



UMPQUA HOLDINGS CORPORATION
D.A. Davidson Investor Conference, Seattle, WA
May 10, 2012



Safe Harbor Statement

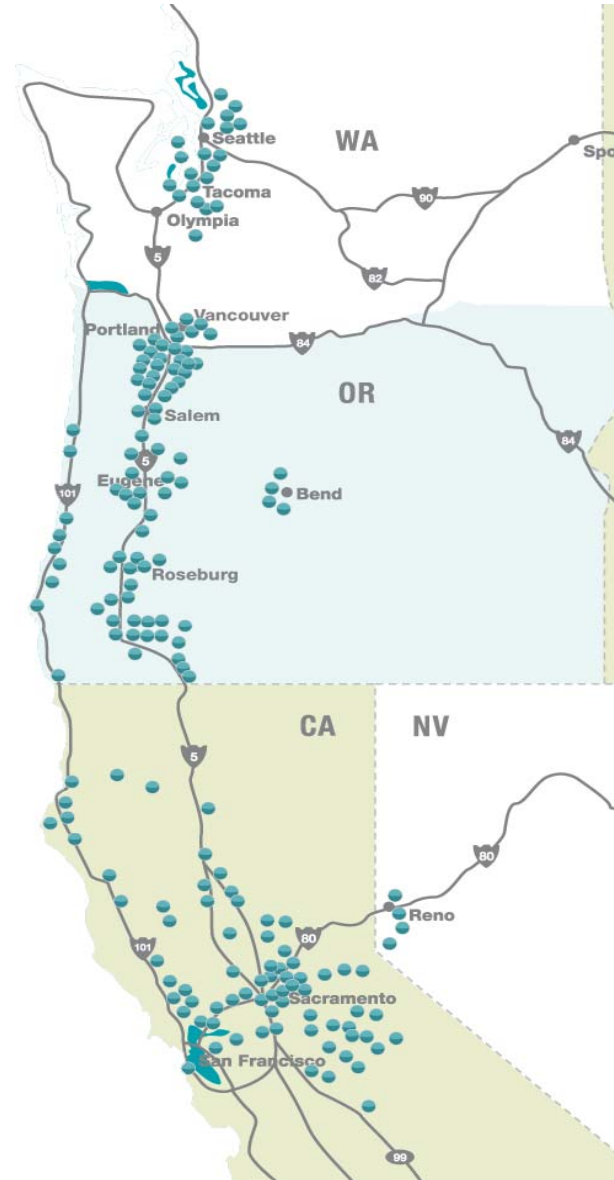
This presentation contains forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, which are intended to be covered by the safe harbor for "forward-looking statements" provided by the Private Securities Litigation Reform Act of 1995. These statements may include statements that expressly or implicitly predict future results, performance or events. Statements other than statements of historical fact are forward-looking statements. You can find many of these statements by looking for words such as "anticipates," "expects," "believes," "estimates" and "intends" and words or phrases of similar meaning. We make forward-looking statements regarding projected sources of funds, availability of acquisition and growth opportunities, adequacy of our allowance for loan and lease losses and provision for loan and lease losses, our commercial real estate portfolio and subsequent charge-offs. Forward-looking statements involve substantial risks and uncertainties, many of which are difficult to predict and are generally beyond the control of Umpqua. Risks and uncertainties include those set forth in our filings with the SEC and the following factors that might cause actual results to differ materially from those presented:

- The ability to attract new deposits and loans and leases
- Demand for financial services in our market areas
- Competitive market pricing factors
- Deterioration in economic conditions that could result in increased loan and lease losses
- Risks associated with concentrations in real estate related loans
- Market interest rate volatility
- Stability of funding sources and continued availability of borrowings
- Changes in legal or regulatory requirements or the results of regulatory examinations that could restrict growth
- The Dodd-Frank Act and other recent legislative and regulatory initiatives could detrimentally affect the Company's business by, for example, increasing our operating expenses and decreasing revenue.
- The ability to recruit and retain key management and staff
- Risks associated with merger integration
- Significant decline in the market value of the Company that could result in an impairment of goodwill
- The ability to raise capital or incur debt on reasonable terms

There are many factors that could cause actual results to differ materially from those contemplated by these forward-looking statements. For a more detailed discussion of some of the risk factors, see the section entitled "Risk Factors" in the Form 10-K for the year ended December 31, 2011 as updated and supplemented in our filings on Form 10-Q and Form 8-K. We do not intend to update any factors or to publicly announce revisions to any of our forward-looking statements. You should consider any forward looking statements in light of this explanation, and we caution you about relying on forward-looking statements.

Umpqua is a leading community bank serving the Pacific Northwest

- > 194 total stores
- > 26 commercial banking centers



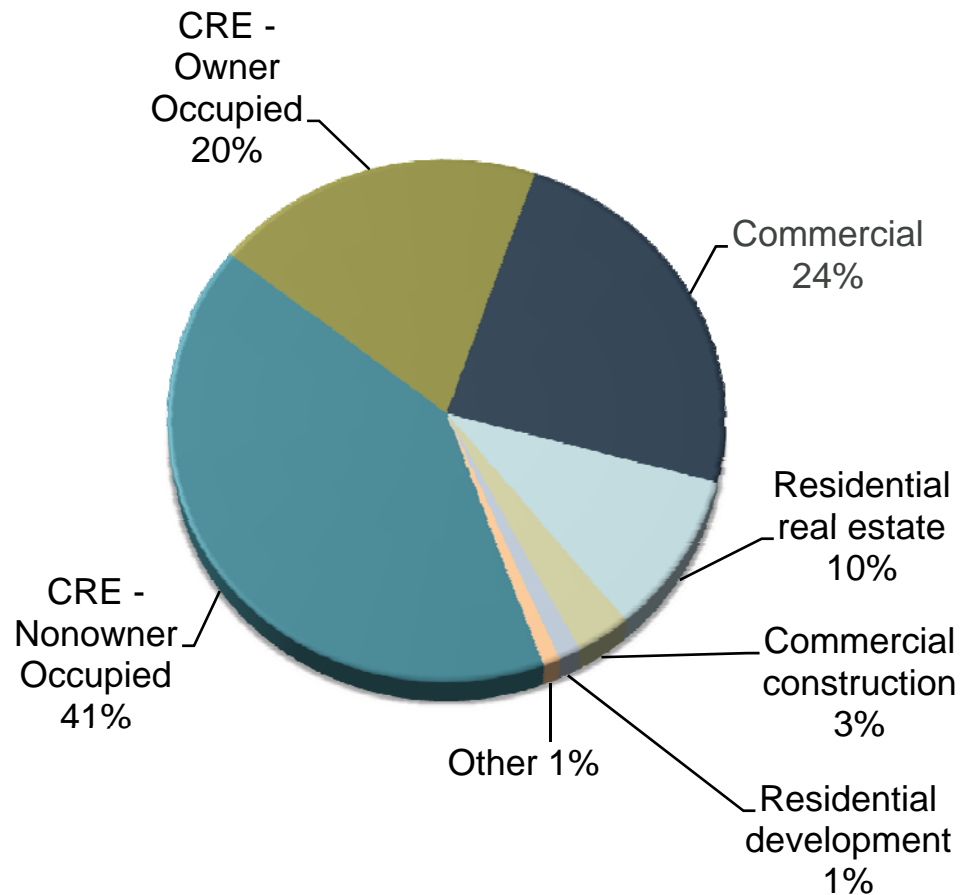
Improving earnings

- > Q1 2012 operating EPS \$0.23, up 92% y/y, up 21% sequential quarter
- > Adjusted margin 4.00%, loan to deposit ratio improved to 72% = focus & future upside/buffer against low rate environment
- > Record mortgage banking results, well positioned w/ strong pipeline
- > Continued growth in capital markets group, \$3 million Q1 revenue
- > Built in future expense reduction as credit quality continues to improve, \$23 million Q1 annualized workout costs (excl. OREO gain/loss), 50/50 non-covered/covered split

Strong loan production

- > Positioning over last 2 years with addition of experienced teams in growth markets
- > 5% year over year non-covered loan growth
- > Commercial production \$1.4 billion in 2011, double that of 2010
- > Q1 commercial production at \$391 million,
- > Commercial pipeline at \$1.9 billion

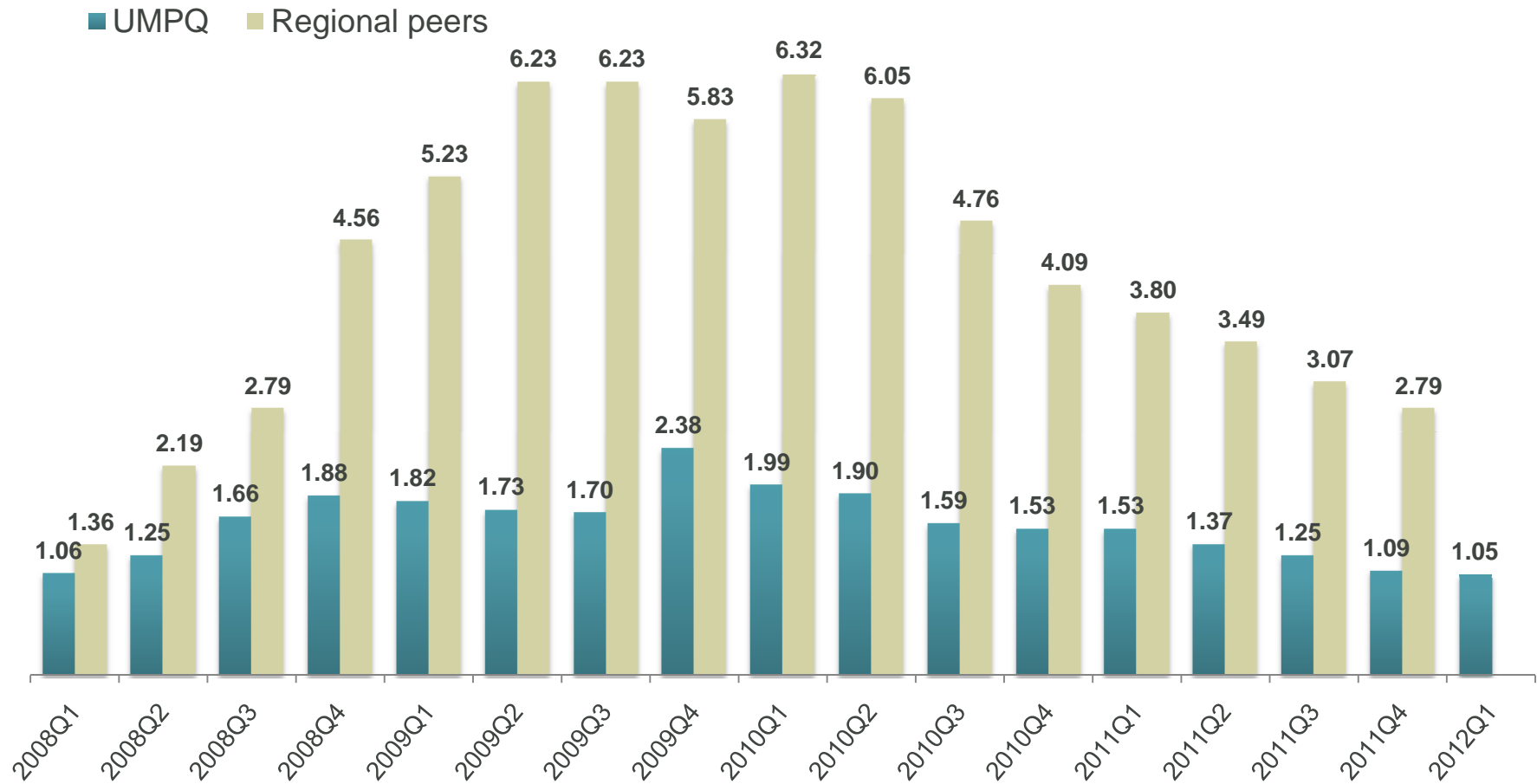
Loan Portfolio – March 2012 (non-covered)



- > Growth categories:
 - Commercial (+15% y/y),
 - Owner-occupied CRE (+6% y/y)
 - Residential (+21% y/y)
- > Strong, consistent underwriting
- > Shifting mix over time
- > Strong credit culture

- > Continued focus on reducing NPA's, non-covered NPA ratio at 1.05%, NPAs written down 39% from current par value
- > Past due 30-89 days down 71% y/y, down 41% sequential quarter
- > Classified assets down 28% y/y, down 7% sequential quarter
- > Non-covered classified coverage ratio down to 29% (of Tier 1 capital + Allowance for credit loss)
- > Potential recovery pool at \$180 million, dedicated resources on future collection (\$10 million in 2011, \$3 million in Q1 2012)

Non-performing assets to total assets % (non-covered)

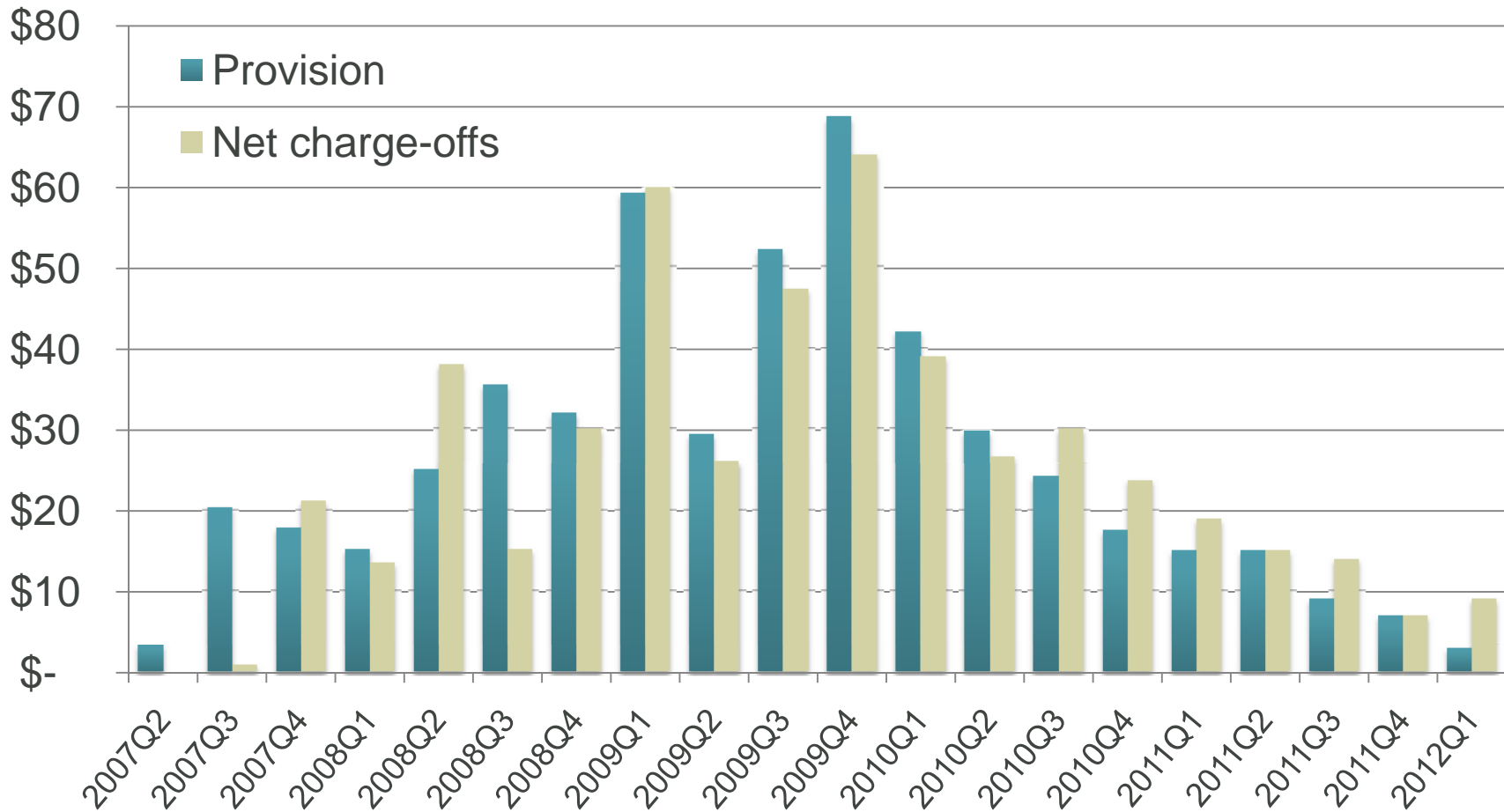


> Source: Company filings, SNL Financial

> Note: Regional peers include Banner Corporation, Cascade Bancorp, CVB Financial, PacWest Bancorp, Sterling Financial, West Coast Bancorp, and Westamerica Bancorp; Regional peers represent a median ratio. Q1 2012 regional peer data not available at preparation of this presentation.



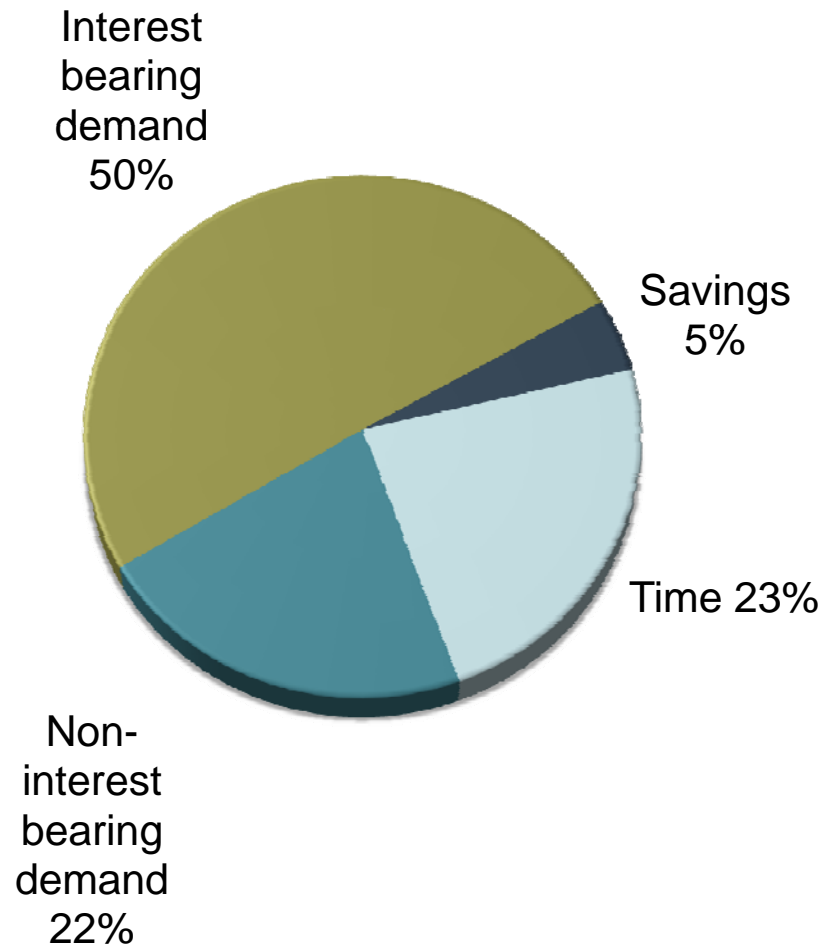
Provision for loan loss & net charge-off trends (non-covered, \$ in millions)



Strong balance sheet

- > Already low non-performing asset levels continue to improve
- > Loan to deposit ratio of 72% provides opportunity for upside
- > Tangible common equity at 9.38%, flexibility for various outcomes
- > Total available liquidity of \$5 billion, flexibility to fund growth
- > Opportunity for continued organic and disciplined acquisition expansion, focused on growth markets and increasing loan to deposit ratio
- > Stable low cost core deposit base in desirable markets

Deposit Portfolio – March 2012 (\$ in millions)



- > Improving mix
- > DDA up 19% y/y
- > Q1 cost of interest bearing deposits 0.49%
- > Q1 cost of total deposits 0.39%

Capital

	<u>Q1 2012</u>	<u>Q4 2011</u>
Tier 1 Leverage	11.19%	10.91%
Tier 1 Risk Based Capital	16.04%	15.91%
Total Risk Based Capital	17.29%	17.16%
Tier 1 Common / Risk Weighted	13.08%	12.93%
Tangible Common Equity ratio	9.38%	9.14%
Tangible Book Value / Share	\$9.04	\$8.87

- > ~\$900 million of excess pre-tax risk based capital above 10% well capitalized threshold
- > Ability to increase risk weighted assets ~\$3 billion and maintain 9% Tier 1 Common
- > Well positioned for Basel III threshold with excess & capital generation

- > Strong competitive advantage: community bank alternative of choice in growth markets
- > Management team prepared for future industry consolidation, expecting increase in overall M&A activity
- > Self discipline in place to continue our growth plans
- > Expand lending, major focus in Puget Sound, Portland, and greater San Francisco bay area
- > Continued organic expansion to focus on San Francisco



Thank you

