Investor Presentation
November 2018
F.N.B. Corporation

F.N.B. Corporation

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Cautionary Statement Regarding Forward-Looking Information and Non-GAAP Financial Information

This document contains forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which contain F.N.B. Corporation's (F.N.B.) expectations or predictions of future financial or business performance or conditions. 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. These forward-looking statements involve certain risks and uncertainties. In addition to factors previously disclosed in F.N.B.'s reports filed with the SEC, the following factors among others, could cause actual results to differ materially from forward-looking statements or historical performance: changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and capital markets; inflation; potential difficulties encountered in expanding into a new and remote geographic market; customer borrowing, repayment, investment and deposit practices; customer disintermediation; the introduction, withdrawal, success and timing of business and technology initiatives; competitive conditions; the inability to realize cost savings or revenues or to implement integration plans and other consequences associated with acquisitions and divestitures; economic conditions; interruption in or breach of security of our information systems; integrity and functioning of products, information systems and services provided by third party external vendors; changes in tax rules and regulations or interpretations including, but not limited to the recently enacted Tax Cuts and Jobs Act; changes in accounting policies, standards and interpretations; liquidity risk; changes in asset valuations; and the impact, extent and timing of technological changes, capital management activities, and other actions of the Office of the Comptroller of the Currency, the Board of Governors of the Federal Reserve System, the Consumer Financial Protection Bureau, the Federal Deposit Insurance Corporation and legislative and regulatory actions and reforms. F.N.B. does not undertake any obligation to revise these forward-looking statements or to reflect events or circumstances after the date of this document.

This presentation contains "snapshot" information about F.N.B. and is not intended as a full business or financial review and should be viewed in the context of all the information made available by F.N.B. in our SEC filings. To supplement our consolidated financial statements presented in accordance with Generally Accepted Accounting Principles (GAAP), F.N.B. provides additional measures of operating results, net income and earnings per share adjusted to exclude certain costs, expenses, and gains and losses. F.N.B. believes that these non-GAAP financial measures are appropriate to enhance understanding of our past performance and facilitate comparisons with the performance of F.N.B.'s peers. In the event of such a disclosure or release, the Securities and Exchange Commission's Regulation G requires: (i) the presentation of the most directly comparable financial measure calculated and presented in accordance with GAAP and (ii) a reconciliation of the differences between the non-GAAP financial measure presented and the most directly comparable financial measure calculated and presented in accordance with GAAP.

The Appendix to this presentation contains a reconciliation of the non-GAAP financial measures used by F.N.B. to the most directly comparable GAAP financial measures. While F.N.B. believes that these non-GAAP financial measures are useful in evaluating results, the information should be considered supplemental in nature and not as a substitute for or superior to the relevant financial information prepared in accordance with GAAP. The non-GAAP financial measures used by F.N.B. may differ from the non-GAAP financial measures other financial institutions use to measure their results of operations. This information should be reviewed in conjunction with F.N.B.'s financial results disclosed on October 23, 2018, as well as F.N.B.'s corresponding Form 10-Q filing and our other periodic filings with the SEC.

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 in F.N.B.'s Annual Report on Form 10-K for the year ended December 31, 2017, our subsequent quarterly 2018 Form 10-Q filings (including the risk factors and risk management discussions) and F.N.B.'s 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 by clicking on the hyperlink "Reports and Filings." We have included our web address as an inactive textual reference only. Information on our website is not part of this earnings presentation.

Key Investment Considerations

- FNB's business model is designed to deliver long-term shareholder value
- Past infrastructure investments have positioned FNB well for sustainable growth
- We intend to achieve consistent growth while adhering to our risk profile
- We are committed to continued efficiency improvement while investing for the future
- We are focused on delivering earnings growth and achieving our financial objectives

About FNB Corporation

High-Quality, Growing Regional Financial Institution

- Headquarters: Pittsburgh, PA
- Market capitalization: $3.8 billion[1]
- Banking locations: Approximately 400[1]
- Total Assets: $33 Billion[1]

Business Model

- Regional bank focused on serving consumer and wholesale banking clients
  - Adhere to a low-risk profile
  - Increase market share through growth opportunities
  - Demonstrate disciplined expense control and improve efficiency
  - Deliver long-term value

Well-Positioned for Sustained Growth

- Attractive Mid-Atlantic footprint: Banking locations spanning six states
- Established presence with top regional bank market share in metropolitan markets[2]
  - #3 in Pittsburgh
  - #8 in Baltimore
  - #13 in Cleveland
  - #10 in Raleigh
  - #8 in Charlotte
  - #6 in Piedmont Triad[3]

Consistent Operating Results

- High-quality earnings
- Solid profitability performance
- Consistently strong organic loan and deposit growth results

(1) As of September 30, 2018. (2) S&P Global Market Intelligence, MSA retail market share (excludes custodian banks), pro-forma for pending acquisitions as of June 30, 2018. (3) Greensboro – High Point MSA and Winston – Salem MSA.

An Infrastructure Built for Long-Term Sustainable Growth

<table>
<tr><th></th><th></th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th></tr>
<tr><td rowspan="2">PEOPLE</td><td>Talent Management
Strengthened team through key hires; Continuous team development</td><td>Chief Technology & Chief Marketing Officer filled, launched Project Management Office</td><td>Chief Wholesale Banking and Chief Consumer Banking Officer filled</td><td>Chief Information Security Officer filled</td><td>Retention of support personnel, regional leadership in Carolinas hired/retained</td><td>Hired EVP of Capital Markets and Specialty Finance</td></tr>
<tr><td>Geographic Segmentation
Regional Model</td><td>Announced Pittsburgh as HQ</td><td></td><td colspan="2">Improved market share in Central PA, Expanded HQ, Operations and Technology functions, entrance into Carolinas, creation of 4 new Carolina regions</td><td>Commercial banking hires in Washington D.C.; retail & commercial expansion in Charleston, SC</td></tr>
<tr><td rowspan="2">PROCESS</td><td rowspan="2">Sales Management
Proprietary sales management system developed & implemented: Balanced scorecards aligned with shareholder value proposition</td><td colspan="2">Consumer Banking scorecards, Consumer Banking refinement/ daily monitoring</td><td colspan="3">Enhancement of CRM Data Analytics</td></tr>
<tr><td colspan="3">Continued enhancements to Commercial Banking sales mgt., expansion of additional lines of business: Private Banking, Insurance, Wealth Management</td><td>SBA Lending and Builder Finance</td><td>Identification of process improvements to drive efficiency</td></tr>
<tr><td>PRODUCT</td><td>Product Development
Deepened product set and niche areas</td><td>Mobile Banking Enhancements</td><td>New website launched, ApplePay™, International Banking</td><td colspan="3">Intelligent Teller Machines, digital in-branch kiosks and solutions centers, new commercial banking app, CardGuard debit card controls, upgrades to online banking & mobile app including Touch ID & FNB Direct, introduction of Zelle℠</td></tr>
<tr><td rowspan="2">PRODUCTIVITY</td><td rowspan="2">Branch Optimization
Continuous Evolution of branch network to optimize profitability</td><td>De-Novo expansion</td><td>BAC branches</td><td>FITB branches, Opened innovative banking center in State College, PA</td><td colspan="2">Introduction and expansion of Concept Branches</td></tr>
<tr><td>Consolidate 1 location</td><td>Consolidate 6 locations</td><td>Consolidate 9 locations</td><td>Consolidate 8 locations</td><td>Consolidate 20 locations</td></tr>
</table>

Strategic Objectives 2018 and Beyond

Consumer

- Enhance analytics capabilities to better understand customers’ needs and increase share of wallet
- Fully deploy Clicks-to-Bricks strategy across the footprint
- Continue to rationalize branch network to improve efficiency
- Enhance private banking to provide a more comprehensive solution to high-net-worth clients
- Continue build-out of mortgage banking in new and attractive markets

Commercial

- Continue expansion of equipment finance for middle market borrowers
- Disciplined expansion into attractive markets via loan production offices (LPOs)
- Develop unified customer view to better identify cross selling opportunities
- Add local product specialists to support the needs of sophisticated borrowers
- Develop specialty verticals such as government contracting and healthcare financing

Fee-Based

- Develop a new SBA loan product offering for smaller businesses
- Expand insurance in new markets and leverage data analytics to increase growth in personal lines
- Introduce additional mobile and online offerings for wealth management and expand in new markets
- Reorganize capital markets and specialized finance businesses

FNB is Well-Positioned to Deliver Greater Shareholder Value

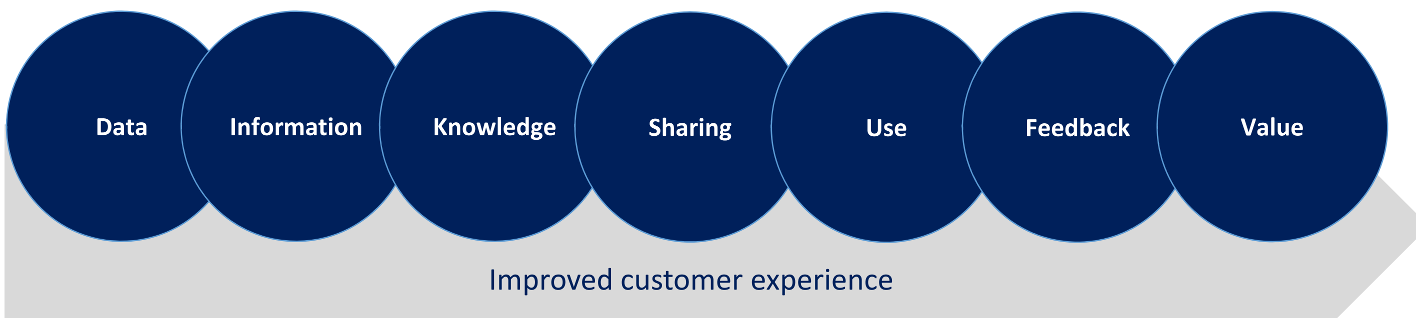
Becoming a Data-Driven Bank

Evolving Our Marketing Data Capabilities

- Investments in proprietary data science and targeted marketing capabilities
- Development of proprietary models to identify specific product opportunities based upon client needs
- Alignment of data analytics and online/web-based marketing efforts

Front-Line Impact

- Internally generated leads incorporated into targeted marketing campaigns
- Leads shared with front line to initiate consultative customer conversations based upon client needs
- Improved customer segmentation used in product and marketing resource deployment
- Front line staff equipped with better information to increase value of branch visits



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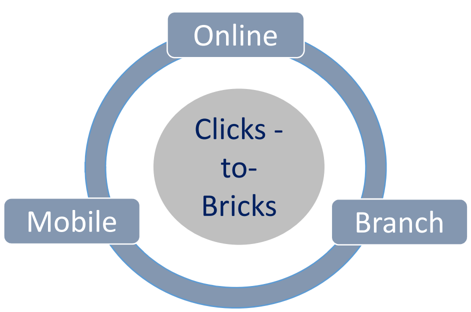
A Consistent Experience across Channels

Clicks-to-Bricks is the seamless integration of traditional and digital channels to create a consistent, exceptional customer experience whether in the branch, online, or mobile

Experience	Channel: Branch Experience ← aligned with →	Channel: Digital Experience
Learn	○ Solution Center featuring product boxes and touch-screen tablets ○ Product videos, Help Me Decide comparison tools on tablets and kiosk in branch	○ Online Product “boxes” mimic retail experience ○ Product videos, Help Me Decide comparison tools online
Apply	○ iPads for streamlined deposit opening ○ Unified product application via solution center	○ Intuitive, easy-to-navigate website ○ Enhanced online application
Transact	○ Intelligent Teller Machines ○ Smart ATMs	○ Online banking and bill pay ○ Mobile banking with remote deposit capture, Touch ID, CardGuard℠, bill pay, Apple Pay™, Zelle℠[1]
Consult	○ Focus on consultative conversations, not product push ○ Financial literacy and education	○ Online financial education tools and resources ○ Budget tools with notifications included in base offering



A differentiated mobile experience:

- FNB offers all of the most frequently used features according to the S&P Global Market Intelligence, as well as several popular features not available on many competing apps
- S&P also cited Clicks-to-Bricks as an example of a strategy that brings a digital experience into the branch

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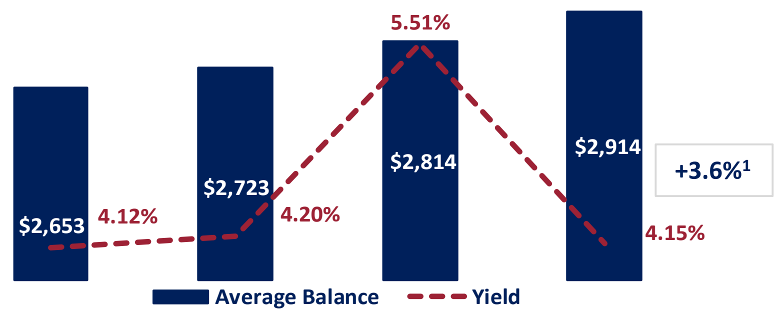
(1) FNB currently offers Popmoney®, a payment solution which is expected to be replaced by Zelle.

Select Loan Portfolios

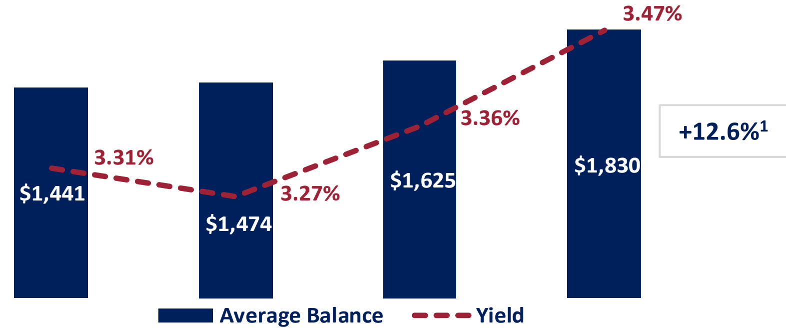
4Q17	1Q18	2Q18	3Q18

4Q17	1Q18	2Q18	3Q18

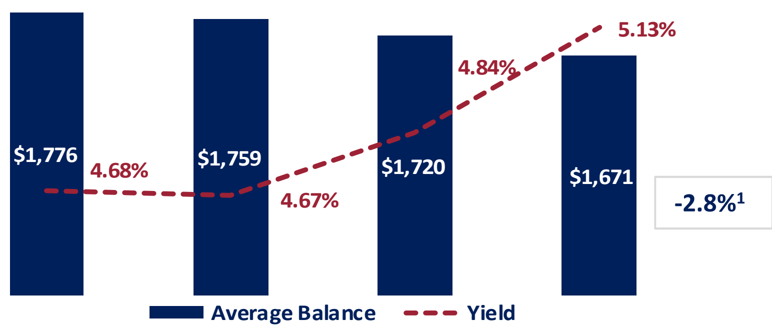
Residential Mortgage



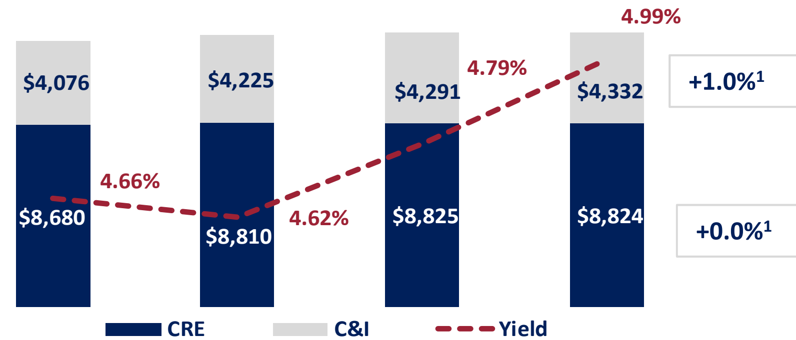
Indirect Installment



Consumer LOC



Commercial



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Note: $ in millions. Excludes loans held for sale. (1) Linked-quarter change from 2Q18 to 3Q18.

Non-GAAP to GAAP Reconciliation

$ in thousands	For The Quarter Ended 30-Sep-18	30-Jun-18	31-Mar-18	31-Dec-17	30-Sep-17
Return on average tangible common equity (ROATCE)					
Net income available to common stockholders (annualized)	$ 391,790	$ 333,699	$ 343,716	$ 87,740	$ 300,266
Amortization of intangibles, net of tax (annualized)	11,926	12,077	13,513	12,381	12,392
Tangible net income available to common stockholders (annualized) (non-GAAP)	$ 403,716	$ 345,776	$ 357,229	$ 100,121	$ 312,658
Average total stockholders' equity	$ 4,516,008	$ 4,461,510	$ 4,430,269	$ 4,453,760	$ 4,426,980
Less: Average preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: Average intangible assets(1)	2,332,926	2,337,249	2,339,783	2,344,675	2,344,077
Average tangible common equity (non-GAAP)	$ 2,076,200	$ 2,017,379	$ 1,983,604	$ 2,002,203	$ 1,976,021
Return on average tangible common equity (non-GAAP)	19.44%	17.14%	18.01%	5.00%	15.82%
Operating ROATCE					
Operating net income avail. to common stockholders (annualized)(2)	$ 375,696	$ 357,431	$ 343,716	$ 304,878	$ 303,825
Amortization of intangibles, net of tax (annualized)	11,926	12,077	13,513	12,381	12,392
Tangible operating net income avail. to common stockholders (annualized) (non-GAAP)	$ 387,622	$ 369,508	$ 357,229	$ 317,259	$ 316,217
Average total stockholders' equity	$ 4,516,008	$ 4,461,510	$ 4,430,269	$ 4,453,760	$ 4,426,980
Less: Average preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: Average intangible assets(1)	2,332,926	2,337,249	2,339,783	2,344,675	2,344,077
Average tangible common equity (non-GAAP)	$ 2,076,200	$ 2,017,379	$ 1,983,604	$ 2,002,203	$ 1,976,021
Operating return on average tangible common equity (non-GAAP)	18.67%	18.32%	18.01%	15.85%	16.00%

(1) Excludes loan servicing rights. (2) A non-GAAP measure, refer to page 40 in Appendix for more information.

Non-GAAP to GAAP Reconciliation

$ in thousands	For The Quarter Ended 30-Sep-18	30-Jun-18	31-Mar-18	31-Dec-17	30-Sep-17
Return on average tangible assets (ROATA)					
Net income (annualized)	$ 399,766	$ 341,762	$ 351,867	$ 95,719	$ 308,237
Amortization of intangibles, net of tax (annualized)	11,926	12,077	13,513	12,381	12,392
Tangible net income (annualized) (non-GAAP)	$ 411,692	$ 353,839	$ 365,380	$ 108,100	$ 320,629
Average total assets	$ 32,402,803	$ 31,947,751	$ 31,494,506	$ 31,097,722	$ 30,910,664
Less: Average intangible assets(1)	2,332,926	2,337,249	2,339,783	2,344,675	2,344,077
Average tangible assets (non-GAAP)	$ 30,069,877	$ 29,610,502	$ 29,154,723	$ 28,753,047	$ 28,566,587
Return on average tangible assets (non-GAAP)	1.37%	1.19%	1.25%	0.38%	1.12%
Operating ROATA					
Operating net income (annualized)(2)	$ 383,671	$ 365,493	$ 351,867	$ 312,857	$ 311,800
Amortization of intangibles, net of tax (annualized)	11,926	12,077	13,513	12,381	12,392
Tangible operating net income (annualized) (non-GAAP)	$ 395,597	$ 377,570	$ 365,381	$ 325,238	$ 324,192
Average total assets	$ 32,402,803	$ 31,947,751	$ 31,494,506	$ 31,097,722	$ 30,910,664
Less: Average intangible assets(1)	2,332,926	2,337,249	2,339,783	2,344,675	2,344,077
Average tangible assets (non-GAAP)	$ 30,069,877	$ 29,610,502	$ 29,154,723	$ 28,753,047	$ 28,566,587
Operating return on average tangible assets (non-GAAP)	1.32%	1.28%	1.25%	1.13%	1.13%

(1) Excludes loan servicing rights. (2) A non-GAAP measure, refer to page 43 in Appendix for more information.

Non-GAAP to GAAP Reconciliation

	For The Quarter Ended				
$ in thousands	30-Sep-18	30-Jun-18	31-Mar-18	31-Dec-17	30-Sep-17
Operating net income					
Net income	$ 100,763	$ 85,206	$ 86,762	$ 24,126	$ 77,693
Gain on sale of subsidiary	(5,135)	-	-	-	-
Tax expense of gain on sale of subsidiary	1,078	-	-	-	-
Merger-related expense	-	-	-	1,054	1,381
Tax benefit of merger-related expense	-	-	-	(365)	(483)
Branch consolidation costs	-	6,616	-	-	-
Tax benefit of branch consolidation costs	-	(1,389)	-	-	-
Discretionary 401(k) contributions	-	874	-	-	-
Tax benefit of discretionary 401(k) contributions	-	(184)	-	-	-
Reduction in valuation of deferred tax assets	-	-	-	54,042	-
Operating net income (non-GAAP)	$ 96,706	$ 91,123	$ 86,762	$ 78,857	$ 78,591
Operating return on average assets (ROAA)					
Operating net income (annualized)(1)	$ 383,671	$ 365,493	$ 351,868	$ 312,857	$ 311,800
Average total assets	$ 32,402,803	$ 31,947,751	$ 31,494,506	$ 31,097,722	$ 30,910,664
Operating return on average assets (non-GAAP)	1.18%	1.14%	1.12%	1.01%	1.01%

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

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Non-GAAP to GAAP Reconciliation

$ in thousands except per share amounts	For The Quarter Ended 30-Sep-18	30-Jun-18	31-Mar-18	31-Dec-17	30-Sep-17
Tangible book value per common share (at period-end)					
Total stockholders' equity	$ 4,524,864	$ 4,473,242	$ 4,433,453	$ 4,409,194	$ 4,435,921
Less: preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: intangibles(1)	2,329,830	2,335,445	2,339,139	2,341,263	2,351,707
Tangible common equity (non-GAAP)	$ 2,088,152	$ 2,030,915	$ 1,987,432	$ 1,961,049	$ 1,977,332
Ending common shares outstanding	324,275,186	324,258,342	323,686,993	323,465,140	323,301,548
Tangible book value per common share (non-GAAP)	$ 6.44	$ 6.26	$ 6.14	$ 6.06	$ 6.12
Tangible common equity / Tangible assets (at period-end)					
Total stockholders equity	$ 4,524,864	$ 4,473,242	$ 4,433,453	$ 4,409,194	$ 4,435,921
Less: preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882
Less: intangibles(1)	2,329,830	2,335,445	2,339,139	2,341,263	2,351,707
Tangible common equity (non-GAAP)	$ 2,088,152	$ 2,030,915	$ 1,987,432	$ 1,961,049	$ 1,977,332
Total assets	$ 32,617,595	$ 32,257,563	$ 31,652,353	$ 31,417,635	$ 31,123,295
Less: intangibles(1)	2,329,830	2,335,445	2,339,139	2,341,263	2,351,707
Tangible assets (non-GAAP)	$ 30,287,765	$ 29,922,118	$ 29,313,214	$ 29,076,372	$ 28,771,588
Tangible common equity / Tangible assets (period end) (non-GAAP)	6.89%	6.79%	6.78%	6.74%	6.87%

(1) Excludes loan servicing rights.

Non-GAAP to GAAP Reconciliation

	For The Quarter Ended				
$ in thousands	30-Sep-18	30-Jun-18	31-Mar-18	31-Dec-17	30-Sep-17
Efficiency Ratio (FTE)					
Non-interest expense	$ 170,729	$ 183,013	$ 171,083	$ 166,529	$ 163,743
Less: amortization of intangibles	3,805	3,811	4,218	4,801	4,805
Less: OREO expense	1,492	2,233	1,367	1,026	1,421
Less: merger costs	-	-	-	1,054	1,381
Less: branch consolidation expenses	-	2,939	-	-	-
Less: discretionary 401(k) contributions	-	874	-	-	-
Adjusted non-interest expense	$ 165,432	$ 173,156	$ 165,498	$ 159,648	$ 156,136
Net interest income	$ 234,787	$ 239,355	$ 226,105	$ 230,036	$ 225,231
Taxable equivalent adjustment	3,400	3,319	3,103	5,597	5,173
Non-interest income	74,834	64,889	67,503	65,104	66,151
Less: net securities gains	-	31	-	21	2,777
Less: Gain on sale of subsidiary	5,135	-	-	-	-
Add: loss on fixed assets related to branch consolidation		3,677	-	-	-
Adjusted net interest income (FTE) (non-GAAP) + non-interest income	$ 307,886	$ 311,209	$ 296,711	$ 300,716	$ 293,778
Efficiency Ratio (FTE) (non-GAAP)	53.73%	55.64%	55.78%	53.09%	53.15%

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Non-GAAP to GAAP Reconciliation

$ in thousands	For The Quarter Ended 30-Sep-18	30-Jun-18	31-Mar-18	31-Dec-17	30-Sep-17
Components of net interest income					
Net interest income	$ 234,787	$ 239,355	$ 226,105	$ 230,036	$ 225,231
Net interest margin (FTE)(1)	3.36%	3.51%	3.39%	3.49%	3.44%
Incremental purchase accounting accretion included in net interest income	$ 5,852	$ 5,790	$ 4,841	$ 4,695	$ 2,154
Incremental purchase accounting accretion impact to net interest margin	0.08%	0.08%	0.07%	0.07%	0.04%
Cash recoveries included in net interest income	$ 1,479	$ 10,198	$ 1,085	$ 5,313	$ 4,340
Cash recoveries impact to net interest margin	0.02%	0.15%	0.02%	0.08%	0.06%

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Incremental purchase accounting accretion refers to the difference between total accretion and the estimated coupon interest income on acquired loans, and cash recoveries impact refers to any associated cash recoveries on loans received in excess of the recorded investment. (1) Reported on a Fully Taxable Equivalent (FTE) basis, a non-GAAP measure.

Non-GAAP to GAAP Reconciliation

$ in thousands except per share amounts	For The Fiscal Year YTD	2017	2016	2015	2014	2013
Operating net income available to common stockholders						
Net Income available to common stockholders	$ 266,701	$ 191,163	$ 162,850	$ 151,608	$ 135,698	$ 117,804
Merger-related expense, net of tax	-	37,667	24,889	2,084	7,897	5,337
Merger-related net securities gians, net of tax	-	(1,696)	-	-	-	-
Branch consolidation costs, net of tax	5,227	-	-	-	-	-
Discretionary 401(k) contributions, net of tax	690	-	-	-	-	-
Reduction in valuation of deferred tax assets	-	54,042	-	-	-	-
Gain on sale of subsidiary	(4,057)					
Operating net income available to common stockholders (non-GAAP)	$ 268,561	$ 281,176	$ 187,739	$ 153,692	$ 143,595	$ 123,141
Operating net income per diluted common share						
Net income per diluted common share	$ 0.82	$ 0.63	$ 0.78	$ 0.86	$ 0.80	$ 0.80
Merger-related expenses, net of tax	-	0.13	0.12	0.01	0.05	0.04
Merger-related net securities gains, net of tax	-	(0.01)	-	-	-	-
Branch consolidation costs, net of tax	0.01	-	-	-	-	-
Discretionary 401(k) contributions, net of tax	0.00	-	-	-	-	-
Reduction in valuation of deferred tax assets	-	0.17	-	-	-	-
Gain on sale of subsidiary	($0.01)					
Operating net income per diluted common share (non-GAAP)	$ 0.82	$ 0.93	$ 0.90	$ 0.87	$ 0.85	$ 0.84

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Non-GAAP to GAAP Reconciliation

$ in thousands except per share amounts	2012	2011	2010	2009	2008
Operating net income available to common stockholders					
Net Income available to common stockholders	$ 110,410	$ 87,047	$ 74,652	$ 32,803	$ 35,615
Merger-related expense, net of tax	5,203	3,238	402	-	3,071
Merger-related net securities gians, net of tax	-	-	-	-	-
Reduction in valuation of deferred tax assets	-	-	-	-	-
Operating net income available to common stockholders (non-GAAP)	$ 115,613	$ 90,285	$ 75,054	$ 32,803	$ 38,686
Operating net income per diluted common share					
Net income per diluted common share	$ 0.79	$ 0.70	$ 0.65	$ 0.32	$ 0.44
Merger-related expenses, net of tax	0.04	0.03	0.00	-	0.04
Merger-related net securities gains, net of tax	-	-	-	-	-
Reduction in valuation of deferred tax assets	-	-	-	-	-
Operating net income per diluted common share (non-GAAP)	$ 0.83	$ 0.73	$ 0.65	$ 0.32	$ 0.48

Non-GAAP to GAAP Reconciliation

$ in thousands except per share amounts	YTD[3]	2017	2016	2015	2014	2013
	For The Fiscal Year					
Return on average tangible common equity (ROATCE)						
Net income available to common stockholders	$ 356,579	$ 191,163	$ 162,850	$ 151,608	$ 135,698	$ 117,804
Amortization of intangibles, net of tax	12,499	11,386	8,943	6,861	6,316	5,465
Tangible net income available to common stockholders (non-GAAP)	$ 369,078	$ 202,549	$ 171,793	$ 158,469	$ 142,014	$ 123,269
Average total stockholders' equity	$ 4,469,577	$ 4,073,700	$ 2,499,976	$ 2,072,170	$ 1,920,440	$ 1,478,682
Less: Average preferred stockholder's equity	106,882	106,882	106,882	106,882	106,882	17,862
Less: Average intangible assets(1)	2,336,627	2,108,102	1,059,856	869,347	849,934	752,894
Avereage tangible stockholder's equity (non-GAAP)	$ 2,026,068	$ 1,858,716	$ 1,333,238	$ 1,095,941	$ 963,624	$ 707,926
Return on average tangible common equity (non-GAAP)	18.22%	10.90%	12.89%	14.46%	14.74%	17.41%
Operating ROATCE						
Operating net income available to common stockholders(2)	$ 268,561	$ 281,176	$ 187,739	$ 153,692	$ 143,595	$ 123,141
Amortization of intangibles, net of tax	12,499	11,386	8,943	6,861	6,316	5,465
Operating tangible net income available to common stockholders (non-GAAP)	$ 281,060	$ 292,562	$ 196,682	$ 160,553	$ 149,911	$ 128,606
Average total stockholders' equity	$ 4,469,577	$ 4,073,700	$ 2,499,976	$ 2,072,170	$ 1,920,440	$ 1,478,682
Less: Average preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882	17,862
Less: Average intangible assets(1)	2,336,627	2,108,102	1,059,856	869,347	849,934	752,894
Average tangible common equity (non-GAAP)	$ 2,026,068	$ 1,858,716	$ 1,333,238	$ 1,095,941	$ 963,624	$ 707,926
Operating return on average tangible common equity (non-GAAP)	13.87%	15.74%	14.75%	14.65%	15.56%	18.17%

(1) Excludes loan servicing rights. (2) A non-GAAP measure, refer to page 47 in Appendix for more information. (3) YTD net income and amortization figures are annualized.

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Non-GAAP to GAAP Reconciliation

$ in thousands	For The Fiscal Year YTD	2017	2016	2015	2014	2013
Operating net income						
Net income	$ 272,731	$ 199,204	$ 170,891	$ 159,649	$ 144,050	$ 117,804
Merger-related expense, net of tax		37,667	24,889	2,084	7,897	5,337
Tax expense of merger-related securities gains	-	(1,696)	-	-	-	-
Branch consolidation costs, net of tax	5,227	-	-	-	-	-
Discretionary 401 (k) contribution, net of tax	690	-	-	-	-	-
Reduction in valuation of deferred tax assets	-	54,042	-	-	-	-
Gain on sale of subsidiary, net of tax	(4,057)					
Operating net income (non-GAAP)	$ 274,591	$ 289,217	$ 195,780	$ 161,733	$ 151,947	$ 123,141
Average total assets	$ 31,951,681	$ 29,131,109	$ 20,677,717	$ 16,606,147	$ 14,962,140	$ 12,640,685
Operating return on average assets						
Operating net income(1)(2)	$ 368,477	$ 289,217	$ 195,780	$ 161,733	$ 151,947	$ 123,141
Average total assets	$ 31,951,681	$ 29,131,109	$ 20,677,717	$ 16,606,147	$ 14,962,140	$ 12,640,685
Operating return on average assets (non-GAAP)	1.15%	0.99%	0.95%	0.97%	1.02%	0.97%

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(1) A non-GAAP measure, refer to reconciliation above for more information. (2) YTD operating net income is annualized.

Non-GAAP to GAAP Reconciliation

	For The Fiscal Year					
$ in thousands except per share amounts	YTD	2017	2016	2015	2014	2013
Tangible book value per common share (at-period-end)						
Total stockholders' equity	$ 4,524,864	$ 4,409,194	$ 2,571,617	$ 2,096,182	$ 2,021,456	$ 1,774,383
Less: preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882	106,882
Less: intangibles (1)	2,329,830	2,341,263	1,085,935	869,809	872,859	811,856
Tangible common equity (non-GAAP)	$ 2,088,152	$ 1,961,049	$ 1,378,800	$ 1,119,491	$ 1,041,715	$ 855,645
Ending common shares outstanding	324,275,186	323,465,140	211,059,547	175,441,670	173,992,258	158,967,211
Tangible book value per common share (non-GAAP)	$ 6.44	$ 6.06	$ 6.53	$ 6.38	$ 5.99	$ 5.38
Tangible common equity / Tangible assets (at period-end)						
Total stockholders equity	$ 4,524,864	$ 4,409,194	$ 2,571,617	$ 2,096,182	$ 2,021,456	$ 1,774,383
Less: preferred stockholders' equity	106,882	106,882	106,882	106,882	106,882	106,882
Less: intangibles(1)	2,329,830	2,341,263	1,085,935	869,809	872,859	811,856
Tangible common equity (non-GAAP)	$ 2,088,152	$ 1,961,049	$ 1,378,800	$ 1,119,491	$ 1,041,715	$ 855,645
Total assets	$ 32,617,595	$ 31,417,635	$ 21,844,817	$ 17,557,222	$ 16,127,090	$ 13,563,405
Less: intangibles(1)	2,329,830	2,341,263	1,085,935	869,809	872,859	811,856
Tangible assets (non-GAAP)	$ 30,287,765	$ 29,076,372	$ 20,758,882	$ 16,687,413	$ 15,254,231	$ 12,751,549
Tangible common equity / Tangible assets (period end) (non-GAAP)	6.89%	6.74%	6.64%	6.71%	6.83%	6.71%

(1) Excludes loan servicing rights.

Non-GAAP to GAAP Reconciliation

	For The Fiscal Year					
$ in thousands except per share amounts	YTD	2017	2016	2015	2014	2013
Efficiency Ratio						
Non-interest expense	$ 524,825	$ 681,542	$ 511,133	$ 390,549	$ 379,253	$ 338,170
Less: amortization of intangibles	11,834	17,517	11,210	8,305	9,717	8,407
Less: OREO expense	5,092	4,438	5,154	4,637	4,400	3,215
Less: merger-related expenses	-	56,513	37,439	3,033	12,150	8,210
Less: impairment charge on other assets	-	-	2,585	-	-	-
Less: branch consolidation expenses	2,939	-	-	-	-	-
Less: discretionary 401(k) contributions	874	-	-	-	-	-
	-	-	-	-	-	2,172
Adjusted non-interest expense	$ 504,086	$ 603,074	$ 454,745	$ 374,574	$ 352,986	$ 316,166
Net interest income	$ 700,247	$ 846,434	$ 611,512	$ 498,222	$ 466,297	$ 396,042
Taxable equivalent adjustment	9,823	18,766	11,248	7,636	6,899	6,969
Non-interest income	207,226	252,449	201,761	162,410	158,274	135,778
Less: net securities gains	31	5,916	712	822	11,717	808
Less: gain on redemption of trust preferred securities	-	-	2,422	-	-	-
Less: other non-recurring items	-	-	-	-	2,713	1,532
Less: loss on fixed assets related to branch consolidation			-	-	-	-
Less: gain on sale of subsidiary	5,135					
Add: branch consolidation costs	3,677					
Adjusted net interest income (FTE) + non-interest income	$ 915,807	$ 1,111,733	$ 821,387	$ 667,447	$ 617,040	$ 536,449
Efficiency Ratio (non-GAAP)	55.04%	54.25%	55.36%	56.12%	57.21%	58.94%

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