# Fourth Quarter 2020
# Earnings Call Presentation

January 20, 2021

F.N.B. Corporation

F.N.B. Corporation

# 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 of the U.S. economic environment; and (iv) the impacts of tariffs or other trade policies of the U.S..

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 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 COVID-19 pandemic crisis, 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, different approaches to supervisory or enforcement priorities, including changes affecting oversight of the financial services industry, regulatory obligations or restrictions, 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 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 regulatory and governmental actions implemented in response to COVID-19 have resulted in significant deterioration and disruption in financial markets, national and local economic conditions and record levels of unemployment and could have a material impact on, among other things, our business, financial condition, results of operations or 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 than what we are currently expecting, including, but not limited to, a weakened U.S. economic recovery, prolonged economic recovery, deterioration of commercial and consumer customer fundamentals and sentiments and impairment of the recovery of the U.S. labor market. As a result, the COVID-19 outbreaks and its consequences, including responsive measures to manage it and the uncertainty regarding its duration, may possibly have a material adverse impact on our business, operations and financial performance.

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 the 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 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 equity, return on average tangible common equity, operating return on tangible common equity, return on average tangible assets, operating net income, operating return on tangible assets, operating return on average assets, tangible book value per common share, the ratio of tangible common equity to tangible assets, allowance for credit losses to loans and leases, excluding PPP loans, non-performing loans to loans and leases, excluding PPP loans, non-performing loans + OREO to loans and leases + OREO, excluding PPP loans, non-performing loans and 90 days past due and OREO to loans and leases plus OREO, excluding PPP loans, net loan charge-offs to average loans and leases, excluding PPP loans, past due and non-accrual loans to 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. 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.

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 January 19, 2021 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.

# Fourth Quarter 2020 & Full Year 2020 Financial Results

F.N.B. Corporation

# Key Highlights – Fourth Quarter 2020

- **Reported earnings per diluted common share of $0.22, operating earnings per share of $0.28**
  - Average loan balances decreased $0.4 billion, or 6% linked-quarter annualized, due to impact from the November indirect auto loan sale (totaled $0.4 billion in average balances), as commercial loan balances were flat (average PPP loan balances declined $0.1 billion linked-quarter due to forgiveness during the fourth quarter)
  - Average deposit growth of $0.6 billion, or 8% linked-quarter annualized, with non-interest bearing deposit growth of $0.2 billion, or 10% annualized
  - Net interest income totaled $234.4 million, as interest-bearing deposit costs improved 12 bps from 3Q20
  - Operating non-interest income of $80.7 million, led by mortgage banking and capital markets
  - Operating non-interest expense totaled $184.2 million, efficiency ratio of 56.5%
  - Continue to closely monitor impact of COVID-19 on asset quality & reduced exposure to sensitive industries
  - Tangible book value per share of $7.88, 5% increase from 4Q19
  - Tangible Common Equity to Tangible Assets ratio of 7.24% (7.70% excluding PPP), up 5 bps from September 30, 2020
  - Repurchased 1.63 million shares during 4Q20 at weighted average price of $8.22, totaling $13.4 million

# Financial Highlights

| | | 4Q20 | 3Q20 | 4Q19 | FY2020 | FY 2019 |
|---|---|---|---|---|---|---|
| **Reported Results** | Net income available to common stockholders (millions) | $70.2 | $80.8 | $93.2 | $278.0 | $379.2 |
| | Earnings per diluted common share | $0.22 | $0.25 | $0.29 | $0.85 | $1.16 |
| | Book value per common share | $15.09 | $14.99 | $14.70 | | |
| **Key Operating Results (non-GAAP)[1]** | Operating net income available to common stockholders (millions) | $91.9 | $85.5 | $96.6 | $314.0 | $386.1 |
| | Operating earnings per diluted common share | $0.28 | $0.26 | $0.30 | $0.96 | $1.18 |
| | Total average loan growth[2] | (6.2%) | 7.2% | 8.8% | 10.7% | 5.5% |
| | Total average deposit growth[2] | 7.8% | 16.4% | 12.4% | 13.6% | 5.4% |
| | Efficiency ratio | 56.5% | 55.3% | 56.0% | 56.1% | 54.5% |
| | Tangible common equity / tangible assets | 7.24% | 7.19% | 7.58% | | |
| | Tangible book value per common share | $7.88 | $7.81 | $7.53 | | |

(1) Includes 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.

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# Asset Quality

# Asset Quality[1]

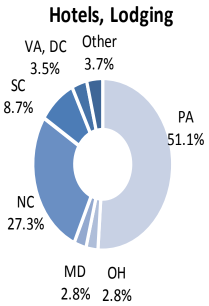
| $ in millions | 4Q20 | 4Q20[2] | 3Q20 | 3Q20[2] | 4Q19 | 4Q20 Highlights |
|---|---|---|---|---|---|---|
| **Delinquency** | 1.02% | 1.11% | 1.07% | 1.18% | 0.94% | ○ Improved asset quality metrics with reduced levels of delinquency, NPLs, OREO and deferrals<br>○ ACL providing adequate coverage across portfolios with 4Q20 reserve levels reflective of reduced exposure to COVID-19 sensitive industries, specifically $65 million or nearly 20%, reduction in lodging & hotels<br>○ 4Q20 net charge-off levels mostly related to credits with previously established reserves<br>○ Provision reflects reduced exposure to COVID-19 impacted businesses, specifically lodging & hotels, and restaurants, as well as more favorable economic outlook in 2021 |
| **NPLs+OREO/Total loans and leases + OREO** | 0.70% | 0.77% | 0.76% | 0.85% | 0.55% | |
| **Provision for credit losses** | $17.6 | | $27.2 | | $7.5 | |
| **Net charge-offs (NCOs)** | $26.4 | | $19.3 | | $5.3 | |
| **NCOs (annualized)/Total average loans and leases** | 0.41% | 0.45% | 0.29% | 0.32% | 0.09% | |
| **Allowance for credit losses/ Total loans and leases** | 1.43% | 1.56% | 1.45% | 1.61% | 0.84% | |
| **Allowance for credit losses/ Total non-performing loans and leases** | 213.2% | | 209.8% | | 190.2% | |

(1) 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 $58 million increase in non-accrual loans upon adoption of CECL in the first quarter of 2020, compared to the fourth quarter of 2019. (2) Excludes net PPP loans of $2.2 billion and $2.5 billion as of December 31, 2020, September 30,2020, respectively.

# COVID-19 Sensitive Industries – As of 12/31/2020

## Hotels, Lodging

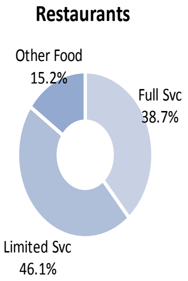
| *$000's* | Balance | % CML | % Corp | DQ $ | % DQ | ACL | % ACL |
|---|---|---|---|---|---|---|---|
| PA | 152,074 | 1.1% | 0.7% | 6,386 | 4.20% | 5,525 | 3.63% |
| OH | 8,261 | 0.1% | 0.0% | 0 | 0.00% | 301 | 3.64% |
| MD | 8,473 | 0.1% | 0.0% | 0 | 0.00% | 184 | 2.17% |
| NC | 81,362 | 0.6% | 0.3% | 0 | 0.00% | 1,691 | 2.08% |
| SC | 25,879 | 0.2% | 0.1% | 0 | 0.00% | 3,230 | 12.48% |
| VA, DC | 10,513 | 0.1% | 0.0% | 0 | 0.00% | 23 | 0.21% |
| Other | 11,051 | 0.1% | 0.0% | 0 | 0.00% | 370 | 3.35% |
|  | **297,613** | **2.1%** | **1.3%** | **6,386** | **2.15%** | **11,323** | **3.80%** |
|  |  |  |  |  | *ACL - 9/30/20:* | *17,105* | *4.72%* |



| | | |
|---|---|---|
| **Total Deferrals: 12/31/2020** | **29,043** | **9.8%** |
| **9/30/2020** | **191,698** | **52.9%** |

## Restaurants

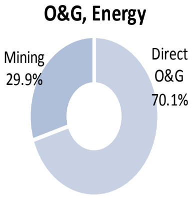
| *$000's* | Balance | % CML | % Corp | DQ $ | % DQ | ACL | % ACL |
|---|---|---|---|---|---|---|---|
| Full Svc | 135,012 | 0.9% | 0.6% | 5,926 | 4.39% | 7,416 | 5.49% |
| Limited Svc | 160,821 | 1.1% | 0.7% | 1,449 | 0.90% | 3,769 | 2.34% |
| Other Food | 52,917 | 0.4% | 0.2% | 4,556 | 8.61% | 2,828 | 5.34% |
|  | **348,750** | **2.4%** | **1.5%** | **11,931** | **3.42%** | **14,013** | **4.02%** |
|  |  |  |  |  | *ACL - 9/30/20:* | *14,111* | *3.89%* |



| | | |
|---|---|---|
| **Total Deferrals: 12/31/2020** | **23,005** | **6.6%** |
| **9/30/2020** | **44,403** | **12.2%** |

## Energy Related

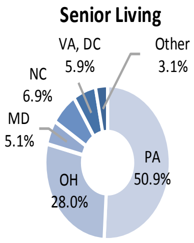
| *$000's* | Balance | % CML | % Corp | DQ $ | % DQ | ACL | % ACL |
|---|---|---|---|---|---|---|---|
| Direct O&G | 59,630 | 0.4% | 0.3% | 0 | 0.00% | 729 | 1.22% |
| Mining | 25,408 | 0.2% | 0.1% | 0 | 0.00% | 1,248 | 4.91% |
| **Total Energy** | **85,038** | **0.6%** | **0.4%** | **0** | **0.00%** | **1,977** | **2.32%** |
|  |  |  |  |  | *ACL - 9/30/20:* | *2,632* | *2.83%* |



| | | |
|---|---|---|
| **Total Deferrals: 12/31/2020** | **89** | **0.1%** |
| **9/30/2020** | **109** | **0.1%** |

## Senior Living (IL/AL/SN/CC)

| *$000's* | Balance | % CML | % Corp | DQ $ | % DQ | ACL | % ACL |
|---|---|---|---|---|---|---|---|
| PA | 315,854 | 2.2% | 1.4% | 19 | 0.01% | 5,391 | 1.71% |
| OH | 174,060 | 1.2% | 0.7% | 274 | 0.16% | 2,897 | 1.66% |
| MD | 31,543 | 0.2% | 0.1% | 0 | 0.00% | 341 | 1.08% |
| NC | 43,019 | 0.3% | 0.2% | 0 | 0.00% | 638 | 1.48% |
| SC | 0 | 0.0% | 0.0% | 0 | 0.00% | 0 | 0.00% |
| VA, DC | 36,808 | 0.3% | 0.2% | 0 | 0.00% | 641 | 1.74% |
| Other | 19,417 | 0.1% | 0.1% | 0 | 0.00% | 462 | 2.38% |
|  | **620,701** | **4.3%** | **2.7%** | **293** | **0.05%** | **10,370** | **1.67%** |
|  |  |  |  |  | *ACL - 9/30/20:* | *7,499* | *1.26%* |



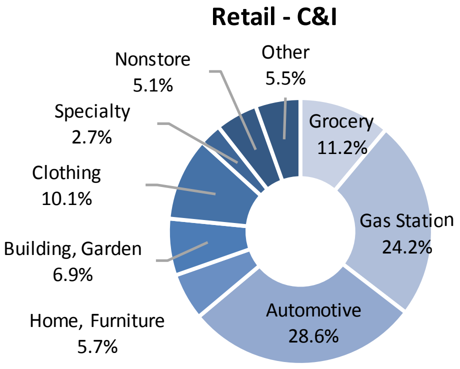
| | | |
|---|---|---|
| **Total Deferrals: 12/31/2020** | **629** | **0.1%** |
| **9/30/2020** | **706** | **0.1%** |

Balances presented are based on amortized cost. Unfunded commitments are excluded. As of 12/31/2020.

# COVID-19 Sensitive Industries: Retail Portfolio – As of 12/31/2020

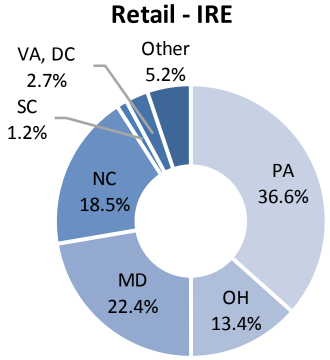
## Retail: C&I-Related (incl. OO)

| *$000's* | Balance | % CML | % Corp | DQ $ | % DQ | ACL | % ACL |
|---|---|---|---|---|---|---|---|
| Grocery | 56,781 | 0.4% | 0.2% | 834 | 1.47% | 1,172 | 2.06% |
| Gas Station | 123,232 | 0.9% | 0.5% | 90 | 0.07% | 1,495 | 1.21% |
| Automotive | 145,330 | 1.0% | 0.6% | 1,059 | 0.73% | 2,951 | 2.03% |
| Home, Furniture | 29,068 | 0.2% | 0.1% | 102 | 0.35% | 751 | 2.58% |
| Building, Garden | 35,079 | 0.2% | 0.2% | 233 | 0.66% | 634 | 1.81% |
| Clothing | 51,540 | 0.4% | 0.2% | 457 | 0.89% | 648 | 1.26% |
| Specialty Goods | 13,621 | 0.1% | 0.1% | 749 | 5.50% | 550 | 4.04% |
| Nonstore Retailers | 26,127 | 0.2% | 0.1% | 0 | 0.00% | 384 | 1.47% |
| Other | 27,978 | 0.2% | 0.1% | 492 | 1.76% | 644 | 2.30% |
|  | **508,757** | **3.6%** | **2.2%** | **4,015** | **0.79%** | **9,229** | **1.81%** |
|  |  |  |  |  | *ACL - 9/30/20:* | ***9,256*** | ***1.85%*** |
| **Total Deferrals: 12/31/2020** | **11,371** | **2.2%** |  |  |  |  |  |
| **9/30/2020** | **12,814** | **2.6%** |  |  |  |  |  |



## Retail: IRE

| *$000's* | Balance | % CML | % Corp | DQ $ | % DQ | ACL | % ACL |
|---|---|---|---|---|---|---|---|
| PA | 548,555 | 3.8% | 2.4% | 1,035 | 0.19% | 6,440 | 1.17% |
| OH | 201,207 | 1.4% | 0.9% | 2,929 | 1.46% | 3,049 | 1.52% |
| MD | 335,574 | 2.3% | 1.4% | 15,371 | 4.58% | 2,344 | 0.70% |
| NC | 278,153 | 1.9% | 1.2% | 102 | 0.04% | 2,590 | 0.93% |
| SC | 18,526 | 0.1% | 0.1% | 0 | 0.00% | 102 | 0.55% |
| VA, DC | 40,522 | 0.3% | 0.2% | 0 | 0.00% | 249 | 0.61% |
| Other | 77,900 | 0.5% | 0.3% | 0 | 0.00% | 1,015 | 1.30% |
|  | **1,500,437** | **10.5%** | **6.4%** | **19,437** | **1.30%** | **15,787** | **1.05%** |
|  |  |  |  |  | *ACL - 9/30/20:* | ***20,787*** | ***1.39%*** |
| **Total Deferrals: 12/31/2020** | **50,448** | **3.4%** |  |  |  |  |  |
| **9/30/2020** | **83,500** | **5.6%** |  |  |  |  |  |



Balances presented are based on amortized cost. Unfunded commitments are excluded. As of 12/31/2020.

# Balance Sheet Highlights

| Average, $ in millions | 4Q20 | 3Q20 | 4Q19 | QoQ Δ[3] | YoY Δ | 4Q20 Highlights |
|---|---|---|---|---|---|---|
| **Securities** | $6,072 | $5,992 | $6,431 | 1.3% | (5.6%) | ○ Lower securities balances YoY reflect limited reinvestment activity given available returns<br>○ Total YoY loan growth reflects solid origination activity as commercial LOC utilization remained stable to 3Q20, and down significantly from 4Q19<br>○ Consumer loans declined primarily due to the sale $0.5 billion of indirect auto installment loans, offset by growth in direct installment loans and residential mortgages<br>○ Loan to deposit ratio of 87.4%[2] compared to 89.1% at September 30, 2020.<br>○ Transaction deposits[1] represent 87%[2] of total deposits, as planned decline in time deposits continued and deposit balances benefitted from stimulus programs and organic activity |
| **Total Loans** | 25,656 | 26,063 | 23,231 | (1.6%) | 10.4% | |
| **Commercial Loans and Leases** | 17,618 | 17,612 | 14,694 | - | 19.9% | |
| **Consumer Loans** | 8,038 | 8,451 | 8,537 | (4.9%) | (5.8%) | |
| **Earning Assets** | 32,978 | 32,882 | 29,815 | 0.3% | 10.6% | |
| **Total Deposits** | 28,953 | 28,397 | 24,838 | 2.0% | 16.6% | |
| **Transaction Deposits[1]** | 25,116 | 24,248 | 19,932 | 3.6% | 26.0% | |
| **Time Deposits** | 3,837 | 4,149 | 4,906 | (7.5%) | (21.8%) | |

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

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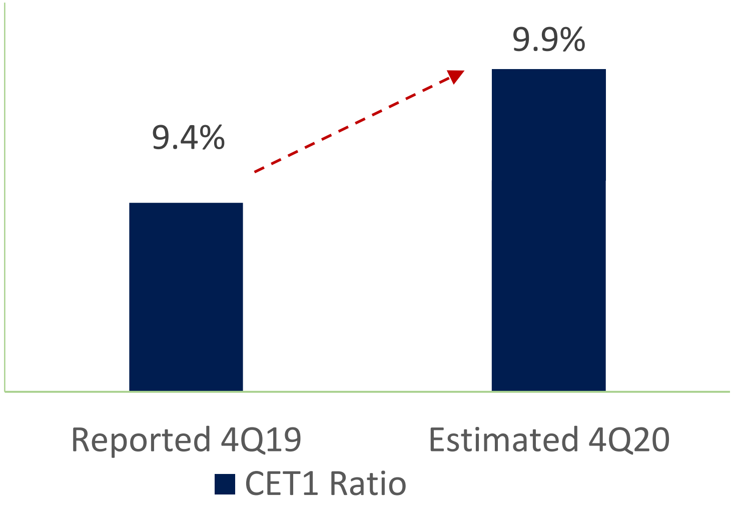
# Balance Sheet Actions Taken during 2H2020

- FNB took proactive measures to strengthen balance sheet and reduce credit risk in 2H2020
  - In November, sold $0.5 billion of lower FICO indirect auto installment loans
  - Reduced COVID-19 sensitive industries exposure
  - Sold Visa B shares at a $13.8 million gain
  - Pre-paid $715 million of FHLB borrowings at a cost of 2.49%, for a breakage fee of $25.6 million
  - Paid $165 million in cash dividends in FY 2020
  - Share buybacks totaled $38 million of stock under current share repurchase program during FY2020

## Estimated CET1 Ratio

*Estimated CET1 Ratio will be strongest in company's history*



# Revenue Highlights

| $ in thousands | 4Q20 | 3Q20 | 4Q19 | QoQ Δ | YoY Δ |
|---|---|---|---|---|---|
| **Total interest income** | $270,889 | $272,431 | $306,064 | (0.6%) | (11.5%) |
| **Total interest expense** | 36,497 | 45,333 | 79,627 | (19.5%) | (54.2%) |
| **Net interest income** | $234,392 | $227,098 | $226,437 | 3.2% | 3.5% |
| **Non-interest income** | 68,364 | 80,038 | 74,041 | (14.6%) | (7.7%) |
| **Total revenue** | $302,756 | $307,136 | $300,478 | (1.4%) | 0.8% |
| **Net interest margin (FTE)[1]** | 2.87% | 2.79% | 3.07% | 8 bps | (20 bps) |
| **Average earning asset yields (FTE)[1]** | 3.31% | 3.34% | 4.13% | (3 bps) | (82 bps) |
| **Average loan yield (FTE)[1]** | 3.67% | 3.62% | 4.54% | 5 bps | (87 bps) |
| **Cost of funds** | 0.45% | 0.56% | 1.08% | (11 bps) | (63 bps) |
| **Cost of interest-bearing liabilities** | 0.62% | 0.77% | 1.38% | (15 bps) | (76 bps) |
| **Cost of interest-bearing deposits** | 0.43% | 0.55% | 1.19% | (12 bps) | (76 bps) |

**4Q20 Highlights**

- Net interest income reflects growth in average earning assets, reductions in the cost of interest-bearing deposits, increased contribution from PPP loans, strong growth in non-interest bearing deposits and the termination of higher-rate FHLB borrowings
- Non-interest income was driven by near-record mortgage banking income and solid contributions from capital markets, wealth management and insurance
- Net interest margin increased 8 bps as cost of interest-bearing deposits improved 12 basis points from 3Q20 & PPP benefits offset lower earning asset yields on variable-rate loans & investments

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

# Non-Interest Income

| $ in thousands | 4Q20 | 3Q20 | 4Q19 | QoQ Δ | YoY Δ |
|---|---|---|---|---|---|
| **Service charges[1]** | $29,784 | $28,076 | $33,121 | 6.1% | (10.1%) |
| **Trust income** | 8,204 | 7,733 | 7,151 | 6.1% | 14.7% |
| **Insurance commissions and fees** | 5,424 | 6,401 | 5,014 | (15.3%) | 8.2% |
| **Securities commissions and fees** | 4,645 | 4,494 | 3,957 | 3.4% | 17.4% |
| **Capital markets income** | 7,507 | 8,202 | 8,608 | (8.5%) | (12.8%) |
| **Mortgage banking operations** | 15,317 | 18,831 | 10,417 | (18.7%) | 47.0% |
| **Dividends on non-marketable securities** | 3,796 | 2,496 | 4,918 | 52.1% | (22.8%) |
| **Bank owned life insurance** | 2,867 | 3,867 | 3,130 | (25.9%) | (8.4%) |
| **Net securities gains (losses)** | 20 | 112 | 35 | n/m | n/m |
| **Other[1]** | 3,095 | 3,104 | 1,969 | (0.3%) | 57.2% |
| **Non-interest income excluding significant items impacting earnings[1]** | $80,659 | $83,316 | $78,320 | (3.2%) | 3.0% |
| **Significant items impacting earnings[1]** | (12,295) | (3,278) | (4,279) | - | - |
| **Total reported non-interest income** | $68,364 | $80,038 | $74,041 | (14.6%) | (7.7%) |

**4Q20 Highlights**

- ○ Service charges increased as customer transaction volume increased linked-quarter and activity levels continue to trend favorably, given COVID-19 impact
- ○ Growth in wealth management reflects benefits from geographic expansion and higher equity valuations on assets under management
- ○ Full year capital markets income increased 18.4%, reflecting FNB's strong relationships with new and existing commercial customers
- ○ Mortgage banking reflects near-record sold production volume and above average gain-on-sale margins relative to historical levels

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(1) Excludes amounts related to significant items impacting earnings. Significant items include ($12.3) million loss on FHLB debt extinguishment in 4Q20. ($4.4) million loss on FHLB debt extinguishment, ($8.9) million derivative termination loss, $13.8 million gain on sale of Visa Class B stock , ($3.8) million of service charge refunds in Q320. ($4.3) million of service charge refunds in 4Q19.

# Non-Interest Expense

| $ in thousands | 4Q20 | 3Q20 | 4Q19 | QoQ Δ | YoY Δ |
|---|---|---|---|---|---|
| **Salaries and employee benefits[1]** | $104,663 | $100,265 | $95,913 | 4.4% | 9.1% |
| **Occupancy and equipment[1]** | 30,716 | 30,656 | 30,547 | 0.2% | 0.6% |
| **Amortization of intangibles** | 3,341 | 3,339 | 3,607 | 0.1% | (7.4%) |
| **Outside services[1]** | 18,342 | 16,425 | 17,285 | 11.7% | 6.1% |
| **FDIC insurance** | 5,083 | 4,064 | 5,621 | 25.1% | (9.6%) |
| **Bank shares tax and franchise taxes** | 2,477 | 3,778 | 2,348 | (34.4%) | 5.5% |
| **Other[1]** | 19,557 | 19,011 | 22,044 | 2.9% | (11.3%) |
| **Non-interest expense excluding significant items impacting earnings[1]** | $184,179 | $177,538 | $177,365 | 3.7% | 3.8% |
| **Significant items impacting earnings[1]** | 15,137 | 2,671 | 0 | - | - |
| **Total reported non-interest expense** | $199,316 | $180,209 | $177,365 | 10.6% | 12.4% |

**4Q20 Highlights**

- ○ On an operating basis, salaries and benefits increased $8.8 million, or 9.1%, due primarily to higher production-related commissions and the normal impact from annual merit increases compared to 4Q19
- ○ Occupancy and equipment remained relatively flat with 3Q20 and 4Q19, as benefit from branch rationalization fully offset expansion in key regions such as the Mid-Atlantic and South Carolina and continued digital investment

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(1) Excludes amounts related to significant items impacting earnings, representing branch consolidation costs of $10.5 million in 4Q20 and COVID-19 expense in 4Q20 and 3Q20 of $4.7 million and $2.7 million, respectively.

F.N.B. Corporation

# Supplemental Information

# Full Year 2021 Financial Objectives

| | Category | FY 2021 Target | 1Q21 & Commentary |
|---|---|---|---|
| **Balance Sheet** | Spot loans | Mid-single digit growth from 12/31/2020, excluding PPP | ○ Assumes $700 million of additional PPP forgiveness in 1Q21 |
| | Spot deposits | Transaction deposits excluding PPP & stimulus, to increase mid-single digits from end of 12/31/2020 | ○ 1Q21 net interest income excluding PPP and PAA expected at similar level to 4Q20 |
| **Income Statement** | Total Revenue | Low-single-digit decline from FY 2020[1] | ○ Continued strong contributions in mortgage banking and capital markets, 1Q21 fee income in mid-to-high $70 million range |
| | Provision expense | $70-$80 million | |
| | Non-interest income | | |
| | Non-interest expense | Down slightly from 2020 levels of $720 million | ○ Expense savings target of $20 million in FY 2021 and expenses to be down slightly in 1Q21 from 4Q20 operating level |
| | Effective tax rate | 19% | |

Note: Targets are relative to FY2020 results. (1) Reported total revenue of $1.217 billion.

F.N.B. Corporation

# Loan Risk Profile – Fourth Quarter 2020

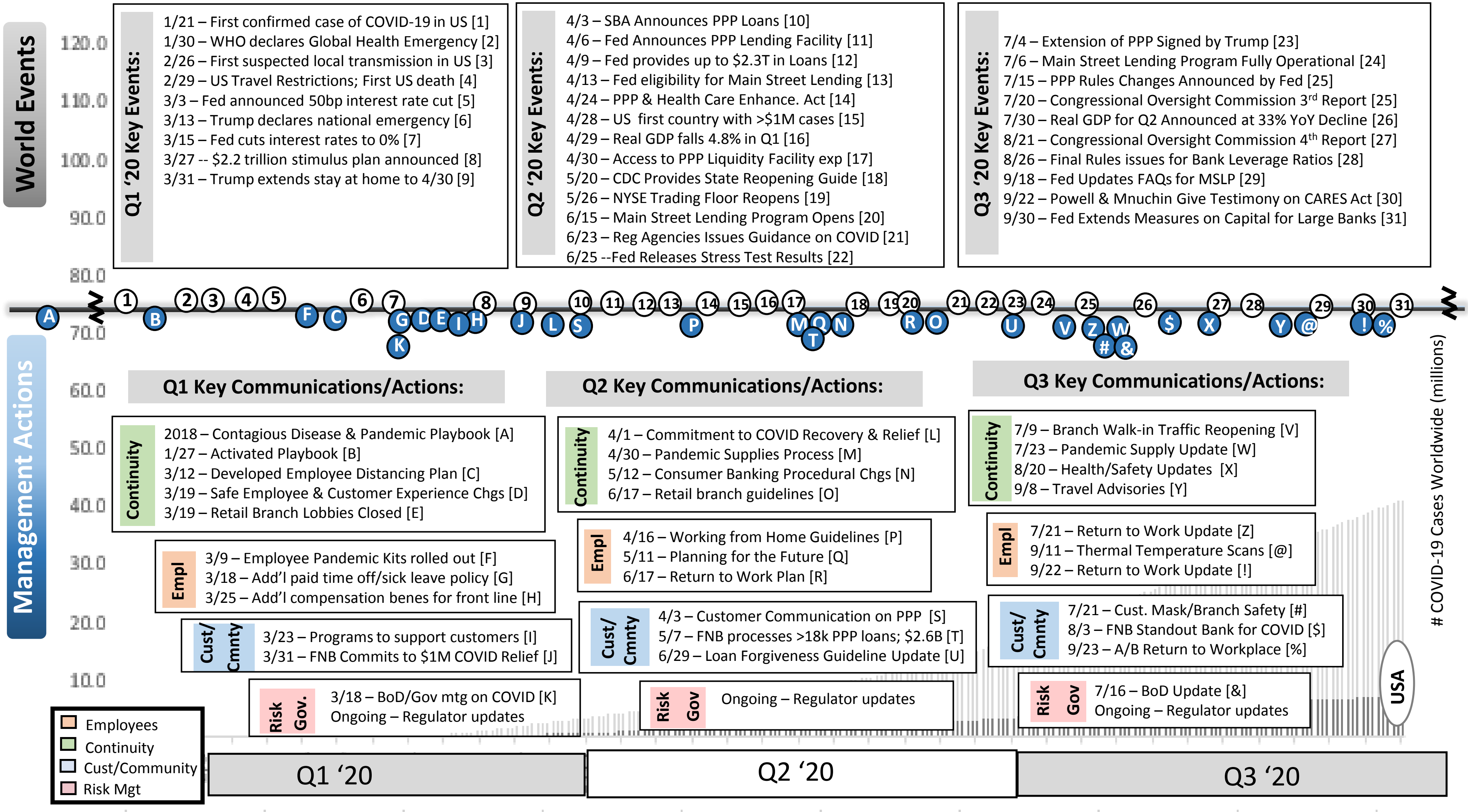
| 12/31/2020 | ($ in millions) | % of Loans | Non-Accruals (% Loans) | YTD Net Charge-Off's (annual % Avg Loans) | Total Delinquency (% Loans) | Total Deferrals |
|---|---|---|---|---|---|---|
| Commercial and Industrial | 4,543 | 19.5% | 0.85% | 0.48% | 0.99% | 1.58% |
| CRE: Non-Owner Occupied | 6,981 | 30.0% | 0.53% | 0.23% | 0.61% | 1.68% |
| CRE: Owner Occupied | 2,754 | 11.8% | 1.76% | 0.30% | 2.01% | 3.99% |
| Home Equity | 1,940 | 8.3% | 0.57% | 0.02% | 1.03% | 0.89% |
| HELOC | 1,240 | 5.3% | 0.53% | 0.08% | 1.44% | 0.90% |
| Other Consumer | 159 | 0.7% | 0.07% | 0.44% | 0.39% | 0.48% |
| Residential Mortgage | 3,514 | 15.1% | 0.47% | 0.02% | 1.40% | 1.21% |
| Indirect Consumer | 1,217 | 5.2% | 0.18% | 0.36% | 1.01% | 1.45% |
| Equipment Finance Loans and Leases | 902 | 3.9% | 0.87% | 0.46% | 1.24% | 0.95% |
| Other | 50 | 0.2% | N/M | N/M | N/M | 0.00% |
| **Loans and Leases ex PPP (non-GAAP)** | **$23,300** | **100.0%** | **0.73%** | **0.24%** | **1.11%** | **1.70%** |
| PPP | $2,158 | | | | | |
| **Reported Loans and Leases** | **$25,459** | | | **0.24%** | | |

F.N.B. Corporation

# 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**



**Q1 '20 Key Events:**

1/21 – First confirmed case of COVID-19 in US [1]
1/30 – WHO declares Global Health Emergency [2]
2/26 – First suspected local transmission in US [3]
2/29 – US Travel Restrictions; First US death [4]
3/3 – Fed announced 50bp interest rate cut [5]
3/13 – Trump declares national emergency [6]
3/15 – Fed cuts interest rates to 0% [7]
3/27 -- $2.2 trillion stimulus plan announced [8]
3/31 – Trump extends stay at home to 4/30 [9]

**Q2 '20 Key Events:**

4/3 – SBA Announces PPP Loans [10]
4/6 – Fed Announces PPP Lending Facility [11]
4/9 – Fed provides up to $2.3T in Loans [12]
4/13 – Fed eligibility for Main Street Lending [13]
4/24 – PPP & Health Care Enhance. Act [14]
4/28 – US first country with >$1M cases [15]
4/29 – Real GDP falls 4.8% in Q1 [16]
4/30 – Access to PPP Liquidity Facility exp [17]
5/20 – CDC Provides State Reopening Guide [18]
5/26 – NYSE Trading Floor Reopens [19]
6/15 – Main Street Lending Program Opens [20]
6/23 – Reg Agencies Issues Guidance on COVID [21]
6/25 --Fed Releases Stress Test Results [22]

**Q3 '20 Key Events:**

7/4 – Extension of PPP Signed by Trump [23]
7/6 – Main Street Lending Program Fully Operational [24]
7/15 – PPP Rules Changes Announced by Fed [25]
7/20 – Congressional Oversight Commission 3rd Report [25]
7/30 – Real GDP for Q2 Announced at 33% YoY Decline [26]
8/21 – Congressional Oversight Commission 4th Report [27]
8/26 – Final Rules issues for Bank Leverage Ratios [28]
9/18 – Fed Updates FAQs for MSLP [29]
9/22 – Powell & Mnuchin Give Testimony on CARES Act [30]
9/30 – Fed Extends Measures on Capital for Large Banks [31]

**Q1 Key Communications/Actions:**

**Continuity**
2018 – Contagious Disease & Pandemic Playbook [A]
1/27 – Activated Playbook [B]
3/12 – Developed Employee Distancing Plan [C]
3/19 – Safe Employee & Customer Experience Chgs [D]
3/19 – Retail Branch Lobbies Closed [E]

**Empl**
3/9 – Employee Pandemic Kits rolled out [F]
3/18 – Add'l paid time off/sick leave policy [G]
3/25 – Add'l compensation benes for front line [H]

**Cust/ Cmnty**
3/23 – Programs to support customers [I]
3/31 – FNB Commits to $1M COVID Relief [J]

**Risk Gov.**
3/18 – BoD/Gov mtg on COVID [K]
Ongoing – Regulator updates

**Q2 Key Communications/Actions:**

**Continuity**
4/1 – Commitment to COVID Recovery & Relief [L]
4/30 – Pandemic Supplies Process [M]
5/12 – Consumer Banking Procedural Chgs [N]
6/17 – Retail branch guidelines [O]

**Empl**
4/16 – Working from Home Guidelines [P]
5/11 – Planning for the Future [Q]
6/17 – Return to Work Plan [R]

**Cust/ Cmnty**
4/3 – Customer Communication on PPP [S]
5/7 – FNB processes >18k PPP loans; $2.6B [T]
6/29 – Loan Forgiveness Guideline Update [U]

**Risk Gov**
Ongoing – Regulator updates

**Q3 Key Communications/Actions:**

**Continuity**
7/9 – Branch Walk-in Traffic Reopening [V]
7/23 – Pandemic Supply Update [W]
8/20 – Health/Safety Updates [X]
9/8 – Travel Advisories [Y]

**Empl**
7/21 – Return to Work Update [Z]
9/11 – Thermal Temperature Scans [@]
9/22 – Return to Work Update [!]

**Cust/ Cmnty**
7/21 – Cust. Mask/Branch Safety [#]
8/3 – FNB Standout Bank for COVID [$]
9/23 – A/B Return to Workplace [%]

**Risk Gov**
7/16 – BoD Update [&]
Ongoing – Regulator updates

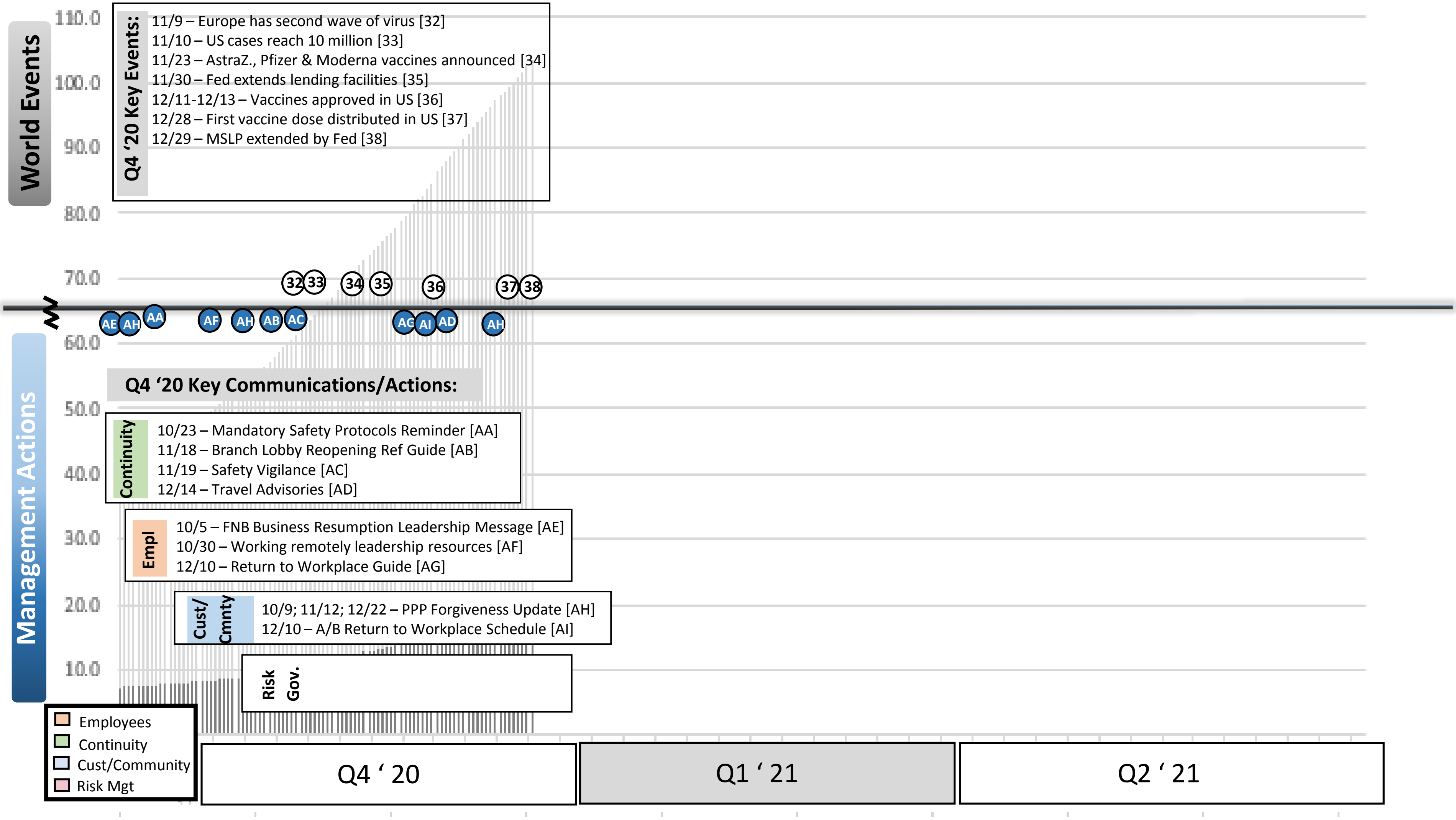
🟧 Employees
🟩 Continuity
🟦 Cust/Community
🟥 Risk Mgt

Q1 '20 | Q2 '20 | Q3 '20

SOURCE of COVID-19 Cases Worldwide: World in Data

# Timeline of COVID-19 and Management Actions (continued)

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



**Q4 ‘20 Key Events:**

- 11/9 – Europe has second wave of virus [32]
- 11/10 – US cases reach 10 million [33]
- 11/23 – AstraZ., Pfizer & Moderna vaccines announced [34]
- 11/30 – Fed extends lending facilities [35]
- 12/11-12/13 – Vaccines approved in US [36]
- 12/28 – First vaccine dose distributed in US [37]
- 12/29 – MSLP extended by Fed [38]

**Q4 ‘20 Key Communications/Actions:**

**Continuity**

- 10/23 – Mandatory Safety Protocols Reminder [AA]
- 11/18 – Branch Lobby Reopening Ref Guide [AB]
- 11/19 – Safety Vigilance [AC]
- 12/14 – Travel Advisories [AD]

**Empl**

- 10/5 – FNB Business Resumption Leadership Message [AE]
- 10/30 – Working remotely leadership resources [AF]
- 12/10 – Return to Workplace Guide [AG]

**Cust/ Cmnty**

- 10/9; 11/12; 12/22 – PPP Forgiveness Update [AH]
- 12/10 – A/B Return to Workplace Schedule [AI]

**Risk Gov.**

- 🟧 Employees
- 🟩 Continuity
- 🟦 Cust/Community
- 🟥 Risk Mgt

SOURCE of COVID-19 Cases Worldwide: World in Data

# FNB's Response to COVID-19

**FNB was one of only 10 banks in the country to receive the Greenwich "COVID Standout" recognition which was based on customer responses.**

### Employee Protection & Assistance

- ✓ ~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

GREENWICH
DATA | ANALYTICS | INSIGHTS
COVID
STANDOUT

### Operational Response & Preparedness

- ✓ Activated Contagious Disease & Pandemic Playbook in January
- ✓ Instituted several social distancing plans such as:
  - 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
- ✓ Return to Work Plan
- ✓ Face Mask & Travel Guidance

### Customer and Community Support

- ✓ Developed a structured deferral program for customers
- ✓ Announced several measures to support customers facing COVID-hardship:
  - Deferral programs
  - Lines of credit
  - Fee waivers
- ✓ Actively engaged in the SBA PPP program
- ✓ Announced a $2.5 million donation to our Foundation in support of COVID-19 relief efforts
- ✓ Encouraged use of online and mobile tools
- ✓ Phased Branch Lobby Reopening Plan

### Risk Management

- ✓ Highest capital levels in two decades
- ✓ Track record of a disciplined credit culture and lower risk profile
  - Diversified loan portfolio with low exposure to high-risk industries most sensitive to COVID
  - Frequent and recent improvement to balance sheet positioning
    - Sale of $140M of Regency loans
    - Sale of $300M of single service mortgage and acquired loans
    - $300M Debt Issuance

F.N.B. Corporation

# Stimulus: PPP 2.0

## PAYCHECK PROTECTION PROGRAM SECOND DRAW LOANS

The Paycheck Protection Program (PPP) now allows certain eligible borrowers that previously received a PPP loan to apply for a Second Draw PPP Loan with the same general loan terms as their First Draw PPP Loan. Second Draw PPP Loans can be used to help fund payroll costs, including benefits. Funds can also be used to pay for mortgage interest, rent, utilities, worker protection costs related to COVID-19, uninsured property damage costs caused by looting or vandalism during 2020, and certain supplier costs and expenses for operations.

## Full Forgiveness Terms

Second Draw PPP Loans made to eligible borrowers qualify for full loan forgiveness if during the 8- to 24-week covered period following loan disbursement:

- Employee and compensation levels are maintained in the same manner as required for the First Draw PPP loan;
- The loan proceeds are spent on payroll costs and other eligible expenses; and
- At least 60 percent of the proceeds are spent on payroll costs.

## Targeted Eligibility

A borrower is generally eligible for a Second Draw PPP Loan if the borrower:

- Previously received a First Draw PPP Loan and will or has used the full amount only for authorized uses;
- Has no more than 300 employees; and
- Can demonstrate at least a 25% reduction in gross receipts between comparable quarters in 2019 and 2020.

## Maximum Loan Amount and Increased Assistance for Accommodation and Food Services Businesses

For most borrowers, the maximum loan amount of a Second Draw PPP Loan is 2.5x average monthly 2019 or 2020 payroll costs up to $2 million. For borrowers in the Accommodation and Food Services sector, the maximum loan amount for a Second Draw PPP Loan is 3.5x average monthly 2019 or 2020 payroll costs up to $2 million.

## How and When to Apply

Borrowers can apply for a Second Draw PPP Loan until March 31, 2021, through any existing SBA 7(a) lender or through any federally insured depository institution, federally insured credit union, eligible non-bank lender, or Farm Credit System institution that is participating in PPP. All Second Draw PPP Loans will have the same terms regardless of lender or borrower.

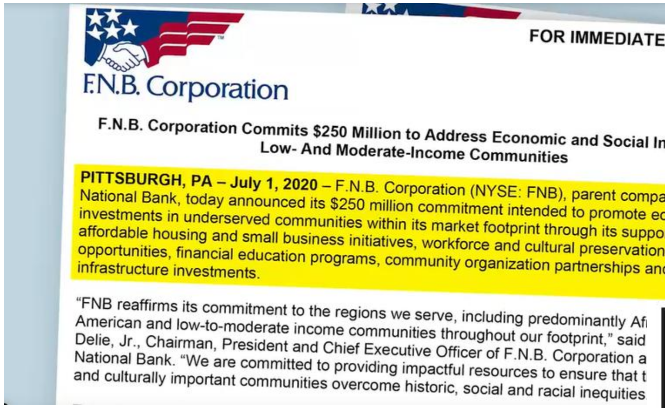
## Ensuring Access for All

SBA continues to call upon its lending partners, including Community Development Financial Institutions (CDFIs) and Minority Depository Institutions (MDIs), to redouble their efforts to assist eligible borrowers in underserved and disadvantaged communities. At least $25 billion is being set aside for Second Draw PPP Loans to eligible borrowers with a maximum of 10 employees or for loans of $250,000 or less to eligible borrowers in low- or moderate-income neighborhoods. To promote access for smaller lenders and their customers, SBA will initially only accept Second Draw PPP Loan applications from community financial institutions starting on January 13, 2021. The PPP will open to all participating lenders for Second Draw PPP Loans shortly thereafter.

*Visit www.sba.gov or www.treasury.gov for more information and details, including the comprehensive program rules.*

# FNB Pledges $250 million to Economic and Social Inequity

**This pledge builds on FNB's important mandate to support vulnerable and traditionally underserved communities and furthers its mission of improving the quality of life.**



FOR IMMEDIATE RELEASE

F.N.B. Corporation

**F.N.B. Corporation Commits $250 Million to Address Economic and Social Inequity in Low- And Moderate-Income Communities**

**PITTSBURGH, PA – July 1, 2020** – F.N.B. Corporation (NYSE: FNB), parent company of First National Bank, today announced its $250 million commitment intended to promote economic investments in underserved communities within its market footprint through its support of affordable housing and small business initiatives, workforce and cultural preservation opportunities, financial education programs, community organization partnerships and infrastructure investments.

"FNB reaffirms its commitment to the regions we serve, including predominantly Afr American and low-to-moderate income communities throughout our footprint," said Delie, Jr., Chairman, President and Chief Executive Officer of F.N.B. Corporation a National Bank. "We are committed to providing impactful resources to ensure that t and culturally important communities overcome historic, social and racial inequities.

**Affordable Housing**

in low-to moderate-income and predominately minority areas

**Entrepreneurship**

for minority and women-owned businesses

**Financial Literacy**

in low-to moderate-income and predominately minority areas

**Capacity Building**

(Human Capital)

**$250 MILLION COMMITMENT**

**Human Services**

Disaster relief, emergency food assistance, etc.

# 2020 Peer Group Listing

| **Ticker** | **Institution** | **Ticker** | **Institution** |
|---|---|---|---|
| ASB | Associated Banc-Corp | NYCB | New York Community Bancorp |
| CHFC | Chemical Financial Corp.[1] | 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. [2] | 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.[2] | WTFC | Wintrust Financial Corp. |
| KEY | KeyCorp | ZION | Zions Bancorp |

(1) CHFC merged with TCF Financial 3Q19; used for historical comparison. (2) IBKC merged with FHN during 2Q20; used for historical comparison

F.N.B. Corporation

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | | | | For the Twelve Months Ended December 31, 2020 | |
|---|---|---|---|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 | 1Q20 | 4Q19 | 2020 | 2019 |
| **Operating net income available to common stockholders** (in millions) | | | | | | | |
| Net income available to common stockholders | $ 70.2 | $ 80.8 | $ 81.6 | $ 45.4 | $ 93.2 | $ 278.0 | $ 379.2 |
| COVID-19 expense | 4.7 | 2.7 | 2.0 | 2.0 | 0.0 | 11.3 | 0.0 |
| Tax benefit of COVID-19 expense | (1.0) | (0.6) | (0.4) | (0.4) | 0.0 | (2.4) | 0.0 |
| Gain on sale of Visa class B stock | 0.0 | (13.8) | 0.0 | 0.0 | 0.0 | (13.8) | 0.0 |
| Tax expense of gain on sale of Visa class B stock | 0.0 | 2.9 | 0.0 | 0.0 | 0.0 | 2.9 | 0.0 |
| Loss on FHLB debt extinguishment and related hedge terminations | 12.3 | 13.3 | 0.0 | 0.0 | 0.0 | 25.6 | 0.0 |
| Tax benefit of loss on FHLB debt extinguishment and related hedge terminations | (2.6) | (2.8) | 0.0 | 0.0 | 0.0 | (5.4) | 0.0 |
| Branch consolidation costs | 10.5 | 0.0 | 0.0 | 8.3 | 0.0 | 18.7 | 4.5 |
| Tax benefit of branch consolidation costs | (2.2) | 0.0 | 0.0 | (1.7) | 0.0 | (3.9) | (0.9) |
| Service charge refunds | 0.0 | 3.8 | 0.0 | 0.0 | 4.3 | 3.8 | 4.3 |
| Tax benefit of service charge refunds | 0.0 | (0.8) | 0.0 | 0.0 | (0.9) | (0.8) | (0.9) |
| Operating net income available to common stockholders (non-GAAP) | $ 91.9 | $ 85.5 | $ 83.2 | $ 53.5 | $ 96.6 | $ 314.0 | $ 386.1 |
| **Operating earnings per diluted common share** | | | | | | | |
| Earnings per diluted common share | $ 0.22 | $ 0.25 | $ 0.25 | $ 0.14 | $ 0.29 | $ 0.85 | $ 1.16 |
| COVID-19 expense | 0.01 | 0.01 | 0.01 | 0.01 | 0.00 | 0.03 | 0.00 |
| Tax benefit of COVID-19 expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | (0.01) | 0.00 |
| Gain on sale of Visa class B stock | 0.00 | (0.04) | 0.00 | 0.00 | 0.00 | (0.04) | 0.00 |
| Tax expense of gain on sale of Visa class B stock | 0.00 | 0.01 | 0.00 | 0.00 | 0.00 | 0.01 | 0.00 |
| Loss on FHLB debt extinguishment and related hedge terminations | 0.04 | 0.04 | 0.00 | 0.00 | 0.00 | 0.08 | 0.00 |
| Tax benefit of loss on FHLB debt extinguishment and related hedge terminations | (0.01) | (0.01) | 0.00 | 0.00 | 0.00 | (0.02) | 0.00 |
| Branch consolidation costs | 0.03 | 0.00 | 0.00 | 0.03 | 0.00 | 0.06 | 0.01 |
| Tax benefit of branch consolidation costs | (0.01) | 0.00 | 0.00 | (0.01) | 0.00 | (0.01) | 0.00 |
| Service charge refunds | 0.00 | 0.01 | 0.00 | 0.00 | 0.01 | 0.01 | 0.01 |
| Tax benefit of service charge refunds | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Operating earnings per diluted common share (non-GAAP) | $ 0.28 | $ 0.26 | $ 0.26 | $ 0.16 | $ 0.30 | $ 0.96 | $ 1.18 |

F.N.B. Corporation

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | | | |
|---|---|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 | 1Q20 | 4Q19 |
| **Return on average tangible common equity (ROATCE)** | | | | | |
| (dollars in millions) | | | | | |
| Net income available to common stockholders (annualized) | $ 279.2 | $ 321.3 | $ 328.2 | $ 182.6 | $ 369.7 |
| Amortization of intangibles, net of tax (annualized) | 10.5 | 10.5 | 10.6 | 10.6 | 11.3 |
| Tangible net income available to common stockholders (annualized) (non-GAAP) | $ 289.7 | $ 331.8 | $ 338.8 | $ 193.2 | $ 381.0 |
| Average total stockholders' equity | $ 4,947 | $ 4,916 | $ 4,880 | $ 4,874 | $ 4,851 |
| Less: Average preferred stockholders' equity | (107) | (107) | (107) | (107) | (107) |
| Less: Average intangible assets (1) | (2,318) | (2,321) | (2,325) | (2,328) | (2,331) |
| Average tangible common equity (non-GAAP) | $ 2,522 | $ 2,488 | $ 2,448 | $ 2,440 | $ 2,414 |
| Return on average tangible common equity (non-GAAP) | 11.49 % | 13.34 % | 13.84 % | 7.92 % | 15.79 % |
| **Operating ROATCE** | | | | | |
| (dollars in millions) | | | | | |
| Operating net income available to common stockholders (annualized) (2) | $ 365.5 | $ 340.0 | $ 334.5 | $ 215.1 | $ 383.1 |
| Amortization of intangibles, net of tax (annualized) | 10.5 | 10.5 | 10.6 | 10.6 | 11.3 |
| Tangible operating net income available to common stockholders (annualized) (non-GAAP) | $ 376.0 | $ 350.5 | $ 345.1 | $ 225.7 | $ 394.4 |
| Average total stockholders' equity | $ 4,947 | $ 4,916 | $ 4,880 | $ 4,874 | $ 4,851 |
| Less: Average preferred stockholders' equity | (107) | (107) | (107) | (107) | (107) |
| Less: Average intangible assets (1) | (2,318) | (2,321) | (2,325) | (2,328) | (2,331) |
| Average tangible common equity (non-GAAP) | $ 2,522 | $ 2,488 | $ 2,448 | $ 2,440 | $ 2,414 |
| Operating return on average tangible common equity (non-GAAP) | 14.91 % | 14.09 % | 14.10 % | 9.25 % | 16.34 % |

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

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | | | |
|---|---|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 | 1Q20 | 4Q19 |
| **Return on average tangible assets (ROATA)**<br>(dollars in millions) | | | | | |
| Net income (annualized) | $ 287.2 | $ 329.3 | $ 336.3 | $ 190.7 | $ 377.7 |
| Amortization of intangibles, net of tax (annualized) | 10.5 | 10.5 | 10.6 | 10.6 | 11.3 |
| Tangible net income (annualized) (non-GAAP) | $ 297.7 | $ 339.8 | $ 346.9 | $ 201.3 | $ 389.0 |
| | | | | | |
| Average total assets | $ 37,469 | $ 37,467 | $ 36,820 | $ 34,655 | $ 34,401 |
| Less: Average intangible assets (1) | (2,318) | (2,321) | (2,325) | (2,328) | (2,331) |
| Average tangible assets (non-GAAP) | $ 35,151 | $ 35,145 | $ 34,495 | $ 32,327 | $ 32,070 |
| | | | | | |
| Return on average tangible assets (non-GAAP) | 0.85 % | 0.97 % | 1.01 % | 0.62 % | 1.21 % |
| **Operating net income**<br>(dollars in millions) | | | | | |
| Net income | $ 72.2 | $ 82.8 | $ 83.6 | $ 47.4 | $ 95.2 |
| COVID-19 expense | 4.7 | 2.7 | 2.0 | 2.0 | — |
| Tax benefit of COVID-19 expense | (1.0) | (0.6) | (0.4) | (0.4) | — |
| Gain on sale of Visa class B stock | — | (13.8) | — | — | — |
| Tax expense of gain on sale of Visa class B stock | — | 2.9 | — | — | — |
| Loss on FHLB debt extinguishment and related hedge terminations | 12.3 | 13.3 | — | — | — |
| Tax benefit of loss on FHLB debt extinguishment and related hedge terminations | (2.6) | (2.8) | — | — | — |
| Branch consolidation costs | 10.5 | — | — | 8.3 | — |
| Tax benefit of branch consolidation costs | (2.2) | — | — | (1.7) | — |
| Service charge refunds | — | 3.8 | — | — | 4.3 |
| Tax benefit of service charge refunds | — | (0.8) | — | — | (0.9) |
| Operating net income (non-GAAP) | $ 93.9 | $ 87.5 | $ 85.2 | $ 55.5 | $ 98.6 |

(1) Excludes loan servicing rights.

F.N.B. Corporation

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | | | |
|---|---|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 | 1Q20 | 4Q19 |
| **Operating ROATA**<br>(dollars in millions) | | | | | |
| Operating net income (annualized) [(2)] | $ 373.5 | $ 348.0 | $ 342.6 | $ 223.2 | $ 391.1 |
| Amortization of intangibles, net of tax (annualized) | 10.5 | 10.5 | 10.6 | 10.6 | 11.3 |
| Tangible operating net income (annualized) (non-GAAP) | $ 384.0 | $ 358.5 | $ 353.2 | $ 233.8 | $ 402.4 |
| Average total assets | $ 37,469 | $ 37,467 | $ 36,820 | $ 34,655 | $ 34,401 |
| Less: Average intangible assets [(1)] | (2,318) | (2,321) | (2,325) | (2,328) | (2,331) |
| Average tangible assets (non-GAAP) | $ 35,151 | $ 35,145 | $ 34,495 | $ 32,327 | $ 32,070 |
| Operating return on average tangible assets (non-GAAP) | 1.09 % | 1.02 % | 1.02 % | 0.72 % | 1.25 % |
| **Operating return on average assets**<br>(dollars in millions) | | | | | |
| Operating net income (annualized) [(2)] | $ 373.5 | $ 348.0 | $ 342.6 | $ 223.2 | $ 391.1 |
| Average total assets | $ 37,469 | $ 37,467 | $ 36,820 | $ 34,655 | $ 34,401 |
| Operating return on average assets (non-GAAP) | 1.00 % | 0.93 % | 0.93 % | 0.64 % | 1.14 % |

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

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | | | |
|---|---|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 | 1Q20 | 4Q19 |
| **Tangible book value per common share**<br>(dollars in millions, except per share data) | | | | | |
| Total stockholders' equity | $ 4,959 | $ 4,951 | $ 4,897 | $ 4,842 | $ 4,883 |
| Less: Preferred stockholders' equity | (107) | (107) | (107) | (107) | (107) |
| Less: Intangible assets (1) | (2,317) | (2,320) | (2,323) | (2,326) | (2,330) |
| Tangible common equity (non-GAAP) | $ 2,535 | $ 2,524 | $ 2,467 | $ 2,409 | $ 2,447 |
| Ending common shares outstanding (000'S) | 321,630 | 323,212 | 323,206 | 322,674 | 325,015 |
| Tangible book value per common share (non-GAAP) | $ 7.88 | $ 7.81 | $ 7.63 | $ 7.46 | $ 7.53 |
| **Tangible common equity / tangible assets (period-end)**<br>(dollars in millions) | | | | | |
| Total stockholders' equity | $ 4,959 | $ 4,951 | $ 4,897 | $ 4,842 | $ 4,883 |
| Less: Preferred stockholders' equity | (107) | (107) | (107) | (107) | (107) |
| Less: Intangible assets (1) | (2,317) | (2,320) | (2,323) | (2,326) | (2,330) |
| Tangible common equity (non-GAAP) | $ 2,535 | $ 2,524 | $ 2,467 | $ 2,409 | $ 2,447 |
| Total assets | $ 37,354 | $ 37,441 | $ 37,721 | $ 35,049 | $ 34,615 |
| Less: Intangible assets (1) | (2,317) | (2,320) | (2,323) | (2,326) | (2,330) |
| Tangible assets (non-GAAP) | $ 35,038 | $ 35,121 | $ 35,398 | $ 32,722 | $ 32,285 |
| Tangible common equity / tangible assets (period end) (non-GAAP) | 7.24 % | 7.19 % | 6.97 % | 7.36 % | 7.58 % |

(1) Excludes loan servicing rights

F.N.B. Corporation

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | | | | For the Twelve Months Ended December 31, 2020 | |
|---|---|---|---|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 | 1Q20 | 4Q19 | 2020 | 2019 |
| **Pre-provision net revenue / average tangible common equity**<br>(dollars in millions) | | | | | | | |
| Net interest income | $ 234.4 | $ 227.1 | $ 228.0 | $ 232.6 | $ 226.4 | $ 922.1 | $ 917.2 |
| Non-interest income | 68.4 | 80.0 | 77.6 | 68.5 | 74.0 | 294.6 | 294.3 |
| Less: Non-interest expense | (199.3) | (180.2) | (175.9) | (194.9) | (177.4) | (750.3) | (696.1) |
| Pre-provision net revenue (as reported) | $ 103.4 | $ 126.9 | $ 129.7 | $ 106.3 | $ 123.1 | $ 466.3 | $ 515.4 |
| Pre-provision net revenue (as reported) (annualized) | $ 411.5 | $ 504.9 | $ 521.5 | $ 427.4 | $ 488.4 | $ 466.3 | $ 515.4 |
| Adjustments: | | | | | | | |
| Add: Branch consolidation costs (non-interest income) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.7 |
| Add: Service charge refunds (non-interest income) | 0.0 | 3.8 | 0.0 | 0.0 | 4.3 | 3.8 | 4.3 |
| Less: Gain on sale of VISA class B shares (non-interest income) | 0.0 | (13.8) | 0.0 | 0.0 | 0.0 | (13.8) | 0.0 |
| Add: Loss on FHLB debt extinguishment and related hedge terminations (non-interest income) | 12.3 | 13.3 | 0.0 | 0.0 | 0.0 | 25.6 | 0.0 |
| Add: COVID - 19 expense (non-interest expense) | 4.7 | 2.7 | 2.0 | 2.0 | 0.0 | 11.3 | 0.0 |
| Add: Branch consolidation costs (non-interest expense) | 10.5 | 0.0 | 0.0 | 8.3 | 0.0 | 18.7 | 2.8 |
| Add: Tax credit-related impairment project (non-interest expense) | 0.0 | 0.0 | 4.1 | 0.0 | 0.0 | 4.1 | 3.2 |
| Pre-provision net revenue (operating) (non-GAAP) | $ 130.9 | $ 132.9 | $ 135.7 | $ 116.5 | $ 127.4 | $ 516.0 | $ 527.4 |
| Pre-provision net revenue (operating) (annualized) (non-GAAP) | $ 520.6 | $ 528.6 | $ 546.0 | $ 468.5 | $ 505.4 | $ 516.0 | $ 527.4 |
| Average total shareholders' equity | $ 4,947 | $ 4,916 | $ 4,880 | $ 4,874 | $ 4,851 | $ 4,904 | $ 4,757 |
| Less: Average preferred shareholders' equity | (107) | (107) | (107) | (107) | (107) | (107) | (107) |
| Less: Average intangible assets (1) | (2,318) | (2,321) | (2,325) | (2,328) | (2,331) | (2,323) | (2,332) |
| Average tangible common equity (non-GAAP) | $ 2,522 | $ 2,488 | $ 2,448 | $ 2,440 | $ 2,414 | $ 2,474 | $ 2,319 |
| Pre-provision net revenue (reported) / average tangible common equity (non-GAAP) | 16.32 % | 20.30 % | 21.30 % | 17.52 % | 20.24 % | 18.84 % | 22.22 % |
| Pre-provision net revenue (operating) / average tangible common equity (non-GAAP) | 20.65 % | 21.25 % | 22.30 % | 19.20 % | 20.94 % | 20.85 % | 22.74 % |

(1) Excludes loan servicing rights

F.N.B. Corporation

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | | | | For the Twelve Months Ended December 31, 2020 | |
|---|---|---|---|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 | 1Q20 | 4Q19 | 2020 | 2019 |
| **Efficiency ratio (FTE)** | | | | | | | |
| (dollars in millions) | | | | | | | |
| Total non-interest expense | $ 199.3 | $ 180.2 | $ 175.9 | $ 194.9 | $ 177.4 | $ 750.3 | $ 696.1 |
| Less: Amortization of intangibles | (3.3) | (3.3) | (3.3) | (3.3) | (3.6) | (13.4) | (14.2) |
| Less: OREO expense | (1.1) | (1.1) | (0.6) | (1.6) | (1.2) | (4.4) | (4.7) |
| Less: COVID-19 expense | (4.7) | (2.7) | (2.0) | (2.0) | 0.0 | (11.3) | 0.0 |
| Less: Branch consolidation costs | (10.5) | 0.0 | 0.0 | (8.3) | 0.0 | (18.7) | (2.8) |
| Less: Tax credit-related project impairment | 0.0 | 0.0 | (4.1) | 0.0 | 0.0 | (4.1) | (3.2) |
| Adjusted non-interest expense | $ 179.8 | $ 173.1 | $ 165.9 | $ 179.7 | $ 172.6 | $ 698.4 | $ 671.3 |
| Net interest income | $ 234.4 | $ 227.1 | $ 228.0 | $ 232.6 | $ 226.4 | $ 922.1 | $ 917.2 |
| Taxable equivalent adjustment | 3.0 | 3.0 | 3.2 | 3.3 | 3.5 | 12.5 | 14.1 |
| Non-interest income | 68.4 | 80.0 | 77.6 | 68.5 | 74.0 | 294.6 | 294.3 |
| Less: Net securities gains | (0.0) | (0.1) | (0.1) | (0.1) | (0.0) | (0.3) | (0.1) |
| Less: Gain on sale of Visa class B stock | 0.0 | (13.8) | 0.0 | 0.0 | 0.0 | (13.8) | 0.0 |
| Add: Loss on FHLB debt extinguishment and related hedge terminations | 12.3 | 13.3 | 0.0 | 0.0 | 0.0 | 25.6 | 0.0 |
| Add: Branch consolidation costs | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.7 |
| Add: Service charge refunds | 0.0 | 3.8 | 0.0 | 0.0 | 4.3 | 3.8 | 4.3 |
| Adjusted net interest income (FTE) + non-interest income | $ 318.0 | $ 313.3 | $ 308.6 | $ 304.4 | $ 308.2 | $ 1,244.4 | $ 1,231.6 |
| Efficiency ratio (FTE) (non-GAAP) | 56.52 % | 55.26 % | 53.74 % | 59.03 % | 55.99 % | 56.13 % | 54.51 % |

F.N.B. Corporation

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | |
|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 |
| **Allowance for credit losses / loans and leases, excluding PPP loans (period-end)** | | | |
| (dollars in millions) | | | |
| ACL - loans | $ 363 | $ 373 | $ 365 |
| Loans and leases | $ 25,459 | $ 25,689 | $ 26,162 |
| Less: PPP loans outstanding | (2,158) | (2,534) | (2,481) |
| Loans and leases excluding PPP loans (non-GAAP) | $ 23,300 | $ 23,154 | $ 23,681 |
| ACL loans / loans and leases, excluding PPP loans (non-GAAP) | 1.56 % | 1.61 % | 1.54 % |
| **Non-performing loans / loans and leases, excluding PPP loans** | | | |
| (dollars in millions) | | | |
| Non-performing loans | $ 170 | $ 178 | $ 170 |
| Loans and leases | $ 25,459 | $ 25,689 | $ 26,162 |
| Less: PPP loans outstanding | (2,158) | (2,534) | (2,481) |
| Loans and leases, excluding PPP loans (non-GAAP) | $ 23,300 | $ 23,154 | $ 23,681 |
| Non-performing loans / loans and leases, excluding PPP loans (non-GAAP) | 0.73 % | 0.77 % | 0.72 % |
| **Non-performing loans + OREO / loans and leases + OREO, excluding PPP loans** | | | |
| (dollars in millions) | | | |
| Non-performing loans + OREO | $ 179 | $ 196 | $ 189 |
| Loans and leases | $ 25,459 | $ 25,689 | $ 26,162 |
| Plus: OREO | 9 | 19 | 19 |
| Less: PPP loans outstanding | (2,158) | (2,534) | (2,481) |
| Loans and leases + OREO, excluding PPP loans (non-GAAP) | $ 23,309 | $ 23,173 | $ 23,700 |
| Non-performing loans + OREO / loans and leases + OREO, excluding PPP loans (non-GAAP) | 0.77 % | 0.85 % | 0.80 % |

F.N.B. Corporation

# Non-GAAP to GAAP Reconciliation

| | For the Quarter Ended | | |
|---|---|---|---|
| | 4Q20 | 3Q20 | 2Q20 |
| **Non-performing loans + 90 days past due + OREO / loans and leases + OREO, excluding PPP loans** | | | |
| (dollars in millions) | | | |
| Non-performing loans + 90 days past due + OREO | $ 197 | $ 216 | $ 196 |
| Loans and leases | $ 25,459 | $ 25,689 | $ 26,162 |
| Plus: OREO | 10 | 20 | 20 |
| Less: PPP loans outstanding | (2,158) | (2,534) | (2,481) |
| Loans and leases + OREO, excluding PPP loans (non-GAAP) | $ 23,311 | $ 23,175 | $ 23,702 |
| Non-performing loans + 90 days past due + OREO / loans and leases + OREO, excluding PPP loans (non-GAAP) | 0.84 % | 0.93 % | 0.83 % |
| | | | |
| **Net loan charge-offs (annualized) / average loans and leases, excluding PPP loans** | | | |
| (dollars in millions) | | | |
| Net loan charge-offs (annualized) | $ 104.9 | $ 76.6 | $ 34.2 |
| Average loans and leases | $ 25,656 | $ 26,063 | $ 25,602 |
| Less: Average PPP loans outstanding | (2,464) | (2,510) | (1,905) |
| Average loans and leases, excluding PPP loans (non-GAAP) | $ 23,192 | $ 23,554 | $ 23,697 |
| Net loan charge-offs (annualized) / average loans and leases, excluding PPP loans (non-GAAP) | 0.45 % | 0.32 % | 0.15 % |
| | | | |
| **Past due and non-accrual loans / loans and leases, excluding PPP loans** | | | |
| (dollars in millions) | | | |
| Past due and non-accrual loans | $ 259 | $ 274 | $ 241 |
| Loans and leases | $ 25,459 | $ 25,689 | $ 26,162 |
| Less: PPP loans outstanding | (2,158) | (2,534) | (2,481) |
| Loans and leases, excluding PPP loans (non-GAAP) | $ 23,300 | $ 23,154 | $ 23,681 |
| Past due and non-accrual loans / loans and leases, excluding PPP loans (non-GAAP) | 1.11 % | 1.18 % | 1.02 % |