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## WEBSTER REPORTS 2006 FOURTH QUARTER EARNINGS

### *Fourth Quarter Highlights:*

- **Diluted earnings per share of \$.67 (includes the effect of charges aggregating \$.10 per diluted share, primarily related to previously announced balance sheet repositioning actions)**
- **Increased tangible capital to 6.46 percent (up from 5.68 percent at September 30, 2006)**
- **Improved net interest margin to 3.23 percent (up from 3.01 percent in the third quarter)**
- **Completed the acquisition of NewMil Bancorp, Inc., adding more than \$500 million in loans, \$600 million in deposits and 14 additional retail branches**
- **Opened new branches in Waterford, Connecticut and Westerly, Rhode Island**
- **Completed the sale of \$250 million in residential mortgage loans and \$1.9 billion in available for sale mortgage-backed securities as part of previously announced balance sheet repositioning actions**

WATERBURY, Conn., January 18, 2007 – Webster Financial Corporation (NYSE: WBS), the holding company for Webster Bank, N.A., today announced net income of \$37.8 million or \$.67 per diluted share for the fourth quarter of 2006, compared to \$45.5 million or \$.84 per diluted share for the fourth quarter of 2005. Fourth quarter 2006 net income includes net charges totaling \$8.4 million (\$5.5 million, net of taxes) or \$.10 per diluted share from previously announced balance sheet repositioning charges and acquisition costs of NewMil, and gains on the sale of properties and pension plan curtailment. Net income was \$133.8 million or \$2.47 per diluted share, for the twelve months ended December 31, 2006, compared to \$185.8 million or \$3.43 per diluted share for the twelve months ended



December 31, 2005. Net income for the twelve months ended December 31, 2006, includes net charges totaling \$58.2 million (\$37.8 million, net of taxes) or \$.70 per diluted share from the balance sheet repositioning charges, acquisition costs of NewMil, gains on the sale of properties and pension plan curtailment.

## ***Earnings Reconciliation***

	For the Three Months		
	Ended December 31, 2006		
	Pre-Tax	Tax Effect	EPS
<i>(in thousands except per share data)</i>			
<b>Reported Net Income</b>	<b>\$54,895</b>	<b>\$37,798</b>	<b>\$0.67</b>
<b>Balance Sheet Repositioning Actions:</b>			
Loss on sale of \$250 million of mortgage loans	5,713	3,713	0.07
Loss on sale of AFS securities, net	2,400	1,560	0.03
<b>Total - balance sheet repositioning actions</b>	<b>8,113</b>	<b>5,273</b>	<b>0.10</b>
<b>Other Items:</b>			
Acquisition costs (NewMil)	2,018	1,312	0.02
Net gain from pension plan curtailment	(300)	(195)	0.00
Gain on sale of properties	(1,400)	(910)	(0.02)
<b>Total Other Items</b>	<b>318</b>	<b>207</b>	<b>0.00</b>
<b>Total - balance sheet repositioning actions and other items</b>	<b>8,431</b>	<b>5,480</b>	<b>0.10</b>
<b>Adjusted net income excluding balance sheet repositioning actions and other items</b>	<b>\$63,326</b>	<b>\$43,278</b>	<b>\$0.77</b>

Net pre-tax items of \$8.4 million in the fourth quarter include a previously announced \$5.7 million loss on the sale of \$250 million of residential mortgage loans, a \$2.4 million loss related to the previously announced sale of \$1.9 billion of mortgage-backed securities classified as available for sale and \$2.0 million of previously announced acquisition related expenses. Offsetting these charges were a \$300,000 net gain from the recently announced pension plan curtailment and \$1.4 million of gains on the sale of properties.



The Company announced that it had elected in the fourth quarter to curtail its defined benefit pension and supplemental executive retirement plans and replace them with an enhanced 401(k) retirement savings plan. This change will be effective as of January 1, 2008. Overall retirement program expenses are expected to remain essentially unchanged in future periods. A net gain of \$300,000 from the plan curtailment was recognized in the fourth quarter of 2006.

Additionally, as part of its repositioning plans, the Company had previously announced in the fourth quarter its decision to securitize \$1.0 billion in residential loans and to hold these securities for collateral needs. As of December 31, 2006, \$370 million of these loans had been securitized, with another \$633 million in loans scheduled to be securitized by January 31, 2007.

“In the fourth quarter, Webster began to realize the positive results of our repositioning actions,” stated Webster Chairman and Chief Executive Officer James C. Smith. “We are seeing a more reliable and stable earnings stream as the increasingly negative effects that wholesale borrowings have had on prior quarters is no longer a significant factor.”

Commercial loans, including commercial real estate loans, and consumer loans were \$8.5 billion at December 31, 2006 up, 14 percent from December 31, 2005. Commercial and consumer loans represent 66 percent of total loans at December 31, 2006 compared to 61 percent a year ago. “Webster has shown consistent growth and contributions from our commercial and consumer lending businesses,” stated Webster President and Chief Operating Officer William T. Bromage. “We continue to gain momentum in our core businesses even in a very competitive market and a challenging interest rate environment.”

The Company opened two new branches, one in Waterford, Connecticut and one in Westerly, Rhode Island in the fourth quarter. In 2006, Webster added six *de novo* branches and an additional 14 locations in conjunction with the NewMil Bank acquisition. “As we have previously stated, we are following a ‘build and buy’ strategy to grow our retail presence,” stated Mr. Smith. “It is our intention to continue with this strategy in 2007.”

## Revenues

Total revenue, which consists of net interest income plus total noninterest income, was \$180.5 million in the fourth quarter, compared to \$129.3 million in the third quarter and \$187.9 million a year ago.



Net interest income was \$129.2 million in the fourth quarter compared to \$122.4 million in the third quarter and \$129.7 million a year ago. Continued strong growth in the fourth quarter of 2006 in higher yielding commercial and consumer loans more than offset the increase in the cost of deposits and borrowings as well as reduced contributions from the residential mortgage and securities portfolios.

Webster's net interest margin (annualized tax-equivalent net interest income as a percentage of average earning assets) increased to 3.23 percent compared to 3.01 percent in the third quarter and 3.22 percent a year ago. The net interest margin has been positively impacted by the balance sheet repositioning actions as the proceeds from the sales of securities have been utilized to pay-down high cost borrowings. Slightly offsetting the positive impact of the balance sheet restructuring is continued consumer preference for higher yielding certificates of deposit as well as the impact of the inverted yield curve. The spread between the yield on loans and the cost of deposits decreased to 3.80 percent in the fourth quarter compared to 3.88 percent in the third quarter, primarily from increased deposit costs.

Total non-interest income was \$51.4 million in the fourth quarter compared to \$6.8 million in the third quarter and \$58.2 million a year ago. Non-interest income in the fourth quarter was impacted by charges from losses on sales of securities of \$2.4 million and loss on sale of loans of \$5.7 million, while in the third quarter non-interest income included a \$48.9 million charge for loss on the write-down of the available for sale securities portfolio to fair value. Deposit service fees totaled \$25.5 million compared to \$25.3 million in the third quarter and \$22.9 million a year ago. Insurance revenue was \$8.3 million in the quarter compared to \$9.8 million in the third quarter and \$10.7 million a year ago. The decrease in insurance revenue reflects a reduction in contingent commission income of \$1.3 million in the fourth quarter. Loan and loan servicing fees were \$9.6 million compared to \$7.8 million in the third quarter and \$9.3 million a year ago. The increase in loan and loan servicing fees in the quarter reflects higher commercial real estate prepayment fees of \$2.4 million. Wealth management fees totaled \$7.2 million compared to \$6.7 million in the third quarter and \$6.2 million a year ago. Other noninterest income, including a \$1.4 million gain on the sale of properties, was \$3.7 million compared to \$1.7 million in the third quarter and \$3.5 million a year ago.



## Provision For Credit Losses

The provision for credit losses was \$3.0 million in the fourth quarter compared to \$3.0 million in the third quarter and \$2.0 million a year ago. Net loan charge-offs totaled \$9.1 million compared to \$3.1 million in the third quarter and \$1.4 million a year ago. The increase was primarily related to two commercial loans which had been identified and fully reserved prior to the fourth quarter of 2006. The annualized net loan charge-off ratio was 0.27 percent of average loans compared to 0.10 percent in the third quarter and 0.05 percent a year ago. The allowance for credit losses to total loans was 1.20 percent at both December 31, 2006 and September 30, 2006.

## Non Interest Expenses

Total noninterest expenses were \$122.6 million in the fourth quarter compared to \$115.9 million in the third quarter and \$119.4 million a year ago. Fourth quarter expenses increased primarily from the acquisition of NewMil Bancorp on October 6, 2006. Expenses include NewMil acquisition costs of \$2.0 million and additional costs of approximately \$3.4 million for NewMil ongoing operations. Fourth quarter results also include the write-offs of \$200,000 in leasehold improvements from the early termination of two leased properties and \$440,000 in other lease termination expenses.

## Balance Sheet Trends

Total assets were \$17.1 billion at December 31, 2006 compared with \$17.8 billion a year ago. Total assets have declined due to the balance sheet repositioning actions previously discussed. Total loans were \$12.9 billion, an increase of \$0.6 billion, or 5 percent, from a year ago while securities totaled \$2.0 billion and declined by \$1.7 billion, or 47 percent. Deposits were \$12.5 billion, an increase of \$0.8 billion, or 7 percent, from a year ago with contributions from the branches acquired from the NewMil Bank acquisition, *de novo* branching and growth in health savings account deposits at HSA Bank.



Certificates of deposit balances grew by 16 percent during 2006 as consumer preference continued for this higher yielding product category. The \$1.7 billion reduction in securities compared to a year ago contributed to a \$1.7 billion reduction in wholesale borrowings over the past year. Wholesale borrowings declined to 15 percent of total assets at December 31 compared to 25 percent a year ago.

The loan to deposit ratio improved to 104 percent at December 31, 2006 from 106 percent at both September 30, 2006 and December 31, 2005. The Company anticipates that this ratio will further improve in the first quarter of 2007 upon the completion of the previously discussed \$633 million mortgage securitization.

“We have previously stated that several of our goals were to improve our tangible capital ratio, significantly reduce our reliance on securities and borrowings and to substantially improve the net interest margin and our loan to deposit ratio,” stated Webster Chief Financial Officer Jerry Plush. “The positive impact of the balance sheet repositioning actions taken in the fourth quarter is evident as we have made significant progress toward each of these goals. Further improvement in the loan to deposit ratio will be seen upon the completion of the mortgage securitization at the end of this month.”

Book value per common share of \$33.30 at December 31, 2006 increased from \$30.70 a year ago. Tangible book value per share of \$19.00 at December 31, 2006 increased from \$18.03 last year. The ratio of tangible equity to tangible assets increased to 6.46 percent at December 31, 2006 compared to 5.54 percent a year ago.

### Capital

The Company also announced today that, subject to regulatory notices, it intends to call its Capital Trust I and Capital Trust II securities which have a call price of 104.7 percent and 105.0 percent, respectively. The Company will take a pretax charge to income in 2007 of approximately \$6.5 million related to the redemption premium and write-off of unamortized issuance costs. The Company is considering the replacement of these legacy trust preferred securities with enhanced trust preferred securities which have greater equity content for rating agency purposes. “Based on the current interest rate environment, we may replace the legacy trust preferred securities at a reduced cost or elect to further boost our capital levels by issuing a higher dollar amount of enhanced trust preferred securities with no impact to earnings per share in future periods,” stated Mr. Plush.





## Asset Quality

Nonperforming assets totaled \$61.8 million, or 0.48 percent of total loans and other real estate owned, at December 31, 2006 compared to \$61.4 million, or 0.47 percent, at September 30 and \$66.3 million, or 0.54 percent, a year ago.

The allowance for credit losses, which consists of the allowance for loan losses and the reserve for unfunded commitments, was \$155.0 million, or 1.20 percent of total loans, at December 31, 2006 compared to \$155.6 million, or 1.27 percent at December 31, 2005. The ratio of the allowance to nonperforming loans was 263 percent at December 31, 2006 compared to 257 percent at December 31, 2005.

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**Webster Financial Corporation is the holding company for Webster Bank, National Association and Webster Insurance. With \$17.1 billion in assets, Webster provides business and consumer banking, mortgage, insurance, financial planning, trust and investment services through 177 banking offices, 334 ATMs, telephone banking and the Internet. Webster Bank owns the asset-based lending firm Webster Business Credit Corporation, the insurance premium finance company Budget Installment Corp., Center Capital Corporation, an equipment finance company headquartered in Farmington, Connecticut and provides health savings account trustee and administrative services through HSA Bank, a division of Webster Bank.**

**For more information about Webster, including past press releases and the latest Annual Report, visit the Webster website at [www.websteronline.com](http://www.websteronline.com).**

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## Conference Call

A conference call covering Webster's 2006 fourth quarter earnings announcement will be held today, Thursday, January 18, at 2:00 p.m. Eastern Time and may be heard through Webster's investor relations website at [www.wbst.com](http://www.wbst.com), or in listen-only mode by calling 1-877-407-8293 or 201-689-8349 internationally. The call will be archived on the website and available for future retrieval.



## Forward-looking Statements

Statements in this press release regarding Webster Financial Corporation's business that are not historical facts are "forward-looking statements" that involve risks and uncertainties. For a discussion of such risks and uncertainties that could cause actual results to differ from those contained in the forward-looking statement, see "Forward Looking Statements" in Webster's Annual Report for 2005. Except as required by law, Webster does not undertake to update any such forward looking information.

## Non-GAAP Financial Measures

In addition to results presented in accordance with GAAP, this press release contains certain non-GAAP financial measures. We believe that providing certain non-GAAP financial measures provides investors with information useful in understanding our financial performance, our performance trends and financial position. A reconciliation of net income and other performance ratios, as adjusted is included in the accompanying selected financial highlights table, elsewhere in this report.

We believe that providing certain non-GAAP financial measures provides investors with information useful in understanding our financial performance, our performance trends and financial position. Specifically, we provide measures based on what we believe are our operating earnings on a consistent basis and exclude non-core operating items which affect the GAAP reporting of results of operations. We utilize these measures for internal planning and forecasting purposes. We, as well as securities analysts, investors and other interested parties, also use these measures to compare peer company operating performance. We believe that our presentation and discussion, together with the accompanying reconciliations, provides a complete understanding of factors and trends affecting our business and allows investors to view performance in a manner similar to management. These non-GAAP measures should not be considered a substitute for GAAP basis measures and results and we strongly encourage investors to review our consolidated financial statements in their entirety and not to rely on any single financial measure. Because non-GAAP financial measures are not standardized, it may not be possible to compare these financial measures with other companies' non-GAAP financial measures having the same or similar names.



# WEBSTER FINANCIAL CORPORATION

## **Selected Financial Highlights (unaudited)**

	At or for the Three Months Ended December 31,		At or for the Twelve Months Ended December 31,	
	2006	2005	2006	2005

(In thousands, except per share data)

### **Adjusted net income and performance ratios, net of tax, (annualized):**

Net income	\$ 37,798	\$ 45,500	\$ 133,790	\$ 185,855
Recognition of loss on AFS securities	1,560	-	33,328	-
Loss on sale of mortgage loans	3,713	-	3,713	-
NewMil aquisition costs	1,312	-	1,918	-
Net gain from pension plan curtailment	(195)	-	(195)	-
Gain on sale of properties	(910)	-	(910)	-
Adjusted net income	43,278	45,500	171,644	185,855
Net income per diluted common share	0.77	0.84	3.17	3.43
Return on average shareholders' equity	9.24 %	11.04 %	9.99 %	11.52 %
Return on average tangible equity	16.09	18.81	17.02	19.95
Return on average assets	0.97	1.02	0.96	1.06
Noninterest income as a percentage of total revenue	31.02	30.99	30.77	29.92
Efficiency ratio (a)	64.57	63.53	64.29	61.71

### **Net income and performance ratios (annualized):**

Net income	\$ 37,798	\$ 45,500	\$ 133,790	\$ 185,855
Net income per diluted common share	0.67	0.84	2.47	3.43
Return on average shareholders' equity	8.07 %	11.04 %	7.79 %	11.52 %
Return on average tangible equity	14.06	18.81	13.26	19.95
Return on average assets	0.85	1.02	0.75	1.06
Noninterest income as a percentage of total revenue	28.45	30.99	25.11	29.92
Efficiency ratio (a)	67.93	63.53	69.95	61.71

### **Asset quality:**

Allowance for credit losses	\$ 154,994	\$ 155,632	\$ 154,994	\$ 155,632
Nonperforming assets	61,825	66,338	61,825	66,338
Allowance for credit losses / total loans	1.20 %	1.27 %	1.20 %	1.27 %
Net charge-offs (recoveries) / average loans (annualized)	0.27	0.05	0.13	0.03
Nonperforming loans / total loans	0.46	0.49	0.46	0.49
Nonperforming assets / total loans plus OREO	0.48	0.54	0.48	0.54
Allowance for credit losses / nonperforming loans	263.09	257.02	263.09	257.02

### **Other ratios (annualized):**

Tangible capital ratio	6.46 %	5.54 %	6.46 %	5.54 %
Shareholders' equity / total assets	10.98	9.24	10.98	9.24
Interest-rate spread	3.14	3.18	3.09	3.25
Net interest margin	3.23	3.22	3.16	3.29

### **Share related:**

Book value per common share	\$ 33.30	\$ 30.70	\$ 33.30	30.70
Tangible book value per common share	19.00	18.03	19.00	18.03
Common stock closing price	48.72	46.90	48.72	46.90
Dividends declared per common share	0.27	0.25	1.06	0.98
Common shares issued and outstanding	56,362	53,662	56,362	53,662
Basic shares (average)	55,753	53,473	53,435	53,577
Diluted shares (average)	56,452	54,129	54,065	54,236

### Footnotes:

(a) Noninterest expense as a percentage of net interest income plus noninterest income.

(b) For purposes of this computation, unrealized gains (losses) are excluded from the average balance for rate calculations.

# Consolidated Statements of Condition (unaudited)

(In thousands)	December 31, 2006	September 30, 2006	December 31, 2005
<b>Assets:</b>			
Cash and due from depository institutions	\$ 311,888	\$ 243,434	\$ 293,706
Short-term investments	175,648	9,562	36,302
Securities:			
Trading, at fair value	4,842	2,848	2,257
Available for sale, at fair value	503,918	2,249,935	2,555,419
Held-to-maturity securities	1,453,973	1,064,188	1,142,909
<b>Total securities</b>	<b>1,962,733</b>	<b>3,316,971</b>	<b>3,700,585</b>
Loans held for sale	354,798	309,149	267,919
Loans:			
Residential mortgages	4,424,634	4,845,198	4,828,564
Commercial	3,386,274	3,368,164	2,876,528
Commercial real estate	1,904,597	1,770,674	1,808,494
Consumer	3,207,986	3,037,674	2,771,700
<b>Total loans</b>	<b>12,923,491</b>	<b>13,021,710</b>	<b>12,285,286</b>
Allowance for loan losses	(147,719)	(147,446)	(146,486)
<b>Loans, net</b>	<b>12,775,772</b>	<b>12,874,264</b>	<b>12,138,800</b>
Accrued interest receivable	90,565	93,844	85,779
Premises and equipment, net	195,909	189,562	182,856
Goodwill and intangible assets	825,012	692,388	698,570
Cash surrender value of life insurance	259,318	245,108	237,822
Prepaid expenses and other assets	145,828	164,532	194,223
<b>Total Assets</b>	<b>\$ 17,097,471</b>	<b>\$ 18,138,814</b>	<b>\$ 17,836,562</b>
<b>Liabilities and Shareholders' Equity:</b>			
Deposits:			
Demand deposits	\$ 1,588,783	\$ 1,453,317	\$ 1,546,096
NOW accounts	1,671,778	1,559,584	1,622,403
Money market deposit accounts	1,908,496	2,078,797	1,789,781
Savings accounts	1,985,202	1,838,494	2,015,045
Certificates of deposit	4,911,860	4,583,508	4,249,874
Treasury deposits	392,277	790,353	407,946
<b>Total deposits</b>	<b>12,458,396</b>	<b>12,304,053</b>	<b>11,631,145</b>
Federal Home Loan Bank advances	1,074,933	1,867,393	2,214,010
Securities sold under agreements to repurchase and other short-term debt	893,206	1,466,845	1,522,381
Other long-term debt	621,936	636,028	640,906
Reserve for unfunded commitments	7,275	8,885	9,146
Accrued expenses and other liabilities	155,285	162,886	162,171
<b>Total liabilities</b>	<b>15,211,031</b>	<b>16,446,090</b>	<b>16,179,759</b>
Preferred stock of subsidiary corporation	9,577	9,577	9,577
<b>Shareholders' equity</b>	<b>1,876,863</b>	<b>1,683,147</b>	<b>1,647,226</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$ 17,097,471</b>	<b>\$ 18,138,814</b>	<b>\$ 17,836,562</b>

See Selected Financial Highlights for footnotes.

## Consolidated Statements of Income (unaudited)

(In thousands, except per share data)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2006	2005	2006	2005
<b>Interest income:</b>				
Loans	\$ 225,634	\$ 187,607	\$ 843,398	\$ 689,041
Securities and short-term investments	32,514	42,503	154,127	169,861
Loans held for sale	6,191	3,563	17,213	12,945
<b>Total interest income</b>	<b>264,339</b>	<b>233,673</b>	<b>1,014,738</b>	<b>871,847</b>
<b>Interest expense:</b>				
Deposits	90,195	57,132	310,199	188,437
Borrowings	44,994	46,879	195,989	166,069
<b>Total interest expense</b>	<b>135,189</b>	<b>104,011</b>	<b>506,188</b>	<b>354,506</b>
<b>Net interest income</b>	<b>129,150</b>	<b>129,662</b>	<b>508,550</b>	<b>517,341</b>
Provision for credit losses	3,000	2,000	11,000	9,500
<b>Net interest income after provision for credit losses</b>	<b>126,150</b>	<b>127,662</b>	<b>497,550</b>	<b>507,841</b>
<b>Noninterest income:</b>				
Deposit service fees	25,494	22,909	96,765	85,967
Insurance revenue	8,301	10,678	38,806	44,015
Loan and loan servicing fees	9,643	9,290	34,389	33,232
Wealth and investment services	7,161	6,174	27,183	23,151
Gain from mortgage banking activities	2,917	2,322	8,542	11,573
Increase in cash surrender value of life insurance	2,550	2,360	9,603	9,241
Other	3,733	3,470	8,486	10,073
	<b>59,799</b>	<b>57,203</b>	<b>223,774</b>	<b>217,252</b>
Loss on write-down of AFS securities to fair value	-	-	(48,879)	-
Loss on sale of mortgage loans	(5,713)	-	(5,713)	-
(Loss) gain on sale of securities, net	(2,732)	1,026	1,289	3,633
<b>Total noninterest income</b>	<b>51,354</b>	<b>58,229</b>	<b>170,471</b>	<b>220,885</b>
<b>Noninterest expenses:</b>				
Compensation and benefits	64,142	64,905	255,780	241,469
Occupancy	13,403	11,141	49,386	43,292
Furniture and equipment	14,637	14,810	56,033	50,228
Intangible amortization	3,473	5,001	14,473	19,913
Marketing	3,350	3,981	15,477	14,267
Professional services	5,457	3,594	16,767	14,962
Conversion and infrastructure costs	-	1,281	-	8,138
Acquisition costs	2,018	-	2,951	-
Other	16,129	14,646	64,081	63,301
<b>Total noninterest expenses</b>	<b>122,609</b>	<b>119,359</b>	<b>474,948</b>	<b>455,570</b>
Income before income taxes	54,895	66,532	193,073	273,156
Income taxes	17,097	21,032	59,283	87,301
<b>Net income</b>	<b>\$ 37,798</b>	<b>\$ 45,500</b>	<b>\$ 133,790</b>	<b>\$ 185,855</b>
<b>Diluted shares (average)</b>	<b>56,452</b>	<b>54,129</b>	<b>54,065</b>	<b>54,236</b>
<b>Net income per common share:</b>				
Basic	\$ 0.68	\$ 0.85	\$ 2.50	\$ 3.47
Diluted	0.67	0.84	2.47	3.43

See Selected Financial Highlights for footnotes.

## Consolidated Statements of Income (unaudited)

	Three Months Ended				
	Dec. 31, 2006	Sept. 30, 2006	June 30, 2006	March 31, 2006	Dec. 31, 2005
<i>(In thousands, except per share data)</i>					
<b>Interest income:</b>					
Loans	\$ 225,634	\$ 215,094	\$ 207,097	\$ 195,574	\$ 187,607
Securities and short-term investments	32,514	40,883	39,134	41,595	42,503
Loans held for sale	6,191	4,366	3,317	3,339	3,563
<b>Total interest income</b>	<b>264,339</b>	<b>260,343</b>	<b>249,548</b>	<b>240,508</b>	<b>233,673</b>
<b>Interest expense:</b>					
Deposits	90,195	85,058	72,593	62,354	57,132
Borrowings	44,994	52,849	50,150	47,995	46,879
<b>Total interest expense</b>	<b>135,189</b>	<b>137,907</b>	<b>122,743</b>	<b>110,349</b>	<b>104,011</b>
<b>Net interest income</b>	<b>129,150</b>	<b>122,436</b>	<b>126,805</b>	<b>130,159</b>	<b>129,662</b>
Provision for credit losses	3,000	3,000	3,000	2,000	2,000
<b>Net interest income after provision for credit losses</b>	<b>126,150</b>	<b>119,436</b>	<b>123,805</b>	<b>128,159</b>	<b>127,662</b>
<b>Noninterest income:</b>					
Deposit service fees	25,494	25,252	24,150	21,869	22,909
Insurance revenue	8,301	9,793	9,988	10,724	10,678
Loan and loan servicing fees	9,643	7,760	9,162	7,824	9,290
Wealth and investment services	7,161	6,738	6,930	6,354	6,174
Gain (loss) from mortgage banking activities	2,917	(185)	2,538	3,273	2,322
Increase in cash surrender value of life insurance	2,550	2,368	2,314	2,371	2,360
Other	3,733	1,693	1,284	1,775	3,470
	<b>59,799</b>	<b>53,419</b>	<b>56,366</b>	<b>54,190</b>	<b>57,203</b>
Loss on write-down of AFS securities to fair value	-	(48,879)	-	-	-
Loss on sale of mortgage loans	(5,713)	-	-	-	-
(Loss) gain on sale of securities, net	(2,732)	2,307	702	1,012	1,026
<b>Total noninterest income</b>	<b>51,354</b>	<b>6,847</b>	<b>57,068</b>	<b>55,202</b>	<b>58,229</b>
<b>Noninterest expenses:</b>					
Compensation and benefits	64,142	62,050	64,585	65,003	64,905
Occupancy	13,403	11,977	11,824	12,182	11,141
Furniture and equipment	14,637	13,840	13,962	13,595	14,810
Intangible amortization	3,473	3,079	3,544	4,377	5,001
Marketing	3,350	4,211	4,292	3,624	3,981
Professional services	5,457	4,302	3,464	3,544	3,594
Conversion and infrastructure costs	-	-	-	-	1,281
Acquisition costs	2,018	868	65	-	-
Other	16,129	15,523	15,582	16,846	14,646
<b>Total noninterest expenses</b>	<b>122,609</b>	<b>115,850</b>	<b>117,318</b>	<b>119,171</b>	<b>119,359</b>
Income before income taxes	54,895	10,433	63,555	64,190	66,532
Income taxes	17,097	1,436	20,412	20,338	21,032
<b>Net income</b>	<b>\$ 37,798</b>	<b>\$ 8,997</b>	<b>\$ 43,143</b>	<b>\$ 43,852</b>	<b>\$ 45,500</b>
<b>Diluted shares (average)</b>	<b>56,452</b>	<b>52,871</b>	<b>53,252</b>	<b>53,703</b>	<b>54,129</b>
<b>Net income per common share:</b>					
Basic	\$ 0.68	\$ 0.17	\$ 0.82	\$ 0.83	\$ 0.85
Diluted	0.67	0.17	0.81	0.82	0.84

See Selected Financial Highlights for footnotes.

# **Interest-Rate Spread (unaudited)**

	Three Months Ended				
	December 2006	September 2006	June 2006	March 2006	December 2005
<b>Interest-rate spread</b>					
Yield on interest-earning assets	6.52 %	6.31 %	6.11 %	5.97 %	5.73 %
Cost of interest-bearing liabilities	3.38	3.38	3.05	2.78	2.55
Interest-rate spread	3.14 %	2.93 %	3.06 %	3.19 %	3.18 %
Net interest margin	3.23 %	3.01 %	3.13 %	3.24 %	3.22 %

# **Consolidated Average Statements of Condition (unaudited)**

	2006			2005		
	Average balance	Interest	Fully tax- equivalent yield/rate	Average balance	Interest	Fully tax- equivalent yield/rate
<i>(Dollars in thousands)</i>						
<b>Assets:</b>						
<b>Interest-earning assets:</b>						
Loans	\$ 13,362,185	\$ 225,634	6.69 %	\$ 12,328,141	\$ 187,608	6.03 %
Securities	2,435,986	34,695	5.72 (b)	3,715,720	44,733	4.76 (b)
Loans held for sale	417,479	6,191	5.93	251,169	3,563	5.67
Short-term investments	29,896	368	4.82	19,846	147	2.90
<b>Total interest-earning assets</b>	<b>16,245,546</b>	<b>266,888</b>	<b>6.52</b>	<b>16,314,876</b>	<b>236,051</b>	<b>5.73</b>
Noninterest-earning assets	1,617,888			1,537,062		
<b>Total assets</b>	<b>\$ 17,863,434</b>			<b>\$ 17,851,938</b>		
<b>Liabilities and Shareholders' Equity:</b>						
<b>Interest-bearing liabilities:</b>						
Demand deposits	\$ 1,522,571	\$ -	- %	\$ 1,522,306	\$ -	- %
Savings, NOW and money market deposit accounts	5,582,187	29,609	2.10	5,502,733	19,065	1.37
Time deposits	5,405,010	60,586	4.44	4,665,580	38,067	3.24
<b>Total deposits</b>	<b>12,509,768</b>	<b>90,195</b>	<b>2.86</b>	<b>11,690,619</b>	<b>57,132</b>	<b>1.94</b>
Federal Home Loan Bank advances	1,444,155	18,169	4.92	2,280,934	22,742	3.90
Repurchase agreements and other short-term debt	1,239,065	14,100	4.45	1,454,730	12,568	3.38
Other long-term debt	637,853	12,725	7.98	665,062	11,569	6.96
<b>Total borrowings</b>	<b>3,321,073</b>	<b>44,994</b>	<b>5.33</b>	<b>4,400,726</b>	<b>46,879</b>	<b>4.19</b>
<b>Total interest-bearing liabilities</b>	<b>15,830,841</b>	<b>135,189</b>	<b>3.38</b>	<b>16,091,345</b>	<b>104,011</b>	<b>2.55</b>
Noninterest-bearing liabilities	149,623			101,994		
<b>Total liabilities</b>	<b>15,980,464</b>			<b>16,193,339</b>		
Preferred stock of subsidiary corporation	9,577			9,577		
Shareholders' equity	1,873,393			1,649,022		
<b>Total liabilities and shareholders' equity</b>	<b>\$ 17,863,434</b>			<b>\$ 17,851,938</b>		
		131,699			132,040	
<b>Less: tax-equivalent adjustment</b>		<b>(2,549)</b>			<b>(2,378)</b>	
<b>Net interest income</b>		<b>\$ 129,150</b>			<b>\$ 129,662</b>	
<b>Interest-rate spread</b>			<b>3.14 %</b>			<b>3.18 %</b>
<b>Net interest margin</b>			<b>3.23 %</b>			<b>3.22 %</b>

See Selected Financial Highlights for footnotes.

# **Consolidated Average Statements of Condition (unaudited)**

Twelve Months Ended December 31,

2006

2005

	Average balance	Interest	Fully tax- equivalent yield/rate	Average balance	Interest	Fully tax- equivalent yield/rate
<i>(Dollars in thousands)</i>						
<b>Assets:</b>						
<b>Interest-earning assets:</b>						
Loans	\$ 12,800,864	\$ 843,398	6.59 %	\$ 11,930,776	\$ 689,048	5.78 %
Securities	3,224,776	162,504	4.98 (b)	3,806,289	178,106	4.68 (b)
Loans held for sale	288,892	17,213	5.96	232,695	12,945	5.56
Short-term investments	25,514	1,079	4.23	19,982	537	2.69
<b>Total interest-earning assets</b>	<b>16,340,046</b>	<b>1,024,194</b>	<b>6.25</b>	<b>15,989,742</b>	<b>880,636</b>	<b>5.50</b>
Noninterest-earning assets	1,531,421			1,484,723		
<b>Total assets</b>	<b>\$ 17,871,467</b>			<b>\$ 17,474,465</b>		
<b>Liabilities and Shareholders' Equity:</b>						
<b>Interest-bearing liabilities:</b>						
Demand deposits	\$ 1,470,861	\$ -	- %	\$ 1,449,596	\$ -	- %
Savings, NOW and money market deposit accounts	5,427,812	100,165	1.85	5,633,897	66,226	1.18
Time deposits	5,193,608	210,034	4.04	4,215,801	122,211	2.90
<b>Total deposits</b>	<b>12,092,281</b>	<b>310,199</b>	<b>2.57</b>	<b>11,299,294</b>	<b>188,437</b>	<b>1.67</b>
Federal Home Loan Bank advances	2,035,786	94,322	4.63	2,256,216	78,623	3.48
Repurchase agreements and other short-term debt	1,243,269	52,301	4.21	1,520,086	43,842	2.88
Other long-term debt	633,667	49,366	7.79	673,562	43,604	6.47
<b>Total borrowings</b>	<b>3,912,722</b>	<b>195,989</b>	<b>5.01</b>	<b>4,449,864</b>	<b>166,069</b>	<b>3.73</b>
<b>Total interest-bearing liabilities</b>	<b>16,005,003</b>	<b>506,188</b>	<b>3.16</b>	<b>15,749,158</b>	<b>354,506</b>	<b>2.25</b>
Noninterest-bearing liabilities	139,057			102,732		
<b>Total liabilities</b>	<b>16,144,060</b>			<b>15,851,890</b>		
Preferred stock of subsidiary corporation	9,577			9,577		
Shareholders' equity	1,717,830			1,612,998		
<b>Total liabilities and shareholders' equity</b>	<b>\$ 17,871,467</b>			<b>\$ 17,474,465</b>		
		518,006			526,130	
<b>Less: tax-equivalent adjustment</b>		<b>(9,456)</b>			<b>(8,789)</b>	
<b>Net interest income</b>		<b>\$ 508,550</b>			<b>\$ 517,341</b>	
<b>Interest-rate spread</b>			<b>3.09 %</b>			<b>3.25 %</b>
<b>Net interest margin</b>			<b>3.16 %</b>			<b>3.29 %</b>

See Selected Financial Highlights for footnotes.



(Unaudited) (Dollars in thousands)	At or for the Three Months Ended				
	Dec. 31, 2006	Sept. 30, 2006	June 30, 2006	March 31, 2006	Dec. 31, 2005
<b>Asset Quality</b>					
<b>Nonperforming loans:</b>					
Commercial:					
Commercial	\$ 21,105	\$ 29,321	\$ 22,930	\$ 19,719	\$ 26,002
Equipment financing	2,616	2,450	2,693	2,864	3,065
Total commercial	23,721	31,771	25,623	22,583	29,067
Commercial real estate	17,618	16,811	23,291	24,012	22,678
Residential	11,307	7,032	7,218	8,891	6,979
Consumer	6,266	3,496	3,065	2,875	1,829
Total nonperforming loans	58,912	59,110	59,197	58,361	60,553
<b>Other real estate owned and repossessed assets:</b>					
Commercial	1,922	1,573	2,254	1,712	5,126
Residential	383	607	316	456	232
Consumer	608	126	10	361	427
Total other real estate owned and repossessed assets	2,913	2,306	2,580	2,529	5,785
<b>Total nonperforming assets</b>	<b>\$ 61,825</b>	<b>\$ 61,416</b>	<b>\$ 61,777</b>	<b>\$ 60,890</b>	<b>\$ 66,338</b>
Accruing loans 90 or more days past due	\$ 1,490	4,609	2,542	1,002	6,676

## Allowance for Credit Losses

<b>Beginning balance</b>	\$ 156,331	\$ 156,471	\$ 155,957	\$ 155,632	\$ 155,052
Provision	3,000	3,000	3,000	2,000	2,000
Allowance for acquired loans	4,724	-	-	-	-
Charge-offs:					
Commercial	9,352	3,369	2,775	1,629	3,272
Residential	199	46	65	75	110
Consumer	454	265	239	362	153
Total charge-offs	10,005	3,680	3,079	2,066	3,535
Recoveries	(944)	(540)	(593)	(391)	(2,115)
Net loan charge-offs (recoveries)	9,061	3,140	2,486	1,675	1,420
<b>Ending balance</b>	<b>\$ 154,994</b>	<b>\$ 156,331</b>	<b>\$ 156,471</b>	<b>\$ 155,957</b>	<b>\$ 155,632</b>
Components:					
Allowance for loan losses	\$ 147,719	\$ 147,446	\$ 147,401	\$ 146,383	\$ 146,486
Reserve for unfunded credit commitments	7,275	8,885	9,070	9,574	9,146
Allowance for credit losses	\$ 154,994	\$ 156,331	\$ 156,471	\$ 155,957	\$ 155,632

## Asset Quality Ratios:

Allowance for loan losses / total loans	1.14	%	1.13	%	1.16	%	1.16	%	1.19	%
Allowance for credit losses / total loans	1.20		1.20		1.23		1.24		1.27	
Net charge-offs (recoveries)/ average loans (annualized)	0.27		0.10		0.08		0.05		0.05	
Nonperforming loans / total loans	0.46		0.45		0.47		0.46		0.49	
Nonperforming assets / total loans plus OREO	0.48		0.47		0.49		0.48		0.54	
Allowance for credit losses / nonperforming loans	263.09		264.47		264.32		267.23		257.02	

See Selected Financial Highlights for footnotes.