

ZIONS BANCORPORATION /UT/
Form 10-Q
November 09, 2011
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

x **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended September 30, 2011

OR

.. **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from to

COMMISSION FILE NUMBER 001-12307

ZIONS BANCORPORATION

(Exact name of registrant as specified in its charter)

UTAH
(State or other jurisdiction of

incorporation or organization)

ONE SOUTH MAIN, 15TH FLOOR

SALT LAKE CITY, UTAH
(Address of principal executive offices)

Registrant's telephone number, including area code: (801) 524-4787

87-0227400
(I.R.S. Employer

Identification No.)

84133
(Zip Code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or

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for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer
Non-accelerated filer Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

| | |
|--|--------------------|
| Common Stock, without par value, outstanding at October 31, 2011 | 184,290,334 shares |
|--|--------------------|

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ZIONS BANCORPORATION AND SUBSIDIARIES

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ZIONS BANCORPORATION AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

(In thousands, except share amounts)

| | September 30, 2011 (Unaudited) | December 31, 2010 | September 30, 2010 (Unaudited) |
|---|--------------------------------------|----------------------|--------------------------------------|
| ASSETS | | | |
| Cash and due from banks | \$ 1,102,768 | \$ 924,126 | \$ 1,060,646 |
| Money market investments: | | | |
| Interest-bearing deposits | 5,118,066 | 4,576,008 | 4,468,778 |
| Federal funds sold and security resell agreements | 165,106 | 130,305 | 116,458 |
| Investment securities: | | | |
| Held-to-maturity, at adjusted cost (approximate fair value \$715,608, \$788,354, and \$783,362) | 791,569 | 840,642 | 841,573 |
| Available-for-sale, at fair value | 3,970,602 | 4,205,742 | 3,295,864 |
| Trading account, at fair value | 49,782 | 48,667 | 42,811 |
| | 4,811,953 | 5,095,051 | 4,180,248 |
| Loans held for sale | 159,300 | 206,286 | 217,409 |
| Loans: | | | |
| Loans and leases excluding FDIC-supported loans | 36,050,339 | 35,896,395 | 36,579,470 |
| FDIC-supported loans | 800,530 | 971,377 | 1,089,926 |
| | 36,850,869 | 36,867,772 | 37,669,396 |
| Less: | | | |
| Unearned income and fees, net of related costs | 126,361 | 120,341 | 120,037 |
| Allowance for loan losses | 1,148,903 | 1,440,341 | 1,529,955 |
| Loans and leases, net of allowance | 35,575,605 | 35,307,090 | 36,019,404 |
| Other noninterest-bearing investments | 860,045 | 858,367 | 858,402 |
| Premises and equipment, net | 726,503 | 720,985 | 719,592 |
| Goodwill | 1,015,129 | 1,015,161 | 1,015,161 |
| Core deposit and other intangibles | 72,571 | 87,898 | 94,128 |
| Other real estate owned | 203,173 | 299,577 | 356,923 |
| Other assets | 1,721,101 | 1,814,032 | 1,940,627 |
| | \$ 51,531,320 | \$ 51,034,886 | \$ 51,047,776 |
| LIABILITIES AND SHAREHOLDERS EQUITY | | | |
| Deposits: | | | |
| Noninterest-bearing demand | \$ 14,911,729 | \$ 13,653,929 | \$ 13,264,415 |
| Interest-bearing: | | | |
| Savings and NOW | 6,711,002 | 6,362,138 | 6,394,964 |
| Money market | 14,576,527 | 15,090,833 | 15,398,157 |
| Time under \$100,000 | 1,696,302 | 1,941,211 | 2,037,318 |

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| | | | |
|---|-------------------|-------------------|-------------------|
| Time \$100,000 and over | 1,840,453 | 2,232,238 | 2,417,779 |
| Foreign | 1,627,135 | 1,654,651 | 1,447,507 |
| | 41,363,148 | 40,935,000 | 40,960,140 |
| Securities sold, not yet purchased | 30,070 | 42,548 | 41,943 |
| Federal funds purchased and security repurchase agreements | 630,901 | 722,258 | 738,551 |
| Other short-term borrowings | 125,290 | 166,394 | 236,507 |
| Long-term debt | 1,898,439 | 1,942,622 | 1,939,395 |
| Reserve for unfunded lending commitments | 98,062 | 111,708 | 97,899 |
| Other liabilities | 466,493 | 467,142 | 538,750 |
| Total liabilities | 44,612,403 | 44,387,672 | 44,553,185 |
| Shareholders' equity: | | | |
| Preferred stock, without par value, authorized 4,400,000 shares | 2,354,523 | 2,056,672 | 1,875,463 |
| Common stock, without par value; authorized 350,000,000 shares; issued and outstanding 184,294,782, 182,784,086, and 177,202,340 shares | 4,160,697 | 4,163,619 | 4,070,963 |
| Retained earnings | 994,380 | 889,284 | 1,001,559 |
| Accumulated other comprehensive income (loss) | (588,834) | (461,296) | (452,553) |
| Controlling interest shareholders' equity | 6,920,766 | 6,648,279 | 6,495,432 |
| Noncontrolling interests | (1,849) | (1,065) | (841) |
| Total shareholders' equity | 6,918,917 | 6,647,214 | 6,494,591 |
| | \$ 51,531,320 | \$ 51,034,886 | \$ 51,047,776 |

See accompanying notes to consolidated financial statements.

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ZIONS BANCORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF INCOME

(Unaudited)

(In thousands, except per share amounts)

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|-----------------|------------------------------------|------------------|
| | 2011 | 2010 | 2011 | 2010 |
| Interest income: | | | | |
| Interest and fees on loans | \$ 520,133 | \$ 550,489 | \$ 1,562,031 | \$ 1,645,787 |
| Interest on money market investments | 3,482 | 3,487 | 9,524 | 7,527 |
| Interest on securities: | | | | |
| Held-to-maturity | 8,937 | 6,063 | 26,610 | 25,256 |
| Available-for-sale | 21,382 | 21,353 | 65,837 | 65,563 |
| Trading account | 462 | 542 | 1,452 | 1,674 |
| Total interest income | 554,396 | 581,934 | 1,665,454 | 1,745,807 |
| Interest expense: | | | | |
| Interest on deposits | 31,093 | 46,368 | 101,834 | 155,197 |
| Interest on short-term borrowings | 1,501 | 3,566 | 5,464 | 10,119 |
| Interest on long-term debt | 51,207 | 80,125 | 247,533 | 259,970 |
| Total interest expense | 83,801 | 130,059 | 354,831 | 425,286 |
| Net interest income | 470,595 | 451,875 | 1,310,623 | 1,320,521 |
| Provision for loan losses | 14,553 | 184,668 | 75,883 | 678,896 |
| Net interest income after provision for loan losses | 456,042 | 267,207 | 1,234,740 | 641,625 |
| Noninterest income: | | | | |
| Service charges and fees on deposit accounts | 44,154 | 49,733 | 131,562 | 153,250 |
| Other service charges, commissions and fees | 45,308 | 41,780 | 130,951 | 124,217 |
| Trust and wealth management income | 6,269 | 6,310 | 20,202 | 20,940 |
| Capital markets and foreign exchange | 7,729 | 8,055 | 23,301 | 27,327 |
| Dividends and other investment income | 9,356 | 8,874 | 34,623 | 25,453 |
| Loan sales and servicing income | 6,165 | 8,390 | 22,014 | 20,439 |
| Fair value and nonhedge derivative loss | (5,718) | (16,755) | (303) | (16,119) |
| Equity securities gains (losses), net | 5,289 | (1,082) | 4,550 | (5,747) |
| Fixed income securities gains, net | 13,035 | 8,428 | 10,580 | 10,214 |
| Impairment losses on investment securities: | | | | |
| Impairment losses on investment securities | (55,530) | (73,082) | (64,974) | (141,209) |
| Noncredit-related losses on securities not expected to be sold (recognized in other comprehensive income) | 42,196 | 49,370 | 43,377 | 68,174 |
| Net impairment losses on investment securities | (13,334) | (23,712) | (21,597) | (73,035) |
| Gain on subordinated debt exchange | | | | 14,471 |
| Other | 2,789 | 20,179 | 27,651 | 25,813 |
| Total noninterest income | 121,042 | 110,200 | 383,534 | 327,223 |

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| | | | | |
|--|------------------|--------------------|-------------------|---------------------|
| Noninterest expense: | | | | |
| Salaries and employee benefits | 216,855 | 207,947 | 654,003 | 618,056 |
| Occupancy, net | 29,040 | 29,292 | 84,638 | 85,602 |
| Furniture and equipment | 26,852 | 25,591 | 78,667 | 76,290 |
| Other real estate expense | 20,564 | 44,256 | 62,634 | 119,348 |
| Credit related expense | 15,379 | 17,438 | 47,416 | 51,921 |
| Provision for unfunded lending commitments | (2,202) | 1,104 | (13,646) | (18,546) |
| Legal and professional services | 8,897 | 9,305 | 24,018 | 28,168 |
| Advertising | 6,511 | 5,575 | 19,384 | 17,721 |
| FDIC premiums | 12,573 | 25,706 | 51,906 | 76,354 |
| Amortization of core deposit and other intangibles | 4,773 | 6,296 | 15,329 | 19,287 |
| Other | 69,776 | 83,534 | 209,300 | 201,324 |
| Total noninterest expense | 409,018 | 456,044 | 1,233,649 | 1,275,525 |
| Income (loss) before income taxes | 168,066 | (78,637) | 384,625 | (306,677) |
| Income taxes (benefit) | 59,348 | (31,180) | 150,706 | (82,722) |
| Net income (loss) | 108,718 | (47,457) | 233,919 | (223,955) |
| Net income (loss) applicable to noncontrolling interests | (375) | (132) | (866) | (3,427) |
| Net income (loss) applicable to controlling interest | 109,093 | (47,325) | 234,785 | (220,528) |
| Preferred stock dividends | (43,928) | (33,144) | (125,815) | (84,797) |
| Preferred stock redemption | | | | 3,107 |
| Net earnings (loss) applicable to common shareholders | \$ 65,165 | \$ (80,469) | \$ 108,970 | \$ (302,218) |
| Weighted average common shares outstanding during the period: | | | | |
| Basic shares | 182,676 | 172,865 | 182,289 | 161,996 |
| Diluted shares | 182,858 | 172,865 | 182,531 | 161,996 |
| Net earnings (loss) per common share: | | | | |
| Basic | \$ 0.35 | \$ (0.47) | \$ 0.59 | \$ (1.87) |
| Diluted | 0.35 | (0.47) | 0.59 | (1.87) |

See accompanying notes to consolidated financial statements.

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ZIONS BANCORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS EQUITY AND COMPREHENSIVE INCOME

(Unaudited)

| (In thousands, except per share amounts) | Common stock | | | Retained earnings | Accumulated other comprehensive income (loss) | | Noncontrolling interests | Total shareholders equity |
|--|-----------------|-------------|--------------|-------------------|---|------------|--------------------------|---------------------------|
| | Preferred stock | Shares | Amount | | | | | |
| Balance at December 31, 2010 | \$ 2,056,672 | 182,784,086 | \$ 4,163,619 | \$ 889,284 | \$ (461,296) | \$ (1,065) | \$ 6,647,214 | |
| Comprehensive income: | | | | | | | | |
| Net gain (loss) for the period | | | | 234,785 | | (866) | 233,919 | |
| Other comprehensive income (loss), net of tax: | | | | | | | | |
| Net realized and unrealized holding losses on investments | | | | | (90,109) | | | |
| Reclassification for net losses on investments included in earnings | | | | | 6,185 | | | |
| Noncredit-related impairment losses on securities not expected to be sold | | | | | (26,318) | | | |
| Accretion of securities with noncredit-related impairment losses not expected to be sold | | | | | 131 | | | |
| Net unrealized losses on derivative instruments | | | | | (17,427) | | | |
| Other comprehensive loss | | | | | (127,538) | | (127,538) | |
| Total comprehensive income | | | | | | | 106,381 | |
| Subordinated debt converted to preferred stock | 281,759 | | (40,607) | | | | 241,152 | |
| Issuance of common stock | | 1,067,540 | 25,048 | | | | 25,048 | |
| Net activity under employee plans and related tax benefits | | 443,156 | 12,637 | | | | 12,637 | |
| Dividends on preferred stock | 16,092 | | | (125,815) | | | (109,723) | |
| Dividends on common stock, \$0.03 per share | | | | (5,478) | | | (5,478) | |
| Change in deferred compensation | | | | 1,604 | | | 1,604 | |
| Other changes in noncontrolling interests | | | | | | 82 | 82 | |
| Balance at September 30, 2011 | \$ 2,354,523 | 184,294,782 | \$ 4,160,697 | \$ 994,380 | \$ (588,834) | \$ (1,849) | \$ 6,918,917 | |
| Balance at December 31, 2009 | \$ 1,502,784 | 150,425,070 | \$ 3,318,417 | \$ 1,308,356 | \$ (436,899) | \$ 17,599 | \$ 5,710,257 | |
| Comprehensive loss: | | | | | | | | |
| Net loss for the period | | | | (220,528) | | (3,427) | (223,955) | |
| Other comprehensive income (loss), net of tax: | | | | | | | | |
| Net realized and unrealized holding gains on investments | | | | | 15,682 | | | |
| Reclassification for net losses on investments included in earnings | | | | | 38,601 | | | |
| Noncredit-related impairment losses on securities not expected to be sold | | | | | (42,103) | | | |
| Accretion of securities with noncredit-related impairment losses not expected to be sold | | | | | 101 | | | |
| Net unrealized losses on derivative instruments | | | | | (27,872) | | | |
| Pension and postretirement | | | | | (63) | | | |
| Other comprehensive loss | | | | | (15,654) | | (15,654) | |
| Total comprehensive loss | | | | | | | (239,609) | |

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| | | | | | | | |
|--|--------------|-------------|--------------|--------------|--------------|----------|--------------|
| Subordinated debt converted to preferred stock | 223,760 | | (31,843) | | | | 191,917 |
| Issuance of preferred stock | 142,500 | | (3,843) | | | | 138,657 |
| Preferred stock exchanged for common stock | (8,615) | 224,903 | 5,508 | 3,107 | | | |
| Issuance of common stock warrants | | | 214,667 | | | | 214,667 |
| Subordinated debt exchanged for common stock | | 2,165,391 | 46,902 | | | | 46,902 |
| Issuance of common stock | | 23,973,957 | 507,201 | | | | 507,201 |
| Net activity under employee plans and related tax benefits | | 413,019 | 13,954 | | | | 13,954 |
| Dividends on preferred stock | 15,034 | | | (84,797) | | | (69,763) |
| Dividends on common stock, \$0.03 per share | | | | (4,870) | | | (4,870) |
| Change in deferred compensation | | | | 291 | | | 291 |
| Other changes in noncontrolling interests | | | | | | (15,013) | (15,013) |
| Balance at September 30, 2010 | \$ 1,875,463 | 177,202,340 | \$ 4,070,963 | \$ 1,001,559 | \$ (452,553) | \$ (841) | \$ 6,494,591 |

Total comprehensive income (loss) for the three months ended September 30, 2011 and 2010 was \$24,375 and \$(66,990), respectively.

See accompanying notes to consolidated financial statements.

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ZIONS BANCORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited)

(In thousands)

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|-------------|------------------------------------|--------------|
| | 2011 | 2010 | 2011 | 2010 |
| CASH FLOWS FROM OPERATING ACTIVITIES | | | | |
| Net income (loss) for the period | \$ 108,718 | \$ (47,457) | \$ 233,919 | \$ (223,955) |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: | | | | |
| Net impairment losses on investment securities | 13,334 | 23,712 | 21,597 | 73,035 |
| Gain on subordinated debt exchange | | | | (14,471) |
| Gain related to sale of subsidiary assets | | (13,864) | | (13,864) |
| Provision for credit losses | 12,351 | 185,772 | 62,237 | 660,350 |
| Depreciation and amortization | 52,288 | 65,488 | 247,884 | 208,004 |
| Deferred income tax expense (benefit) | 41,563 | (21,039) | 129,266 | (72,997) |
| Net decrease (increase) in trading securities | 1,370 | 42,896 | (1,115) | (19,268) |
| Net decrease (increase) in loans held for sale | 21,237 | (23,475) | 90,749 | (12,736) |
| Net write-down of and gains/losses from sales of other real estate owned | 15,550 | 47,038 | 49,663 | 112,296 |
| Change in other liabilities | 33,697 | 37,235 | 26,801 | 375,930 |
| Change in other assets | (84,465) | 100,464 | (24,977) | 91,610 |
| Other, net | 261 | (24,142) | (4,673) | (32,749) |
| Net cash provided by operating activities | 215,904 | 372,628 | 831,351 | 1,131,185 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | | |
| Net decrease (increase) in short term investments | (235,048) | 380,309 | (576,859) | (3,853,731) |
| Proceeds from maturities and paydowns of investment securities held-to-maturity | 30,080 | 36,328 | 72,111 | 121,034 |
| Purchases of investment securities held-to-maturity | (9,667) | (24,907) | (36,476) | (55,293) |
| Proceeds from sales, maturities, and paydowns of investment securities available-for-sale | 507,676 | 279,045 | 1,087,345 | 841,212 |
| Purchases of investment securities available-for-sale | (523,772) | (202,836) | (1,042,235) | (538,720) |
| Proceeds from sales of loans and leases | 8,836 | 40,794 | 15,026 | 133,154 |
| Net loan and lease collections (originations) | (107,759) | 67,770 | (633,630) | 1,357,349 |
| Proceeds from surrender of bank-owned life insurance contracts | | 34,164 | | 209,796 |
| Net decrease in other noninterest-bearing investments | 2,372 | 15,309 | 12,690 | 28,863 |
| Net purchases of premises and equipment | (22,749) | (25,636) | (62,229) | (58,223) |
| Proceeds from sales of other real estate owned | 89,245 | 131,558 | 276,122 | 369,435 |
| Net cash received from sale of subsidiary assets | | 21,149 | | 21,149 |
| Net cash provided by (used in) investing activities | (260,786) | 753,047 | (888,135) | (1,423,975) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | | |
| Net increase (decrease) in deposits | 171,934 | (1,053,713) | 428,209 | (878,108) |
| Net change in short-term funds borrowed | (34,498) | (175,146) | (145,081) | 66,276 |
| Proceeds from issuance of long-term debt | 23,527 | 22,947 | 53,777 | 85,413 |
| Repayments of long-term debt | (8,191) | (7,999) | (8,522) | (73,435) |
| | 237 | 110,041 | 25,644 | 860,763 |

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Proceeds from the issuance of preferred stock, common stock, and common stock warrants

| | | | | |
|---|--------------|--------------|--------------|--------------|
| Dividends paid on common and preferred stock | (40,297) | (29,772) | (115,201) | (74,633) |
| Other, net | (90) | (142) | (3,400) | (3,029) |
| Net cash provided by (used in) financing activities | 112,622 | (1,133,784) | 235,426 | (16,753) |
| Net increase (decrease) in cash and due from banks | 67,740 | (8,109) | 178,642 | (309,543) |
| Cash and due from banks at beginning of period | 1,035,028 | 1,068,755 | 924,126 | 1,370,189 |
| Cash and due from banks at end of period | \$ 1,102,768 | \$ 1,060,646 | \$ 1,102,768 | \$ 1,060,646 |
| Cash paid for interest | \$ 71,220 | \$ 92,587 | \$ 213,540 | \$ 284,912 |
| Net cash paid (refund received) for income taxes | | (220) | 428 | (324,792) |

See accompanying notes to consolidated financial statements.

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ZIONS BANCORPORATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

September 30, 2011

1. BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements of Zions Bancorporation (the Parent) and its majority-owned subsidiaries (collectively the Company, Zions, we, our, us) have been prepared in accordance with U.S. generally accepted accounting principles (GAAP) for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. References to GAAP as promulgated by the Financial Accounting Standards Board (FASB) are made according to sections of the Accounting Standards Codification (ASC) and to Accounting Standards Updates (ASU). Certain prior period amounts have been reclassified to conform to the current period presentation.

Operating results for the three- and nine-month periods ended September 30, 2011 are not necessarily indicative of the results that may be expected in future periods. The consolidated balance sheet at December 31, 2010 is from the audited financial statements at that date, but does not include all of the information and footnotes required by GAAP for complete financial statements. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company s 2010 Annual Report on Form 10-K.

The Company provides a full range of banking and related services through banking subsidiaries in ten Western and Southwestern states as follows: Zions First National Bank (Zions Bank), in Utah and Idaho; California Bank & Trust (CB&T); Amegy Corporation (Amegy) and its subsidiary, Amegy Bank, in Texas; National Bank of Arizona (NBA); Nevada State Bank (NSB); Vectra Bank Colorado (Vectra), in Colorado and New Mexico; The Commerce Bank of Washington (TCBW); and The Commerce Bank of Oregon (TCBO). The Parent also owns and operates certain nonbank subsidiaries that engage in wealth management and other financial related services.

2. CERTAIN RECENT ACCOUNTING PRONOUNCEMENTS

In September 2011, the FASB issued ASU 2011-08, *Testing Goodwill for Impairment*. This new accounting guidance amends ASC 350, *Intangibles - Goodwill and Other* and simplifies the process to test goodwill for impairment by allowing for greater emphasis to be placed on the assessment of qualitative factors. If, after considering the totality of events and circumstances, the likelihood is not more than 50% that the fair value of a reporting unit is less than carrying value, companies need not perform the two-step impairment test. This amendment is effective for annual and interim goodwill impairment tests performed for fiscal years beginning after December 15, 2011. Management is currently evaluating the effect this new guidance will have on the Company s financial statements.

In June 2011, the FASB issued ASU 2011-05, *Presentation of Comprehensive Income*. This new accounting guidance under ASC 220, *Comprehensive Income*, provides more convergence to International Financial Reporting Standards (IFRS) and no longer allows presentation of other comprehensive income (OCI) in the statement of changes in shareholders equity. Companies may present OCI in a continuous statement of comprehensive income or in a separate statement consecutive to the statement of income. For public entities, the new guidance is effective on a retrospective basis for interim and annual periods

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ZIONS BANCORPORATION AND SUBSIDIARIES

beginning after December 15, 2011. On October 12, 2011, the FASB announced it will consider deferring the adoption of certain aspects of ASU 2011-05. Management is currently evaluating the impact this new guidance will have on the disclosures in the Company's financial statements.

In May 2011, the FASB issued ASU 2011-04, *Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs*. This new accounting guidance under ASC 820, *Fair Value Measurement*, also provides more convergence to IFRS and amends fair value measurement and disclosure guidance. Among other things, new disclosures will be required for qualitative information and sensitivity analysis regarding Level 3 measurements. For public entities, the new guidance is effective for interim and annual periods beginning after December 15, 2011. Management is currently evaluating the impact this new guidance will have on the disclosures in the Company's financial statements.

In April 2011, the FASB issued ASU 2011-03, *Reconsideration of Effective Control for Repurchase Agreements*. The primary feature of this new accounting guidance under ASC 860, *Transfers and Servicing*, relates to the criteria that determine whether a sale or a secured borrowing occurred based on the transferor's maintenance of effective control over the transferred financial assets. The new guidance focuses on the transferor's contractual rights and obligations with respect to the transferred financial assets and not on the transferor's ability to perform under those rights and obligations. Accordingly, the collateral maintenance requirement is eliminated by ASU 2011-3 from the assessment of effective control. The new guidance will take effect prospectively for interim and annual periods beginning after December 15, 2011. Early adoption is not permitted. Management is currently evaluating the impact this new guidance may have on the Company's financial statements.

Additional recent accounting pronouncements are discussed where applicable in the Notes to Consolidated Financial Statements.

3. SUPPLEMENTAL CASH FLOW INFORMATION

Noncash activities are summarized as follows:

(In thousands)

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|------------|------------------------------------|------------|
| | 2011 | 2010 | 2011 | 2010 |
| Loans transferred to other real estate owned | \$ 75,769 | \$ 139,374 | \$ 250,427 | \$ 480,066 |
| Beneficial conversion feature transferred from common stock to preferred stock as a result of subordinated debt conversions | 2,863 | 9,231 | 40,607 | 31,843 |
| Subordinated debt exchanged for common stock | | | | 46,902 |
| Subordinated debt converted to preferred stock | 16,834 | 54,259 | 241,152 | 191,917 |

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4. INVESTMENT SECURITIES

Investment securities are summarized as follows:

| (In thousands) | September 30, 2011 | | | | | | |
|--|--------------------|--------------------------------|-------------------------------|-------------------|------------------------------|-------------------------------|----------------------------|
| | Amortized cost | Recognized in OCI ¹ | | Carrying value | Not recognized in OCI | | Estimated fair value |
| | | Gross unrealized gains | Gross unrealized losses | | Gross unrealized gains | Gross unrealized losses | |
| Held-to-maturity | | | | | | | |
| Municipal securities | \$ 548,428 | \$ | \$ | \$ 548,428 | \$ 9,717 | \$ 703 | \$ 557,442 |
| Asset-backed securities: | | | | | | | |
| Trust preferred securities banks and insurance | 262,853 | | 40,988 | 221,865 | 283 | 78,092 | 144,056 |
| Other | 24,832 | | 3,656 | 21,176 | 302 | 7,468 | 14,010 |
| Other debt securities | 100 | | | 100 | | | 100 |
| | \$ 836,213 | \$ | \$ 44,644 | \$ 791,569 | \$ 10,302 | \$ 86,263 | \$ 715,608 |
| Available-for-sale | | | | | | | |
| U.S. Treasury securities | \$ 705,736 | \$ 420 | \$ | \$ 706,156 | | | \$ 706,156 |
| U.S. Government agencies and corporations: | | | | | | | |
| Agency securities | 154,335 | 5,442 | 110 | 159,667 | | | 159,667 |
| Agency guaranteed mortgage-backed securities | 564,590 | 20,165 | 61 | 584,694 | | | 584,694 |
| Small Business Administration loan-backed securities | 1,056,591 | 7,289 | 8,697 | 1,055,183 | | | 1,055,183 |
| Municipal securities | 122,890 | 3,525 | 929 | 125,486 | | | 125,486 |
| Asset-backed securities: | | | | | | | |
| Trust preferred securities banks and insurance | 1,813,503 | 12,389 | 897,711 | 928,181 | | | 928,181 |
| Trust preferred securities real estate investment trusts | 40,260 | | 20,774 | 19,486 | | | 19,486 |
| Auction rate securities | 72,172 | 103 | 1,624 | 70,651 | | | 70,651 |
| Other | 65,322 | 1,096 | 14,875 | 51,543 | | | 51,543 |
| | 4,595,399 | 50,429 | 944,781 | 3,701,047 | | | 3,701,047 |
| Mutual funds and stock | 269,380 | 175 | | 269,555 | | | 269,555 |
| | \$ 4,864,779 | \$ 50,604 | \$ 944,781 | \$ 3,970,602 | | | \$ 3,970,602 |

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| (In thousands) | September 30, 2010 | | | | | | |
|--|--------------------|--------------------------------|------------------------|----------------|-------------------------|-----------|----------------------|
| | Amortized cost | Recognized in OCI ¹ | | Carrying value | Not recognized in OCI | | Estimated fair value |
| Gross unrealized gains | | Gross unrealized losses | Gross unrealized gains | | Gross unrealized losses | | |
| Held-to-maturity | | | | | | | |
| Municipal securities | \$ 576,984 | \$ | \$ | \$ 576,984 | \$ 10,953 | \$ 1,593 | \$ 586,344 |
| Asset-backed securities: | | | | | | | |
| Trust preferred securities banks and insurance | 264,693 | | 25,152 | 239,541 | 588 | 60,606 | 179,523 |
| Other | 29,301 | | 4,353 | 24,948 | 619 | 8,172 | 17,395 |
| Other debt securities | 100 | | | 100 | | | 100 |
| | \$ 871,078 | \$ | \$ 29,505 | \$ 841,573 | \$ 12,160 | \$ 70,371 | \$ 783,362 |
| Available-for-sale | | | | | | | |
| U.S. Treasury securities | \$ 48,711 | \$ 375 | \$ | \$ 49,086 | | | \$ 49,086 |
| U.S. Government agencies and corporations: | | | | | | | |
| Agency securities | 202,758 | 6,052 | 113 | 208,697 | | | 208,697 |
| Agency guaranteed mortgage-backed securities | 340,689 | 14,746 | 146 | 355,289 | | | 355,289 |
| Small Business Administration loan-backed securities | 844,545 | 5,965 | 8,013 | 842,497 | | | 842,497 |
| Municipal securities | 178,077 | 4,727 | 89 | 182,715 | | | 182,715 |
| Asset-backed securities: | | | | | | | |
| Trust preferred securities banks and insurance | 1,953,739 | 53,179 | 741,317 | 1,265,601 | | | 1,265,601 |
| Trust preferred securities real estate investment trusts | 50,085 | | 30,950 | 19,135 | | | 19,135 |
| Auction rate securities | 134,072 | 1,241 | 652 | 134,661 | | | 134,661 |
| Other | 108,349 | 1,383 | 26,994 | 82,738 | | | 82,738 |
| | 3,861,025 | 87,668 | 808,274 | 3,140,419 | | | 3,140,419 |
| Mutual funds and stock | 155,305 | 140 | | 155,445 | | | 155,445 |
| | \$ 4,016,330 | \$ 87,808 | \$ 808,274 | \$ 3,295,864 | | | \$ 3,295,864 |

¹ The gross unrealized losses recognized in OCI on held-to-maturity (HTM) securities primarily resulted from a transfer of available-for-sale (AFS) securities to HTM in 2008.

The amortized cost and estimated fair value of investment debt securities are shown subsequently as of September 30, 2011 by expected maturity distribution for structured asset-backed security collateralized debt obligations (ABS CDOs) and by contractual maturity distribution for other debt securities. Actual maturities may differ from expected or contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties:

Held-to-maturity

Available-for-sale

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| (In thousands) | Estimated | | Estimated | |
|--|-------------------|---------------|-------------------|---------------|
| | Amortized cost | fair value | Amortized cost | fair value |
| Due in one year or less | \$ 53,972 | \$ 54,539 | \$ 1,068,360 | \$ 1,057,303 |
| Due after one year through five years | 215,952 | 212,535 | 1,059,819 | 975,381 |
| Due after five years through ten years | 160,927 | 146,697 | 780,976 | 655,206 |
| Due after ten years | 405,362 | 301,837 | 1,686,244 | 1,013,157 |
| | \$ 836,213 | \$ 715,608 | \$ 4,595,399 | \$ 3,701,047 |

The following is a summary of the amount of gross unrealized losses for debt securities and the estimated fair value by length of time the securities have been in an unrealized loss position:

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| (In thousands) | Less than 12 months | | September 30, 2011 12 months or more | | Total | |
|--|-------------------------------|----------------------------|---|----------------------------|-------------------------------|----------------------------|
| | Gross unrealized losses | Estimated fair value | Gross unrealized losses | Estimated fair value | Gross unrealized losses | Estimated fair value |
| Held-to-maturity | | | | | | |
| Municipal securities | \$ 176 | \$ 4,595 | \$ 527 | \$ 23,428 | \$ 703 | \$ 28,023 |
| Asset-backed securities: | | | | | | |
| Trust preferred securities banks and insurance | | | 119,080 | 143,710 | 119,080 | 143,710 |
| Other | | | 11,124 | 14,010 | 11,124 | 14,010 |
| | \$ 176 | \$ 4,595 | \$ 130,731 | \$ 181,148 | \$ 130,907 | \$ 185,743 |
| Available-for-sale | | | | | | |
| U.S. Government agencies and corporations: | | | | | | |
| Agency securities | \$ 58 | \$ 10,616 | \$ 52 | \$ 3,027 | \$ 110 | \$ 13,643 |
| Agency guaranteed mortgage-backed securities | 61 | 58,635 | | | 61 | 58,635 |
| Small Business Administration loan-backed securities | 4,566 | 420,228 | 4,131 | 215,632 | 8,697 | 635,860 |
| Municipal securities | 569 | 9,702 | 360 | 4,535 | 929 | 14,237 |
| Asset-backed securities: | | | | | | |
| Trust preferred securities banks and insurance | 3,187 | 72,281 | 894,524 | 693,731 | 897,711 | 766,012 |
| Trust preferred securities real estate investment trusts | | | 20,774 | 19,487 | 20,774 | 19,487 |
| Auction rate securities | 1,582 | 61,813 | 42 | 994 | 1,624 | 62,807 |
| Other | 8 | 33 | 14,867 | 19,192 | 14,875 | 19,225 |
| | \$ 10,031 | \$ 633,308 | \$ 934,750 | \$ 956,598 | \$ 944,781 | \$ 1,589,906 |
| Held-to-maturity | | | | | | |
| Municipal securities | \$ 51 | \$ 2,555 | \$ 1,542 | \$ 26,187 | \$ 1,593 | \$ 28,742 |
| Asset-backed securities: | | | | | | |
| Trust preferred securities banks and insurance | | | 85,758 | 179,524 | 85,758 | 179,524 |
| Other | | | 12,525 | 17,395 | 12,525 | 17,395 |
| | \$ 51 | \$ 2,555 | \$ 99,825 | \$ 223,106 | \$ 99,876 | \$ 225,661 |
| Available-for-sale | | | | | | |
| U.S. Government agencies and corporations: | | | | | | |
| Agency securities | \$ 86 | \$ 10,181 | \$ 27 | \$ 980 | \$ 113 | \$ 11,161 |
| Agency guaranteed mortgage-backed securities | 146 | 14,194 | | | 146 | 14,194 |
| Small Business Administration loan-backed securities | 1,338 | 109,324 | 6,675 | 392,242 | 8,013 | 501,566 |
| Municipal securities | 63 | 6,104 | 26 | 3,372 | 89 | 9,476 |
| Asset-backed securities: | | | | | | |
| Trust preferred securities banks and insurance | 1,099 | 13,957 | 740,218 | 866,668 | 741,317 | 880,625 |
| Trust preferred securities real estate investment trusts | | | 30,950 | 19,135 | 30,950 | 19,135 |
| Auction rate securities | 272 | 21,519 | 380 | 10,686 | 652 | 32,205 |
| Other | | | 26,994 | 70,679 | 26,994 | 70,679 |

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\$ 3,004 \$ 175,279 \$ 805,270 \$ 1,363,762 \$ 808,274 \$ 1,539,041

At September 30, 2011 and 2010, respectively, 50 and 53 HTM and 525 and 543 AFS investment securities were in an unrealized loss position.

We conduct a formal review of investment securities under ASC 320, *Investments - Debt and Equity Securities*, on a quarterly basis for the presence of other-than-temporary impairment (OTTI). We assess whether OTTI is present when the fair value of a debt security is less than its amortized cost basis at the balance sheet date. Under these circumstances, OTTI is considered to have occurred if (1) we intend to sell

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the security; (2) it is more likely than not we will be required to sell the security before recovery of its amortized cost basis; or (3) the present value of expected cash flows is not sufficient to recover the entire amortized cost basis. The more likely than not criteria is a lower threshold than the probable criteria under previous guidance.

Credit-related OTTI is recognized in earnings while noncredit-related OTTI on AFS securities not expected to be sold is recognized in OCI. Noncredit-related OTTI is based on other factors, including illiquidity. Presentation of OTTI is made in the statement of income on a gross basis with an offset for the amount of OTTI recognized in OCI. For securities classified as HTM, the amount of noncredit-related OTTI recognized in OCI is accreted to the credit-adjusted expected cash flow amounts of the securities over future periods.

Our 2010 Annual Report on Form 10-K describes in more detail our OTTI evaluation process. The following summarizes the conclusions from our OTTI evaluation for those security types that have significant gross unrealized losses at September 30, 2011:

Asset-backed securities

Trust preferred securities – banks and insurance: These CDO securities are interests in variable rate pools of trust preferred securities related to banks and insurance companies (collateral issuers). They are rated by one or more Nationally Recognized Statistical Rating Organizations (NRSROs), which are rating agencies registered with the Securities and Exchange Commission (SEC). They were purchased generally at par. The primary drivers that have given rise to the unrealized losses on CDOs with bank collateral are listed below:

- i. Market yield requirements for bank CDO securities remain very high. The credit crisis resulted in significant utilization of both the unique five-year deferral option each collateral issuer maintains during the life of the CDO and the ability of junior bonds to defer the payment of current interest. The resulting increase in the rate of return demanded by the market for trust preferred CDOs remains dramatically higher than the effective interest rates. All structured product fair values, including bank CDOs, deteriorated significantly during the credit crisis, generally reaching a low in mid-2009. Prices for some structured products, other than bank CDOs, have since rebounded as the crucial unknowns related to value became resolved and as trading increased in these securities. Unlike these other structured products, CDO tranches backed by bank trust preferred securities continue to have unresolved questions surrounding collateral behavior, specifically including, but not limited to, the future number, size and timing of bank failures, and of allowed deferrals and subsequent resumption of payment of contractual interest.
- ii. Structural features of the collateral make these CDO tranches difficult for market participants to model. The first feature unique to bank CDOs is the interest deferral feature previously discussed. During the credit crisis starting in 2008, certain banks within our CDO pools have exercised this prerogative. The extent to which these deferrals either transition to default or alternatively come current prior to the five-year deadline is extremely difficult for market participants to assess. Our CDO pools include banks which first exercised this deferral option in the second quarter of 2008. A significant number of banks in our CDO pools have already come current after a period of deferral, while others are still deferring but remain within the allowed deferral period.

A second structural feature that is difficult to model is the payment in kind (PIK) feature which provides that upon reaching certain levels of collateral default or deferral, certain junior CDO tranches will not receive current interest but will instead have the interest amount that is unpaid be capitalized or deferred. The cash flow that would otherwise be paid to the junior CDO securities and

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the income notes is instead used to pay down the principal balance of the most senior CDO securities. If the current market yield required by market participants equaled the effective interest rate of a security, a market participant should be indifferent between receiving current interest and capitalizing and compounding interest for later payment. However, given the difference between current market rates and effective interest rates of the securities, market participants are not indifferent. The delay in payment caused by PIKing results in lower security fair values even if PIKing is projected to be fully cured. This feature is difficult to model and assess. It increases the risk premium the market applies to these securities.

- iii. Ratings are generally below-investment-grade for even some of the most senior tranches. Rating agency opinions can vary significantly on a CDO tranche. The presence of a below-investment-grade rating by even a single rating agency will severely limit the pool of buyers, which causes greater illiquidity and therefore most likely a higher implicit discount rate/lower price with regard to that CDO tranche.
- iv. There is a lack of consistent disclosure by each CDO s trustee of the identity of collateral issuers; in addition, complex structures make projecting tranche return profiles difficult for non-specialists in the product.
- v. At purchase, the expectation of cash flow variability was limited. As a result of the credit crisis, we have seen extreme variability of collateral performance both compared to expectations and between different pools.

Our ongoing review of these securities in accordance with the previous discussion determined that OTTI should be recorded at September 30, 2011.

Trust preferred securities real estate investment trusts (REITs): These CDO securities are variable rate pools of trust preferred securities primarily related to REITs, and are rated by one or more NRSROs. They were purchased generally at par. Unrealized losses were caused mainly by severe deterioration in mortgage REITs and homebuilder credit, collateral deterioration, widening of credit spreads for ABS securities, and general illiquidity in the CDO market. Based on our review, no OTTI was recorded for these securities at September 30, 2011.

Other asset-backed securities: Most of these CDO securities were purchased in 2009 from Lockhart Funding LLC at their carrying values and were then adjusted to fair value. Certain of these CDOs consist of ABS CDOs (also known as diversified structured finance CDOs). Unrealized losses since acquisition were caused mainly by deterioration in collateral quality, widening of credit spreads for asset backed securities, and ratings downgrades of the underlying residential mortgage-backed securities (RMBS) collateral. Our ongoing review of these securities in accordance with the previous discussion determined that OTTI should be recorded at September 30, 2011.

U.S. Government agencies and corporations

Small Business Administration (SBA) loan-backed securities: These securities were generally purchased at premiums with maturities from five to 25 years and have principal cash flows guaranteed by the SBA. Because the decline in fair value is not attributable to credit quality, no OTTI was recorded for these securities at September 30, 2011.

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The following is a tabular rollforward of the total amount of credit-related OTTI, including amounts recognized in earnings:

| (In thousands) | Three Months Ended September 30, 2011 | | | Nine Months Ended September 30, 2011 | | |
|---|--|--------------|--------------|---|--------------|--------------|
| | HTM | AFS | Total | HTM | AFS | Total |
| Balance of credit-related OTTI at beginning of period | \$ (5,357) | \$ (290,209) | \$ (295,566) | \$ (5,357) | \$ (335,682) | \$ (341,039) |
| Additions recognized in earnings during the period: | | | | | | |
| Credit-related OTTI not previously recognized ¹ | (769) | (3,007) | (3,776) | (769) | (3,007) | (3,776) |
| Credit-related OTTI previously recognized when there is no intent to sell and no requirement to sell before recovery of amortized cost basis ² | | (9,558) | (9,558) | | (17,821) | (17,821) |
| Subtotal of amounts recognized in earnings | (769) | (12,565) | (13,334) | (769) | (20,828) | (21,597) |
| Reductions for securities sold during the period | | | | | 53,736 | 53,736 |
| Balance of credit-related OTTI at end of period | \$ (6,126) | \$ (302,774) | \$ (308,900) | \$ (6,126) | \$ (302,774) | \$ (308,900) |

| (In thousands) | Three Months Ended September 30, 2010 | | | Nine Months Ended September 30, 2010 | | |
|---|--|--------------|--------------|---|--------------|--------------|
| | HTM | AFS | Total | HTM | AFS | Total |
| Balance of credit-related OTTI at beginning of period | \$ (5,357) | \$ (318,423) | \$ (323,780) | \$ (5,206) | \$ (269,251) | \$ (274,457) |
| Additions recognized in earnings during the period: | | | | | | |
| Credit-related OTTI not previously recognized ¹ | | (3,033) | (3,033) | | (3,899) | (3,899) |
| Credit-related OTTI previously recognized when there is no intent to sell and no requirement to sell before recovery of amortized cost basis ² | | (20,679) | (20,679) | (151) | (68,985) | (69,136) |
| Subtotal of amounts recognized in earnings | | (23,712) | (23,712) | (151) | (72,884) | (73,035) |
| Reductions for securities sold during the period | | | | | | |
| Balance of credit-related OTTI at end of period | \$ (5,357) | \$ (342,135) | \$ (347,492) | \$ (5,357) | \$ (342,135) | \$ (347,492) |

¹ Relates to securities not previously impaired.

² Relates to additional impairment on securities previously impaired.

To determine the credit component of OTTI for all security types, we utilize projected cash flows as the best estimate of fair value. These cash flows are credit adjusted using, among other things, assumptions for default probability assigned to each portion of performing collateral. The credit adjusted cash flows are discounted at a security specific coupon rate to identify any OTTI, and then at a market rate for valuation purposes.

For those securities with credit-related OTTI recognized in the statement of income, the amounts of noncredit-related OTTI recognized in OCI are related to AFS securities for all periods presented, except for \$20.9 million related to HTM securities first identified as having credit-related OTTI during the three months ended September 30, 2011.

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During the three and nine months ended September 30, nontaxable interest income on securities was \$5.2 million and \$16.4 million in 2011, and \$6.6 million and \$20.7 million in 2010, respectively.

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The following summarizes gains and losses, including OTTI, that were recognized in the statements of income:

| (In thousands) | Three Months Ended | | | | Nine Months Ended | | | |
|--|--------------------|-----------------|--------------------|--------------------|--------------------|-------------------|--------------------|--------------------|
| | September 30, 2011 | | September 30, 2010 | | September 30, 2011 | | September 30, 2010 | |
| | Gross gains | Gross losses | Gross gains | Gross losses | Gross gains | Gross losses | Gross gains | Gross losses |
| Investment securities: | | | | | | | | |
| Held-to-maturity | \$ 85 | \$ 769 | \$ | \$ | \$ 202 | \$ 769 | \$ | \$ 151 |
| Available-for-sale | 12,950 | 12,565 | 8,427 | 23,711 | 20,532 | 30,982 | 10,241 | 72,911 |
| Other noninterest-bearing investments: | | | | | | | | |
| Nonmarketable equity securities | 5,482 | 193 | 1,141 | 2,223 | 6,550 | 2,000 | 5,217 | 10,964 |
| | 18,517 | 13,527 | 9,568 | 25,934 | 27,284 | 33,751 | 15,458 | 84,026 |
| Net gains (losses) | | \$ 4,990 | | \$ (16,366) | | \$ (6,467) | | \$ (68,568) |
| Statement of income information: | | | | | | | | |
| Net impairment losses on investment securities | | \$ (13,334) | | \$ (23,712) | | \$ (21,597) | | \$ (73,035) |
| Equity securities gains (losses), net | | 5,289 | | (1,082) | | 4,550 | | (5,747) |
| Fixed income securities gains, net | | 13,035 | | 8,428 | | 10,580 | | 10,214 |
| Net gains (losses) | | \$ 4,990 | | \$ (16,366) | | \$ (6,467) | | \$ (68,568) |

Gains and losses on the sale of securities are recognized using the specific identification method and recorded in noninterest income.

Securities with a carrying value of \$1.4 billion and \$1.6 billion at September 30, 2011 and 2010, respectively, were pledged to secure public and trust deposits, advances, and for other purposes as required by law. Securities are also pledged as collateral for security repurchase agreements.

5. LOANS AND ALLOWANCE FOR CREDIT LOSSES

ASU 2010-20, *Disclosures about the Credit Quality of Financing Receivables and the Allowance for Credit Losses*, requires certain additional disclosures under ASC 310, *Receivables*, which became effective at December 31, 2010. Certain other disclosures were required beginning March 31, 2011 and relate to additional detail for the rollforward of the allowance for credit losses and for impaired loans. The new guidance is incorporated in the following discussion. It relates only to financial statement disclosures and does not affect the Company's financial condition or results of operations.

Additional accounting guidance and disclosures for troubled debt restructurings (TDRs) were required for the Company beginning September 30, 2011 in accordance with ASU 2011-02, *A Creditor's Determination of Whether a Restructuring Is a Troubled Debt Restructuring*. ASU 2011-02 provides criteria to evaluate if a TDR exists based on whether (1) the restructuring constitutes a concession by the creditor and (2) the debtor is experiencing financial difficulty. The new guidance for TDRs is incorporated in the following discussion and did not affect the Company's financial condition or results of operations.

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Loans and Loans Held for Sale

Loans are summarized as follows according to major portfolio segment and specific loan class:

(In thousands)

| | September 30, 2011 | December 31, 2010 | September 30, 2010 |
|---|-----------------------|----------------------|-----------------------|
| Loans held for sale | \$ 159,300 | \$ 206,286 | \$ 217,409 |
| Commercial: | | | |
| Commercial and industrial | \$ 9,787,273 | \$ 9,167,001 | \$ 9,152,487 |
| Leasing | 409,458 | 410,174 | 401,504 |
| Owner occupied | 8,334,192 | 8,217,363 | 8,345,475 |
| Municipal | 440,638 | 438,985 | 333,564 |
| Total commercial | 18,971,561 | 18,233,523 | 18,233,030 |
| Commercial real estate: | | | |
| Construction and land development | 2,476,838 | 3,499,103 | 4,205,820 |
| Term | 7,743,629 | 7,649,494 | 7,550,283 |
| Total commercial real estate | 10,220,467 | 11,148,597 | 11,756,103 |
| Consumer: | | | |
| Home equity credit line | 2,157,626 | 2,141,740 | 2,156,958 |
| 1-4 family residential | 3,884,618 | 3,499,149 | 3,508,948 |
| Construction and other consumer real estate | 303,680 | 343,257 | 366,697 |
| Bankcard and other revolving plans | 278,343 | 296,936 | 286,808 |
| Other | 234,044 | 233,193 | 270,926 |
| Total consumer | 6,858,311 | 6,514,275 | 6,590,337 |
| FDIC-supported loans | 800,530 | 971,377 | 1,089,926 |
| Total loans | \$ 36,850,869 | \$ 36,867,772 | \$ 37,669,396 |

FDIC-supported loans were acquired during 2009 and are indemnified by the FDIC under loss sharing agreements. The FDIC-supported loan balances presented in the accompanying schedules include purchased loans accounted for under ASC 310-30 at their carrying values rather than their outstanding balances. See subsequent discussion under purchased loans.

Owner occupied and commercial real estate loans include unamortized premiums of approximately \$76.8 million at September 30, 2011 and \$88.4 million at December 31, 2010.

Municipal loans generally include loans to municipalities with the debt service being repaid from general funds or pledged revenues of the municipal entity, or to private commercial entities or 501(c)(3) not-for-profit entities utilizing a pass-through municipal entity to achieve favorable tax treatment.

Loans with a carrying value of approximately \$20.6 billion at September 30, 2011 and \$20.4 billion at December 31, 2010 have been made available for pledging at the Federal Reserve and various Federal Home Loan Banks as collateral for current and potential borrowings.

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We sold loans totaling \$353 million and \$1.2 billion for the three and nine months ended September 30, 2011 that were previously classified as loans held for sale. Amounts added to loans held for sale during these same periods were \$336 million and \$1.1 billion. Income from loans sold, excluding servicing, for these same periods was \$5.5 million and \$19.9 million.

Allowance for Credit Losses

The allowance for credit losses (ACL) consists of the allowance for loan and lease losses (ALLL, also

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referred to as the allowance for loan losses) and the reserve for unfunded lending commitments (RULC).

Allowance for Loan and Lease Losses: The ALLL represents our estimate of probable and estimable losses inherent in the loan and lease portfolio as of the balance sheet date. Losses are charged to the ALLL when recognized. Generally, commercial loans are charged off or charged down at the point at which they are determined to be uncollectible in whole or in part, or when 180 days past due unless the loan is well secured and in the process of collection. Consumer loans are either charged off or charged down to net realizable value no later than the month in which they become 180 days past due. Closed-end loans that are not secured by residential real estate are either charged off or charged down to net realizable value no later than the month in which they become 120 days past due. We establish the amount of the ALLL by analyzing the portfolio at least quarterly, and we adjust the provision for loan losses so the ALLL is at an appropriate level at the balance sheet date.

The methodologies we use to estimate the ALLL depend upon the impairment status and portfolio segment of the loan. The methodology for impaired loans is discussed subsequently. For the commercial and commercial real estate segments, we use a comprehensive loan grading system to assign probability of default and loss given default grades to each loan. The credit quality indicators discussed subsequently are based on this grading system. Probability of default and loss given default grades are based on both financial and statistical models and loan officers judgment. We create groupings of these grades for each subsidiary bank and loan class and calculate historic loss rates using a loss migration analysis that attributes historic realized losses to historic loan grades over the time period of the loss migration analysis, ranging from the previous 6 to 60 months.

For the consumer loan segment, we use roll rate models to forecast probable inherent losses. Roll rate models measure the rate at which consumer loans migrate from one delinquency bucket to the next worse delinquency bucket, and eventually to loss. We estimate roll rates for consumer loans using recent delinquency and loss experience. These roll rates are then applied to current delinquency levels to estimate probable inherent losses.

For FDIC-supported loans purchased with evidence of credit deterioration, we determine the ALLL according to ASC 310-30. The accounting for these loans, including the allowance calculation, is described in the purchased loans section following.

After applying historic loss experience, as described above, we review the quantitatively derived level of ALLL for each segment using qualitative criteria. We track various risk factors that influence our judgment regarding the level of the ALLL across the portfolio segments. Primary qualitative factors that may not be reflected in our quantitative models include:

Asset quality trends

Risk management and loan administration practices

Risk identification practices

Effect of changes in the nature and volume of the portfolio

Existence and effect of any portfolio concentrations

National economic and business conditions

Regional and local economic and business conditions

Data availability and applicability

We review changes in these factors to ensure that changes in the level of the ALLL are consistent with changes in these factors. The magnitude of the impact of each of these factors on our qualitative assessment

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of the ALLL changes from quarter to quarter according to the extent these factors are already reflected in historic loss rates and according to the extent these factors diverge from one another. We also consider the uncertainty inherent in the estimation process when evaluating the ALLL.

Reserve for Unfunded Lending Commitments: The Company also estimates a reserve for potential losses associated with off-balance sheet commitments and standby letters of credit. We determine the RULC using the same procedures and methodologies that we use for the ALLL. The loss factors used in the RULC are the same as the loss factors used in the ALLL, and the qualitative adjustments used in the RULC are the same as the qualitative adjustments used in the ALLL. We adjust the Company's unfunded lending commitments that are not unconditionally cancelable to an outstanding amount equivalent using credit conversion factors and we apply the loss factors to the outstanding equivalents.

Changes in ACL Assumptions: During the third quarter of 2011, we did not change any assumptions in our loss migration model that we use to estimate the ALLL and RULC for the commercial and commercial real estate segments. During the first quarter of 2011, we changed certain assumptions in our loss migration model by expanding the loss look-back periods for the commercial and commercial real estate segments to include losses as far back as 60 months. Prior to the first quarter of 2011, we used loss migration models based on the most recent 18 months of loss data to estimate probable losses for the portions of the segments that were collectively evaluated for impairment. The expansion of the look-back periods to a maximum of 60 months during the first quarter of 2011 increased the quantitative portion of the ACL by approximately \$63 million as of March 31, 2011 over what it would have been had the previous assumptions been used. We considered these assumption changes in assessing our qualitative adjustments to the ACL. The change was made so we could continue to capture the inherent risks in the portfolio, as we believe the high level of loss severity rates that occurred during the longer periods are still relevant to estimating probable inherent losses in those segments. Our quantitative models serve as the starting point for our estimation of the appropriate level of the ACL, and therefore we utilize the qualitative portion of the ACL to capture these risks not captured in the quantitative models.

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Changes in the allowance for credit losses are summarized as follows:

| (In thousands) | Three Months Ended September 30, 2011 | | | | |
|---|---------------------------------------|------------------------|------------|----------------|--------------|
| | Commercial | Commercial real estate | Consumer | FDIC-supported | Total |
| Allowance for loan losses: | | | | | |
| Balance at beginning of period | \$ 667,646 | \$ 392,852 | \$ 149,773 | \$ 27,462 | \$ 1,237,733 |
| Additions: | | | | | |
| Provision for loan losses | 47,764 | (49,770) | 15,618 | 941 | 14,553 |
| Change in allowance covered by FDIC indemnification | | | | (1,647) | (1,647) |
| Deductions: | | | | | |
| Gross loan and lease charge-offs | (63,047) | (44,658) | (18,475) | (2,966) | (129,146) |
| Net charge-offs recoverable from FDIC | | | | 127 | 127 |
| Recoveries | 8,788 | 13,285 | 3,185 | 2,025 | 27,283 |
| Net loan and lease charge-offs | (54,259) | (31,373) | (15,290) | (814) | (101,736) |
| Balance at end of period | \$ 661,151 | \$ 311,709 | \$ 150,101 | \$ 25,942 | \$ 1,148,903 |
| Reserve for unfunded lending commitments: | | | | | |
| Balance at beginning of period | \$ 75,082 | \$ 23,852 | \$ 1,330 | \$ | \$ 100,264 |
| Provision charged (credited) to earnings | 1,549 | (3,278) | (473) | | (2,202) |
| Balance at end of period | \$ 76,631 | \$ 20,574 | \$ 857 | \$ | \$ 98,062 |
| Total allowance for credit losses: | | | | | |
| Allowance for loan losses | \$ 661,151 | \$ 311,709 | \$ 150,101 | \$ 25,942 | \$ 1,148,903 |
| Reserve for unfunded lending commitments | 76,631 | 20,574 | 857 | | 98,062 |
| Total allowance for credit losses | \$ 737,782 | \$ 332,283 | \$ 150,958 | \$ 25,942 | \$ 1,246,965 |

| (In thousands) | Nine Months Ended September 30, 2011 | | | | |
|---|--------------------------------------|------------------------|------------|----------------|--------------|
| | Commercial | Commercial real estate | Consumer | FDIC-supported | Total |
| Allowance for loan losses: | | | | | |
| Balance at beginning of period | \$ 761,107 | \$ 487,235 | \$ 154,326 | \$ 37,673 | \$ 1,440,341 |
| Additions: | | | | | |
| Provision for loan losses | 37,864 | (21,475) | 53,564 | 5,930 | 75,883 |
| Change in allowance covered by FDIC indemnification | | | | (11,923) | (11,923) |
| Deductions: | | | | | |
| Gross loan and lease charge-offs | (172,103) | (182,849) | (68,407) | (16,199) | (439,558) |
| Net charge-offs recoverable from FDIC | | | | 5,727 | 5,727 |
| Recoveries | 34,283 | 28,798 | 10,618 | 4,734 | 78,433 |

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| | | | | | |
|---|------------|------------|------------|-----------|--------------|
| Net loan and lease charge-offs | (137,820) | (154,051) | (57,789) | (5,738) | (355,398) |
| Balance at end of period | \$ 661,151 | \$ 311,709 | \$ 150,101 | \$ 25,942 | \$ 1,148,903 |
| Reserve for unfunded lending commitments: | | | | | |
| Balance at beginning of period | \$ 83,352 | \$ 26,373 | \$ 1,983 | \$ | \$ 111,708 |
| Provision credited to earnings | (6,721) | (5,799) | (1,126) | | (13,646) |
| Balance at end of period | \$ 76,631 | \$ 20,574 | \$ 857 | \$ | \$ 98,062 |
| Total allowance for credit losses: | | | | | |
| Allowance for loan losses | \$ 661,151 | \$ 311,709 | \$ 150,101 | \$ 25,942 | \$ 1,148,903 |
| Reserve for unfunded lending commitments | 76,631 | 20,574 | 857 | | 98,062 |
| Total allowance for credit losses | \$ 737,782 | \$ 332,283 | \$ 150,958 | \$ 25,942 | \$ 1,246,965 |

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The ALLL and outstanding loan balances according to the Company's impairment method are summarized as follows:

| September 30, 2011 | | | | | |
|---|----------------------|-----------------------------------|---------------------|----------------------------|----------------------|
| (In thousands) | Commercial | Commercial real estate | Consumer | FDIC- supported | Total |
| Allowance for loan losses: | | | | | |
| Individually evaluated for impairment | \$ 20,089 | \$ 13,840 | \$ 8,755 | \$ 571 | \$ 43,255 |
| Collectively evaluated for impairment | 641,062 | 297,869 | 141,346 | 18,091 | 1,098,368 |
| Purchased loans with evidence of credit deterioration | | | | 7,280 | 7,280 |
| Total | \$ 661,151 | \$ 311,709 | \$ 150,101 | \$ 25,942 | \$ 1,148,903 |
| Outstanding loan balances: | | | | | |
| Individually evaluated for impairment | \$ 416,682 | \$ 725,026 | \$ 120,403 | \$ 4,811 | \$ 1,266,922 |
| Collectively evaluated for impairment | 18,554,879 | 9,495,441 | 6,737,908 | 667,777 | 35,456,005 |
| Purchased loans with evidence of credit deterioration | | | | 127,942 | 127,942 |
| Total | \$ 18,971,561 | \$ 10,220,467 | \$ 6,858,311 | \$ 800,530 | \$ 36,850,869 |

| December 31, 2010 | | | | | |
|---|----------------------|-----------------------------------|---------------------|----------------------------|----------------------|
| (In thousands) | Commercial | Commercial real estate | Consumer | FDIC- supported | Total |
| Allowance for loan losses: | | | | | |
| Individually evaluated for impairment | \$ 53,237 | \$ 37,545 | \$ 6,335 | \$ | \$ 97,117 |
| Collectively evaluated for impairment | 707,870 | 449,690 | 147,991 | 30,684 | 1,336,235 |
| Purchased loans with evidence of credit deterioration | | | | 6,989 | 6,989 |
| Total | \$ 761,107 | \$ 487,235 | \$ 154,326 | \$ 37,673 | \$ 1,440,341 |
| Outstanding loan balances: | | | | | |
| Individually evaluated for impairment | \$ 544,243 | \$ 1,003,402 | \$ 137,928 | \$ | \$ 1,685,573 |
| Collectively evaluated for impairment | 17,689,280 | 10,145,195 | 6,376,347 | 791,587 | 35,002,409 |
| Purchased loans with evidence of credit deterioration | | | | 179,790 | 179,790 |
| Total | \$ 18,233,523 | \$ 11,148,597 | \$ 6,514,275 | \$ 971,377 | \$ 36,867,772 |

Nonaccrual and Past Due Loans

Loans are generally placed on nonaccrual status when payment in full of principal and interest is not expected, or the loan is 90 days or more past due as to principal or interest, unless the loan is both well secured and in the process of collection. Factors we consider in determining whether a loan is placed on nonaccrual include delinquency status, collateral value, borrower or guarantor financial statement information, bankruptcy status, and other information which would indicate that the full and timely collection of interest and principal is uncertain.

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A nonaccrual loan may be returned to accrual status when all delinquent interest and principal become current in accordance with the terms of the loan agreement; the loan, if secured, is well secured; the borrower has paid according to the contractual terms for a minimum of six months; and analysis of the borrower indicates a reasonable assurance of the ability to maintain payments. Payments received on nonaccrual loans are applied as a reduction to the principal outstanding.

Closed-end loans with payments scheduled monthly are reported as past due when the borrower is in arrears

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for two or more monthly payments. Similarly, open-end credit such as charge-card plans and other revolving credit plans are reported as past due when the minimum payment has not been made for two or more billing cycles. Other multipayment obligations (i.e., quarterly, semiannual, etc.), single payment, and demand notes are reported as past due when either principal or interest is due and unpaid for a period of 30 days or more.

Nonaccrual loans are summarized as follows:

| (In thousands) | September 30, 2011 | December 31, 2010 | September 30, 2010 |
|---|-----------------------|----------------------|-----------------------|
| Loans held for sale | \$ 18,216 | \$ | \$ |
| Commercial: | | | |
| Commercial and industrial | \$ 175,626 | \$ 224,499 | \$ 284,045 |
| Leasing | 742 | 801 | 1,885 |
| Owner occupied | 267,663 | 342,467 | 414,220 |
| Municipal | | 2,002 | |
| Total commercial | 444,031 | 569,769 | 700,150 |
| Commercial real estate: | | | |
| Construction and land development | 245,527 | 493,445 | 660,080 |
| Term | 188,931 | 264,305 | 262,572 |
| Total commercial real estate | 434,458 | 757,750 | 922,652 |
| Consumer: | | | |
| Home equity credit line | 14,789 | 14,047 | 16,057 |
| 1-4 family residential | 107,992 | 124,470 | 145,134 |
| Construction and other consumer real estate | 15,579 | 23,719 | 22,397 |
| Bankcard and other revolving plans | 418 | 958 | 600 |
| Other | 3,320 | 2,156 | 2,580 |
| Total consumer loans | 142,098 | 165,350 | 186,768 |
| FDIC-supported loans | 29,082 | 35,837 | 127 |
| Total | \$ 1,049,669 | \$ 1,528,706 | \$ 1,809,697 |

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Past due loans (accruing and nonaccruing) are summarized as follows:

| (In thousands) | September 30, 2011 | | | | | Accruing | Nonaccruing |
|---|----------------------|------------------------|----------------------|-------------------|----------------------|----------------------|----------------------------------|
| | Current | 30-89 days past due | 90+ days past due | Total past due | Total loans | loans | loans |
| | | | | | | 90+ days past due | that are current ¹ |
| Loans held for sale | \$ 141,084 | \$ | \$ 18,216 | \$ 18,216 | \$ 159,300 | \$ | \$ |
| Commercial: | | | | | | | |
| Commercial and industrial | \$ 9,638,035 | \$ 76,084 | \$ 73,154 | \$ 149,238 | \$ 9,787,273 | \$ 3,778 | \$ 77,789 |
| Leasing | 408,871 | 270 | 317 | 587 | 409,458 | | 408 |
| Owner occupied | 8,100,075 | 85,918 | 148,199 | 234,117 | 8,334,192 | 4,237 | 90,362 |
| Municipal | 440,638 | | | | 440,638 | | |
| Total commercial | 18,587,619 | 162,272 | 221,670 | 383,942 | 18,971,561 | 8,015 | 168,559 |
| Commercial real estate: | | | | | | | |
| Construction and land development | 2,322,117 | 30,243 | 124,478 | 154,721 | 2,476,838 | 2,616 | 103,193 |
| Term | 7,621,388 | 51,702 | 70,539 | 122,241 | 7,743,629 | 1,103 | 98,933 |
| Total commercial real estate | 9,943,505 | 81,945 | 195,017 | 276,962 | 10,220,467 | 3,719 | 202,126 |
| Consumer: | | | | | | | |
| Home equity credit line | 2,142,550 | 7,797 | 7,279 | 15,076 | 2,157,626 | | 4,169 |
| 1-4 family residential | 3,783,087 | 30,073 | 71,458 | 101,531 | 3,884,618 | 2,828 | 31,803 |
| Construction and other consumer real estate | 292,616 | 2,970 | 8,094 | 11,064 | 303,680 | 150 | 7,167 |
| Bankcard and other revolving plans | 274,806 | 2,106 | 1,431 | 3,537 | 278,343 | 1,130 | 76 |
| Other | 229,668 | 1,556 | 2,820 | 4,376 | 234,044 | 21 | 312 |
| Total consumer loans | 6,722,727 | 44,502 | 91,082 | 135,584 | 6,858,311 | 4,129 | 43,527 |
| FDIC-supported loans | 685,512 | 13,816 | 101,202 | 115,018 | 800,530 | 85,714 | 13,594 |
| Total | \$ 35,939,363 | \$ 302,535 | \$ 608,971 | \$ 911,506 | \$ 36,850,869 | \$ 101,577 | \$ 427,806 |

| (In thousands) | December 31, 2010 | | | | | Accruing | Nonaccruing |
|---------------------------|-------------------|------------------------|----------------------|-------------------|----------------|----------------------|----------------------------------|
| | Current | 30-89 days past due | 90+ days past due | Total past due | Total loans | loans | loans |
| | | | | | | 90+ days past due | that are current ¹ |
| Loans held for sale | \$ 206,286 | \$ | \$ | \$ | \$ 206,286 | \$ | \$ |
| Commercial: | | | | | | | |
| Commercial and industrial | \$ 8,938,120 | \$ 100,119 | \$ 128,762 | \$ 228,881 | \$ 9,167,001 | \$ 7,533 | \$ 77,406 |
| Leasing | 408,015 | 1,352 | 807 | 2,159 | 410,174 | 66 | 23 |

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| | | | | | | | |
|---|----------------------|-------------------|---------------------|---------------------|----------------------|-------------------|-------------------|
| Owner occupied | 7,905,193 | 83,658 | 228,512 | 312,170 | 8,217,363 | 3,876 | 91,527 |
| Municipal | 438,985 | | | | 438,985 | | 2,002 |
| Total commercial | 17,690,313 | 185,129 | 358,081 | 543,210 | 18,233,523 | 11,475 | 170,958 |
| Commercial real estate: | | | | | | | |
| Construction and land development | 3,172,537 | 57,891 | 268,675 | 326,566 | 3,499,103 | 1,916 | 200,864 |
| Term | 7,436,222 | 85,595 | 127,677 | 213,272 | 7,649,494 | 4,757 | 112,447 |
| Total commercial real estate | 10,608,759 | 143,486 | 396,352 | 539,838 | 11,148,597 | 6,673 | 313,311 |
| Consumer: | | | | | | | |
| Home equity credit line | 2,126,505 | 7,494 | 7,741 | 15,235 | 2,141,740 | | 2,224 |
| 1-4 family residential | 3,383,420 | 26,345 | 89,384 | 115,729 | 3,499,149 | 2,966 | 34,425 |
| Construction and other consumer real estate | 322,341 | 8,261 | 12,655 | 20,916 | 343,257 | 532 | 10,089 |
| Bankcard and other revolving plans | 290,879 | 3,912 | 2,145 | 6,057 | 296,936 | 1,572 | 311 |
| Other | 227,654 | 4,586 | 953 | 5,539 | 233,193 | | 959 |
| Total consumer loans | 6,350,799 | 50,598 | 112,878 | 163,476 | 6,514,275 | 5,070 | 48,008 |
| FDIC-supported loans | 804,760 | 27,256 | 139,361 | 166,617 | 971,377 | 118,760 | 15,136 |
| Total | \$ 35,454,631 | \$ 406,469 | \$ 1,006,672 | \$ 1,413,141 | \$ 36,867,772 | \$ 141,978 | \$ 547,413 |

¹ Represents nonaccrual loans that are not past due more than 30 days; however, full payment of principal and interest is still not expected.

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Credit Quality Indicators

In addition to the past due and nonaccrual criteria, we also analyze loans using a loan grading system. We generally assign internal grades to loans with commitments less than \$500,000 based on the performance of those loans. Performance-based grades follow our definitions of Pass, Special Mention, Substandard, and Doubtful, which are consistent with published definitions of regulatory risk classifications.

Definitions of Pass, Special Mention, Substandard, and Doubtful are summarized as follows:

Pass: A Pass asset is higher quality and does not fit any of the other categories described below. The likelihood of loss is considered remote.

Special Mention: A Special Mention asset has potential weaknesses that may be temporary or, if left uncorrected, may result in a loss. While concerns exist, the bank is currently protected and loss is considered unlikely and not imminent.

Substandard: A Substandard asset is inadequately protected by the current sound worth and paying capacity of the obligor or of the collateral pledged, if any. Assets so classified have well defined weaknesses and are characterized by the distinct possibility that the bank may sustain some loss if deficiencies are not corrected.

Doubtful: A Doubtful asset has all the weaknesses inherent in a Substandard asset with the added characteristics that the weaknesses make collection or liquidation in full highly questionable.

We generally assign internal grades to commercial and commercial real estate loans with commitments equal to or greater than \$500,000 based on financial/statistical models and loan officer judgment. For these larger loans, we assign one of fourteen probability of default grades (in order of declining credit quality) and one of twelve loss-given-default grades. The first ten of the fourteen probability of default grades indicate a Pass grade. The remaining four grades are: Special Mention, Substandard, Doubtful, and Loss. Loss indicates that the outstanding balance has been charged-off. We evaluate our credit quality information such as risk grades at least quarterly, or as soon as we identify information that might warrant an upgrade or downgrade. Risk grades are then updated as necessary.

For consumer loans, we generally assign internal risk grades similar to those described above based on payment performance. These are generally assigned with either a Pass or Substandard grade and are reviewed as we identify information that might warrant an upgrade or downgrade.

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Outstanding loan balances (accruing and nonaccruing) categorized by these credit quality indicators are summarized as follows:

| (In thousands) | September 30, 2011 | | | | | |
|---|--------------------|--------------------|------------------|-----------|----------------|--------------------|
| | Pass | Special Mention | Sub- standard | Doubtful | Total loans | Total allowance |
| Loans held for sale | \$ 140,954 | \$ | \$ 18,346 | \$ | \$ 159,300 | \$ |
| Commercial: | | | | | | |
| Commercial and industrial | \$ 9,041,851 | \$ 218,042 | \$ 512,683 | \$ 14,697 | \$ 9,787,273 | |
| Leasing | 399,342 | | 10,116 | | 409,458 | |
| Owner occupied | 7,569,305 | 199,421 | 556,035 | 9,431 | 8,334,192 | |
| Municipal | 425,177 | 15,461 | | | 440,638 | |
| Total commercial | 17,435,675 | 432,924 | 1,078,834 | 24,128 | 18,971,561 | \$ 661,151 |
| Commercial real estate: | | | | | | |
| Construction and land development | 1,761,014 | 217,839 | 497,019 | 966 | 2,476,838 | |
| Term | 6,978,372 | 258,644 | 502,697 | 3,916 | 7,743,629 | |
| Total commercial real estate | 8,739,386 | 476,483 | 999,716 | 4,882 | 10,220,467 | 311,709 |
| Consumer: | | | | | | |
| Home equity credit line | 2,109,662 | 108 | 47,812 | 44 | 2,157,626 | |
| 1-4 family residential | 3,723,268 | 6,709 | 154,395 | 246 | 3,884,618 | |
| Construction and other consumer real estate | 281,968 | 637 | 20,715 | 360 | 303,680 | |
| Bankcard and other revolving plans | 266,400 | 3,631 | 8,312 | | 278,343 | |
| Other | 227,978 | 408 | 5,649 | 9 | 234,044 | |
| Total consumer loans | 6,609,276 | 11,493 | 236,883 | 659 | 6,858,311 | 150,101 |
| FDIC-supported loans | 529,954 | 43,559 | 227,006 | 11 | 800,530 | 25,942 |
| Total | \$ 33,314,291 | \$ 964,459 | \$ 2,542,439 | \$ 29,680 | \$ 36,850,869 | \$ 1,148,903 |

| (In thousands) | December 31, 2010 | | | | | |
|---------------------------|-------------------|--------------------|------------------|-----------|----------------|--------------------|
| | Pass | Special Mention | Sub- standard | Doubtful | Total loans | Total allowance |
| Loans held for sale | \$ 206,286 | \$ | \$ | \$ | \$ 206,286 | \$ |
| Commercial: | | | | | | |
| Commercial and industrial | \$ 8,234,515 | \$ 254,369 | \$ 658,400 | \$ 19,717 | \$ 9,167,001 | |
| Leasing | 395,081 | 1,170 | 13,923 | | 410,174 | |
| Owner occupied | 7,358,189 | 147,562 | 705,128 | 6,484 | 8,217,363 | |
| Municipal | 436,983 | | 2,002 | | 438,985 | |
| Total commercial | 16,424,768 | 403,101 | 1,379,453 | 26,201 | 18,233,523 | \$ 761,107 |
| Commercial real estate: | | | | | | |

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| | | | | | | |
|---|----------------------|---------------------|---------------------|------------------|----------------------|---------------------|
| Construction and land development | 1,921,110 | 470,431 | 1,093,772 | 13,790 | 3,499,103 | |
| Term | 6,768,022 | 252,814 | 624,196 | 4,462 | 7,649,494 | |
| Total commercial real estate | 8,689,132 | 723,245 | 1,717,968 | 18,252 | 11,148,597 | 487,235 |
| Consumer: | | | | | | |
| Home equity credit line | 2,098,365 | 855 | 42,349 | 171 | 2,141,740 | |
| 1-4 family residential | 3,313,875 | 7,274 | 177,963 | 37 | 3,499,149 | |
| Construction and other consumer real estate | 310,209 | 3,424 | 29,176 | 448 | 343,257 | |
| Bankcard and other revolving plans | 282,353 | 4,535 | 10,040 | 8 | 296,936 | |
| Other | 226,832 | 111 | 6,038 | 212 | 233,193 | |
| Total consumer loans | 6,231,634 | 16,199 | 265,566 | 876 | 6,514,275 | 154,326 |
| FDIC-supported loans | 646,476 | 45,431 | 278,044 | 1,426 | 971,377 | 37,673 |
| Total | \$ 31,992,010 | \$ 1,187,976 | \$ 3,641,031 | \$ 46,755 | \$ 36,867,772 | \$ 1,440,341 |

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Impaired Loans

Loans are considered impaired when, based on current information and events, it is probable that we will be unable to collect all amounts due in accordance with the contractual terms of the loan agreement, including scheduled interest payments. If a nonaccrual loan has a balance greater than \$500,000 or if a loan is a TDR (including TDRs that subsequently default), we consider the loan to be impaired and estimate a specific reserve for the loan according to ASC 310. Beginning in the third quarter of 2011, we increased this threshold to \$1,000,000. Smaller nonaccrual loans are pooled for ALLL estimation purposes. Our consideration of impairment also incorporates the same determining factors discussed previously under nonaccrual loans.

When loans are impaired, we estimate a specific reserve for the loan based on the projected present value of the loan's future cash flows discounted at the loan's effective interest rate, the observable market price of the loan, or the fair value of the loan's underlying collateral less the cost to sell. When we base the impairment amount on the fair value of the loan's underlying collateral, we generally charge off the portion of the balance that is impaired, such that these loans do not have a specific reserve in the ALLL. Payments received on impaired loans that are accruing are recognized in interest income, according to the contractual loan agreement. Payments received on impaired loans that are on nonaccrual are not recognized in interest income, but are applied as a reduction to the principal outstanding. Payments are recognized when cash is received.

Information on impaired loans is summarized as follows, including the average recorded investment and interest income recognized for the three and nine months ended September 30, 2011:

| (In thousands) | Unpaid principal balance | September 30, 2011 Recorded investment | | Total recorded investment | Related allowance | Three Months Ended September 30, 2011 | | Nine Months Ended September 30, 2011 | |
|---|--------------------------------|---|-------------------|---------------------------------|----------------------|--|----------------------------------|---|----------------------------------|
| | | with no allowance | with allowance | | | Average recorded investment | Interest income recognized | Average recorded investment | Interest income recognized |
| Commercial: | | | | | | | | | |
| Commercial and industrial | \$ 247,439 | \$ 87,778 | \$ 85,525 | \$ 173,303 | \$ 12,637 | \$ 176,884 | \$ 468 | \$ 194,582 | \$ 1,608 |
| Leasing | | | | | | 240 | | 124 | |
| Owner occupied | 301,079 | 148,384 | 94,995 | 243,379 | 7,452 | 269,455 | 634 | 297,808 | 2,066 |
| Municipal | | | | | | 3,872 | | 3,256 | |
| Total commercial | 548,518 | 236,162 | 180,520 | 416,682 | 20,089 | 450,451 | 1,102 | 495,770 | 3,674 |
| Commercial real estate: | | | | | | | | | |
| Construction and land development | 449,789 | 249,888 | 99,122 | 349,010 | 6,641 | 406,510 | 1,229 | 480,834 | 3,803 |
| Term | 435,832 | 232,159 | 143,857 | 376,016 | 7,199 | 387,178 | 2,082 | 412,378 | 6,381 |
| Total commercial real estate | 885,621 | 482,047 | 242,979 | 725,026 | 13,840 | 793,688 | 3,311 | 893,212 | 10,184 |
| Consumer: | | | | | | | | | |
| Home equity credit line | 1,702 | 1,374 | 226 | 1,600 | 3 | 1,133 | | 1,265 | 1 |
| 1-4 family residential | 122,606 | 61,685 | 42,206 | 103,891 | 7,804 | 103,983 | 353 | 106,439 | 977 |
| Construction and other consumer real estate | 15,594 | 4,446 | 6,818 | 11,264 | 945 | 12,034 | 29 | 12,744 | 51 |
| Bankcard and other revolving plans | | | | | | | | 21 | |
| Other | 3,719 | 3,619 | 29 | 3,648 | 3 | 3,723 | | 3,793 | |

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| | | | | | | | | | |
|----------------------|--------------|------------|------------|--------------|-----------|--------------|---------------------|--------------|---------------------|
| Total consumer loans | 143,621 | 71,124 | 49,279 | 120,403 | 8,755 | 120,873 | 382 | 124,262 | 1,029 |
| FDIC-supported loans | 376,757 | 58,181 | 74,572 | 132,753 | 7,851 | 133,911 | 12,661 ¹ | 152,241 | 41,164 ¹ |
| Total | \$ 1,954,517 | \$ 847,514 | \$ 547,350 | \$ 1,394,864 | \$ 50,535 | \$ 1,498,923 | \$ 17,456 | \$ 1,665,485 | \$ 56,051 |

¹ Interest income recognized results primarily from accretion on impaired FDIC-supported loans.

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ZIONS BANCORPORATION AND SUBSIDIARIES

| (In thousands) | December 31, 2010 | | | | |
|---|--------------------------------|---------------------|-------------------|---------------------------------|----------------------|
| | Unpaid principal balance | Recorded investment | | Total recorded investment | Related allowance |
| | with no allowance | with allowance | | | |
| Commercial: | | | | | |
| Commercial and industrial | \$ 322,674 | \$ 95,316 | \$ 114,959 | \$ 210,275 | \$ 38,021 |
| Leasing | | | | | |
| Owner occupied | 430,997 | 233,418 | 98,548 | 331,966 | 14,743 |
| Municipal | 2,002 | | 2,002 | 2,002 | 473 |
| Total commercial | 755,673 | 328,734 | 215,509 | 544,243 | 53,237 |
| Commercial real estate: | | | | | |
| Construction and land development | 862,433 | 478,181 | 118,663 | 596,844 | 16,964 |
| Term | 500,956 | 251,745 | 154,813 | 406,558 | 20,581 |
| Total commercial real estate | 1,363,389 | 729,926 | 273,476 | 1,003,402 | 37,545 |
| Consumer: | | | | | |
| Home equity credit line | 5,160 | 3,152 | 630 | 3,782 | 180 |
| 1-4 family residential | 138,965 | 91,721 | 23,811 | 115,532 | 5,456 |
| Construction and other consumer real estate | 27,308 | 16,682 | 1,369 | 18,051 | 465 |
| Bankcard and other revolving plans | 60 | | 30 | 30 | 30 |
| Other | 629 | | 533 | 533 | 204 |
| Total consumer loans | 172,122 | 111,555 | 26,373 | 137,928 | 6,335 |
| FDIC-supported loans | 547,566 | 131,680 | 48,110 | 179,790 | 6,989 |
| Total | \$ 2,838,750 | \$ 1,301,895 | \$ 563,468 | \$ 1,865,363 | \$ 104,106 |

Amounts at December 31, 2010 in the preceding table presenting the unpaid principal balance have been adjusted from balances previously reported as of this same date, for which the total was \$2.7 billion. This clarification in reporting was made to properly reflect our accounting for these items. The change did not have an impact on the Company's balance sheet or results of operations.

Modified and Restructured Loans

Loans may be modified in the normal course of business for competitive reasons or to strengthen the Company's position. Loan modifications and restructurings may also occur when the borrower experiences financial difficulty and needs temporary or permanent relief from the original contractual terms of the loan. These modifications are structured on a loan-by-loan basis, and depending on the circumstances, may include extended payment terms, a modified interest rate, forgiveness of principal, or other concessions. Loans that have been modified to accommodate a borrower who is experiencing financial difficulties, and for which the Company has granted a concession that it would not otherwise consider, are considered a TDR.

We consider many factors in determining whether to agree to a loan modification involving concessions, and seek a solution that will both minimize potential loss to the Company and attempt to help the borrower. We evaluate borrowers' current and forecasted future cash flows, their ability and willingness to make current contractual or proposed modified payments, the value of the underlying collateral (if applicable), the possibility of obtaining additional security or guarantees, and the potential costs related to a repossession or foreclosure and the subsequent sale of the collateral.

TDRs are classified as either accrual or nonaccrual loans. A loan on nonaccrual and restructured as a TDR will remain on nonaccrual status until the borrower has proven the ability to perform under the modified structure for a minimum of six months, and there is evidence that such

payments can and are likely to continue as agreed. Performance prior to the restructuring, or significant events that coincide with the

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ZIONS BANCORPORATION AND SUBSIDIARIES

restructuring, are included in assessing whether the borrower can meet the new terms and may result in the loan being returned to accrual at the time of restructuring or after a shorter performance period. If the borrower's ability to meet the revised payment schedule is uncertain, the loan remains classified as a nonaccrual loan. A TDR loan that specifies an interest rate that at the time of the restructuring is greater than or equal to the rate the bank is willing to accept for a new loan with comparable risk may not be reported as a TDR or an impaired loan in the calendar years subsequent to the restructuring if it is in compliance with its modified terms.

Selected information on TDRs that includes the recorded investment on an accruing and nonaccruing basis by loan class and modification type is summarized in the following table. This information reflects all TDRs at September 30, 2011:

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ZIONS BANCORPORATION AND SUBSIDIARIES

| (In thousands) | September 30, 2011 | | | | | | Total |
|---|--|----------------------------|-----------------------|------------------|--------------------|--|-----------|
| | Recorded investment resulting from the following modification types: | | | | | | |
| | Interest rate below market | Maturity or term extension | Principal forgiveness | Payment deferral | Other ¹ | Multiple modification types ² | |
| Accruing | | | | | | | |
| Commercial: | | | | | | | |
| Commercial and industrial | \$ 306 | \$ 16,129 | \$ | \$ 3,280 | \$ 7,993 | \$ 4,567 | \$ 32,275 |
| Leasing | | | | | | | |
| Owner occupied | 1,896 | 15,518 | | 2,478 | 12,639 | 9,265 | 41,796 |
| Municipal | | | | | | | |
| Total commercial | 2,202 | 31,647 | | 5,758 | 20,632 | 13,832 | 74,071 |
| Commercial real estate: | | | | | | | |
| Construction and land development | 7,160 | 53,944 | 712 | | 22,675 | 25,200 | 109,691 |
| Term | 3,801 | 31,513 | 3,044 | 24,059 | 33,060 | 111,553 | 207,030 |
| Total commercial real estate | 10,961 | 85,457 | 3,756 | 24,059 | 55,735 | 136,753 | 316,721 |
| Consumer: | | | | | | | |
| Home equity credit line | | | | | 34 | 73 | 107 |
| 1-4 family residential | 3,291 | 1,673 | 224 | | 2,635 | 29,265 | 37,088 |
| Construction and other consumer real estate | 18 | 598 | | | 637 | 984 | 2,237 |
| Bankcard and other revolving plans | | | | | | | |
| Other | | 29 | | | | | 29 |
| Total consumer loans | 3,309 | 2,300 | 224 | | 3,306 | 30,322 | 39,461 |
| Total accruing | 16,472 | 119,404 | 3,980 | 29,817 | 79,673 | 180,907 | 430,253 |
| Nonaccruing | | | | | | | |
| Commercial: | | | | | | | |
| Commercial and industrial | 3,720 | 3,386 | 37 | 1,413 | 826 | 17,661 | 27,043 |
| Leasing | | | | | | | |
| Owner occupied | 2,903 | 1,720 | 770 | 8,589 | 7,188 | 10,817 | 31,987 |
| Municipal | | | | | | | |
| Total commercial | 6,623 | 5,106 | 807 | 10,002 | 8,014 | 28,478 | 59,030 |
| Commercial real estate: | | | | | | | |
| Construction and land development | 15,360 | 4,661 | 36 | 4,386 | 7,485 | 97,233 | 129,161 |
| Term | 10,837 | 56 | | 5,229 | 4,178 | 66,936 | 87,236 |
| Total commercial real estate | 26,197 | 4,717 | 36 | 9,615 | 11,663 | 164,169 | 216,397 |
| Consumer: | | | | | | | |
| Home equity credit line | 197 | | | | | | 197 |
| 1-4 family residential | 1,393 | 914 | 1,256 | 2,976 | 5,997 | 15,725 | 28,261 |
| Construction and other consumer real estate | 969 | 3,233 | | | | 72 | 4,274 |
| Bankcard and other revolving plans | | | | | | | |
| Other | | | | | | | |

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| | | | | | | | |
|----------------------|-----------|------------|----------|-----------|------------|------------|------------|
| Total consumer loans | 2,559 | 4,147 | 1,256 | 2,976 | 5,997 | 15,797 | 32,732 |
| Total nonaccruing | 35,379 | 13,970 | 2,099 | 22,593 | 25,674 | 208,444 | 308,159 |
| Total | \$ 51,851 | \$ 133,374 | \$ 6,079 | \$ 52,410 | \$ 105,347 | \$ 389,351 | \$ 738,412 |

¹ Includes TDRs that resulted from other modification types including, but not limited to, a legal judgment awarded on different terms, a bankruptcy plan confirmed on different terms, a settlement that includes the delivery of collateral in exchange for debt reduction; etc.

² Includes TDRs that resulted from a combination of any of the previous modification types.

At September 30, 2011, the recorded investment in loans modified with interest rates or other terms more favorable than market was \$262.8 million. The net financial impact on interest income due to interest rate changes for accruing TDR loans is summarized in the following table:

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ZIONS BANCORPORATION AND SUBSIDIARIES

| (In thousands) | September 30, 2011 | |
|---|---------------------------------|--------------------------------|
| | Three months ended ¹ | Nine months ended ¹ |
| Commercial: | | |
| Commercial and industrial | \$ (24) | \$ (110) |
| Leasing | | |
| Owner occupied | (954) | (2,268) |
| Municipal | | |
| Total commercial | (978) | (2,378) |
| Commercial real estate: | | |
| Construction and land development | (25) | 1,431 |
| Term | (2,194) | (10,225) |
| Total commercial real estate | (2,219) | (8,794) |
| Consumer: | | |
| Home equity credit line | (4) | (13) |
| 1-4 family residential | (2,966) | (6,646) |
| Construction and other consumer real estate | (22) | (121) |
| Bankcard and other revolving plans | | |
| Other | | |
| Total consumer loans | (2,992) | (6,780) |
| Total decrease to interest income | \$ (6,189) | \$ (17,952) |

¹ Calculated based on the difference between the modified rate and the pre-modified rate applied to the recorded investment.

On an ongoing basis, we monitor the performance of all TDR loans according to their restructured terms. Subsequent payment default is defined in terms of delinquency, when principal or interest payments are past due 90 days or more for commercial loans, or 60 days or more for consumer loans.

The recorded investment of accruing and nonaccruing loans modified as TDRs within the previous 12 months (October 1, 2010 to September 30, 2011) that had a payment default during the three and nine months ended September 30, 2011 is as follows:

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ZIONS BANCORPORATION AND SUBSIDIARIES

| (In thousands) | Three Months Ended September 30, 2011 | | | Nine Months Ended September 30, 2011 | | |
|-----------------------------------|--|-------------|----------|---|-------------|----------|
| | Accruing | Nonaccruing | Total | Accruing | Nonaccruing | Total |
| Commercial: | | | | | | |
| Commercial and industrial | \$ 1,105 | \$ 3,595 | \$ 4,700 | \$ 1,105 | \$ 3,595 | \$ 4,700 |
| Leasing | | | | | | |
| Owner occupied | | | | | 1,100 | 1,100 |
| Municipal | | | | | | |
| Total commercial | 1,105 | 3,595 | 4,700 | 1,105 | 4,695 | 5,800 |
| Commercial real estate: | | | | | | |
| Construction and land development | 4,860 | | | | | |