



1Q20 Earnings & COVID-19 Response F.N.B. Corporation

April 23, 2020

Cautionary Statement Regarding Forward-Looking Information and Non-GAAP Financial 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 as "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. F.N.B. does not assume any duty to update forward-looking statements, except as required by federal securities laws.

F.N.B.'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 and economic 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, 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 or reversal of the current U.S. economic environment; and (iv) the impacts of tariffs or other trade policies of the U.S. or its global trading partners.
- Business and operating results are 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, deposits and revenues. Our ability to anticipate and continue to respond to technological changes 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, dislocations, 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 management. These developments could include:
 - Changes resulting from a U.S. presidential administration or legislative and regulatory reforms, including changes affecting oversight of the financial services industry, consumer protection, pension, bankruptcy and other industry aspects, and changes in accounting policies and principles.
 - Changes to regulations governing bank capital and liquidity standards.
 - 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 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 F.N.B.
 - 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.
 - The impact on our financial condition, results of operations, financial disclosures and future business strategies related to the implementation of the new FASB Accounting Standards Update 2016-13 Financial Instruments - Credit Losses commonly referred to as the "current expected credit loss" standard (CECL) or modifications made to the implementation or the application of the CECL standard pursuant to the 2020 Cares Act.
 - The impacts from the COVID-19 Pandemic and the invocation of the Defense Production Act on, among other things, the Company's business and its employees, operations, customers, critical vendors and suppliers (including any requirement by federal or state governments to effectively quarantine employees or to close operations to the extent not considered "essential" or "critical infrastructure, and the uncertainties of the duration of the same), the ability of to pay and receive payments, business relationships due to restrictions on travel and otherwise, liquidity, compliance with financial and operating covenants and key management.

The risks identified here are not exclusive. 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 Risk Management sections of our Annual Report on Form 10-K (including MD&A section) for the year ended December 31, 2019, our subsequent 2020 Quarterly Reports on Form 10-Q (including the risk factors and risk management discussions) and our other subsequent filings with the SEC, which are available on our corporate website at <https://www.fnb-online.com/about-us/investor-relations-shareholder-services>. The F.N.B web address is included as an inactive textual reference only. Information on the F.N.B website is not part of this presentation.

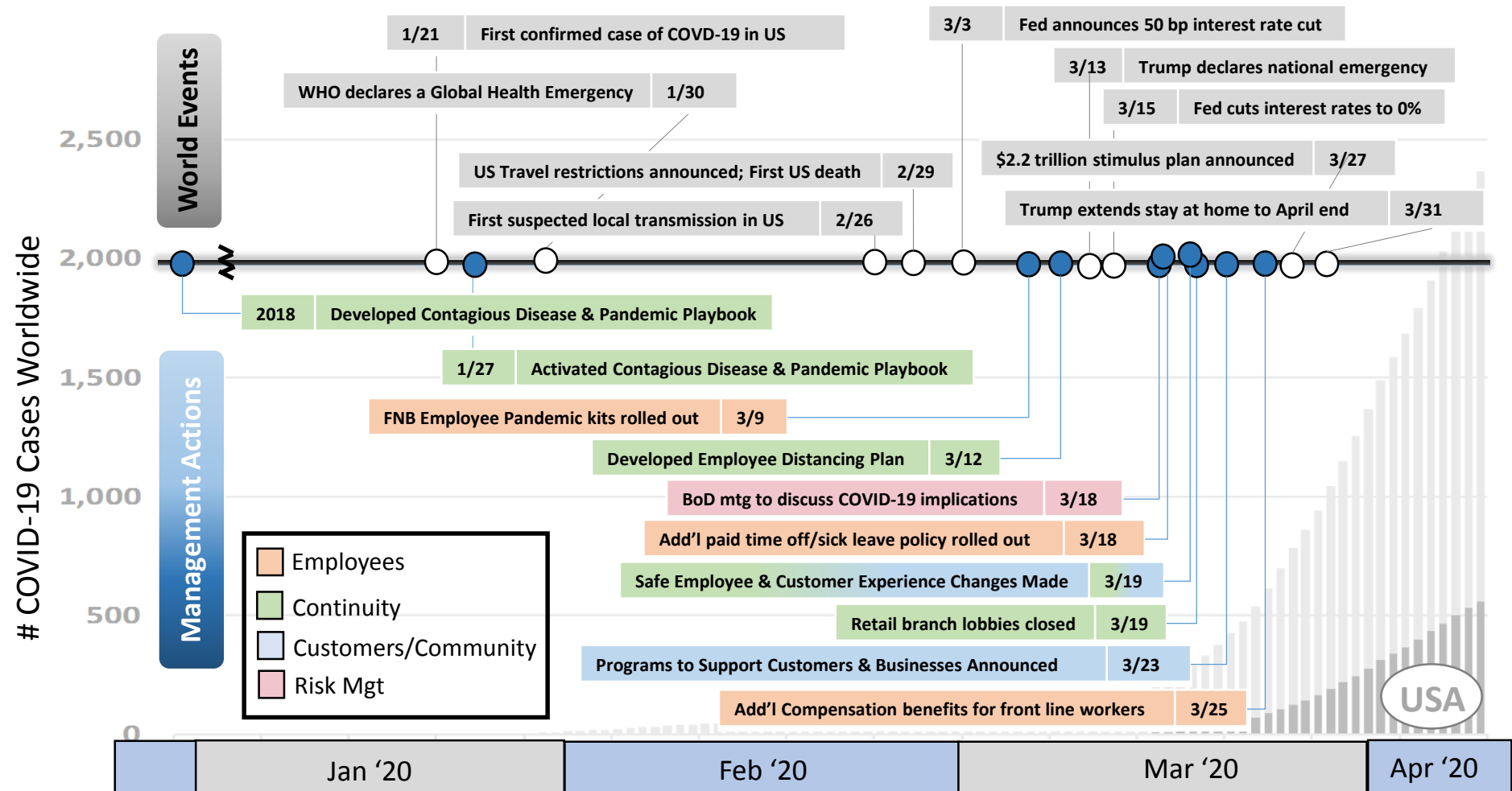
To supplement F.N.B.'s consolidated financial statements presented in accordance with Generally Accepted Accounting Principles (GAAP), F.N.B. uses certain non-GAAP financial measures, such as operating net income available to common stockholders, operating earnings per diluted common share, return on average tangible equity, return on average tangible common equity, return on average tangible assets, tangible book value per common share, the ratio of tangible equity to tangible assets, the ratio of tangible common equity to tangible assets, efficiency ratio, pre-provision net revenue (PPNR) 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 F.N.B. uses may differ from the non-GAAP financial measures and key performance indicators that 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. The "Supplemental Information" at the end of this presentation contains 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. The information should be reviewed in conjunction with F.N.B.'s financial results disclosed on April 23, 2020, as well as F.N.B.'s Annual Report on Form 10-K for the year ended December 31, 2019, subsequent quarterly 2020 Form 10-Q filings, and other subsequent filings with the SEC.

1Q20 Earnings Call and COVID-19 Response

Timeline of COVID-19 and Management Actions

FNB has taken proactive & aggressive action to stay ahead of the escalating COVID-19 pandemic



FNB's Response to COVID-19

Employee Protection & Assistance	Operational Response & Preparedness	Customer and Community Support	Risk Management
<ul style="list-style-type: none"> ✓ ~2,000 employees working from home ✓ Pandemic kits & rigorous sanitation measures deployed to all physical locations in early March ✓ Special relief pay for front line and operations workers ✓ Up to 5 additional emergency days 	<ul style="list-style-type: none"> ✓ Activated Contagious Disease & Pandemic Playbook in January ✓ Instituted several social distancing plans such as: <ul style="list-style-type: none"> • work from home • rotating schedule options & shift work • redundant locations for Call Center and Ops Center with call transfer options to branches ✓ Focused on “drive-up” services and “by appt only” practices in our retail branches, supported by Clicks-to-Bricks strategy 	<ul style="list-style-type: none"> ✓ Developed a structured deferral program for customers ✓ Announced several measures to support customers facing COVID-19 hardship: <ul style="list-style-type: none"> • Deferral programs • Lines of credit • Fee waivers ✓ Actively engaged in the SBA PPP program ✓ Announced a \$1 million donation to our Foundation in support of COVID-19 relief efforts ✓ Encourage use of online and mobile tools 	<ul style="list-style-type: none"> ✓ Highest capital levels in two decades ✓ Track record of a disciplined credit culture and low risk profile <ul style="list-style-type: none"> • Diversified loan portfolio with low exposure to high risk industries most sensitive to COVID • Frequent and recent improvement to balance sheet positioning <ul style="list-style-type: none"> – Sale of \$140M of Regency loans – Sale of \$300M of single service mortgage loans – \$300M Debt Refi

\$359 Billion Allocation to Expand Small Business Programs

Paycheck Protection Program

- Overseen by SBA; loans originated by banks
- Eligible businesses <500 employees
- Size: 2.5x average monthly payroll, capped at \$10mm
- Rate: 1%
- Tenor: maximum of 2 years
- Lender fees: 5% if <\$350k; 3% if \$350k-\$2mm; 1% if >\$2mm
- 0% Risk-Weighting if loans held on balance sheet
- Includes Loan Forgiveness
 - Debt may be forgiven if used for payroll, rent, utilities, or other necessities
 - Amount may not exceed original value of loan
 - Forgiven amount reduced in proportion to employee layoffs; penalties waived for employers who rehire laid off employees
 - With required documentation from borrowers, lenders will not be subject to enforcement action or penalties
 - The SBA will purchase the forgiveness amount of the loan from the lender

FNB received 15k applications, and processed nearly 11k applications totaling \$2.1B in loans during phase 1

Emergency Economic Injury Disaster Loans (EIDL) & Grants

- Eligible businesses <500 employees
- SBA waiving any personal guarantee on advances and loosening requirements for SBA EIDLs
- SBA may grant EIDLs based solely on an applicant's credit score or other satisfactory method
- Eligible applicants may request immediate advance of up to \$10k from SBA while SBA is reviewing loan.
- Applicants shall not be required to repay advance payments, even if subsequently denied for an EIDL. That advance payment may be used on payroll, sick leave, rent, utilities or other necessities.
- The advance payment is considered when determining loan forgiveness, if the applicant transfers into a loan made under SBA's Paycheck Protection Program.

Key 1Q20 Highlights

- Reported earnings per diluted common share of \$0.14, impacted by \$0.15 of significant, unusual, or outsized items
 - Total revenue of \$301 million
 - Record capital markets income of \$11.1 million
 - Average annualized loan growth of 5%, commercial growth of 6%, consumer growth of 2%
 - Average deposit growth of 5%, non-interest bearing deposit growth of 7% compared to 1Q19
 - Continued favorable asset quality results, CECL implemented 1/1/2020
 - Tangible Book Value per Share of \$7.46, 8% increase from 1Q19
 - Tangible Common Equity to Tangible Assets ratio of 7.36%, a 21 basis point increase from 1Q19
 - Dividend payout ratio of 86%

1Q20 Financial Highlights

		1Q20	4Q19	1Q19
Reported Results	Net income available to common stockholders (millions)	\$45.4	\$93.2	\$92.1
	Earnings per diluted common share	\$0.14	\$0.29	\$0.28
	Book value per common share	\$14.67	\$14.70	\$14.09
Key Operating Results (non-GAAP)¹	Operating net income available to common stockholders (millions)	\$53.5	\$96.6	\$93.4
	Operating earnings per diluted common share	\$0.16	\$0.30	\$0.29
	Total average loan growth ²	4.8%	8.8%	8.1%
	Total average deposit growth ²	(3.6%)	12.4%	(1.5%)
	Efficiency Ratio	59.0%	56.0%	53.5%
	Tangible common equity / tangible assets	7.36%	7.58%	7.15%
	Tangible book value per common share	\$7.46	\$7.53	\$6.91

(1) Includes unusual, or outsized items adjustments to reflect 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.

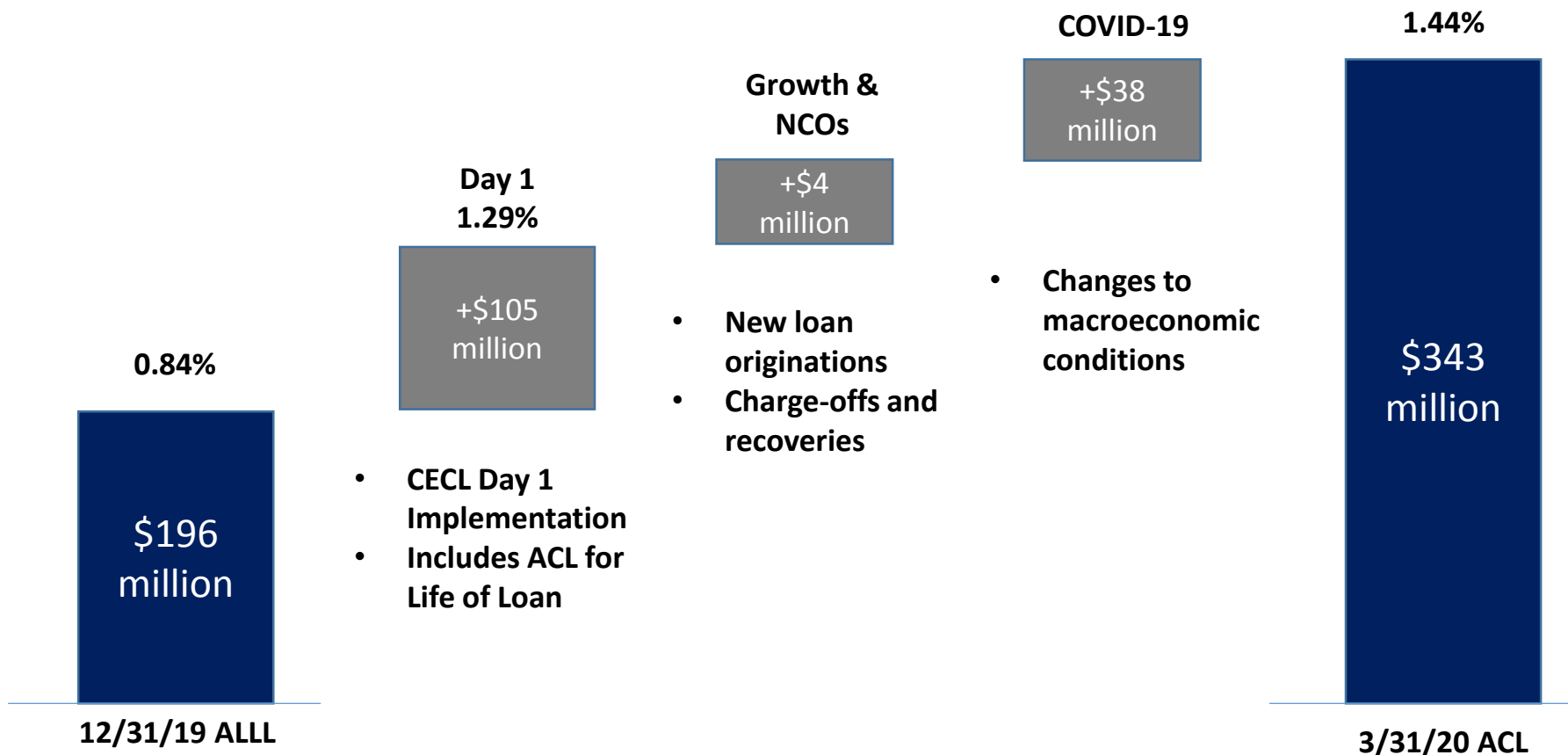
Asset Quality

\$ in millions	1Q20	4Q19	1Q19	1Q20 Highlights
NPLs+OREO/Total loans and leases + OREO	0.64%	0.55%	0.58%	<ul style="list-style-type: none"> ○ Non-accrual loans remained flat inclusive of FYE PCI; OREO sales activity drove \$6 million improvement ○ Provision for loan losses reflects CECL implementation and COVID-19 related reserve build of \$38 million ○ 1Q20 ACL levels reflect gross-up for acquired loans under CECL accounting standard for a Day 1 reserve of 1.29% ○ Allowance for credit losses providing coverage across portfolios with increased NPL coverage in response to COVID-19
Delinquency	1.13%	0.94%	0.97%	
Provision for credit losses	\$47.8	\$7.5	\$13.6	
Net charge-offs (NCOs)	\$5.7	\$5.3	\$7.5	
NCOs (annualized)/Total average loans and leases	0.10%	0.09%	0.14%	
Allowance for credit losses/ Total loans and leases	1.44%	0.84%	0.82%	
Allowance for credit losses/ Total non-performing loans and leases	255.6%	190.2%	189.2%	

Prior to the adoption of CECL, acquired (purchased credit deteriorated, or PCD) loans were excluded from our nonperforming disclosures. PCD loans that meet the definition of non-accrual are now included in the disclosures and resulted in a \$54 million increase in our non-accrual loans in the first quarter of 2020.

Credit: Drivers of Change Under CECL

Allowance for Credit Losses

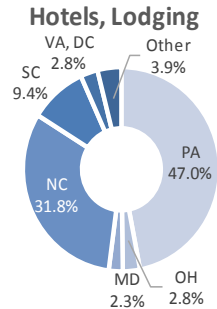


- The above amounts exclude the Allowance for Unfunded Loan Commitments (AULC) of \$14.0 million at March 31, 2020, an increase of \$1.4 million from the Day 1 CECL AULC balance.
- The Day 1 CECL ACL increase included the "gross-up" for Purchased Credit Impaired, or PCI, loans of \$50 million. The impact for the adoption of CECL resulted in a reduction to retained earnings of \$51 million and a related reduction in our TCE ratio of 16 basis points.

COVID-19 Sensitive Industries

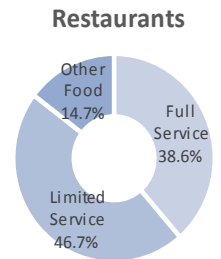
Hotels, Lodging

<i>\$000's</i>	Balance	% CML	% Corp	DQ \$	% DQ
PA	176,330	1.2%	0.7%	119	0.07%
OH	10,542	0.1%	0.0%	0	0.00%
MD	8,643	0.1%	0.0%	0	0.00%
NC	119,359	0.8%	0.5%	0	0.00%
SC	35,245	0.2%	0.1%	0	0.00%
VA, DC	10,625	0.1%	0.0%	0	0.00%
Other	14,712	0.1%	0.1%	0	0.00%
	375,454	2.6%	1.6%	119	0.03%



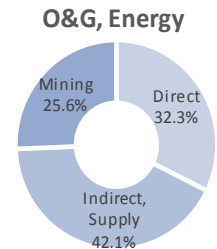
Restaurants

<i>\$000's</i>	Balance	% CML	% Corp	DQ \$	% DQ
Full Service	137,966	1.0%	0.6%	5,240	3.80%
Limited Service	166,871	1.2%	0.7%	1,903	1.14%
Other Food	52,444	0.4%	0.2%	1,017	1.94%
	357,280	2.5%	1.5%	8,160	2.28%



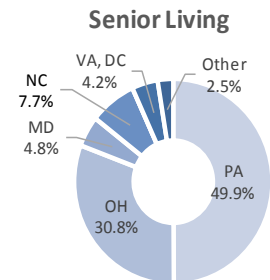
Energy Related

<i>\$000's</i>	Balance	% CML	% Corp	DQ \$	% DQ
Direct	59,183	0.4%	0.2%	0	0.00%
Indirect, Supply	77,256	0.5%	0.3%	2,112	2.73%
Total O&G	136,440	0.9%	0.6%	2,112	1.55%
Mining	47,036	0.3%	0.2%	0	0.00%
Total Energy	183,476	1.3%	0.8%	2,112	1.15%



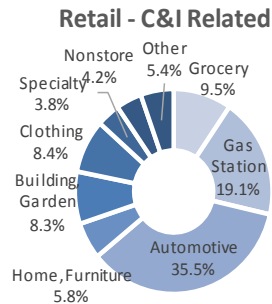
Senior Living (IL, AL, SN, CC)

<i>\$000's</i>	Balance	% CML	% Corp	DQ \$	% DQ
PA	264,354	1.8%	1.1%	20	0.01%
OH	163,368	1.1%	0.7%	42	0.03%
MD	25,526	0.2%	0.1%	68	0.27%
NC	40,550	0.3%	0.2%	0	0.00%
SC	0	0.0%	0.0%	0	0.00%
VA, DC	22,410	0.2%	0.1%	0	0.00%
Other	13,446	0.1%	0.1%	0	0.00%
	529,655	3.7%	2.2%	130	0.02%



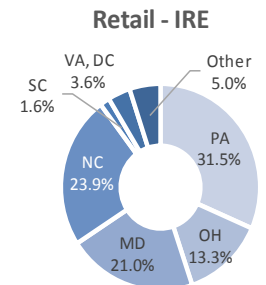
Retail: C&I-Related (incl. OO)

<i>\$000's</i>	Balance	% CML	% Corp	DQ \$	% DQ
Grocery	51,856	0.4%	0.2%	777	1.50%
Gas Station	103,593	0.7%	0.4%	97	0.09%
Automotive	192,690	1.3%	0.8%	1,235	0.64%
Home, Furniture	31,580	0.2%	0.1%	459	1.45%
Building, Garden	44,847	0.3%	0.2%	292	0.65%
Clothing	45,830	0.3%	0.2%	347	0.76%
Specialty Goods	20,760	0.1%	0.1%	1,553	7.48%
Nonstore Retailer	22,785	0.2%	0.1%	0	0.00%
Other	29,404	0.2%	0.1%	320	1.09%
	543,346	3.8%	2.3%	5,080	0.93%



Retail: IRE

<i>\$000's</i>	Balance	% CML	% Corp	DQ \$	% DQ
PA	475,735	3.3%	2.0%	4,404	0.93%
OH	200,770	1.4%	0.8%	3,359	1.67%
MD	316,679	2.2%	1.3%	0	0.00%
NC	360,607	2.5%	1.5%	1,221	0.34%
SC	23,950	0.2%	0.1%	0	0.00%
VA, DC	54,835	0.4%	0.2%	0	0.00%
Other	76,066	0.5%	0.3%	0	0.00%
	1,508,641	10.5%	6.3%	8,983	0.60%



Diversified Loan Portfolio – Strong Risk Management

Commercial and Industrial and Owner Occupied CRE loans comprise 33.5% of total loans

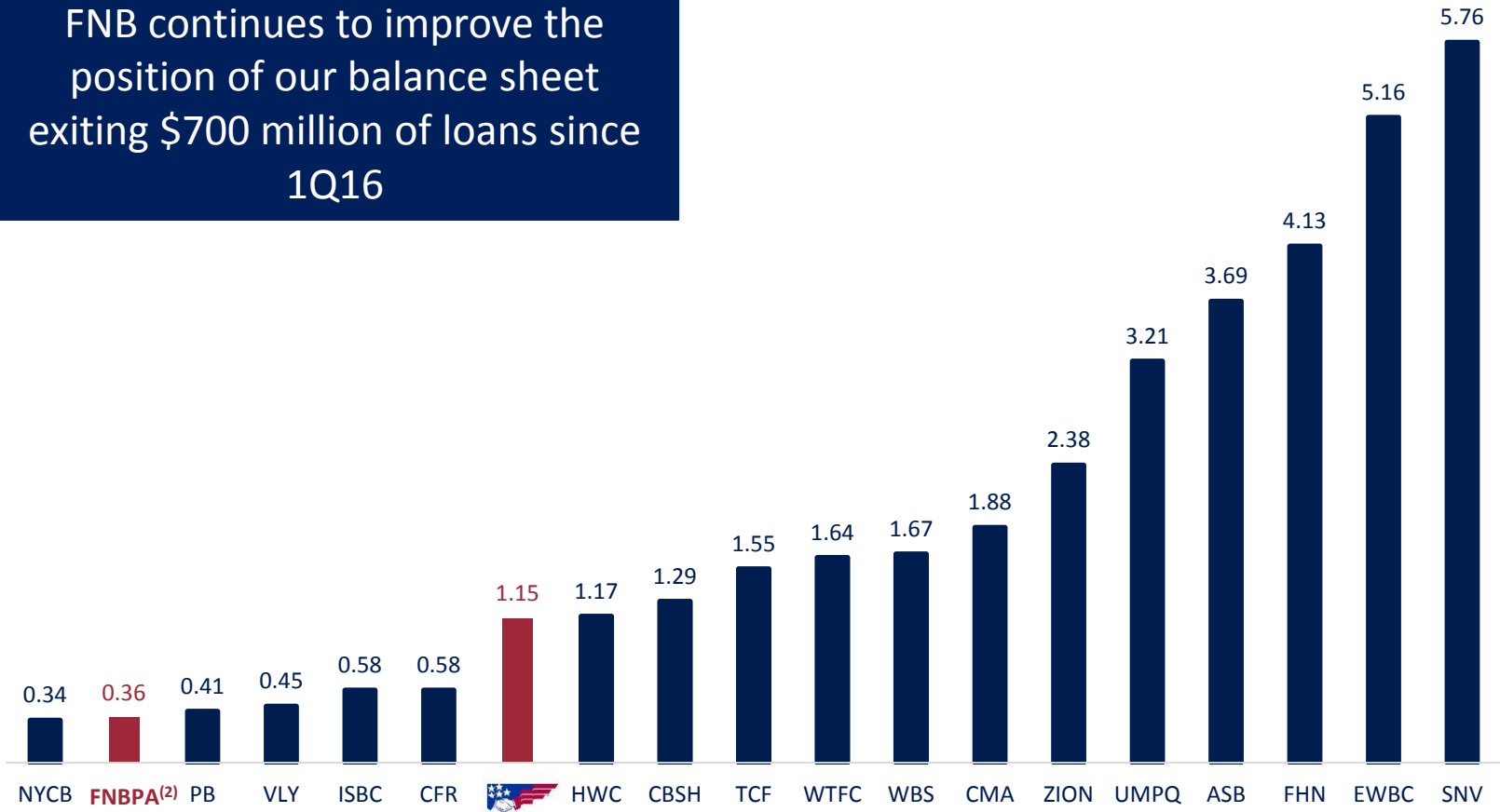
(\$ in millions)	3/31/2020	% of Loans	Non-Accruals (% Loans)	YTD NCO (annual % Avg Loans)	Total Delinquency (% Loans)
Commercial and Industrial	5,246	22.0%	0.52%	0.22%	0.98%
CRE: Non-Owner Occupied	6,374	26.7%	0.31%	-0.19%	0.48%
CRE: Owner Occupied	2,744	11.5%	1.76%	0.16%	2.42%
Home Equity	1,791	7.5%	0.53%	0.09%	1.01%
HELOC	1,337	5.6%	0.40%	0.17%	1.30%
Other Consumer	179	0.7%	0.05%	0.31%	0.83%
Residential Mortgage	3,429	14.4%	0.35%	0.04%	1.22%
Indirect Consumer	1,863	7.8%	0.15%	0.43%	1.05%
Equipment Finance Loans and Leases	809	3.4%	0.86%	0.37%	2.16%
Other	99	0.4%	N/M	N/M	N/M
Total	\$23,871	100.0%	0.56%	0.10%	1.13%

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

FNB Performed Well During the Financial Crisis

Peak Annual NCO over Average Loans¹ (%)
2008 - 2012

FNB continues to improve the position of our balance sheet exiting \$700 million of loans since 1Q16



(1) Highest Annual NCO/Avg. Loans from 2008-2012

(2) Excludes FNB's discontinued Florida and Regency exposure

Balance Sheet Highlights

Average, \$ in millions	1Q20	4Q19	1Q19	QoQ Δ^3	YoY Δ	1Q20 Highlights
Securities	\$6,423	\$6,431	\$6,553	(0.1%)	(2.0%)	<ul style="list-style-type: none"> ○ Average total loan growth of 5% annualized, driven by commercial growth of 7% annualized ○ Strong commercial production in Pittsburgh, Cleveland, Charlotte, Raleigh, and Mid-Atlantic Regions ○ Loan to deposit ratio of 96.5%² ○ Average total deposit growth of 5% year-over-year ○ Transaction deposits¹ represent 81.6%² of total deposits, as planned decline in brokered CDs amounted to \$736 million year-over-year
Total Loans	23,509	23,231	22,380	1.2%	5.0%	
Commercial Loans and Leases	14,919	14,694	13,957	1.5%	6.9%	
Consumer Loans	8,590	8,537	8,423	0.6%	2.0%	
Earning Assets	30,171	29,815	29,020	1.2%	4.0%	
Total Deposits	24,621	24,838	23,402	(0.9%)	5.2%	
Transaction Deposits¹	19,951	19,932	18,054	0.1%	10.5%	
Time Deposits	4,670	4,906	5,348	(4.8%)	(12.7%)	

(1) Excludes time deposits. (2) Period-end as of March 31, 2020. (3) Not annualized.

Revenue Highlights

\$ in thousands	1Q20	4Q19	1Q19	QoQ Δ	YoY Δ	1Q20 Highlights
Total interest income	\$306,140	\$306,064	\$310,310	-	(1.3%)	<ul style="list-style-type: none"> ○ Net Interest income reflects solid loan and deposit growth, partially offset by a decline in benchmark interest rates
Total interest expense	73,509	79,627	79,717	(7.7%)	(7.8%)	
Net interest income	\$232,631	\$226,437	\$230,593	2.7%	0.9%	
Non-interest income	68,526	74,041	65,385	(7.4%)	4.8%	<ul style="list-style-type: none"> ○ Non-interest income was driven by strong capital markets activity, robust trust income, and solid underlying mortgage banking operations
Total revenue	\$301,157	\$300,478	\$295,978	0.2%	1.7%	
Net interest margin (FTE)¹	3.14%	3.07%	3.26%	7 bps	(12 bps)	<ul style="list-style-type: none"> ○ Net interest margin expansion compared to 4Q19 supported by 10 bps improvement in total deposit costs and higher discount accretion on acquired loans

(1) A non-GAAP measure, refer to Appendix for further information

Non-Interest Income

\$ in thousands	1Q20	4Q19	1Q19	QoQ Δ	YoY Δ	1Q20 Highlights
Service charges¹	\$30,128	\$33,121	\$30,217	(9.0%)	(0.3%)	<ul style="list-style-type: none"> ○ Year-over-year growth of 84% in capital markets income was due to strong interest rate swap activity, international banking activity, and syndications ○ Mortgage banking results impacted by \$7.7 million valuation adjustment on mortgage servicing rights ○ Insurance commissions and fees increased year-over-year due to strong growth in the Mid-Atlantic and Carolina regions
Trust income	7,962	7,151	6,784	11.3%	17.4%	
Insurance commissions and fees	6,552	5,014	4,897	30.7%	33.8%	
Securities commissions and fees	4,539	3,957	4,345	14.7%	4.5%	
Capital markets income	11,113	8,608	6,036	29.1%	84.1%	
Mortgage banking operations	6,640	8,525	5,250	-22.11%	26.48%	
Dividends on non-marketable securities	4,678	4,918	5,023	(4.9%)	(6.9%)	
Bank owned life insurance	3,177	3,130	2,841	1.5%	11.8%	
Net securities gains (losses)	53	35	0	NM	NM	
Other¹	1,357	1,969	2,513	(31.1%)	(46.0%)	
Non-interest income excluding significant items impacting earnings¹	\$76,199	\$76,428	\$67,906	(0.3%)	12.2%	
Significant items impacting earnings¹	(7,673)	(2,387)	(2,521)			
Total reported non-interest income	\$68,526	\$74,041	\$65,385	(7.4%)	4.8%	

(1) Excludes amounts related to significant items impacting earnings. Includes (\$7.7) million, \$1.9 million, and (\$1.3) million interest rate-related valuation adjustments on mortgage servicing rights for 1Q20, 4Q19, and 1Q19, respectively. Includes (\$4.3) million of service charge refunds in 4Q19 and (\$1.2) million loss on fixed assets related to branch consolidation in 1Q19.

Non-Interest Expense

\$ in thousands	1Q20	4Q19	1Q19	QoQ Δ	YoY Δ	1Q20 Highlights
Salaries and employee benefits¹²	\$97,113	\$95,913	\$90,865	1.3%	6.9%	<ul style="list-style-type: none"> ○ Increase in salaries and employee benefits related primarily to production-related commissions ○ Non-interest expense essentially flat from 4Q19 when excluding \$2.0 COVID-19 related expenses, \$8.3 branch consolidation charges and \$5.6 for stock-base compensation due to accelerated vesting for certain 2020 grants ○ Bank shares and franchise taxes increased \$1.7 million reflecting the recognition of a \$1.2 million state tax credit in the prior quarter and higher year-end 2019 bank capital levels
Occupancy and equipment¹	30,308	30,547	29,907	(0.8%)	1.3%	
Amortization of intangibles	3,339	3,607	3,479	(7.4%)	(4.0%)	
Outside Services¹	16,822	17,285	14,745	(2.7%)	14.1%	
FDIC insurance	5,555	5,621	5,950	(1.2%)	(6.6%)	
Bank shares tax and franchise taxes	4,092	2,348	3,467	74.3%	18.0%	
Other¹²	21,859	22,044	16,871	(0.8%)	29.6%	
Non-interest expense excluding significant items impacting earnings	\$179,088	\$177,365	\$165,284	1.0%	8.4%	
Significant items impacting earnings¹	15,804	0	458	NM	NM	
Total reported non-interest expense	\$194,892	\$177,365	\$165,742	9.9%	17.6%	

(1) Includes \$8.3 for branch consolidation costs in 1Q20, \$5.6 million for RSU expense recognition, \$2.0 COVID-19 expense and \$0.5 million in 1Q19, and unusual, outsized items. Significant items for 1Q19 include branch consolidation costs. (2) Includes \$0.8 million for 401(k) contribution and \$0.5 million of OREO write-down expense in 1Q20 as non run-rate non-interest expenses for 2Q20 guidance.

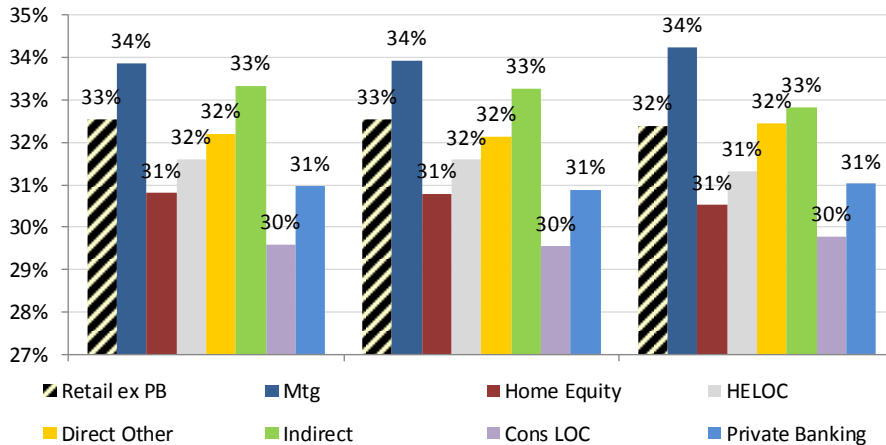
Second Quarter 2020 Financial Objectives

	<u>Category</u>	<u>2Q2020 Target</u>	<u>Comments</u>
Balance Sheet	Average Loans	Increase mid-to-high single digits	<ul style="list-style-type: none"> ○ Impact from PPP activity is included for all Q2 targets with \$2.1 billion expected funded balances during 2Q20
	Average Deposits	Continued Growth	
Income Statement	Net interest income	Decrease mid-single digits	<ul style="list-style-type: none"> ○ NIM expected to decline from 1Q20 due to interest rate environment ○ 2Q20 ETR ~20%
	Noninterest income	Service charges to decline due to COVID-19 impact	
	Noninterest expense	Stable to 1Q20 run-rate levels	

Note: Targets are relative to 1Q20 results

Supplemental Asset Quality – Consumer DTI and FICO

DTI Ratio Distribution Comparison by Portfolio

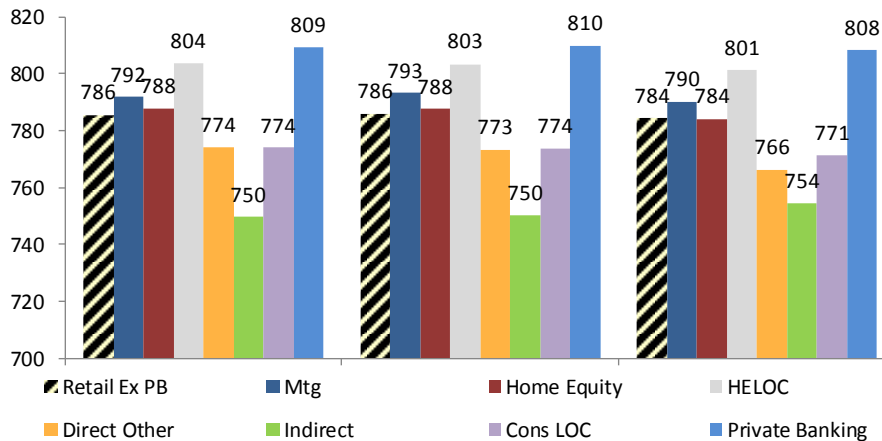


	Current Month	Prior Month	Prior Year	Rolling 13
Mortgage	33.9%	33.9%	34.2%	34.1%
Home Equity	30.8%	30.8%	30.5%	30.6%
HELOC	31.6%	31.6%	31.3%	31.5%
Direct Other	32.2%	32.1%	32.4%	32.4%
Indirect	33.3%	33.3%	32.8%	33.1%
Cons LOC	29.6%	29.6%	29.8%	29.6%
Retail Ex PB	32.5%	32.5%	32.4%	32.5%
Private Banking	31.0%	30.9%	31.0%	31.0%

Originated only; Private Banking reported as a separate line item; Excludes Purchase Pools

As of 3/31/2020

FICO Distribution Comparison by Portfolio



	Current Month	Prior Month	Prior Year	13 Month Avg
Mortgage	792	793	790	792
Home Equity	788	788	784	787
HELOC	804	803	801	803
Direct Other	774	773	766	771
Indirect	750	750	754	753
Cons LOC	774	774	771	774
Retail Ex PB	786	786	784	786
Private Banking	809	810	808	811

Private Banking reported as a separate line item; Excludes Purchase Pools

As of 3/31/2020

Impact of Significant Items on 1Q20 Results

\$ in thousands, except share and per share data

Impact of Significant, Unusual or Outsized Items on EPS	Reported Results	Significant, Unusual or Outsized Items ¹	Results excluding Significant, Unusual or Outsized Items ¹
Net interest income	\$ 232,631	\$ -	\$ 232,631
Noninterest Income	68,526	7,673	76,199
Total Revenue	301,157	7,673	308,830
Noninterest Expense	194,892	(15,804)	179,088
Pre-provision net revenue ¹	106,265	23,477	129,742
Provision for credit losses	47,838	(37,893)	9,945
Pre-tax income	58,427	61,370	119,797
Income taxes	11,010	12,888	23,898
Net Income	47,417	48,482	95,899
Preferred dividends	2,010		2,010
Net income available to common stockholders	\$ 45,407	\$ 48,482	\$ 93,889
Diluted EPS	\$ 0.14	\$ 0.15	\$ 0.29
Share count - Diluted	326,045,182		326,045,182

(1) A non-GAAP measure, refer to Appendix for further information

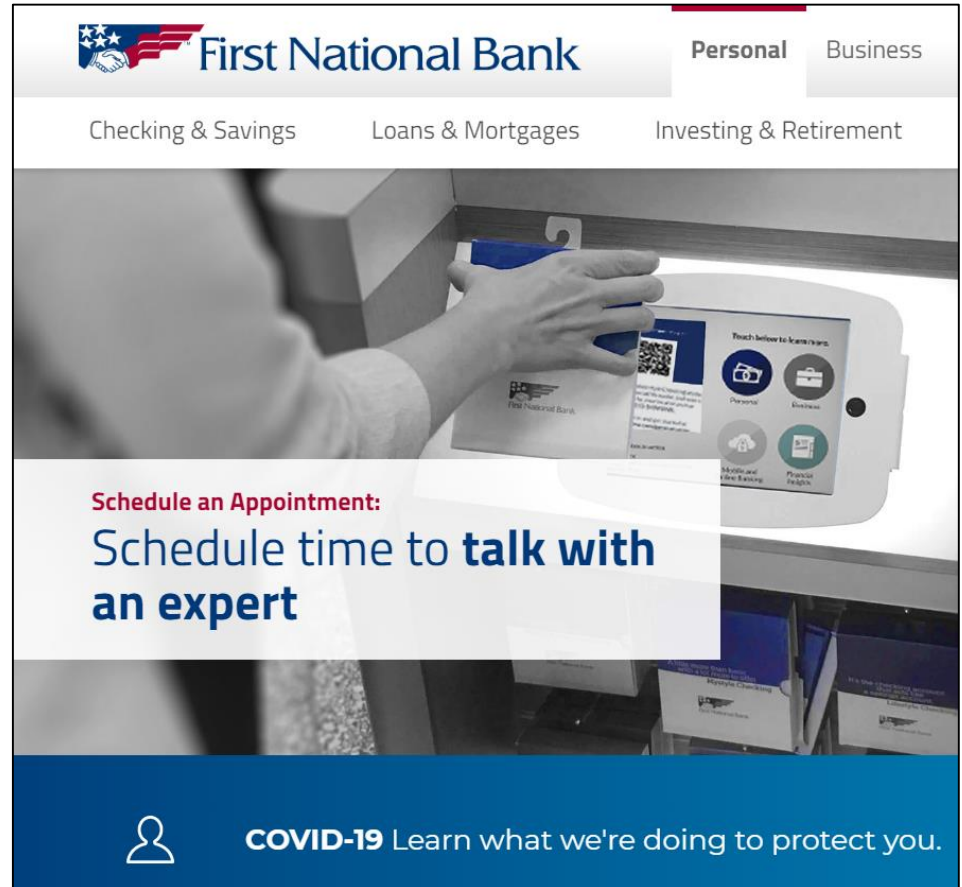
2020 Peer Group Listing

Ticker	Institution	Ticker	Institution
ASB	Associated Banc-Corp	NYCB	New York Community Bancorp
CHFC	Chemical Financial Corp.	PBCT	People's United Financial, Inc.
CBSH	Commerce Bancshares, Inc.	PNFP	Pinnacle Financial Partners
CFR	Cullen/Frost Bankers, Inc.	SNV	Synovus Financial Corp.
FHN	First Horizon National Corp.	UMPQ	Umpqua Holdings Corp.
FULT	Fulton Financial Corp.	UBSI	United Bankshares, Inc.
HWC	Hancock Whitney Corp.	VLY	Valley National Bancorp
HBAN	Huntington Bancshares, Inc.	WBS	Webster Financial Corp.
IBKC	IBERIABANK Corp.	WTFC	Wintrust Financial Corp.
KEY	KeyCorp	ZION	Zions Bancorp

Supplemental Information

Customer Support and Programs – Appointments in the Branch

- FNB is well prepared to offer assistance to help meet the financial needs of those who may be impacted. Individuals and businesses in need of banking support can contact their local FNB office or our Customer Service Center at 1-800-555-5455.
- FNB is available for assistance 8 AM - 9 PM ET Monday through Friday and 8 AM - 5 PM ET Saturday through Sunday.
- FNB has an easy-to-use online appointment scheduling tool so individuals and businesses can speak to an FNB financial professional in person or over the phone.



The image shows a screenshot of the First National Bank website. At the top, the logo for First National Bank is displayed, along with navigation tabs for 'Personal' and 'Business'. Below the logo, there are three main service categories: 'Checking & Savings', 'Loans & Mortgages', and 'Investing & Retirement'. The main content area features a large image of a person's hand interacting with a tablet. The tablet screen displays a QR code and several icons for services like 'Personal', 'Business', 'Mobile and Online Banking', and 'Financial Health'. A white callout box is overlaid on the image with the text: 'Schedule an Appointment: Schedule time to talk with an expert'. At the bottom of the page, there is a blue banner with a person icon and the text: 'COVID-19 Learn what we're doing to protect you.'

Employee Protection and Assistance

Streamlined Branch Operations

- Closed branch lobbies and issued guidelines for non-branch employees able to work remotely

+\$2.25 / Hour for nearly 2,100 Employees

- Nearly 2,100 front-line and operations employees receive \$2.25 extra per hour beginning March 15,2020

Additional PTO & Sick Leave

- Added five emergency event days to accommodate additional time off needs

Relaxed Work at Home Policy

- Employees encouraged to work from home remotely and practice social distancing

Branch and Operations Managers Additional Pay

- Branch managers, assistant branch managers and call center managers/supervisors also received special relief payment of \$500

Compensation paid in April Pay Period

- Special relief paid in the April 17th pay period and available to employees

Customer Support and Programs

- **Consumer Loans, Mortgages, Auto Loans and Lines of Credit:** FNB is prepared to handle requests for relief, including 90-day interest-only payment options or a 90-day deferral of payments, as well as suspending new foreclosures and new repossessions of automobiles for those directly impacted by COVID-19.
- **Consumer Banking:** Late fees for consumer loan products, ATM fees, and overdraft fees may be refunded upon request from impacted customers who are experiencing hardship.
- **Commercial Banking:** FNB is providing 90-day interest only and deferral payments for those impacted in addition to providing lines of credit for working capital necessary to sustain business during this crisis.
- **Small Business Banking:** To alleviate the financial burden facing small business customers, FNB is offering 90-day interest only and deferral payments for those impacted, and the simplification of procedures to speed up modification processes and restructuring, among other measures.
- **Small Business Administration:** FNB is offering assistance through more formal programs like the Small Business Administration (SBA) disaster relief assistance program and will work with our clients to participate in potential programs currently under development by the SBA.

FNB also encourages customers to take advantage of its online and mobile tools and technologies to make banking more convenient during this time. Customers can leverage the Bank's technology solutions to:

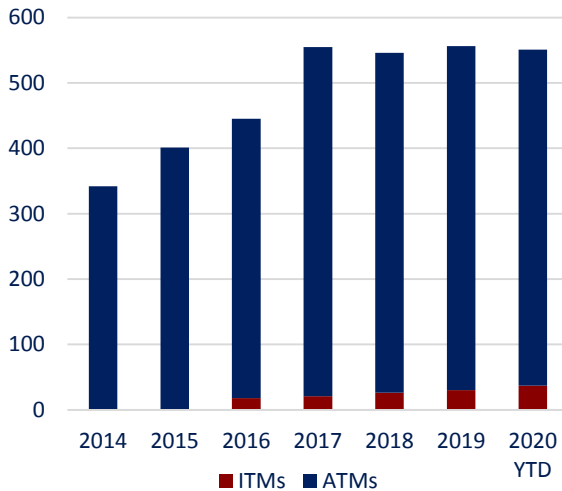
- Access accounts to see transactions, balances and other important account details.
- Deposit checks into their account through their mobile phone.
- Transfer funds between accounts, make payments using Bill Pay and send money using Zelle®.
- Control their FNB Debit Cards with CardGuard™.
- Access cash at any of FNB's 550+ conveniently located ATMs with the ability to make check and cash deposits without an envelope.

FOR MORE INFORMATION SEE OUR COMPLETE PRESS RELEASE <https://www.fnb-online.com/about-us/newsroom/press-releases/2020/fnb-corporation-announces-additional-support-032320>

Customer Support and Programs – Clicks-To-Bricks Investments

ATM/ITM and Debit Cards

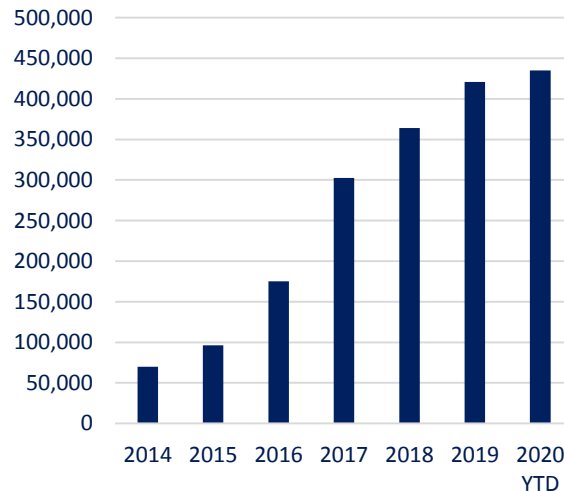
Number of ATMs and ITMs



- 550 ATMs across 7 states
- 1 million total debit cards
- 500,000 debit cards used in the last 30 days
- Deployment of interactive teller machines across the footprint, expanding available hours

Digital Channels and Payments

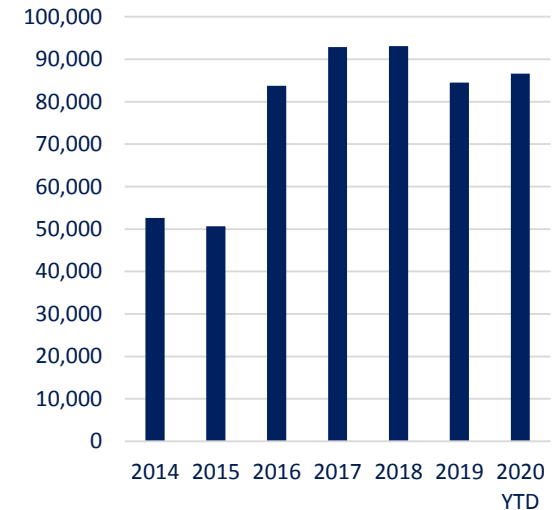
Enrolled Mobile Banking Users



- Online Banking: >700,000 users
- Mobile Banking: >400,000 users
- Bill Pay: >50,000 users paying over 300,000 bills per month
- Corporate website and online properties

Call Centers

Monthly Average Call Center



- 112 call center employees in 2 physical locations
- 1 million automated banking calls per month
- Over 100,000 customer services calls per month

These investments enable FNB to work with our customers during this time, providing continued service and delivering FNB's full suite of products and services.

Non-GAAP to GAAP Reconciliation

\$ in millions except per share amounts	For The Quarter Ended				
	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19
Operating net income available to common stockholders					
Net income available to common stockholders	\$ 45.4	\$ 93.2	\$ 100.7	\$ 93.2	\$ 92.1
Branch consolidation costs	8.3	-	-	2.9	1.6
Tax benefit of branch consolidation costs	(1.7)	-	-	0.6	(0.3)
COVID-19 expense	2.0	-	-	-	-
Tax benefit of COVID-19 expense	(0.4)	-	-	-	-
Service charge refunds	-	4.3	-	-	-
Tax benefit of service charge refunds	-	(0.9)	-	-	-
Operating net income available to common stockholders (non-GAAP)	\$ 53.5	\$ 96.6	\$ 100.7	\$ 95.4	\$ 93.4
Operating earnings per diluted common share					
Earnings per diluted common share	\$ 0.14	\$ 0.29	\$ 0.31	\$ 0.29	\$ 0.28
Branch consolidation costs	0.03	-	-	0.01	0.01
Tax benefit of branch consolidation costs	(0.01)	-	-	(0.00)	(0.00)
COVID-19 expense	0.01	-	-	-	-
Tax benefit of COVID-19 expense	-	-	-	-	-
Service charge refunds	-	0.01	-	-	-
Tax benefit of service charge refunds	-	-	-	-	-
Operating earnings per diluted common share (non-GAAP)	\$ 0.16	\$ 0.30	\$ 0.31	\$ 0.29	\$ 0.29

Non-GAAP to GAAP Reconciliation

\$ in millions	For The Quarter Ended				
	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19
Return on average tangible common equity (ROATCE)					
Net income available to common stockholders (annualized)	\$ 182.6	\$ 369.7	\$ 399.6	\$ 373.7	\$ 373.6
Amortization of intangibles, net of tax (annualized)	10.6	11.3	11.3	11.0	11.1
Tangible net income available to common stockholders (annualized) (non-GAAP)	\$ 193.2	\$ 381.0	\$ 410.9	\$ 384.8	\$ 384.7
Average total stockholders' equity	\$ 4,874	\$ 4,851	\$ 4,803	\$ 4,721	\$ 4,652
Less: Average preferred stockholders' equity	107	107	107	107	107
Less: Average intangible assets(1)	2,328	2,331	2,331	2,330	2,331
Average tangible common equity (non-GAAP)	\$ 2,440	\$ 2,413	\$ 2,361	\$ 2,284	\$ 2,214
Return on average tangible common equity (non-GAAP)	7.92%	15.79%	17.41%	16.84%	17.38%
Operating ROATCE					
Operating net income avail. to common stockholders (annualized)(2)	\$ 215.1	\$ 383.1	\$ 399.6	\$ 382.8	\$ 378.9
Amortization of intangibles, net of tax (annualized)	10.6	11.3	11.3	11.0	11.1
Tangible operating net income avail. to common stockholders (annualized) (non-GAAP)	\$ 225.7	\$ 394.4	\$ 410.8	\$ 393.8	\$ 392.4
Average total stockholders' equity	\$ 4,874	\$ 4,851	\$ 4,803	\$ 4,721	\$ 4,652
Less: Average preferred stockholders' equity	107	107	107	107	107
Less: Average intangible assets(1)	2,328	2,331	2,335	2,330	2,331
Average tangible common equity (non-GAAP)	\$ 2,440	\$ 2,413	\$ 2,361	\$ 2,284	\$ 2,214
Operating return on average tangible common equity (non-GAAP)	9.25%	16.34%	17.41%	17.24%	17.62%

(1) Excludes loan servicing rights. (2) A non-GAAP measure, refer to page 27 in Appendix for more information.

Non-GAAP to GAAP Reconciliation

\$ in millions	For The Quarter Ended				
	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19
Return on average tangible assets (ROATA)					
Net income (annualized)	\$ 190.7	\$ 377.7	\$ 407.6	\$ 381.9	\$ 381.8
Amortization of intangibles, net of tax (annualized)	10.6	11.3	11.3	11.0	11.1
Tangible net income (annualized) (non-GAAP)	\$ 201.3	\$ 389.0	\$ 418.9	\$ 392.9	\$ 393.0
Average total assets	\$ 34,655	\$ 34,401	\$ 33,850	\$ 33,731	\$ 33,390
Less: Average intangible assets(1)	2,328	2,331	2,335	2,330	2,331
Average tangible assets (non-GAAP)	\$ 32,327	\$ 32,070	\$ 31,515	\$ 31,401	\$ 31,059
Return on average tangible assets (non-GAAP)	0.62%	1.21%	1.33%	1.25%	1.26%
Operating ROATA					
Operating net income (annualized)(2)	\$ 223.2	\$ 391.1	\$ 407.6	\$ 390.9	\$ 387.0
Amortization of intangibles, net of tax (annualized)	10.6	11.3	11.3	11.0	11.1
Tangible operating net income (annualized) (non-GAAP)	\$ 233.8	\$ 402.4	\$ 418.9	\$ 401.9	\$ 398.1
Average total assets	\$ 34,655	\$ 34,401	\$ 33,850	\$ 33,731	\$ 33,390
Less: Average intangible assets(1)	2,328	2,331	2,335	2,330	2,331
Average tangible assets (non-GAAP)	\$ 32,327	\$ 32,070	\$ 31,515	\$ 31,401	\$ 31,059
Operating return on average tangible assets (non-GAAP)	0.72%	1.25%	1.33%	1.28%	1.28%

(1) Excludes loan servicing rights. (2) A non-GAAP measure, refer to page 30 in Appendix for more information.

Non-GAAP to GAAP Reconciliation

\$ in millions	For The Quarter Ended				
	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19
Operating net income					
Net income	\$ 47.4	\$ 95.2	\$ 102.7	\$ 95.2	\$ 94.1
Branch consolidation costs	8.3	-	-	2.9	1.6
Tax benefit of branch consolidation costs	(1.7)	-	-	0.6	(0.3)
COVID-19 expense	2.0	-	-	-	-
Tax benefit of COVID-19 expense	(0.4)	-	-	-	-
Service charge refunds	-	4.3	-	-	-
Tax benefit of service charge refunds	-	(0.9)	-	-	-
Operating net income (non-GAAP)	\$ 55.5	\$ 98.6	\$ 102.7	\$ 97.5	\$ 95.4
Operating return on average assets (ROAA)					
Operating net income (annualized)(1)	\$ 223.2	\$ 391.1	\$ 407.6	\$ 390.9	\$ 387.0
Average total assets	\$ 34,655	\$ 34,401	\$ 33,850	\$ 33,731	\$ 33,390
Operating return on average assets (non-GAAP)	0.64%	1.14%	1.20%	1.16%	1.16%

(1) A non-GAAP measure, refer to reconciliation above for more information.

Non-GAAP to GAAP Reconciliation

	For The Quarter Ended				
	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19
\$ in millions except per share amounts					
Tangible book value per common share (at period-end)					
Total stockholders' equity	\$ 4,842	\$ 4,883	\$ 4,820	\$ 4,753	\$ 4,680
Less: preferred stockholders' equity	107	107	107	107	107
Less: intangibles(1)	2,326	2,330	2,332	2,336	2,330
Tangible common equity (non-GAAP)	\$ 2,409	\$ 2,447	\$ 2,381	\$ 2,310	\$ 2,243
Ending common shares outstanding (000's)	322,674	325,015	324,880	324,807	324,516
Tangible book value per common share (non-GAAP)	\$ 7.46	\$ 7.53	\$ 7.33	\$ 7.11	\$ 6.91
Tangible common equity / Tangible assets (at period-end)					
Total stockholders equity	\$ 4,842	\$ 4,883	\$ 4,820	\$ 4,753	\$ 4,680
Less: preferred stockholders' equity	107	107	107	107	107
Less: intangibles(1)	2,326	2,330	2,332	2,336	2,330
Tangible common equity (non-GAAP)	\$ 2,409	\$ 2,447	\$ 2,381	\$ 2,310	\$ 2,243
Total assets	\$ 35,049	\$ 34,615	\$ 34,329	\$ 33,903	\$ 33,696
Less: intangibles(1)	2,326	2,330	2,332	2,336	2,330
Tangible assets (non-GAAP)	\$ 32,722	\$ 32,285	\$ 31,997	\$ 31,567	\$ 31,366
Tangible common equity / Tangible assets (period end) (non-GAAP)	7.36%	7.58%	7.44%	7.32%	7.15%

(1) Excludes loan servicing rights.

Non-GAAP to GAAP Reconciliation

\$ in millions	For The Quarter Ended				
	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19
Efficiency Ratio (FTE)					
Non-interest expense	\$ 194.9	\$ 177.4	\$ 177.8	\$ 175.2	\$ 165.7
Less: amortization of intangibles	3.3	3.6	3.6	3.5	3.5
Less: OREO expense	1.6	1.2	1.4	1.0	1.1
Less: COVID-19 expense	2.0	-	-	-	-
Less: branch consolidation expenses	8.3	-	-	2.3	0.5
Less: tax credit-related project impairment	-	-	3.2	-	-
Adjusted non-interest expense	\$ 179.7	\$ 172.6	\$ 169.5	\$ 168.5	\$ 160.7
Net interest income	\$ 232.6	\$ 226.4	\$ 229.8	\$ 230.4	\$ 230.6
Taxable equivalent adjustment	3.3	3.5	3.5	3.5	3.6
Non-interest income	68.5	74.0	80.0	74.8	65.4
Less: net securities gains	-	-	-	-	-
Less: gain on sale of subsidiary	-	-	-	-	-
Add: loss on fixed assets related to branch consolidation	-	-	-	0.5	1.2
Add: service charge refunds	-	4.3	-	-	-
Adjusted net interest income (FTE) (non-GAAP) + non-interest income	\$ 304.4	\$ 308.2	\$ 313.3	\$ 309.3	\$ 300.7
Efficiency Ratio (FTE) (non-GAAP)	59.03%	55.99%	54.11%	54.47%	53.45%

Non-GAAP to GAAP Reconciliation

\$ in thousands, except per share data

	<u>31-Mar-20</u>
Net interest income	\$ 232,631
Less: Significant, Unusual or Outsized Items	-
Net interest Income (non-GAAP)	<u>\$ 232,631</u>
Noninterest Income	\$ 68,526
Add: Significant, Unusual or Outsized Items	7,673
Noninterest Income (non-GAAP)	<u>\$ 76,199</u>
Total Revenue	301,157
Add: Significant, Unusual or Outsized Items	7,673
Total Revenue (non-GAAP)	<u>\$ 308,830</u>
Noninterest Expense	194,892
Less: Significant, Unusual or Outsized Items	15,804
Noninterest Expense (non-GAAP)	<u>\$ 179,088</u>
Pre-provision net revenue	106,265
Add: Significant, Unusual or Outsized Items	23,477
Pre-provision net revenue (non-GAAP)	<u>\$ 129,742</u>
Provision for credit losses	47,838
Less: Significant, Unusual or Outsized Items	37,893
Provision for credit losses (non-GAAP)	<u>\$ 9,945</u>
Pre-tax income	58,427
Add: Significant, Unusual or Outsized Items	61,370
Pre-tax income (non-GAAP)	<u>\$ 119,797</u>
Income taxes	11,010
Add: Income tax benefit on Significant, Unusual or Outsized Items	12,888
Income taxes (non-GAAP)	<u>\$ 23,898</u>
Net Income	47,417
Add: Significant, Unusual or Outsized Items, net of tax	48,482
Net income (non-GAAP)	<u>\$ 95,899</u>
Net income available to common stockholders	45,407
Add: Significant, Unusual or Outsized Items, net of tax	48,482
Net income available to common stockholders (Non-GAAP)	<u>\$ 93,889</u>
Diluted EPS	\$ 0.14
Add: per share Significant, Unusual or Outsized Items, net of tax	0.15
Diluted EPS (Non-GAAP)	<u>\$ 0.29</u>