# ZIONS BANCORPORATION ${ }^{\circ}$ <br> Press Release 

***FOR IMMEDIATE RELEASE***

For: ZIONS BANCORPORATION
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October 16, 2008

## ZIONS BANCORPORATION REPORTS EARNINGS OF \$0.31 PER DILUTED COMMON SHARE FOR THIRD QUARTER 2008

SALT LAKE CITY, October 16, 2008 - Zions Bancorporation (Nasdaq: ZION) ("Zions" or "the Company") today reported third quarter net earnings applicable to common shareholders of \$33.4 million, or $\$ 0.31$ per diluted common share, compared to $\$ 132.0$ million or $\$ 1.22$ per diluted common share for the third quarter of 2007. The return on average common equity was $2.59 \%$ compared to $10.50 \%$ for the third quarter of 2007.

## Third Quarter 2008 Highlights

- Issued $\$ 250$ million of common stock and $\$ 47$ million of preferred stock while keeping total loans unchanged, resulting in a tangible equity ratio of $6.60 \%$, up from $5.97 \%$ at the end of the prior quarter.
- Invited by the FDIC to bid on and successfully acquired all of the $\$ 737$ million of insured deposits of the failed Silver State Bank, headquartered in Henderson, Nevada.
- Continued to build loan loss reserves in a very uncertain credit environment by providing $\$ 156.6$ million for loan losses versus net charge-offs of $\$ 95.3$ million.
- Increased net interest income to $\$ 492.0$ million in spite of higher average nonperforming assets, lower yields on loans, and increased money market rates, resulting in a net interest margin of $4.13 \%$, down 5 basis points from the prior quarter.
- Recorded impairment losses on securities of $\$ 28.0$ million pretax, or $\$ 0.16$ per diluted share.


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#### Abstract

"This past quarter will be remembered as one that resulted in significant changes in the financial services industry, both in the United States and abroad," said Harris H. Simmons, chairman and chief executive officer. "While we are not immune to the problems of the industry, our core business remains remarkably strong and our balance sheet remains healthy. We strengthened our capital, built our loan loss reserves, and increased our liquidity during the quarter. We continue to be profitable and wellcapitalized during a time when the industry has experienced severe financial stress."


Year-to-date net earnings applicable to common shareholders were $\$ 207.4$ million, or $\$ 1.93$ per diluted common share, compared to $\$ 437.2$ million, or $\$ 4.01$ per diluted common share for the same period in 2007. The return on average common equity for the first nine months of 2008 was $5.42 \%$ compared to $11.74 \%$ for the first nine months of 2007.

## Loans

On-balance-sheet net loans and leases of $\$ 41.9$ billion at September 30, 2008 were unchanged from the balance at June 30, 2008, and increased approximately $\$ 4.1$ billion or $10.7 \%$ from $\$ 37.8$ billion at September 30, 2007. The Company actively managed loan growth during the quarter in accordance with its stated desire to conserve capital and build capital ratios in the current uncertain economic environment. The growth of loan volumes in certain geographies, particularly Texas, was offset by declines in other markets.

## Deposits

Average core deposits for the third quarter of 2008 increased $\$ 0.8$ billion or $10.8 \%$ annualized to $\$ 33.2$ billion compared to $\$ 32.4$ billion for the second quarter of 2008, and increased $\$ 2.2$ billion or $7.1 \%$ compared to $\$ 31.0$ billion for the third quarter of 2007. Excluding the average balances of the Silver State Bank deposits, the increase for the third quarter of 2008 was $\$ 0.7$ billion or $9.0 \%$ annualized compared to the second quarter of 2008. Average core deposit growth for the quarter was concentrated in money market accounts. Average total deposits for the third quarter of 2008 increased $\$ 0.5$ billion to $\$ 37.3$ billion or $6.0 \%$ annualized compared to $\$ 36.8$ billion for the second quarter of 2008, and increased $\$ 1.5$ billion or $4.4 \%$ compared to $\$ 35.8$ billion for the third quarter of 2007. Excluding the

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average balances of the Silver State Bank deposits, the increase for the third quarter of 2008 was $\$ 0.4$ billion or $4.3 \%$ annualized compared to the second quarter of 2008.

## Net Interest Income

The net interest margin was $4.13 \%$ for the third quarter of 2008 compared to $4.18 \%$ for the second quarter of 2008 and $4.44 \%$ for the third quarter of 2007. The decreased net interest margin for the third quarter of 2008 was driven by higher average nonperforming assets, lower yields on loans, and increased money market rates. The effect of commercial paper purchased from Lockhart on the net interest margin was a reduction of approximately 5 basis points for the third quarter of 2008 and 9 basis points for the second quarter of 2008.

Net interest income for the third quarter of 2008 increased $\$ 7.3$ million or $6.0 \%$ annualized to $\$ 492.0$ million compared to $\$ 484.7$ million for the second quarter of 2008, and increased $\$ 15.4$ million or $3.2 \%$ compared to $\$ 476.6$ million for the third quarter of 2007.

## Asset Quality

Nonperforming assets were $\$ 924.4$ million at September 30, 2008 compared to $\$ 697.4$ million at June 30, 2008 and $\$ 196.6$ million at September 30, 2007. This increase is being driven primarily by deterioration in residential real estate acquisition, development and construction exposures in the Southwest, and by continued weakening in Utah residential construction and commercial and industrial portfolios. The ratio of nonperforming assets to net loans and leases and other real estate owned was $2.20 \%$ at September 30, 2008 compared to $1.66 \%$ at June 30, 2008 and $0.52 \%$ at September 30, 2007.

Net loan and lease charge-offs for the third quarter of 2008 were $\$ 95.3$ million or $0.91 \%$ annualized of average loans. This compares with $\$ 67.8$ million or $0.67 \%$ annualized of average loans for the second quarter of 2008 and $\$ 18.1$ million or $0.19 \%$ annualized of average loans for the third quarter of 2007. The increase in charge-offs largely was driven by declining collateral values on residential acquisition, development, and construction loans in the Southwest and in Utah.

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The provision for loan losses was $\$ 156.6$ million for the third quarter of 2008 compared to $\$ 114.2$ million for the second quarter of 2008 and $\$ 55.4$ million for the third quarter of 2007. The provision for the third quarter of 2008 was $1.49 \%$ annualized of average loans and was $\$ 61.3$ million in excess of net loan and lease charge-offs.

The allowance for loan losses as a percentage of net loans and leases was $1.45 \%$ at September 30, 2008, $1.31 \%$ at June 30, 2008, and $1.11 \%$ at September 30, 2007. The allowance of $\$ 609.4$ million at September 30, 2008 provided a coverage of 1.6 years on an annualized basis of net loan and lease charge-offs for the third quarter of 2008.

## Investment Securities

The Company recognized other-than-temporary impairment ("OTTI") during the third quarter of 2008 of approximately $\$ 28.0$ million pretax, or $\$ 0.16$ per diluted share, compared to $\$ 38.8$ million during the second quarter of 2008. OTTI during the third quarter of 2008 consisted of:

- $\quad \$ 19.2$ million for three bank and insurance trust preferred CDOs
- $\quad \$ 1.3$ million for two bank and insurance income notes (OTTI also taken in previous quarters)
- $\$ 4.1$ million for three REIT trust preferred CDOs (OTTI also taken in previous quarters)
- $\$ 3.4$ million for two ABS CDOs

Net unrealized pretax losses recognized in accumulated other comprehensive income ("OCI") at September 30, 2008 were $\$ 248.5$ million for held-to-maturity ("HTM") securities and $\$ 145.8$ million for available-for-sale ("AFS") securities. This compares with $\$ 263.7$ million and $\$ 91.6$ million, respectively, at June 30, 2008. The decrease in the amount of unrealized losses in OCI for HTM securities resulted primarily from approximately $\$ 14$ million pretax recognized as OTTI for the quarter. The net combined decrease in GAAP capital from the effects of the changes in these amounts and OTTI during the third quarter of 2008 was approximately $\$ 42$ million.

## Lockhart Funding

At September 30, 2008, the Company held approximately $\$ 557$ million of asset-backed commercial paper purchased from Lockhart. This compares to \$493 million at June 30, 2008 and $\$ 1,227$ million at

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March 31, 2008. The amount of Lockhart commercial paper included in money market investments on the Company's average balance sheet was approximately $\$ 597$ million for the third quarter of 2008, compared to $\$ 1,091$ million for the second quarter of 2008 and $\$ 1,202$ million for the first quarter of 2008.

## Noninterest Income

Noninterest income for the third quarter of 2008 was $\$ 89.6$ million compared to $\$ 72.4$ million for the second quarter of 2008 and $\$ 145.8$ million for the third quarter of 2007. The amount for the third quarter of 2008 includes impairment losses on securities of $\$ 28.0$ million compared to $\$ 38.8$ million for the second quarter of 2008. Fair value and nonhedge derivative loss was $\$(26.2)$ million during the quarter, primarily because of decreases in the fair value of nonhedge derivatives due to decreasing spreads between LIBOR and prime rates. Net equity securities gains for the quarter were $\$ 13.0$ million, an increase of $\$ 21.1$ million from the second quarter primarily because of $\$ 5.3$ million of net gains on venture capital investments compared to losses of $\$ 8.2$ million during the second quarter, and $\$ 7.6$ million of net realized gains on certain of the Company's noninterest-bearing equity investments. Net of related minority interest of $\$ 3.8$ million, income taxes and other expenses, the venture capital investments contributed approximately $\$ 0.8$ million to net income for the quarter, or $\$ 0.01$ per diluted common share, compared to decreasing net income for the second quarter of 2008 by $\$ 0.02$ per diluted common share.

## Noninterest Expense

Noninterest expense for the third quarter of 2008 was $\$ 372.3$ million compared to $\$ 354.4$ million for the second quarter of 2008 and $\$ 352.0$ million for the third quarter of 2007. The increase to other noninterest expense during the third quarter included $\$ 5.8$ million of other real estate owned expenses.

The efficiency ratio was $63.4 \%$ for the third quarter of 2008 compared to $63.0 \%$ for the second quarter of 2008 and $56.0 \%$ for the third quarter of 2007.

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## Capital Management

During September 8-10, 2008, the Company issued $\$ 250$ million of new common stock consisting of $7,194,079$ shares at an average price of $\$ 34.75$ per share. Net of issuance costs and fees, this added $\$ 244.9$ million to common equity. The registered sales took place through the previously announced ATM Equity Offering(SM) Sales Agreement with Merrill Lynch.

On July 2, 2008, the Company completed a $\$ 47$ million offering of $9.50 \%$ Series C Fixed-Rate NonCumulative Perpetual Preferred Stock. The offering was sold by Zions Direct, Inc., the Company's broker-dealer subsidiary.

Tangible equity increased by $\$ 291$ million at September 30, 2008 compared to June 30, 2008. The Company's tangible equity ratio was 6.60\% at September 30, 2008 compared to $5.97 \%$ at June 30, 2008 and $6.40 \%$ at September 30, 2007. The increase from the second quarter of 2008 is mainly due to the previously mentioned issuances of common and preferred stock. At September 30, 2008, estimated regulatory Tier 1 risk-based capital and total risk-based capital were $\$ 3,982$ million and $\$ 6,073$ million compared to $\$ 3,685$ million and $\$ 5,732$ million at June 30, 2008, respectively. Estimated ratios at September 30, 2008 for Tier 1 risk-based capital and total risk-based capital were $8.09 \%$ and 12.33\% compared to $7.45 \%$ and $11.58 \%$ at June 30, 2008, respectively.

Weighted average common and common-equivalent shares outstanding for the third quarter of 2008 were $108,497,464$ compared to $106,711,948$ for the second quarter of 2008 and $107,879,963$ for the third quarter of 2007. Common shares outstanding at September 30, 2008 were 115,302,598 compared to 107,518,975 at June 30, 2008 and 106,934,360 at September 30, 2007. The increase for the third quarter resulted from the common stock issuance previously discussed.

## Acquisition

Effective September 5, 2008, the Company acquired from the FDIC the insured deposits and certain assets of Silver State Bank, headquartered in Henderson, Nevada. The acquisition was made through the Company's Nevada State Bank and National Bank of Arizona subsidiaries and included approximately $\$ 737$ million of deposits and $\$ 67$ million of assets.

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## Conference Call

Zions will host a conference call to discuss these third quarter results at 5:30 p.m. ET this afternoon (October 16, 2008). Media representatives, analysts and the public are invited to listen to this discussion by calling 1-800-706-7741 (international: 617-614-3471) and entering the passcode 78345522, or via on-demand webcast. A link to the webcast will be available on the Zions Bancorporation Web site at www.zionsbancorporation.com. A replay of the call will be available from 7:30 p.m. ET on Thursday, October 16, through midnight ET on Thursday, October 23, by dialing 1-888-286-8010 (international: 617-801-6888) and entering the passcode 36333463 . The webcast of the conference call will also be archived and available for 30 days.

## About Zions Bancorporation

Zions Bancorporation is one of the nation's premier financial services companies, consisting of a collection of great banks in select high growth markets. Zions operates its banking businesses under local management teams and community identities through over 500 offices and approximately 600 ATMs in ten Western and Southwestern states: Arizona, California, Colorado, Idaho, Nevada, New Mexico, Oregon, Texas, Utah and Washington. The Company is a national leader in Small Business Administration lending and public finance advisory services. In addition, Zions is included in the S\&P 500 and NASDAQ Financial 100 indices. Investor information and links to subsidiary banks can be accessed at www.zionsbancorporation.com.

## Forward-Looking Information

Statements in this news release that are based on other than historical data are forward-looking, within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements provide current expectations or forecasts of future events. These forward-looking statements are not guarantees of future performance, nor should they be relied upon as representing management's views as of any subsequent date. Forward-looking statements involve significant risks and uncertainties and actual results may differ materially from those presented, either expressed or implied, in this news release. Factors that might cause such differences include, but are not limited to: the Company's ability

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to successfully execute its business plans and achieve its objectives; changes in general economic and financial market conditions, either internationally, nationally or locally in areas in which the Company conducts its operations, including changes in asset-backed commercial paper markets and valuations in structured securities and other assets; changes in governmental policies and programs resulting from general economic and financial market conditions; changes in interest and funding rates; continuing consolidation in the financial services industry; new litigation or changes in existing litigation; increased competitive challenges and expanding product and pricing pressures among financial institutions; legislation or regulatory changes which adversely affect the Company's operations or business; and changes in accounting policies or procedures as may be required by the Financial Accounting Standards Board or other regulatory agencies.

Additional factors that could cause actual results to differ materially from those expressed in the forward-looking statements are discussed in the 2007 Annual Report on Form 10-K of Zions Bancorporation filed with the Securities and Exchange Commission ("SEC") and available at the SEC's Internet site (http://www.sec.gov).

The Company specifically disclaims any obligation to update any factors or to publicly announce the result of revisions to any of the forward-looking statements included herein to reflect future events or developments.

## ZIONS BANCORPORATION AND SUBSIDIARIES

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## FINANCIAL HIGHLIGHTS

(Unaudited)

| (In thousands, except per share and ratio data) | Three Months Ended September 30, |  |  |  |  | Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 | \% Change | 2008 | 2007 | \% Change |
| EARNINGS - - - - - - - |  |  |  |  |  |  |  |  |
| Taxable-equivalent net interest income | \$ | 497,822 | \$ | 483,115 | 3.04 \% | \$ 1,480,946 | \$ 1,422,896 | 4.08 \% |
| Taxable-equivalent revenue |  | 587,432 |  | 628,938 | (6.60)\% | 1,753,928 | 1,855,474 | (5.47)\% |
| Net interest income |  | 492,003 |  | 476,637 | 3.22 \% | 1,463,204 | 1,403,067 | 4.29 \% |
| Noninterest income |  | 89,610 |  | 145,823 | (38.55)\% | 272,982 | 432,578 | (36.89)\% |
| Provision for loan losses |  | 156,606 |  | 55,354 | 182.92 \% | 363,080 | 82,228 | 341.55 \% |
| Noninterest expense |  | 372,276 |  | 352,031 | 5.75 \% | 1,076,796 | 1,051,622 | 2.39 \% |
| Income before income taxes and minority interest |  | 52,731 |  | 215,075 | (75.48)\% | 296,310 | 701,795 | (57.78)\% |
| Income taxes |  | 11,214 |  | 71,853 | (84.39)\% | 83,147 | 246,772 | (66.31)\% |
| Minority interest |  | 3,757 |  | 7,490 | (49.84)\% | $(3,544)$ | 6,819 | (151.97)\% |
| Net income |  | 37,760 |  | 135,732 | (72.18)\% | 216,707 | 448,204 | (51.65)\% |
| Net earnings applicable to common shareholders |  | 33,351 |  | 131,962 | (74.73)\% | 207,391 | 437,224 | (52.57)\% |
| PER COMMON SHARE |  |  |  |  |  |  |  |  |
| Net earnings (diluted) |  | 0.31 |  | 1.22 | (74.59)\% | 1.93 | 4.01 | (51.87)\% |
| Dividends |  | 0.43 |  | 0.43 | - | 1.29 | 1.25 | 3.20 \% |
| Book value per common share |  |  |  |  |  | 45.78 | 46.92 | (2.43)\% |
| SELECTED RATIOS |  |  |  |  |  |  |  |  |
| Return on average assets |  | 0.28\% |  | 1.10\% |  | 0.54\% | 1.24\% |  |
| Return on average common equity |  | 2.59\% |  | 10.50\% |  | 5.42\% | 11.74\% |  |
| Efficiency ratio |  | 63.37\% |  | 55.97\% |  | 61.39\% | 56.68\% |  |
| Net interest margin |  | 4.13\% |  | 4.44\% |  | 4.18\% | 4.49\% |  |

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FINANCIAL HIGHLIGHTS (Continued)

## (Unaudited)

| (In thousands, except share and ratio data) | Three Months Ended September 30, |  |  | Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | \% Change | 2008 | 2007 | \% Change |
| AVERAGE BALANCES |  |  |  |  |  |  |
| Total assets | \$ 54,279,760 | \$ 48,903,319 | 10.99 \% | \$ 53,498,514 | \$ 48,141,571 | 11.13 \% |
| Total interest-earning assets | 47,984,725 | 43,200,858 | 11.07 \% | 47,349,240 | 42,354,935 | 11.79 \% |
| Securities | 4,582,727 | 5,221,722 | (12.24)\% | 4,928,877 | 5,480,047 | (10.06)\% |
| Net loans and leases | 41,984,123 | 37,194,850 | 12.88 \% | 40,654,431 | 36,254,519 | 12.14 \% |
| Goodwill | 2,009,509 | 2,015,532 | (0.30)\% | 2,009,501 | 2,003,972 | 0.28 \% |
| Core deposit and other intangibles | 132,167 | 177,864 | (25.69)\% | 138,711 | 186,884 | (25.78)\% |
| Total deposits | 37,321,656 | 35,756,600 | 4.38 \% | 36,898,398 | 35,636,209 | 3.54 \% |
| Core deposits (1) | 33,227,950 | 31,017,730 | 7.13 \% | 32,547,862 | 30,692,123 | 6.05 \% |
| Minority interest | 29,949 | 37,527 | (20.19)\% | 29,292 | 37,747 | (22.40)\% |
| Shareholders' equity: |  |  |  |  |  |  |
| Preferred equity | 282,500 | 240,000 | 17.71 \% | 254,270 | 240,000 | 5.95 \% |
| Common equity | 5,123,399 | 4,987,275 | 2.73 \% | 5,106,750 | 4,978,473 | 2.58 \% |
| Weighted average common and commonequivalent shares outstanding | 108,497,464 | 107,879,963 | 0.57 \% | 107,333,422 | 109,059,322 | (1.58)\% |
| AT PERIOD END |  |  |  |  |  |  |
| Total assets |  |  |  | \$ 53,974,168 | \$ 50,044,686 | 7.85 \% |
| Total interest-earning assets |  |  |  | 47,656,065 | 44,104,956 | 8.05 \% |
| Securities |  |  |  | 4,755,359 | 5,261,057 | (9.61)\% |
| Net loans and leases |  |  |  | 41,887,693 | 37,822,259 | 10.75 \% |
| Allowance for loan losses |  |  |  | 609,433 | 418,165 | 45.74 \% |
| Reserve for unfunded lending commitments |  |  |  | 23,574 | 21,394 | 10.19 \% |
| Goodwill |  |  |  | 2,009,504 | 2,021,519 | (0.59)\% |
| Core deposit and other intangibles |  |  |  | 133,989 | 172,140 | (22.16)\% |
| Total deposits |  |  |  | 38,590,901 | 35,774,713 | 7.87 \% |
| Core deposits (1) |  |  |  | 33,854,963 | 31,170,466 | 8.61 \% |
| Minority interest |  |  |  | 30,288 | 37,411 | (19.04)\% |
| Shareholders' equity: |  |  |  |  |  |  |
| Preferred equity |  |  |  | 286,949 | 240,000 | 19.56\% |
| Common equity |  |  |  | 5,279,078 | 5,016,980 | 5.22 \% |
| Common shares outstanding |  |  |  | 115,302,598 | 106,934,360 | 7.83 \% |
| Average equity to average assets | 9.96\% | 10.69\% |  | 10.02\% | 10.84\% |  |
| Common dividend payout | 138.44\% | 34.96\% |  | 66.72\% | 30.96\% |  |
| Tangible equity ratio |  |  |  | 6.60\% | 6.40\% |  |
| Nonperforming assets |  |  |  | \$ 924,442 | \$ 196,575 | 370.27 \% |
| Accruing loans past due 90 days or more |  |  |  | 97,831 | 64,516 | 51.64 \% |
| Nonperforming assets to net loans and leases and other real estate owned at period end |  |  |  | 2.20\% | 0.52\% |  |

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## FINANCIAL HIGHLIGHTS (Continued)

## (Unaudited)

(In thousands, except per share and ratio data)

## EARNINGS

Taxable-equivalent net interest income
Taxable-equivalent revenue
Net interest income
Noninterest income
Provision for loan losses
Noninterest expense
Income before income taxes and minority interest
Income taxes (benefit)
Minority interest
Net income
Net earnings applicable to common shareholders

## PER COMMON SHARE

| Net earnings (diluted) | 0.31 | 0.65 | 0.98 | 0.39 | 1.22 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Dividends | 0.43 | 0.43 | 0.43 | 0.43 | 46.43 |
| Book value per common share | 45.78 | 46.82 | 47.49 | 47.17 |  |
|  |  |  |  |  |  |
| SELECTED RATIOS |  |  |  |  |  |
| Return on average assets | $0.28 \%$ | $0.54 \%$ | $0.81 \%$ | $0.35 \%$ | $1.10 \%$ |
| Return on average common equity | $2.59 \%$ | $5.53 \%$ | $8.18 \%$ | $3.29 \%$ | $10.50 \%$ |
| Efficiency ratio | $63.37 \%$ | $62.96 \%$ | $58.01 \%$ | $75.92 \%$ | $55.97 \%$ |
| Net interest margin | $4.13 \%$ | $4.18 \%$ | $4.23 \%$ | $4.27 \%$ | $4.44 \%$ |

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FINANCIAL HIGHLIGHTS (Continued)
(Unaudited)
(In thousands, except share and ratio data)

AVERAGE BALANCES
Total assets
Total interest-earning assets
Securities
Net loans and leases
Goodwill
Core deposit and other intangibles
Total deposits
Core deposits (1)
Minority interest
Shareholders' equity:
Preferred equity
Common equity
Weighted average common and commonequivalent shares outstanding

Total assets
Total interest-earning assets
Securities
Net loans and leases
Allowance for loan losses
Reserve for unfunded lending commitments
Goodwill
Core deposit and other intangibles
Total deposits
Core deposits (1)
Minority interest
Shareholders' equity:
Preferred equity
Common equity
Common shares outstanding
Average equity to average assets
Common dividend payout
Tangible equity ratio
Nonperforming assets
Accruing loans past due 90 days or more
Nonperforming assets to net loans and leases and other real estate owned at period end

108,497,464
106,711,948
106,722,000
$\$ 53,974,168$
$47,656,065$
$4,755,359$
$41,887,693$
609,433
23,574
$2,009,504$
133,989
$38,590,901$
$33,854,963$
30,288

286,949
$5,279,078$
$\$ 54,630,883$
$47,920,419$
$\$ 53,408,293$
$46,962,949$
\$ 50,044,686
Three Months Ended

| $\begin{gathered} \hline \text { September 30, } \\ 2008 \end{gathered}$ | $\begin{gathered} \hline \text { June 30, } \\ 2008 \end{gathered}$ | $\begin{gathered} \hline \text { March 31, } \\ 2008 \end{gathered}$ | $\begin{gathered} \hline \text { December 31, } \\ 2007 \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2007 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| \$ 54,279,760 | \$ 53,293,375 | \$ 52,913,823 | \$ 50,941,152 | \$ 48,903,319 |
| 47,984,725 | 47,202,577 | 46,853,435 | 45,106,413 | 43,200,858 |
| 4,582,727 | 4,866,421 | 5,341,287 | 5,188,980 | 5,221,722 |
| 41,984,123 | 40,512,249 | 39,452,309 | 38,450,974 | 37,194,850 |
| 2,009,509 | 2,009,517 | 2,009,477 | 2,009,022 | 2,015,532 |
| 132,167 | 137,675 | 146,363 | 162,679 | 177,864 |
| 37,321,656 | 36,774,214 | 36,594,674 | 36,381,125 | 35,756,600 |
| 33,227,950 | 32,353,472 | 32,054,693 | 31,785,110 | 31,017,730 |
| 29,949 | 27,244 | 30,676 | 32,343 | 37,527 |
| 282,500 | 240,000 | 240,000 | 240,000 | 240,000 |
| 5,123,399 | 5,070,047 | 5,126,621 | 5,094,138 | 4,987,275 |

106,902,983 107,879,963

| $\$ 52,947,414$ | $\$ 50,044,686$ |
| ---: | ---: |
| $46,448,887$ | $44,104,956$ |
| $5,860,900$ | $5,261,057$ |
| $39,087,779$ | $37,822,259$ |
| 459,376 | 418,165 |
| 21,530 | 21,394 |
| $2,009,513$ | $2,021,519$ |
| 149,493 | 172,140 |
| $36,922,753$ | $35,774,713$ |
| $32,454,221$ | $31,170,466$ |
| 30,939 | 37,411 |
|  |  |
| 240,000 | 240,000 |
| $5,052,800$ | $5,016,980$ |
|  |  |
| $107,116,505$ | $106,934,360$ |
|  |  |
| $10.47 \%$ | $10.69 \%$ |
| $108.88 \%$ | $34.96 \%$ |
| $6.17 \%$ | $6.40 \%$ |
| 283,854 | $\$$ |
| 77,419 | 64,516 |
|  |  |
|  | $0.73 \%$ |

(1) Amount consists of total deposits excluding brokered deposits and time deposits $\$ 100,000$ and over.

## ZIONS BANCORPORATION AND SUBSIDIARIES

## Press Release - Page 13

CONSOLIDATED BALANCE SHEETS
(In thousands, except share amounts)
ASSETS
Cash and due from banks
Money market investments:
Interest-bearing deposits and commercial paper
Federal funds sold
Security resell agreements
Investment securities:
Held-to-maturity, at adjusted cost (approximate fair value
$\$ 1,587,006, \$ 1,730,104, \$ 704,156, \$ 702,148$ and $\$ 686,026$ )
Available-for-sale, at fair value
Trading account, at fair value (includes $\$ 531, \$ 463, \$ 0$, $\$ 741$ and $\$ 22$ transferred as collateral under repurchase agreements)

Loans:
Loans held for sale
Loans and leases
Less:
Unearned income and fees, net of related costs
Allowance for loan losses
Loans and leases, net of allowance
Other noninterest-bearing investments
Premises and equipment, net
Goodwill
Core deposit and other intangibles
Other real estate owned
Other assets

LIABILITIES AND SHAREHOLDERS' EQUITY
Deposits:
Noninterest-bearing deman
Interest-bearing:
$\quad$ Savings and NOW
Money market
Internet money market
Time under $\$ 100,000$
Time $\$ 100,000$ and over
Foreign

Securities sold, not yet purchased
Federal funds purchased
Security repurchase agreements
Other liabilities
Commercial paper
Federal Home Loan Bank advances and other borrowings:
One year or less
Over one year
Long-term debt Total liabilities

Minority interest
Shareholders' equity:
Capital stock:
Preferred stock, without par value, authorized 3,000,000 shares: Series A and C (liquidation preference $\$ 1,000$ per share); issued and outstanding 240,000 and 46,949 shares
Common stock, without par value; authorized 350,000,000 shares; issued and outstanding $115,302,598,107,518,975$ 107,139,188, 107,116,505 and 106,934,360 shares
Retained earnings
Accumulated other comprehensive income (loss)
Deferred compensation
Total shareholders' equity

| $\begin{gathered} \text { September 30, } \\ 2008 \\ \hline \end{gathered}$ | June 30, 2008 | $\begin{gathered} \text { March 31, } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2007 \\ \hline \end{gathered}$ | September 30, 2007 |
| :---: | :---: | :---: | :---: | :---: |
| (Unaudited) | (Unaudited) | (Unaudited) |  | (Unaudited) |
| \$ 1,441,957 | \$ 1,751,724 | \$ 1,660,539 | \$ 1,855,155 | \$ 1,481,238 |
| 568,875 | 504,314 | 1,243,860 | 726,446 | 513,395 |
| 274,129 | 274,456 | 121,892 | 102,225 | 23,567 |
| 170,009 | 484,487 | 689,235 | 671,537 | 484,678 |
| 1,917,354 | 1,914,833 | 701,658 | 704,441 | 695,842 |
| 2,792,236 | 2,817,682 | 4,259,742 | 5,134,610 | 4,549,721 |
| 45,769 | 51,670 | 40,807 | 21,849 | 15,494 |
| 4,755,359 | 4,784,185 | 5,002,207 | 5,860,900 | 5,261,057 |
| 152,095 | 158,509 | 208,529 | 207,943 | 200,653 |
| 41,876,371 | 41,874,224 | 39,855,365 | 39,044,163 | 37,778,228 |
| 42,028,466 | 42,032,733 | 40,063,894 | 39,252,106 | 37,978,881 |
| 140,773 | 159,756 | 158,139 | 164,327 | 156,622 |
| 609,433 | 548,958 | 501,283 | 459,376 | 418,165 |
| 41,278,260 | 41,324,019 | 39,404,472 | 38,628,403 | 37,404,094 |
| 1,170,367 | 1,153,933 | 1,114,902 | 1,034,412 | 1,043,475 |
| 675,480 | 656,013 | 657,183 | 655,712 | 658,294 |
| 2,009,504 | 2,009,511 | 2,009,517 | 2,009,513 | 2,021,519 |
| 133,989 | 132,481 | 140,672 | 149,493 | 172,140 |
| 156,817 | 125,186 | 36,476 | 15,201 | 11,973 |
| 1,339,422 | 1,430,574 | 1,327,338 | 1,238,417 | 969,256 |
| \$ 53,974,168 | \$ 54,630,883 | \$ 53,408,293 | \$ 52,947,414 | \$ 50,044,686 |


| \$ 9,413,484 | \$ 9,735,265 | \$ 9,464,122 | \$ 9,618,300 | \$ 9,322,668 |
| :---: | :---: | :---: | :---: | :---: |
| 4,341,873 | 4,590,767 | 4,661,963 | 4,507,837 | 4,365,600 |
| 11,703,163 | 11,175,844 | 10,716,328 | 10,304,225 | 10,446,015 |
| 2,384,125 | 2,211,557 | 2,270,059 | 2,163,014 | 1,707,544 |
| 2,954,116 | 2,466,082 | 2,564,434 | 2,562,363 | 2,599,595 |
| 4,468,225 | 4,102,369 | 4,548,009 | 4,391,588 | 4,535,644 |
| 3,325,915 | 3,326,111 | 3,291,422 | 3,375,426 | 2,797,647 |
| 38,590,901 | 37,607,995 | 37,516,337 | 36,922,753 | 35,774,713 |
| 29,528 | 46,376 | 184,522 | 224,269 | 21,036 |
| 1,179,197 | 2,379,055 | 1,817,587 | 2,463,460 | 2,391,805 |
| 734,379 | 1,010,325 | 1,144,178 | 1,298,112 | 1,070,702 |
| 649,672 | 555,812 | 620,528 | 644,375 | 560,853 |
| 40,493 | 137,200 | 164,657 | 297,850 | 411,007 |
| 4,455,234 | 4,799,143 | 3,890,087 | 3,181,990 | 2,037,644 |
| 128,855 | 129,474 | 127,006 | 127,612 | 128,218 |
| 2,569,594 | 2,666,445 | 2,585,177 | 2,463,254 | 2,354,317 |
| 48,377,853 | 49,331,825 | 48,050,079 | 47,623,675 | 44,750,295 |
| 30,288 | 25,528 | 30,413 | 30,939 | 37,411 |


| 286,949 | 240,000 | 240,000 | 240,000 | 240,000 |
| :---: | :---: | :---: | :---: | :---: |
| 2,482,517 | 2,224,455 | 2,219,905 | 2,212,237 | 2,200,228 |
| 2,968,242 | 2,981,062 | 2,957,511 | 2,910,692 | 2,914,439 |
| $(157,305)$ | $(158,325)$ | $(76,429)$ | $(58,835)$ | $(86,914)$ |
| $(14,376)$ | $(13,662)$ | $(13,186)$ | $(11,294)$ | $(10,773)$ |
| 5,566,027 | 5,273,530 | 5,327,801 | 5,292,800 | 5,256,980 |
| \$ 53,974,168 | \$ 54,630,883 | \$ 53,408,293 | \$ 52,947,414 | \$ 50,044,686 |

## ZIONS BANCORPORATION AND SUBSIDIARIES

Press Release - Page 14

## CONSOLIDATED STATEMENTS OF INCOME

(Unaudited)

| (In thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September 30, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2007 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2007 \\ \hline \end{gathered}$ |  |
| Interest income: |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 663,677 | \$ | 643,111 | \$ | 688,439 | \$ | 727,185 | \$ | 724,598 |
| Interest on loans held for sale |  | 1,916 |  | 2,699 |  | 3,017 |  | 2,975 |  | 3,695 |
| Lease financing |  | 5,515 |  | 5,767 |  | 5,818 |  | 5,782 |  | 5,461 |
| Interest on money market investments |  | 9,267 |  | 12,313 |  | 19,028 |  | 18,760 |  | 10,841 |
| Interest on securities: |  |  |  |  |  |  |  |  |  |  |
| Held-to-maturity - taxable |  | 21,780 |  | 15,730 |  | 2,455 |  | 2,387 |  | 2,343 |
| Held-to-maturity - nontaxable |  | 6,319 |  | 6,224 |  | 6,429 |  | 6,430 |  | 6,402 |
| Available-for-sale - taxable |  | 25,044 |  | 35,059 |  | 62,356 |  | 61,459 |  | 61,248 |
| Available-for-sale - nontaxable |  | 1,697 |  | 1,870 |  | 1,892 |  | 2,070 |  | 2,274 |
| Trading account |  | 437 |  | 159 |  | 681 |  | 471 |  | 880 |
| Total interest income |  | 735,652 |  | 722,932 |  | 790,115 |  | 827,519 |  | 817,742 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |
| Interest on savings and money market deposits |  | 90,720 |  | 80,144 |  | 103,987 |  | 125,382 |  | 123,586 |
| Interest on time and foreign deposits |  | 74,837 |  | 83,460 |  | 106,222 |  | 119,242 |  | 119,781 |
| Interest on short-term borrowings |  | 47,518 |  | 43,255 |  | 63,134 |  | 67,601 |  | 59,034 |
| Interest on long-term borrowings |  | 30,574 |  | 31,330 |  | 30,314 |  | 36,409 |  | 38,704 |
| Total interest expense |  | 243,649 |  | 238,189 |  | 303,657 |  | 348,634 |  | 341,105 |
| Net interest income |  | 492,003 |  | 484,743 |  | 486,458 |  | 478,885 |  | 476,637 |
| Provision for loan losses |  | 156,606 |  | 114,192 |  | 92,282 |  | 69,982 |  | 55,354 |
| Net interest income after provision for loan losses |  | 335,397 |  | 370,551 |  | 394,176 |  | 408,903 |  | 421,283 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Service charges and fees on deposit accounts |  | 53,695 |  | 51,067 |  | 49,585 |  | 48,130 |  | 46,919 |
| Other service charges, commissions and fees |  | 42,794 |  | 42,362 |  | 41,981 |  | 44,405 |  | 44,471 |
| Trust and wealth management income |  | 8,865 |  | 10,284 |  | 9,693 |  | 10,151 |  | 9,040 |
| Capital markets and foreign exchange |  | 12,257 |  | 12,196 |  | 10,397 |  | 10,632 |  | 11,325 |
| Dividends and other investment income |  | 7,042 |  | 10,409 |  | 12,910 |  | 13,830 |  | 14,720 |
| Loan sales and servicing income |  | 3,633 |  | 8,516 |  | 7,810 |  | 8,640 |  | 11,607 |
| Income from securities conduit |  | 336 |  | 1,043 |  | 2,581 |  | 2,472 |  | 3,221 |
| Fair value and nonhedge derivative income (loss) |  | $(26,155)$ |  | $(19,789)$ |  | 3,787 |  | $(7,034)$ |  | $(9,391)$ |
| Equity securities gains (losses), net |  | 12,971 |  | $(8,121)$ |  | 10,068 |  | 1,349 |  | 11,072 |
| Fixed income securities gains (losses), net |  | 135 |  | 78 |  | 1,775 |  | (753) |  | 58 |
| Impairment losses on investment securities and valuation losses on securities purchased from Lockhart Funding |  | $(28,022)$ |  | $(38,761)$ |  | $(45,989)$ |  | $(158,208)$ |  | - |
| Other |  | 2,059 |  | 3,088 |  | 6,402 |  | 6,152 |  | 2,781 |
| Total noninterest income |  | 89,610 |  | 72,372 |  | 111,000 |  | $(20,234)$ |  | 145,823 |
| Noninterest expense: |  |  |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 208,995 |  | 201,291 |  | 209,354 |  | 191,141 |  | 204,488 |
| Occupancy, net |  | 30,552 |  | 27,364 |  | 26,799 |  | 27,312 |  | 27,203 |
| Furniture and equipment |  | 24,281 |  | 25,610 |  | 23,738 |  | 24,917 |  | 23,996 |
| Legal and professional services |  | 11,297 |  | 11,566 |  | 7,880 |  | 12,132 |  | 10,918 |
| Postage and supplies |  | 9,257 |  | 8,536 |  | 9,789 |  | 9,416 |  | 10,024 |
| Advertising |  | 6,782 |  | 7,520 |  | 6,351 |  | 6,322 |  | 6,624 |
| Impairment losses on long-lived assets |  | 2,239 |  | - |  | - |  | - |  | - |
| Merger related expense |  | 384 |  | 281 |  | 307 |  | 687 |  | 682 |
| Amortization of core deposit and other intangibles |  | 8,096 |  | 8,191 |  | 8,820 |  | 10,459 |  | 11,495 |
| Provision for unfunded lending commitments |  | $(3,264)$ |  | 1,690 |  | 3,618 |  | 136 |  | 172 |
| Other |  | 73,657 |  | 62,368 |  | 53,447 |  | 70,444 |  | 56,429 |
| Total noninterest expense |  | 372,276 |  | 354,417 |  | 350,103 |  | 352,966 |  | 352,031 |
| Income before income taxes and minority interest |  | 52,731 |  | 88,506 |  | 155,073 |  | 35,703 |  | 215,075 |
| Income taxes (benefit) |  | 11,214 |  | 22,037 |  | 49,896 |  | $(11,035)$ |  | 71,853 |
| Minority interest |  | 3,757 |  | $(5,729)$ |  | $(1,572)$ |  | 1,197 |  | 7,490 |
| Net income |  | 37,760 |  | 72,198 |  | 106,749 |  | 45,541 |  | 135,732 |
| Preferred stock dividend |  | 4,409 |  | 2,454 |  | 2,453 |  | 3,343 |  | 3,770 |
| Net earnings applicable to common shareholders | \$ | 33,351 | \$ | 69,744 | \$ | 104,296 | \$ | 42,198 | \$ | 131,962 |
| Weighted average common shares outstanding during the period: |  |  |  |  |  |  |  |  |  |  |
| Basic shares |  | 108,407 |  | 106,595 |  | 106,514 |  | 106,454 |  | 106,814 |
| Diluted shares |  | 108,497 |  | 106,712 |  | 106,722 |  | 106,903 |  | 107,880 |
| Net earnings per common share: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.31 | \$ | 0.65 | \$ | 0.98 | \$ | 0.40 | \$ | 1.24 |
| Diluted |  | 0.31 |  | 0.65 |  | 0.98 |  | 0.39 |  | 1.22 |

## ZIONS BANCORPORATION AND SUBSIDIARIES

## Press Release - Page 15

CONSOLIDATED STATEMENTS OF INCOME (Continued)
(Unaudited)

| (In thousands, except per share amounts) | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Interest income: |  |  |  |  |
| Interest and fees on loans | \$ | 1,995,227 | \$ | 2,096,197 |
| Interest on loans held for sale |  | 7,632 |  | 11,892 |
| Lease financing |  | 17,100 |  | 15,901 |
| Interest on money market investments |  | 40,608 |  | 24,939 |
| Interest on securities: |  |  |  |  |
| Held-to-maturity - taxable |  | 39,965 |  | 6,610 |
| Held-to-maturity - nontaxable |  | 18,972 |  | 18,720 |
| Available-for-sale - taxable |  | 122,459 |  | 193,580 |
| Available-for-sale - nontaxable |  | 5,459 |  | 7,130 |
| Trading account |  | 1,277 |  | 2,838 |
| Total interest income |  | 2,248,699 |  | 2,377,807 |
| Interest expense: |  |  |  |  |
| Interest on savings and money market deposits |  | 274,851 |  | 353,984 |
| Interest on time and foreign deposits |  | 264,519 |  | 353,111 |
| Interest on short-term borrowings |  | 153,907 |  | 151,095 |
| Interest on long-term borrowings |  | 92,218 |  | 116,550 |
| Total interest expense |  | 785,495 |  | 974,740 |
| Net interest income |  | 1,463,204 |  | 1,403,067 |
| Provision for loan losses |  | 363,080 |  | 82,228 |
| Net interest income after provision for loan losses |  | 1,100,124 |  | 1,320,839 |
| Noninterest income: |  |  |  |  |
| Service charges and fees on deposit accounts |  | 154,347 |  | 135,420 |
| Other service charges, commissions and fees |  | 127,137 |  | 126,159 |
| Trust and wealth management income |  | 28,842 |  | 26,381 |
| Capital markets and foreign exchange |  | 34,850 |  | 32,956 |
| Dividends and other investment income |  | 30,361 |  | 37,084 |
| Loan sales and servicing income |  | 19,959 |  | 29,863 |
| Income from securities conduit |  | 3,960 |  | 15,704 |
| Fair value and nonhedge derivative income (loss) |  | $(42,157)$ |  | $(7,222)$ |
| Equity securities gains, net |  | 14,918 |  | 16,370 |
| Fixed income securities gains, net |  | 1,988 |  | 3,772 |
| Impairment losses on investment securities and valuation losses on securities purchased from Lockhart Funding |  | $(112,772)$ |  | - |
| Other |  | 11,549 |  | 16,091 |
| Total noninterest income |  | 272,982 |  | 432,578 |
| Noninterest expense: |  |  |  |  |
| Salaries and employee benefits |  | 619,640 |  | 608,743 |
| Occupancy, net |  | 84,715 |  | 80,126 |
| Furniture and equipment |  | 73,629 |  | 71,535 |
| Legal and professional services |  | 30,743 |  | 31,697 |
| Postage and supplies |  | 27,582 |  | 27,096 |
| Advertising |  | 20,653 |  | 20,598 |
| Impairment losses on long-lived assets |  | 2,239 |  | - |
| Merger related expense |  | 972 |  | 4,579 |
| Amortization of core deposit and other intangibles |  | 25,107 |  | 34,436 |
| Provision for unfunded lending commitments |  | 2,044 |  | 1,700 |
| Other |  | 189,472 |  | 171,112 |
| Total noninterest expense |  | 1,076,796 |  | 1,051,622 |
| Income before income taxes and minority interest |  | 296,310 |  | 701,795 |
| Income taxes |  | 83,147 |  | 246,772 |
| Minority interest |  | $(3,544)$ |  | 6,819 |
| Net income |  | 216,707 |  | 448,204 |
| Preferred stock dividend |  | 9,316 |  | 10,980 |
| Net earnings applicable to common shareholders | \$ | 207,391 | \$ | 437,224 |
| Weighted average common shares outstanding during the period: |  |  |  |  |
| Basic shares |  | 107,176 |  | 107,671 |
| Diluted shares |  | 107,333 |  | 109,059 |
| Net earnings per common share: |  |  |  |  |
| Basic | \$ | 1.94 | \$ | 4.06 |
| Diluted |  | 1.93 |  | 4.01 |

## ZIONS BANCORPORATION AND SUBSIDIARIES

## Press Release - Page 16

## CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY AND COMPREHENSIVE INCOME <br> (Unaudited)

(In thousands, except per share amounts)
Balance, December 31, 2007
Cumulative effect of change in accounting principle, adoption of SFAS 159
Comprehensive income:
Net income for the period
Other comprehensive income (loss), net of tax: Net realized and unrealized holding losses on investments and retained interests Foreign currency translation Reclassification for net realized losses on investments recorded in operations Net unrealized gains on derivative instruments Other comprehensive loss
Total comprehensive income
Net stock issued under employee plans
and related tax benefits
Dividends on common stock, $\$ .43$ per share
Change in deferred compensation
Balance, March 31, 2008

## Comprehensive loss:

Net income for the period
Other comprehensive income (loss), net of tax: Net realized and unrealized holding losses on investments and retained interests Foreign currency translation Reclassification for net realized losses on investments recorded in operations Net unrealized losses on derivative instruments Pension and postretirement Other comprehensive loss
Total comprehensive loss
Stock issued under dividend reinvestment plan
Net stock issued under employee plans
and related tax benefits
Dividends on common stock, $\$ .43$ per share
Change in deferred compensation
Balance, June 30, 2008

## Comprehensive income:

Net income for the period
Other comprehensive income, net of tax: Net realized and unrealized holding losses on investments and retained interests Foreign currency translation Reclassification for net realized losses on investments recorded in operations Net unrealized gains on derivative instruments Other comprehensive income
Total comprehensive income
Issuance of preferred stock
Issuance of common stock
Stock issued under dividend reinvestment plan
Net stock issued under employee plans and related tax benefits Dividends declared on preferred stock
Dividends on common stock, $\$ .43$ per share
Change in deferred compensation
Balance, September 30, 2008

| Preferred stock | Common stock | Retained earnings | Accumulated other comprehensive income (loss) |  | Deferred compensation |  | Total shareholders' equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 240,000 | \$ 2,212,237 | \$ 2,910,692 | \$ | $(58,835)$ | \$ | $(11,294)$ | \$ | 5,292,800 |
|  |  | $(11,471)$ |  | 11,471 |  |  |  |  |
|  |  | 106,749 |  |  |  |  |  | 106,749 |

$(130,066)$
(1)


72,198 72,198
$(40,336)$
2
23,816
$(66,112)$

|  | $(66,112)$ |
| :---: | :---: |
|  | $(81,896)$ |
| 632 |  |

632
3,918
$(2,454)$
$(46,193)$
$(2,454)$
$(46,193)$

| $(476)$ |
| ---: |


| 240,000 | 2,224,455 | 2,981,062 |  | $(158,325)$ |  | $(13,662)$ |  | 5,273 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 37,760 |  |  |  |  |  | 37,760 |
|  |  |  |  | $\begin{array}{r} (40,454) \\ (53) \end{array}$ |  |  |  |  |
|  |  |  |  | $\begin{aligned} & 16,012 \\ & 25,515 \\ & \hline \end{aligned}$ |  |  |  |  |
|  |  |  |  | 1,020 |  |  |  | 1,020 |
|  |  |  |  |  |  |  |  | 38,780 |
| 46,949 | (503) |  |  |  |  |  |  | 46,446 |
|  | 244,889 |  |  |  |  |  |  | 244,889 |
|  | 629 |  |  |  |  |  |  | 629 |
|  | 13,047 |  |  |  |  |  |  | 13,047 |
|  |  | $(4,409)$ |  |  |  |  |  | $(4,409)$ |
|  |  | $(46,171)$ |  |  |  |  |  | $(46,171)$ |
|  |  |  |  |  |  | (714) |  | (714) |
| \$ 286,949 | \$ 2,482,517 | \$ 2,968,242 | \$ | $(157,305)$ | \$ | $(14,376)$ | \$ | 5,566,027 |

## ZIONS BANCORPORATION AND SUBSIDIARIES

Press Release - Page 17
INVESTMENT SECURITIES PORTFOLIO
As of September 30, 2008
(Unaudited)

| (In thousands) | $\begin{gathered} \text { Amortized } \\ \text { cost } \\ \hline \end{gathered}$ |  | Net unrealized gains (losses) recognized in OCI (1) |  | Carrying value |  | Net unrealized gains (losses) not recognized in OCI (1) |  | Estimated fair value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HELD-TO-MATURITY: |  |  |  |  |  |  |  |  |  |  |
| Municipal securities | \$ | 696,372 | \$ | - | \$ | 696,372 | \$ | $(3,320)$ | \$ | 693,052 |
| Asset-backed securities: |  |  |  |  |  |  |  |  |  |  |
| Trust preferred securities - banks and insurance |  |  |  |  |  |  |  |  |  |  |
| AA rated |  | 1,930 |  | (105) |  | 1,825 |  | (707) |  | 1,118 |
| A rated |  | 1,196,147 |  | $(194,025)$ |  | 1,002,122 |  | $(283,525)$ |  | 718,597 |
| BBB rated |  | 163,413 |  | $(32,439)$ |  | 130,974 |  | $(35,460)$ |  | 95,514 |
|  |  | 1,361,490 |  | $(226,569)$ |  | 1,134,921 |  | $(319,692)$ |  | 815,229 |
| Trust preferred securities - real estate investment trusts |  |  |  |  |  |  |  |  |  |  |
| AAA rated |  | 17,699 |  | $(4,873)$ |  | 12,826 |  | (890) |  | 11,936 |
| A rated |  | 18,254 |  | $(3,870)$ |  | 14,384 |  | $(1,879)$ |  | 12,505 |
|  |  | 35,953 |  | $(8,743)$ |  | 27,210 |  | $(2,769)$ |  | 24,441 |
| Other $\quad$ - $\longrightarrow$ |  |  |  |  |  |  |  |  |  |  |
| AAA rated |  | 41,087 |  | (129) |  | 40,958 |  | $(10,588)$ |  | 30,370 |
| AA rated |  | 8,369 |  | $(1,200)$ |  | 7,169 |  | 1,483 |  | 8,652 |
| A rated |  | 22,622 |  | $(11,898)$ |  | 10,724 |  | 4,538 |  | 15,262 |
|  |  | 72,078 |  | $(13,227)$ |  | 58,851 |  | $(4,567)$ |  | 54,284 |
|  |  | 2,165,893 |  | $(248,539)$ |  | 1,917,354 |  | $(330,348)$ |  | 1,587,006 |
| AVAILABLE-FOR-SALE: |  |  |  |  |  |  |  |  |  |  |
| U.S. Treasury securities |  | 40,992 |  | 884 |  | 41,876 |  |  |  | 41,876 |
| U.S. Government agencies and corporations: |  |  |  |  |  |  |  |  |  |  |
| Agency securities |  | 456,821 |  | 258 |  | 457,079 |  |  |  | 457,079 |
| Agency guaranteed mortgage-backed securities |  | 410,269 |  | 4,050 |  | 414,319 |  |  |  | 414,319 |
| Small Business Administration loan-backed securities |  | 696,409 |  | $(14,502)$ |  | 681,907 |  |  |  | 681,907 |
| Municipal securities |  | 179,132 |  | 301 |  | 179,433 |  |  |  | 179,433 |
| Asset-backed securities: |  |  |  |  |  |  |  |  |  |  |
| Trust preferred securities - banks and insurance |  |  |  |  |  |  |  |  |  |  |
| AAA rated |  | 661,382 |  | $(96,967)$ |  | 564,415 |  |  |  | 564,415 |
| A rated |  | 48,363 |  | $(14,636)$ |  | 33,727 |  |  |  | 33,727 |
| BBB rated |  | 7,000 |  | $(2,666)$ |  | 4,334 |  |  |  | 4,334 |
| Not rated |  | 27,272 |  | 321 |  | 27,593 |  |  |  | 27,593 |
|  |  | 744,017 |  | $(113,948)$ |  | 630,069 |  |  |  | 630,069 |
| Trust preferred securities - real estate investment trusts |  |  |  |  |  |  |  |  |  |  |
| BBB rated |  | 13,209 |  | 1,230 |  | 14,439 |  |  |  | 14,439 |
| Noninvestment grade |  | 27,040 |  | $(3,093)$ |  | 23,947 |  |  |  | 23,947 |
|  |  | 40,249 |  | $(1,863)$ |  | 38,386 |  |  |  | 38,386 |
| Small business loan-backed |  | 12,623 |  | 82 |  | 12,705 |  |  |  | 12,705 |
| Other |  |  |  |  |  |  |  |  |  |  |
| AAA rated |  | 41,889 |  | $(4,609)$ |  | 37,280 |  |  |  | 37,280 |
| AA rated |  | 48,008 |  | $(15,342)$ |  | 32,666 |  |  |  | 32,666 |
| BBB rated |  | 3,356 |  | $(1,146)$ |  | 2,210 |  |  |  | 2,210 |
| Noninvestment grade |  | 14,499 |  | - |  | 14,499 |  |  |  | 14,499 |
|  |  | 107,752 |  | $(21,097)$ |  | 86,655 |  |  |  | 86,655 |
|  |  | 2,688,264 |  | $(145,835)$ |  | 2,542,429 |  |  |  | 2,542,429 |
| Other securities: |  |  |  |  |  |  |  |  |  |  |
| Mutual funds and stock |  | 249,807 |  | - |  | 249,807 |  |  |  | 249,807 |
|  |  | 2,938,071 |  | $(145,835)$ |  | 2,792,236 |  |  |  | 2,792,236 |
| Total | \$ | 5,103,964 | \$ | $(394,374)$ | \$ | 4,709,590 | \$ | $(330,348)$ | \$ | 4,379,242 |

(1) Other comprehensive income. All amounts reported are pretax.

Ratings categories include entire range. For example, "A rated" includes A+, A and A-. Split rated securities with two ratings are categorized at the higher of the rating levels. If three ratings exist, classification is at the common or middle rating level.

## ZIONS BANCORPORATION AND SUBSIDIARIES

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## Nonperforming Assets

(Unaudited)
(In thousands)

Nonaccrual loans
Restructured loans
Other real estate owned
Total
\% of net loans and leases* and other real estate owned

Accruing loans past due 90 days or more
\% of net loans and leases*
*Includes loans held for sale.

## Allowance and Reserve for Credit Losses

 (Unaudited)(In thousands)

## Allowance for Loan Losses

Balance at beginning of period
Allowance of company acquired
Allowance of branches sold
Allowance associated with repurchased securitized loans and loans sold
Add:
Provision for losses
Deduct:
Loan and lease charge-offs
Recoveries
Net loan and lease charge-offs
Balance at end of period
Ratio of allowance for loan losses to net loans and leases outstanding at period end
Ratio of allowance for loan losses to nonperforming loans at period end

Reserve for Unfunded Lending Commitments
Balance at beginning of period
Provision charged (credited) against earnings
Balance at end of period
Total Allowance and Reserve for Credit Losses
Allowance for loan losses
Reserve for unfunded lending commitments
Total allowance and reserve for credit losses

| $\begin{gathered} \text { September 30, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30, \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 765,522 | \$ | 570,101 | \$ | 387,717 | \$ | 258,513 | \$ | 174,315 |
|  | 2,103 |  | 2,145 |  | 10,100 |  | 10,140 |  | 10,287 |
|  | 156,817 |  | 125,186 |  | 36,476 |  | 15,201 |  | 11,973 |
| \$ | 924,442 | \$ | 697,432 | \$ | 434,293 | \$ | 283,854 | \$ | 196,575 |
|  | 2.20\% |  | 1.66\% |  | 1.09\% |  | 0.73\% |  | 0.52\% |
| \$ | 97,831 | \$ | 108,934 | \$ | 84,637 | \$ | 77,419 | \$ | 64,516 |
|  | 0.23\% |  | 0.26\% |  | 0.21\% |  | 0.20\% |  | 0.17\% |

Three Months Ended

| $\begin{gathered} \hline \text { September 30, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2007 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 548,958 | \$ | 501,283 | \$ | 459,376 | \$ | 418,165 | \$ | 380,295 |
|  | - |  | - |  | - |  | - |  | 578 |
|  | - |  | - |  | - |  | $(2,034)$ |  | - |
|  | (804) |  | 1,301 |  | 425 |  | - |  | - |
|  | 156,606 |  | 114,192 |  | 92,282 |  | 69,982 |  | 55,354 |
|  | $(100,241)$ |  | $(75,378)$ |  | $(53,751)$ |  | $(30,023)$ |  | $(20,815)$ |
|  | 4,914 |  | 7,560 |  | 2,951 |  | 3,286 |  | 2,753 |
|  | $(95,327)$ |  | $(67,818)$ |  | $(50,800)$ |  | $(26,737)$ |  | $(18,062)$ |
| \$ | 609,433 | \$ | 548,958 | \$ | 501,283 | \$ | 459,376 | \$ | 418,165 |


|  | 1.45\% |  | 1.31\% |  | 1.26\% | 1.18\% |  | 1.11\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 79.39\% |  | 95.93\% |  | 126.01\% |  | 170.99\% |  | 226.52\% |
| \$ | $\begin{gathered} 26,838 \\ (3,264) \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 25,148 \\ 1,690 \end{array}$ | \$ | $\begin{array}{r} 21,530 \\ 3,618 \end{array}$ | \$ | $\begin{array}{r} 21,394 \\ 136 \end{array}$ | \$ | $\begin{array}{r} 21,222 \\ 172 \end{array}$ |
| \$ | 23,574 | \$ | 26,838 | \$ | 25,148 | \$ | 21,530 | \$ | 21,394 |
| \$ | $\begin{array}{r} 609,433 \\ 23,574 \end{array}$ | \$ | $\begin{array}{r} 548,958 \\ 26,838 \end{array}$ | \$ | $\begin{array}{r} 501,283 \\ 25,148 \end{array}$ | \$ | $\begin{array}{r} 459,376 \\ 21,530 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 418,165 \\ 21,394 \end{array}$ |
| \$ | 633,007 | \$ | 575,796 | \$ | 526,431 | \$ | 480,906 | \$ | 439,559 |

## ZIONS BANCORPORATION AND SUBSIDIARIES

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## Loan Balances By Portfolio Type

(Unaudited)
(In millions)

Loans held for sale
Commercial lending:
Commercial and industrial
Leasing
Owner occupied
Total commercial lending
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
Foreign loans
Total loans

| $\begin{gathered} \text { September 30, } \\ 2008 \\ \hline \end{gathered}$ |  | June 30, 2008 |  | $\begin{gathered} \text { March 31, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2007 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 152 | \$ | 159 | \$ | 209 | \$ | 208 | \$ | 201 |
|  | 11,351 |  | 11,247 |  | 10,626 |  | 10,407 |  | 9,767 |
|  | 451 |  | 492 |  | 494 |  | 503 |  | 474 |
|  | 8,782 |  | 8,912 |  | 7,910 |  | 7,545 |  | 7,347 |
|  | 20,584 |  | 20,651 |  | 19,030 |  | 18,455 |  | 17,588 |
|  | 7,812 |  | 7,891 |  | 7,937 |  | 7,869 |  | 7,828 |
|  | 6,079 |  | 5,939 |  | 5,569 |  | 5,334 |  | 5,054 |
|  | 13,891 |  | 13,830 |  | 13,506 |  | 13,203 |  | 12,882 |
|  | 1,899 |  | 1,794 |  | 1,674 |  | 1,608 |  | 1,546 |
|  | 3,892 |  | 3,914 |  | 3,920 |  | 3,975 |  | 3,969 |
|  | 769 |  | 852 |  | 910 |  | 945 |  | 972 |
|  | 360 |  | 332 |  | 316 |  | 347 |  | 299 |
|  | 411 |  | 436 |  | 440 |  | 460 |  | 473 |
|  | 7,331 |  | 7,328 |  | 7,260 |  | 7,335 |  | 7,259 |
|  | 70 |  | 65 |  | 59 |  | 51 |  | 49 |
| \$ | 42,028 | \$ | 42,033 | \$ | 40,064 | \$ | 39,252 | \$ | 37,979 |

## ZIONS BANCORPORATION AND SUBSIDIARIES

## Press Release - Page 20

## CONSOLIDATED AVERAGE BALANCE SHEETS, YIELDS AND RATES

## (Unaudited)

| (In thousands) | Three Months Ended September 30, 2008 |  |  |  | Three Months Ended June 30, 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Amount of interest (1) |  | Average rate | Average balance |  | Amount of interest (1) |  | Average rate |
| ASSETS |  |  |  |  |  |  |  |  |  |
| Money market investments | \$ 1,417,875 | \$ | 9,267 | 2.60\% | \$ | 1,823,907 | \$ | 12,313 | 2.72\% |
| Securities: |  |  |  |  |  |  |  |  |  |
| Held-to-maturity | 1,918,436 |  | 31,502 | 6.53\% |  | 1,532,818 |  | 25,305 | 6.64\% |
| Available-for-sale | 2,621,756 |  | 27,654 | 4.20\% |  | 3,295,056 |  | 37,936 | 4.63\% |
| Trading account | 42,535 |  | 437 | 4.09\% |  | 38,547 |  | 159 | 1.66\% |
| Total securities | 4,582,727 |  | 59,593 | 5.17\% |  | 4,866,421 |  | 63,400 | 5.24\% |
| Loans: |  |  |  |  |  |  |  |  |  |
| Loans held for sale | 160,026 |  | 1,916 | 4.76\% |  | 186,592 |  | 2,699 | 5.82\% |
| Net loans and leases (2) | 41,824,097 |  | 670,695 | 6.38\% |  | 40,325,657 |  | 650,364 | 6.49\% |
| Total loans and leases | 41,984,123 |  | 672,611 | 6.37\% |  | 40,512,249 |  | 653,063 | 6.48\% |
| Total interest-earning assets | 47,984,725 |  | 741,471 | 6.15\% |  | 47,202,577 |  | 728,776 | 6.21\% |
| Cash and due from banks | 1,424,407 |  |  |  |  | 1,320,584 |  |  |  |
| Allowance for loan losses | $(562,518)$ |  |  |  |  | $(516,908)$ |  |  |  |
| Goodwill | 2,009,509 |  |  |  |  | 2,009,517 |  |  |  |
| Core deposit and other intangibles | 132,167 |  |  |  |  | 137,675 |  |  |  |
| Other assets | 3,291,470 |  |  |  |  | 3,139,930 |  |  |  |
| Total assets | \$ 54,279,760 |  |  |  |  | 53,293,375 |  |  |  |
| LIABILITIES |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |  |  |  |
| Savings and NOW | \$ 4,248,715 |  | 8,285 | 0.78\% | \$ | 4,651,117 |  | 8,776 | 0.76\% |
| Money market | 11,552,968 |  | 62,571 | 2.15\% |  | 10,752,743 |  | 54,707 | 2.05\% |
| Internet money market | 2,327,315 |  | 19,864 | 3.40\% |  | 2,200,695 |  | 16,661 | 3.04\% |
| Time under \$100,000 | 2,675,894 |  | 21,898 | 3.26\% |  | 2,513,620 |  | 23,276 | 3.72\% |
| Time \$100,000 and over | 3,929,454 |  | 32,918 | 3.33\% |  | 4,344,441 |  | 40,462 | 3.75\% |
| Foreign | 3,397,729 |  | 20,021 | 2.34\% |  | 3,254,872 |  | 19,722 | 2.44\% |
| Total interest-bearing deposits | 28,132,075 |  | 165,557 | 2.34\% |  | 27,717,488 |  | 163,604 | 2.37\% |
| Borrowed funds: |  |  |  |  |  |  |  |  |  |
| Securities sold, not yet purchased | 30,966 |  | 393 | 5.05\% |  | 33,299 |  | 414 | 5.00\% |
| Federal funds purchased and security repurchase agreements | 2,284,997 |  | 10,246 | 1.78\% |  | 2,999,084 |  | 14,569 | 1.95\% |
| Commercial paper | 74,596 |  | 577 | 3.08\% |  | 148,946 |  | 1,222 | 3.30\% |
| FHLB advances and other borrowings: |  |  |  |  |  |  |  |  |  |
| One year or less | 5,765,265 |  | 36,302 | 2.50\% |  | 4,701,020 |  | 27,050 | 2.31\% |
| Over one year | 129,162 |  | 1,856 | 5.72\% |  | 129,079 |  | 1,840 | 5.73\% |
| Long-term debt | 2,662,046 |  | 28,718 | 4.29\% |  | 2,632,660 |  | 29,490 | 4.51\% |
| Total borrowed funds | 10,947,032 |  | 78,092 | 2.84\% |  | 10,644,088 |  | 74,585 | 2.82\% |
| Total interest-bearing liabilities | 39,079,107 |  | 243,649 | 2.48\% |  | 38,361,576 |  | 238,189 | 2.50\% |
| Noninterest-bearing deposits | 9,189,581 |  |  |  |  | 9,056,726 |  |  |  |
| Other liabilities | 575,224 |  |  |  |  | 537,782 |  |  |  |
| Total liabilities | 48,843,912 |  |  |  |  | 47,956,084 |  |  |  |
| Minority interest | 29,949 |  |  |  |  | 27,244 |  |  |  |
| Shareholders' equity: |  |  |  |  |  |  |  |  |  |
| Preferred equity | 282,500 |  |  |  |  | 240,000 |  |  |  |
| Common equity | 5,123,399 |  |  |  |  | 5,070,047 |  |  |  |
| Total shareholders' equity | 5,405,899 |  |  |  |  | 5,310,047 |  |  |  |
| Total liabilities and shareholders' equity | \$ 54,279,760 |  |  |  |  | 53,293,375 |  |  |  |
| Spread on average interest-bearing funds |  |  |  | 3.67\% |  |  |  |  | 3.71\% |
| Taxable-equivalent net interest income and net yield on interest-earning assets |  | \$ | 497,822 | 4.13\% |  |  | \$ | $\xrightarrow{490,587}$ | 4.18\% |

(1) Taxable-equivalent rates used where applicable.
(2) Net of unearned income and fees, net of related costs. Loans include nonaccrual and restructured loans.

## ZIONS BANCORPORATION AND SUBSIDIARIES

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## CONSOLIDATED AVERAGE BALANCE SHEETS, YIELDS AND RATES

## (Unaudited)


(1) Taxable-equivalent rates used where applicable.
(2) Net of unearned income and fees, net of related costs. Loans include nonaccrual and restructured loans.


[^0]:    (1) Amount consists of total deposits excluding brokered deposits and time deposits \$100,000 and over.

