



Glacier Bancorp, Inc. Announces Results for the Quarter Ended March 31, 2018

April 19, 2018

1st Quarter 2018 Highlights:

- Net income of \$38.6 million for the current quarter, an increase of \$7.3 million, or 23 percent, over the prior year first quarter net income of \$31.3 million. Pre-tax income of \$47.0 million for the current quarter, an increase of \$5.9 million, or 15 percent, over the prior year first quarter pre-tax income of \$41.0 million
- Current quarter diluted earnings per share of \$0.48, an increase of 17 percent from the prior year first quarter diluted earnings per share of \$0.41.
- Current quarter organic loan growth of \$110.2 million, or 7 percent annualized.
- Current quarter organic deposit growth of \$144 million, or 8 percent annualized, with 20 percent of the increase in non-interest bearing deposits.
- Dividend declared of \$0.23 per share, an increase of \$0.02 per share, or 10 percent, over the prior quarter. The dividend was the 132nd consecutive quarterly dividend.
- The Company completed the acquisition of Columbine Capital Corp., the holding company for Collegiate Peaks Bank, a community bank in Buena Vista, Colorado, with total assets of \$551 million.
- The Company completed the acquisition of Inter-Mountain Bancorp, Inc., the holding company for First Security Bank, a community bank in Bozeman, Montana, with total assets of \$1.110 billion.
- The Company surpassed \$10 billion in total assets ending the quarter at \$11.659 billion, an increase of \$1.952 billion, or 20 percent, from the prior quarter.

In addition to the results presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"), this press release contains certain non-GAAP financial measures. The Company believes that providing these non-GAAP financial measures provides investors with information useful in understanding the Company's financial performance, performance trends, and financial position. While the Company uses these non-GAAP measures in its analysis of the Company's performance, this information should not be considered an alternative to measurements required by GAAP.

The following table provides a reconciliation of certain GAAP financial measures to non-GAAP financial measures. The reconciling item between the GAAP and non-GAAP financial measures consisted of the one-time net tax expense of \$19.7 million during the three months ended December 31, 2017. The one-time net tax expense was driven by the Tax Cuts and Jobs Act ("Tax Act") and the change in the federal marginal rate from 35 percent to 21 percent, which resulted in the revaluation of its deferred tax assets and deferred tax liabilities ("net deferred tax asset"). The Company believes that the financial results are more comparable excluding the impact of the revaluation of the net deferred tax asset.

Non-GAAP Financial Measures - Tax Cuts and Jobs Act

| | Three Months ended | | |
|---|--------------------|-----------------|-----------------|
| | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 |
| (Dollars in thousands, except per share data) | | | |
| Net income (GAAP) | \$ 38,559 | 14,956 | 31,255 |
| Tax Act adjustment (GAAP) | — | 19,699 | — |
| Net income (non-GAAP) | <u>\$ 38,559</u> | <u>34,655</u> | <u>31,255</u> |
| Basic earnings per share (GAAP) | \$ 0.48 | 0.19 | 0.41 |
| Tax Act adjustment (GAAP) | — | 0.25 | — |
| Basic earnings per share (non-GAAP) | <u>\$ 0.48</u> | <u>0.44</u> | <u>0.41</u> |
| Diluted earnings per share (GAAP) | \$ 0.48 | 0.19 | 0.41 |
| Tax Act adjustment (GAAP) | — | 0.25 | — |
| Diluted earnings per share (non-GAAP) | <u>\$ 0.48</u> | <u>0.44</u> | <u>0.41</u> |
| Return on average assets (annualized) (GAAP) | 1.50% | 0.61% | 1.35% |
| Tax Act adjustment (GAAP) | —% | 0.81% | —% |
| Return on average assets (annualized) (non-GAAP) | <u>1.50%</u> | <u>1.42%</u> | <u>1.35%</u> |

| | | | |
|---|---------------|----------------|---------------|
| Return on average equity (annualized) (GAAP) | 11.90% | 4.91% | 11.19% |
| Tax Act adjustment (GAAP) | —% | 6.47% | —% |
| Return on average equity (annualized) (non-GAAP) | 11.90% | 11.38% | 11.19% |
| Dividend payout ratio (annualized) (GAAP) | 47.92% | 110.53% | 51.22% |
| Tax Act adjustment (GAAP) | —% | (62.80)% | —% |
| Dividend payout ratio (annualized) (non-GAAP) | 47.92% | 47.73% | 51.22% |
| Effective tax rate (GAAP) | 17.88% | 67.69% | 23.79% |
| Tax Act adjustment (GAAP) | —% | (42.57)% | —% |
| Effective tax rate (non-GAAP) | 17.88% | 25.12% | 23.79% |

Financial Highlights

| | At or for the Three Months ended | | |
|--|----------------------------------|-----------------|-----------------|
| | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 |
| (Dollars in thousands, except per share and market data) | | | |
| Operating results | | | |
| Net income ¹ | \$ 38,559 | 34,655 | 31,255 |
| Basic earnings per share ¹ | \$ 0.48 | 0.44 | 0.41 |
| Diluted earnings per share ¹ | \$ 0.48 | 0.44 | 0.41 |
| Dividends declared per share | \$ 0.23 | 0.21 | 0.21 |
| Market value per share | | | |
| Closing | \$ 38.38 | 39.39 | 33.93 |
| High | \$ 41.24 | 41.23 | 38.17 |
| Low | \$ 36.72 | 35.50 | 31.70 |
| Selected ratios and other data | | | |
| Number of common stock shares outstanding | 84,511,472 | 78,006,956 | 76,619,952 |
| Average outstanding shares - basic | 80,808,904 | 78,006,956 | 76,572,116 |
| Average outstanding shares - diluted | 80,887,135 | 78,094,494 | 76,633,283 |
| Return on average assets (annualized) ¹ | 1.50% | 1.42% | 1.35% |
| Return on average equity (annualized) ¹ | 11.90% | 11.38% | 11.19% |
| Efficiency ratio | 57.80% | 54.02% | 55.57% |
| Dividend payout ratio ¹ | 47.92% | 47.73% | 51.22% |
| Loan to deposit ratio | 81.83% | 87.29% | 78.91% |
| Number of full time equivalent employees | 2,492 | 2,278 | 2,224 |
| Number of locations | 166 | 145 | 142 |
| Number of ATMs | 222 | 200 | 195 |

¹ Excludes a one-time revaluation of the deferred tax assets and deferred tax liabilities as a result of the Tax Act for the three months ended December 31, 2017. For additional information on the revaluation, see the "Non-GAAP Financial Measures - Tax Cuts and Jobs Act" section above.

KALISPELL, Mont., April 19, 2018 (GLOBE NEWSWIRE) -- Glacier Bancorp, Inc. (NASDAQ:GBCI) reported net income of \$38.6 million for the current quarter, an increase of \$7.3 million, or 23 percent, from the \$31.3 million of net income for the prior year first quarter. Diluted earnings per share for the current quarter was \$0.48 per share, an increase of \$0.07, or 17 percent, from the prior year first quarter diluted earnings per share of \$0.41. Included in the current quarter was \$1.8 million of acquisition-related expenses. "I am very pleased to see the Glacier team post solid gains across all of our Company's key performance metrics. This was accomplished during one of the busiest quarters in the Company's history, closing two of our largest acquisitions while continuing to grow our core business," said Randy Chesler, President and Chief Executive Officer.

On February 28, 2018, the Company completed the acquisition of Inter-Mountain Bancorp, Inc., the holding company for First Security Bank, a community bank in Bozeman, Montana (collectively, "FSB"). On January 31, 2018, the Company completed the acquisition of Columbine Capital

Corp., the holding company for Collegiate Peaks Bank, a community bank in Buena Vista, Colorado (collectively, "Collegiate"). The Company's results of operations and financial condition include the acquisitions beginning on the acquisition dates and the following table discloses the preliminary fair value estimates of selected classifications of assets and liabilities acquired:

| (Dollars in thousands) | FSB | Collegiate | Total |
|-------------------------------|----------------------|---------------------|-----------|
| | February 28, 2018 | January 31, 2018 | |
| Total assets | \$ 1,109,684 | 551,198 | 1,660,882 |
| Debt securities | 271,865 | 42,177 | 314,042 |
| Loans receivable | 627,767 | 354,252 | 982,019 |
| Non-interest bearing deposits | 301,468 | 170,022 | 471,490 |
| Interest bearing deposits | 576,118 | 267,149 | 843,267 |
| Borrowings | 36,880 | 12,509 | 49,389 |

Asset Summary

| (Dollars in thousands) | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | \$ Change from | |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | | | | Dec 31, 2017 | Mar 31, 2017 |
| Cash and cash equivalents | \$ 451,048 | 200,004 | 234,004 | 251,044 | 217,044 |
| Debt securities, available-for-sale | 2,154,845 | 1,778,243 | 2,314,521 | 376,602 | (159,676) |
| Debt securities, held-to-maturity | 634,413 | 648,313 | 667,388 | (13,900) | (32,975) |
| Total debt securities | 2,789,258 | 2,426,556 | 2,981,909 | 362,702 | (192,651) |
| Loans receivable | | | | | |
| Residential real estate | 831,021 | 720,728 | 685,458 | 110,293 | 145,563 |
| Commercial real estate | 4,251,003 | 3,577,139 | 3,056,372 | 673,864 | 1,194,631 |
| Other commercial | 1,839,293 | 1,579,353 | 1,462,110 | 259,940 | 377,183 |
| Home equity | 489,879 | 457,918 | 433,554 | 31,961 | 56,325 |
| Other consumer | 258,834 | 242,686 | 239,480 | 16,148 | 19,354 |
| Loans receivable | 7,670,030 | 6,577,824 | 5,876,974 | 1,092,206 | 1,793,056 |
| Allowance for loan and lease losses | (127,608) | (129,568) | (129,226) | 1,960 | 1,618 |
| Loans receivable, net | 7,542,422 | 6,448,256 | 5,747,748 | 1,094,166 | 1,794,674 |
| Other assets | 876,050 | 631,533 | 590,247 | 244,517 | 285,803 |
| Total assets | \$ 11,658,778 | 9,706,349 | 9,553,908 | 1,952,429 | 2,104,870 |

The Company successfully executed its strategy to stay below \$10 billion in total assets as of December 31, 2017 to delay the impact of the Durbin Amendment for one additional year. The Durbin Amendment, which was passed as part of Dodd-Frank, establishes limits on the amount of interchange fees that can be charged to merchants for debit card processing and will reduce the Company's service charge fee income in the future. As a result, the Company's annual service charge fee income is expected to decline by approximately \$14 - \$16 million (pre-tax) beginning July 2019. During the current quarter, the Company surpassed \$10 billion in total assets ending the quarter at \$11.659 billion, which was an increase of \$1.952 billion, or 20 percent, from the prior quarter resulting from the current quarter acquisitions along with organic growth in loans and debt securities.

Total debt securities of \$2.789 billion at March 31, 2018 increased \$363 million, or 15 percent, during the current quarter and decreased \$192.7 million, or 6 percent, from the prior year first quarter. The current quarter increase was primarily due to the addition of the acquired banks. Debt securities represented 24 percent of total assets at March 31, 2018 compared to 31 percent of total assets at March 31, 2017.

The loan portfolio increased \$110 million, or 7 percent annualized, during the current quarter, excluding the FSB and Collegiate acquisitions. The loan category with the largest increase was commercial real estate loans which increased \$56.0 million, or 2 percent. Excluding the current quarter acquisitions and the prior year acquisition of Foothills Bank ("Foothills"), the loan portfolio increased \$519 million, or 9 percent, since March 31, 2017 and was primarily driven by growth in commercial real estate loans, which increased \$346 million, or 11 percent.

Credit Quality Summary

At or for the At or for At or for the

| (Dollars in thousands) | Three Months ended Mar 31, 2018 | the Year ended Dec 31, 2017 | Three Months ended Mar 31, 2017 |
|---|---|--------------------------------------|---|
| Allowance for loan and lease losses | | | |
| Balance at beginning of period | \$ 129,568 | 129,572 | 129,572 |
| Provision for loan losses | 795 | 10,824 | 1,598 |
| Charge-offs | (5,007) | (19,331) | (4,229) |
| Recoveries | 2,252 | 8,503 | 2,285 |
| Balance at end of period | <u>\$ 127,608</u> | <u>129,568</u> | <u>129,226</u> |
| Other real estate owned | \$ 14,132 | 14,269 | 17,771 |
| Accruing loans 90 days or more past due | 5,402 | 6,077 | 3,028 |
| Non-accrual loans | 54,449 | 44,833 | 50,674 |
| Total non-performing assets | <u>\$ 73,983</u> | <u>65,179</u> | <u>71,473</u> |
| Non-performing assets as a percentage of subsidiary assets | 0.64% | 0.68% | 0.75% |
| Allowance for loan and lease losses as a percentage of non-performing loans | 213% | 255% | 241% |
| Allowance for loan and lease losses as a percentage of total loans | 1.66% | 1.97% | 2.20% |
| Net charge-offs as a percentage of total loans | 0.04% | 0.17% | 0.03% |
| Accruing loans 30-89 days past due | \$ 44,963 | 37,687 | 39,160 |
| Accruing troubled debt restructurings | \$ 41,649 | 38,491 | 38,955 |
| Non-accrual troubled debt restructurings | \$ 13,289 | 23,709 | 19,479 |
| U.S. government guarantees included in non-performing assets | \$ 4,548 | 2,513 | 1,690 |

Non-performing assets at March 31, 2018 were \$74.0 million, an increase of \$8.8 million, or 14 percent, from December 31, 2017. Non-performing assets as a percentage of subsidiary assets at March 31, 2018 was 0.64 percent which was a decrease of 4 basis points from the prior year end of 0.68 percent and a decrease of 11 basis points from prior year first quarter. Early stage delinquencies (accruing loans 30-89 days past due) of \$45.0 million at March 31, 2018 increased \$7.3 million from the prior quarter and increased \$5.8 million from the prior year which was also attributable to the acquired banks. Early stage delinquencies as a percentage of loans at March 31, 2018 was 0.59 percent which was an increase of 2 basis points from the prior year end and a decrease of 8 basis points from prior year first quarter. The allowance for loan and lease losses ("allowance") as a percent of total loans outstanding at March 31, 2018 was 1.66 percent, a decrease of 31 basis points from 1.97 percent at December 31, 2017. This decrease was primarily driven by the addition of loans from new acquisitions, as they are added to the portfolio on a fair value basis and as a result do not require an allowance.

Credit Quality Trends and Provision for Loan Losses

| (Dollars in thousands) | Provision for Loan Losses | Net Charge-Offs (Recoveries) | ALLL as a Percent of Loans | Accruing Loans 30-89 Days Past Due as a Percent of Loans | Non-Performing Assets to Total Subsidiary Assets |
|------------------------|---------------------------------|------------------------------------|----------------------------------|--|---|
| First quarter 2018 | \$ 795 | \$ 2,755 | 1.66% | 0.59% | 0.64% |
| Fourth quarter 2017 | 2,886 | 2,894 | 1.97% | 0.57% | 0.68% |
| Third quarter 2017 | 3,327 | 3,628 | 1.99% | 0.45% | 0.67% |
| Second quarter 2017 | 3,013 | 2,362 | 2.05% | 0.49% | 0.70% |
| First quarter 2017 | 1,598 | 1,944 | 2.20% | 0.67% | 0.75% |
| Fourth quarter 2016 | 1,139 | 4,101 | 2.28% | 0.45% | 0.76% |
| Third quarter 2016 | 626 | 478 | 2.37% | 0.49% | 0.84% |
| Second quarter 2016 | — | (2,315) | 2.46% | 0.44% | 0.82% |

Net charge-offs for the current quarter were \$2.8 million compared to \$2.9 million for the prior quarter and \$1.9 million from the same quarter last year. Current quarter provision for loan losses was \$795 thousand, compared to \$2.9 million in the prior quarter and \$1.6 million in the prior year first quarter. Loan portfolio growth, composition, average loan size, credit quality considerations, and other environmental factors will continue to determine the level of the loan loss provision.

Supplemental information regarding credit quality and identification of the Company's loan portfolio based on regulatory classification is provided in the exhibits at the end of this press release. The regulatory classification of loans is based primarily on collateral type while the Company's loan segments presented herein are based on the purpose of the loan.

Liability Summary

| (Dollars in thousands) | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | \$ Change from | |
|---------------------------------|----------------------|------------------|------------------|------------------|------------------|
| | | | | Dec 31, 2017 | Mar 31, 2017 |
| Deposits | | | | | |
| Non-interest bearing deposits | \$ 2,811,469 | 2,311,902 | 2,049,476 | 499,567 | 761,993 |
| NOW and DDA accounts | 2,400,693 | 1,695,246 | 1,596,353 | 705,447 | 804,340 |
| Savings accounts | 1,328,047 | 1,082,604 | 1,035,023 | 245,443 | 293,024 |
| Money market deposit accounts | 1,778,068 | 1,512,693 | 1,516,731 | 265,375 | 261,337 |
| Certificate accounts | 955,105 | 817,259 | 941,628 | 137,846 | 13,477 |
| Core deposits, total | 9,273,382 | 7,419,704 | 7,139,211 | 1,853,678 | 2,134,171 |
| Wholesale deposits | 145,463 | 160,043 | 340,946 | (14,580) | (195,483) |
| Deposits, total | 9,418,845 | 7,579,747 | 7,480,157 | 1,839,098 | 1,938,688 |
| Repurchase agreements | 395,794 | 362,573 | 497,187 | 33,221 | (101,393) |
| Federal Home Loan Bank advances | 155,057 | 353,995 | 211,627 | (198,938) | (56,570) |
| Other borrowed funds | 8,204 | 8,224 | 8,894 | (20) | (690) |
| Subordinated debentures | 134,061 | 126,135 | 126,027 | 7,926 | 8,034 |
| Other liabilities | 92,793 | 76,618 | 94,776 | 16,175 | (1,983) |
| Total liabilities | \$ 10,204,754 | 8,507,292 | 8,418,668 | 1,697,462 | 1,786,086 |

The Company added back \$395 million of deposits during the current quarter that were previously moved off balance sheet as part of its strategy to stay below \$10 billion in total assets through December 31, 2017. Excluding the acquisitions and deposits moved back onto the balance sheet, core deposits increased \$143 million, or 2 percent, from the prior quarter. Excluding acquisitions, core deposit increased \$523 million, or 7 percent, from the prior year first quarter. Excluding acquisitions, non-interest bearing deposits increased \$28.1 million, or 1 percent, from prior quarter and increased \$193 million, or 9 percent, from the prior year.

Securities sold under agreements to repurchase ("repurchase agreements") of \$396 million at March 31, 2018 increased \$33.2 million, or 9 percent, from the prior quarter and decreased \$101 million, or 20 percent, from the prior year first quarter. Federal Home Loan Bank ("FHLB") advances of \$155 million at March 31, 2018, decreased \$199 million over prior quarter as that higher cost of funding was replaced with the deposits brought back onto the balance sheet.

Stockholders' Equity Summary

| (Dollars in thousands, except per share data) | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | \$ Change from | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
| | | | | Dec 31, 2017 | Mar 31, 2017 |
| Common equity | \$ 1,471,047 | 1,201,036 | 1,139,652 | 270,011 | 331,395 |
| Accumulated other comprehensive loss | (17,023) | (1,979) | (4,412) | (15,044) | (12,611) |
| Total stockholders' equity | 1,454,024 | 1,199,057 | 1,135,240 | 254,967 | 318,784 |
| Goodwill and core deposit intangible, net | (343,991) | (191,995) | (158,799) | (151,996) | (185,192) |
| Tangible stockholders' equity | \$ 1,110,033 | 1,007,062 | 976,441 | 102,971 | 133,592 |
| Stockholders' equity to total assets | 12.47 % | 12.35 % | 11.88 % | | |
| Tangible stockholders' equity to total tangible assets | 9.81 % | 10.58 % | 10.39 % | | |

| | | | | | | |
|--------------------------------------|----|-------|-------|-------|------|------|
| Book value per common share | \$ | 17.21 | 15.37 | 14.82 | 1.84 | 2.39 |
| Tangible book value per common share | \$ | 13.13 | 12.91 | 12.74 | 0.22 | 0.39 |

Tangible stockholders' equity of \$1.110 billion at March 31, 2018 increased \$103 million compared to the prior quarter which was the result of earnings retention, \$181 million and \$69.8 million of Company stock issued for the acquisitions of FSB and Collegiate, respectively; these increases more than offset the increase in goodwill and core deposit intangibles associated with the acquisitions. Tangible book value per common share at quarter end increased \$0.22 per share from the prior quarter and increased \$0.39 per share from a year ago.

Cash Dividend

On March 28, 2018, the Company's Board of Directors declared a quarterly cash dividend of \$0.23 per share, an increase of \$0.02 per share, or 10 percent from the prior quarter. The dividend was payable April 19, 2018 to shareholders of record on April 10, 2018. Future cash dividends will depend on a variety of factors, including net income, capital, asset quality, general economic conditions and regulatory considerations.

Operating Results for Three Months Ended March 31, 2018 Compared to December 31, 2017 and March 31, 2017

Income Summary

| (Dollars in thousands) | Three Months ended | | | \$ Change from | |
|---|--------------------|-----------------|-----------------|-----------------|-----------------|
| | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | Dec 31, 2017 | Mar 31, 2017 |
| Net interest income | | | | | |
| Interest income | \$ 103,066 | 96,898 | 87,628 | 6,168 | 15,438 |
| Interest expense | 7,774 | 7,072 | 7,366 | 702 | 408 |
| Total net interest income | 95,292 | 89,826 | 80,262 | 5,466 | 15,030 |
| Non-interest income | | | | | |
| Service charges and other fees | 16,871 | 17,282 | 15,633 | (411) | 1,238 |
| Miscellaneous loan fees and charges | 1,477 | 1,077 | 980 | 400 | 497 |
| Gain on sale of loans | 6,097 | 7,408 | 6,358 | (1,311) | (261) |
| Loss on sale of investments | (333) | (115) | (100) | (218) | (233) |
| Other income | 1,974 | 2,057 | 2,818 | (83) | (844) |
| Total non-interest income | 26,086 | 27,709 | 25,689 | (1,623) | 397 |
| Total income | \$ 121,378 | 117,535 | 105,951 | 3,843 | 15,427 |
| Net interest margin (tax-equivalent) | 4.10% | 4.23% | 4.03% | | |

Net Interest Income

In the current quarter, interest income of \$103 million increased \$6.2 million, or 6 percent, from the prior quarter and increased \$15.4 million, or 18 percent, over the prior year first quarter with both increases primarily attributable to the increase in interest income from commercial loans. Interest income on commercial loans increased \$4.2 million, or 7 percent, from the prior quarter and increased \$15.5 million, or 31 percent, from the prior year first quarter.

The current quarter interest expense of \$7.8 million increased \$702 thousand, or 10 percent, from the prior quarter and increased \$408 thousand, or 6 percent, from the prior year first quarter. The total cost of funding (including non-interest bearing deposits) for the current quarter was 35 basis points compared to 33 basis points for the prior quarter and 37 basis points for the prior year first quarter. The 2 basis points increase from the prior quarter was driven by the \$395 million of higher cost deposits brought back onto the balance sheet during the current quarter.

The Company's net interest margin as a percentage of earning assets, on a tax-equivalent basis, for the current quarter was 4.10 percent compared to 4.23 percent in the prior quarter. The 13 basis points decrease in the net interest margin was primarily the result of a 15 basis points decrease in the tax benefit related to the tax effect on certain earning assets as a result of the lower federal income tax rate in the current year. The current quarter net interest margin increased 7 basis points over the prior year first quarter net interest margin of 4.03 percent even though there was a current quarter decrease of 15 basis points driven by the decrease in the federal income tax rate. The increase in the core margin from the prior year first quarter resulted from the remix of earning assets to higher yielding loans and stable funding costs. "The low cost core deposit funding base of Collegiate Peaks Bank and First Security Bank adds significant value to the Company, especially in higher interest rate environments," said Ron Copher, Chief Financial Officer.

Non-interest Income

Non-interest income for the current quarter totaled \$26.1 million, a decrease of \$1.6 million, or 6 percent, from the prior quarter and an increase of \$397 thousand, or 2 percent, over the same quarter last year. Service charges and other fees of \$16.9 million, increased \$1.2 million, or 8 percent, from the prior year first quarter primarily due to the increased number of accounts. Gain on sale of loans decreased \$1.3 million, or 18 percent, from the prior quarter and decreased \$261 thousand from the prior year first quarter as a result of decreased refinance and purchase activity. Other income

of \$2.0 million, decreased \$844 thousand, or 30 percent, from the prior year first quarter due to the decrease in gain on sale of other real estate owned ("OREO"). Gain on sale of OREO during the first quarter of 2018 was \$72.7 thousand compared to \$967 thousand in the prior year first quarter.

Non-interest Expense Summary

| (Dollars in thousands) | Three Months ended | | | \$ Change from | |
|---------------------------------------|--------------------|-----------------|-----------------|-----------------|-----------------|
| | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | Dec 31, 2017 | Mar 31, 2017 |
| Compensation and employee benefits | \$ 45,721 | 40,465 | 39,246 | 5,256 | 6,475 |
| Occupancy and equipment | 7,274 | 6,925 | 6,646 | 349 | 628 |
| Advertising and promotions | 2,170 | 2,024 | 1,973 | 146 | 197 |
| Data processing | 3,967 | 3,970 | 3,124 | (3) | 843 |
| Other real estate owned | 72 | 377 | 273 | (305) | (201) |
| Regulatory assessments and insurance | 1,206 | 1,069 | 1,061 | 137 | 145 |
| Core deposit intangibles amortization | 1,056 | 614 | 601 | 442 | 455 |
| Other expenses | 12,161 | 12,922 | 10,420 | (761) | 1,741 |
| Total non-interest expense | \$ 73,627 | 68,366 | 63,344 | 5,261 | 10,283 |

Compensation and employee benefits increased by \$5.3 million, or 13 percent, from the prior year fourth quarter due to annual salary increases and the increased number of employees from acquisitions. Occupancy and equipment expense increased \$349 thousand, or 5 percent, over the prior quarter and increased \$628 thousand, or 9 percent, over the prior year first quarter and was attributable to the acquisitions. Data processing expense increased \$843 thousand, or 27 percent, from the prior year first quarter as a result of acquisitions and volume driven cost increases. Other expenses increased \$1.7 million, or 17 percent from the prior year first quarter primarily from an increase in acquisition related expenses from the two acquisitions during the current quarter. Acquisition related expenses were \$1.8 million during the current quarter compared to \$936 thousand in the prior quarter and \$83 thousand in the prior year first quarter.

Federal and State Income Tax Expense

Tax expense during the first quarter of 2018 was \$8.4 million, which is a decrease of \$1.4 million, or 14 percent, from the prior year first quarter and was attributable to the decrease in the federal income tax rate driven by the Tax Act. The effective tax rate in the first quarter of 2018 was 18 percent compared to 24 percent in the prior year first quarter. Tax expense decreased \$22.9 million from the prior quarter due to the one-time \$19.7 million revaluation of the Company's net deferred tax asset and a decrease in the federal income tax rate in the current year. Excluding the impact of the revaluation of the deferred tax asset, the effective federal and state income tax rate for the Company was 25 percent in the prior quarter.

Efficiency Ratio

The current quarter efficiency ratio was 57.8 percent, a 378 basis points increase from the prior quarter efficiency ratio of 54.02 percent. The increase included 230 basis points related to the combined impact of the decrease in the federal income tax rate and the increase in acquisition related expenses.

Forward-Looking Statements

This news release may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, statements about management's plans, objectives, expectations and intentions that are not historical facts, and other statements identified by words such as "expects," "anticipates," "intends," "plans," "believes," "should," "projects," "seeks," "estimates" or words of similar meaning. These forward-looking statements are based on current beliefs and expectations of management and are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond the Company's control. In addition, these forward-looking statements are subject to assumptions with respect to future business strategies and decisions that are subject to change. The following factors, among others, could cause actual results to differ materially from the anticipated results or other expectations in the forward-looking statements, including those set forth in this news release:

- the risks associated with lending and potential adverse changes of the credit quality of loans in the Company's portfolio;
- changes in trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve System or the Federal Reserve Board, which could adversely affect the Company's net interest income and profitability;
- changes in the cost and scope of insurance from the Federal Deposit Insurance Corporation and other third parties;
- legislative or regulatory changes, including increased banking and consumer protection regulation that adversely affect the Company's business, both generally and as a result of the Company exceeding \$10 billion in total consolidated assets;
- ability to complete pending or prospective future acquisitions, limit certain sources of revenue, or increase cost of operations;
- costs or difficulties related to the completion and integration of acquisitions;
- the goodwill the Company has recorded in connection with acquisitions could become impaired, which may have an adverse impact on earnings and capital;
- reduced demand for banking products and services;
- the reputation of banks and the financial services industry could deteriorate, which could adversely affect the Company's

ability to obtain (and maintain) customers;

- competition among financial institutions in the Company's markets may increase significantly;
- the risks presented by continued public stock market volatility, which could adversely affect the market price of the Company's common stock and the ability to raise additional capital or grow the Company through acquisitions;
- the projected business and profitability of an expansion or the opening of a new branch could be lower than expected;
- consolidation in the financial services industry in the Company's markets resulting in the creation of larger financial institutions who may have greater resources could change the competitive landscape;
- dependence on the Chief Executive Officer, the senior management team and the Presidents of Glacier Bank divisions;
- material failure, potential interruption or breach in security of the Company's systems and technological changes which could expose us to new risks (e.g., cybersecurity), fraud or system failures;
- natural disasters, including fires, floods, earthquakes, and other unexpected events;
- the Company's success in managing risks involved in the foregoing; and
- the effects of any reputational damage to the Company resulting from any of the foregoing.

The Company does not undertake any obligation to publicly correct or update any forward-looking statement if it later becomes aware that actual results are likely to differ materially from those expressed in such forward-looking statement.

Conference Call Information

A conference call for investors is scheduled for 11:00 a.m. Eastern Time on Friday, April 20, 2018. The conference call will be accessible by telephone and through the internet. Interested individuals are invited to listen to the call by dialing 877-561-2748 and conference ID 7466239. To participate on the webcast, log on to: <https://edge.media-server.com/m6/p/zzte4xt>. If you are unable to participate during the live webcast, the call will be archived on our website, www.glacierbancorp.com, or by calling 855-859-2056 with the ID 7466239 by May 4, 2018.

About Glacier Bancorp, Inc.

Glacier Bancorp, Inc. is the parent company for Glacier Bank, Kalispell and its bank divisions: First Security Bank of Missoula; Valley Bank of Helena; Western Security Bank, Billings; First Bank of Montana, Lewistown; and First Security Bank of Bozeman, all located in Montana; as well as Mountain West Bank, Coeur d'Alene, operating in Idaho, Utah and Washington; First Bank, Powell, operating in Wyoming and Utah; Citizens Community Bank, Pocatello, operating in Idaho; Bank of the San Juans, Durango; and Collegiate Peaks Bank, Buena Vista both operating in Colorado; First State Bank, Wheatland, operating in Wyoming; North Cascades Bank, Chelan, operating in Washington; and The Foothills Bank, Yuma, operating in Arizona.

Glacier Bancorp, Inc. Unaudited Condensed Consolidated Statements of Financial Condition

| (Dollars in thousands, except per share data) | March 31, 2018 | December 31, 2017 | March 31, 2017 |
|---|-------------------|-------------------------|-------------------|
| Assets | | | |
| Cash on hand and in banks | \$ 140,625 | 139,948 | 124,501 |
| Federal funds sold | 230 | — | 190 |
| Interest bearing cash deposits | 310,193 | 60,056 | 109,313 |
| Cash and cash equivalents | 451,048 | 200,004 | 234,004 |
| Debt securities, available-for-sale | 2,154,845 | 1,778,243 | 2,314,521 |
| Debt securities, held-to-maturity | 634,413 | 648,313 | 667,388 |
| Total debt securities | 2,789,258 | 2,426,556 | 2,981,909 |
| Loans held for sale, at fair value | 37,058 | 38,833 | 25,649 |
| Loans receivable | 7,670,030 | 6,577,824 | 5,876,974 |
| Allowance for loan and lease losses | (127,608) | (129,568) | (129,226) |
| Loans receivable, net | 7,542,422 | 6,448,256 | 5,747,748 |
| Premises and equipment, net | 238,491 | 177,348 | 175,283 |
| Other real estate owned | 14,132 | 14,269 | 17,771 |
| Accrued interest receivable | 54,376 | 44,462 | 48,043 |
| Deferred tax asset | 32,929 | 38,344 | 64,575 |
| Core deposit intangible, net | 54,456 | 14,184 | 11,746 |
| Goodwill | 289,535 | 177,811 | 147,053 |

| | | | |
|---|----------------------|------------------|------------------|
| Non-marketable equity securities | 21,910 | 29,884 | 23,944 |
| Bank-owned life insurance | 81,787 | 59,351 | 50,335 |
| Other assets | 51,376 | 37,047 | 25,848 |
| Total assets | <u>\$ 11,658,778</u> | <u>9,706,349</u> | <u>9,553,908</u> |
| Liabilities | | | |
| Non-interest bearing deposits | \$ 2,811,469 | 2,311,902 | 2,049,476 |
| Interest bearing deposits | 6,607,376 | 5,267,845 | 5,430,681 |
| Securities sold under agreements to repurchase | 395,794 | 362,573 | 497,187 |
| FHLB advances | 155,057 | 353,995 | 211,627 |
| Other borrowed funds | 8,204 | 8,224 | 8,894 |
| Subordinated debentures | 134,061 | 126,135 | 126,027 |
| Accrued interest payable | 3,740 | 3,450 | 3,467 |
| Other liabilities | 89,053 | 73,168 | 91,309 |
| Total liabilities | <u>10,204,754</u> | <u>8,507,292</u> | <u>8,418,668</u> |
| Stockholders' Equity | | | |
| Preferred shares, \$0.01 par value per share, 1,000,000 shares authorized, none issued or outstanding | — | — | — |
| Common stock, \$0.01 par value per share, 117,187,500 shares authorized | 845 | 780 | 766 |
| Paid-in capital | 1,048,860 | 797,997 | 749,381 |
| Retained earnings - substantially restricted | 421,342 | 402,259 | 389,505 |
| Accumulated other comprehensive loss | (17,023) | (1,979) | (4,412) |
| Total stockholders' equity | <u>1,454,024</u> | <u>1,199,057</u> | <u>1,135,240</u> |
| Total liabilities and stockholders' equity | <u>\$ 11,658,778</u> | <u>9,706,349</u> | <u>9,553,908</u> |

Glacier Bancorp, Inc.
Unaudited Condensed Consolidated Statements of Operations

| | Three Months ended | | |
|--|--------------------|----------------------|-------------------|
| | March 31, 2018 | December 31, 2017 | March 31, 2017 |
| (Dollars in thousands, except per share data) | | | |
| Interest Income | | | |
| Debt securities | \$ 20,142 | 18,663 | 21,939 |
| Residential real estate loans | 8,785 | 8,520 | 7,918 |
| Commercial loans | 65,515 | 61,329 | 49,970 |
| Consumer and other loans | 8,624 | 8,386 | 7,801 |
| Total interest income | <u>103,066</u> | <u>96,898</u> | <u>87,628</u> |
| Interest Expense | | | |
| Deposits | 3,916 | 3,288 | 4,440 |
| Securities sold under agreements to repurchase | 485 | 496 | 382 |
| Federal Home Loan Bank advances | 2,089 | 2,106 | 1,510 |
| Other borrowed funds | 16 | 24 | 15 |
| Subordinated debentures | 1,268 | 1,158 | 1,019 |
| Total interest expense | <u>7,774</u> | <u>7,072</u> | <u>7,366</u> |

| | | | |
|---|------------------|---------------|---------------|
| Net Interest Income | 95,292 | 89,826 | 80,262 |
| Provision for loan losses | 795 | 2,886 | 1,598 |
| Net interest income after provision for loan losses | <u>94,497</u> | <u>86,940</u> | <u>78,664</u> |
| Non-Interest Income | | | |
| Service charges and other fees | 16,871 | 17,282 | 15,633 |
| Miscellaneous loan fees and charges | 1,477 | 1,077 | 980 |
| Gain on sale of loans | 6,097 | 7,408 | 6,358 |
| Loss on sale of debt securities | (333) | (115) | (100) |
| Other income | 1,974 | 2,057 | 2,818 |
| Total non-interest income | <u>26,086</u> | <u>27,709</u> | <u>25,689</u> |
| Non-Interest Expense | | | |
| Compensation and employee benefits | 45,721 | 40,465 | 39,246 |
| Occupancy and equipment | 7,274 | 6,925 | 6,646 |
| Advertising and promotions | 2,170 | 2,024 | 1,973 |
| Data processing | 3,967 | 3,970 | 3,124 |
| Other real estate owned | 72 | 377 | 273 |
| Regulatory assessments and insurance | 1,206 | 1,069 | 1,061 |
| Core deposit intangibles amortization | 1,056 | 614 | 601 |
| Other expenses | 12,161 | 12,922 | 10,420 |
| Total non-interest expense | <u>73,627</u> | <u>68,366</u> | <u>63,344</u> |
| Income Before Income Taxes | 46,956 | 46,283 | 41,009 |
| Federal and state income tax expense | 8,397 | 31,327 | 9,754 |
| Net Income | <u>\$ 38,559</u> | <u>14,956</u> | <u>31,255</u> |

Glacier Bancorp, Inc.
Average Balance Sheets

| | Three Months ended | | | | | |
|---|----------------------|-------------------------|---------------------------|---------------------|-------------------------|---------------------------|
| | March 31, 2018 | | | March 31, 2017 | | |
| | Average Balance | Interest & Dividends | Average Yield/ Rate | Average Balance | Interest & Dividends | Average Yield/ Rate |
| (Dollars in thousands) | | | | | | |
| Assets | | | | | | |
| Residential real estate loans | \$ 783,817 | \$ 8,785 | 4.48 % | \$ 709,432 | \$ 7,918 | 4.46 % |
| Commercial loans ¹ | 5,551,619 | 66,474 | 4.86 % | 4,372,299 | 51,335 | 4.76 % |
| Consumer and other loans | 719,153 | 8,624 | 4.86 % | 672,480 | 7,801 | 4.70 % |
| Total loans ² | <u>7,054,589</u> | <u>83,883</u> | <u>4.82 %</u> | <u>5,754,211</u> | <u>67,054</u> | <u>4.73 %</u> |
| Tax-exempt debt securities ³ | 1,093,736 | 12,795 | 4.68 % | 1,245,358 | 17,761 | 5.70 % |
| Taxable debt securities ⁴ | 1,654,318 | 10,273 | 2.48 % | 1,857,335 | 10,575 | 2.28 % |
| Total earning assets | <u>9,802,643</u> | <u>106,951</u> | <u>4.42 %</u> | <u>8,856,904</u> | <u>95,390</u> | <u>4.37 %</u> |
| Goodwill and intangibles | 219,463 | | | 159,089 | | |
| Non-earning assets | 390,857 | | | 369,274 | | |
| Total assets | <u>\$ 10,412,963</u> | | | <u>\$ 9,385,267</u> | | |

Liabilities

| | | | | | | |
|--|----------------------|------------------|--------|---------------------|------------------|--------|
| Non-interest bearing deposits | \$ 2,472,151 | \$ — | —% | \$ 1,970,654 | \$ — | —% |
| NOW and DDA accounts | 2,011,464 | 818 | 0.16 % | 1,575,928 | 247 | 0.06 % |
| Savings accounts | 1,184,807 | 193 | 0.07 % | 1,015,108 | 146 | 0.06 % |
| Money market deposit accounts | 1,631,863 | 719 | 0.18 % | 1,490,198 | 565 | 0.15 % |
| Certificate accounts | 876,425 | 1,319 | 0.61 % | 953,527 | 1,333 | 0.57 % |
| Wholesale deposits ⁵ | 149,577 | 867 | 2.35 % | 332,255 | 2,149 | 2.62 % |
| FHLB advances | 224,847 | 2,089 | 3.72 % | 271,225 | 1,510 | 2.23 % |
| Repurchase agreements and other borrowed funds | 521,641 | 1,769 | 1.38 % | 562,628 | 1,416 | 1.02 % |
| Total funding liabilities | <u>9,072,775</u> | <u>7,774</u> | 0.35 % | <u>8,171,523</u> | <u>7,366</u> | 0.37 % |
| Other liabilities | <u>25,973</u> | | | <u>81,419</u> | | |
| Total liabilities | <u>9,098,748</u> | | | <u>8,252,942</u> | | |
| Stockholders' Equity | | | | | | |
| Common stock | 808 | | | 766 | | |
| Paid-in capital | 906,030 | | | 748,851 | | |
| Retained earnings | 420,552 | | | 389,798 | | |
| Accumulated other comprehensive loss | (13,175) | | | (7,090) | | |
| Total stockholders' equity | <u>1,314,215</u> | | | <u>1,132,325</u> | | |
| Total liabilities and stockholders' equity | <u>\$ 10,412,963</u> | | | <u>\$ 9,385,267</u> | | |
| Net interest income (tax-equivalent) | | <u>\$ 99,177</u> | | | <u>\$ 88,024</u> | |
| Net interest spread (tax-equivalent) | | | 4.07 % | | | 4.00 % |
| Net interest margin (tax-equivalent) | | | 4.10 % | | | 4.03 % |

¹ Includes tax effect of \$959 thousand and \$1.4 million on tax-exempt municipal loan and lease income for the three months ended March 31, 2018 and 2017, respectively.

² Total loans are gross of the allowance for loan and lease losses, net of unearned income and include loans held for sale. Non-accrual loans were included in the average volume for the entire period.

³ Includes tax effect of \$2.6 million and \$6.1 million on tax-exempt debt securities income for the three months ended March 31, 2018 and 2017, respectively.

⁴ Includes tax effect of \$304 thousand and \$338 thousand on federal income tax credits for the three months ended March 31, 2018 and 2017, respectively.

⁵ Wholesale deposits include brokered deposits classified as NOW, DDA, money market deposit and certificate accounts.

Glacier Bancorp, Inc. Loan Portfolio by Regulatory Classification

| (Dollars in thousands) | Loans Receivable, by Loan Type | | | % Change from | |
|--|--------------------------------|-----------------|-----------------|--------------------|--------------------|
| | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | Dec 31, 2017 | Mar 31, 2017 |
| Custom and owner occupied construction | \$ 140,440 | \$ 109,555 | \$ 92,835 | 28 % | 51 % |
| Pre-sold and spec construction | 100,376 | 72,160 | 68,736 | 39 % | 46 % |
| Total residential construction | 240,816 | 181,715 | 161,571 | 33 % | 49 % |
| Land development | 76,528 | 82,398 | 78,042 | (7) % | (2) % |

| | | | | | |
|---|--------------------|--------------------|--------------------|-------------|-------------|
| Consumer land or lots | 119,469 | 102,289 | 94,840 | 17% | 26% |
| Unimproved land | 68,862 | 65,753 | 66,857 | 5% | 3% |
| Developed lots for operative builders | 13,093 | 14,592 | 13,046 | (10)% | —% |
| Commercial lots | 43,232 | 23,770 | 26,639 | 82% | 62% |
| Other construction | 420,632 | 391,835 | 272,184 | 7% | 55% |
| Total land, lot, and other construction | 741,816 | 680,637 | 551,608 | 9% | 34% |
| Owner occupied | 1,292,206 | 1,132,833 | 988,544 | 14% | 31% |
| Non-owner occupied | 1,449,166 | 1,186,066 | 964,913 | 22% | 50% |
| Total commercial real estate | 2,741,372 | 2,318,899 | 1,953,457 | 18% | 40% |
| Commercial and industrial | 865,574 | 751,221 | 739,475 | 15% | 17% |
| Agriculture | 620,342 | 450,616 | 411,094 | 38% | 51% |
| 1st lien | 1,014,361 | 877,335 | 839,387 | 16% | 21% |
| Junior lien | 66,288 | 51,155 | 54,801 | 30% | 21% |
| Total 1-4 family | 1,080,649 | 928,490 | 894,188 | 16% | 21% |
| Multifamily residential | 219,310 | 189,342 | 162,636 | 16% | 35% |
| Home equity lines of credit | 481,204 | 440,105 | 405,309 | 9% | 19% |
| Other consumer | 162,171 | 148,247 | 153,159 | 9% | 6% |
| Total consumer | 643,375 | 588,352 | 558,468 | 9% | 15% |
| States and political subdivisions | 421,252 | 383,252 | 329,461 | 10% | 28% |
| Other | 132,582 | 144,133 | 140,665 | (8)% | (6)% |
| Total loans receivable, including loans held for sale | 7,707,088 | 6,616,657 | 5,902,623 | 16% | 31% |
| Less loans held for sale ¹ | (37,058) | (38,833) | (25,649) | (5)% | 44% |
| Total loans receivable | <u>\$7,670,030</u> | <u>\$6,577,824</u> | <u>\$5,876,974</u> | 17% | 31% |

¹ Loans held for sale are primarily 1st lien 1-4 family loans.

Glacier Bancorp, Inc. Credit Quality Summary by Regulatory Classification

| (Dollars in thousands) | Non-performing Assets, by Loan Type | | | Non- Accrual Loans | Accruing Loans 90 Days or More Past Due | Other Real Estate Owned |
|--|-------------------------------------|-----------------|-----------------|--------------------------|---|-------------------------------|
| | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | Mar 31, 2018 | Mar 31, 2018 | Mar 31, 2018 |
| Custom and owner occupied construction | \$ 48 | 48 | — | — | — | 48 |
| Pre-sold and spec construction | 492 | 38 | 227 | 492 | — | — |
| Total residential construction | 540 | 86 | 227 | 492 | — | 48 |
| Land development | 7,802 | 7,888 | 8,856 | 775 | — | 7,027 |
| Consumer land or lots | 1,622 | 1,861 | 1,728 | 743 | — | 879 |
| Unimproved land | 10,294 | 10,866 | 12,017 | 8,638 | — | 1,656 |

| | | | | | | |
|---|---------------|---------------|---------------|---------------|--------------|---------------|
| Developed lots for operative builders | 83 | 116 | 116 | — | — | 83 |
| Commercial lots | 1,312 | 1,312 | 1,255 | 260 | — | 1,052 |
| Other construction | 319 | 151 | — | 181 | — | 138 |
| Total land, lot and other construction | 21,432 | 22,194 | 23,972 | 10,597 | — | 10,835 |
| Owner occupied | 12,594 | 13,848 | 17,956 | 10,483 | 552 | 1,559 |
| Non-owner occupied | 5,346 | 4,584 | 3,194 | 4,751 | — | 595 |
| Total commercial real estate | 17,940 | 18,432 | 21,150 | 15,234 | 552 | 2,154 |
| Commercial and industrial | 6,313 | 5,294 | 4,466 | 4,956 | 1,312 | 45 |
| Agriculture | 10,476 | 3,931 | 1,878 | 8,481 | 1,995 | — |
| 1st lien | 8,717 | 9,261 | 10,047 | 7,706 | 676 | 335 |
| Junior lien | 4,271 | 567 | 1,335 | 3,979 | 242 | 50 |
| Total 1-4 family Multifamily residential | 12,988 | 9,828 | 11,382 | 11,685 | 918 | 385 |
| Home equity lines of credit | 3,312 | 3,292 | 6,008 | 2,207 | 465 | 640 |
| Other consumer | 330 | 322 | 202 | 145 | 160 | 25 |
| Total consumer States and political subdivisions | — | 1,800 | 1,800 | — | — | — |
| Total | \$ 73,983 | 65,179 | 71,473 | 54,449 | 5,402 | 14,132 |

Glacier Bancorp, Inc.
Credit Quality Summary by Regulatory Classification (continued)

| (Dollars in thousands) | Accruing 30-89 Days Delinquent Loans, by Loan Type | | | % Change from | |
|---|---|-----------------|-----------------|-----------------|-----------------|
| | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | Dec 31, 2017 | Mar 31, 2017 |
| Custom and owner occupied construction | \$ 611 | \$ 300 | \$ 380 | 104% | 61% |
| Pre-sold and spec construction | 267 | 102 | 488 | 162% | (45)% |
| Total residential construction | 878 | 402 | 868 | 118% | 1% |
| Land development | 585 | — | — | n/m | n/m |
| Consumer land or lots | 485 | 353 | 432 | 37% | 12% |
| Unimproved land | 889 | 662 | 938 | 34% | (5)% |
| Developed lots for operative builders | 464 | 7 | — | 6,529% | n/m |
| Commercial lots | 194 | 108 | 258 | 80% | (25)% |
| Other construction | 76 | — | 7,125 | n/m | (99)% |
| Total land, lot and other construction | 2,693 | 1,130 | 8,753 | 138% | (69)% |
| Owner occupied | 13,904 | 4,726 | 6,686 | 194% | 108% |
| Non-owner occupied | 3,842 | 2,399 | 405 | 60% | 849% |
| Total commercial real estate | 17,746 | 7,125 | 7,091 | 149% | 150% |
| Commercial and industrial | 5,746 | 6,472 | 6,796 | (11)% | (15)% |

| | | | | | |
|--------------------------------|--------------|---------------|--------------|--------------|---------------|
| Agriculture | 3,845 | 3,205 | 3,567 | 20% | 8% |
| 1st lien | 9,597 | 10,865 | 7,132 | (12)% | 35% |
| Junior lien | 240 | 4,348 | 848 | (94)% | (72)% |
| Total 1-4 family | 9,837 | 15,213 | 7,980 | (35)% | 23% |
| Multifamily Residential | — | — | 2,028 | n/m | (100)% |
| Home equity lines of credit | 2,316 | 1,962 | 703 | 18% | 229% |
| Other consumer | 1,849 | 2,109 | 1,317 | (12)% | 40% |
| Total consumer | 4,165 | 4,071 | 2,020 | 2% | 106% |
| Other | 53 | 69 | 57 | (23)% | (7)% |
| Total | \$ 44,963 | \$ 37,687 | \$ 39,160 | 19% | 15% |

n/m - not measurable

Glacier Bancorp, Inc.
Credit Quality Summary by Regulatory Classification (continued)

| (Dollars in thousands) | Net Charge-Offs (Recoveries), Year-to-Date | | | Charge-Offs | Recoveries |
|---|--|-----------------|-----------------|--------------|--------------|
| | Period Ending, By Loan Type | | | | |
| | Mar 31, 2018 | Dec 31, 2017 | Mar 31, 2017 | | |
| Pre-sold and spec construction | \$ (339) | (23) | (11) | 17 | 356 |
| Total residential construction | (339) | (23) | (11) | 17 | 356 |
| Land development | (5) | (143) | (33) | — | 5 |
| Consumer land or lots | (3) | 222 | (57) | 169 | 172 |
| Unimproved land | (73) | (304) | (96) | — | 73 |
| Developed lots for operative builders | — | (107) | (5) | — | — |
| Commercial lots | (2) | (6) | (2) | — | 2 |
| Other construction | — | 389 | — | — | — |
| Total land, lot and other construction | (83) | 51 | (193) | 169 | 252 |
| Owner occupied | 962 | 3,908 | 795 | 1,000 | 38 |
| Non-owner occupied | (47) | 368 | (1) | 15 | 62 |
| Total commercial real estate | 915 | 4,276 | 794 | 1,015 | 100 |
| Commercial and industrial | 1,430 | 883 | 344 | 1,539 | 109 |
| Agriculture | (2) | 9 | (3) | — | 2 |
| 1st lien | (65) | (23) | (15) | 4 | 69 |
| Junior lien | (29) | 719 | (16) | — | 29 |
| Total 1-4 family | (94) | 696 | (31) | 4 | 98 |
| Multifamily residential | (6) | (230) | — | — | 6 |
| Home equity lines of credit | (32) | 272 | 12 | 12 | 44 |
| Other consumer | 73 | 505 | (11) | 142 | 69 |
| Total consumer | 41 | 777 | 1 | 154 | 113 |
| Other | 893 | 4,389 | 1,043 | 2,109 | 1,216 |
| Total | \$ 2,755 | 10,828 | 1,944 | 5,007 | 2,252 |

Visit our website at www.glacierbancorp.com

CONTACT: Randall M. Chesler, CEO

(406) 751-4722

Ron J. Copher, CFO

(406) 751-7706



Source: Glacier Bancorp, Inc.