

Cost of Total Funding Since Q1 2022 For Large Banks*

Bank	Total Assets	Cost of Total Funding								Δ Q3'23 - Q1'22
		Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Cost of Funding	
GOLDMAN SACHS BANK USA	\$538,127,000,000	5.6%	5.2%	4.5%	3.9%	2.3%	1.1%	0.5%	510.2 bps	
BANK OF NEW YORK MELLON, THE	\$328,468,000,000	5.0%	4.3%	2.9%	2.0%	0.9%	0.2%	0.0%	502.6 bps	
NORTHERN TRUST COMPANY, THE	\$145,817,444,000	4.4%	3.5%	2.6%	1.8%	0.8%	0.2%	0.0%	439.3 bps	
AMERICAN EXPRESS NATIONAL BANK	\$174,797,696,000	4.2%	4.0%	3.6%	3.0%	1.9%	0.9%	0.7%	354.9 bps	
SYNCHRONY BANK	\$105,275,000,000	4.3%	4.0%	3.5%	2.7%	1.8%	1.1%	0.9%	343.7 bps	
ALLY BANK	\$185,721,000,000	4.0%	3.7%	3.2%	2.5%	1.7%	0.9%	0.7%	327.3 bps	
UBS BANK USA	\$114,351,610,000	3.3%	3.0%	2.5%	2.0%	0.8%	0.2%	0.1%	321.8 bps	
DISCOVER BANK	\$141,234,965,000	4.1%	3.8%	3.4%	2.9%	2.0%	1.2%	1.0%	318.8 bps	
CITIBANK, N.A.	\$1,657,372,000,000	3.4%	3.1%	2.7%	2.1%	1.2%	0.5%	0.3%	308.2 bps	
CAPITAL ONE, NATIONAL ASSOCIATION	\$468,779,830,000	3.3%	3.0%	2.6%	2.3%	1.0%	0.5%	0.3%	301.2 bps	
HSBC BANK USA, NATIONAL ASSOCIATION	\$161,303,825,000	3.2%	2.9%	2.4%	1.9%	1.1%	0.5%	0.2%	297.2 bps	
STATE STREET BANK AND TRUST COMPANY	\$280,469,000,000	2.8%	2.4%	2.0%	1.4%	0.6%	0.1%	0.0%	280.7 bps	
VALLEY NATIONAL BANK	\$61,185,861,000	2.9%	2.7%	2.2%	1.4%	0.6%	0.3%	0.2%	275.9 bps	
CIBC BANK USA	\$52,342,602,000	2.9%	2.3%	2.2%	1.6%	0.9%	0.3%	0.1%	273.4 bps	
MORGAN STANLEY BANK, N.A.	\$207,376,000,000	2.8%	2.5%	2.0%	1.5%	0.7%	0.2%	0.1%	268.9 bps	
MORGAN STANLEY PRIVATE BANK, NATIONAL ASSOCIATION	\$198,523,000,000	2.7%	2.3%	1.8%	1.2%	0.5%	0.1%	0.1%	263.8 bps	
WESTERN ALLIANCE BANK	\$70,541,989,000	2.8%	2.8%	2.3%	1.6%	0.9%	0.3%	0.2%	260.5 bps	
COMERICA BANK	\$85,808,000,000	2.4%	2.1%	1.2%	0.4%	0.1%	0.0%	0.0%	235.4 bps	
SYNOVUS BANK	\$59,211,156,000	2.5%	2.2%	1.7%	1.1%	0.5%	0.2%	0.1%	234.4 bps	
KEYBANK NATIONAL ASSOCIATION	\$185,571,273,000	2.4%	2.2%	1.5%	1.0%	0.5%	0.1%	0.1%	232.2 bps	
EAST WEST BANK	\$68,154,331,000	2.3%	2.1%	1.5%	1.0%	0.5%	0.2%	0.1%	225.0 bps	
SANTANDER BANK, NATIONAL ASSOCIATION	\$98,568,768,000	2.3%	2.2%	1.8%	1.1%	0.5%	0.2%	0.1%	221.2 bps	
U.S. BANK NATIONAL ASSOCIATION	\$657,183,636,000	2.3%	2.0%	1.7%	1.2%	0.6%	0.2%	0.1%	215.1 bps	
CITIZENS BANK, NATIONAL ASSOCIATION	\$224,955,587,000	2.2%	1.9%	1.5%	1.1%	0.6%	0.2%	0.1%	209.5 bps	
FIRST HORIZON BANK	\$82,238,275,000	2.2%	1.7%	1.1%	0.6%	0.3%	0.1%	0.1%	206.0 bps	
ZIONS BANCORPORATION, NATIONAL ASSOCIATION	\$87,269,125,000	2.1%	1.9%	1.2%	0.6%	0.2%	0.1%	0.1%	205.4 bps	
HUNTINGTON NATIONAL BANK, THE	\$186,356,403,000	2.1%	2.0%	1.4%	0.9%	0.4%	0.1%	0.1%	205.2 bps	
FIFTH THIRD BANK, NATIONAL ASSOCIATION	\$212,148,000,000	2.1%	1.8%	1.4%	0.9%	0.4%	0.1%	0.1%	203.5 bps	
WEBSTER BANK, NATIONAL ASSOCIATION	\$73,062,644,000	2.1%	2.1%	1.5%	0.9%	0.4%	0.1%	0.1%	203.3 bps	
TRUIST BANK	\$535,000,000,000	2.1%	2.0%	1.5%	0.9%	0.4%	0.2%	0.1%	202.6 bps	
Average**	\$388,585,631,578	2.6%	2.3%	1.8%	1.3%	0.7%	0.3%	0.2%	242.0 bps	
Median**	\$185,571,273,000	2.3%	2.1%	1.5%	1.1%	0.5%	0.2%	0.1%	215.1 bps	
Maximum**	\$3,385,581,000,000	5.6%	5.2%	4.5%	3.9%	2.3%	1.2%	1.0%	510.2 bps	
Minimum**	\$51,974,259,000	0.9%	0.8%	0.6%	0.4%	0.1%	0.0%	0.0%	85.3 bps	

* Assets = Above \$50 billion

** Represents values for the entire peer set (45 banks)

Cost of Total Funding Since Q1 2022 For Regional Banks*

Bank	Total Assets	Cost of Total Funding								Δ Q3'23 - Q1'22
		Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Cost of Funding	
TD BANK USA, NATIONAL ASSOCIATION	\$35,606,754,000	5.2%	5.0%	4.4%	3.6%	2.2%	0.7%	0.1%	505.5 bps	
MERCHANTS BANK OF INDIANA	\$16,169,863,000	5.0%	4.7%	4.0%	3.2%	1.9%	0.8%	0.4%	460.9 bps	
SOFI BANK, NATIONAL ASSOCIATION	\$21,509,458,000	4.3%	4.0%	3.9%	3.0%	1.8%	1.0%	0.2%	405.6 bps	
WELLS FARGO NATIONAL BANK WEST	\$15,432,574,000	4.1%	4.2%	4.1%	3.7%	3.3%	0.2%	0.1%	405.2 bps	
BNY MELLON, NATIONAL ASSOCIATION	\$30,403,000,000	4.1%	4.0%	3.5%	2.6%	1.4%	0.4%	0.2%	394.1 bps	
TRISTATE CAPITAL BANK	\$17,932,443,000	4.3%	4.0%	3.7%	3.0%	2.0%	0.8%	0.4%	389.0 bps	
DEUTSCHE BANK TRUST COMPANY AMERICAS	\$38,079,000,000	3.8%	3.2%	2.8%	2.0%	1.2%	0.3%	0.0%	373.2 bps	
ISRAEL DISCOUNT BANK OF NEW YORK	\$12,442,993,000	3.9%	3.5%	3.0%	2.3%	1.1%	0.5%	0.2%	365.4 bps	
BEAL BANK USA	\$24,703,672,000	4.0%	3.8%	3.5%	2.9%	2.1%	1.4%	0.7%	326.1 bps	
BARCLAYS BANK DELAWARE	\$38,405,000,000	4.1%	3.9%	3.4%	2.8%	2.0%	1.2%	0.9%	320.5 bps	
AXOS BANK	\$19,929,317,000	3.4%	3.2%	2.6%	1.9%	1.0%	0.4%	0.3%	313.9 bps	
COMENITY CAPITAL BANK	\$11,949,273,000	4.4%	4.0%	3.9%	3.4%	2.3%	1.6%	1.3%	313.4 bps	
BANC OF CALIFORNIA	\$36,711,566,000	3.1%	3.2%	2.1%	1.2%	0.6%	0.2%	0.1%	306.4 bps	
FIRST FOUNDATION BANK	\$13,019,080,000	3.2%	3.2%	2.7%	1.8%	0.7%	0.3%	0.2%	302.9 bps	
VERITEX COMMUNITY BANK	\$12,336,815,000	3.2%	3.0%	2.5%	1.7%	0.8%	0.3%	0.2%	301.7 bps	
LIVE OAK BANKING COMPANY	\$10,866,049,000	3.6%	3.5%	3.0%	2.3%	1.5%	1.0%	0.8%	282.3 bps	
NEXBANK	\$15,807,773,000	3.8%	3.6%	3.2%	2.6%	1.7%	1.1%	1.0%	282.1 bps	
PINNACLE BANK	\$47,374,104,000	3.0%	2.6%	2.1%	1.5%	0.7%	0.3%	0.2%	281.8 bps	
SALLIE MAE BANK	\$29,151,282,000	4.0%	3.8%	3.5%	3.0%	2.2%	1.4%	1.2%	279.9 bps	
BELL BANK	\$13,838,676,000	3.0%	2.7%	2.3%	1.7%	0.7%	0.3%	0.2%	278.1 bps	
BOKF, NATIONAL ASSOCIATION	\$48,681,506,000	2.9%	2.4%	1.7%	1.0%	0.5%	0.2%	0.1%	273.4 bps	
SERVISFIRST BANK	\$16,043,425,000	2.9%	2.4%	1.9%	1.2%	0.5%	0.2%	0.2%	272.7 bps	
CUSTOMERS BANK	\$21,849,415,000	3.0%	2.9%	3.2%	2.5%	1.3%	0.5%	0.3%	269.0 bps	
EVERBANK, NATIONAL ASSOCIATION	\$34,631,082,000	3.4%	3.2%	2.8%	2.1%	1.3%	0.8%	0.7%	268.3 bps	
TEXAS CAPITAL BANK	\$29,583,149,000	2.9%	2.7%	2.4%	1.8%	1.1%	0.5%	0.3%	264.6 bps	
EAGLEBANK	\$11,110,771,000	2.8%	2.7%	2.1%	1.4%	0.8%	0.4%	0.2%	262.2 bps	
INDEPENDENT BANK DBA INDEPENDENT FINANCIAL	\$18,513,997,000	2.8%	2.4%	1.8%	1.1%	0.6%	0.2%	0.2%	261.5 bps	
BANK OF AMERICA CALIFORNIA, NATIONAL ASSOCIATION	\$15,156,000,000	2.5%	2.1%	1.4%	0.7%	0.0%	0.0%	0.0%	253.5 bps	
DIME COMMUNITY BANK	\$13,635,038,000	2.6%	2.3%	1.8%	0.9%	0.3%	0.1%	0.1%	252.2 bps	
BANK OZK	\$32,767,328,000	2.6%	2.1%	1.6%	1.0%	0.4%	0.2%	0.2%	239.7 bps	
Average**	\$22,357,679,573	2.2%	2.0%	1.6%	1.1%	0.6%	0.3%	0.2%	202.9 bps	
Median**	\$18,525,067,500	2.1%	1.8%	1.3%	0.9%	0.4%	0.2%	0.1%	192.4 bps	
Maximum**	\$48,799,477,000	5.2%	5.0%	4.4%	3.7%	3.3%	1.6%	1.3%	505.5 bps	
Minimum**	\$10,140,847,000	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.7 bps	

* Assets = \$10 billion to \$50 billion

** Represents values for the entire peer set (110 banks)

Cost of Total Funding Since Q1 2022 For Community Banks*

Bank	Total Assets	Cost of Total Funding							Δ Q3'23 - Q1'22
		Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Cost of Funding
EDWARD JONES TRUST COMPANY	\$120,809,000	42.1%	42.5%	43.0%	27.0%	25.4%	24.1%	24.4%	1,772.2 bps
EVERENCE TRUST COMPANY	\$11,091,000	9.5%	0.8%	3.2%	4.0%	1.6%	0.0%	0.0%	952.8 bps
PACIFIC COAST BANKERS' BANK	\$1,434,556,000	7.5%	5.4%	4.9%	3.9%	2.0%	0.6%	0.1%	744.6 bps
JPMORGAN CHASE BANK, DEARBORN	\$64,675,000	5.6%	5.6%	4.9%	4.0%	2.4%	1.6%	0.0%	555.8 bps
MEMBERS TRUST COMPANY	\$40,590,000	5.5%	4.8%	4.9%	4.0%	2.4%	0.8%	0.0%	553.6 bps
CORNERSTONE CAPITAL BANK, SSB	\$2,244,364,000	5.1%	5.0%	3.9%	0.0%				510.1 bps
NATIONWIDE TRUST COMPANY, FSB	\$147,815,000	6.1%	5.8%	5.6%	4.6%	3.2%	1.7%	1.0%	507.4 bps
DEUTSCHE BANK TRUST COMPANY DELAWARE	\$128,220,000	5.3%	5.1%	4.7%	4.0%	2.4%	0.9%	0.3%	498.8 bps
HAVERFORD TRUST COMPANY, THE	\$176,485,000	5.1%	4.7%	4.2%	3.0%	1.3%	0.3%	0.2%	491.1 bps
NATIONAL ADVISORS TRUST COMPANY	\$25,304,000	4.8%	3.2%	0.8%	0.8%	0.8%	1.6%	0.0%	476.4 bps
DSRM NATIONAL BANK	\$4,094,000	6.4%	6.4%	5.7%	1.6%	1.6%	1.6%	1.6%	472.8 bps
FIRST WESTERN FEDERAL SAVINGS BANK	\$65,735,000	4.8%	4.1%	4.3%	3.1%	1.3%	0.5%	0.3%	448.0 bps
UNITED TRUST BANK	\$162,058,000	4.9%	4.4%	3.9%	2.4%	1.2%	0.6%	0.4%	443.0 bps
METHOD BANK	\$95,017,000	4.6%	4.4%	3.2%	2.0%	1.6%	0.6%	0.2%	435.4 bps
STIFEL BANK	\$9,853,398,000	4.3%	3.9%	3.4%	2.4%	1.0%	0.1%	0.0%	423.9 bps
WELLS FARGO BANK SOUTH CENTRAL, NATIONAL ASSOCIATION	\$3,775,791,000	4.1%	4.0%	4.0%	3.7%	3.3%	0.0%	0.0%	412.5 bps
TIB, NATIONAL ASSOCIATION	\$2,945,452,000	4.4%	4.0%	3.5%	2.7%	1.7%	0.7%	0.2%	410.3 bps
HATCH BANK	\$150,811,000	4.2%	3.4%	3.7%	2.6%	1.8%	0.3%	0.1%	407.2 bps
PHILADELPHIA TRUST COMPANY, THE	\$24,115,000	4.6%	3.9%	2.8%	1.5%	0.8%	0.5%	0.5%	405.2 bps
FORBRIGHT BANK	\$6,785,982,000	4.4%	4.1%	3.7%	2.8%	1.9%	0.8%	0.4%	399.5 bps
BESSEMER TRUST COMPANY, N.A.	\$3,002,806,000	3.9%	3.6%	3.2%	2.2%	0.9%	0.1%	0.0%	384.6 bps
GULF CAPITAL BANK	\$536,831,000	4.0%	3.7%	3.1%	2.0%	0.9%	0.3%	0.2%	381.9 bps
WEBBANK	\$2,523,152,000	4.2%	3.8%	3.1%	2.3%	1.3%	0.6%	0.4%	379.3 bps
COMENITY BANK	\$8,227,293,000	5.3%	5.0%	4.6%	3.9%	2.7%	1.8%	1.5%	378.4 bps
BISON STATE BANK	\$60,197,000	4.0%	4.2%	3.7%	3.7%	3.0%	0.5%	0.2%	377.6 bps
NEW REPUBLIC BANK	\$141,008,000	4.0%	3.6%	2.4%	1.7%	0.9%	0.3%	0.2%	377.1 bps
STATE BANK OF TEXAS	\$2,363,304,000	4.3%	3.8%	3.3%	2.5%	1.5%	0.8%	0.6%	374.5 bps
FIELDPOINT PRIVATE BANK & TRUST	\$1,656,434,000	4.0%	3.9%	3.6%	2.7%	1.4%	0.5%	0.3%	370.5 bps
NORTHEAST BANK	\$2,876,461,000	4.0%	3.7%	3.3%	2.3%	0.9%	0.4%	0.3%	368.0 bps
TOUCHMARK NATIONAL BANK	\$471,989,000	4.0%	3.5%	2.7%	1.7%	0.9%	0.4%	0.4%	364.5 bps
Average**	\$768,450,933	1.7%	1.4%	1.1%	0.7%	0.4%	0.3%	0.3%	136.4 bps
Median**	\$311,937,000	1.6%	1.3%	1.0%	0.6%	0.4%	0.3%	0.2%	128.5 bps
Maximum**	\$9,982,399,000	42.1%	42.5%	43.0%	27.0%	25.4%	24.1%	24.4%	1,772.2 bps
Minimum**	\$2,932,000	-1.8%	0.0%	0.0%	-3.7%	-0.6%	-0.2%	-0.3%	(306.3 bps)

* Assets = Below \$10 billion

** Represents values for the entire peer set (4,491 banks)

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