

F.N.B. Corporation

Investor Presentation:
Second Quarter 2022
September 2022



F.N.B. Corporation

Cautionary Statement Regarding Forward-Looking Information

This document may contain statements regarding F.N.B. Corporation's outlook for earnings, revenues, expenses, tax rates, capital and liquidity levels and ratios, asset quality levels, financial position and other matters regarding or affecting our current or future business and operations. These statements can be considered "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve various assumptions, risks and uncertainties which can change over time. Actual results or future events may be different from those anticipated in our forward-looking statements and may not align with historical performance and events. As forward-looking statements involve significant risks and uncertainties, caution should be exercised against placing undue reliance upon such statements. Forward-looking statements are typically identified by words such as "believe," "plan," "expect," "anticipate," "intend," "outlook," "estimate," "forecast," "will," "should," "project," "goal," and other similar words and expressions. We do not assume any duty to update forward-looking statements, except as required by federal securities laws.

FNB's forward-looking statements are subject to the following principal risks and uncertainties:

- Our business, financial results and balance sheet values are affected by business, economic and political circumstances, including, but not limited to: (i) developments with respect to the U.S. and global financial markets; (ii) actions by the Federal Reserve Board, Federal Deposit Insurance Corporation, U.S. Treasury Department, Office of the Comptroller of the Currency and other governmental agencies, especially those that impact money supply, market interest rates or otherwise affect business activities of the financial services industry; (iii) a slowing of the U.S. economy in general and regional and local economies within our market area; (iv) inflation concerns; (v) the impacts of tariffs or other trade policies of the U.S. or its global trading partners; and (vi) the sociopolitical environment in the United States.
- Business and operating results affected by our ability to identify and effectively manage risks inherent in our businesses, including, where appropriate, through effective use of systems and controls, third-party insurance, derivatives, and capital management techniques, and to meet evolving regulatory capital and liquidity standards.
- Competition can have an impact on customer acquisition, growth and retention, and on credit spreads, deposit gathering and product pricing, which can affect market share, loans, deposits and revenues. Our ability to anticipate, react quickly and continue to respond to technological changes and COVID-19 challenges can also impact our ability to respond to customer needs and meet competitive demands.
- Business and operating results can also be affected by widespread natural and other disasters, pandemics, including the impact of the COVID-19 pandemic crisis and post pandemic return to normalcy, global events, including the Ukraine-Russia conflict, dislocations, including shortages of labor, supply chain disruptions and shipping delays, terrorist activities, system failures, security breaches, significant political events, cyber attacks or international hostilities through impacts on the economy and financial markets generally, or on us or our counterparties specifically.
- Legal, regulatory and accounting developments could have an impact on our ability to operate and grow our businesses, financial condition, results of operations, competitive position, and reputation. Reputational impacts could affect matters such as business generation and retention, liquidity, funding, and the ability to attract and retain talent. These developments could include:
 - Policies and priorities of the current U.S. presidential administration, including legislative and regulatory reforms, different approaches to supervisory or enforcement priorities, changes affecting oversight of the financial services industry, regulatory obligations or restrictions, consumer protection, taxes, employee benefits, compensation practices, pension, bankruptcy and other industry aspects, and changes in accounting policies and principles.
 - Changes to regulations or accounting standards governing bank capital requirements, loan loss reserves and liquidity standards.
 - Changes in monetary and fiscal policies, including interest rate policies and strategies of the Federal Open Market Committee (FOMC).
 - Unfavorable resolution of legal proceedings or other claims and regulatory and other governmental investigations or other inquiries. These matters may result in monetary judgments or settlements, enforcement actions or other remedies, including fines, penalties, restitution or alterations in our business practices, and in additional expenses and collateral costs, and may cause reputational harm to FNB.
 - Results of the regulatory examination and supervision process, including our failure to satisfy requirements imposed by the federal bank regulatory agencies or other governmental agencies.
 - Business and operating results are affected by our ability to effectively identify and manage risks inherent in our businesses, including, where appropriate, through effective use of policies, processes systems and controls, third-party insurance, derivatives, and capital and liquidity management techniques.
 - The impact on our financial condition, results of operations, financial disclosures and future business strategies related to the impact on the allowance for credit losses due to changes in forecasted macroeconomic conditions as a result of applying the "current expected credit loss" accounting standard, or CECL.
 - A failure or disruption in or breach of our operational or security systems or infrastructure, or those of third parties, including as a result of cyber-attacks or campaigns.
- The COVID-19 pandemic and the federal, state, and local regulatory and governmental actions implemented in response to COVID-19 have resulted in increased volatility of the financial markets and national and local economic conditions, supply chain challenges, rising inflationary pressures, increased levels of unemployment and business failures, and the potential to have a material impact on, among other things, our business, financial condition, results of operations, liquidity, or on our management, employees, customers and critical vendors and suppliers. In view of the many unknowns associated with the COVID-19 pandemic, our forward-looking statements continue to be subject to various conditions that may be substantially different in the future than what we are currently experiencing or expecting, including, but not limited to, challenging headwinds for the U.S. economy and labor market and the possible change in commercial and consumer customer fundamentals, expectations and sentiments. As a result of the COVID-19 impact, including uncertainty regarding the potential impact of continuing variant mutations of the virus, U.S. government responsive measures to manage it or provide financial relief, the uncertainty regarding its duration and the success of vaccination efforts, it is possible the pandemic may have a material adverse impact on our business, operations and financial performance.

Cautionary Statement Regarding Forward-Looking Information (cont.)

- We grow our business, in part, through acquisitions and new strategic initiatives. Risks and uncertainties include those presented by the nature of the business acquired and strategic initiative, including in some cases those associated with our entry into new businesses or new geographic or other markets and risks resulting from our unfamiliarity with those new areas, as well as risks and various uncertainties related to the acquisition transactions themselves, regulatory issues, and the integration of the acquired businesses into FNB after closing. Such risks attendant to the pending FNB-UB Bancorp merger include, but are not limited to:
 - The possibility that the anticipated benefits of the transaction, including anticipated cost savings and strategic gains, are not realized when expected or at all, including as a result of the impact of, or problems arising from, the integration of the two companies or as a result of the strength of the economy, competitive factors in the areas where FNB and UB Bancorp do business, or as a result of other unexpected factors or events;
 - Completion of the transaction is dependent on the satisfaction of customary closing conditions, including approval by UB Bancorp stockholders, which cannot be assured, and the timing and completion of the transaction is dependent on various factors that cannot be predicted with precision at this point;
 - The occurrence of any event, change or other circumstances that could give rise to the right of one or both of the parties to terminate the merger agreement;
 - Completion of the transaction is subject to bank regulatory approvals and such approvals may not be obtained in a timely manner or at all or may be subject to conditions which may cause additional significant expense or delay the consummation of the merger transaction;
 - Potential adverse reactions or changes to business or employee relationships, including those resulting from the announcement or completion of the transaction;
 - The outcome of any legal proceedings that may be instituted against FNB or UB Bancorp;
 - Subsequent federal legislative and regulatory actions and reforms affecting the financial institutions' industry may substantially impact the economic benefits of the proposed merger;
 - Unanticipated challenges or delays in the integration of UB Bancorp's business into FNB's and the conversion of UB Bancorp's technology systems and customer data may significantly increase the expense associated with the transaction; and
 - Other factors that may affect future results of FNB and UB Bancorp, including changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and capital markets; inflation; customer borrowing, repayment, investment and deposit practices; the impact, extent and timing of technological changes; capital management activities; and other actions of the Federal Reserve Board and legislative and regulatory actions and reforms.

The risks identified here are not exclusive or the types of risks FNB may confront and actual results may differ materially from those expressed or implied as a result of these risks and uncertainties, including, but not limited to, the risk factors and other uncertainties described under Item 1A Risk Factors and the Risk Management sections of our 2021 Annual Report on Form 10-K, our subsequent 2022 Quarterly Reports on Form 10-Q (including the risk factors and risk management discussions) and our other 2022 filings with the SEC, which are available on our corporate website at <https://www.fnb-online.com/about-us/investor-information/reports-and-filings> or the SEC's website at www.sec.gov. More specifically, our forward-looking statements may be subject to the evolving risks and uncertainties related to the COVID-19 pandemic and its macro-economic impact and the resulting governmental, business and societal responses to it. We have included our web address as an inactive textual reference only. Information on our website is not part of our SEC filings.

Use of Non-GAAP Financial Measures and Key Performance Indicators

To supplement our Consolidated Financial Statements presented in accordance with GAAP, we use certain non-GAAP financial measures, such as operating net income available to common stockholders, operating earnings per diluted common share, return on average tangible common equity, return on average tangible assets, tangible book value per common share, the ratio of tangible common equity to tangible assets, provision for credit losses, excluding the initial provision for non-PCD loans associated with the Howard acquisition, loans and leases, excluding PPP loans and Howard loans as of the acquisition date, loans and leases, excluding PPP loans (average), loans and leases, excluding PPP loans, pre-provision net revenue to average tangible common equity, efficiency ratio, and net interest margin (FTE) to provide information useful to investors in understanding our operating performance and trends, and to facilitate comparisons with the performance of our peers. Management uses these measures internally to assess and better understand our underlying business performance and trends related to core business activities. The non-GAAP financial measures and key performance indicators we use may differ from the non-GAAP financial measures and key performance indicators other financial institutions use to assess their performance and trends.

These non-GAAP financial measures should be viewed as supplemental in nature, and not as a substitute for, or superior to, our reported results prepared in accordance with GAAP. When non-GAAP financial measures are disclosed, the Securities and Exchange Commission's (SEC) Regulation G requires: (i) the presentation of the most directly comparable financial measure calculated and presented in accordance with GAAP and (ii) a reconciliation of the differences between the non-GAAP financial measure presented and the most directly comparable financial measure calculated and presented in accordance with GAAP. Reconciliations of non-GAAP operating measures to the most directly comparable GAAP financial measures are included later in this document (pages 36-42) under the heading "Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP."

Management believes items such as merger expenses, initial provision for non-PCD loans acquired and branch consolidation costs are not organic to run our operations and facilities. These items are considered significant items impacting earnings as they are deemed to be outside of ordinary banking activities. The merger expenses and branch consolidation costs principally represent expenses to satisfy contractual obligations of the acquired entity or closed branch without any useful ongoing benefit to us. These costs are specific to each individual transaction and may vary significantly based on the size and complexity of the transaction.

To facilitate peer comparisons of net interest margin and efficiency ratio, we use net interest income on a taxable-equivalent basis in calculating net interest margin by increasing the interest income earned on tax-exempt assets (loans and investments) to make it fully equivalent to interest income earned on taxable investments (this adjustment is not permitted under GAAP). Taxable-equivalent amounts for the 2022 and 2021 periods were calculated using a federal statutory income tax rate of 21%.

The information disclosed herein should be reviewed in conjunction with FNB's financial results disclosed on July 21, 2022, as well as FNB's Annual Report on Form 10-K for the year ended December 31, 2021, subsequent quarterly 2022 Form 10-Q filings, and other subsequent filings with the SEC.

Overview of FNB

Company Overview

- ❖ Ticker: FNB (NYSE)
- ❖ Founded: 1864
- ❖ Headquarters: Pittsburgh, PA
- ❖ Diverse Market Presence: Significant presence in 7 major metropolitan markets with population over 1 million and numerous secondary markets

Financial Highlights as of 6/30/22⁽¹⁾

\$4.2 Billion⁽²⁾
Market Capitalization

\$41.7 Billion
Total Assets

\$28.0 Billion
Total Loans

\$33.5 Billion
Total Deposits

Dividend Yield⁽²⁾: 4.0%

Net Interest Margin (FTE)⁽³⁾: 2.76%

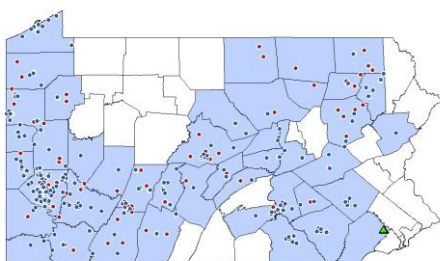
Efficiency Ratio⁽³⁾: 55.2%

Loans/Deposits: 83.8%

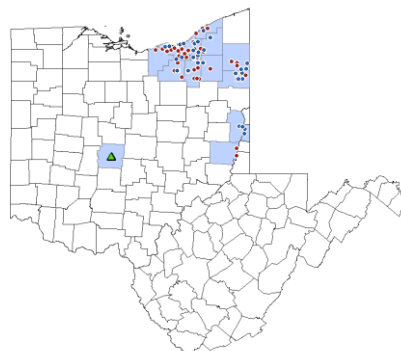
CET1 Capital Ratio: 9.7%

Tangible book value/share⁽³⁾: \$8.10

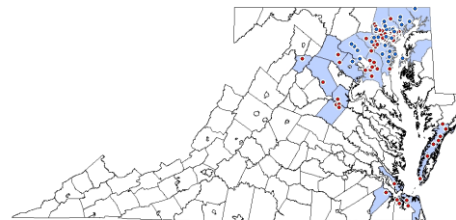
Pennsylvania



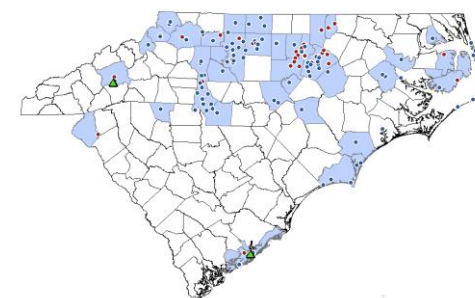
Ohio & WV



Mid-Atlantic



Carolinas



◆ Branch location ● ATM ▲ LPO

(1) Not inclusive of UB Bancorp acquisition announced on 6/1/2022

(2) As of market close of August 31, 2022

(3) A non-GAAP measure; see pages 36-42 on non-GAAP to GAAP reconciliations

Investor Highlights

Strong core franchise in attractive markets well-positioned for growth

- ✓ Diversified revenue streams through retail and commercial banking, capital markets, wealth management and insurance
- ✓ Proven, sustainable business model driving long-term growth and performance
 - Disciplined sales culture focused on relationship-based loan and deposit growth with an emphasis on credit quality
- ✓ Strong Pennsylvania, Mid-Atlantic and Carolina markets franchise with attractive growth opportunities throughout
 - Significant market share in major MSAs; #3 in Pittsburgh, #6 in Baltimore, #10 in Raleigh⁽¹⁾, #9 in Charlotte, #14 in Cleveland and #3 in Winston-Salem

Demonstrated attractive financial performance

- ✓ Attractive financial operating metrics – 15.5% ROATCE, 1.14% ROATA and 55% efficiency for the quarter ended 6/30/22 ⁽²⁾
- ✓ Lower risk model supports efficient capital structure; maintaining efficient structure heightens capital allocation discipline within the organization and is a key consideration in executing our business strategies
- ✓ Strong capital levels on a risk-adjusted and leverage basis
- ✓ Strong revenue growth driven by increasing fee income and expanding net interest margin
 - Solid income growth in fee-based business with CAGR of 10% over the last five years
 - NIM (FTE)⁽²⁾ increased 15 bps quarter over quarter and balance sheet well positioned for rising rates (60% of loans are variable rate)

Robust risk management culture and credit discipline resulting in strong and stable asset quality

- ✓ Lower risk profile with significant investments in enterprise-wide risk management (closely aligned with overall growth)
- ✓ Low levels of NPLs and NCOs, combined with high loan loss reserves both on an absolute basis and relative to peers
- ✓ Proven history of managing credit through cycles – peak NCOs over loans of 1.15%, was well below peers in the Financial Crisis (2008-2012)

Solid liquidity position with multiple sources of funding

- ✓ Growing, high-quality deposit base provides lower cost sources of funding (NIB deposits represent 35% of deposit funding)
- ✓ Strong liquidity position with nearly \$16 billion of unused bank funding capacity and \$2.5 billion of unpledged securities
- ✓ Low duration, highly-rated investment portfolio provides further source of liquidity

(1) Inclusive of UB Bancorp acquisition announced on 6/1/2022

(2) A non-GAAP measure; see pages 36-42 on non-GAAP to GAAP reconciliations.

Why FNB

A Strong Franchise



Nationally recognized as a 2022 Top Workplace USA and Financial Services Top Workplace



Geographic diversity and strong branding in major MSAs we serve



Named as America's Best Bank and World's Best Bank by Forbes, received 17 Greenwich Excellence Awards and Best Brand Awards in 2022

Proven Performance



Consistent credit underwriting and thoughtful capital and liquidity management



Top quartile dividend yield with ample capital flexibility



Top quartile ROTCE with tailwinds from an asset sensitive balance sheet

Sustainable Growth



Investments in digital technology and data infrastructure to better serve customers



Above peer median loan growth in 2021 and forecasting high single digit organic loan growth in 2022



Strong deposit growth of 6% with improving NIB deposits over time



10% annual growth in our diversified fee-based businesses over the past 5 years, making up 27% of revenue in 2021

The Six Pillars of Our Long-Term Strategy

FNB drives performance to further improve on long-term strategic planning metrics

Drive Organic
Growth



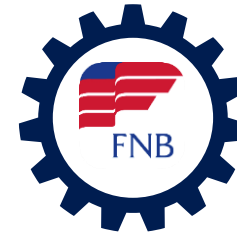
Maintain
Efficiency and
Expense Control

Optimize the Retail
Bank



Build a Durable,
Scalable
Infrastructure

Build a Strong,
Differentiated Brand



Promote Core Values
including Diversity &
Inclusion



FNB Continues to Serve All its Stakeholders

- ❖ \$250 million commitment to address economic and social inequity in LMI communities
- ❖ Outstanding CRA rating in 2021
- ❖ Building our new corporate headquarters in a predominantly minority neighborhood in Pittsburgh



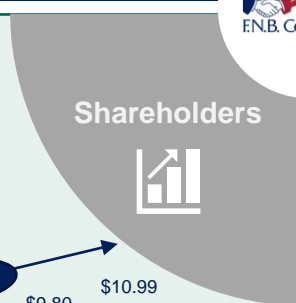
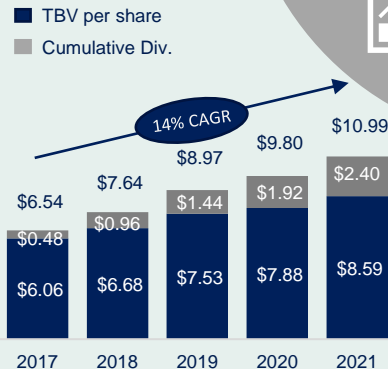
- ❖ Winner of more than 80 prestigious Greenwich Excellence and Best Brand Awards since 2011, including 17 this year, as well as named one of America's Best Banks & World's Best Banks by *Forbes*



AMERICAN BANKER.



- ❖ Record revenue and operating net income in 2021
- ❖ Strong internal capital generation with 14% CAGR
- ❖ Returned over \$200 million in capital directly to shareholders in 2021 and \$1.5 billion since 2009

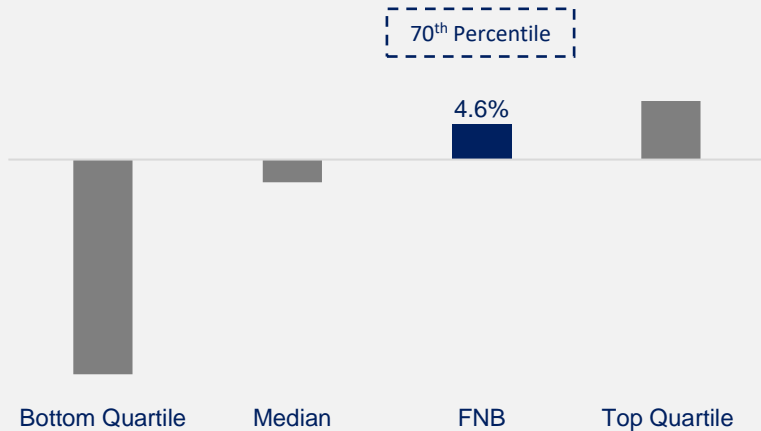


- ❖ We have received over 40 workplace awards over the past decade on a local and regional level
- ❖ 2022 Top Workplace, Innovation, Leadership & Work-Life Flexibility USA & 2022 Top Diversity Employer



Strong Financial Performance Year-to-Date

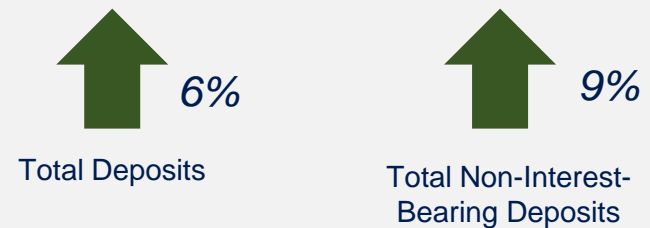
Internal Capital Generation⁽¹⁾ YoY vs Peers



2Q22 YTD Loan Growth



2Q22 YTD Deposit Growth



Strong Profitability Metrics as of 6/30/22

15.5%

ROTCE⁽²⁾

1.14%

ROATA⁽²⁾

55%

Efficiency Ratio⁽²⁾

24%

Fee Income Ratio

2Q22 YoY Revenue Growth

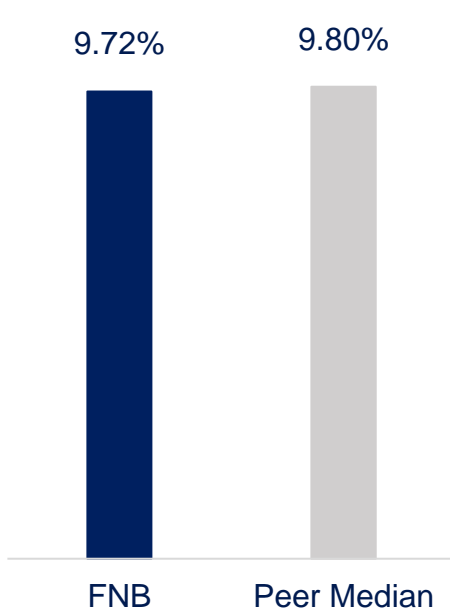


(1) Internal capital generation is the sum of tangible book value per share growth and common dividends paid.
 (2) A non-GAAP measure; see pages 36-42 on non-GAAP to GAAP reconciliations.

Significant Loss Absorption Capacity with Strong Capital and Reserves

FNB maintains capital ratios that align with peer banks while demonstrating a more conservative credit culture

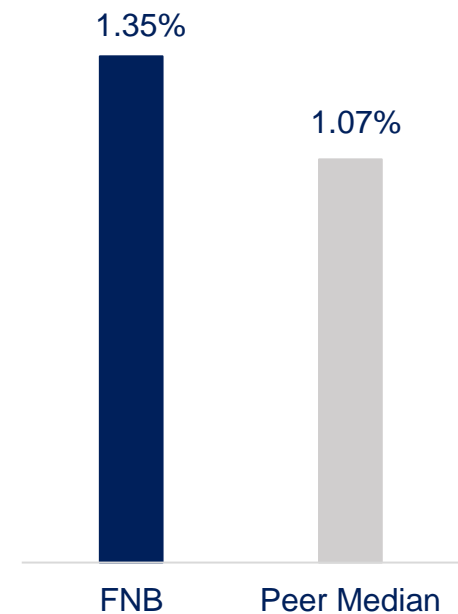
2Q22 CET1 Ratio



2Q22 TCE Ratio⁽¹⁾



2Q22 Reserve / Loan Ratio

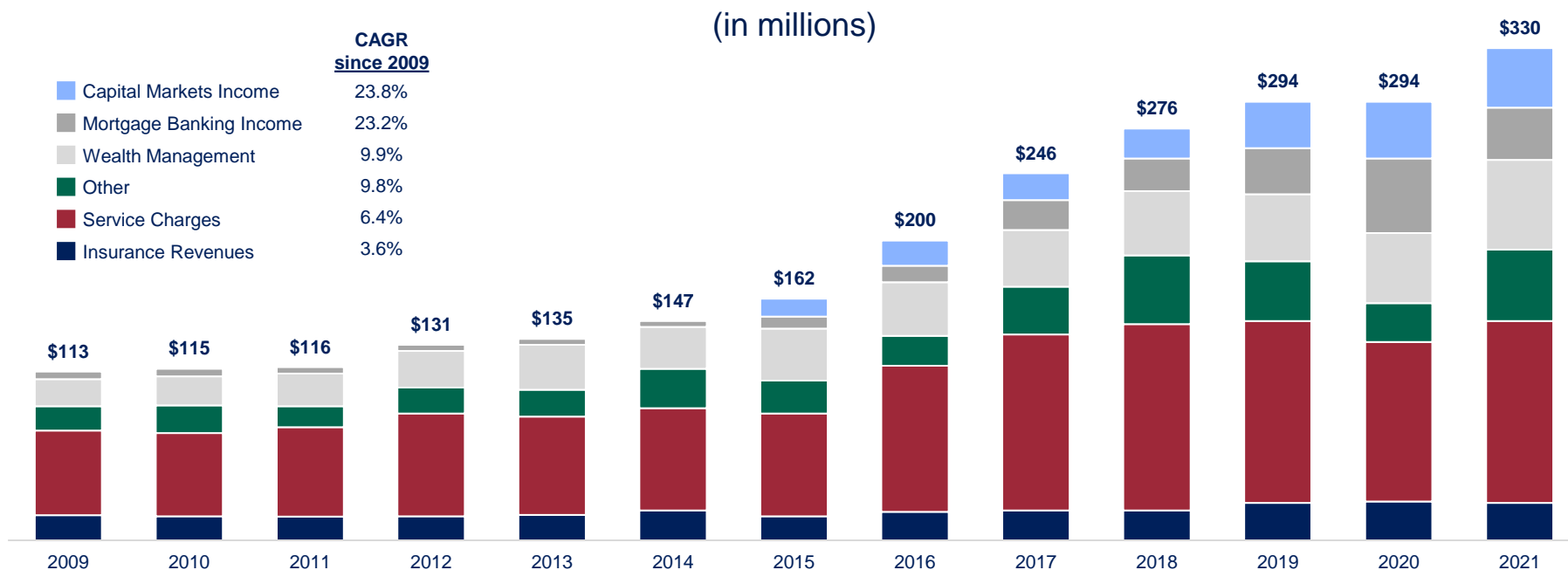


(1) A non-GAAP measure; see pages 36-42 on non-GAAP to GAAP reconciliations.

Strategic Objective to Drive Diversified Fee Income Growth

- ❖ We have achieved double-digit growth in our fee-based businesses, including capital markets, mortgage banking, and wealth management, over the past 5 years.
- ❖ This diversified business model led us to record levels of total non-interest income in 2021.
- ❖ Priority to develop new products and capabilities within mortgage and capital markets, such as debt capital markets in recent years, has helped our organic growth in these businesses.
 - Our mortgage and capital markets businesses organically generated 23% and 24% compounded annual growth, respectively.

Total Non-interest Income⁽¹⁾ with CAGR of 9.3% Since 2009



(1) Capital markets CAGR is since 2015. Excludes securities gains/losses

Expansion of Geographic Footprint

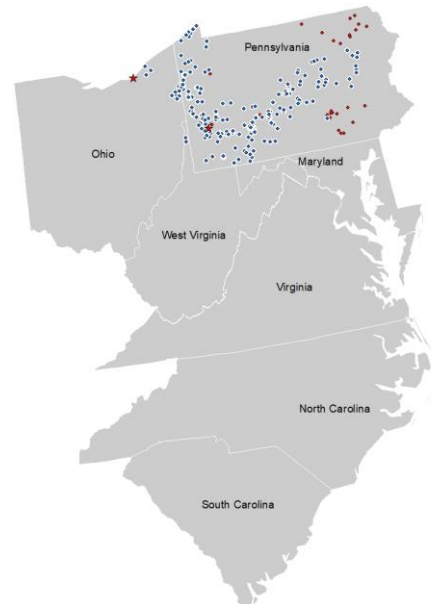
Since the financial crisis, FNB has focused on spreading its footprint across the Mid-Atlantic and Carolinas to high growth MSAs such as Charlotte, DC, Baltimore, and Charleston

- ❖ Expansion has given FNB access to over **10M** new households
- ❖ Average HH income **+6%** in current footprint vs 2009 footprint
- ❖ Current markets HH growth projection **56%** higher than 2009
- ❖ HH CAGR **double** in new markets compared to FNB footprint
- ❖ 2022 footprint gives higher access to HNW HHs: **~36% higher 200K income HH rate** compared to 2009
- ❖ **13%** lower unemployment rate in current footprint

FNB Branch Network

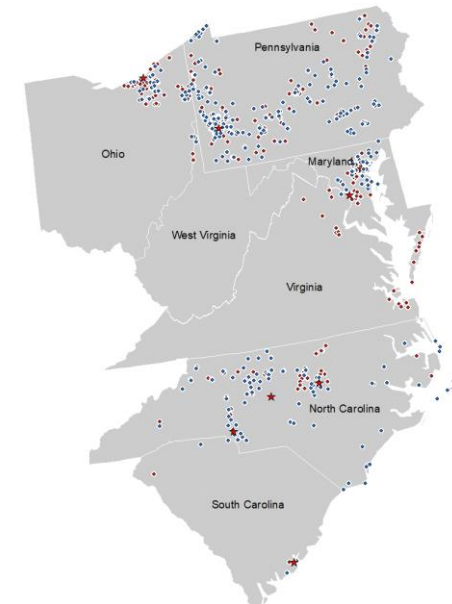
2009 – \$9B Total Assets, Market Cap \$0.7B

219 Branches

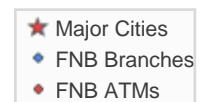


2022 – \$42B Total Assets, Market Cap \$4.2B

341 Branches



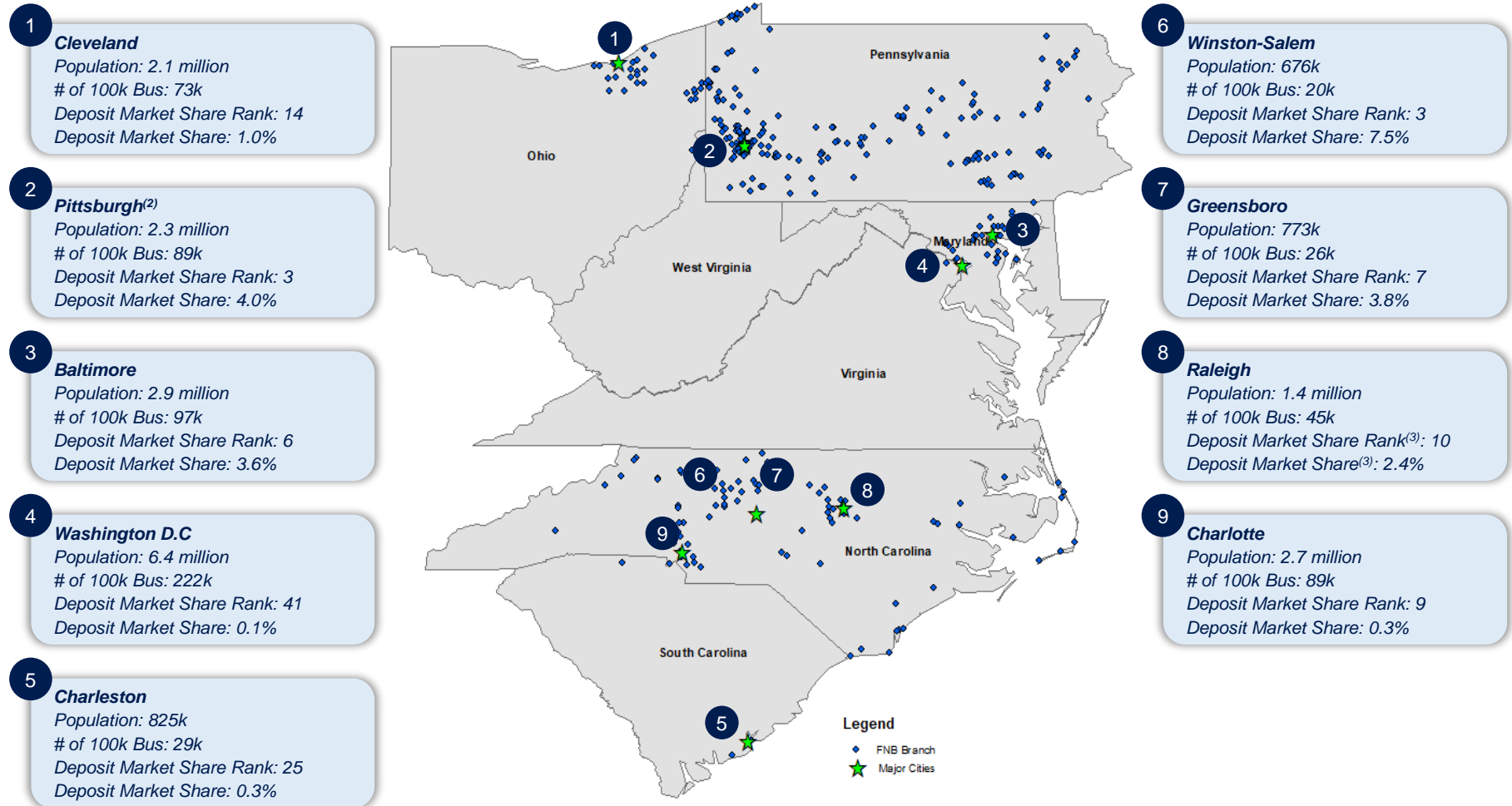
Per Branch, \$M	2009	2Q2022
Deposits	29.1	98.2
Loans	26.7	81.6



Note: Market data from S&P Global Cap IQ. Total Assets, branch count, deposits, and loans for 2022. Market Capitalization based on share price on 12/31/09 and 8/31/22 respectively.

Diverse Footprint with Strong Market Share⁽¹⁾

FNB's market deposit CAGR is 15% over the last 5 years buoyed by our new markets



(1) Per S&P Global Market Intelligence for corresponding MSAs.
 (2) Excludes custodial banks.
 (3) Proforma including UB Bancorp acquisition announced on 6/1/2022

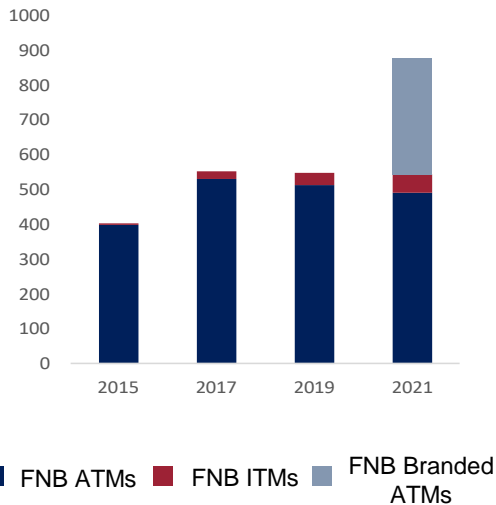
Technology Evolution & Digital Trends

Significant opportunity to drive increased digital product adoption across our expanding client base

Omnichannel strategy involves a robust ATM network

This is boosted by our 3rd party partnership efforts

Number of FNB owned ATMs and ITMs

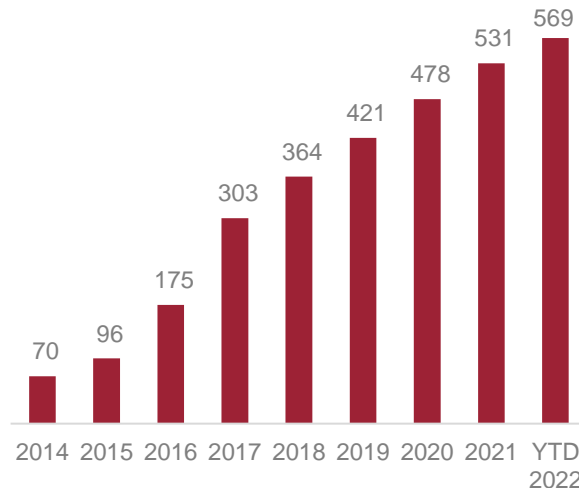


335 FNB Branded ATMs added in past 18 months

Digital has been on the rise and growing rapidly

Received over 1.5 million FNB website visits in June of 2022

Enrolled Mobile Banking Users (in Thousands)

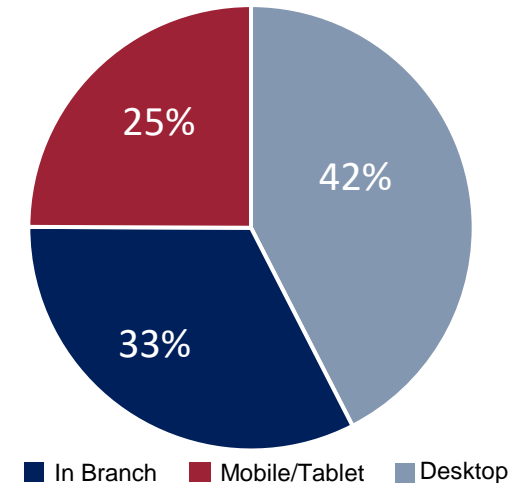


30% CAGR in Mobile Banking since 2014

Expanding our online capabilities

Began taking loan and deposit applications fully digital in 2021

Mortgage Applications by channel⁽¹⁾



81% Digital Application Start to Application Complete and Submit rate⁽¹⁾

(1) As of July 31, 2022.

Online and Mobile Channels Continue to See Strong Adoption

Strong momentum in usage of digital tools and other non-branch delivery channels, along with tools to equip our teams to outperform

10%

Online Banking

User base had continued growth increase YoY with now 920k+ users

12%

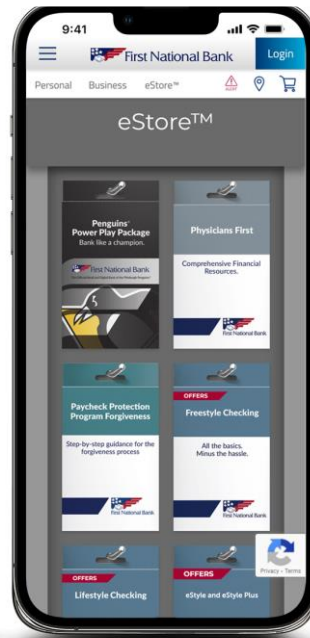
Mobile Banking

Increase in total users YoY with 569K mobile active users

26%

Digital Wallet¹ Growth

Enrollments increase in the digital wallet YoY



43%

ITM Investment

70+ ITMs spread across every state in our footprint, which was a 43% increase YoY

44%

Zelle Transaction Growth

Zelle transactions grew by 43% YoY

113%

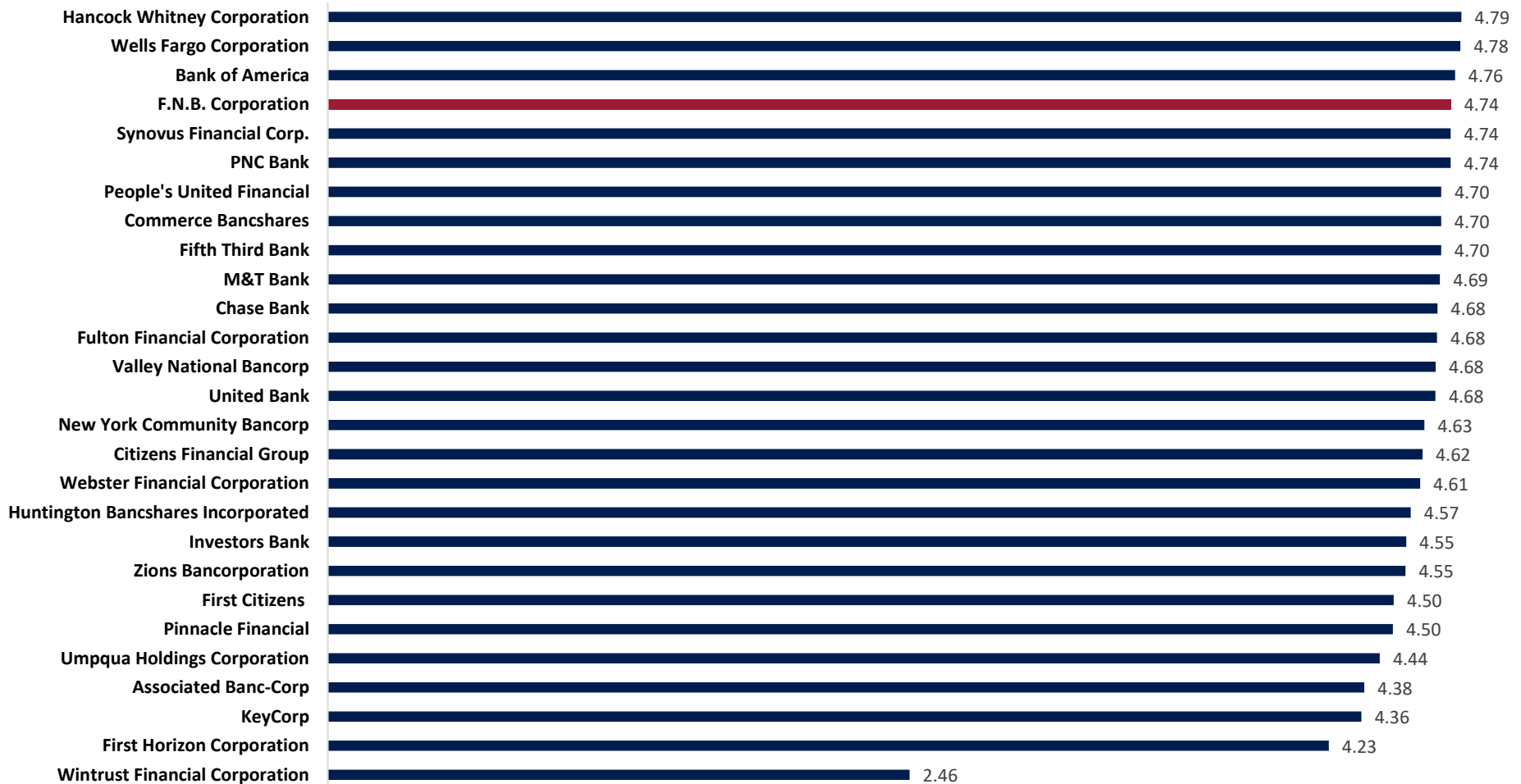
eStore Progression

Total eStore visits grew by 113% YoY, with over 38K visits in June '22

(1) Allows users to leverage tools such as Apple Pay and Google Pay to make purchases.

FNB Mobile Application Ratings Rival Large Money Centers

Weighted Average via Apple + Google Ratings and Reviews



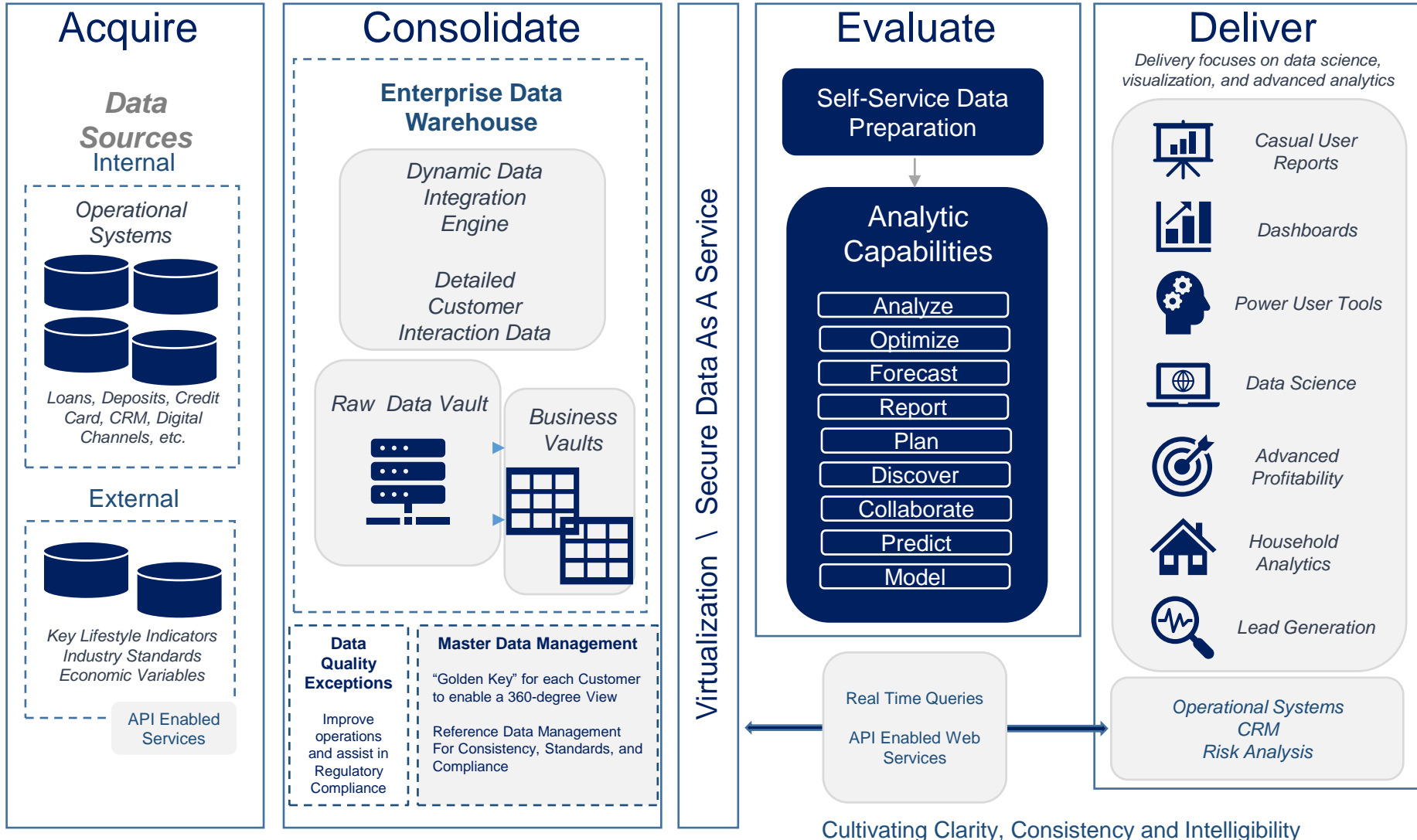
- FNB has a top 5 digital application based on its weighted average vs. peers and large money centers
- Reviews were aggregated as of August 22, 2022 using both the Apple and Google platforms

FNB Leads Peers with the Most Mobile App Features

Mobile App Features	FNB	JPM	BAC	WFC	KEY	PNC	ZION	FULT	CBSH	FITB	FCNCA	ASB	FHN	HBAN	PNFP	MTB	CFG	UMPQ	SNV	VLY	PBCT	UBSI	WTFC	WBS	NYCB	HWC
Add Bill Payees	•	•	•	•	•	•	•	•		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•
Apple Watch Application			•	•	•		•	•			•		•		•		•		•	•						•
Apply for Loan	•	•	•	•	•	•	•		•		•					•										
Personal Mgmt. Financial Tools	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•		•	•	•	•		
Cardless ATM	•	•	•	•		•				•							•					•	•			
Chat/Instant Messenger	•	•	•		•	•		•	•	•				•			•	•								
Credit Score Information	•	•	•	•	•	•	•	•	•		•			•	•											
Open Deposit Account	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•					•				•	
P2P Payments	•	•	•	•	•	•	•	•		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•
Picture Bill Pay	•	•										•														
Rewards Program Information	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•						•			•	
Schedule Branch Appointment	•	•	•	•	•	•	•	•	•	•		•						•								
Travel Notifications	•	•	•	•	•	•	•		•		•		•		•			•		•	•					
Turn Card on or Off + Report Stolen	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•		•	•	•	
View Balance Without Logging In	•	•	•	•	•		•	•	•	•		•	•	•	•		•		•						•	•
Total	14	14	14	13	13	12	12	11	10	10	10	9	9	8	8	7	7	7	6	6	5	5	5	4	3	3

FNB's Holistic Data Strategy

Investments in data architecture lead to organic customer growth



Financial Highlights

Financial Highlights

Second Quarter 2022 Highlights

- ❖ Earnings per diluted common share of \$0.30 and operating (non-GAAP)⁽¹⁾ earnings per diluted share of \$0.31.
- ❖ Total loans and leases (period-end), excluding PPP (non-GAAP)⁽¹⁾, increased \$1.3 billion, or 19.5% annualized, linked-quarter.
 - Commercial loans and leases increased \$503.9 million, or 11.6% annualized.
 - Consumer loans increased \$795.0 million, or 34.4% annualized.
- ❖ Record revenue totaled \$336 million, an increase of 7.5% linked-quarter, and net interest income increased 8.4% linked-quarter.
- ❖ Pre-provision net revenue (non-GAAP)⁽¹⁾ of \$145.1 million, on an operating basis, increasing \$27.3 million, or 23.2%, and \$17.3 million, or 13.5%, compared to the first quarter of 2022 and second quarter of 2021, respectively.
- ❖ Efficiency ratio (non-GAAP)⁽¹⁾ improved to 55.2% from 60.7% in the first quarter of 2022.
- ❖ Continued favorable asset quality trends across the loan portfolio.
 - The annualized net charge-offs/(recoveries) to total average loans ratio was (0.01)%, compared to 0.03% linked-quarter.

Year-to-Date 2022 Highlights

- ❖ Earnings per diluted common share of \$0.45 and operating (non-GAAP)⁽¹⁾ earnings per share of \$0.57.
- ❖ Pre-provision net revenue (PPNR) totaled \$262.9 million, on an operating basis (non-GAAP)⁽¹⁾, an increase of 5.7%, compared to the first half of 2021.
- ❖ Period-end total loans and leases, excluding PPP and Howard Bancorp Inc (Howard)(non-GAAP)⁽¹⁾, increased \$2.6 billion, or 11.2%, since June 30, 2021.
 - Commercial loans and leases increased \$1.3 billion, or 8.4%.
 - Consumer loans increased \$1.3 billion, or 16.4%.

(1) A non-GAAP measure, refer to Non-GAAP to GAAP Reconciliation for further information.

Second Quarter Financial Highlights

		2Q22	1Q22	2Q21
Reported Results	Net income available to common stockholders (millions)	\$107.1	\$51.0	\$99.4
	Earnings per diluted common share	\$0.30	\$0.15	\$0.31
	Book value per common share	\$15.19	\$15.19	\$15.43
Key Operating Results	Operating net income available to common stockholders (millions) ⁽¹⁾	\$108.7	\$92.0	\$101.5
	Operating earnings per diluted common share ⁽¹⁾	\$0.31	\$0.26	\$0.31
	Total spot loan growth, ex. PPP and Howard ⁽¹⁾⁽²⁾⁽³⁾	20.9%	4.3%	9.0%
	Total average deposit growth ⁽²⁾	8.7%	16.8%	15.6%
	Efficiency ratio ⁽¹⁾	55.2%	60.7%	56.8%
Capital Measures	Tangible common equity / tangible assets ⁽¹⁾	7.3%	7.2%	7.3%
	Common equity tier 1 risk-based capital ratio	9.7%	10.0%	9.9%
	Tangible book value per common share ⁽¹⁾	\$8.10	\$8.09	\$8.20

(1) Operating results, a non-GAAP measure; refer to Appendix for non-GAAP to GAAP Reconciliation details and to the cautionary statement preamble for rationale for use of non-GAAP measures.

(2) Annualized linked-quarter results.

(3) Howard loans, excluding PPP are as of the acquisition date of January 22, 2022.

Asset Quality

<i>\$ in millions, unless otherwise stated</i>	2Q22	1Q22	2Q21	2Q22 Highlights
Delinquency	0.58%	0.66%	0.75%	<ul style="list-style-type: none"> ○ Credit quality metrics continue to trend favorably and the portfolio remains well positioned.
NPLs+OREO/Total loans and leases + OREO	0.35%	0.40%	0.54%	<ul style="list-style-type: none"> ○ Reduced delinquency and NPL levels were driven by favorable commercial credit portfolio results in the quarter.
Provision for credit losses⁽¹⁾	\$6.4	(\$1.2)	(\$1.1)	<ul style="list-style-type: none"> ○ Net charge-off levels remain low, totaling \$1.5 million on a YTD basis, or 1 basis point annualized.
Net charge-offs (NCOs)	(\$0.4)	\$1.9	\$3.8	<ul style="list-style-type: none"> ○ The provision for credit losses increased in support of loan growth and CECL-related model impacts from lower prepayment speed assumptions.
NCOs (annualized)/Total average loans and leases	(0.01%)	0.03%	0.06%	
Allowance for credit losses/ Total loans and leases	1.35%	1.38%	1.42%	<ul style="list-style-type: none"> ○ The allowance for credit losses increased by \$7 million to support the strong growth in the quarter, for an ending ACL of \$378 million, or 1.35%.
Allowance for credit losses/ Total non-performing loans and leases	408.9%	365.0%	278.2%	

(1) Operating results, a non-GAAP measure; refer to Appendix for non-GAAP to GAAP Reconciliation details and to the cautionary statement preamble for rationale for use of non-GAAP measures.

Balance Sheet Highlights

Average, \$ in millions	2Q22	1Q22	2Q21	QoQ Δ ⁽³⁾	YoY Δ	2Q22 Highlights
Securities	7,070	6,956	6,167	1.6%	14.6%	<ul style="list-style-type: none"> ○ Commercial loan growth was led by the Pittsburgh, Cleveland and North Carolina markets. ○ Consumer loan growth was primarily from residential mortgage originations from our Physician's First program and customer preferences shifting to adjustable-rate products. ○ PPP loans totaled \$85.8 million⁽²⁾ at June 30, 2022, down \$1.5 billion year-over-year. ○ The deposit mix improved with non-interest-bearing deposits growing to 35% of total deposits at quarter end, compared to 33% as of June 30, 2021. ○ Loan-to-deposit ratio⁽²⁾ was 83.8% at June 30, 2022, compared to 82.4% at June 30, 2021.
Total Loans⁽⁴⁾	27,245	26,239	25,397	3.8%	7.3%	
Commercial Loans and Leases⁽⁴⁾	17,632	17,252	17,459	2.2%	1.0%	
Consumer Loans	9,613	8,987	7,938	7.0%	21.1%	
Total Loans, ex PPP⁽⁵⁾	27,119	25,986	23,272	4.4%	16.5%	
Earning Assets	37,263	36,560	34,197	1.9%	9.0%	
Total Deposits	33,707	32,995	30,507	2.2%	10.5%	
Transaction Deposits⁽¹⁾	30,732	30,050	27,248	2.3%	12.8%	
Time Deposits	2,974	2,944	3,259	1.0%	(8.7%)	

(1) Excludes time deposits.

(2) Period-end as of June 30, 2022.

(3) Not annualized. Includes PPP loan average balances of \$0.1 billion, \$0.3 billion and \$2.1 billion in 2Q22, 1Q22, and 2Q21, respectively.

(4) A non-GAAP measure, refer to Non-GAAP to GAAP Reconciliation for further information.

Revenue Highlights

<i>\$ in thousands, unless otherwise stated</i>	2Q22	1Q22	2Q21	QoQ Δ ⁽²⁾	YoY Δ	2Q22 Highlights
Total interest income	\$280,778	\$253,580	\$252,846	10.7%	11.0%	<ul style="list-style-type: none"> ○ Net interest income increased from the prior quarter due to growth in average earning assets, as well as rising interest rates. ○ Non-interest income linked-quarter growth was driven by diversified sources. ○ Net interest margin expansion was driven by a higher interest rate environment during the quarter, positive mix shift in earning assets and continued growth in non-interest bearing deposits.
Total interest expense	27,088	19,504	24,975	38.9%	8.5%	
Net interest income	\$253,690	\$234,076	\$227,871	8.4%	11.3%	
Non-interest income	82,154	78,322	79,772	4.9%	3.0%	
Total revenue	\$335,844	\$312,398	\$307,643	7.5%	9.2%	
Net interest margin (FTE)⁽¹⁾	2.76%	2.61%	2.70%	15 bps	6 bps	
Average earning asset yields (FTE)⁽¹⁾	3.05%	2.83%	3.00%	22 bps	5 bps	
Average loan yield (FTE)⁽¹⁾	3.54%	3.39%	3.51%	15 bps	3 bps	
Cost of funds	0.30%	0.22%	0.30%	8 bps	0 bps	
Cost of interest-bearing liabilities	0.45%	0.33%	0.43%	12 bps	2 bps	
Cost of interest-bearing deposits	0.28%	0.14%	0.24%	14 bps	4 bps	

(1) A non-GAAP measure, refer to Non-GAAP to GAAP Reconciliation for further information.

(2) Not annualized.

Non-Interest Income

<i>\$ in thousands</i>	2Q22	1Q22	2Q21	QoQ Δ ⁽¹⁾	YoY Δ	2Q22 Highlights
Service charges	\$34,693	\$31,515	\$29,726	10.1%	16.7%	<ul style="list-style-type: none"> ○ Service charges sequential growth of \$3.2 million was driven by interchange fees, treasury management, and increased customer activity. ○ Insurance commissions and fees decreased from seasonally elevated levels in the prior quarter. ○ Capital markets income increase reflects solid contributions from swap fees, international banking, and debt capital markets. ○ Mortgage banking operations income decreased from the year-ago quarter as secondary market revenue and mortgage held-for-sale pipelines declined. ○ Other income year-over-year decline driven by strong SBA premium revenue in 2021.
Trust income	9,713	10,349	9,282	(6.1%)	4.6%	
Insurance commissions and fees	6,352	7,605	6,227	(16.5%)	2.0%	
Securities commissions and fees	6,052	5,691	5,747	6.3%	5.3%	
Capital markets income	8,547	7,127	7,012	19.9%	21.9%	
Mortgage banking operations	6,120	6,667	7,422	(8.2%)	(17.5%)	
Dividends on non-marketable securities	2,770	2,150	2,383	28.8%	16.2%	
Bank owned life insurance	4,043	2,642	4,766	53.0%	(15.2%)	
Net securities gains (losses)	48	0	87	n/m	n/m	
Other	3,816	4,576	7,120	(16.6%)	(46.4%)	
Total reported non-interest income	\$82,154	\$78,322	\$79,772	4.9%	3.0%	

(1) Not annualized.

Non-Interest Expense

<i>\$ in thousands</i>	2Q22	1Q22	2Q21	QoQ Δ ⁽²⁾	YoY Δ	2Q22 Highlights
Salaries and employee benefits ⁽¹⁾	\$103,870	\$112,130	\$102,025	(7.4%)	1.8%	<ul style="list-style-type: none"> ○ Salaries and employee benefits decline primarily related to prior quarter's seasonally higher long-term compensation and employer-paid payroll taxes. ○ Marketing increased with higher digital advertising spend and campaigns related to our Physician's First Program. ○ FDIC insurance increase linked-quarter was primarily due to loan growth and balance sheet mix shift.
Occupancy and equipment ⁽¹⁾	34,455	34,257	31,334	0.6%	10.0%	
Amortization of intangibles	3,549	3,227	3,024	10.0%	17.4%	
Outside services ⁽¹⁾	17,265	17,028	18,688	1.4%	(7.6%)	
Marketing ⁽¹⁾	4,628	3,249	3,367	42.4%	37.5%	
FDIC insurance	5,295	4,574	4,208	15.8%	25.8%	
Bank shares tax and franchise taxes	3,905	4,027	3,576	(3.0%)	9.2%	
Other ⁽¹⁾	17,780	16,127	13,634	10.2%	30.4%	
Non-interest expense, excluding significant items impacting earnings⁽¹⁾	\$190,747	\$194,619	\$179,856	(2.0%)	6.1%	
Significant items impacting earnings ⁽¹⁾	2,027	32,807	2,644			
Total reported non-interest expense	\$192,774	\$227,426	\$182,500	(15.2%)	5.6%	

(1) Significant items impacting earnings are merger-related expense of \$2.0 million and \$28.6 million in 2Q22 and 1Q22, respectively, and branch consolidation costs of \$4.2 million and \$2.6 million in 1Q22 and 2Q21, respectively.

(2) Not annualized.

Net Interest Income and Net Interest Margin (FTE)⁽¹⁾

- Increased levels of cash continue to negatively impact net interest margin.
- PPP contributed \$1.6 million of net interest income in 2Q22, compared to \$7.4 million in 1Q22 and \$25.0 million in 2Q21.
- Purchase accounting accretion (PAA) contributed \$2.8 million in 2Q22, compared to \$2.9 million in 1Q22 and \$5.0 million in 2Q21.
- Net negative impact of PPP, PAA loans and cash income on net interest margin (FTE) improved 1 basis point compared to 1Q22.

<i>\$ in millions</i>	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22
Reported Net Interest Income (FTE)	\$230.1	\$237.4	\$225.8	\$230.6	\$235.0	\$225.9	\$236.7	\$256.3
PPP	\$22.1	\$30.9	\$22.8	\$25.0	\$27.0	\$11.6	\$7.4	\$1.6
PAA Loans	\$10.8	\$8.9	\$6.9	\$5.0	\$4.6	\$4.2	\$2.9	\$2.8
Total Cash Income	\$0.2	\$0.3	\$0.4	\$0.7	\$1.2	\$1.4	\$1.5	\$5.0
PPP, PAA Loans & Cash Income	\$33.0	\$40.1	\$30.2	\$30.7	\$32.8	\$17.2	\$11.8	\$9.5
Reported Net Interest Margin (FTE)	2.79%	2.87%	2.75%	2.70%	2.72%	2.55%	2.61%	2.76%
PPP	0.05%	0.17%	0.09%	0.13%	0.23%	0.09%	0.06%	0.01%
PAA Loans	0.13%	0.11%	0.08%	0.06%	0.05%	0.05%	0.03%	0.03%
Total Cash	0.00%	(0.07%)	(0.13%)	(0.20%)	(0.26%)	(0.28%)	(0.23%)	(0.16%)
PPP, PAA Loans & Cash Income	0.19%	0.20%	0.05%	(0.01%)	0.02%	(0.14%)	(0.13%)	(0.12%)

Note: Totals may not sum due to rounding.

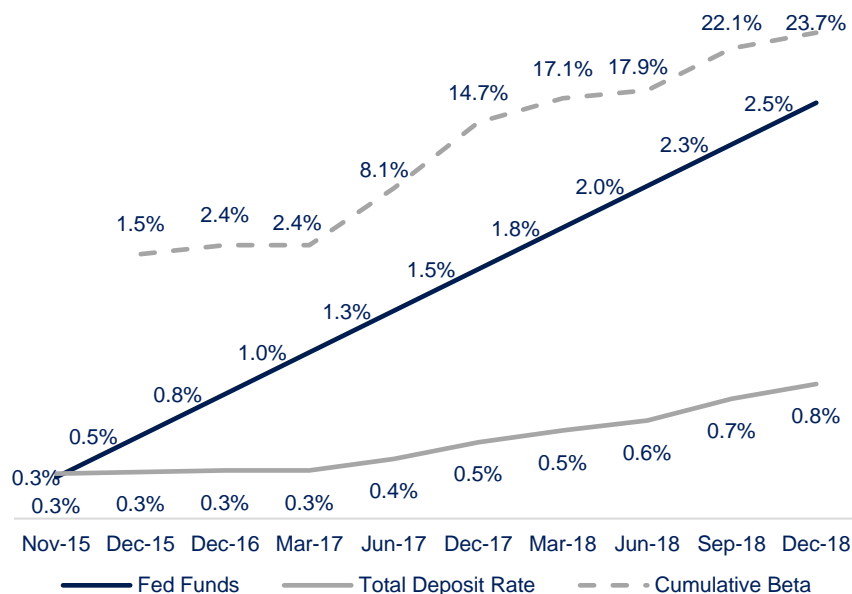
(1)A non-GAAP measure, refer to Non-GAAP to GAAP Reconciliation for further information.

Interest Rate Risk Profile

Effect on Net Interest Income (%)

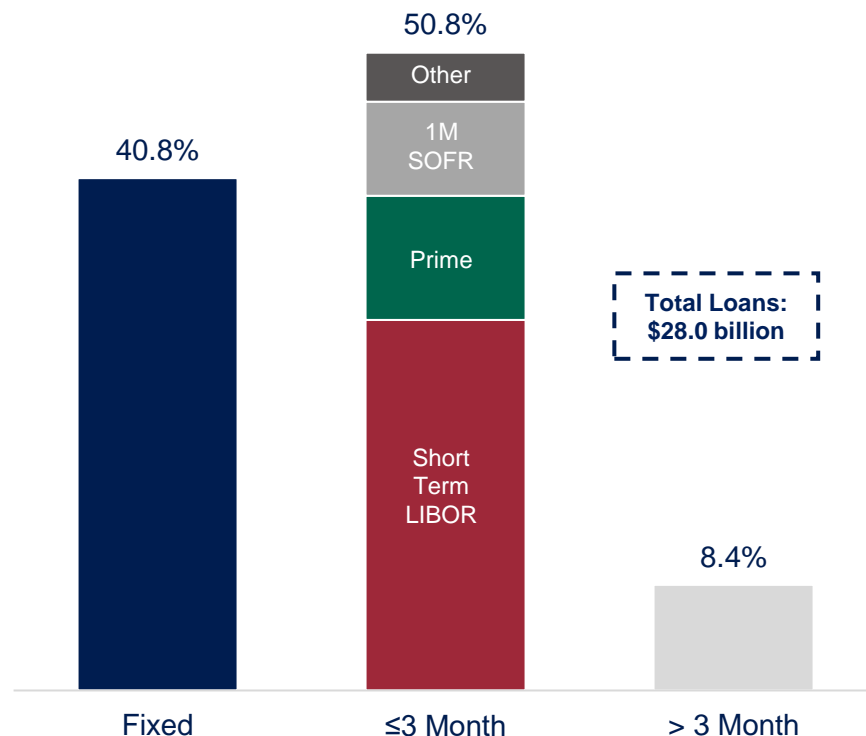
	6/30/21	9/30/21	12/31/21	3/31/22	6/30/22	
Shocks	+200 b.p.	15.4	15.8	14.4	13.2	9.4
	+100 b.p.	7.3	7.5	7.0	6.5	4.8
	-100 b.p.	(2.3)	(2.4)	(2.4)	(4.1)	(4.0)

Total Deposit Betas from Prior Cycle



Loan Repricing Frequency²

As of June 30, 2022



(1) Does not account for non-accrual, SOP 03-3 or FAS-91 accounting adjustments.
 (2) Includes overnight loans

Full Year 2022 Financial Objectives⁽²⁾

		Q3 2022 Guidance	FY 2022 Guidance	Commentary
Balance Sheet⁽¹⁾	Spot Loans		Low-to-mid teen growth	High single digit organic growth, excluding Howard Bank
	Spot Deposits		Mid-to-high single digit growth	
Income Statement	Net Interest Income (non-FTE)	\$278-\$284 million	\$1.05-\$1.09 billion	Assumes an additional 150 bps in rate hikes during the rest of 2022, including 75 bps in July
	Non-Interest Income	High \$70s million	\$310-\$320 million	Revised guidance due to lower expected mortgage banking income and market-related fees. Expect continued benefits from diversified strategy
	Provision Expense		\$20-\$40 million, excluding \$19.1 million Howard-related CECL provision in the first quarter 2022	To support loan growth, positive credit quality trends and historically low charge-offs
	Non-Interest Expense	\$190-\$195 million	\$760-\$780 million	On an operating basis; does not include one-time costs from acquisitions and branch consolidations
	Effective Tax Rate		18-19%	Dependent on the level of investment tax credit activity

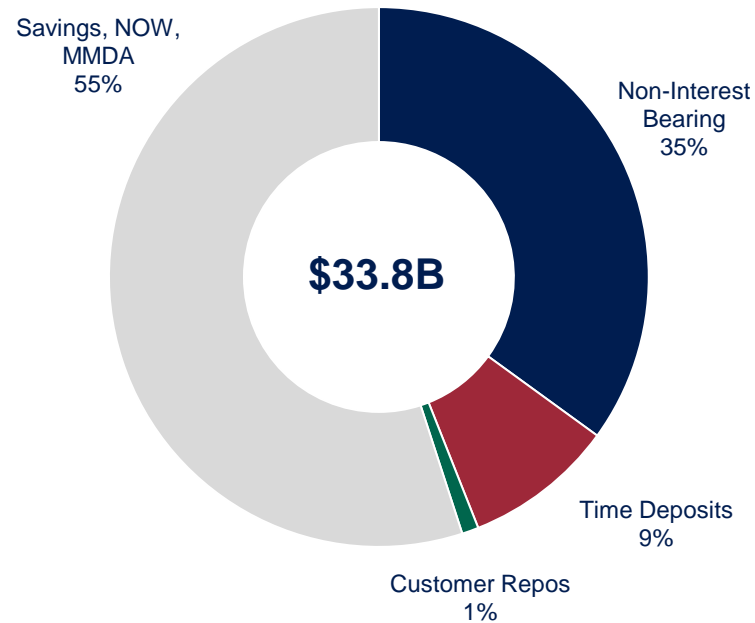
(1) Targets are relative to December 31, 2021.

(2) Guidance does not include UB Bancorp

Deposits and Customer Repurchase Agreements

FNB's market deposit CAGR is 15% over the last 5 years buoyed by our new markets

	Balance (in millions)	Portfolio (%)
Savings, NOW, MMDA	\$18,721	55%
Non-Interest Bearing	11,716	35%
Transaction Deposits	\$30,437	90%
Time Deposits	3,043	9%
Total Deposits	\$33,480	99%
Customer Repos	328	1%
Transaction Deposits and Customer Repo Agreements	\$30,765	91%
Total Deposits and Customer Repo Agreements	\$33,808	100%



Deposits Commentary

- ❖ Loans to Deposits and Customer Repos Ratio (excluding loans HFS) at 6/30/2022 = 83.0%
- ❖ New client acquisition and relationship-based focus reflected in favorable deposit mix
 - 91% of total deposits and customer repo agreements are transaction-based deposits

Note: Balance and % of Portfolio based on period-end balances.

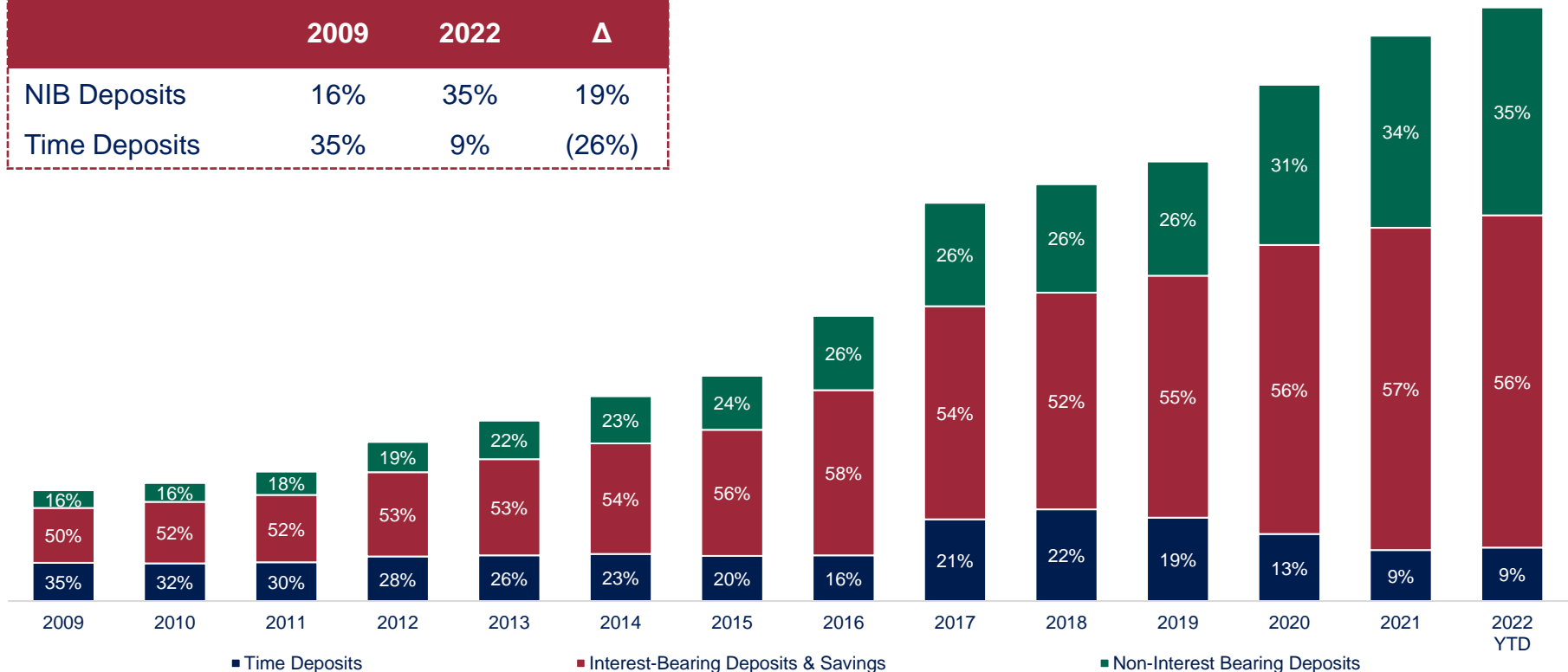
Deposits Composition

Strong deposit growth with improving NIB deposits over time

Total Deposits

(2009 – 2022 YTD)

	2009	2022	Δ
NIB Deposits	16%	35%	19%
Time Deposits	35%	9%	(26%)



Note: Does not include Customer Repurchases

Investment Portfolio

As of June 30, 2022

(\$ in millions ¹)	Balance	Portfolio %	Ratings	
			Investment %	
Agency MBS	\$2,577	35%	AAA	100%
Agency CMO	2,146	29%	AAA	100%
Agency Debentures	405	6%	AAA	100%
Municipals	1,003	14%	AAA	14%
			AA	72%
			A	14%
			BBB	>1%
			NR	>1%
Agency CMBS	888	12%	AAA	100%
US Treasury	266	4%	AAA	100%
Other	\$22	<1%	Various/NR	

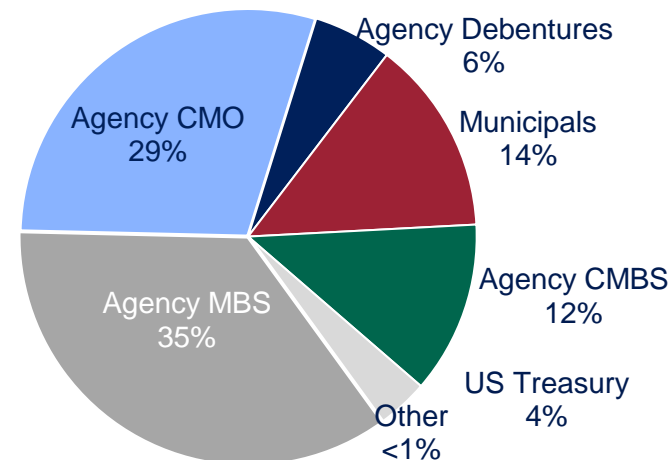
Total Investment Portfolio \$7,307

Investments Commentary

- ❖ 98% of total portfolio rated AA or better, and over 99% rated A or better
- ❖ Relatively low duration
- ❖ Municipal bond portfolio
 - Highly rated with an average rating of AA and over 99% of the portfolio rated A or better
 - General obligation bonds = 100% of municipal portfolio
 - Minimal CECL impact < \$100K

Highly Rated Investment Portfolio

as of June 30, 2022



(1) Amounts reflect GAAP.

2022 Peer Group Listing

Ticker	Institution	Ticker	Institution
ASB	Associated Banc-Corp	PNFP	Pinnacle Financial Partners
BKU	BankUnited, Inc.	RF	Regions Financial Corp.
BOKF	BOK Financial Corp.	SNV	Synovus Financial Corp.
CBSH	Commerce Bancshares, Inc.	SSB	SouthState Corp.
CFR	Cullen/Frost Bankers, Inc.	UMBF	UMB Financial Corp.
CMA	Comerica Inc.	UMPQ	Umpqua Holdings Corp.
FHN	First Horizon Corp.	VLY	Valley National Bancorp
HWC	Hancock Whitney Corp.	WBS	Webster Financial Corp.
HBAN	Huntington Bancshares, Inc.	WTFC	Wintrust Financial Corp.
NYCB	New York Community Bancorp	ZION	Zions Bancorp

Additional Financial Data

Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP

	For the Quarter Ended			For the Six Months Ended June 30,
	2Q22	1Q22	2Q21	2022
Operating net income available to common stockholders				
(in millions)				
Net income available to common stockholders	\$ 107.1	\$ 51.0	\$ 99.4	\$ 158.1
Merger-related expense	2.0	28.6	0.0	30.7
Tax benefit of merger-related expense	(0.4)	(6.0)	0.0	(6.4)
Provision expense related to acquisition	0.0	19.1	0.0	19.1
Tax benefit of provision expense related to acquisition	0.0	(4.0)	0.0	(4.0)
Branch consolidation costs	0.0	4.2	2.6	4.2
Tax benefit of branch consolidation costs	0.0	(0.9)	(0.6)	(0.9)
Operating net income available to common stockholders (non-GAAP)	\$ 108.7	\$ 92.0	\$ 101.5	\$ 200.7
Operating earnings per diluted common share				
Earnings per diluted common share	\$ 0.30	\$ 0.15	\$ 0.31	\$ 0.45
Merger-related expense	0.01	0.08	0.00	0.09
Tax benefit of merger-related expense	0.00	(0.02)	0.00	(0.02)
Provision expense related to acquisition	0.00	0.05	0.00	0.05
Tax benefit of provision expense related to acquisition	0.00	(0.01)	0.00	(0.01)
Branch consolidation costs	0.00	0.01	0.01	0.01
Tax benefit of branch consolidation costs	0.00	0.00	0.00	0.00
Operating earnings per diluted common share (non-GAAP)	\$ 0.31	\$ 0.26	\$ 0.31	\$ 0.57

Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP

	For the Quarter Ended
	2Q22
Return on average tangible common equity (ROATCE)	
(dollars in millions)	
Net income available to common stockholders (annualized)	\$ 429.7
Amortization of intangibles, net of tax (annualized)	11.2
Tangible net income available to common stockholders (annualized) (non-GAAP)	\$ 441.0
Average total stockholders' equity	\$ 5,438
Less: Average preferred stockholders' equity	(107)
Less: Average intangible assets ¹	(2,491)
Average tangible common equity (non-GAAP)	\$ 2,840
Return on average tangible common equity (non-GAAP)	15.5 %
(1) Excludes loan servicing rights.	
	For the Quarter Ended
	2Q22
Return on average tangible assets (ROATA)	
(dollars in millions)	
Net income (annualized)	\$ 437.8
Amortization of intangibles, net of tax (annualized)	11.2
Tangible net income (annualized) (non-GAAP)	\$ 449.0
Average total assets	\$ 41,888
Less: Average intangible assets ¹	(2,491)
Average tangible assets (non-GAAP)	\$ 39,397
Return on average tangible assets (non-GAAP)	1.14 %

(1) Excludes loan servicing rights.

Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP

	For the Quarter Ended				
	2Q22	1Q22	4Q21	3Q21	2Q21
Tangible book value per common share					
(dollars in millions, except per share data)					
Total stockholders' equity	\$ 5,436	\$ 5,439	\$ 5,150	\$ 5,098	\$ 5,036
Less: Preferred stockholders' equity	(107)	(107)	(107)	(107)	(107)
Less: Intangible assets ¹	(2,489)	(2,492)	(2,304)	(2,307)	(2,310)
Tangible common equity (non-GAAP)	\$ 2,840	\$ 2,839	\$ 2,739	\$ 2,684	\$ 2,619
Ending common shares outstanding (000'S)	350,725	350,911	318,933	318,922	319,465
Tangible book value per common share (non-GAAP)	\$ 8.10	\$ 8.09	\$ 8.59	\$ 8.42	\$ 8.20
Tangible common equity / tangible assets (period-end)					
(dollars in millions)					
Total stockholders' equity	\$ 5,436	\$ 5,439	\$ 5,150	\$ 5,098	\$ 5,036
Less: Preferred stockholders' equity	(107)	(107)	(107)	(107)	(107)
Less: Intangible assets ¹	(2,489)	(2,492)	(2,304)	(2,307)	(2,310)
Tangible common equity (non-GAAP)	\$ 2,840	\$ 2,839	\$ 2,739	\$ 2,684	\$ 2,619
Total assets	\$ 41,681	\$ 42,022	\$ 39,513	\$ 39,361	\$ 38,406
Less: Intangible assets ¹	(2,489)	(2,492)	(2,304)	(2,307)	(2,310)
Tangible assets (non-GAAP)	\$ 39,192	\$ 39,530	\$ 37,209	\$ 37,054	\$ 36,095
Tangible common equity / tangible assets (period end) (non-GAAP)	7.25 %	7.18 %	7.36 %	7.24 %	7.26 %

(1) Excludes loan servicing rights

Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP

	For the Quarter Ended			For the Six Months Ended June 30,	
	2Q22	1Q22	2Q21	2022	2021
Pre-provision net revenue / average tangible common equity					
(dollars in millions)					
Net interest income	\$ 253.7	\$ 234.1	\$ 227.9	\$ 487.8	\$ 450.8
Non-interest income	82.2	78.3	79.8	160.5	162.6
Less: Non-interest expense	(192.8)	(227.4)	(182.5)	(420.2)	(367.4)
Pre-provision net revenue (as reported)	\$ 143.1	\$ 85.0	\$ 125.1	\$ 228.0	\$ 246.0
Pre-provision net revenue (as reported) (annualized)	\$ 573.9	\$ 344.6	\$ 501.9	\$ 459.9	\$ 496.1
Adjustments:					
Add: Merger-related expense (non-interest expense)	2.0	28.6	0.0	30.7	0.0
Add: Branch consolidation costs (non-interest expense)	0.0	4.2	2.6	4.2	2.6
Pre-provision net revenue (operating) (non-GAAP)	\$ 145.1	\$ 117.8	\$ 127.8	\$ 262.9	\$ 248.7
Pre-provision net revenue (operating) (annualized) (non-GAAP)	\$ 582.0	\$ 477.7	\$ 512.6	\$ 530.1	\$ 501.4
Average total shareholders' equity	\$ 5,438	\$ 5,449	\$ 4,994	\$ 5,443	\$ 4,978
Less: Average preferred shareholders' equity	(107)	(107)	(107)	(107)	(107)
Less: Average intangible assets ¹	(2,491)	(2,444)	(2,312)	(2,468)	(2,313)
Average tangible common equity (non-GAAP)	\$ 2,840	\$ 2,898	\$ 2,576	\$ 2,869	\$ 2,558
Pre-provision net revenue (reported) / average tangible common equity (non-GAAP)	20.21 %	11.89 %	19.49 %	16.03 %	19.40 %
Pre-provision net revenue (operating) / average tangible common equity (non-GAAP)	20.49 %	16.48 %	19.90 %	18.48 %	19.60 %

(1) Excludes loan servicing rights

Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP

	For the Quarter Ended		
	2Q22	1Q22	2Q21
Efficiency ratio (FTE)			
(dollars in millions)			
Total non-interest expense	\$ 192.8	\$ 227.4	\$ 182.5
Less: Amortization of intangibles	(3.5)	(3.2)	(3.0)
Less: OREO expense	(0.4)	(0.3)	(0.5)
Less: Merger-related expense	(2.0)	(28.6)	0.0
Less: Branch consolidation costs	0.0	(4.2)	(2.6)
Adjusted non-interest expense	\$ 186.8	\$ 191.1	\$ 176.3
Net interest income	\$ 253.7	\$ 234.1	\$ 227.9
Taxable equivalent adjustment	2.7	2.6	2.7
Non-interest income	82.2	78.3	79.8
Less: Net securities gains	(0.0)	0.0	(0.1)
Adjusted net interest income (FTE) + non-interest income	\$ 338.5	\$ 315.0	\$ 310.3
Efficiency ratio (FTE) (non-GAAP)	55.2 %	60.7 %	56.8 %

Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP

	For the Quarter Ended		
	2Q22	1Q22	2Q21
Loans and leases, excluding PPP loans and Howard loans as of the acquisition date (period-end)			
(dollars in millions)			
Loans and leases	\$ 28,044	\$ 26,839	\$ 25,111
Less: PPP loans outstanding	(86)	(180)	(1,551)
Less: Howard loans as of the acquisition date, excluding PPP loans outstanding	(1,768)	(1,768)	—
Loans and leases, excluding PPP loans and Howard loans as of the acquisition date (non-GAAP)	\$ 26,191	\$ 24,892	\$ 23,559

Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP

	For the Quarter Ended		
	2Q22	1Q22	2Q21
Loans and leases, excluding PPP loans (period-end)			
(dollars in millions)			
Loans and leases	\$ 28,044	\$ 26,839	\$ 25,111
Less: PPP loans outstanding	(86)	(180)	(1,551)
Loans and leases excluding PPP loans (non-GAAP)	\$ 27,958	\$ 26,659	\$ 23,559
Loans and leases, excluding PPP loans (average)			
(dollars in millions)			
Loans and leases	\$ 27,245	\$ 26,239	\$ 25,397
Less: PPP loans outstanding	(126)	(252)	(2,126)
Loans and leases excluding PPP loans (non-GAAP)	\$ 27,119	\$ 25,987	\$ 23,271
Provision for credit losses, excluding the initial provision for non-PCD loans associated with the Howard acquisition		1Q22	
(dollars in millions)			
Provision for credit losses	\$ 18.0		
Less: Initial provision for non-PCD loans associated with the Howard acquisition		(19.1)	
Provision for credit losses, excluding the initial provision for non-PCD loans associated with the Howard acquisition (non-GAAP)	\$ (1.2)		