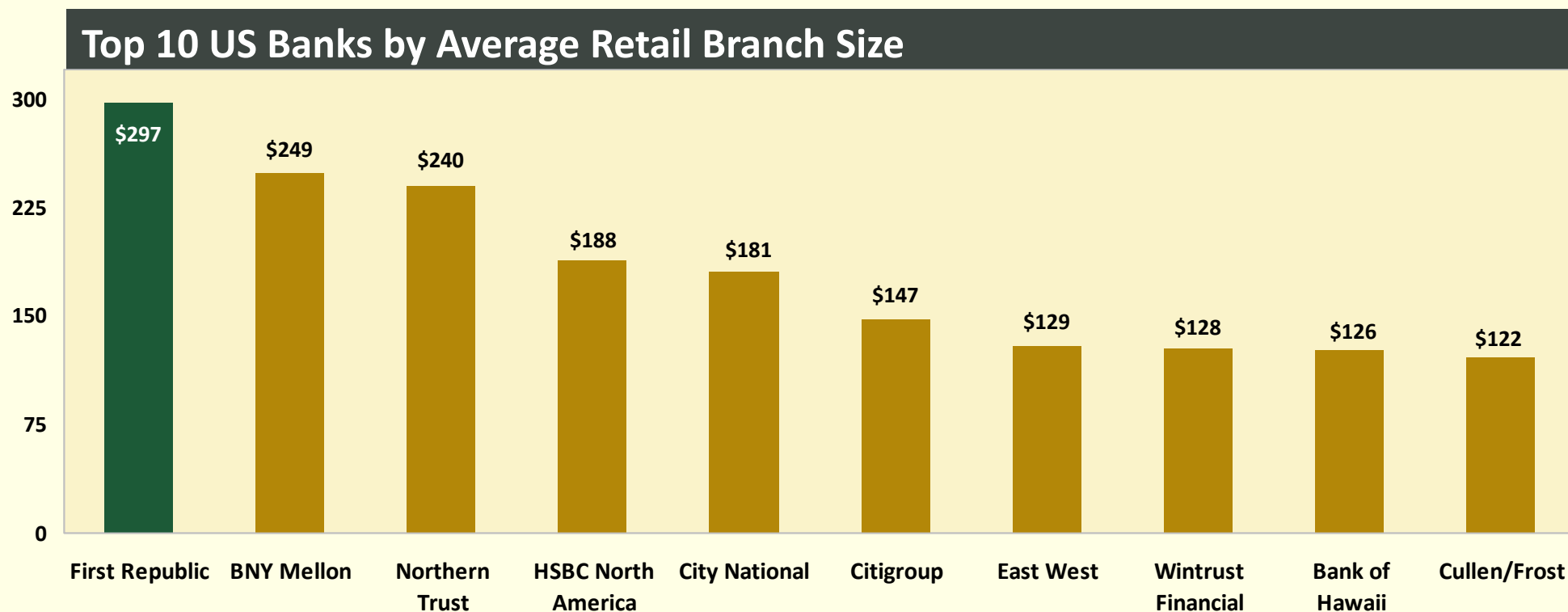
\$ in Billions



Deposit Office Size Comparison



\$ in Millions



Average
Branch
Age⁽¹⁾:

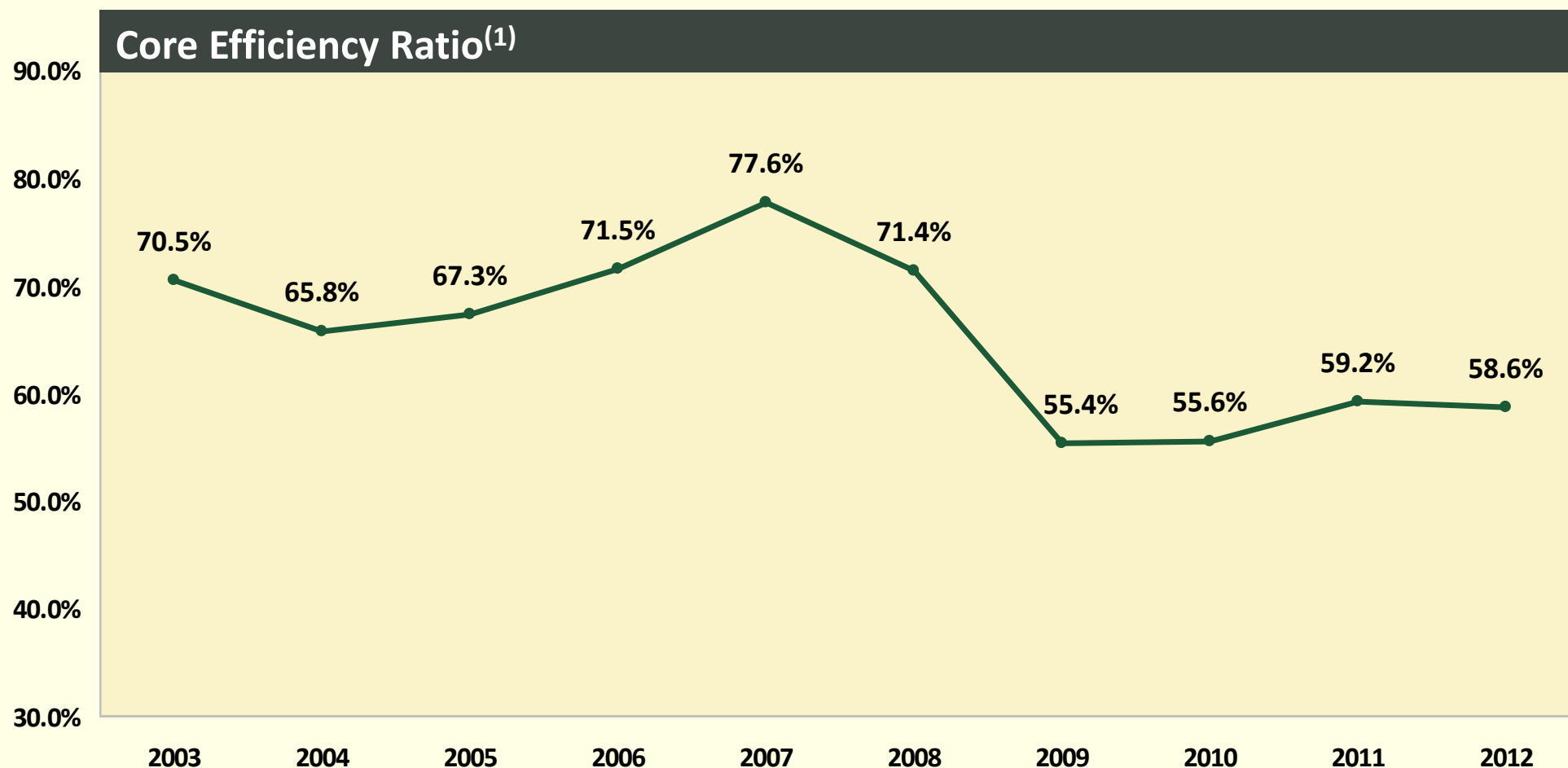
11.5	46.1	20.6	33.5	24.3	48.7	20.4	16.8	46.1	22.6
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Source: SNL Financial and Company Analysis. Deposit data is updated once a year as of June 30. Data above as of June 30, 2012.

Note: All commercial banks/bank holding companies with more than \$1 billion in deposits, more than 50 offices and less than 40% of deposits in CDs as of June 30, 2012. Deposits per office were capped at \$2 billion as the excess deposits were considered "non-retail" and were excluded. Includes impact of all pending or closed acquisitions since June 30, 2012.

(1) Average branch age in years as of June 30, 2012.

Scalable Business Model



(1) Efficiency Ratio is calculated by dividing noninterest expense by the sum of net interest income and noninterest income. Core Efficiency Ratio is a non-GAAP financial measure which excludes purchase accounting entries beginning in 2007; also excludes merger-related costs and other one-time items in 2007 and divestiture-related and IPO costs in 2010.

Efficiency of People



\$ in 000s	At or for 12 months ending 12/31/2012		
	Assets / Person	Revenues / Person ⁽¹⁾	Pre-tax Profit / Person ^{(1),(2)} (Pre-Provision)
Other Banks ⁽³⁾	\$ 6,695	\$ 309	\$ 87
First Republic	\$ 16,297	\$ 548	\$ 227
FRC / Other Banks	2.4x	1.8x	2.6x

Keys to Efficiency:

- Very qualified people
- Low turnover
- Larger average transaction sizes
- Historically very clean assets

Source: SNL Financial and Company Analysis.

(1) FRC figures exclude purchase accounting entries.

(2) FRC pre-tax profit per employee after provision expense is 3.1x all commercial banks.

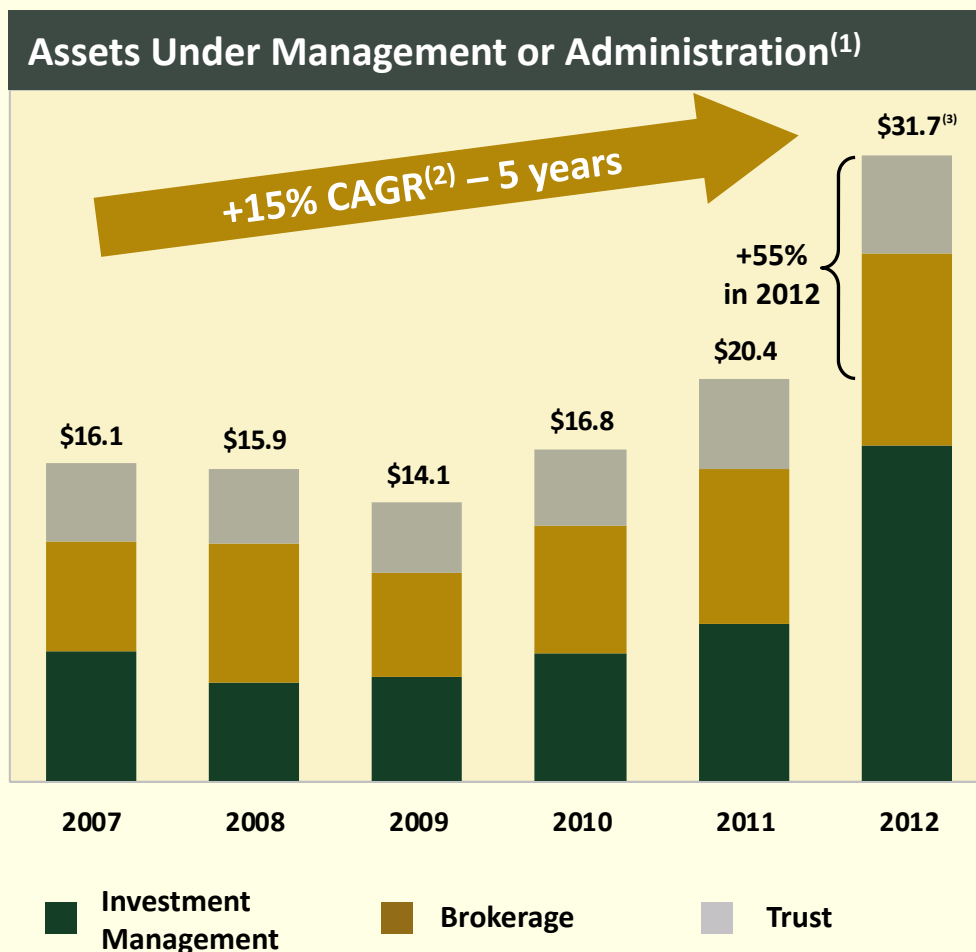
(3) Includes 5,910 commercial bank holding companies and commercial banks; excludes banks without a full year of financials.

Private Wealth Management



- **Investment Management, Brokerage and Trust**
 - Integrated model / one brand
 - Unbiased perspective / open architecture
- **Rapidly Expanding Franchise**
 - +102% increase in number of wealth management professionals since July 1, 2010
 - Existing wealth management professionals are adding client assets
 - Strong referrals and cross-selling of bank clients
 - Acquired assets of Luminous Capital in December 2012

\$ in Billions



(1) Excluding account balances which are swept into Bank deposits.

(2) 5-year CAGR from December 31, 2007 through December 31, 2012.

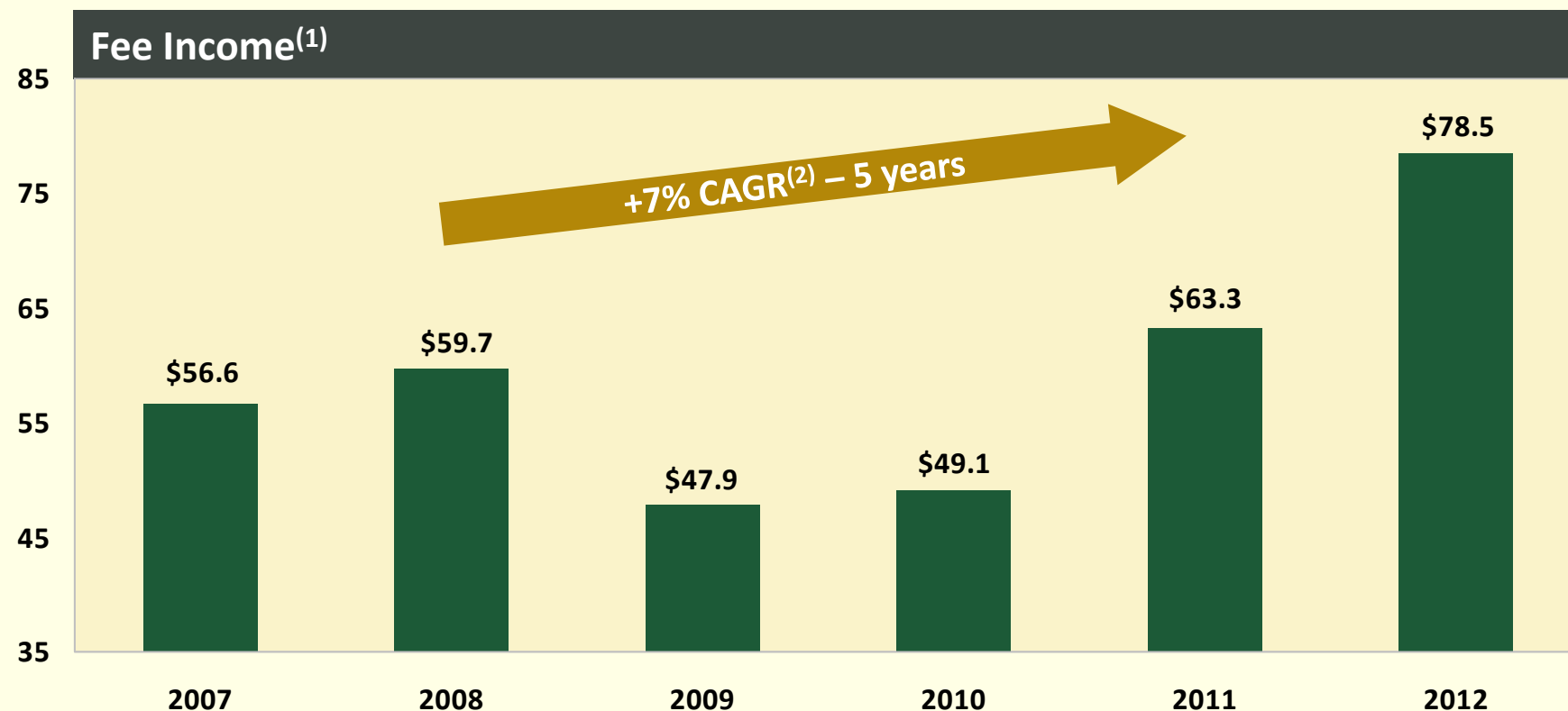
(3) Including \$5.9 billion of assets from acquisition of Luminous Capital.

Private Wealth Management Fee Income



- Growth in professionals and AUMs driving increase in fee income

\$ in Millions



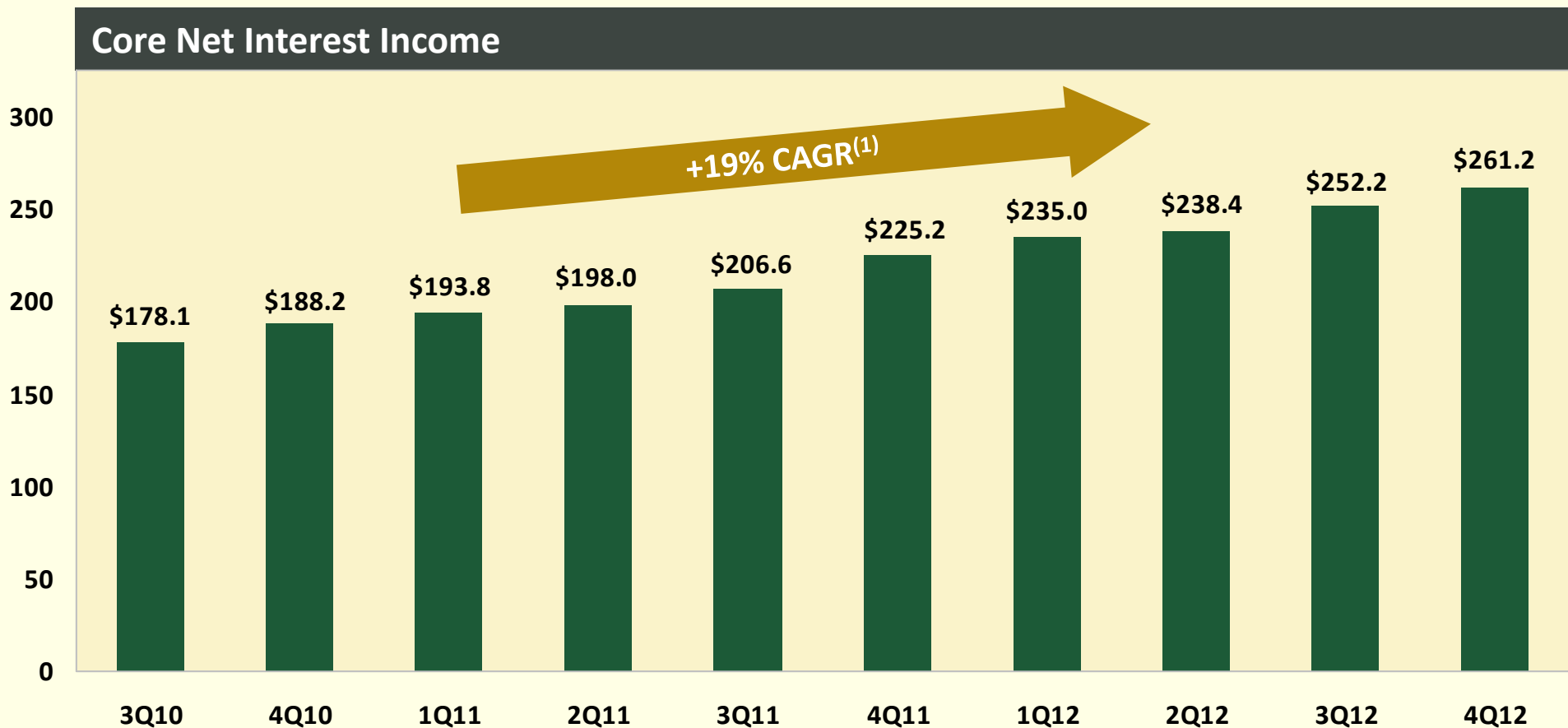
(1) Private Wealth Management fee income includes investment advisory fees, brokerage and investment fees, and trust fees.

(2) 5-year CAGR from 2007 through 2012.

Strong Core Net Interest Income Growth (Non-GAAP)



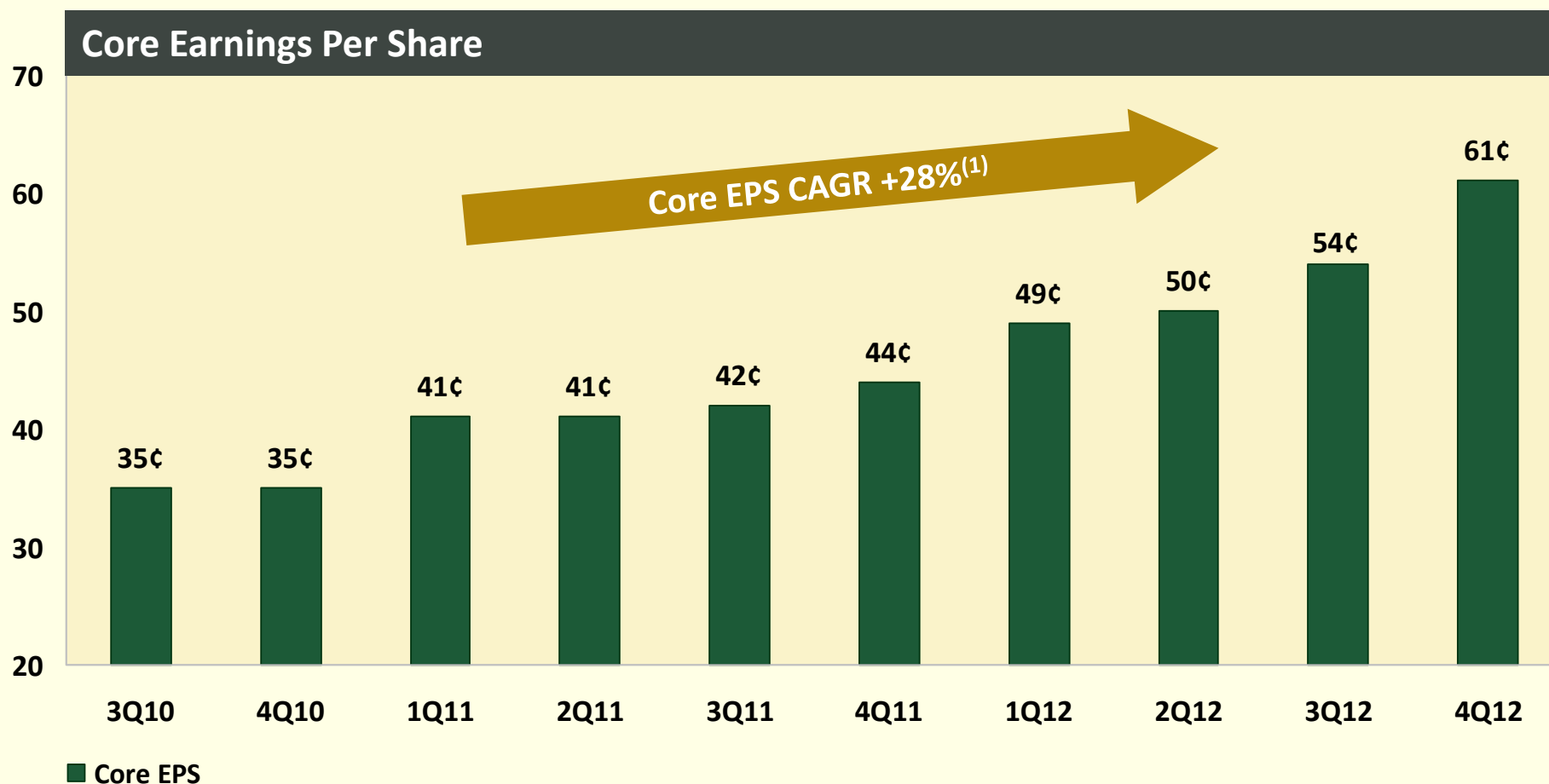
\$ in Millions



Core net interest income is a non-GAAP financial measure which excludes the positive impact of purchase accounting.

(1) 2.25-year CAGR from third quarter 2010 through fourth quarter 2012.

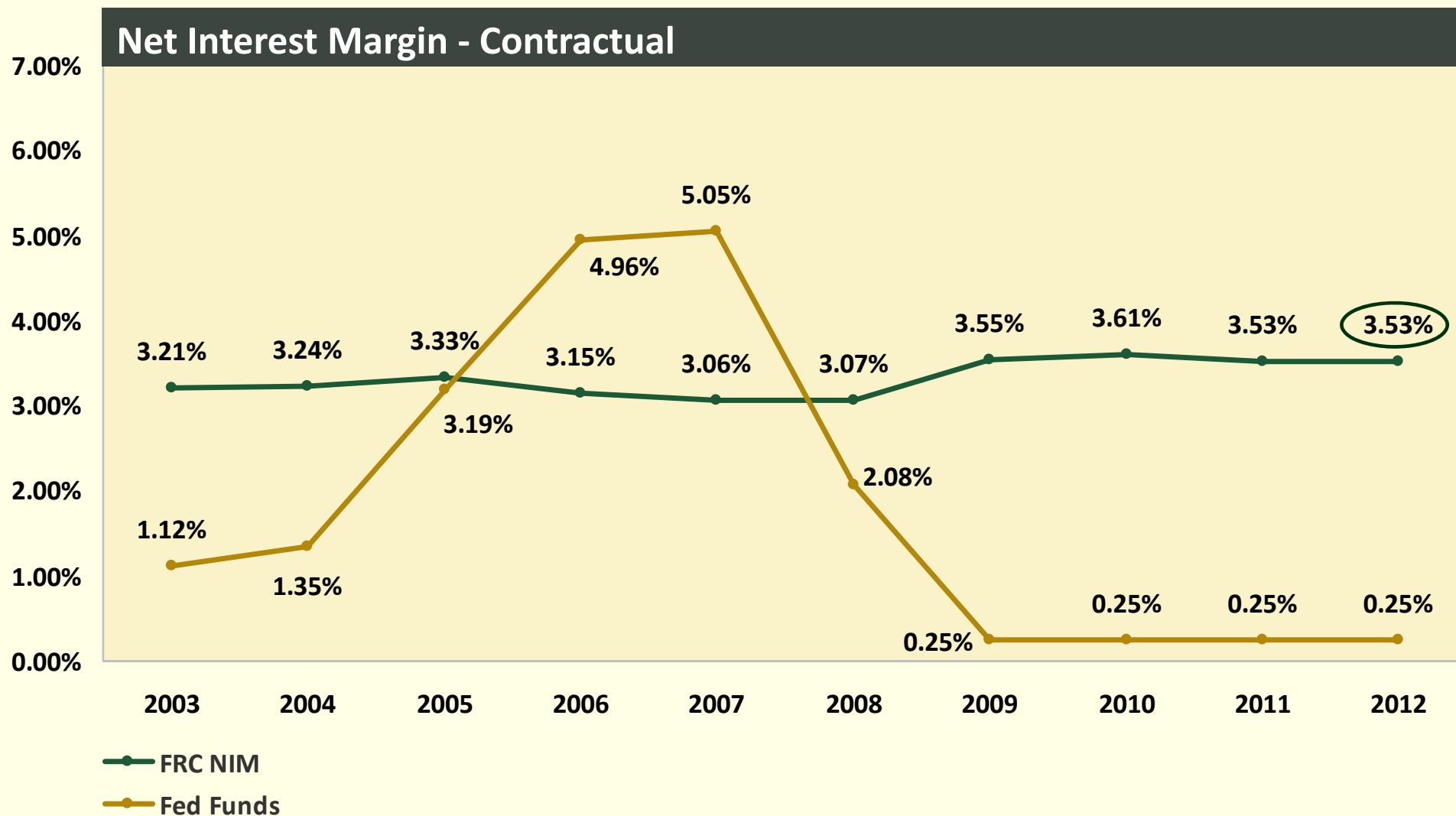
Strong Core EPS Growth (Non-GAAP)



Core net income is a non-GAAP financial measure which reduces reported GAAP net income by excluding the positive impact of purchase accounting, and in 2010, one-time divestiture-related and IPO costs.

(1) 2.25-year CAGR from third quarter 2010 through fourth quarter 2012.

Stable Net Interest Margin Despite Volatility



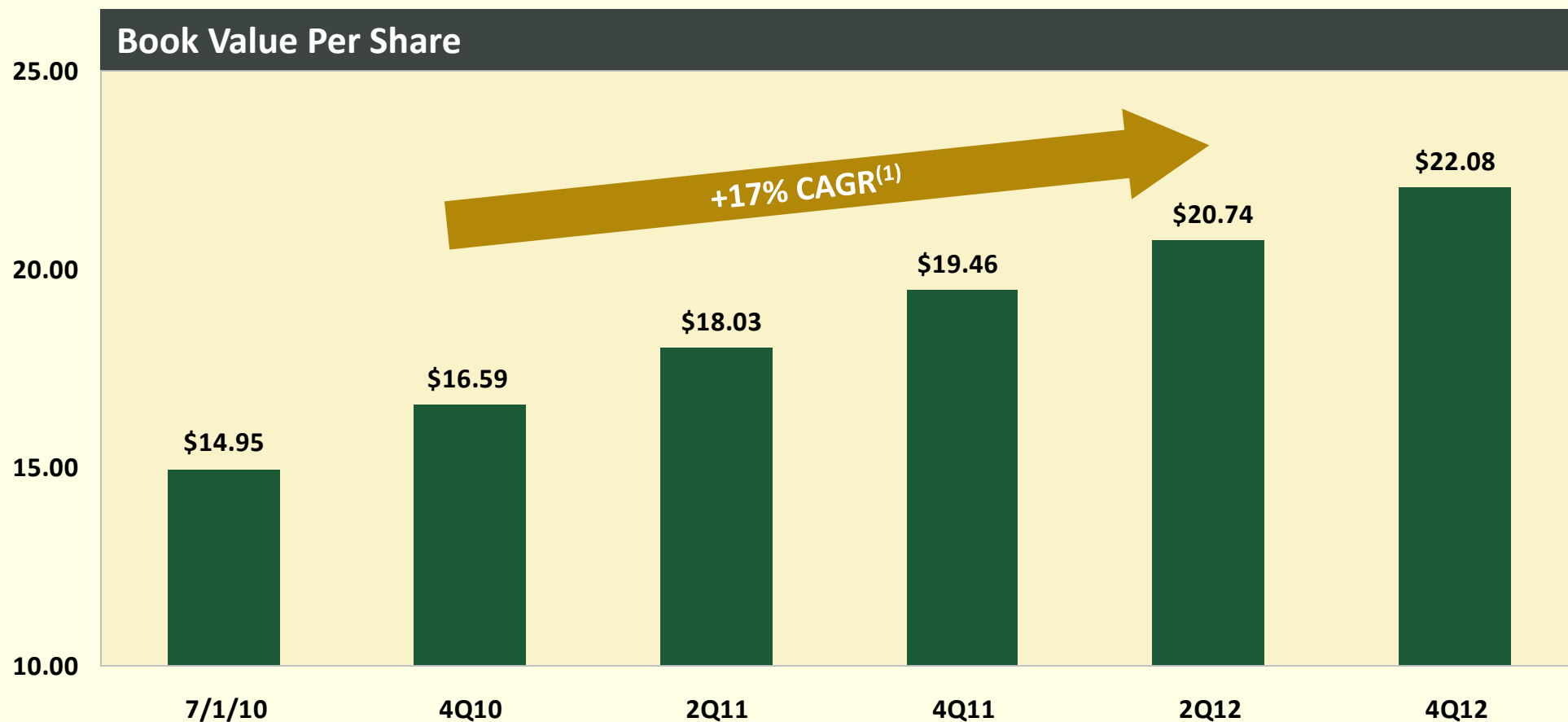
Note: Beginning in 2007, FRC NIM (contractual) excludes effect of purchase accounting entries. For 2012, the reported NIM, based on GAAP, was 4.22%.

Rapid Growth - Book Value per Share



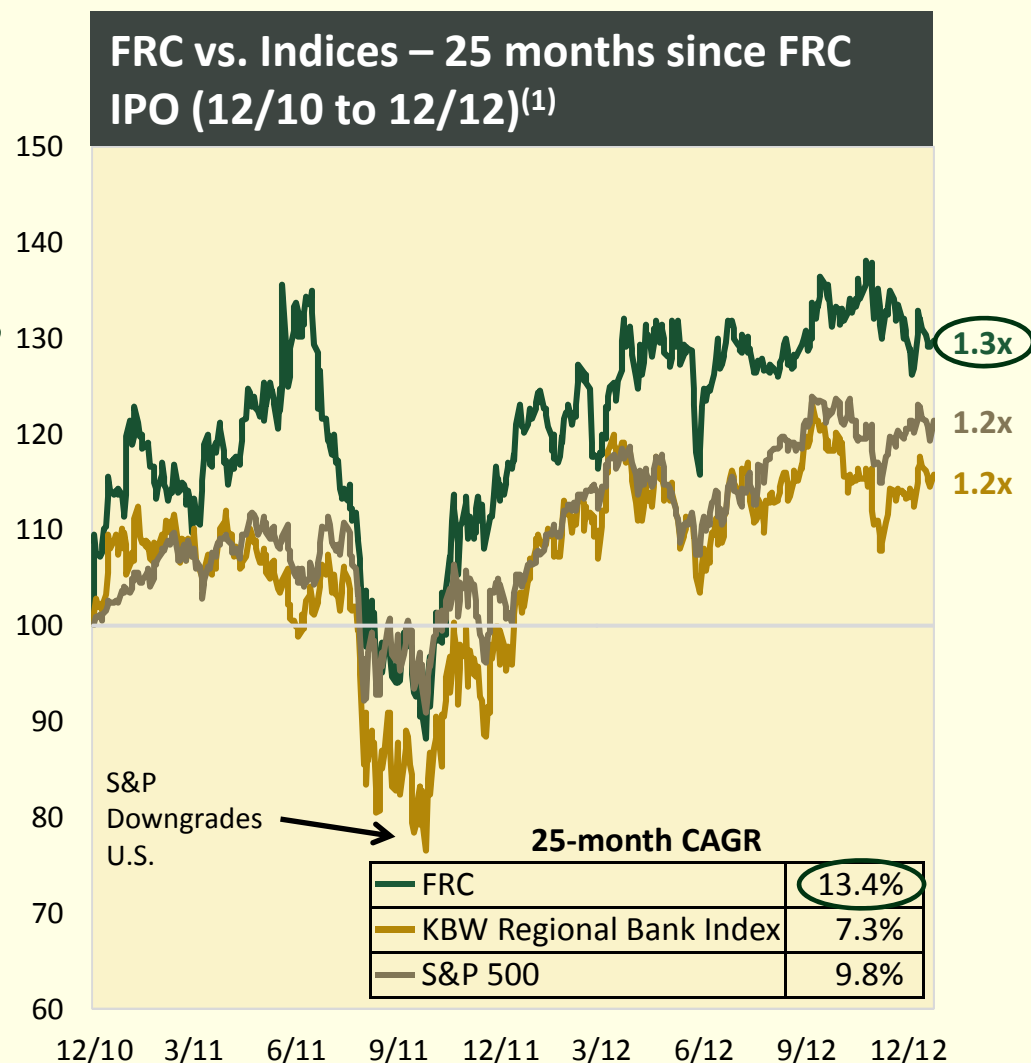
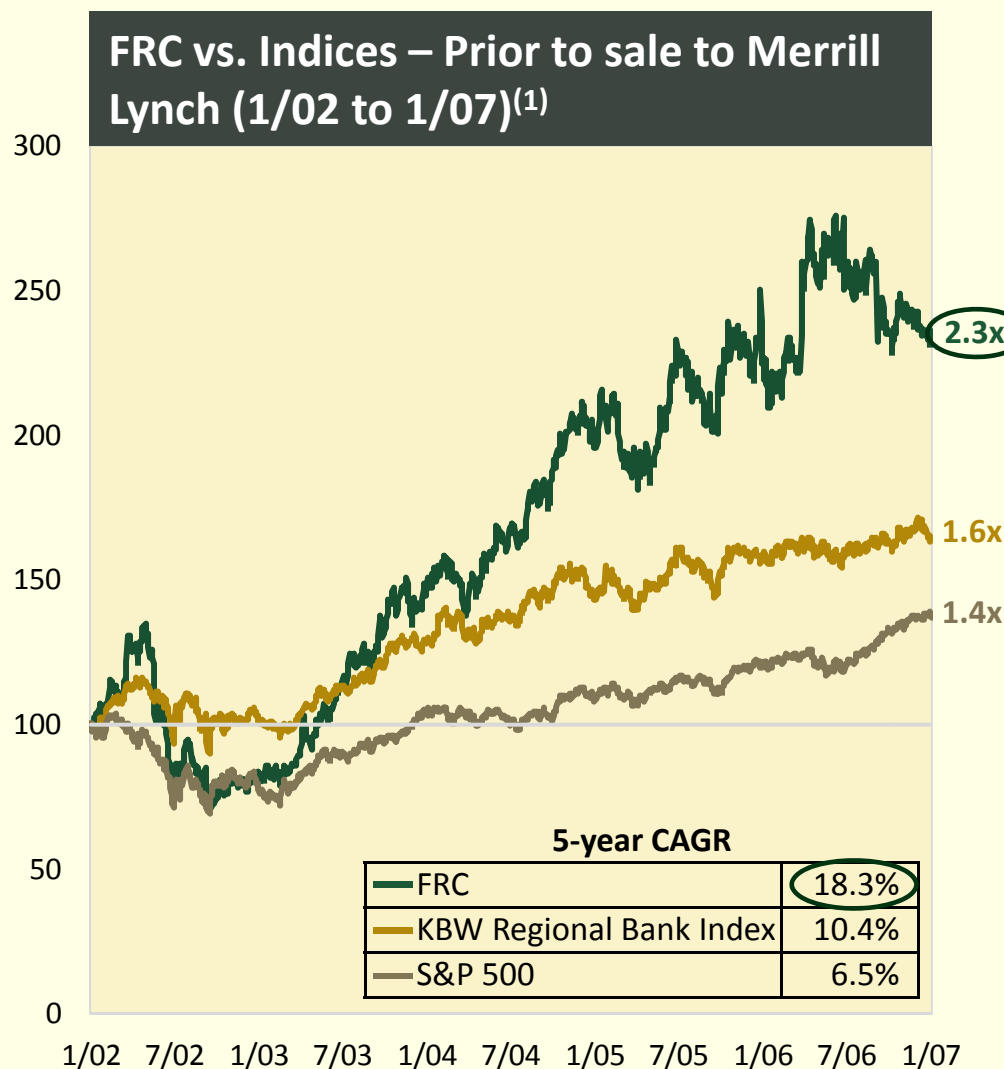
- An increase in book value of 48% the last 10 quarters

\$ Per Share



(1) 2.5-year CAGR from July 1, 2010 through December 31, 2012.

FRC Performance versus Indices



(1) All calculations include reinvestment of dividends into the same stock (FRC) or index (S&P 500 and KBW Regional Bank Index).

Note: From September 2007 to June 30, 2010, First Republic Bank was a division of Merrill Lynch Bank & Trust Company, F.S.B. and subsequently Bank of America, N.A. No trading data is available on FRC during this time as the stock was not listed on any exchange.

Source: Bloomberg

Private Equity Ownership Below 10%



- Remaining Private Equity (“PE”) ownership now only 9.3%
- From January 2012 through March 2013, 51 million shares, or over 38% of the Bank’s shares outstanding, were successfully absorbed into the market

PE Firms	% Ownership July 1, 2010 ⁽¹⁾	% Ownership March 15, 2013 ^{(1),(2)}
General Atlantic	21.8%	4.4%
Colony Capital	21.8%	4.3%
Others	<u>29.1%</u>	<u>0.6%</u>
All PE Firms	<u>72.7%</u>	<u>9.3%</u>

(1) As of July 1, 2010, the total number of PE holders represented a total of 11 firms, which has been reduced to 4 firms as of March 15, 2013.

(2) Ownership percentages of PE firms are based on information available to First Republic as of March 15, 2013 and are compared to the Bank’s shares outstanding at December 31, 2012.

2013 Capital Stress Test Comparison - Tier 1 Common



- First Republic's voluntary capital stress test results compare favorably to the 18 banks required to participate in the Fed's CCAR process this year

Minimum Tier 1 Common ratio under supervisory stress scenario with all proposed capital actions through Q4 2014

Institution	Tier 1 Common Ratio (%)
Bank of New York Mellon Corporation	13.21%
First Republic Bank	11.07%
State Street Corporation	9.65%
PNC Financial Services Group, Inc.	8.55%
Citigroup Inc.	8.22%
BB&T Corporation	7.76%
Fifth Third Bancorp	7.50%
Regions Financial Corporation	7.00%
SunTrust Banks, Inc.	6.91%
KeyCorp	6.75%
Capital One Financial Corporation	6.69%
U.S. Bancorp	6.61%
American Express Company	6.42%
Bank of America Corporation	6.04%
Wells Fargo & Company	5.94%
Morgan Stanley	5.62%
JPMorgan Chase & Co.	5.56%
Goldman Sachs Group, Inc.	5.26%
Regulatory minimum	5.00%
Ally Financial Inc.	1.52%
Weighted Average of 18 CCAR Banks	6.58%

Source: Comprehensive Capital Analysis and Review (CCAR) 2013: Assessment Framework and Results, Federal Reserve, March 14, 2013; First Republic internal estimates.

Details of Analysis: Tier 1 Common ratios for the 18 CCAR-2013 banks (which did not include First Republic) reflect minimum capital ratios under a hypothetical supervisory stress scenario modeled by the Federal Reserve (which model has not been disclosed publicly) with all proposed capital actions through Q4 2014. The Tier 1 Common ratio for First Republic Bank reflects the minimum capital ratio under a hypothetical stress scenario through Q4 2014 modeled by management as of 9/30/12 based on published CCAR-2013 macro-economic assumptions, and therefore may be different from the results obtained if the Federal Reserve's CCAR-2013 model were applied to First Republic.

Conclusion



- 27-Year history of continuous profitability
- Leadership continuity
- Superior credit
- Unique service culture – with single point-of-contact
- Growth model
- Targeted client segments
- Attractive markets
- Among top 50 largest U.S. banks by asset size as of December 31, 2012

Appendix – Earnings Reconciliation



in 000s, except per share amounts

	Three Months Ended					Year Ended
	December 31, 2011	March 31, 2012	June 30, 2012	September 30, 2012	December 31, 2012	December 31, 2012
Non-GAAP earnings						
Net income	\$ 90,691	\$ 91,758	\$ 97,907	\$ 102,696	\$ 110,111	\$ 402,472
Accretion / amortization added to net interest income	(60,355)	(46,291)	(52,169)	(46,651)	(41,088)	(186,199)
Accretion added to noninterest income	(109)	(69)	(15)	(171)	-	(255)
Amortization of intangible assets	5,444	5,288	5,170	5,087	4,927	20,472
Add back tax impact of the above items	23,384	17,456	19,981	17,737	15,368	70,542
Non-GAAP net income	\$ 59,055	\$ 68,142	\$ 70,874	\$ 78,698	\$ 89,318	\$ 307,032
Dividends on preferred stock	-	(2,451)	(4,091)	(5,667)	(6,534)	(18,743)
Redemption of FRPCC preferred stock	-	-	(13,200)	-	-	(13,200)
Impact of FRPCC preferred stock redemption	-	-	13,200	-	-	13,200
Non-GAAP net income available to common stockholders	\$ 59,055	\$ 65,691	\$ 66,783	\$ 73,031	\$ 82,784	\$ 288,289
GAAP earnings per common share - diluted	\$ 0.68	\$ 0.67	\$ 0.60	\$ 0.72	\$ 0.77	\$ 2.76
Impact of purchase accounting, net of tax	(0.24)	(0.18)	(0.20)	(0.18)	(0.16)	(0.71)
Impact of FRPCC preferred stock redemption	-	-	0.10	-	-	0.10
Non-GAAP earnings per common share-diluted	\$ 0.44	\$ 0.49	\$ 0.50	\$ 0.54	\$ 0.61	\$ 2.15
Weighted average diluted common shares outstanding	132,939	133,621	134,002	134,374	134,731	134,189
Net interest margin						
Net interest income	\$ 285,537	\$ 281,268	\$ 290,597	\$ 298,821	\$ 302,334	\$ 1,173,020
Add: Tax-equivalent adjustment	13,231	15,043	15,943	17,007	18,121	66,114
Net interest income (tax-equivalent basis)	\$ 298,768	\$ 296,311	\$ 306,540	\$ 315,828	\$ 320,455	\$ 1,239,134
Less: Accretion / amortization	(60,355)	(46,291)	(52,169)	(46,651)	(41,088)	(186,199)
Non-GAAP net interest income (tax-equivalent basis)	\$ 238,413	\$ 250,020	\$ 254,371	\$ 269,177	\$ 279,367	\$ 1,052,935
Average interest-earning assets	\$ 26,153,562	\$ 26,888,203	\$ 28,594,134	\$ 30,345,379	\$ 31,626,331	\$ 29,372,377
Add: Average unamortized loan discounts	528,104	481,015	439,947	396,197	358,084	418,583
Average interest-earning assets (non-GAAP)	\$ 26,681,666	\$ 27,369,218	\$ 29,034,081	\$ 30,741,576	\$ 31,984,415	\$ 29,790,960
Net interest margin – reported	4.53%	4.39%	4.27%	4.13%	4.02%	4.22%
Net interest margin (non-GAAP)	3.55%	3.64%	3.48%	3.47%	3.46%	3.53%

Appendix – Efficiency Ratio Reconciliation



\$ in 000s	Three Months Ended					Year Ended
	December 31, 2011	March 31, 2012	June 30, 2012	September 30, 2012	December 31, 2012	December 31, 2012
Efficiency ratio						
Net interest income	\$ 285,537	\$ 281,268	\$ 290,597	\$ 298,821	\$ 302,334	\$ 1,173,020
Less: Accretion / amortization	(60,355)	(46,291)	(52,169)	(46,651)	(41,088)	(186,199)
Net interest income (non-GAAP)	\$ 225,182	\$ 234,977	\$ 238,428	\$ 252,170	\$ 261,246	\$ 986,821
Noninterest income	\$ 29,402	\$ 32,645	\$ 36,639	\$ 43,839	\$ 55,611	\$ 168,734
Less: Accretion of discounts on loan commitments	(109)	(69)	(15)	(171)	-	(255)
Noninterest income (non-GAAP)	\$ 29,293	\$ 32,576	\$ 36,624	\$ 43,668	\$ 55,611	\$ 168,479
Total revenue	\$ 314,939	\$ 313,913	\$ 327,236	\$ 342,660	\$ 357,945	\$ 1,341,754
Total revenue (non-GAAP)	\$ 254,475	\$ 267,553	\$ 275,052	\$ 295,838	\$ 316,857	\$ 1,155,300
Noninterest expense	\$ 158,001	\$ 164,755	\$ 171,555	\$ 178,390	\$ 183,144	\$ 697,844
Less: Intangible amortization	(5,444)	(5,288)	(5,170)	(5,087)	(4,927)	(20,472)
Noninterest expense (non-GAAP)	\$ 152,557	\$ 159,467	\$ 166,385	\$ 173,303	\$ 178,217	\$ 677,372
Efficiency ratio	50.2%	52.5%	52.4%	52.1%	51.2%	52.0%
Efficiency ratio (non-GAAP)	59.9%	59.6%	60.5%	58.6%	56.2%	58.6%