Umpqua Holdings Corporation

1st Quarter 2020 Earnings Conference Call Presentation

April 23, 2020

Umpqua Holdings Corporation

Forward-looking Statements

This press release includes forward-looking statements within the meaning of the “Safe-Harbor” provisions of the Private Securities Litigation Reform Act of 1995, which management believes are a benefit to shareholders. These statements are necessarily subject to risk and uncertainty and actual results could differ materially due to various risk factors, including those set forth from time to time in our filings with the SEC. You should not place undue reliance on forward-looking statements and we undertake no obligation to update any such statements. Forward-looking statements can be identified by words such as “anticipates,” “intends,” “plans,” “seeks,” “believes,” “estimates,” “expects,” “target,” “projects,” “outlook,” “forecast,” “will,” “may,” “could,” “should,” “can” and similar references to future periods. In this press release we make forward-looking statements about the projected impact on our business operations of the COVID-19 global pandemic. Risks that could cause results to differ from forward-looking statements we make are set forth in our filings with the SEC and include, without limitation: current and future economic and market conditions, including the effects of declines in housing prices, high unemployment rates, and any slowdown in economic growth particularly in the western United States; the effect of the COVID-19 pandemic, including on our credit quality and business operations, as well as its impact on general economic and financial market conditions; economic forecast variables that are either materially worse or better than end of quarter projections and deterioration in the economy that exceeds current consensus estimates; timely completion of the goodwill impairment analysis; our ability to effectively manage problem credits; our ability to successfully implement efficiency and operational excellence initiatives; our ability to successfully develop and market new products and technology; and changes in laws or regulations. We also caution that the amount and timing of any future common stock dividends or repurchases will depend on the earnings, cash requirements and financial condition of the Company, market conditions, capital requirements, applicable law and regulations (including federal securities laws and federal banking regulations), and other factors deemed relevant by the Company’s Board of Directors, and may be subject to regulatory approval or conditions.

COVID-19 Response

For the latest on COVID-19 Relief Programs: https://www.umpquabank.com/newsroom/latest-coronavirus-updates-from-umpqua-bank/

Stabilization

- Primary focus was on health and well-being of our associates, customers, and communities
- Over 95% of our 237 stores were open throughout March and April providing our communities with essential services
- 90% of our non-store associates working remotely since early March

Recovery

- Associate Support:
  - Supplemental Frontline Pay
  - Pandemic Pay Bank
- Customer Support:
  - Payroll Protection Program
    - Over **6,700** loans approved and SBA PLP numbers obtained resulting in ability to fund more than **$1.4 billion** of PPP loans.
  - Payment Deferral Programs (see below for data as of 4/19/2020)

Segment:	% Accounts Electing Deferment	Payment Amounts Deferred ($ in 000s)	% Total Payment Amounts Deferred
Commercial	0.9%	$750	<0.1%
Commercial Real Estate	3.4%	$2,717	1.6%
Consumer & Other	1.4%	$187	2.7%
Financial Pacific Leasing	9.8%	$5,234	10.1%
Residential	2.5%	$1,593	7.3%

  - ATM Fee Waivers
- Community Support:
  - $2.0 million in combined grants and investments to organizations providing COVID-19 community relief and small business microloans
  - Virtual Volunteerism
  - Associate 3:1 Giving Match

UMPQUA BANK

Portfolios of Interest – Potential COVID-19 Impacts

Hospitality

Hotels & Motels[1]:

- $490mm outstanding balance (2.3% of portfolio)
- Weighted Avg. LTV: 51%
- Weighted Avg. DSCR: 1.8x
- Avg. Loan Size: $2.5mm
- Geographic distribution: 36% California, 34% Oregon, 20% Washington, and 10% Other
- Portfolio consists of seasoned established operators and 85% of the portfolio are flagged hotel properties.

Air Transportation

Air Transportation and Related Companies Supporting Air Transportation[2]:

- $132mm outstanding balance (0.6% of portfolio)
- Avg. Loan Size: $3.3mm
- Portfolio consists of scheduled freight & passenger air transportation as well as companies directly supporting the air transportation sector (e.g. engine lessors and aircraft lessors)

Oil & Gas

Oil & Gas including support activities for Oil & Gas Industry[3]:

- $34k outstanding balance (<0.001% of portfolio)
- Average Loan Size: $6.7k
- Portfolio consists of small business loans to companies identified as support activities for oil and gas operations such as site development and surveying services.

(1) Includes NAICS code of 721110 (2) Includes NAICS codes of 48111, 481112, 481211 (3) Includes NAICS 211111,213112, 213111, 221210, 211112

Portfolios of Interest – Potential COVID-19 Impacts

Restaurants	Gaming

Restaurants

Restaurants[1]:

- $142mm outstanding balance (0.7% of portfolio)
- Avg. Loan Size: $285k
- 59% of portfolio is limited service restaurants (e.g. fast food) and 27% is full service restaurants.
- $18mm of portfolio are in SBA 7a and 504 programs
- Geographic distribution: 53% California, 30% Oregon, 8% Washington, 7% Nevada, and 2% Other

Gaming

Casinos, Casino Hotels, and Other Gambling Industries[2]:

- $360mm outstanding balance (1.7% of portfolio)
- Avg. Loan Size: $5.2mm
- $285mm (80%) of segment are loans to sovereign tribal customers.
- Geographic distribution: 35% California, 22% Washington, 19% Nevada, 13% Oregon, and 11% Other
- Portfolio has an average of 12 months liquidity based on operating expense base with average FCC[3] of 3.6 and CFL[3] of 1.73x.

(1) Restaurants segment includes NAICS codes of 722410, 722511, 722513, 722514, 722515 (2) Includes NAICS 721120, 713210, 713290 (3) FCC = Fixed Charge Coverage CFL: Cash Flow Leverage

Current Expected Credit Loss ("CECL")

- Elected to implement CECL as previously planned and used Moody's March Baseline economic forecast dated 03/27/2020
- Key Components of the Economic Forecast include
  - US Economy undergoes recession due to COVID-19 pandemic from Q1 2020 to Q2 2020.
  - Includes 2020 full year GDP down -2.2% and -18.3% from Q1 to Q2 2020.
  - Unemployment peaks at near 9% in Q2 2020

Allowance For Credit Losses ($ in millions)

Loan Segment	12/31/2019	CECL Adoption Impact	1/1/2020	Reserve build[1]	3/31/2020	% of loans and leases outstanding
Commercial	$37,841	$1,234	$39,075	$20,268	$59,343	1.68%
Lease & Equipment Finance	$38,518	$42,288	$80,806	$9,385	$90,191	6.04%
CRE	$51,381	$9,107	$60,488	$55,050	$115,538	1.11%
Residential/Home Equity	$24,863	$3,366	$28,229	$7,764	$35,993	0.66%
Consumer	$10,132	$(2,758)	$7,374	$3,908	$11,282	2.93%
Total	**$162,735**	**$53,237**	**$215,972**	**$96,375**	**$312,347[2]**	**1.47%**
% of loans and leases outstanding	**0.77%**	**0.25%**	**1.02%**	**0.45%**	**1.47%**	

Note on Q1 Provision For Credit Losses:

~$100mm (85%) of the $118mm provision in the quarter was COVID-19 related including:

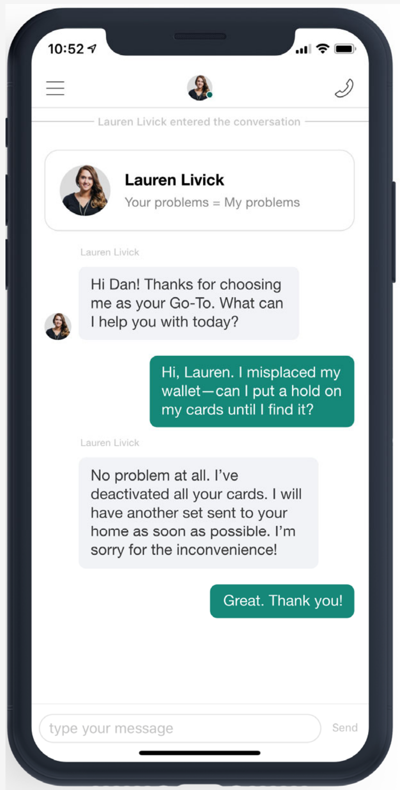
- $80mm of economic forecast related estimates for future credit losses not yet incurred
- $8mm in a single charge-off related to a SNC of an air transportation lessor
- $12mm related to an increase in reserves for unfunded commitments

Electing an option to delay the estimated impact of CECL on regulatory capital over a five-year transition period.

[1]The reserve build includes $118MM in provision offset by $22MM in net charge-offs

[2]Total includes $20.9 mm for *Reserve for Unfunded Commitments* included in Other Liabilities on the balance sheet

Digital and Go-To® Usage Trends

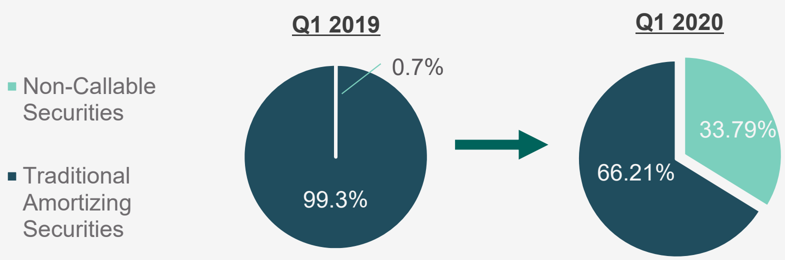


- Go-To® enrollments exceeding 53,000
- Go-To® message volume is up **3x** and as Go-To® provides customers and bankers a healthy and secure way to conduct transactions, initiate applicable COVID-19 relief, and get answers to critical questions.
- Increased volume observed in both mobile banking users (5%) and unique sessions (12%) from pre-COVID 19 levels.

Reducing Asset Sensitivity Profile

Securities Portfolio

- Increased weighting of non-callable securities in portfolio to reduce potential bond premium amortization.



Mortgage Servicing Rights

- Reduced the total amount of mortgages serviced for others to dampen fair value impact on mortgage servicing rights in a low rate environment.

Q1 2019		Q1 2020
$15.9 B	→	$12.5 B

Notional amount of mortgages serviced for others

Loan Floors

- As of Q1 2020, $3.9 billion (18% of loan portfolio) of adjustable and variable rate loans are currently at their floor acting as fixed rate loans, which is in addition to the $6.2 billion (29%) of fixed rate loans.
- In addition, another $1.1 billion (5%) of adjustable and variable rate loans are nearing floors.

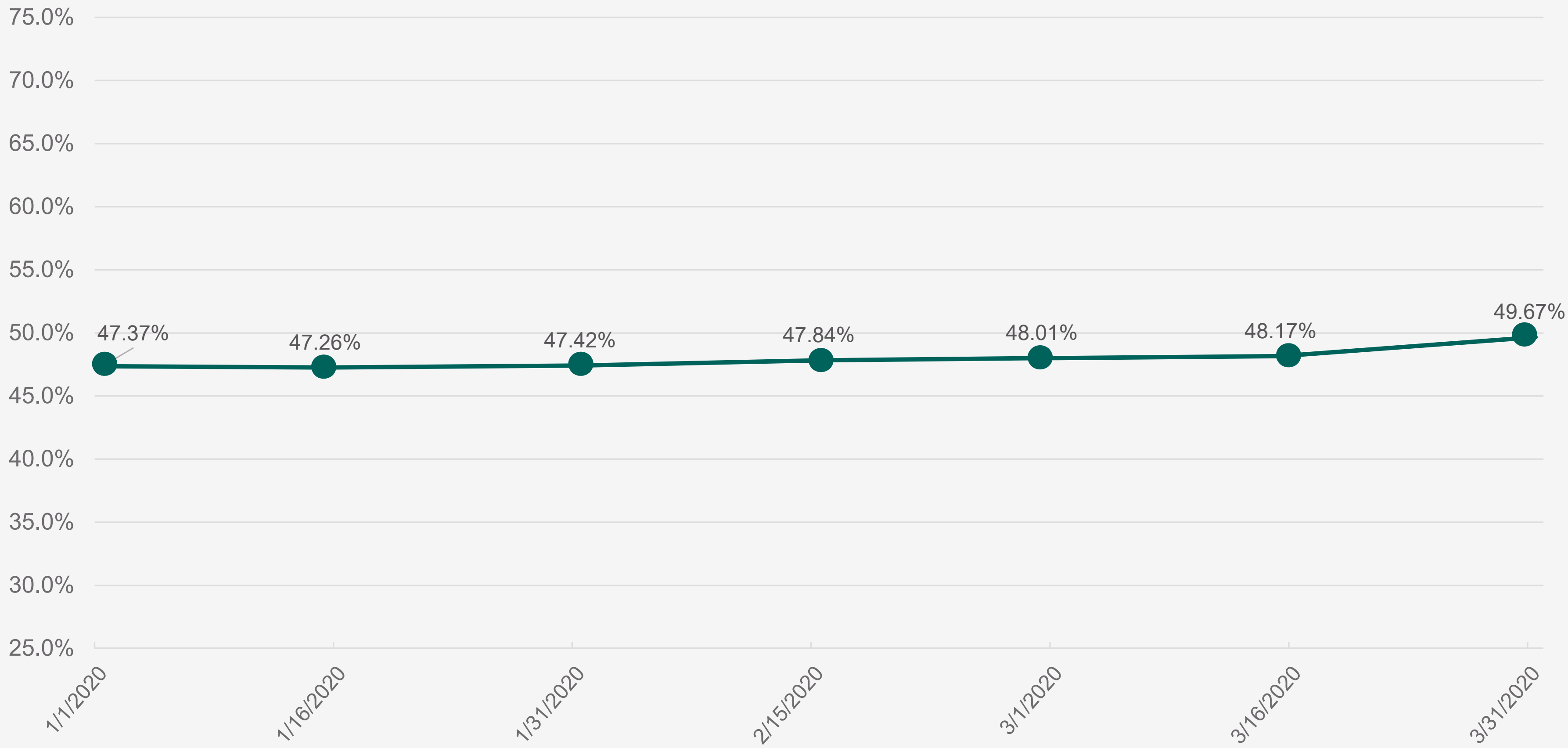
Shortening Durations

- Shortened duration on term borrowings and brokered time deposits.

	Q1 2019		Q1 2020	
	Balance	**Avg. Remaining Term (Days)**	**Balance**	**Avg. Remaining Term (Days)**
Term Borrowings	$930mm	505	$1.2B	315
Brokered Time Deposits	$1.1B	155	$660mm	130

Line of Credit Line Utilization

- Line of credit[1] utilization has remained stable & consistent over the past 90 days.



(1) Includes commercial lines of credit, small business lines of credit, and home equity lines of credit.

Q1 2020 Highlights (compared to Q4 2019)

- Net interest income decreased by $8.3 million on a quarter to quarter basis primarily driven by lower average yields on loans and leases, partially offset by a lower cost of interest bearing deposits;
- Provision for credit losses increased by $101.8 million, due to the adoption of the CECL accounting standard which incorporated a COVID-19 global pandemic influenced economic forecast;
- Net charge-offs increased by thirteen basis points to 0.41% of average loans and leases (annualized);
- Non-interest income decreased by $43.1 million, driven primarily by the $30.7 million loss related to the fair value of the MSR asset and the $14.3 million dollar loss related to the fair value of the debt capital market swap derivatives;
- Non-interest expense decreased by $5.7 million, driven primarily by lower professional fees and services, lower incentives and commissions, and lower other expenses, partially offset by seasonally higher payroll taxes;
- Non-performing assets to total assets increased to 0.30% from 0.23%;
- Estimated total risk-based capital ratio of 14.0% and estimated Tier 1 common to risk weighted assets ratio of 10.9%;
- Declared a quarterly cash dividend of $0.21 per common share.
- Evaluating goodwill for impairment.

Selected Ratios

		For the quarter ended				
		Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Performance	Return on average assets	-0.39%	1.15%	1.18%	1.62%	1.12%
	Return on average tangible assets	-0.42%	1.22%	1.26%	1.73%	1.20%
	Return on average common equity	-2.66%	7.70%	7.87%	10.80%	7.34%
	Return on average tangible common equity	-4.60%	13.24%	13.67%	19.14%	13.17%
	Efficiency ratio - consolidated	68.48%	59.00%	57.76%	51.64%	60.44%
	Net interest margin - consolidated	3.41%	3.51%	3.63%	3.70%	4.03%
Credit Quality	Non-performing loans and leases to loans and leases	0.41%	0.30%	0.31%	0.34%	0.37%
	Non-performing assets to total assets	0.30%	0.23%	0.25%	0.28%	0.32%
	Net charge-offs to average loans and leases (annualized)	0.41%	0.28%	0.34%	0.26%	0.27%
Capital	Tangible common equity to tangible assets [(1)]	9.2%	9.3%	9.2%	9.2%	9.0%
	Tier 1 common to risk-weighted asset ratio [(2)]	10.9%	11.2%	10.9%	11.0%	10.8%
	Total risk-based capital ratio [(2)]	14.0%	14.0%	13.6%	13.7%	13.6%

(1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement is provided at the end of this slide presentation.
(2) Capital ratio estimated for current quarter, pending completion and filing of regulatory reports.

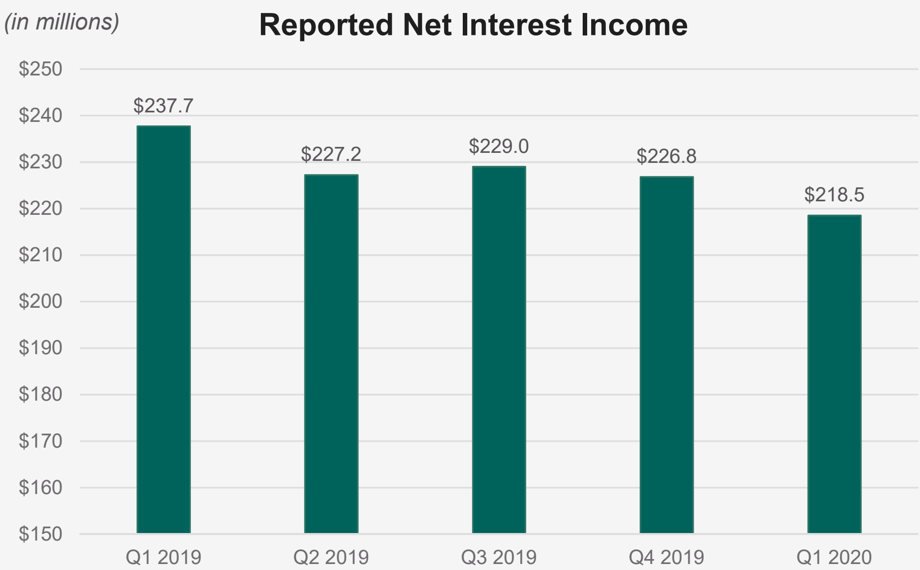
Summary Income Statement

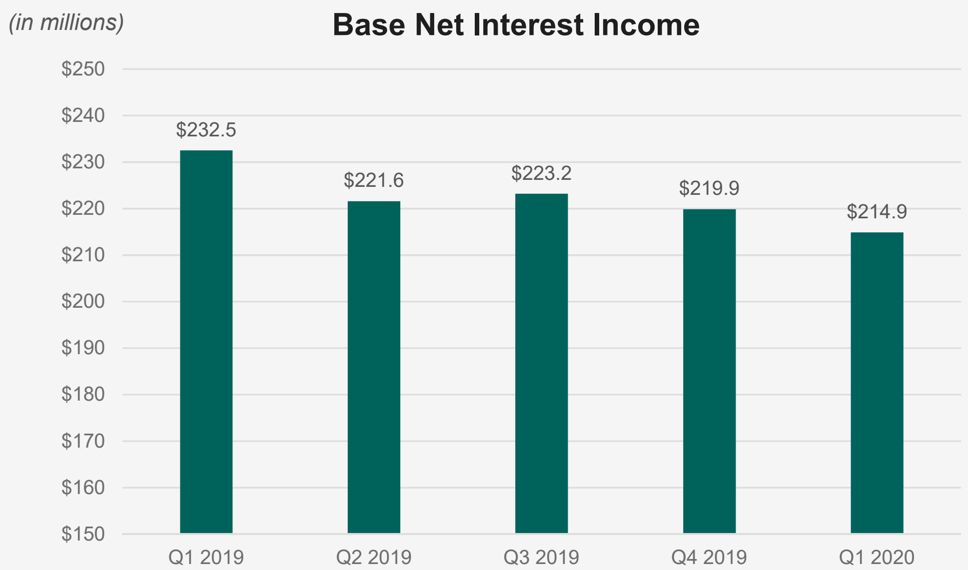
(in millions)

	For the quarter ended				
	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Net interest income before provision	$218.5	$226.8	$229.0	$227.2	$237.7
Provision for credit losses	118.1	16.3	23.2	19.4	13.7
Net interest income after provision	**100.4**	**210.6**	**205.7**	**207.8**	**224.0**
Non-interest income	40.6	83.7	88.5	121.8	45.7
Non-interest expense	177.7	183.4	183.6	180.4	171.6
(Loss) income before provision for income taxes	**(36.6)**	**110.9**	**110.7**	**149.2**	**98.1**
(Benefit) provision for income taxes	(8.4)	27.1	26.2	37.4	24.1
Net (loss) income	**$(28.3)**	**$83.8**	**$84.5**	**$111.8**	**$74.0**
Earnings (loss) per share, diluted	**$(0.13)**	**$0.38**	**$0.38**	**$0.51**	**$0.34**

Note: tables may not foot due to rounding. The above Consolidated Statement of Operations for the quarter ended March 31, 2020 is preliminary and does not reflect any estimated goodwill impairment that the Company is in the process of evaluating.

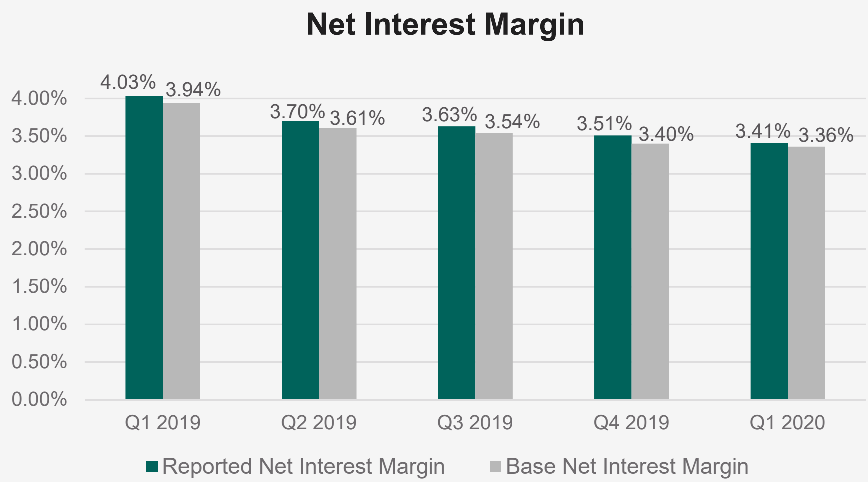
Net Interest Income





	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
Reported Net Interest Income	**$237.7**	**$227.2**	**$229.0**	**$226.8**	**$218.5**
Accretion Related to Acquired Loans	(5.2)	(5.6)	(5.8)	(6.9)	(3.6)
Base Net Interest Income	**$232.5**	**$221.6**	**$223.2**	**$219.9**	**$214.9**

Net Interest Margin



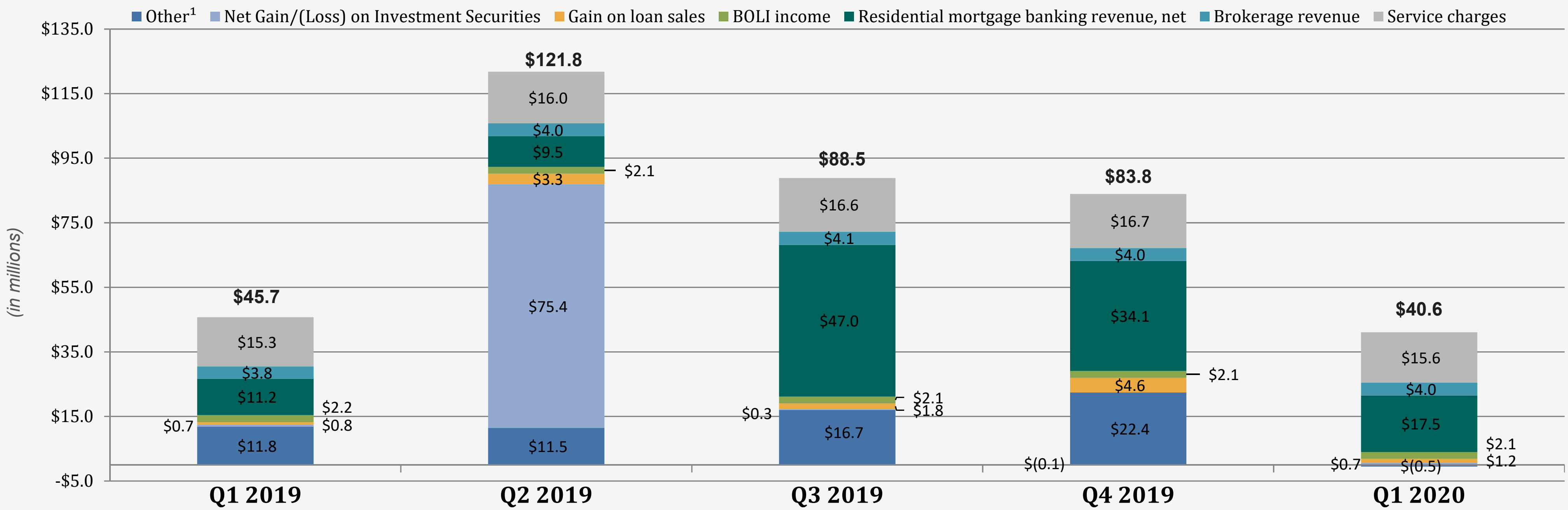
	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
Reported Net Interest Margin	**4.03%**	**3.70%**	**3.63%**	**3.51%**	**3.41%**
Accretion Related to Acquired Loans	(0.09)%	(0.09)%	(0.09)%	(0.11%)	(0.06%)
Base Net Interest Margin	**3.94%**	**3.61%**	**3.54%**	**3.40%**	**3.36%**

NIM – MBS & CMO Premium Amortization & Recapture Details

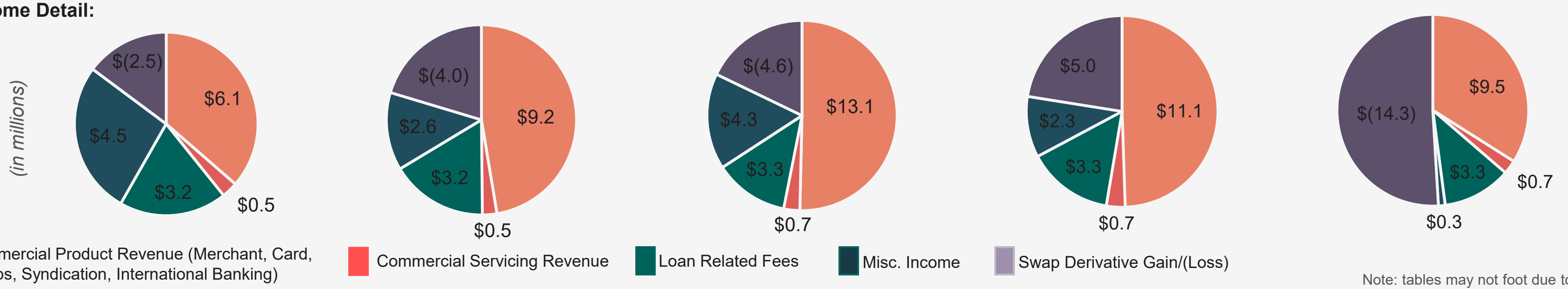
	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
MBS & CMO Premium in $ millions (Amortization)/Recapture	($1.6mm)	($10.4mm)	($6.6mm)	($6.0mm)	($2.0mm)
Net NIM Impact in basis points Accretive/(Dilutive)	(0.03)%	(0.17)%	(0.11)%	(0.09)%	(0.03)%

Note: tables may not foot due to rounding.

Non-Interest Income

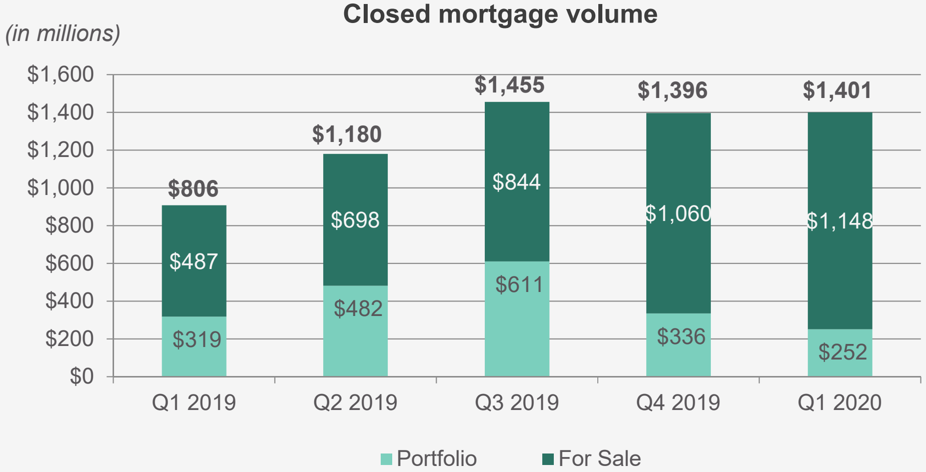


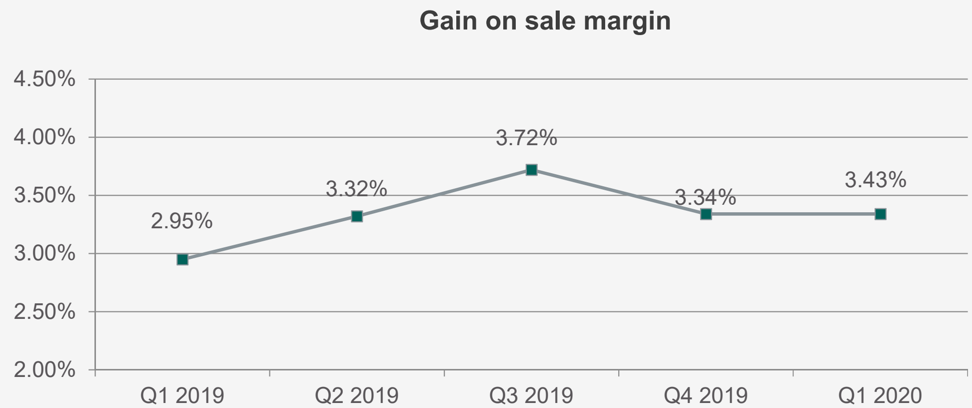
[1]Other Income Detail:



Note: tables may not foot due to rounding.

Mortgage Banking





Residential mortgage banking revenue summary *(in millions)*

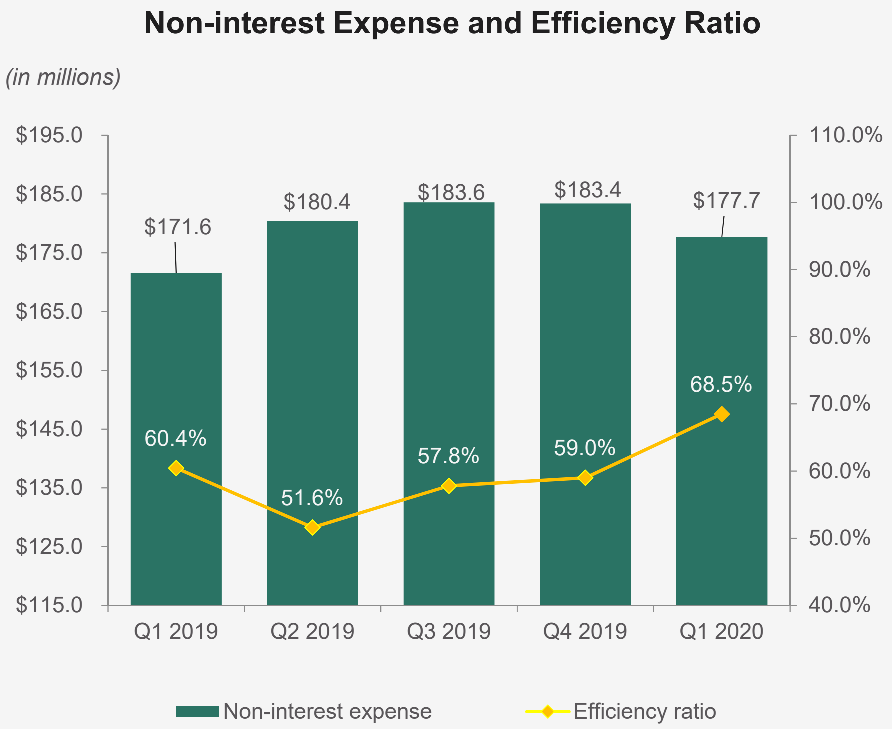
	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
Origination and Sale	$14.4	$23.2	$31.4	$35.4	$39.3
Servicing	10.8	11.0	11.4	9.0	8.9
Change in fair value of MSR asset:					
Changes due to collection/realization of expected cash flows over time	(6.4)	(6.9)	(6.8)	(5.2)	(5.3)
Changes due to valuation inputs or assumptions	(7.5)	(17.8)	11.0	(5.1)	(25.4)
Total	**$11.2**	**$9.5**	**$47.0**	**$34.1**	**$17.5**

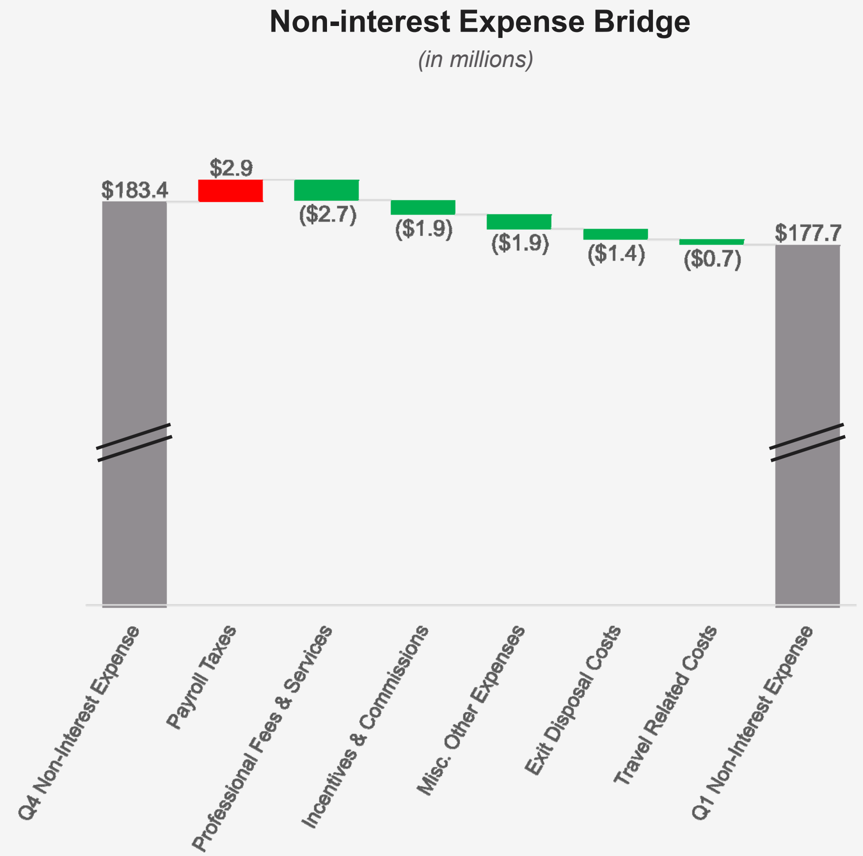
Mortgage Banking Outlook:

- Volumes remain elevated with focus on “For Sale” volume. March 2020 volume of $638mm was an Umpqua Bank record for the month of March.
- April has seen less volatility in agency and government secondary markets due to Fed buying program.
- Margins remain healthy due to refinance demand.

Note: tables may not foot due to rounding.

Non-interest Expense





Selected Balance Sheet

(in millions)

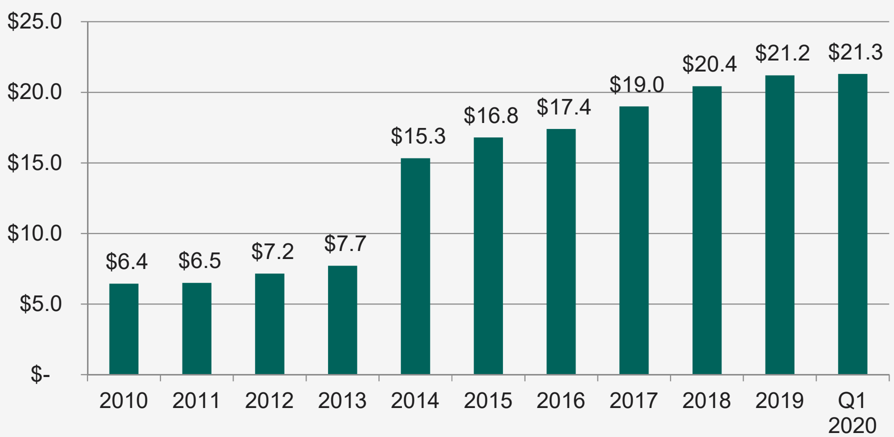
	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Total assets	$29,370.7	$28,846.8	$28,930.9	$27,986.1	$27,355.6
Interest bearing cash and temporary investments	1,251.3	980.2	757.8	691.3	605.8
Investment securities available for sale, fair value	2,890.5	2,814.7	2,842.1	2,698.4	2,894.8
Loans and leases, gross	21,251.5	21,195.7	21,520.8	20,953.4	20,406.0
Allowance for credit losses on loans and leases	(291.4)	(157.6)	(156.3)	(151.1)	(144.9)
Goodwill and other intangibles, net	1,804.8	1,806.0	1,807.4	1,808.8	1,810.2
Deposits	22,699.4	22,481.5	22,434.7	21,819.0	21,243.9
Securities sold under agreements to repurchase	346.2	311.3	296.7	308.1	288.9
Borrowings	1,196.6	906.6	1,106.7	821.7	932.4
Total shareholders' equity	4,331.3	4,313.9	4,289.5	4,228.5	4,112.3
Ratios:					
Loan to deposit ratio	93.6%	94.3%	95.9%	96.0%	96.1%
Book value per common share	$19.67	$19.59	$19.48	$19.18	$18.65
Tangible book value per common share[1]	$11.48	$11.39	$11.27	$10.97	$10.44
Tangible common equity to tangible assets[1]	9.2%	9.3%	9.2%	9.2%	9.0%

(1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement is provided in the appendix of this slide presentation The above Balance Sheet as of March 31, 2020 is preliminary and does not reflect any estimated goodwill impairment that the Company is in the process of evaluating.

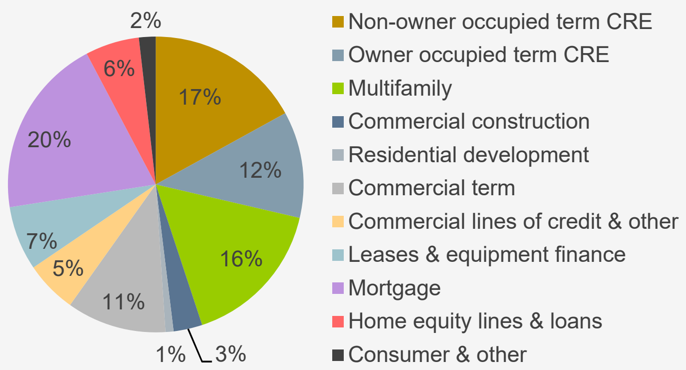
Loan and Deposit Growth

Loans and Leases (Gross)

(in billions)

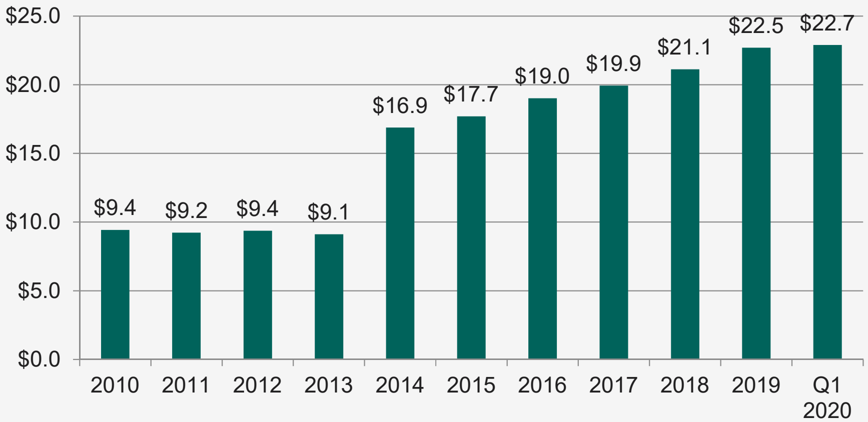


As of March 31, 2020

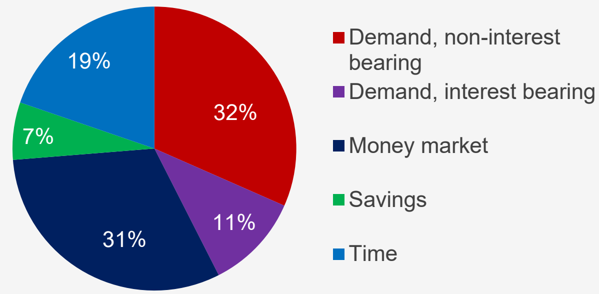


Total Deposits

(in billions)

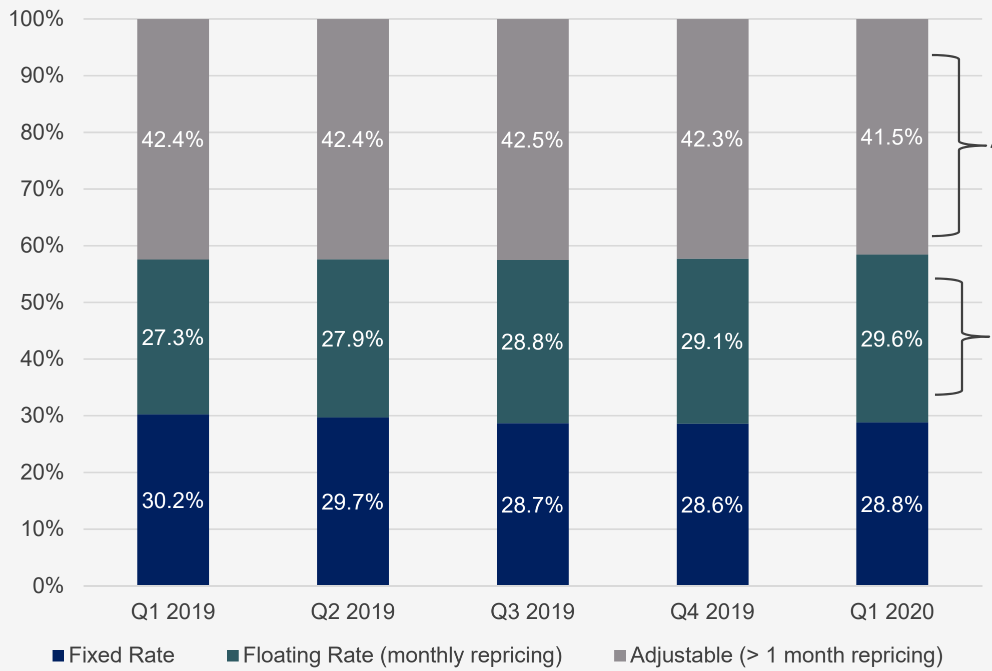


As of March 31, 2020

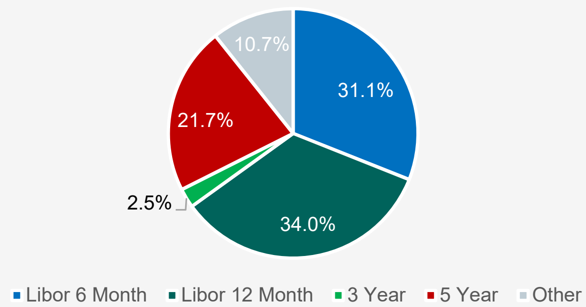


Loan and Lease Portfolio Repricing Schedule

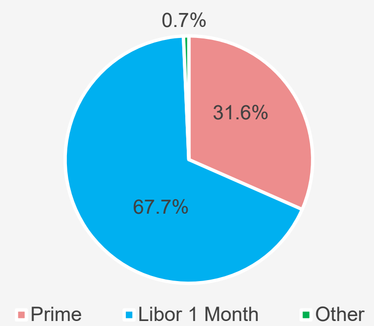
Loan and Lease Portfolio [1]



Adjustable Rate Breakout – Q1 2020[1]



Floating Rate Breakout – Q1 2020[1]



- (1) Includes loans available for sale.
- Note: totals may not foot due to rounding.

Loan and Lease Portfolio Characteristics

Mortgage

- Represents 20% of overall portfolio
- Total delinquencies of 1.19%
- De minimis < 0.01% annualized net charge-off rate
- Average loan size of $471,000
- Average FICO of 760 and LTV of 61%

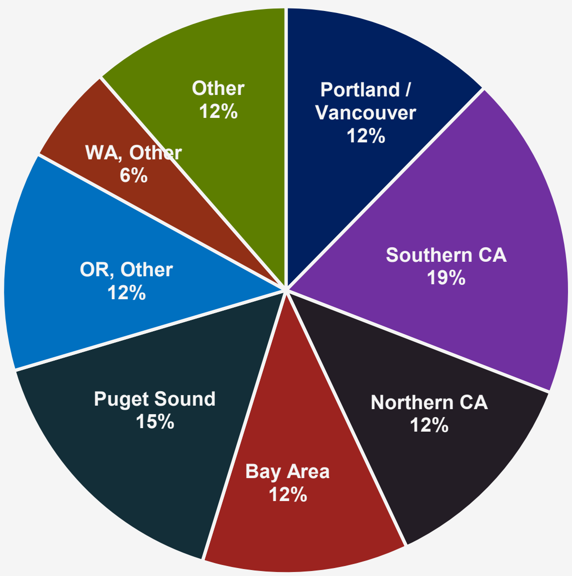
Non-owner Occupied CRE

- Represents 17% of overall portfolio
- Total delinquencies of 0.39%
- De minimis < 0.01% annualized net charge-off rate
- Average loan size of $1.6 million
- Average LTV of 57% and DSC of 1.9

Commercial & Industrial

- Represents 16% of overall portfolio
- Total delinquencies of 0.59%
- Annualized net charge-off rate of 1.00%
- Average loan size of $538,000

Geographic Diversification



Owner Occupied CRE

- Represents 12% of overall portfolio
- Total delinquencies of 0.79%
- De minimis < 0.01% annualized net charge-off rate
- Average loan size of $866,000
- Average LTV of 62%

Multifamily

- Represents 16% of overall portfolio
- Total delinquencies of 0.02%
- Annualized net charge-off rate of 0.00%
- Average loan size of $1.8 million
- Average LTV of 56% and DSC of 1.6

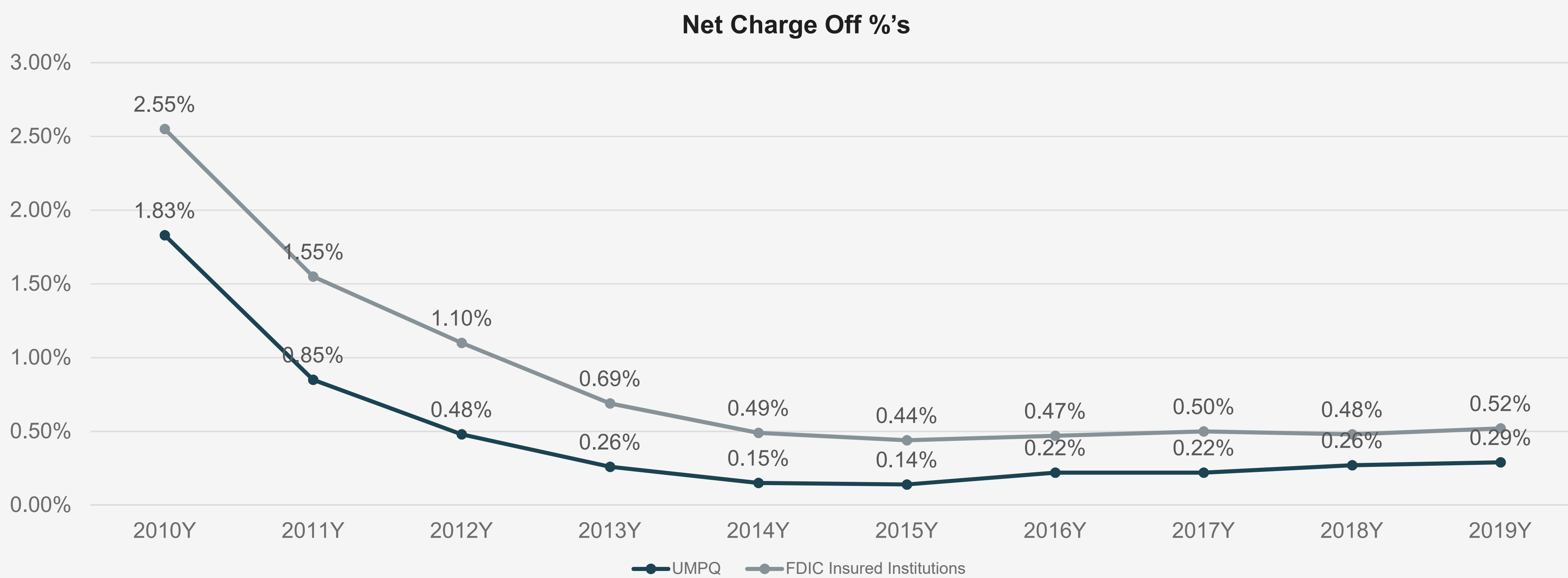
Lease & Equipment Finance (FinPac)

- Represents 7% of overall portfolio
- Total delinquencies of 2.14%
- Annualized net charge-off rate of 3.33%
- ~9% average yield
- Average loan size of $37,000

Note: Balances and delinquencies as of March 31, 2020. Annualized net charge-off rate for Q1 2020. LTV, FICO and Debt Service Coverage (DSC) are based on weighted average for portfolio. LTV for the Mortgage portfolio represents average LTV based on most recent appraisal against updated loan balance. Totals may not foot due to rounding.

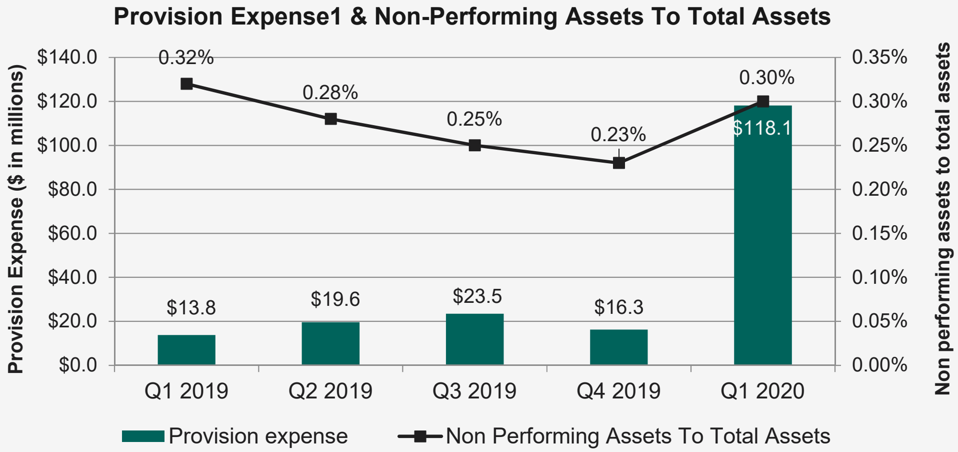
Historically Strong Credit Quality

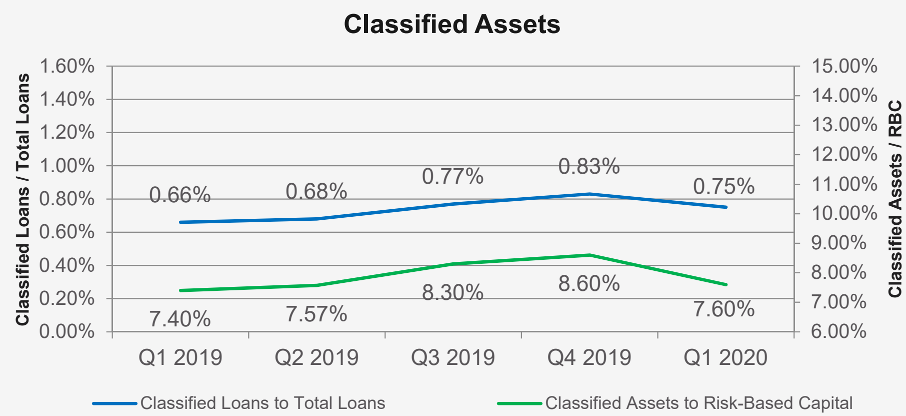
- Over the past 10 years, UMPQ's charge off rates average 86.6% less than FDIC Insured Institution Averages[1]

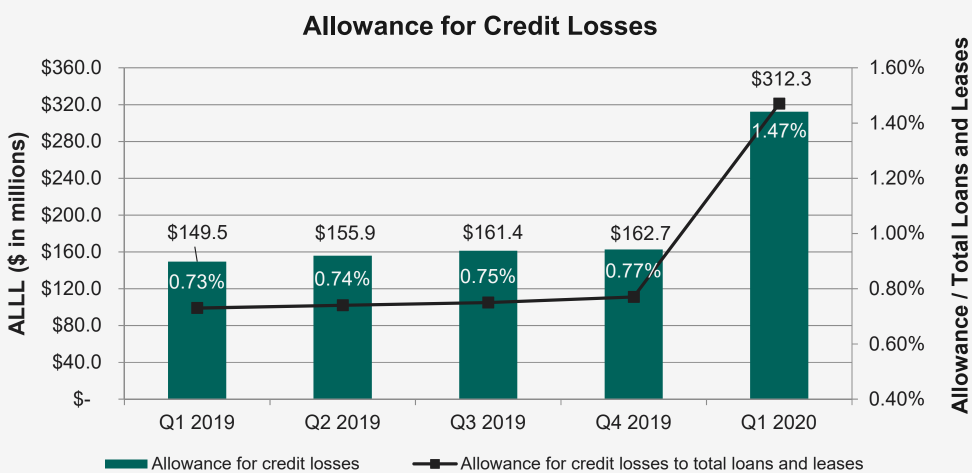


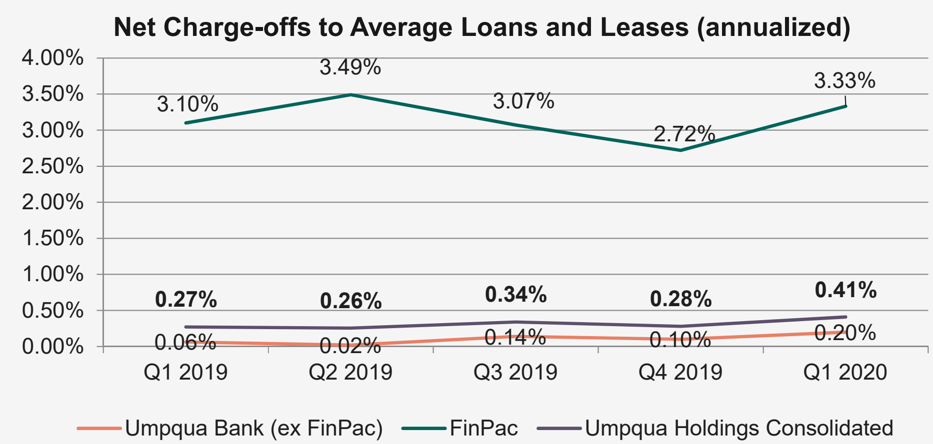
(1) Source FDIC Quarterly Reports – As of FY 2019, FDIC Insured Institutions totaled 5,177 and $18,645B in assets

Credit Quality





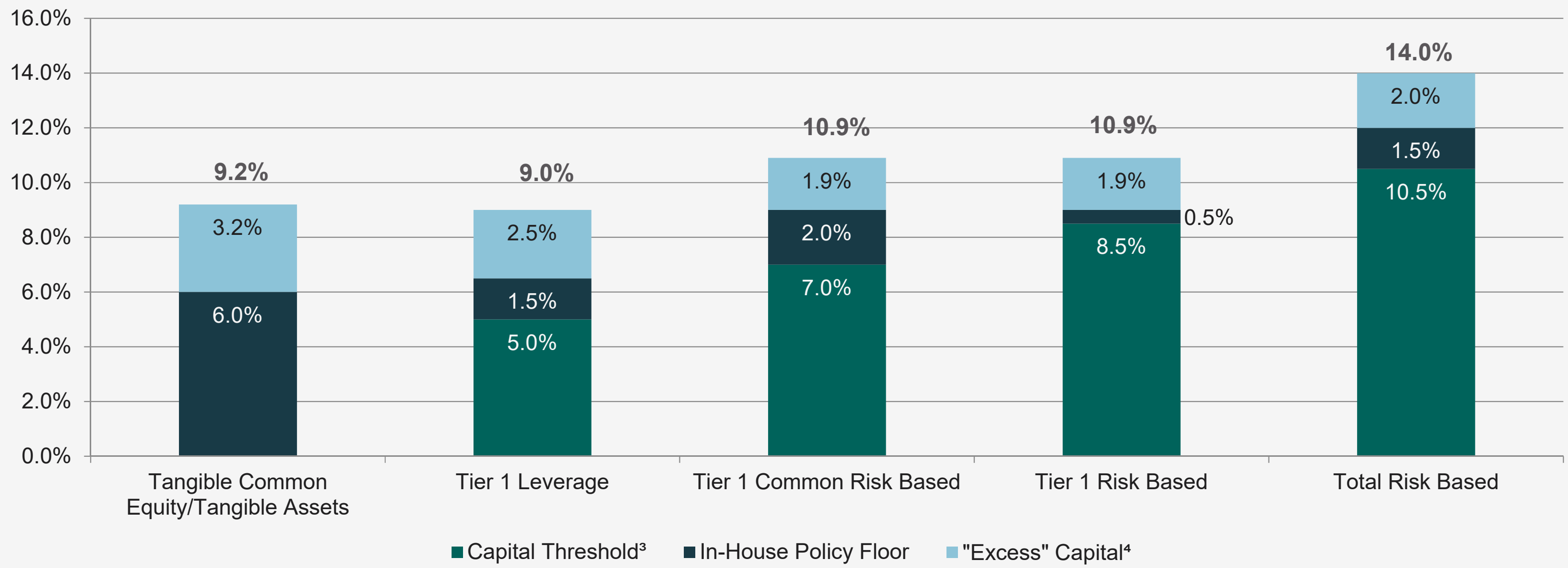




1.Current period provision expense includes reserve for unfunded commitments (RUC) and prior period provision expenses have been restated to include reserve as well.

Capital Management

- All regulatory capital ratios[1] remained in excess of well-capitalized and internal policy limits
- Focused on prudently managing capital
  - Excess capital at the bank level is approximately $280mm. Holding company ratios are shown below.
  - Declared quarterly dividend of $0.21 per share, ~7.70% current dividend yield[2]



1. Regulatory capital ratios are estimates pending completion and filing of the Company's regulatory reports.
2. As of closing stock price on 03/31/2020

3. Greater of Regulatory Well Capitalized Threshold or Capital Adequacy Threshold + Capital Conservation Buffer (2.5%)
4. "Excess" Capital defined as capital above thresholds defined above internal policy limits

Appendix – Non GAAP Reconciliation

Non-GAAP Reconciliation – Tangible Book Value

(In thousands, except per share data)	Mar 31, 2020	Dec 31, 2019	Sep 30, 2019	June 30, 2019	Mar 31, 2019
Total shareholders' equity	$4,331,294	$4,313,915	$4,289,516	$4,228,507	$4,112,326
Subtract:					
Goodwill[1]	1,787,651	1,787,651	1,787,651	1,787,651	1,787,651
Other intangible assets, net	17,099	18,346	19,750	21,155	22,560
Tangible equity - common	$2,526,544	$2,507,918	$ 2,482,115	$2,419,701	$2,302,115
Total assets	$29,370,709	$28,846,809	$28,930,855	$27,986,075	$27,355,625
Subtract:					
Goodwill[1]	1,787,651	1,787,651	1,787,651	1,787,651	1,787,651
Other intangible assets, net	17,099	18,346	19,750	21,155	22,560
Tangible assets	$27,565,959	$27,040,812	$27,123,454	$26,177,269	$25,545,414
Common shares outstanding at period end	220,175	220,229	220,212	220,499	220,457
Total shareholders' equity to total assets ratio	14.75%	14.95%	14.83%	15.11%	15.03%
Tangible common equity ratio	9.17%	9.27%	9.15%	9.24%	9.01%
Book value per common share	$19.67	$19.59	$19.48	$19.18	$18.65
Tangible book value per common share	$11.48	$11.39	$11.27	$10.97	$10.44

(1) Evaluating goodwill for impairment

Thank You