ZIONS BANCORPORATION /UT/

Form 10-Q May 08, 2014

**UNITED STATES** 

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2014

or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from

COMMISSION FILE NUMBER 001-12307

ZIONS BANCORPORATION

(Exact name of registrant as specified in its charter)

UTAH 87-0227400
(State or other jurisdiction of incorporation or organization) Identification No.)

One South Main, 15th Floor

Salt Lake City, Utah

(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (801) 524-4787

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ý No "Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes ý No "

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ý Accelerated filer "

Non-accelerated filer "Smaller reporting company"

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes "No  $\acute{y}$ 

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Common Stock, without par value, outstanding at April 30, 2014

184,895,233 shares

## ZIONS BANCORPORATION AND SUBSIDIARIES INDEX

PART I. FI	NANCIAL INFORMATION	Page
Item 1.	Financial Statements (Unaudited)	
	Consolidated Balance Sheets Consolidated Statements of Income Consolidated Statements of Comprehensive Income Consolidated Statements of Changes in Shareholders' Equity Consolidated Statements of Cash Flows Notes to Consolidated Financial Statements	3 4 5 6 7 8
Item 2.	Management's Discussion and Analysis of Financial Condition and Results of Operations	<u>52</u>
Item 3.	Quantitative and Qualitative Disclosures About Market Risk	<u>89</u>
Item 4.	Controls and Procedures	<u>89</u>
PART II. O	THER INFORMATION	
Item 1.	<u>Legal Proceedings</u>	<u>90</u>
Item 1A.	Risk Factors	<u>90</u>
Item 2.	Unregistered Sales of Equity Securities and Use of Proceeds	<u>90</u>
Item 6.	<u>Exhibits</u>	<u>91</u>
Signatures		<u>91</u>
2		

## Table of Contents

Shareholders' equity:

PART I. FINANCIAL INFORMATION
ITEM 1.FINANCIAL STATEMENTS (Unaudited)
ZIONS BANCORPORATION AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

(In thousands, except shares)	March 31,	December 31,
	2014 (Unaudited)	2013
ASSETS Cash and due from banks	\$1,341,319	\$1,175,083
Money market investments:	φ1,341,319	\$1,173,063
Interest-bearing deposits	8,157,837	8,175,048
Federal funds sold and security resell agreements Investment securities:	379,947	282,248
Held-to-maturity, at adjusted cost (approximate fair value \$635,379 and \$609,547)	606,279	588,981
Available-for-sale, at fair value	3,423,205	3,701,886
Trading account, at fair value	56,172	34,559
	4,085,656	4,325,426
Loans held for sale	126,344	171,328
Loans and leases, net of unearned income and fees	39,198,136	39,043,365
Less allowance for loan losses	736,953	746,291
Loans, net of allowance	38,461,183	38,297,074
Other noninterest-bearing investments	848,775	855,642
Premises and equipment, net	785,519	726,372
Goodwill	1,014,129	1,014,129
Core deposit and other intangibles	33,562	36,444
Other real estate owned Other assets	39,248 807,325	46,105 926,228
Other assets	\$56,080,844	\$56,031,127
	,,,-	, , ,
LIABILITIES AND SHAREHOLDERS' EQUITY Deposits:		
Noninterest-bearing demand	\$19,257,889	\$18,758,753
Interest-bearing:		
Savings and money market	23,097,351	23,029,928
Time	2,528,735	2,593,038
Foreign	1,648,111	1,980,161
	46,532,086	46,361,880
Federal funds and other short-term borrowings	279,837	340,348
Long-term debt	2,158,701	2,273,575
Reserve for unfunded lending commitments	88,693	89,705
Other liabilities	435,311	501,056
Total liabilities	49,494,628	49,566,564

Preferred stock, without par value, authorized 4,400,000 shares	1,003,970	1,003,970	
Common stock, without par value; authorized 350,000,000 shares; issued and outstanding 184,895,182 and 184,677,696 shares	4,185,513	4,179,024	
Retained earnings	1,542,195	1,473,670	
Accumulated other comprehensive income (loss)	(145,462	) (192,101 )	
Total shareholders' equity	6,586,216	6,464,563	
	\$56.080.844	\$56.031.127	

See accompanying notes to consolidated financial statements.

# ZIONS BANCORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME (Unaudited)

	Three Mont	ths Ended	
(In thousands, except shares and per share amounts)	March 31,		
	2014	2013	
Interest income:			
Interest and fees on loans	\$434,344	\$453,433	
Interest on money market investments	5,130	5,439	
Interest on securities	28,094	25,876	
Total interest income	467,568	484,748	
Interest expense:		•	
Interest on deposits	12,779	15,642	
Interest on short- and long-term borrowings	38,324	50,991	
Total interest expense	51,103	66,633	
Net interest income	416,465	418,115	
Provision for loan losses	(610	) (29,035	)
Net interest income after provision for loan losses	417,075	447,150	
1	,	,	
Noninterest income:			
Service charges and fees on deposit accounts	42,594	43,580	
Other service charges, commissions and fees	43,519	42,731	
Wealth management income	7,077	6,994	
Capital markets and foreign exchange	5,000	7,486	
Dividends and other investment income	7,864	12,724	
Loan sales and servicing income	6,474	10,951	
Fair value and nonhedge derivative loss	(8,539	) (5,445	)
Equity securities gains, net	912	2,832	,
Fixed income securities gains, net	30,914	3,299	
Impairment losses on investment securities:		-,	
Impairment losses on investment securities	(27	) (31,493	)
Noncredit-related losses on securities not expected to be sold (recognized in other	(		,
comprehensive income)		21,376	
Net impairment losses on investment securities	(27	) (10,117	)
Other	2,531	6,184	,
Total noninterest income	138,319	121,219	
10 M. 10 11 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11 10 11	100,015	121,212	
Noninterest expense:			
Salaries and employee benefits	233,406	229,789	
Occupancy, net	28,305	27,389	
Furniture, equipment and software	27,944	26,074	
Other real estate expense	1,607	1,977	
Credit-related expense	6,906	10,482	
Provision for unfunded lending commitments	(1,012	) (6,354	)
Professional and legal services	10,995	10,471	,
Advertising	6,398	5,893	
FDIC premiums	7,922	9,711	
Amortization of core deposit and other intangibles	2,882	3,819	
i morazation of core deposit and other manigrous	2,002	2,017	

Other	72,710	78,097	
Total noninterest expense	398,063	397,348	
Income before income taxes	157,331	171,021	
Income taxes	56,121	60,634	
Net income	101,210	110,387	
Net loss applicable to noncontrolling interests	_	(336	)
Net income applicable to controlling interest	101,210	110,723	
Preferred stock dividends	(25,020	) (22,399	)
Net earnings applicable to common shareholders	\$76,190	\$88,324	
Weighted average common shares outstanding during the period:			
Basic shares	184,440	183,396	
Diluted shares	185,123	183,655	
Net earnings per common share:			
Basic	\$0.41	\$0.48	
Diluted	0.41	0.48	
See accompanying notes to consolidated financial statements.			

5

# ZIONS BANCORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)

	Three Months March 31,	Ended	
(In thousands)	2014	2013	
Net income	\$101,210	\$110,387	
Other comprehensive income (loss), net of tax:			
Net unrealized holding gains on investment securities	71,066	48,796	
Noncredit-related impairment losses on securities not expected to be sold		(12,754	)
Reclassification to earnings for realized net fixed income securities gains	(24,840	) (2,037	)
Reclassification to earnings for net credit-related impairment losses on investment securities	17	5,999	
Accretion of securities with noncredit-related impairment losses not expected to be sold	286	209	
Net unrealized holding gains (losses) on derivative instruments	320	(2	)
Reclassification adjustment for increase in interest income recognized in earnings on derivative instruments	(210	) (957	)
Other comprehensive income	46,639	39,254	
Comprehensive income	147,849	149,641	
Comprehensive loss applicable to noncontrolling interests	_	(336	)
Comprehensive income applicable to controlling interest	\$147,849	\$149,977	
See accompanying notes to consolidated financial statements.			

# ZIONS BANCORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (Unaudited)

(Olludolled)		Common sto	ck		Accumulated		m . 1	
(In thousands, except share and per share amounts)	s Preferred stock	Shares	Amount	Retained earnings	other comprehensiv income (loss)	Noncontro re interests	Total lling shareholde equity	rs'
Balance at December 31,								
2013	\$1,003,970	184,677,696	\$4,179,024	\$1,473,670	\$(192,101)	<b>\$</b> —	\$6,464,563	3
Net income for the period				101,210		_	101,210	
Other comprehensive income, net of tax					46,639		46,639	
Net activity under employe	e							
plans and related tax		217,486	6,489				6,489	
benefits								
Dividends on preferred stock				(25,020	)		(25,020	)
Dividends on common stock, \$0.04 per share				(7,436	)		(7,436	)
Change in deferred				(229	)		(229	)
compensation	¢ 1 002 070	104 005 102	¢ / 105 512	•	¢(145.462)	\$		
Balance at March 31, 2014	\$1,003,970	104,093,102	\$4,163,313	\$1,542,195	\$(145,462)	<b>5</b> —	\$6,586,216	)
Balance at December 31, 2012	\$1,128,302	184,199,198	\$4,166,109	\$1,203,815	\$(446,157)	\$(3,428)	\$6,048,641	L
Net income (loss) for the				110,723		(336 )	110,387	
period Other comprehensive				ŕ		,	•	
income, net of tax					39,254		39,254	
Issuance of preferred stock	171,827		(3,076)				168,751	
Subordinated debt	1.160		(169)				991	
converted to preferred stoc Net activity under employe	k ′		,					
plans and related tax		47,273	7,438				7,438	
benefits		,	,,				,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Dividends on preferred				(22,399	)		(22,399	)
stock				(22,3))	,		(22,3))	,
Dividends on common stock, \$0.01 per share				(1,833	)		(1,833	)
Change in deferred				(177	`		(1775	,
compensation				(175	)		(175	)
Other changes in								
			586			(988)	(402	)
noncontrolling interests Balance at March 31, 2013	\$1.301.200	184 246 471	586 \$4.170.888	\$1,290,131	\$(406,903)	(988 ) \$(4,752)	(402 \$6,350,653	)

# ZIONS BANCORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

(Unaudited)				
(In thousands)	Three Months Ended			
(III diousulus)	March 31,			
	2014	2013		
CASH FLOWS FROM OPERATING ACTIVITIES				
Net income for the period	\$101,210	\$110,387		
Adjustments to reconcile net income to net cash provided by				
operating activities:				
Net impairment losses on investment securities	27	10,117		
Provision for credit losses	(1,622	) (35,389		
Depreciation and amortization	32,404	38,258		
Fixed income securities gains, net	(30,914	) (3,299		
Deferred income tax expense	78,278	1,282		
Net increase in trading securities	(21,862	) (11		
Net decrease in loans held for sale	41,195	89,996		
Change in other liabilities	(77,580	) (48,477		
Change in other assets	3,086	51,580		
Other, net	2,336	(12,153)		
Net cash provided by operating activities	126,558	202,291		
CASH FLOWS FROM INVESTING ACTIVITIES				
Net decrease (increase) in money market investments	(80,488	) 628,887		
Proceeds from maturities and paydowns of investment securities	18,935	53,612		
held-to-maturity	10,933	33,012		
Purchases of investment securities held-to-maturity	(35,750	) (45,800		
Proceeds from sales, maturities, and paydowns of investment securities	017 200	250 222		
available-for-sale	847,288	359,223		
Purchases of investment securities available-for-sale	(452,123	) (486,975 )		
Proceeds from sales of loans and leases	6,142	6,011		
Net loan and lease originations	(168,628	) (126,862 )		
Net purchases of premises and equipment	(76,916	) (15,800		
Proceeds from sales of other real estate owned	11,825	27,974		
Other, net	5,617	7,388		
Net cash provided by investing activities	75,902	407,658		
CASH FLOWS FROM FINANCING ACTIVITIES				
Net increase (decrease) in deposits	170,206	(1,642,878)		
Net change in short-term funds borrowed	(60,511	) (25,853		
Proceeds from issuance of long-term debt		19,362		
Repayments of long-term debt	(124,755	) (18,398		
Proceeds from issuances of common and preferred stock	2,880	169,399		
Dividends paid on common and preferred stock	(23,741	) (24,232		
Other, net	(303	) (439		
Net cash used in financing activities	(36,224	) (1,523,039		
Net increase (decrease) in cash and due from banks	166,236	(913,090)		
Cash and due from banks at beginning of period	1,175,083	1,841,907		
	1,1.0,000	-,,> - ,		

Cash and due from banks at end of period	\$1,341,319	\$928,817
Cash paid for interest Net cash paid (refunds received) for income taxes See accompanying notes to consolidated financial statements.	\$40,849 (81	\$62,131 ) 3,565
7		

ZIONS BANCORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) March 31, 2014

#### 1.BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements of Zions Bancorporation ("the Parent") and its majority-owned subsidiaries (collectively "the Company," "Zions," "we," "our," "us") have been prepared in accordance with U.S. generally accepted accounting principles ("GAAP") for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. References to GAAP, including standards promulgated by the Financial Accounting Standards Board ("FASB"), are made according to sections of the Accounting Standards Codification ("ASC") and to Accounting Standards Updates ("ASU"), which include consensus issues of the Emerging Issues Task Force ("EITF"). Certain prior period amounts have been reclassified to conform with the current period presentation.

Operating results for the three months ended March 31, 2014 and 2013 are not necessarily indicative of the results that may be expected in future periods. The consolidated balance sheet at December 31, 2013 is from the audited financial statements at that date, but does not include all of the information and footnotes required by GAAP for complete financial statements. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's 2013 Annual Report on Form 10-K.

The Company provides a full range of banking and related services through subsidiary banks in 10 Western and Southwestern states as follows: Zions First National Bank ("Zions Bank"), in Utah and Idaho; California Bank & Trust ("CB&T"); Amegy Corporation ("Amegy") and its subsidiary, Amegy Bank, in Texas; National Bank of Arizona ("NBAZ"); Nevada State Bank ("NSB"); Vectra Bank Colorado ("Vectra"), in Colorado and New Mexico; The Commerce Bank of Washington ("TCBW"); and The Commerce Bank of Oregon ("TCBO"). The Parent and its subsidiary banks also own and operate certain nonbank subsidiaries that engage in financial services.

#### 2. CERTAIN RECENT ACCOUNTING PRONOUNCEMENTS

In January 2014, the FASB issued ASU 2014-04, Reclassification of Residential Real Estate Collateralized Consumer Mortgage Loans upon Foreclosure. This new guidance under ASU 310-40, Receivables – Troubled Debt Restructurings by Creditors, clarifies that a creditor should be considered to have physical possession of a residential real estate property collateralizing a residential mortgage loan and thus would reclassify the loan to other real estate owned when certain conditions are satisfied. The new amendments will require additional financial statement disclosures and may be applied on either a prospective or a modified retrospective basis, with early adoption permitted. For public companies, adoption is required for interim or annual periods beginning after December 15, 2014. Management is currently evaluating the impact this new guidance may have on its financial statement disclosures.

In January 2014, the FASB issued ASU 2014-01, Accounting for Investments in Qualified Affordable Housing Projects. This new accounting guidance under ASC 323, Investments – Equity Method and Joint Ventures, revised the conditions that an entity must meet to elect to use the effective yield method when accounting for qualified affordable housing project investments. The final consensus of the EITF changed the method of amortizing a Low Income Housing Tax Credit ("LIHTC") investment from the effective yield method to a proportional amortization method. The amortization would be proportional to the tax credits and tax benefits received but, under a practical expedient that would be available in certain circumstances, amortization could be proportional to only the tax credits. Reporting entities that invest in LIHTC investments through a limited liability entity could elect the proportional amortization

method if certain conditions are met. The guidance would not extend to other types of tax

8

## **Table of Contents**

#### ZIONS BANCORPORATION AND SUBSIDIARIES

credit investments. The final consensus would be applied retrospectively with early adoption and other adjustments permitted. For public companies, adoption is required for interim or annual periods beginning after December 15, 2014. Management is currently evaluating the impact this new guidance may have on its financial statements.

## 3. SUPPLEMENTAL CASH FLOW INFORMATION

Noncash activities are summarized as follows:

(In thousands)	March 31,		
	2014	2013	
Loans transferred to other real estate owned	\$6,338	\$23,442	
Loans held for sale transferred to loans and leases	3,789	96	
Beneficial conversion feature transferred from common stock to preferred stock as a result of subordinated debt conversions	_	169	
Subordinated debt converted to preferred stock	_	991	

#### 4. CASH AND MONEY MARKET INVESTMENTS

Gross and net information for selected financial instruments in the balance sheet is as follows:

March 31, 2014						
(In thousands)				Gross amo	ounts not offset in e sheet	
Description	Gross amounts recognized	Gross amounts offset in the balance sheet	Net amounts presented in the balance sheet	Financial instrument	Cash collateral s received/pledged	Net amount
Assets:						
Federal funds sold and security resell agreements	\$379,947	<b>\$</b> —	\$379,947	<b>\$</b> —	\$ —	\$379,947
Derivatives (included in other assets)	57,683	_	57,683	(8,646 )	760	49,797
455015)	\$437,630	<b>\$</b> —	\$437,630	\$(8,646)	\$ 760	\$429,744
Liabilities:						
Federal funds and other short-term borrowings	\$279,837	<b>\$</b> —	\$279,837	\$—	\$ —	\$279,837
Derivatives (included in other liabilities)	62,589	_	62,589	(8,646 )	(29,260 )	24,683
,	\$342,426	<b>\$</b> —	\$342,426	\$(8,646)	\$ (29,260 )	\$304,520
	December 3	31, 2013				
(In thousands)		,		Gross amo	unts not offset in e sheet	
Description	Gross	Gross	Net amounts		Cash collateral	Net amount
	amounts recognized	amounts offset in the	presented in the balance	ınstrument	s received/pledged	

balance

sheet

sheet

Assets: Federal funds sold and security resell agreements	\$282,248	\$—	\$282,248	<b>\$</b> —	\$ —		\$282,248
Derivatives (included in other assets)	65,683	_	65,683	(11,650 )	2,210		56,243
,	\$347,931	<b>\$</b> —	\$347,931	\$(11,650)	\$ 2,210		\$338,491
Liabilities:							
Federal funds and other short-term borrowings	\$340,348	\$—	\$340,348	\$—	\$ —		\$340,348
Derivatives (included in other liabilities)	68,397		68,397	(11,650 )	(26,997	)	29,750
,	\$408,745	\$—	\$408,745	\$(11,650)	\$ (26,997	)	\$370,098
9							

Security resell and repurchase agreements are offset, when applicable, in the balance sheet according to master netting agreements. Security repurchase agreements are included with "Federal funds and other short-term borrowings." Derivative instruments may be offset under their master netting agreements; however, for accounting purposes, we present these items on a gross basis in the Company's balance sheet. See Note 7 for further information regarding derivative instruments.

#### **5.INVESTMENT SECURITIES**

Investment securities are summarized below. Note 10 discusses the process to estimate fair value for investment securities.

securities.	March 31, 2014										
		Recogniz	ed in OCI <sup>1</sup>		Not recog	gnized in					
(In thousands)	Amortized cost	Gross unrealized gains	Gross dunrealized losses	Carrying value	Gross unrealized gains	Gross dunrealized losses	Estimated fair value				
Held-to-maturity											
Municipal securities Asset-backed securities:	\$567,935	<b>\$</b> —	<b>\$</b> —	\$567,935	\$14,429	\$ 1,707	\$580,657				
Trust preferred securities – banks and insurance	<sup>8</sup> 79,351	_	41,107	38,244	17,603	1,225	54,622				
Other debt securities	100 647,386	_	— 41,107	100 606,279	<del></del>		100 635,379				
Available-for-sale	,		,	,	ŕ	,	,				
U.S. Treasury securities	1,471	75		1,546			1,546				
U.S. Government agencies and corporations:											
Agency securities	561,153	2,595	5,997	557,751			557,751				
Agency guaranteed mortgage-backed securities	301,020	10,662	844	310,838			310,838				
Small Business Administration loan-backed securities	1,366,783	19,964	4,868	1,381,879			1,381,879				
Municipal securities Asset-backed securities:	150,897	1,213	704	151,406			151,406				
Trust preferred securities – banks and insurance	<sup>8</sup> 934,353	13,578	188,520	759,411			759,411				
Auction rate securities	6,508	87	35	6,560			6,560				
Other	1,462	290	_	1,752			1,752				
	3,323,647	48,464	200,968	3,171,143			3,171,143				
Mutual funds and other	257,643	180	5,761	252,062			252,062				
	3,581,290	48,644	206,729	3,423,205			3,423,205				

\$4,228,676 \$48,644 \$247,836 \$4,029,484

10

Total

\$4,058,584

<sup>&</sup>lt;sup>1</sup> Other comprehensive income

#### December 31, 2013

	December 3	1, 2013							
		Recogniz	ed in OCI		Not recognized in OCI				
(In thousands)	Amortized cost	Gross unrealized gains	Gross dunrealized losses	Carrying value	Gross unrealized gains	Gross dunrealized losses	Estimated fair value		
Held-to-maturity									
Municipal securities	\$551,055	\$—	<b>\$</b> —	\$551,055	\$11,295	\$4,616	\$557,734		
Asset-backed securities:									
Trust preferred securities – bank	S 70, 410		41.502	27.026	15 105	1 200	51 712		
and insurance	79,419		41,593	37,826	15,195	1,308	51,713		
Other debt securities	100		_	100		_	100		
	630,574		41,593	588,981	26,490	5,924	609,547		
Available-for-sale	,		,	,	,	,	,		
U.S. Treasury securities	1,442	104	_	1,546			1,546		
U.S. Government agencies and	-,			-,			-,		
corporations:									
Agency securities	517,905	1,920	901	518,924			518,924		
Agency guaranteed	•			•			•		
mortgage-backed securities	308,687	9,926 1,237		317,376			317,376		
Small Business Administration									
loan-backed securities	1,202,901	21,129	2,771	1,221,259			1,221,259		
Municipal securities	65,425	1,329	490	66,264			66,264		
Asset-backed securities:	00,.20	1,025	., 0	00,20			00,20.		
Trust preferred securities – bank	S								
and insurance	1,508,224	13,439	282,843	1,238,820			1,238,820		
Trust preferred securities – real									
estate investment trusts	22,996	_		22,996			22,996		
Auction rate securities	6,507	118	26	6,599			6,599		
Other	27,540	359	20	27,899			27,899		
Other	3,661,627	48,324		3,421,683			3,421,683		
Mutual funds and other		21	•	280,203					
ividida fullus allu otilei	287,603 3,949,230		7,421 295,689	•			280,203		
Total		48,345	•	3,701,886			3,701,886		
Total	\$4,579,804	\$48,345	\$337,282	\$4,290,867			\$4,311,433		

The amortized cost and estimated fair value of investment debt securities are shown subsequently as of March 31, 2014 by expected maturity distribution for collateralized debt obligations ("CDOs") and by contractual maturity for other debt securities. Actual maturities may differ from expected or contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

(In thousands)	Held-to-matur Amortized cost	ity Estimated fair value	Available-for-sal Amortized cost	e Estimated fair value
Due in one year or less  Due after one year through five years	\$77,395	\$56,283	\$510,870	\$497,041
	195,088	161,077	1,212,400	1,205,205

Due after five years through ten years	135,308	138,806	709,151	697,454
Due after ten years	239,595	279,213	891,226	771,443
	\$647,386	\$635,379	\$3,323,647	\$3,171,143

## <u>Table of Contents</u> ZIONS BANCORPORATION AND SUBSIDIARIES

12

The following is a summary of the amount of gross unrealized losses for investment securities and the estimated fair value by length of time the securities have been in an unrealized loss position:

, ,	March 31,		12		TF-4-1	
(In thousands)	Less than I Gross unrealized losses	Estimated	12 months of Gross unrealized losses	Estimated fair value	Total Gross unrealized losses	Estimated fair value
Held-to-maturity						
Municipal securities	\$1,414	\$43,060	\$293	\$5,721	\$1,707	\$48,781
Asset-backed securities:						
Trust preferred securities – banks and insurance	56	71	42,276	54,551	42,332	54,622
	1,470	43,131	42,569	60,272	44,039	103,403
Available-for-sale						
U.S. Government agencies and						
corporations:						
Agency securities	5,936	326,547	61	5,803	5,997	332,350
Agency guaranteed mortgage-backed securities	792	48,560	52	3,054	844	51,614
Small Business Administration loan-backed securities	3,537	347,883	1,331	37,832	4,868	385,715
Municipal securities	57	7,127	647	2,824	704	9,951
Asset-backed securities:						
Trust preferred securities – banks and insurance	1,280	52,845	187,240	624,501	188,520	677,346
Auction rate securities	11 11,613	1,603 784,565	24 189,355	889 674,903	35 200,968	2,492 1,459,468
Mutual funds and other	_	<del>_</del>	5,761	124,331	5,761	124,331
m . 1	11,613	784,565	195,116	799,234	206,729	1,583,799
Total	\$13,083	\$827,696	\$237,685	\$859,506	\$250,768	\$1,687,202

<u>Table of Contents</u>
ZIONS BANCORPORATION AND SUBSIDIARIES

	December 31, 2013 Less than 12 months		12 months of	or more	Total	
(In thousands)	Gross unrealized losses	Estimated fair value	Gross unrealized losses	Estimated fair value	Gross unrealized losses	Estimated fair value
Held-to-maturity						
Municipal securities Asset-backed securities:	\$4,025	\$70,400	\$591	\$9,103	\$4,616	\$79,503
Trust preferred securities – banks and						
insurance	_	_	42,901	51,319	42,901	51,319
	4,025	70,400	43,492	60,422	47,517	130,822
Available-for-sale						
U.S. Government agencies and corporations:						
Agency securities	828	47,862	73	5,874	901	53,736
Agency guaranteed mortgage-backed securities	1,231	64,533	6	935	1,237	65,468
Small Business Administration loan-backed securities	1,709	187,680	1,062	39,256	2,771	226,936
Municipal securities	73	8,834	417	3,179	490	12,013
Asset-backed securities:						
Trust preferred securities – banks and insurance	2,539	51,911	280,304	847,990	282,843	899,901
Auction rate securities	5	1,609	21	892	26	2,501
	6,385	362,429	281,883	898,126	288,268	1,260,555
Mutual funds and other	943	24,057	6,478	103,614	7,421	127,671
T-4-1	7,328	386,486	288,361	1,001,740	295,689	1,388,226
Total	\$11,353	\$456,886	\$331,853	\$1,062,162	\$343,206	\$1,519,048

At March 31, 2014 and December 31, 2013, respectively, 126 and 157 held-to-maturity ("HTM") and 334 and 317 available -for-sale ("AFS") investment securities were in an unrealized loss position.

## Other-Than-Temporary Impairment

**Ongoing Policy** 

We conduct a formal review of investment securities on a quarterly basis for the presence of other-than-temporary impairment ("OTTI"). We assess whether OTTI is present when the fair value of a debt security is less than its amortized cost basis at the balance sheet date (the vast majority of the investment portfolio are debt securities). Under these circumstances, OTTI is considered to have occurred if (1) we intend to sell the security; (2) it is "more likely than not" we will be required to sell the security before recovery of its amortized cost basis; or (3) the present value of expected cash flows is not sufficient to recover the entire amortized cost basis.

Noncredit-related OTTI in securities we intend to sell is recognized in earnings as is any credit-related OTTI in securities, regardless of our intent. Noncredit-related OTTI on AFS securities not expected to be sold is recognized in OCI. The amount of noncredit-related OTTI in a security is quantified as the difference in a security's amortized cost after adjustment for credit impairment, and its lower fair value. Presentation of OTTI is made in the statement of income on a gross basis with an offset for the amount of OTTI recognized in OCI. For securities classified as HTM, the amount of noncredit-related OTTI recognized in OCI is accreted using the effective interest rate method to the credit-adjusted expected cash flow amounts of the securities over future periods.

#### **Table of Contents**

#### ZIONS BANCORPORATION AND SUBSIDIARIES

#### Effect of Volcker Rule and Interim Final Rule

On December 10, 2013, the final Volcker Rule ("VR") was published pursuant to the Dodd-Frank Act. The VR significantly restricted certain activities by covered bank holding companies, including restrictions on certain types of securities, proprietary trading, and private equity investing. On January 14, 2014, the VR's application to certain CDO securities was revised by an Interim Final Rule ("IFR") related primarily to bank trust preferred CDO securities.

Certain of the Company's CDO securities backed primarily by insurance trust preferred securities, real estate investment trust ("REIT") securities, and asset-backed securities ("ABS") became disallowed to be held effective July 21, 2015 under the VR and the IFR. This regulatory change resulted in the Company no longer being able to hold these securities to maturity. Further, to reduce the risk profile of the portfolio, we determined as of December 31, 2013, an intent to sell certain disallowed as well as other allowed CDO securities.

During the first quarter of 2014, we recorded a total of \$993 million par amount of sales and paydowns of CDO securities. Total sales proceeds were \$607 million and, together with approximately \$5 million of gains on paydowns, resulted in net gains of \$31 million. Sales made reflected price improvement during the first quarter of 2014.

The sales included those announced on February 12, 2014 of \$631 million par amount of CDO securities resulting in pretax gains of \$65 million. These securities had been identified for sale as of December 31, 2013 and their amortized cost was adjusted to fair value as of that date.

Late in the first quarter, we sold an additional \$301 million par amount of primarily insurance CDOs. These sales resulted in net realized pretax losses of \$39 million. Unrealized losses on these securities were approximately \$65 million at December 31, 2013. Their amortized cost was not adjusted to fair value at December 31, 2013 because the Company did not, at that date, intend to sell these securities.

#### **OTTI Conclusions**

Our 2013 Annual Report on Form 10-K describes in more detail our OTTI evaluation process. The following summarizes the conclusions from our OTTI evaluation for the security type that has significant gross unrealized losses at March 31, 2014:

#### OTTI – Asset-Backed Securities

Trust preferred securities – banks and insurance – These CDO securities are interests in variable rate pools of trust preferred securities issued by trusts related to bank holding companies and insurance companies ("collateral issuers"). They are rated by one or more Nationally Recognized Statistical Rating Organizations ("NRSROS"), which are rating agencies registered with the Securities and Exchange Commission ("SEC"). The more junior securities were purchased generally at par, while the senior securities were purchased from Lockhart Funding LLC ("Lockhart"), a previously consolidated qualifying special-purpose entity securities conduit, at their carrying values (generally par) and then adjusted to their lower fair values. The primary drivers that have given rise to the unrealized losses on CDOs with bank and insurance collateral are listed below:

Market yield requirements for bank CDO securities remain elevated. The financial crisis and economic downturn resulted in significant utilization of both the unique five-year deferral option, which each collateral issuer maintains during the life of the CDO, and the payment in kind ("PIK") feature described subsequently. The resulting increase in the rate of return demanded by the market for trust preferred CDOs remains substantially higher than the contractual interest rates. CDO tranches backed by bank trust preferred securities continue to be characterized by uncertainty surrounding collateral behavior, specifically including, but not limited to, prepayments; the future number, size and timing of bank failures; holding company bankruptcies; and allowed deferrals and subsequent resumption of payment or default due to nonpayment of contractual interest.

#### ZIONS BANCORPORATION AND SUBSIDIARIES

Structural features of the collateral make these CDO tranches difficult for market participants to model. The first feature unique to bank CDOs is the interest deferral feature previously noted. Throughout the crisis starting in 2008, 2) certain banks within our CDO pools have exercised this prerogative. The extent to which these deferrals are likely to either transition to default or, alternatively, come current prior to the five-year deadline is extremely difficult for market participants to assess.

A second structural feature that is difficult to model is the PIK feature, which provides that upon reaching certain levels of collateral default or deferral, certain junior CDO tranches will not receive current interest but will instead have the interest amount that is unpaid capitalized or deferred. The delay in payment caused by PIKing results in lower security fair values even if PIKing is projected to be fully cured.

The ratings from one NRSRO remain below-investment-grade for even some of the most senior tranches that originally were rated AAA or the equivalent. Ratings on a number of CDO tranches vary significantly among rating 3) agencies. The presence of a below-investment-grade rating by even a single rating agency will severely limit the pool of buyers, which causes greater illiquidity and therefore most likely a higher implicit discount rate/lower price with regard to that CDO tranche.

Our ongoing review of these securities determined that OTTI should be recorded for the three months ended March 31, 2014.

The following is a tabular rollforward of the total amount of credit-related OTTI:

(In thousands)					Three Months Ended March 31, 2013					
	HTM		AFS	Total		HTM	AFS		Total	
Balance of credit-related OTTI at										
beginning	\$(9,052	)	\$(176,833)	\$(185,885	)	\$(13,549)	\$(394,494	)	\$(408,043)	)
of period										
Additions recognized in earnings during										
the period:										
Credit-related OTTI on securities not previously impaired	_		_	_		(403)	_		(403	)
Additional credit-related OTTI on securities previously impaired	(27	)	_	(27	)	_	(9,714	)	(9,714	)
Subtotal of amounts recognized in earnings	(27	)	_	(27	)	(403)	(9,714	)	(10,117	)
Reductions for securities sold or paid off during the period	_		12,919	12,919		_	_		_	
Balance of credit-related OTTI at end of period	\$(9,079	)	\$(163,914)	\$(172,993	)	\$(13,952)	\$(404,208	)	\$(418,160)	)

To determine the credit component of OTTI for all security types, we utilize projected cash flows. These cash flows are credit adjusted using, among other things, assumptions for default probability and loss severity. Certain other unobservable inputs such as prepayment rate assumptions are also utilized. In addition, certain internal and external models may be utilized. See Note 10 for further discussion. To determine the credit-related portion of OTTI in accordance with applicable accounting guidance, we use the security specific effective interest rate when estimating the present value of cash flows.

For those securities with credit-related OTTI recognized in the statement of income, the amounts of pretax noncredit-related OTTI recognized in OCI were as follows: (In thousands)

Three Months Ended
March 31,
2014

\$—
\$16,114

HTM \$— \$16,114 AFS — 5,262 \$— \$21,376

15

## <u>Table of Contents</u> ZIONS BANCORPORATION AND SUBSIDIARIES

The following summarizes gains and losses, including OTTI, that were recognized in the statement of income:

The following summarizes	Three Months 1  March 31, 2014			ns Ended	March 31, 20			
(In thousands)			Gross gains Gross loss		Gross gains	Gross losses		
Investment securities:								
Held-to-maturity			<b>\$</b> —	\$27	\$24	\$403		
Available-for-sale			72,561	41,647	3,276 9,715			
Other noninterest-bearing	investments:							
Nonmarketable equity sec	urities		912		2,857	25		
			73,473	41,674	6,157	10,143		
Net gains (losses)				\$31,799		\$(3,986	)	
Statement of income infor	mation:							
Net impairment losses on investment securities				\$(27	)	\$(10,117	)	
Equity securities gains, ne				912		2,832		
Fixed income securities ga	ains, net			30,914		3,299		
Net gains (losses)				\$31,799		\$(3,986	)	
Interest income by security	type was as foll	ows:						
January States	Three Mon							
	March 31,	2014		March 31,	2013			
(In thousands)	Taxable	Nontaxable	Total	Taxable	Nontaxable	Total		
Investment securities:								
Held-to-maturity	\$3,828	\$2,836	\$6,664	\$5,073	\$2,901	\$7,974		
Available-for-sale	20,424	524	20,948	17,173	539	17,712		
Trading	482		482	190	—	190		
	\$24,734	\$3,360	\$28,094	\$22,436	\$3,440	\$25,876		

Securities with a carrying value of \$1.5 billion at March 31, 2014 and December 31, 2013 were pledged to secure public and trust deposits, advances, and for other purposes as required by law. Securities are also pledged as collateral for security repurchase agreements.

16

#### ZIONS BANCORPORATION AND SUBSIDIARIES

#### 6.LOANS AND ALLOWANCE FOR CREDIT LOSSES

Loans and Loans Held for Sale

Loans are summarized as follows according to major portfolio segment and specific loan class:

March 31, 2014	December 31, 2013
\$126,344	\$171,328
\$12,511,630	\$12,481,083
389,576	387,929
7,347,813	7,437,195
482,074	449,418
20,731,093	20,755,625
2,263,920	2,182,821
8,080,348	8,005,837
10,344,268	10,188,658
2,165,285	2,133,120
4,795,484	4,736,665
330,215	324,922
360,389	356,240
186,089	197,864
7,837,462	7,748,811
285,313	350,271
\$39,198,136	\$39,043,365
	\$126,344 \$126,344 \$12,511,630 389,576 7,347,813 482,074 20,731,093 2,263,920 8,080,348 10,344,268 2,165,285 4,795,484 330,215 360,389 186,089 7,837,462 285,313

Loan balances are presented net of unearned income and fees, which amounted to \$144.5 million at March 31, 2014 and \$141.7 million at December 31, 2013.

Owner occupied and commercial real estate ("CRE") loans include unamortized premiums of approximately \$44.1 million at March 31, 2014 and \$47.2 million at December 31, 2013.

Municipal loans generally include loans to municipalities with the debt service being repaid from general funds or pledged revenues of the municipal entity, or to private commercial entities or 501(c)(3) not-for-profit entities utilizing a pass-through municipal entity to achieve favorable tax treatment.

Land development loans included in the construction and land development loan class were \$589.1 million at March 31, 2014 and \$561.3 million at December 31, 2013.

FDIC-supported loans were acquired during 2009 and are indemnified by the Federal Deposit Insurance Corporation ("FDIC") under loss sharing agreements. The FDIC-supported loan balances presented in the accompanying schedules include purchased credit-impaired ("PCI") loans accounted for at their carrying values rather than their outstanding balances. See subsequent discussion under Purchased Loans.

Loans with a carrying value of approximately \$23.5 billion at March 31, 2014 and \$23.0 billion at December 31, 2013 have been pledged at the Federal Reserve and various Federal Home Loan Banks ("FHLB") as collateral for current and potential borrowings.

We sold loans totaling \$337.6 million and \$447.6 million for the three months ended March 31, 2014, and 2013, respectively, that were classified as loans held for sale. Loans classified as loans held for sale primarily consist of

#### **Table of Contents**

#### ZIONS BANCORPORATION AND SUBSIDIARIES

conforming residential mortgages. Amounts added to loans held for sale during these periods were \$295.5 million and \$358.9 million, respectively. Income from loans sold, excluding servicing, for these same periods was \$3.5 million and \$8.5 million.

#### Allowance for Credit Losses

The allowance for credit losses ("ACL") consists of the allowance for loan and lease losses ("ALLL") (also referred to as the allowance for loan losses) and the reserve for unfunded lending commitments ("RULC").

#### Allowance for Loan and Lease Losses

The ALLL represents our estimate of probable and estimable losses inherent in the loan and lease portfolio as of the balance sheet date. Losses are charged to the ALLL when recognized. Generally, commercial loans are charged off or charged down at the point at which they are determined to be uncollectible in whole or in part, or when 180 days past due unless the loan is well secured and in the process of collection. Consumer loans are either charged off or charged down to net realizable value no later than the month in which they become 180 days past due. Closed-end consumer loans that are not secured by residential real estate are either charged off or charged down to net realizable value no later than the month in which they become 120 days past due. We establish the amount of the ALLL by analyzing the portfolio at least quarterly, and we adjust the provision for loan losses so the ALLL is at an appropriate level at the balance sheet date.

We determine our ALLL as the best estimate within a range of estimated losses. The methodologies we use to estimate the ALLL depend upon the impairment status and portfolio segment of the loan. The methodology for impaired loans is discussed subsequently. For the commercial and CRE segments, we use a comprehensive loan grading system to assign probability of default ("PD") and loss given default ("LGD") grades to each loan. The credit quality indicators discussed subsequently are based on this grading system. PD and LGD grades are based on both financial and statistical models and loan officers' judgment. We create groupings of these grades for each subsidiary bank and loan class and calculate historic loss rates using a loss migration analysis that attributes historic realized losses to these loan grade groupings over the period of January 2008 through the most recent full quarter. For the consumer loan segment, we use roll rate models to forecast probable inherent losses. Roll rate models measure the rate at which consumer loans migrate from one delinquency category to the next worse delinquency category, and eventually to loss. We estimate roll rates for consumer loans using recent delinquency and loss experience by segmenting our consumer loan portfolio into separate pools based on common risk characteristics and separately calculating historical delinquency and loss experience for each pool. These roll rates are then applied to current delinquency levels to estimate probable inherent losses, Roll rates incorporate housing market trends inasmuch as these trends manifest themselves in charge-offs and delinquencies. In addition, our qualitative and environmental factors discussed subsequently incorporate the most recent housing market trends.

For FDIC-supported loans purchased with evidence of credit deterioration, we determine the ALLL according to separate accounting guidance. The accounting for these loans, including the allowance calculation, is described in the Purchased Loans section following.

The current status and historical changes in qualitative and environmental factors may not be reflected in our quantitative models. Thus, after applying historical loss experience, as described above, we review the quantitatively derived level of ALLL for each segment using qualitative criteria and use those criteria to determine our estimate within the range. We track various risk factors that influence our judgment regarding the level of the ALLL across the portfolio segments. These factors primarily include:

Asset quality trends

Risk management and loan administration practices

Risk identification practices

Effect of changes in the nature and volume of the portfolio

18

### **Table of Contents**

## ZIONS BANCORPORATION AND SUBSIDIARIES

Existence and effect of any portfolio concentrations

National economic and business conditions

Regional and local economic and business conditions

Data availability and applicability

Effects of other external factors

The magnitude of the impact of these factors on our qualitative assessment of the ALLL changes from quarter to quarter according to the extent these factors are already reflected in historic loss rates and according to the extent these factors diverge from one to another. We also consider the uncertainty inherent in the estimation process when evaluating the ALLL.

#### Reserve for Unfunded Lending Commitments

We also estimate a reserve for potential losses associated with off-balance sheet commitments, including standby letters of credit. We determine the RULC using the same procedures and methodologies that we use for the ALLL. The loss factors used in the RULC are the same as the loss factors used in the ALLL, and the qualitative adjustments used in the RULC are the same as the qualitative adjustments used in the ALLL. We adjust the Company's unfunded lending commitments that are not unconditionally cancelable to an outstanding amount equivalent using credit conversion factors, and we apply the loss factors to the outstanding equivalents.

Changes in the allowance for credit losses are summarized as follows:

	Three Months Ended March 31, 2014									
(In thousands)	Commercial	Commercial real estate	Consumer	FDIC- supported <sup>1</sup>	Total					
Allowance for loan losses:				• •						
Balance at beginning of period	\$465,145	\$213,363	\$60,865	\$6,918	\$746,291					
Additions:										
Provision for loan losses	11,682	(1,567)	(8,868)	(1,857)	(610)					
Adjustment for FDIC-supported loans		_		(817)	(817)					
Deductions:										
Gross loan and lease charge-offs	(9,124)	(7,854)	(3,114)	(703)	(20,795)					
Recoveries	6,845	2,604	2,197	1,238	12,884					
Net loan and lease charge-offs	(2,279)	(5,250)	(917)	535	(7,911 )					
Balance at end of period	\$474,548	\$206,546	\$51,080	\$4,779	\$736,953					
Reserve for unfunded lending commitments:										
Balance at beginning of period	\$48,345	\$37,485	\$3,875	\$—	\$89,705					
Provision charged (credited) to earnings	1,525	(2,212)	(325)	<b>—</b>	(1,012)					
Balance at end of period	\$49,870	\$35,273	\$3,550	<b>\$</b> —	\$88,693					
Total allowance for credit losses at end of period:										
Allowance for loan losses	\$474,548	\$206,546	\$51,080	\$4,779	\$736,953					
Reserve for unfunded lending commitments	49,870	35,273	3,550	_	88,693					
Total allowance for credit losses	\$524,418	\$241,819	\$54,630	\$4,779	\$825,646					

	Three Months Ended March 31, 2013											
(In thousands)	Commercial		Commercial real estate		Consumer		FDIC- supported <sup>1</sup>		Total			
Allowance for loan losses:							• •					
Balance at beginning of period	\$510,908		\$276,976		\$95,656		\$12,547		\$896,087			
Additions:												
Provision for loan losses	(3,229	)	(18,628	)	(5,020	)	(2,158	)	(29,035	)		
Adjustment for FDIC-supported loans			_				(7,429	)	(7,429	)		
Deductions:												
Gross loan and lease charge-offs	(18,100	)	(7,224	)	(9,937	)	(206	)	(35,467	)		
Recoveries	7,351		5,297		3,923		1,054		17,625			
Net loan and lease charge-offs	(10,749	)	(1,927	)	(6,014	)	848		(17,842	)		
Balance at end of period	\$496,930		\$256,421		\$84,622		\$3,808		\$841,781			
Reserve for unfunded lending commitments:												
Balance at beginning of period	\$67,374		\$37,852		\$1,583		<b>\$</b> —		\$106,809			
Provision charged (credited) to earnings	(1,742	)	(4,612	)			_		(6,354	)		
Balance at end of period	\$65,632		\$33,240		\$1,583		<b>\$</b> —		\$100,455			
Total allowance for credit losses at end of												
period:												
Allowance for loan losses	\$496,930		\$256,421		\$84,622		\$3,808		\$841,781			
Reserve for unfunded lending commitments	65,632		33,240		1,583		_		100,455			
Total allowance for credit losses	\$562,562		\$289,661		\$86,205		\$3,808		\$942,236			
1 The Durchesed Leans section following cont	oine further	1:.	aussian rala	tod	to EDIC or		orted loons					

<sup>&</sup>lt;sup>1</sup> The Purchased Loans section following contains further discussion related to FDIC-supported loans.

The ALLL and outstanding loan balances according to the Company's impairment method are summarized as follows:

March 31, 2014

	March 31, 201	L <b>4</b>			
(In thousands)	Commercial	Commercial real estate	Consumer	FDIC- supported	Total
Allowance for loan losses:					
Individually evaluated for impairment	\$41,739	\$7,409	\$10,137	<b>\$</b> —	\$59,285
Collectively evaluated for impairment	432,809	199,137	40,943	528	673,417
Purchased loans with evidence of credit deterioration	_	_		4,251	4,251
Total	\$474,548	\$206,546	\$51,080	\$4,779	\$736,953
Outstanding loan balances:					
Individually evaluated for impairment	\$329,389	\$240,384	\$100,680	\$1,218	\$671,671
Collectively evaluated for impairment	20,401,704	10,103,884	7,736,782	35,128	38,277,498
Purchased loans with evidence of credit deterioration	_		_	248,967	248,967
Total	\$20,731,093	\$10,344,268	\$7,837,462	\$285,313	\$39,198,136
20					

	December 31, 2013						
(In thousands)	Commercial	Commercial real estate	Consumer	FDIC- supported	Total		
Allowance for loan losses:							
Individually evaluated for impairment	\$39,288	\$12,510	\$10,701	<b>\$</b> —	\$62,499		
Collectively evaluated for impairment	425,857	200,853	50,164	392	677,266		
Purchased loans with evidence of credit deterioration	_	_	_	6,526	6,526		
Total	\$465,145	\$213,363	\$60,865	\$6,918	\$746,291		
Outstanding loan balances:							
Individually evaluated for impairment	\$315,604	\$262,907	\$101,545	\$1,224	\$681,280		
Collectively evaluated for impairment	20,440,021	9,925,751	7,647,266	37,963	38,051,001		
Purchased loans with evidence of credit deterioration	_	_	_	311,084	311,084		
Total	\$20,755,625	\$10,188,658	\$7,748,811	\$350,271	\$39,043,365		

Nonaccrual and Past Due Loans

Loans are generally placed on nonaccrual status when payment in full of principal and interest is not expected, or the loan is 90 days or more past due as to principal or interest, unless the loan is both well secured and in the process of collection. Factors we consider in determining whether a loan is placed on nonaccrual include delinquency status, collateral value, borrower or guarantor financial statement information, bankruptcy status, and other information which would indicate that the full and timely collection of interest and principal is uncertain.

A nonaccrual loan may be returned to accrual status when all delinquent interest and principal become current in accordance with the terms of the loan agreement; the loan, if secured, is well secured; the borrower has paid according to the contractual terms for a minimum of six months; and analysis of the borrower indicates a reasonable assurance of the ability and willingness to maintain payments. Payments received on nonaccrual loans are applied as a reduction to the principal outstanding.

Closed-end loans with payments scheduled monthly are reported as past due when the borrower is in arrears for two or more monthly payments. Similarly, open-end credit such as charge-card plans and other revolving credit plans are reported as past due when the minimum payment has not been made for two or more billing cycles. Other multi-payment obligations (i.e., quarterly, semiannual, etc.), single payment, and demand notes are reported as past due when either principal or interest is due and unpaid for a period of 30 days or more.

21

Nonaccrual loans are summ	arized as follow	ws:					
				N	March 31,	Decemb	er 31,
(In thousands)				2	2014	2013	
Commonoist							
Commercial: Commercial and industrial				¢	5108,618	\$97,960	•
Leasing					5106,016	757	,
Owner occupied					27,140	136,281	
Municipal					),947	9,986	
Total commercial					246,389	244,984	
Commercial real estate:				_	. 10,505	211,501	
Construction and land devel	lopment			2	9,061	29,205	
Term	1				59,202	60,380	
Total commercial real estate	2				88,263	89,585	
Consumer:							
Home equity credit line				9	,624	8,969	
1-4 family residential				4	8,023	53,002	
Construction and other cons	sumer real estat	te		3	3,424	3,510	
Bankcard and other revolving	ng plans			8	382	1,365	
Other				9	044	804	
Total consumer loans					52,897	67,650	
FDIC-supported loans					4,117 4,394		
Total					5401,666	\$406,61	.3
Past due loans (accruing and			zed as follo	ws:			
	March 31, 201	14					
		20.00.1	00 1			•	Nonaccrual
(In thousands)	Current	30-89 days	•	Total	Total		•
,			, 1	. 1		loans	loans
		past due	past due	past due		90+ days	that are
	C <b>U</b> 22 <b>C</b> 11	past due	past due	past due			
Commercial:		past due	past due	past due		90+ days	that are
Commercial: Commercial and industrial			past due \$54,080	past due \$107,764	loans	90+ days	that are
	\$12,403,866 389,201	\$53,684 181		•	loans	90+ days past due	that are current <sup>1</sup>
Commercial and industrial	\$12,403,866	\$53,684	\$54,080	\$107,764	loans \$ 12,511,630	90+ days past due	that are current <sup>1</sup> \$45,137
Commercial and industrial Leasing	\$12,403,866 389,201	\$53,684 181	\$54,080 194	\$107,764 375	loans  \$ 12,511,630 389,576	90+ days past due \$826	that are current <sup>1</sup> \$ 45,137 490
Commercial and industrial Leasing Owner occupied	\$12,403,866 389,201 7,262,832	\$53,684 181	\$54,080 194 40,763	\$107,764 375 84,981	loans  \$ 12,511,630 389,576 7,347,813	90+ days past due \$826	that are current <sup>1</sup> \$45,137 490 71,445
Commercial and industrial Leasing Owner occupied Municipal	\$12,403,866 389,201 7,262,832 473,263	\$53,684 181 44,218	\$54,080 194 40,763 8,811	\$107,764 375 84,981 8,811	loans \$ 12,511,630 389,576 7,347,813 482,074	90+ days past due \$826 — 130 —	that are current <sup>1</sup> \$45,137 490 71,445 1,136
Commercial and industrial Leasing Owner occupied Municipal Total commercial Commercial real estate: Construction and land	\$12,403,866 389,201 7,262,832 473,263 20,529,162	\$53,684 181 44,218 — 98,083	\$54,080 194 40,763 8,811 103,848	\$107,764 375 84,981 8,811	loans \$ 12,511,630 389,576 7,347,813 482,074	90+ days past due \$826 — 130 —	that are current <sup>1</sup> \$45,137 490 71,445 1,136
Commercial and industrial Leasing Owner occupied Municipal Total commercial Commercial real estate: Construction and land development	\$12,403,866 389,201 7,262,832 473,263 20,529,162 2,246,891	\$53,684 181 44,218 — 98,083 5,518	\$54,080 194 40,763 8,811 103,848	\$107,764 375 84,981 8,811 201,931 17,029	loans  \$ 12,511,630 389,576 7,347,813 482,074 20,731,093  2,263,920	90+ days past due \$826  130  956	that are current <sup>1</sup> \$ 45,137 490 71,445 1,136 118,208
Commercial and industrial Leasing Owner occupied Municipal Total commercial Commercial real estate: Construction and land development Term	\$12,403,866 389,201 7,262,832 473,263 20,529,162 2,246,891 8,023,737	\$53,684 181 44,218 — 98,083 5,518 31,597	\$54,080 194 40,763 8,811 103,848 11,511 25,014	\$107,764 375 84,981 8,811 201,931 17,029 56,611	loans \$ 12,511,630 389,576 7,347,813 482,074 20,731,093 2,263,920 8,080,348	90+ days past due \$826 — 130 — 956 — 3,992	that are current <sup>1</sup> \$ 45,137 490 71,445 1,136 118,208 16,934 21,690
Commercial and industrial Leasing Owner occupied Municipal Total commercial Commercial real estate: Construction and land development Term Total commercial real estate	\$12,403,866 389,201 7,262,832 473,263 20,529,162 2,246,891 8,023,737	\$53,684 181 44,218 — 98,083 5,518	\$54,080 194 40,763 8,811 103,848	\$107,764 375 84,981 8,811 201,931 17,029	loans  \$ 12,511,630 389,576 7,347,813 482,074 20,731,093  2,263,920	90+ days past due \$826  130  956	that are current <sup>1</sup> \$ 45,137 490 71,445 1,136 118,208
Commercial and industrial Leasing Owner occupied Municipal Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer:	\$12,403,866 389,201 7,262,832 473,263 20,529,162 2,246,891 8,023,737 e10,270,628	\$53,684 181 44,218 — 98,083 5,518 31,597 37,115	\$54,080 194 40,763 8,811 103,848 11,511 25,014 36,525	\$107,764 375 84,981 8,811 201,931 17,029 56,611 73,640	loans  \$ 12,511,630 389,576 7,347,813 482,074 20,731,093  2,263,920 8,080,348 10,344,268	90+ days past due \$826 — 130 — 956 — 3,992	that are current <sup>1</sup> \$45,137 490 71,445 1,136 118,208 16,934 21,690 38,624
Commercial and industrial Leasing Owner occupied Municipal Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line	\$12,403,866 389,201 7,262,832 473,263 20,529,162 2,246,891 8,023,737 210,270,628 2,151,938	\$53,684 181 44,218 — 98,083 5,518 31,597 37,115 6,305	\$54,080 194 40,763 8,811 103,848 11,511 25,014 36,525 7,042	\$107,764 375 84,981 8,811 201,931 17,029 56,611 73,640 13,347	loans  \$ 12,511,630 389,576 7,347,813 482,074 20,731,093  2,263,920 8,080,348 10,344,268 2,165,285	90+ days past due \$826 — 130 — 956 — 3,992 3,992	that are current <sup>1</sup> \$ 45,137 490 71,445 1,136 118,208  16,934 21,690 38,624 2,145
Commercial and industrial Leasing Owner occupied Municipal Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line 1-4 family residential	\$12,403,866 389,201 7,262,832 473,263 20,529,162 2,246,891 8,023,737 e10,270,628 2,151,938 4,765,571	\$53,684 181 44,218 — 98,083 5,518 31,597 37,115 6,305 11,351	\$54,080 194 40,763 8,811 103,848 11,511 25,014 36,525 7,042 18,562	\$107,764 375 84,981 8,811 201,931 17,029 56,611 73,640 13,347 29,913	loans  \$ 12,511,630 389,576 7,347,813 482,074 20,731,093  2,263,920 8,080,348 10,344,268  2,165,285 4,795,484	90+ days past due \$826 — 130 — 956 — 3,992	that are current <sup>1</sup> \$ 45,137 490 71,445 1,136 118,208  16,934 21,690 38,624  2,145 25,889
Commercial and industrial Leasing Owner occupied Municipal Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line	\$12,403,866 389,201 7,262,832 473,263 20,529,162 2,246,891 8,023,737 210,270,628 2,151,938	\$53,684 181 44,218 — 98,083 5,518 31,597 37,115 6,305	\$54,080 194 40,763 8,811 103,848 11,511 25,014 36,525 7,042	\$107,764 375 84,981 8,811 201,931 17,029 56,611 73,640 13,347	loans  \$ 12,511,630 389,576 7,347,813 482,074 20,731,093  2,263,920 8,080,348 10,344,268 2,165,285	90+ days past due \$826 — 130 — 956 — 3,992 3,992	that are current <sup>1</sup> \$ 45,137 490 71,445 1,136 118,208  16,934 21,690 38,624 2,145

Bankcard and other revolving plans Other Total consumer loans FDIC-supported loans Total	184,687 7,786,089 247,399 \$38,833,278	625 23,038 4,390 \$162,626	777 28,335 33,524 \$202,232	1,402 51,373 37,914 \$364,858	186,089 7,837,462 285,313 \$39,198,136	3 1,713 31,530 \$38,191	127 31,000 1,572 \$ 189,404
22							

#### December 31, 2013

(In thousands)	Current	30-89 days past due	90+ days past due	Total past due	Total loans	Accruing loans 90+ days past due	Nonaccrual loans that are current <sup>1</sup>
Commercial:							
Commercial and industrial	\$12,387,546	\$48,811	\$44,726	\$93,537	\$12,481,083	\$1,855	\$ 52,412
Leasing	387,526	173	230	403	387,929	36	563
Owner occupied	7,357,618	36,718	42,859	79,577	7,437,195	744	82,072
Municipal	440,608	3,307	5,503	8,810	449,418	_	1,176
Total commercial	20,573,298	89,009	93,318	182,327	20,755,625	2,635	136,223
Commercial real estate:							
Construction and land	2,162,018	8,967	11,836	20,803	2,182,821	23	17,311
development		•	•				•
Term	7,971,327	15,362	19,148	34,510	8,005,837	5,580	42,624
Total commercial real estat	e 10,133,345	24,329	30,984	55,313	10,188,658	5,603	59,935
Consumer:							
Home equity credit line	2,122,549	8,001	2,570	10,571	2,133,120	98	2,868
1-4 family residential	4,704,852	8,526	23,287	31,813	4,736,665	667	27,592
Construction and other consumer real estate	322,807	1,038	1,077	2,115	324,922	_	2,232
Bankcard and other revolving plans	353,060	2,093	1,087	3,180	356,240	900	1,105
Other	196,327	827	710	1,537	197,864	54	125
Total consumer loans	7,699,595	20,485	28,731	49,216	7,748,811	1,719	33,922
FDIC-supported loans	305,709	12,026	32,536	44,562	350,271	30,391	1,975
Total	\$38,711,947	\$145,849	\$185,569	\$331,418	\$39,043,365	\$40,348	\$ 232,055

<sup>&</sup>lt;sup>1</sup> Represents nonaccrual loans that are not past due more than 30 days; however, full payment of principal and interest is still not expected.

## **Credit Quality Indicators**

In addition to the past due and nonaccrual criteria, we also analyze loans using loan risk grading systems, which vary based on the size and type of credit risk exposure. The internal risk grades assigned to loans follow our definitions of Pass, Special Mention, Substandard, and Doubtful, which are consistent with published definitions of regulatory risk classifications.

Definitions of Pass, Special Mention, Substandard, and Doubtful are summarized as follows:

Pass – A Pass asset is higher quality and does not fit any of the other categories described below. The likelihood of loss is considered remote.

Special Mention – A Special Mention asset has potential weaknesses that deserve management's close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the asset or in the bank's credit position at some future date.

Substandard – A Substandard asset is inadequately protected by the current sound worth and paying capacity of the obligor or of the collateral pledged, if any. Assets so classified have well defined weaknesses and are characterized by the distinct possibility that the bank may sustain some loss if deficiencies are not corrected.

Doubtful – A Doubtful asset has all the weaknesses inherent in a Substandard asset with the added characteristics that the weaknesses make collection or liquidation in full highly questionable and improbable.

We generally assign internal risk grades to commercial and CRE loans with commitments equal to or greater than \$750,000 based on financial and statistical models, individual credit analysis, and loan officer judgment. For these

23

## **Table of Contents**

#### ZIONS BANCORPORATION AND SUBSIDIARIES

larger loans, we assign one of multiple grades within the Pass classification or one of the following four grades: Special Mention, Substandard, Doubtful, and Loss. Loss indicates that the outstanding balance has been charged off. We confirm our internal risk grades quarterly, or as soon as we identify information that affects the credit risk of the loan.

For consumer loans or certain small commercial loans with commitments equal to or less than \$750,000, we generally assign internal risk grades similar to those described previously based on automated rules that depend on refreshed credit scores, payment performance, and other risk indicators. These are generally assigned either a Pass or Substandard grade and are reviewed as we identify information that might warrant a grade change.

Outstanding loan balances (accruing and nonaccruing) categorized by these credit quality indicators are summarized as follows:

	March 31, 201	14				
(In thousands)	Pass	Special Mention	Sub- standard	Doubtful	Total loans	Total allowance
Commercial:						
Commercial and industrial	\$11,722,928	\$340,409	\$436,572	\$11,721	\$12,511,630	
Leasing	383,454	992	5,130		389,576	
Owner occupied	6,762,002	167,655	417,828	328	7,347,813	
Municipal	472,127	_	9,947		482,074	
Total commercial	19,340,511	509,056	869,477	12,049	20,731,093	\$474,548
Commercial real estate:						
Construction and land development	2,192,237	14,181	57,502		2,263,920	
Term	7,675,747	149,016	253,739	1,846	8,080,348	
Total commercial real estate	9,867,984	163,197	311,241	1,846	10,344,268	206,546
Consumer:						
Home equity credit line	2,140,762		24,523		2,165,285	
1-4 family residential	4,732,423		63,061		4,795,484	
Construction and other consumer real estate	321,328	_	8,887	_	330,215	
Bankcard and other revolving plans	358,045	_	2,344		360,389	
Other	184,863		1,226		186,089	
Total consumer loans	7,737,421	_	100,041	_	7,837,462	51,080
FDIC-supported loans	181,100	19,366	84,847		285,313	4,779
Total	\$37,127,016	\$691,619	\$1,365,606	\$13,895	\$39,198,136	\$736,953

<u>Table of Contents</u>
ZIONS BANCORPORATION AND SUBSIDIARIES

	December 31,		Ch		Total	Total
(In thousands)	Pass	Special Mention	Sub- standard	Doubtful	loans	allowance
Commercial:						
Commercial and industrial	\$11,807,825	\$303,598	\$360,391	\$9,269	\$12,481,083	
Leasing	380,268	2,050	5,611		387,929	
Owner occupied	6,827,464	184,328	425,403		7,437,195	
Municipal	439,432	_	9,986		449,418	
Total commercial	19,454,989	489,976	801,391	9,269	20,755,625	\$465,145
Commercial real estate:						
Construction and land development	2,107,828	15,010	59,983		2,182,821	
Term	7,569,472	172,856	263,509		8,005,837	
Total commercial real estate	9,677,300	187,866	323,492		10,188,658	213,363
Consumer:						
Home equity credit line	2,111,475		21,645		2,133,120	
1-4 family residential	4,668,841		67,824		4,736,665	
Construction and other consumer	313,881	_	11,041	_	324,922	
real estate					·	
Bankcard and other revolving plans			2,622	_	356,240	
Other	196,770		1,094		197,864	
Total consumer loans	7,644,585		104,226		7,748,811	60,865
FDIC-supported loans	232,893	22,532	94,846		350,271	6,918
Total	\$37,009,767	\$700,374	\$1,323,955	\$9,269	\$39,043,365	\$746,291

#### **Impaired Loans**

Loans are considered impaired when, based on current information and events, it is probable that we will be unable to collect all amounts due in accordance with the contractual terms of the loan agreement, including scheduled interest payments. For our non-purchased credit impaired loans, if a nonaccrual loan has a balance greater than \$1 million or if a loan is a troubled debt restructuring ("TDR"), including TDRs that subsequently default, we individually evaluate the loan for impairment and estimate a specific reserve for the loan for all portfolio segments under applicable accounting guidance. Smaller nonaccrual loans are pooled for ALLL estimation purposes. PCI loans in our FDIC-supported portfolio segment are included in impaired loans and are accounted for under separate accounting guidance. See subsequent discussion under Purchased Loans.

When a loan is impaired, we estimate a specific reserve for the loan based on the projected present value of the loan's future cash flows discounted at the loan's effective interest rate, the observable market price of the loan, or the fair value of the loan's underlying collateral. The process of estimating future cash flows also incorporates the same determining factors discussed previously under nonaccrual loans. When we base the impairment amount on the fair value of the loan's underlying collateral, we generally charge off the portion of the balance that is impaired, such that these loans do not have a specific reserve in the ALLL. Payments received on impaired loans that are accruing are recognized in interest income, according to the contractual loan agreement. Payments received on impaired loans that are on nonaccrual are not recognized in interest income, but are applied as a reduction to the principal outstanding. The amount of interest income recognized on a cash basis during the time the loans were impaired within the three months ended March 31, 2014 and 2013 was not significant.

Information on impaired loans individually evaluated is summarized as follows, including the average recorded investment and interest income recognized for the three months ended March 31, 2014 and 2013:

25

(In thousands)	March 31, 201 Unpaid	Recorded inves		Total	Related			
,	principal balance	with no allowance	with allowance	recorded investment	allowance			
Commercial:	outunee	uno wunee	uno wance	m v estiment				
Commercial and industrial	\$201,765	\$36,155	\$140,988	\$177,143	\$31,319			
Owner occupied	146,504	59,435	71,281	130,716	8,487			
Total commercial	348,269	95,590	212,269	307,859	39,806			
Commercial real estate:								
Construction and land development	70,088	28,680	30,460	59,140	2,865			
Term	175,713	70,196	62,043	132,239	3,634			
Total commercial real estate	245,801	98,876	92,503	191,379	6,499			
Consumer:								
Home equity credit line	18,145	13,095	2,177	15,272	67			
1-4 family residential	94,639	39,589	39,841	79,430	9,790			
Construction and other consumer real	4,241	2,341	986	3,327	179			
estate		·	700	•	177			
Other	630	630		630				
Total consumer loans	117,655	55,655	43,004	98,659	10,036			
FDIC-supported loans	321,798	91,487	158,698	250,185	4,251			
Total	\$1,033,523	\$341,608	\$506,474	\$848,082	\$60,592			
	Dagambar 21	2012						
	December 31, 2013 Unpaid Recorded investment Total							
(In thousands)	_				Related			
(In thousands)	principal	with no	with	recorded	Related allowance			
	_							
Commercial:	principal balance	with no allowance	with allowance	recorded investment	allowance			
Commercial: Commercial and industrial	principal balance \$178,281	with no allowance \$30,092	with allowance \$126,692	recorded investment \$156,784	allowance \$23,687			
Commercial: Commercial and industrial Owner occupied	principal balance \$178,281 151,499	with no allowance \$30,092 50,361	with allowance \$126,692 88,584	recorded investment \$156,784 138,945	\$23,687 13,900			
Commercial: Commercial and industrial Owner occupied Total commercial	principal balance \$178,281	with no allowance \$30,092	with allowance \$126,692	recorded investment \$156,784	allowance \$23,687			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate:	principal balance \$178,281 151,499 329,780	with no allowance \$30,092 50,361 80,453	with allowance \$126,692 88,584 215,276	recorded investment \$156,784 138,945 295,729	\$23,687 13,900 37,587			
Commercial: Commercial and industrial Owner occupied Total commercial	principal balance \$178,281 151,499 329,780 85,440	with no allowance \$30,092 50,361 80,453	with allowance \$126,692 88,584	recorded investment \$156,784 138,945 295,729 69,950	\$23,687 13,900 37,587 3,483			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term	principal balance \$178,281 151,499 329,780 85,440 171,826	with no allowance \$30,092 50,361 80,453 19,206 34,258	with allowance \$126,692 88,584 215,276 50,744 112,330	recorded investment \$156,784 138,945 295,729 69,950 146,588	\$23,687 13,900 37,587 3,483 7,981			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development	principal balance \$178,281 151,499 329,780 85,440	with no allowance \$30,092 50,361 80,453	with allowance \$126,692 88,584 215,276 50,744	recorded investment \$156,784 138,945 295,729 69,950	\$23,687 13,900 37,587 3,483			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer:	principal balance \$178,281 151,499 329,780 85,440 171,826	with no allowance \$30,092 50,361 80,453 19,206 34,258	with allowance \$126,692 88,584 215,276 50,744 112,330	recorded investment \$156,784 138,945 295,729 69,950 146,588	\$23,687 13,900 37,587 3,483 7,981			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate	principal balance \$178,281 151,499 329,780 85,440 171,826 257,266	with no allowance \$30,092 50,361 80,453 19,206 34,258 53,464	with allowance \$126,692 88,584 215,276 50,744 112,330 163,074	recorded investment \$156,784 138,945 295,729 69,950 146,588 216,538	\$23,687 13,900 37,587 3,483 7,981 11,464			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line	principal balance \$178,281 151,499 329,780 85,440 171,826 257,266 17,547 95,613	with no allowance \$30,092 50,361 80,453 19,206 34,258 53,464 12,568 38,775	with allowance \$126,692 88,584 215,276 50,744 112,330 163,074 2,200 42,132	recorded investment  \$156,784 138,945 295,729 69,950 146,588 216,538 14,768 80,907	\$23,687 13,900 37,587 3,483 7,981 11,464 178 10,276			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line 1-4 family residential	principal balance \$178,281 151,499 329,780 85,440 171,826 257,266	with no allowance \$30,092 50,361 80,453 19,206 34,258 53,464 12,568	with allowance \$126,692 88,584 215,276 50,744 112,330 163,074 2,200	recorded investment \$156,784 138,945 295,729 69,950 146,588 216,538	\$23,687 13,900 37,587 3,483 7,981 11,464			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line 1-4 family residential Construction and other consumer real	principal balance \$178,281 151,499 329,780 85,440 171,826 257,266 17,547 95,613	with no allowance \$30,092 50,361 80,453 19,206 34,258 53,464 12,568 38,775	with allowance \$126,692 88,584 215,276 50,744 112,330 163,074 2,200 42,132	recorded investment  \$156,784 138,945 295,729 69,950 146,588 216,538 14,768 80,907	\$23,687 13,900 37,587 3,483 7,981 11,464 178 10,276			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line 1-4 family residential Construction and other consumer real estate	principal balance \$178,281 151,499 329,780 85,440 171,826 257,266 17,547 95,613 4,713	with no allowance \$30,092 50,361 80,453 19,206 34,258 53,464 12,568 38,775 2,643	with allowance \$126,692 88,584 215,276 50,744 112,330 163,074 2,200 42,132	recorded investment  \$156,784 138,945 295,729 69,950 146,588 216,538 14,768 80,907 3,576	\$23,687 13,900 37,587 3,483 7,981 11,464 178 10,276			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line 1-4 family residential Construction and other consumer real estate Bankcard and other revolving plans Other Total consumer loans	principal balance \$178,281 151,499 329,780 85,440 171,826 257,266 17,547 95,613 4,713 726 — 118,599	with no allowance \$30,092 50,361 80,453 19,206 34,258 53,464 12,568 38,775 2,643 726 — 54,712	with allowance \$126,692 88,584 215,276 50,744 112,330 163,074 2,200 42,132	recorded investment  \$156,784 138,945 295,729 69,950 146,588 216,538 14,768 80,907 3,576	\$23,687 13,900 37,587 3,483 7,981 11,464 178 10,276			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line 1-4 family residential Construction and other consumer real estate Bankcard and other revolving plans Other	principal balance \$178,281 151,499 329,780 85,440 171,826 257,266 17,547 95,613 4,713 726 — 118,599 404,308	with no allowance \$30,092 50,361 80,453  19,206 34,258 53,464  12,568 38,775 2,643 726 — 54,712 83,917	with allowance \$126,692 88,584 215,276 50,744 112,330 163,074 2,200 42,132 933 — 45,265 228,392	recorded investment  \$156,784 138,945 295,729  69,950 146,588 216,538  14,768 80,907 3,576 726 — 99,977 312,309	\$23,687 13,900 37,587 3,483 7,981 11,464 178 10,276 175 — 10,629 6,526			
Commercial: Commercial and industrial Owner occupied Total commercial Commercial real estate: Construction and land development Term Total commercial real estate Consumer: Home equity credit line 1-4 family residential Construction and other consumer real estate Bankcard and other revolving plans Other Total consumer loans	principal balance \$178,281 151,499 329,780 85,440 171,826 257,266 17,547 95,613 4,713 726 — 118,599	with no allowance \$30,092 50,361 80,453 19,206 34,258 53,464 12,568 38,775 2,643 726 — 54,712	with allowance \$126,692 88,584 215,276  50,744 112,330 163,074  2,200 42,132 933 — 45,265	recorded investment  \$156,784 138,945 295,729  69,950 146,588 216,538  14,768 80,907 3,576 726 — 99,977	\$23,687 13,900 37,587 3,483 7,981 11,464 178 10,276 175 — 10,629			

	Three Month	s Ended	Three Months	Three Months Ended		
	March 31, 20	)14	March 31, 20	March 31, 2013		
(In thousands)	Average	Interest	Average	Interest		
(III tilousalius)	recorded	income	recorded	income		
	investment	recognized	investment	recognized		
Commercial:						
Commercial and industrial	\$175,155	\$1,024	\$177,745	\$856		
Owner occupied	137,175	752	182,825	806		
Total commercial	312,330	1,776	360,570	1,662		
Commercial real estate:						
Construction and land development	62,548	552	147,225	664		
Term	149,425	1,294	289,103	1,836		
Total commercial real estate	211,973	1,846	436,328	2,500		
Consumer:						
Home equity credit line	14,952	135	11,455	59		
1-4 family residential	80,154	448	99,191	382		
Construction and other consumer real estate	3,332	35	6,122	46		
Other	704	_	1,816	_		
Total consumer loans	99,142	618	118,584	487		
FDIC-supported loans	283,782	22,305	<sup>1</sup> 447,841	25,153	1	
Total	\$907,227	\$26,545	\$1,363,323	\$29,802		

<sup>&</sup>lt;sup>1</sup> The balance of interest income recognized results primarily from accretion of interest income on impaired FDIC-supported loans.

## Modified and Restructured Loans

Loans may be modified in the normal course of business for competitive reasons or to strengthen the Company's position. Loan modifications and restructurings may also occur when the borrower experiences financial difficulty and needs temporary or permanent relief from the original contractual terms of the loan. These modifications are structured on a loan-by-loan basis and, depending on the circumstances, may include extended payment terms, a modified interest rate, forgiveness of principal, or other concessions. Loans that have been modified to accommodate a borrower who is experiencing financial difficulties, and for which the Company has granted a concession that it would not otherwise consider, are considered TDRs.

We consider many factors in determining whether to agree to a loan modification involving concessions, and seek a solution that will both minimize potential loss to the Company and attempt to help the borrower. We evaluate borrowers' current and forecasted future cash flows, their ability and willingness to make current contractual or proposed modified payments, the value of the underlying collateral (if applicable), the possibility of obtaining additional security or guarantees, and the potential costs related to a repossession or foreclosure and the subsequent sale of the collateral.

TDRs are classified as either accrual or nonaccrual loans. A loan on nonaccrual and restructured as a TDR will remain on nonaccrual status until the borrower has proven the ability to perform under the modified structure for a minimum of six months, and there is evidence that such payments can and are likely to continue as agreed. Performance prior to the restructuring, or significant events that coincide with the restructuring, are included in assessing whether the borrower can meet the new terms and may result in the loan being returned to accrual at the time of restructuring or after a shorter performance period. If the borrower's ability to meet the revised payment schedule is uncertain, the loan remains classified as a nonaccrual loan. A TDR loan that specifies an interest rate that at the time of the restructuring is greater than or equal to the rate the bank is willing to accept for a new loan with comparable risk may not be

reported as a TDR or an impaired loan in the calendar years subsequent to the restructuring if it is in compliance with its modified terms.

27

Selected information on TDRs that includes the recorded investment on an accruing and nonaccruing basis by loan class and modification type is summarized in the following schedules:

	March 31, 2014							
			sulting from	the following	ng modificat	ion types:		
(In thousands)	Interest rate below market	Maturity	Principal forgiveness	Payment	Other <sup>1</sup>	Multiple modification types <sup>2</sup>	Total	
Accruing								
Commercial:								
Commercial and industrial	\$640	\$8,738	\$ 21	\$3,553	\$4,214	\$ 64,547	\$81,713	
Owner occupied	22,484	1,072	980	1,282	9,573	21,437	56,828	
Total commercial	23,124	9,810	1,001	4,835	13,787	85,984	138,541	
Commercial real estate:								
Construction and land		8,003		1,077	562	23,328	32,970	
development		•						
Term	8,603	8,980	188	3,695	4,151	59,215	84,832	
Total commercial real estate	8,603	16,983	188	4,772	4,713	82,543	117,802	
Consumer:								
Home equity credit line	742	34	10,158	_	164	426	11,524	
1-4 family residential	2,608	55	6,966	638	1,437	37,323	49,027	
Construction and other	123	326	49			1,494	1,992	
consumer real estate	123	320	49	_	<del></del>	1,494	1,992	
Total consumer loans	3,473	415	17,173	638	1,601	39,243	62,543	
Total accruing	35,200	27,208	18,362	10,245	20,101	207,770	318,886	
Nonaccruing								
Commercial:								
Commercial and industrial	1,881	6,412	_	412	409	18,800	27,914	
Owner occupied	2,678	1,184	1,037	1,558	6,917	16,599	29,973	
Total commercial	4,559	7,596	1,037	1,970	7,326	35,399	57,887	
Commercial real estate:								
Construction and land	11 555	1 075			1 645	11 005	26 170	
development	11,555	1,075	_		1,645	11,895	26,170	
Term	2,311	84		1,867	392	15,577	20,231	
Total commercial real estate	13,866	1,159		1,867	2,037	27,472	46,401	
Consumer:								
Home equity credit line			793	_	217	69	1,079	
1-4 family residential	4,249	48	1,784	_	3,257	14,581	23,919	
Construction and other	4	1 105				120	1 240	
consumer real estate	4	1,105	_		_	139	1,248	
Bankcard and other revolving								
plans	_	_		_				
Total consumer loans	4,253	1,153	2,577	_	3,474	14,789	26,246	
Total nonaccruing	22,678	9,908	3,614	3,837	12,837	77,660	130,534	
Total	\$57,878	\$37,116	\$21,976	\$14,082	\$32,938	\$ 285,430	\$449,420	

## <u>Table of Contents</u> ZIONS BANCORPORATION AND SUBSIDIARIES

(In thousands)	December Recorded interest rate below market	investment re Maturity	esulting from Principal forgiveness	Payment	ng modifica	tion types:  Multiple  modification  types <sup>2</sup>	Total
Accruing							
Commercial:							
Commercial and industrial	\$1,143	\$9,848	\$ 11,491	\$3,217	\$4,308	\$ 53,117	\$83,124
Owner occupied	22,841	1,482	987	1,291	9,659	23,576	59,836
Total commercial	23,984	11,330	12,478	4,508	13,967	76,693	142,960
Commercial real estate:							
Construction and land development	1,067	8,231		1,063	4,119	28,295	42,775
Term	7,542	9,241	190	3,783	14,932	61,024	96,712
Total commercial real estate Consumer:	8,609	17,472	190	4,846	19,051	89,319	139,487