F.N.B. Corporation

Investor Presentation
First Quarter 2023
May 2023

F.N.B. Corporation

Cautionary Statement Regarding Forward-Looking Information

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

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

- Our business, financial results and balance sheet values are affected by business, economic and political circumstances, including, but not limited to: (i) developments with respect to the U.S. and global financial markets; (ii) supervision, regulation, enforcement and other actions by several governmental agencies, including the Federal Reserve Board, Federal Deposit Insurance Corporation, Financial Stability Oversight Council (FOMC), U.S. Department of Justice (DOJ), Consumer Financial Protection Bureau, U.S. Treasury Department, Office of the Comptroller of the Currency and Department of Housing and Urban Development, state attorney generals and other governmental agencies whose actions may affect, among other things, our consumer and mortgage lending and deposit practices, capital structure, investment practices, dividend policy, annual FDIC insurance premium assessment and growth, money supply, market interest rates or otherwise affect business activities of the financial services industry; (iii) a slowing of the U.S. economy in general and regional and local economies within our market area; (iv) inflation concerns; (v) the impacts of tariffs or other trade policies of the U.S. or its global trading partners; and (vi) the sociopolitical environment in the United States.
- Business and operating results 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, loans, deposits and revenues. Our ability to anticipate, react quickly and continue to respond to technological changes and potential additional novel coronavirus disease of 2019 (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 and post pandemic return to normalcy, global events, including the Ukraine-Russia conflict, shortages of labor, supply chain disruptions and shipping delays, terrorist activities, system failures, security breaches, significant political events, cyber attacks or international hostilities through impacts on the economy and financial markets generally, or on us or our counterparties specifically.
- Legal, regulatory and accounting developments could have an impact on our ability to operate and grow our businesses, financial condition, results of operations, competitive position, and reputation. Reputational impacts could affect matters such as business generation and retention, liquidity, funding, and the ability to attract and retain talent. These developments could include:
    - Policies and priorities of the current U.S. presidential administration, including legislative and regulatory reforms, more aggressive approaches to supervisory or enforcement priorities, with consumer and anti-discrimination lending laws by the federal banking agencies and DOJ changes affecting oversight of the financial services industry, regulatory obligations or restrictions, consumer protection, taxes, employee benefits, compensation practices, pension, bankruptcy and other industry aspects, and changes in accounting policies and principles.
    - Changes to regulations or accounting standards governing bank capital requirements, loan loss reserves and liquidity standards.
    - Changes in monetary and fiscal policies, including interest rate policies and strategies of the FOMC.
    - Unfavorable resolution of legal proceedings or other claims and regulatory and other governmental investigations or inquiries. These matters may result in monetary judgments or settlements, enforcement actions or other remedies, including fines, penalties, restitution or alterations in our business practices, and in additional expenses and collateral costs, and may cause reputational harm to FNB.
    - Results of the regulatory examination and supervision process, including our failure to satisfy requirements imposed by the federal bank regulatory agencies or other governmental agencies.
    - Business and operating results are affected by our ability to effectively identify and manage risks inherent in our businesses, including, where appropriate, through effective use of policies, processes, systems and controls, third-party insurance, derivatives, and capital and liquidity management techniques.
    - The impact on our financial condition, results of operations, financial disclosures and future business strategies related to the impact on the allowance for credit losses due to changes in forecasted macroeconomic conditions as a result of applying the "current expected credit loss" accounting standard, or CECL.
    - A failure or disruption in or breach of our operational or security systems or infrastructure, or those of third parties, including as a result of cyber-attacks or campaigns.
- The COVID-19 pandemic and the federal, state, and local regulatory and governmental actions implemented in response to COVID-19 have resulted in increased volatility of the financial markets and national and local economic conditions, supply chain challenges, rising inflationary pressures, increased levels of unemployment and business failures, and the potential to have a material impact on, among other things, our business, financial condition, results of operations, liquidity, or on our management, employees, customers and critical vendors and suppliers. In view of the many unknowns associated with the COVID-19 pandemic, our forward-looking statements continue to be subject to various conditions that may be substantially different in the future than what we are currently experiencing or expecting, including, but not limited to, challenging headwinds for the U.S. economy and labor market and the possible change in commercial and consumer customer fundamentals, expectations and sentiments. As a result of the COVID-19 impact, including uncertainty regarding the potential impact of continuing variant mutations of the virus, U.S. government responsive measures to manage it or provide financial relief, the uncertainty regarding its duration and the success of vaccination efforts, it is possible the pandemic may have a material adverse impact on our business, operations and financial performance.

The risks identified here are not exclusive or the types of risks FNB may confront and actual results may differ materially from those expressed or implied as a result of these risks and uncertainties, including, but not limited to, the risk factors and other uncertainties described under Item 1A Risk Factors and the Risk Management sections of our 2022 Annual Report on Form 10-K, our subsequent 2023 Quarterly Reports on Form 10-Q (including the risk factors and risk management discussions) and our other 2023 filings with the SEC, which are available on our corporate website at https://www.fnb-online.com/about-us/investor-information/reports-and-filings or the SEC's website at www.sec.gov. More specifically, our forward-looking statements may be subject to the evolving risks and uncertainties related to the COVID-19 pandemic and its macro-economic impact and the resulting governmental, business and societal responses to it. We have included our web address as an inactive textual reference only. Information on our website is not part of our SEC filings.

Use of Non-GAAP Financial Measures and Key Performance Indicators

Use of Non-GAAP Financial Measures and Key Performance Indicators

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

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

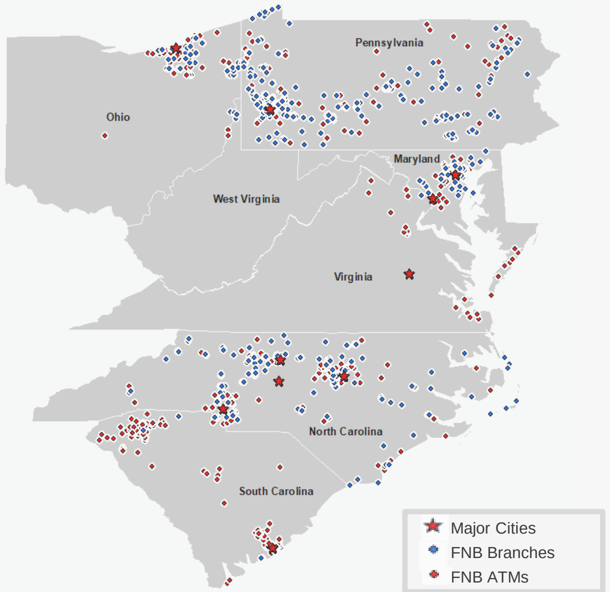
Management believes items such as merger expenses and branch consolidation costs are not organic to run our operations and facilities. These items are considered significant items impacting earnings as they are deemed to be outside of ordinary banking activities. The merger expenses and branch consolidation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

To facilitate peer comparisons of net interest margin and efficiency ratio, we use net interest income on a taxable-equivalent basis in calculating net interest margin by increasing the interest income earned on tax-exempt assets (loans and investments) to make it fully equivalent to interest income earned on taxable investments (this adjustment is not permitted under GAAP). Taxable-equivalent amounts for the 2023 and 2022 periods were calculated using a federal statutory income tax rate of 21%.

Overview of FNB

Company Snapshot

- Ticker: FNB (NYSE)
- Founded in 1864
- Headquartered in Pittsburgh, PA
- Diverse market presence across 7 states and Washington, D.C.
- Market Capitalization of $4.1 billion(2)
- Experienced management team
- Proven ability to deliver strong risk-adjusted returns



Financial Highlights as of 3/31/23

Assets: 12.3% CAGR since 2009	**$44.1 billion**
Loans: 12.6% CAGR since 2009	**$30.7 billion**
Deposits: 12.7% CAGR since 2009	**$34.2 billion**

Dividend Yield(2):	4.2%	Loans/Deposits:	89.7%
Net Interest Margin (FTE)(1)(3):	3.56%	CET1 Capital Ratio:	10.0%
Efficiency Ratio(1)(3):	50.6%	Tangible book value/share(3):	$8.66

FNB Business Model

Commercial Banking	Consumer Banking	Wealth Management	eStore

• Investment Real Estate
• Builder Financing
• Asset-Based Lending
• Lease Financing
• Capital Markets
• Mezzanine Financing
• Treasury Management
• International Banking
• SBA Lending
• Government Banking
	• Deposit Products
	• Mobile and Online Banking
	• Mortgage Banking
	• Consumer and Small Business Lending
		• Trust and Fiduciary
		• Retirement Services
		• Investment Advisory
		• Brokerage
		• Private Banking
		• Insurance
		  • Property and Casualty
		  • Employee Benefits
		  • Personal
		  • Title
			• Shop for Financial Products & Services
			• Best Next-Product Suggestion
			• Access Financial Education
			• Schedule Time with Our Bankers Virtually

(1) Represents 1Q23 values (2) As of market close on May 2, 2023 (3) A non-GAAP measure.
Note: Richmond locations represent announced de novo expansion

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Investor Highlights

Strong core franchise in attractive markets well-positioned for growth	✓ Diversified revenue streams through retail and commercial banking, capital markets, wealth management and insurance ✓ Proven, sustainable business model driving long-term growth and performance ○ Disciplined sales culture focused on relationship-based loan and deposit growth with an emphasis on credit quality ✓ Strong Pennsylvania, Mid-Atlantic and Carolina markets franchise with attractive growth opportunities throughout ○ Significant market share in major MSAs; #4 in Pittsburgh, #6 in Baltimore, #10 in Raleigh, #10 in Charlotte, #13 in Cleveland and #3 in Winston-Salem
Demonstrated attractive financial performance	✓ Attractive financial operating metrics – 19.9% operating ROATCE, 1.5% operating ROATA and 50.6% efficiency ratio for the quarter ended 3/31/23(1) ✓ Lower risk model supports efficient capital structure; maintaining efficient structure heightens capital allocation discipline within the organization and is a key consideration in executing our business strategies ✓ Strong capital levels on a risk-adjusted and leverage basis ✓ Strong revenue growth driven by increased fee income and expanded net interest margin ○ NIM (FTE)(1) increased 3 bps quarter over quarter with a strong balance sheet. ○ Solid income growth in fee-based business with CAGR of 7.6% over the last five years
Robust risk management culture and credit discipline resulting in strong and stable asset quality	✓ Lower risk profile with significant investments in enterprise-wide risk management (closely aligned with overall growth) ✓ Low levels of NPLs and NCOs, combined with high loan loss reserves both on an absolute basis and relative to peers ✓ Proven history of managing credit through cycles – peak NCOs over loans of 1.15%, was well below peers in the Financial Crisis (2008-2012)
Solid liquidity position with multiple sources of funding	✓ Stable and granular deposit base with 76% insured and collateralized with average account size of ~30k. NIB deposits represent 33% of deposit funding and provides lower cost sources of funding. ✓ Strong liquidity position with $16 billion of unused bank funding capacity.

(1) A non-GAAP measure

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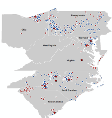
Why FNB

A Strong Franchise

Nationally recognized as a 2023 Top Workplace USA and Financial Services Top Workplace



Geographic diversity and strong branding in major MSAs we serve

Named as World's Best Bank by Forbes and Selected as a Model Bank for Omnichannel Retail Delivery by Celent in 2023. Received over 90 Greenwich Excellence and Best Brand Awards since 2011

Proven Performance

Consistent credit underwriting and thoughtful capital and liquidity management

Attractive dividend yield with ample capital flexibility

Top quartile ROATCE, ROATA, and positive operating leverage in Q1 2023

Sustainable Growth

Investments in digital technology and data infrastructure to better serve customers

Loan growth of 1.4% in Q1 2023 is in-line with forecasted mid-single digit loan growth in 2023

Strong deposit growth of 9.6% with improving NIB deposits mix over the last 5 years

7.6% annual growth in our diversified fee-based businesses over the past 5 years, making up 22% of revenue in 2022

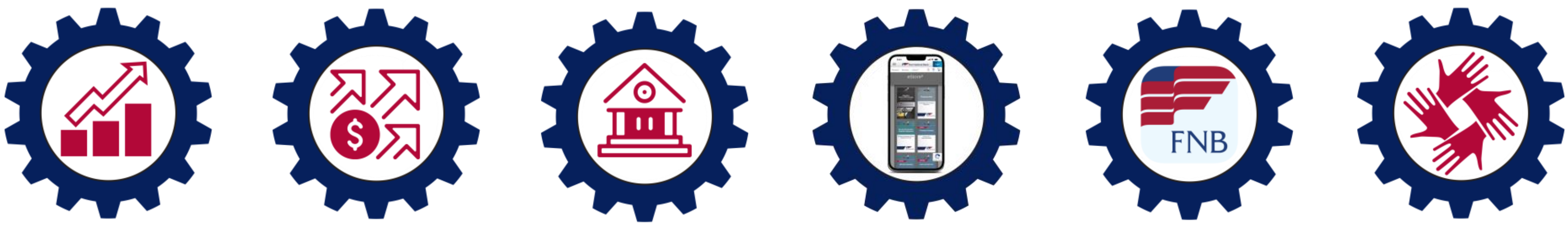
The Six Pillars of Our Long-Term Strategy

FNB drives performance to further improve on long-term strategic planning metrics with an underlying focus on a consistent credit culture

Drive Organic Growth

Optimize the Retail Bank

Build a Strong, Differentiated Brand



Maintain Efficiency and Expense Control

Build a Durable, Scalable Infrastructure

Promote Core Values including Diversity & Inclusion

FNB Continues to Serve All its Stakeholders

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

NeighborWorks AMERICA

"OUTSTANDING" CRA RATING

JUST capital

Community

Customers

- Winner of more than 90 prestigious Greenwich Excellence and Best Brand Awards since 2011
- Named one of America's Best Banks & World's Best Banks by *Forbes*
- Selected as a 2023 Model Bank for Omnichannel Retail Delivery by Celent

Forbes 2023 WORLD'S BEST BANKS

Greenwich Excellence 2022

BEST REGIONAL BANK 2023

AMERICAN BANKER

CELENT MODEL BANK 2023

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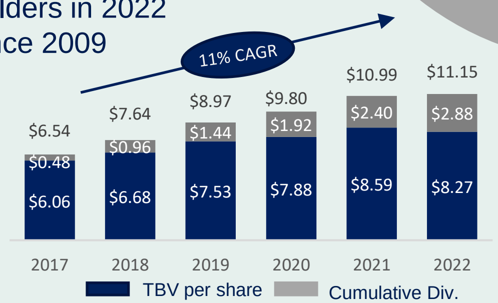
Shareholders

Employees

- Record revenue and operating earnings per share in 2022
- Strong internal capital generation with 11% CAGR since 2017
- Returned over $220 million in capital directly to shareholders in 2022 and $1.7 billion since 2009



- Received more than 50 workplace awards over the past decade on the local, regional and national levels
- 2023 Top Workplace USA, 2023 Top Diversity Employer and one of America's Greatest Workplaces for Diversity and for LGBTQ+

TOP WORK PLACES 2023 USA

DiversityJobs TOP DIVERSITY EMPLOYER 2023

AMERICA'S GREATEST WORKPLACES FOR DIVERSITY 2023 Newsweek

AMERICA'S GREATEST WORKPLACES FOR LGBTQ+ 2023 Newsweek

Strong Financial Performance

Strong Profitability Metrics
Quarter Ended 3/31/2023

19.7%
ROATCE(1)

50.6%
Efficiency Ratio(1)(2)

1.5%
ROATA(1)

3.56%
Net Interest Margin(1)(2)

Significant Capital, Reserves & Liquidity
as of 3/31/2023

7.50%
TCE/TA(1)

10.0%
CET1

1.32%
ACL Ratio

89.7%
Loan-to-Deposit Ratio

1Q23 YoY Average Loan Growth(3)

16%
Total Loans

23%
Consumer Loans

1Q23 YoY Average Deposit Growth(3)

4%
Total Deposits

1%
Total Non-Interest-Bearing Deposits

1Q23 YoY Quarterly Revenue Growth

44%
Net Interest Income(1)(2)

54%
Operating EPS(1)

(1) A non-GAAP measure. (2) FTE basis (3) Includes Union loans and deposits.

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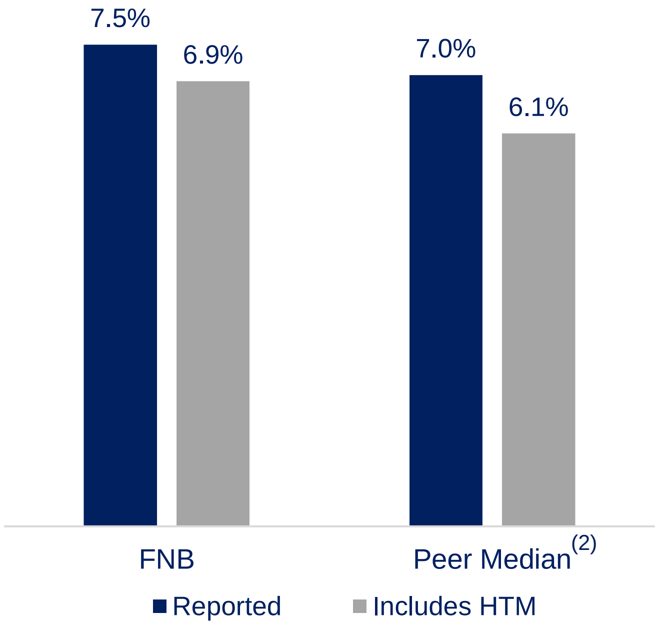
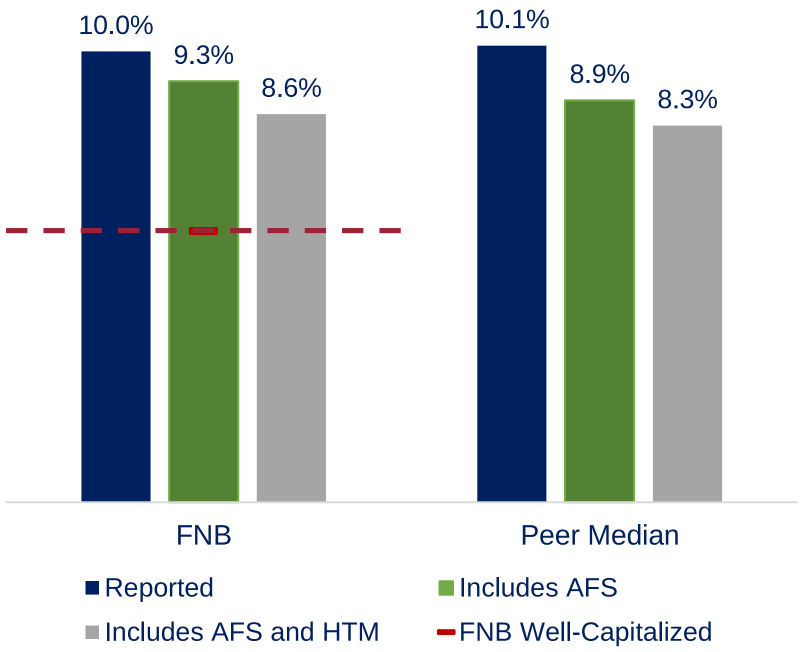
Strong Capital Position

FNB maintains capital ratios that are superior to peer banks while demonstrating a more conservative credit culture.

TCE Ratio[1]
As of March 31, 2023



CET1 Ratio
As of March 31, 2023



(1) A non-GAAP measure, refer to Non-GAAP to GAAP Reconciliation for further information. (2) Hypothetical TCE calculation of FNB's 1Q23 HTM unrealized losses were included as part of the calculation.

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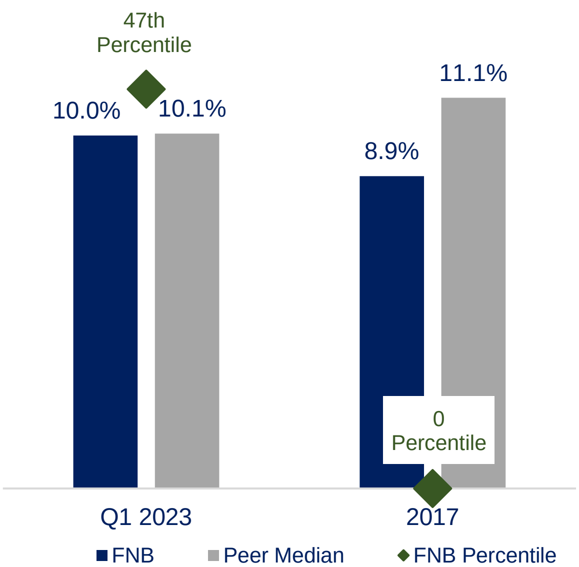
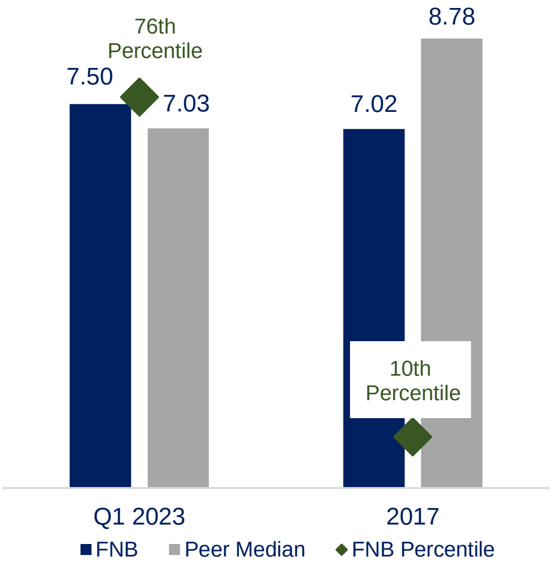
Both Relative and Absolute Capital and Reserves Strengthened Materially Last 5 Years

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

CET1 Ratio



TCE Ratio(1)(2)



Reserve / Loan Ratio

(1) A non-GAAP measure, refer to Non-GAAP to GAAP Reconciliation for further information. (2) Peer median excludes VLY and BKU due to Q1 2023 values not yet reported.

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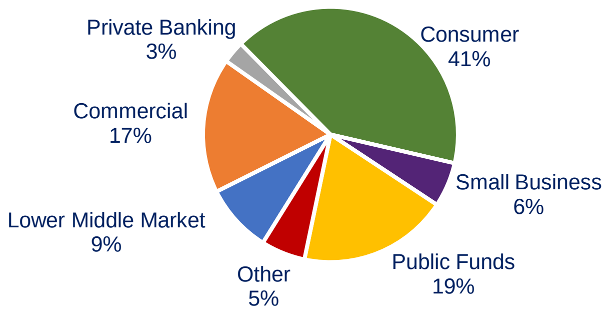
Stable and Granular Deposit Base

Diversified funding channels provide levers for growth and reflect long-term relationships

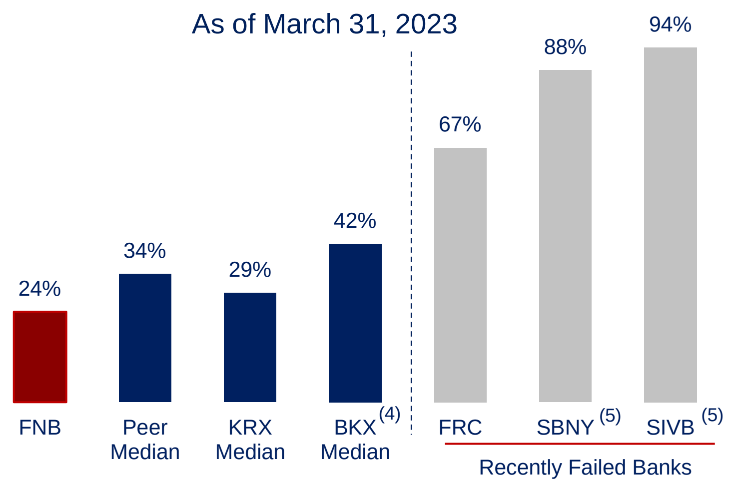
Deposit Composition

as of March 31, 2023



Adjusted Uninsured Deposit Composition(1)

As of March 31, 2023



Key Statistics

as of March 31, 2023

- $34 billion in total deposits with a focus on customer primacy.
- Loan to Deposit Ratio is 89.7%.
- Total insured/collateralized deposits(1) comprise approximately 76% of total deposits.
  - Higher than the peer median at year-end 2022.
- Available liquidity is 1.7x greater than uninsured and non-collateralized deposits.
- Average deposit balance as of March 31st is ~$30,000(3).
  - FNB average account balance is below the peer median at year-end 2022(3).
  - Median consumer account balance is ~$5,000(2) at quarter end.

(1) Excludes collateralized deposits. (2) Includes DDA, savings, and CD accounts. (3) Based off call report methodology. (4) BKX median excludes trust banks
(5) Values as of 12/31/22

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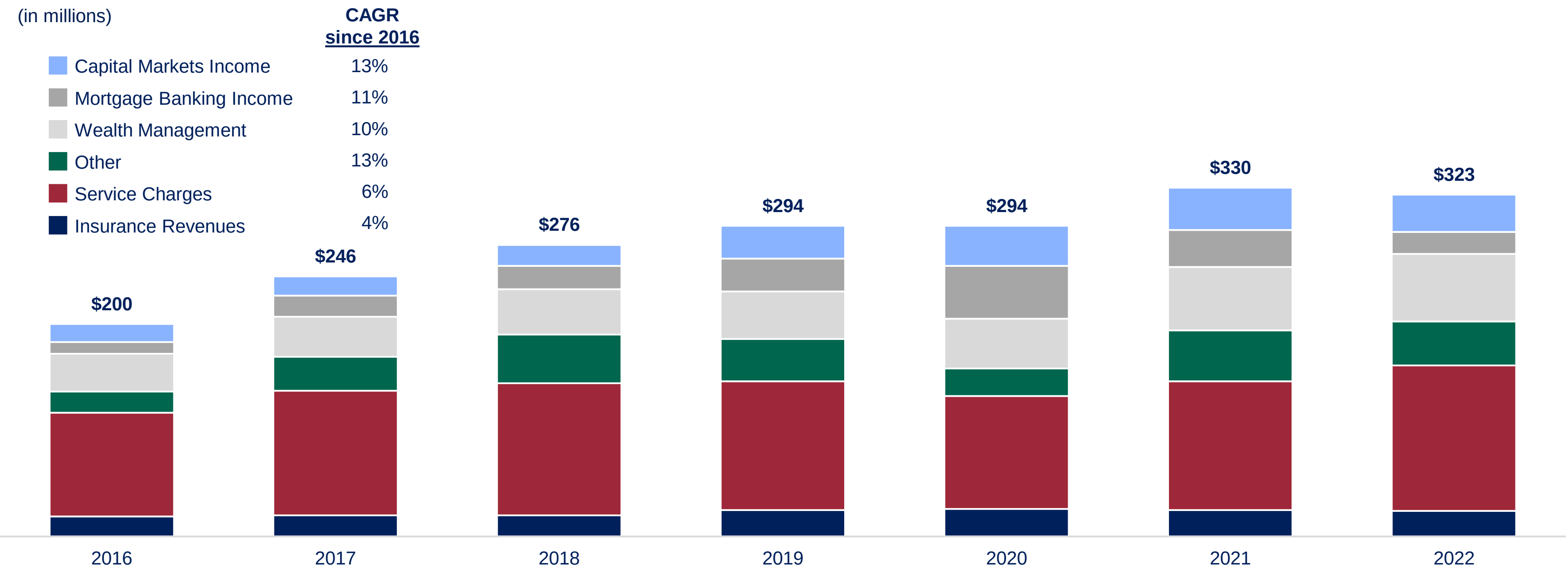
Strategic Objective to Drive Diversified Fee Income Growth

- ❖ We have achieved double-digit growth in our fee-based businesses, including capital markets, mortgage banking, and wealth management, over the past 5 years
- ❖ This diversified business model led us to continued strong performance through 2022
- ❖ Priority to develop new products and capabilities within mortgage and capital markets, such as debt capital markets in recent years, has helped our organic growth in these businesses
  - Our mortgage and capital markets businesses organically generated 13% and 11% compounded annual growth, respectively.

Total Non-interest Income with CAGR of 8% Since 2016



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Expansion of Geographic Footprint

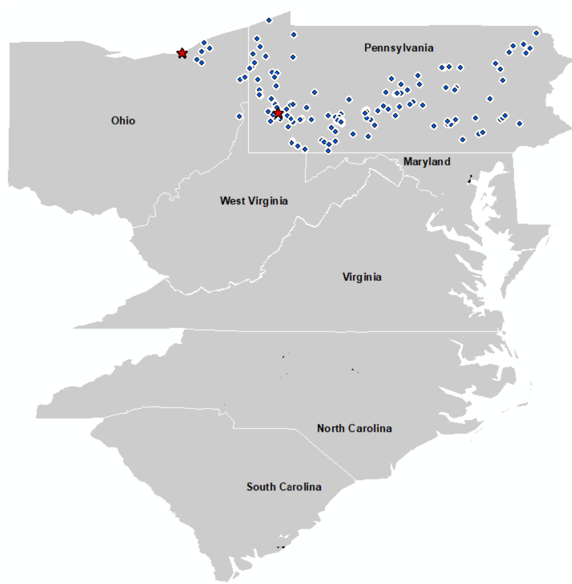
Since the financial crisis, FNB has focused on spreading its footprint across the Mid-Atlantic and Carolinas to high growth MSAs such as Charlotte, DC, Baltimore, and Charleston

- Expansion has given FNB access to ~**8M** new households
- Average HH income **+4%** in current footprint vs 2009 footprint
- Current markets HH growth projection **contain all projected HH growth.**
- HH CAGR **double** in new markets compared to FNB footprint
- 2022 footprint gives higher access to HNW HHs: **~27% higher 200K income HH rate** compared to 2009
- **7%** lower unemployment rate in current footprint

FNB Branch Network

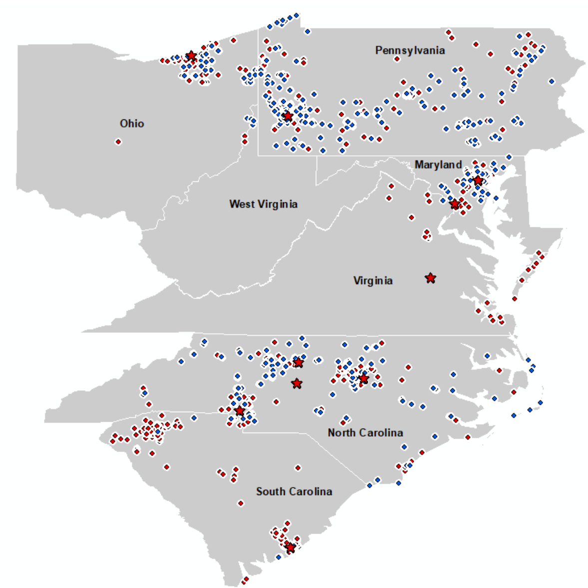
2009 – *$9B Total Assets, Market Cap $0.7B*

219 Branches



1Q 2023 – *$44.1B Total Assets, Market Cap $4.1B*

344 Branches



Per Branch, $M	2009	1Q23
Deposits	**29.1**	**99.4**
Loans	**26.7**	**89.2**

Major Cities
FNB Branches
FNB ATMs

Note: Market data from S&P Global Cap IQ, current ownership. Total Assets, branch count, deposits, and loans for 1Q 2023.
Market Capitalization based on share price on 12/31/09 and 5/2/23, respectively Richmond locations represent announced de novo expansion

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Diverse Footprint with Strong Market Share(1)

FNB's market deposit CAGR is 14% over the last 6 years buoyed by our new markets

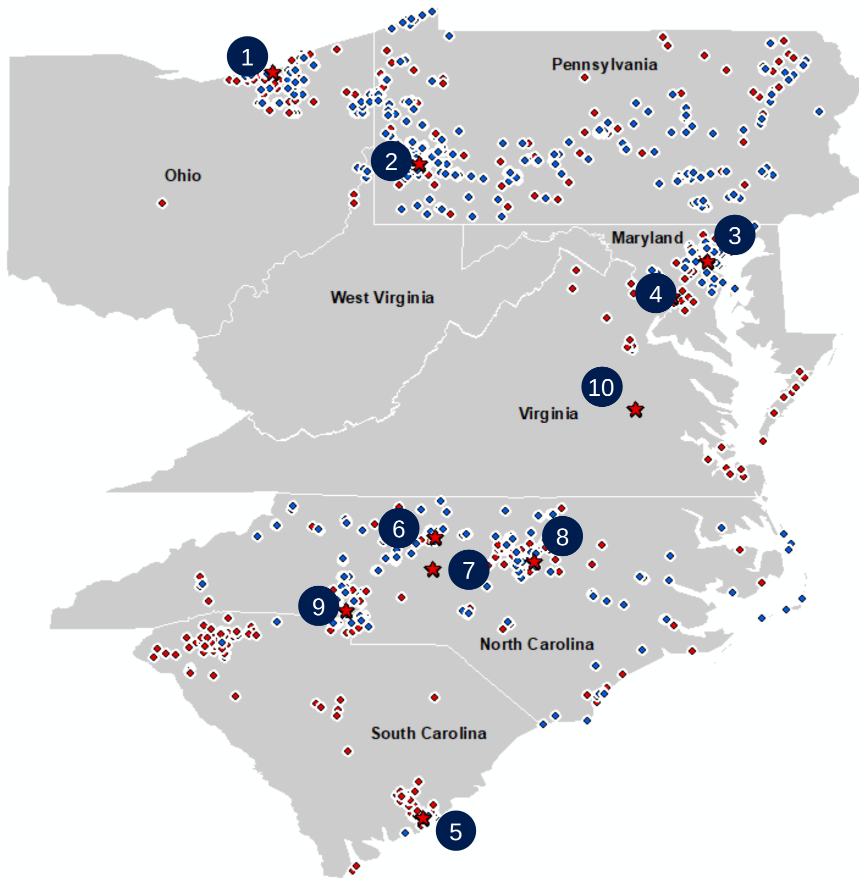
1 **Cleveland**
Population: 2.1 million
# of 100k Bus(2): 134k
Deposit Market Share Rank: 13
Deposit Market Share: 0.9%

2 **Pittsburgh(3)**
Population: 2.3 million
# of 100k Bus: 178k
Deposit Market Share Rank: 3
Deposit Market Share: 4.0%

3 **Baltimore**
Population: 2.9 million
# of 100k Bus: 197k
Deposit Market Share Rank: 6
Deposit Market Share: 3.3%

4 **Washington D.C**
Population: 6.4 million
# of 100k Bus: 467k
Deposit Market Share Rank: 42
Deposit Market Share: 0.1%

5 **Charleston**
Population: 825k
# of 100k Bus: 53k
Deposit Market Share Rank: 25
Deposit Market Share: 0.3%



6 **Winston-Salem**
Population: 676k
# of 100k Bus: 39k
Deposit Market Share Rank: 3
Deposit Market Share: 8.4%

7 **Greensboro**
Population: 773k
# of 100k Bus: 52k
Deposit Market Share Rank: 7
Deposit Market Share: 3.5%

8 **Raleigh**
Population: 1.4 million
# of 100k Bus: 91k
Deposit Market Share Rank: 10
Deposit Market Share(3): 1.8%

9 **Charlotte**
Population: 2.7 million
# of 100k Bus: 164k
Deposit Market Share Rank: 11
Deposit Market Share: 0.3%

10 **Richmond (4)**
Population: 1.3 million
# of 100k Bus: 95k
De novo expansion planned in 2024

(1) Per S&P Global Market Intelligence for corresponding MSAs as of YE 2022. (2) Businesses in MSA with estimated Business Annual sales >$100k.
(3) Excludes custodial banks. (4) Richmond locations represent announced de novo expansion

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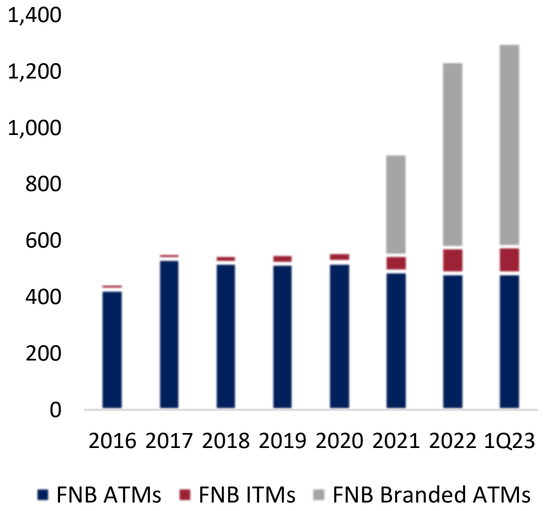
Technology Evolution & Digital Trends

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

Omnichannel strategy involves a robust ATM network

This is boosted by our 3rd party partnership efforts

Number of Owned FNB ATMs and ITMs

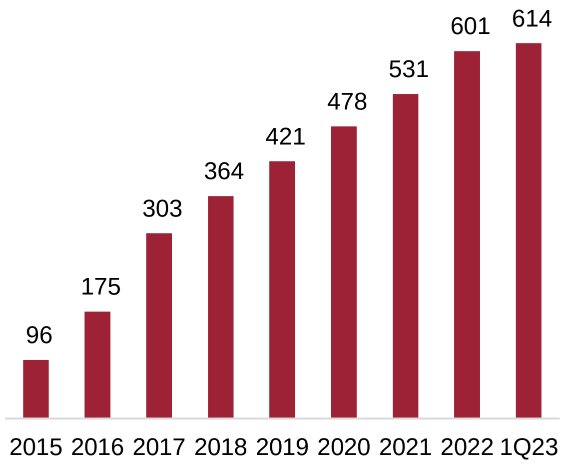


721 FNB Branded ATMs added since January 2021

Digital has been on the rise and growing rapidly

Received over 1.6 million FNB website visits in March of 2023

Enrolled Mobile Banking Users (in Thousands)

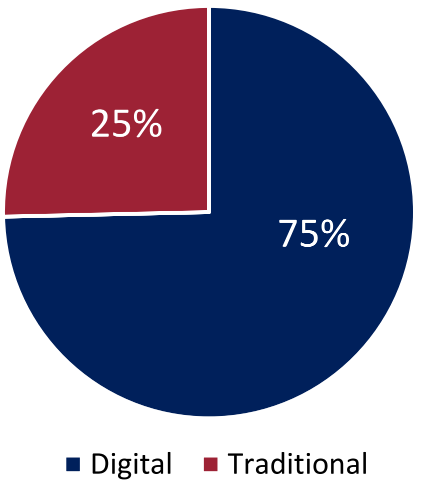


30% CAGR in Mobile Banking since 2014

Expanding our online capabilities

Using same applications across all digital channels

1Q23 Mortgage Applications by Channel



84% 1Q23 Digital Application Start to Application Complete and Submit rate

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Online and Mobile Channels Continue to See Strong Adoption

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

9%

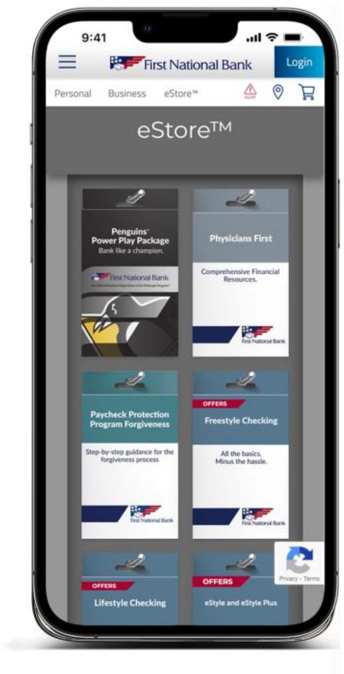
Online Banking
User base had continued growth increase YoY with 985k+ enrolled users

11%

Mobile Banking
Increase in total users YoY with 614K+ mobile users

4%

Digital Wallet[1] Growth
Enrollments increase in the digital wallet YoY



42%

ITM Investment
Increase in total ITMs YoY with over 95 ITMs spread across every state in our footprint

37%

Zelle Transaction Growth
Zelle transactions had a record 68,000 payments in March

16%

eStore Progression
Total eStore interactions are up 16% YoY

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

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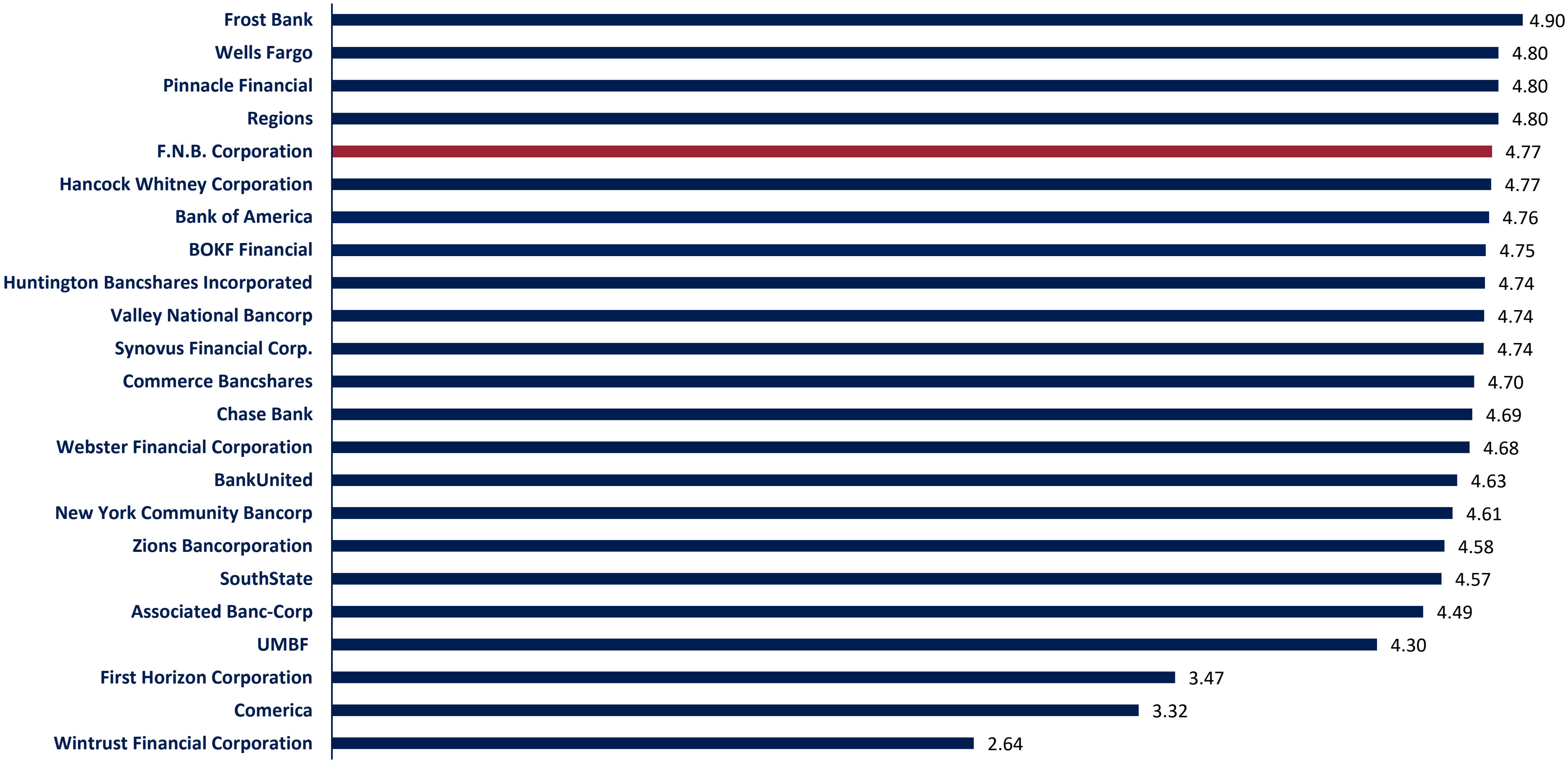
FNB Mobile Application Ratings Rival Large Money Centers

Weighted Average via Apple + Google Ratings and Reviews



- FNB has a top mobile application based on its weighted average vs. peers and large money centers
- Reviews were aggregated as of April 21, 2023, using both the Apple and Google platforms

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FNB's Holistic Data Strategy

Investments in data architecture lead to organic customer growth

Acquire

Data Sources

Internal

Operational Systems

Loans, Deposits, Credit Card, CRM, Digital Channels, etc.

External

Key Lifestyle Indicators
Industry Standards
Economic Variables

API Enabled Services

Consolidate

Enterprise Data Warehouse

Dynamic Data Integration Engine

Detailed Customer Interaction Data

Raw Data Vault

Business Vaults

Data Quality Exceptions

Improve operations and assist in Regulatory Compliance

Master Data Management

"Golden Key" for each Customer to enable a 360-degree View

Reference Data Management For Consistency, Standards, and Compliance

Virtualization \ Secure Data As A Service

Evaluate

Self-Service Data Preparation

Analytic Capabilities

- Analyze
- Optimize
- Forecast
- Report
- Plan
- Discover
- Collaborate
- Predict
- Model

Real Time Queries

API Enabled Web Services

Deliver

Delivery focuses on data science, visualization, and advanced analytics

- *Casual User Reports*
- *Dashboards*
- *Power User Tools*
- *Data Science*
- *Advanced Profitability*
- *Household Analytics*
- *Lead Generation*

Operational Systems
CRM
Risk Analysis

Cultivating Clarity, Consistency and Intelligibility

Data Governance, Metadata, Data Security, Data Curation

Financial Highlights

Financial Highlights

First Quarter 2023 Highlights

(compared to the year-ago quarter, unless stated otherwise)

- Record revenue totaled $416 million, an increase of 33.2%.
  - Net interest income increased $102.6 million, or 43.8%.
  - Non-interest income increased $1.1 million, or 1.4%.
- Operating earnings per diluted common share(2) of $0.40, an increase of 54%.
- Total deposits(1) (period-end) increased $286 million, or 0.8%.
  - From March 8, 2023, to quarter end, total deposit balances decreased slightly by $226 million, or 0.7%, largely due to normal wholesale and retail customer activity.
- Total loans and leases(1) (period-end) increased $3.8 billion, or 14.3%.
  - Commercial loans(1) and leases increased $1.9 billion, or 11.0%.
  - Consumer loans(1) increased $1.9 billion, or 20.6%.
- Continued favorable asset quality trends across the loan portfolio.
  - Non-performing loans and other real estate owned (OREO) to total loans and OREO decreased 2 basis points to 0.38%
  - Total delinquency decreased 6 basis points to 0.60%, compared to 0.66% on March 31, 2022, and continues to remain at a historically low level.
- CET1 ratio of 10.0% for the quarter.
- Efficiency Ratio(2) is 50.6%, a 10-percentage point improvement.
- Operating ROATCE(2) is 19.89%, an increase of 665 basis points.
- Tangible book value (TBV)(2) of $8.66, linked-quarter growth of 4.7%.
- Repurchased 850,000 shares of common stock at a weighted average share price of $13.78.

(1) Includes Union Bancorp (Union) (2) A non-GAAP measure

First Quarter Financial Highlights

		1Q23	4Q22	1Q22
Reported Results	Net income available to common stockholders (millions)	$144.5	$137.5	$51.0
	Earnings per diluted common share	$0.40	$0.38	$0.15
	Book value per common share	$15.76	$15.39	$15.19
Key Operating Results	Operating net income available to common stockholders (millions)[1]	$146.1	$157.0	$92.0
	Operating earnings per diluted common share[1]	$0.40	$0.44	$0.26
	Total spot loan growth[2][3]	1.4%	5.1%	7.5%
	Total spot deposit growth[2][3]	(1.7%)	2.6%	6.9%
	Efficiency ratio[1]	50.6%	45.8%	60.7%
Capital Measures	Tangible common equity / tangible assets[1][4]	7.5%	7.2%	7.2%
	Common equity tier 1 risk-based capital ratio	10.0%	9.8%	10.0%
	Tangible book value per common share[1][4]	$8.66	$8.27	$8.09

(1) Operating results, a non-GAAP measure; refer to Appendix for non-GAAP to GAAP Reconciliation details and the cautionary statement preamble for rationale for use of non-GAAP measures. (2) On a linked-quarter basis (3) Includes Union since merger close in 4Q22 and Howard as of 1Q22. (4) Includes negative AOCI impact of $0.87, $0.99, and $0.57 in 1Q23, 4Q22 and 1Q22, respectively.

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Asset Quality

$ in millions, unless otherwise stated	1Q23	4Q22	1Q22	1Q23 Highlights
Delinquency	0.60%	0.71%	0.66%	○ Asset quality remained at favorable levels with the portfolio well positioned entering 2023.
NPLs+OREO/Total loans and leases + OREO	0.38%	0.39%	0.40%	○ The provision for credit losses was $14.1 million, compared to $28.6 million, with the prior quarter reflecting $9.4 million of initial provision for non-PCD loans associated with the Union acquisition.
Provision for credit losses(1)	$14.1	$28.6	$18.0	
Net charge-offs (NCOs)	$13.2	$11.9	$1.9	○ While slightly higher than the year-ago quarter, net charge-offs remain at historically low levels and utilized $7.9 million of previously-established specific reserves.
NCOs (annualized)/Total average loans and leases	0.18%	0.16%	0.03%	
Allowance for credit losses/ Total loans and leases	1.32%	1.33%	1.38%	○ The ACL ratio was stable to the prior quarter at 1.32%.
Allowance for credit losses/ Total non-performing loans and leases	356.1%	354.3%	365.0%	

(1) Includes unfunded loans.

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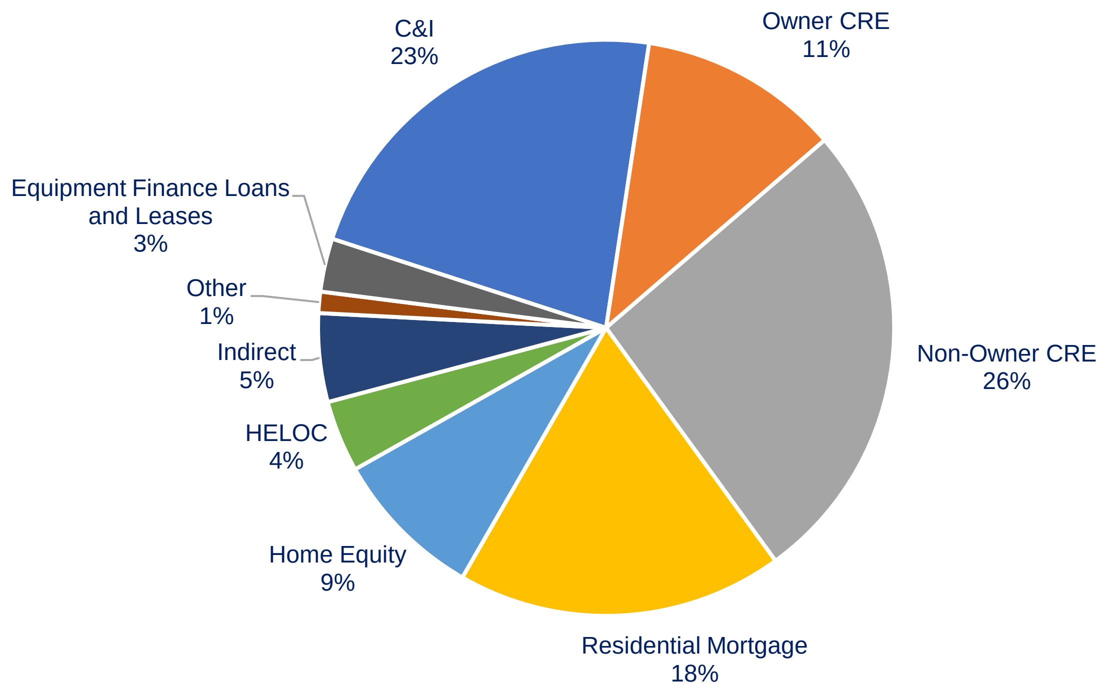
Loan Portfolio Mix

Highly diversified, commercial-focused loan portfolio

Loan Portfolio

(As of March 31, 2023)



Total Loan Portfolio: $30.7 billion

Total Commercial (including Leases): 64%

Total Consumer: 36%

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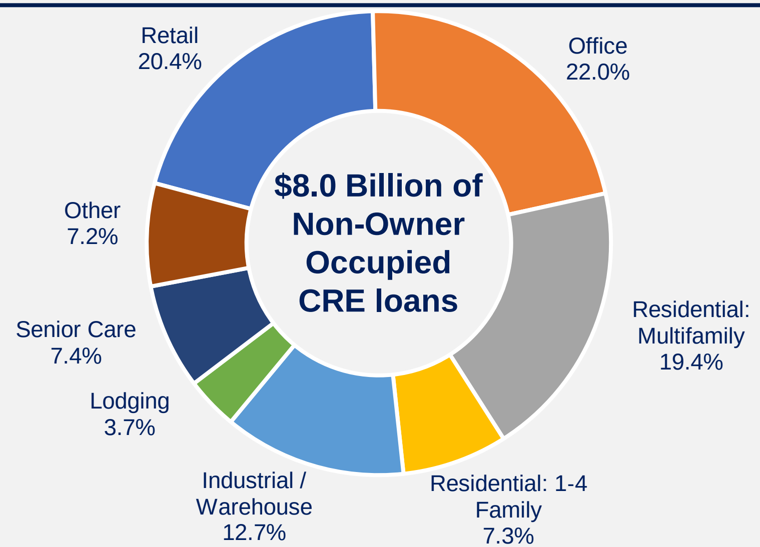
Non-Owner Occupied CRE Portfolio

Non-Owner Occupied CRE Portfolio

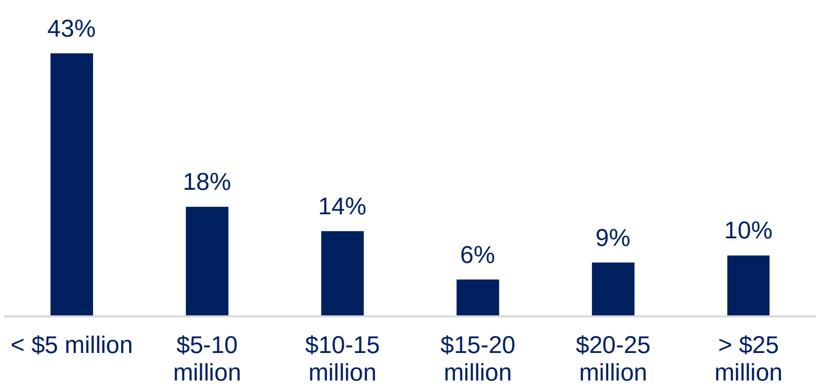


CRE - Office Loan Statistics

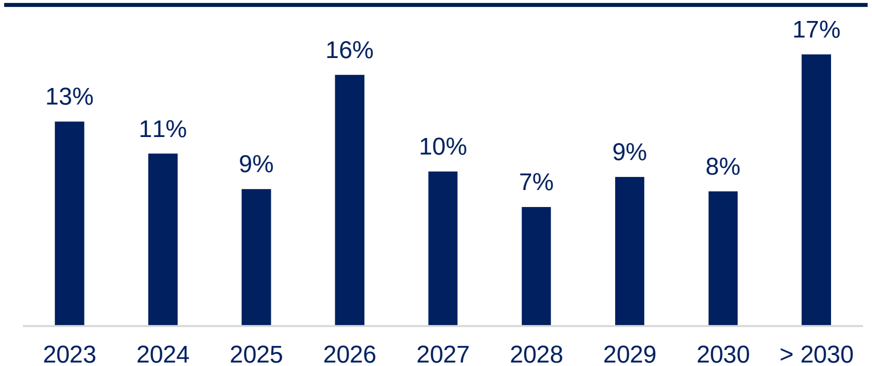
as of March 31, 2023

- Long history of working with well-established sponsors with a focus on strong global cash flows
- Average LTV is in the low 60's
- Delinquency remains low at 27 basis points
- Criticized office loans are below 10%
- The top 25 loans average approximately $28 million in exposure
  - No outsized risk to any one property
  - Spread throughout the FNB footprint
- Maturity walls are closely monitored
  - Regularly review all CRE loans (including office loans) over $10 million that mature in 2023 and 2024
  - No downgrades from in-depth portfolio review

CRE - Office Loans by Funding Size ($)



CRE - Office Maturity Walls as % of CRE - Office Portfolio ($)



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Balance Sheet Highlights

Average, $ in millions	1Q23 (1)	4Q22	1Q22	QoQ Δ(3)	YoY Δ
Securities	7,270	7,273	6,956	(0.0%)	4.5%
Total Loans	30,410	29,361	26,239	3.6%	15.9%
Commercial Loans and Leases	19,373	18,577	17,252	4.3%	12.3%
Consumer Loans	11,038	10,783	8,987	2.4%	22.8%
Earning Assets	38,614	38,078	36,560	1.4%	5.6%
Total Deposits	34,213	33,939	32,995	0.8%	3.7%
Non-Interest Bearing Deposits	11,411	11,755	11,256	(2.9%)	1.4%
Interest Bearing Deposits	22,802	22,184	21,739	2.8%	4.9%

1Q23 Highlights

- Total securities were flat quarter-over-quarter with AFS comprising 46% of the portfolio.
- Total average loan growth driven by the continued success of our strategy to grow high-quality loans across our diverse geographic footprint.
- Total average deposit balances remained stable.
- From March 8, 2023 to quarter end, total spot deposit balances decreased slightly by $226 million, or 0.7%, largely due to normal wholesale and retail customer activity
- Loan-to-deposit ratio(2) was 89.7%, compared to 87.0% at December 31, 2022.

(1) Includes Union loans and deposits. (2) Period-end as of March 31, 2023 and December 31, 2022. (3) Not annualized.

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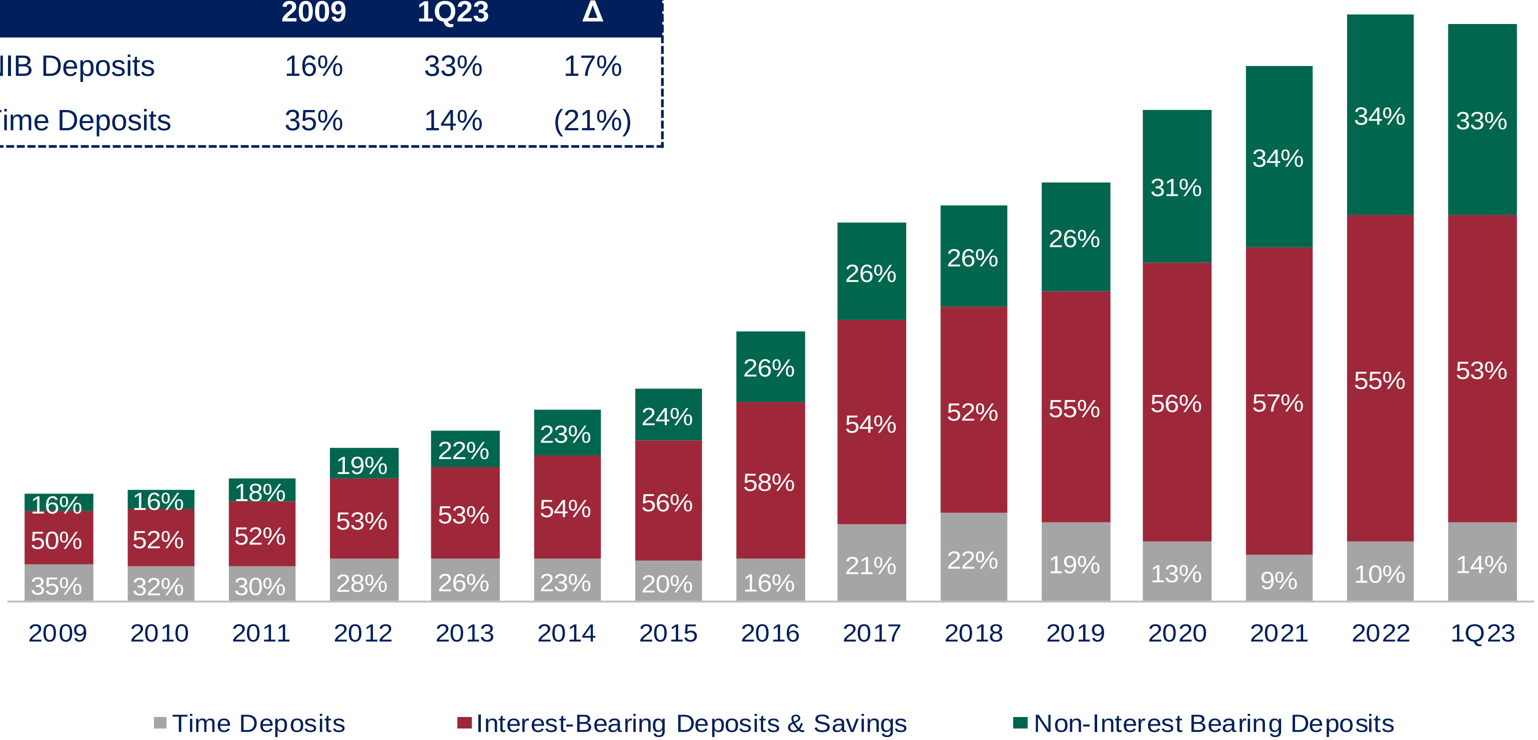
Deposit Composition

FNB Maintains a Favorable Deposit Mix

Total Deposits[(1)]

(2009 – 1Q23)

	2009	1Q23	Δ
NIB Deposits	16%	33%	17%
Time Deposits	35%	14%	(21%)



(1) Totals may not sum due to rounding. Does not include Customer Repurchase Agreements.

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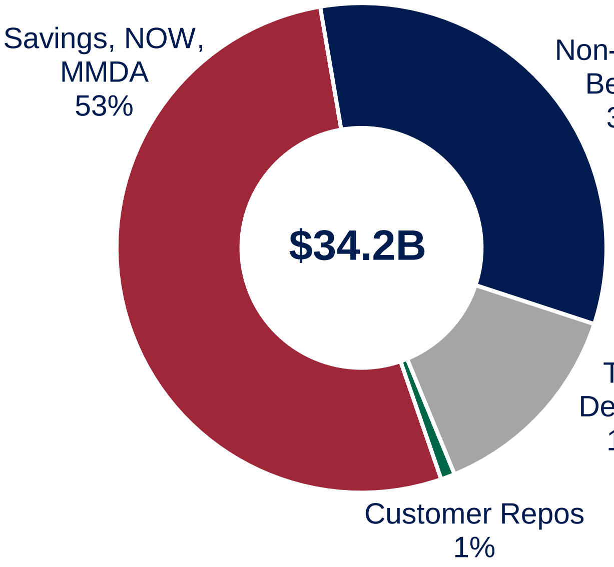
Deposits and Customer Repurchase Agreements

FNB's total deposit CAGR is 10.5% over the last 5 years

	Balance (in millions)	Portfolio (%)
Savings, NOW, MMDA	$18,144	53%
Non-Interest Bearing	11,297	33%
Transaction Deposits	**$29,441**	**86%**
Time Deposits	4,749	14%
Total Deposits	**$34,190**	**100%**
Customer Repos	6	0%
Transaction Deposits and Customer Repo Agreements	$29,447	86%
Total Deposits and Customer Repo Agreements	**$34,196**	**100%**



Deposits Commentary

- ❖ Loans to Deposits and Customer Repos Ratio (excluding loans HFS) at 3/31/2023 = 89.1%
- ❖ New client acquisition and relationship-based focus reflected in favorable deposit mix
  - 86% of total deposits and customer repo agreements are transaction-based deposits

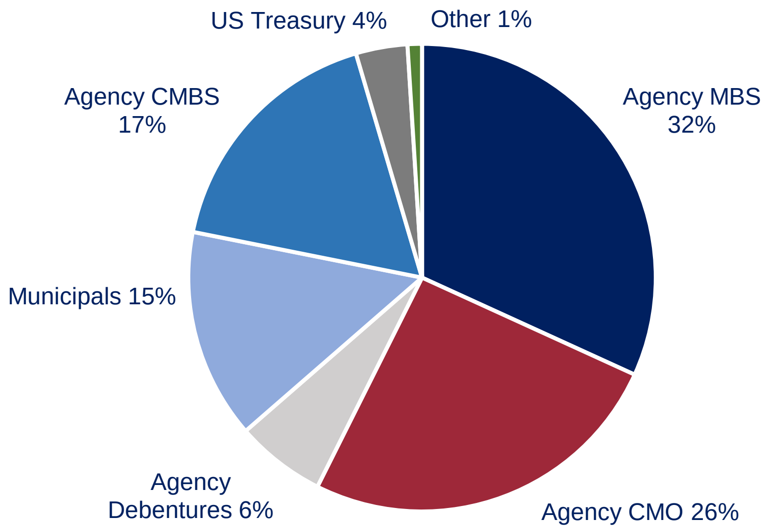
Note: Balance and % of Portfolio based on period-end balances.

Investment Portfolio

As of March 31, 2023		%	Ratings	
($ in millions)	Balance	Portfolio	Investment %	
Agency MBS	$2,326	32%	AAA	100%
Agency CMO	1,870	26%	AAA	100%
Agency CMBS	1,265	17%	AAA	100%
Agency Debentures	455	6%	AAA	100%
Municipals	1,062	15%	AAA	15%
			AA	72%
			A	12%
			BBB	<1%
US Treasury	261	4%	AAA	100%
Other	36	<1%	Various/NR	
Total Investment	**$7,275**			

Highly Rated Investment Portfolio

as of March 31, 2023



Investments Commentary

- 98% of total portfolio rated AA or better, and over 99% rated A or better
- Relatively low duration
- Average balance for 1Q23 was $7.27 billion(1), flat from last quarter
- Municipal bond portfolio highly rated with an average rating of AA and over 99% of the portfolio rated A or better

(1) Average nontaxable securities are FTE adjusted.

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Revenue Highlights

$ in thousands, unless otherwise stated	1Q23	4Q22	1Q22	QoQ Δ[2]	YoY Δ
Total interest income	$443,503	$407,882	$253,580	8.7%	74.9%
Total interest expense	106,849	72,993	19,504	46.4%	447.8%
Net interest income	$336,654	$334,889	$234,076	0.5%	43.8%
Non-interest income	79,389	80,613	78,322	(1.5%)	1.4%
Total revenue	$416,043	$415,502	$312,398	0.1%	33.2%
Net interest margin (FTE)[1]	3.56%	3.53%	2.61%	3 bps	95 bps
Average earning asset yields (FTE)[1]	4.68%	4.29%	2.83%	39 bps	185 bps
Average loan yield (FTE)[1]	5.24%	4.82%	3.39%	42 bps	185 bps
Cost of funds	1.18%	0.80%	0.22%	38 bps	96 bps
Cost of interest-bearing liabilities	1.70%	1.18%	0.33%	52 bps	137 bps
Cost of interest-bearing deposits	1.50%	0.98%	0.14%	52 bps	136 bps

1Q23 Highlights

- Net interest income increased linked-quarter primarily due to growth in average earning assets and benefits from the higher interest rate environment, offset by two fewer days in the quarter.
- Net interest margin (FTE) (non-GAAP) increased 3 basis points linked-quarter to 3.56% driven by higher yields on variable rate loans, and re-pricing upward of adjustable-rate loan book as well as the diligent management of deposit costs.
- Non-interest income increased from the year-ago quarter due to broad contributions from our diversified fee businesses.

(1) A non-GAAP measure. (2) Not annualized

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Interest Rate Risk Profile

Cumulative Total Deposit Betas

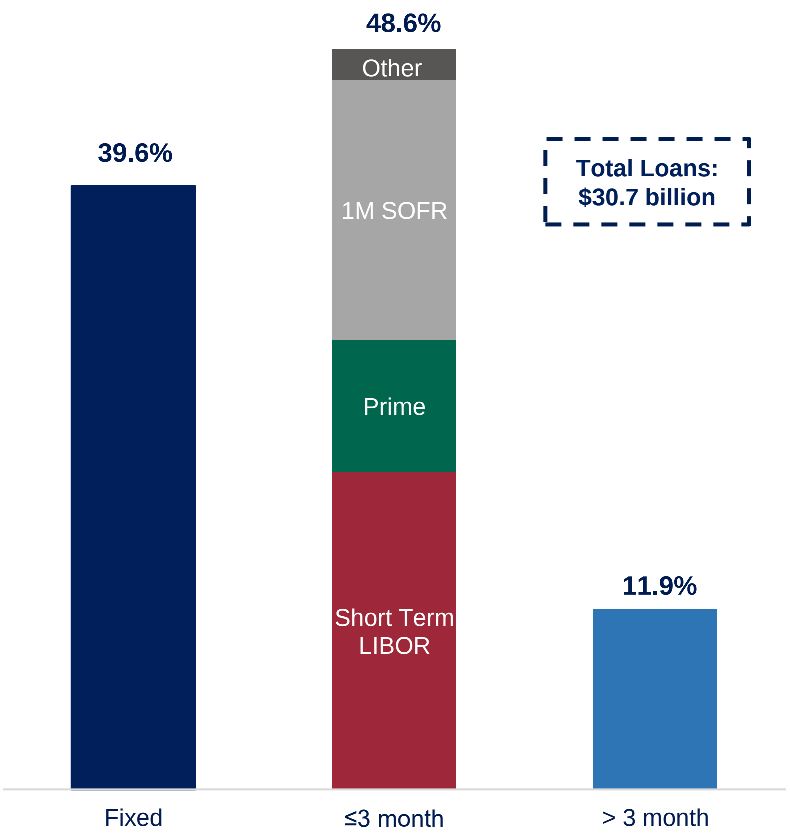
	3/31/22	6/30/22	9/30/22	12/31/22	**3/31/23**
Fed Funds Rate	0.50%	1.75%	3.25%	4.50%	**5.00%**
Cumulative Deposit Beta	0.2%	9.7%	12.5%	16.6%	**21.8%**

Interest Rate Risk Sensitivity on Net Interest Income (%)

Shocks	3/31/22	6/30/22	9/30/22	12/31/22	**3/31/23**
+200 bps	13.2	9.4	6.2	3.3	**2.8**
+100 bps	6.5	4.8	3.0	1.1	**1.4**
-100 bps	(4.1)	(4.8)	(0.4)	1.2	**2.9**

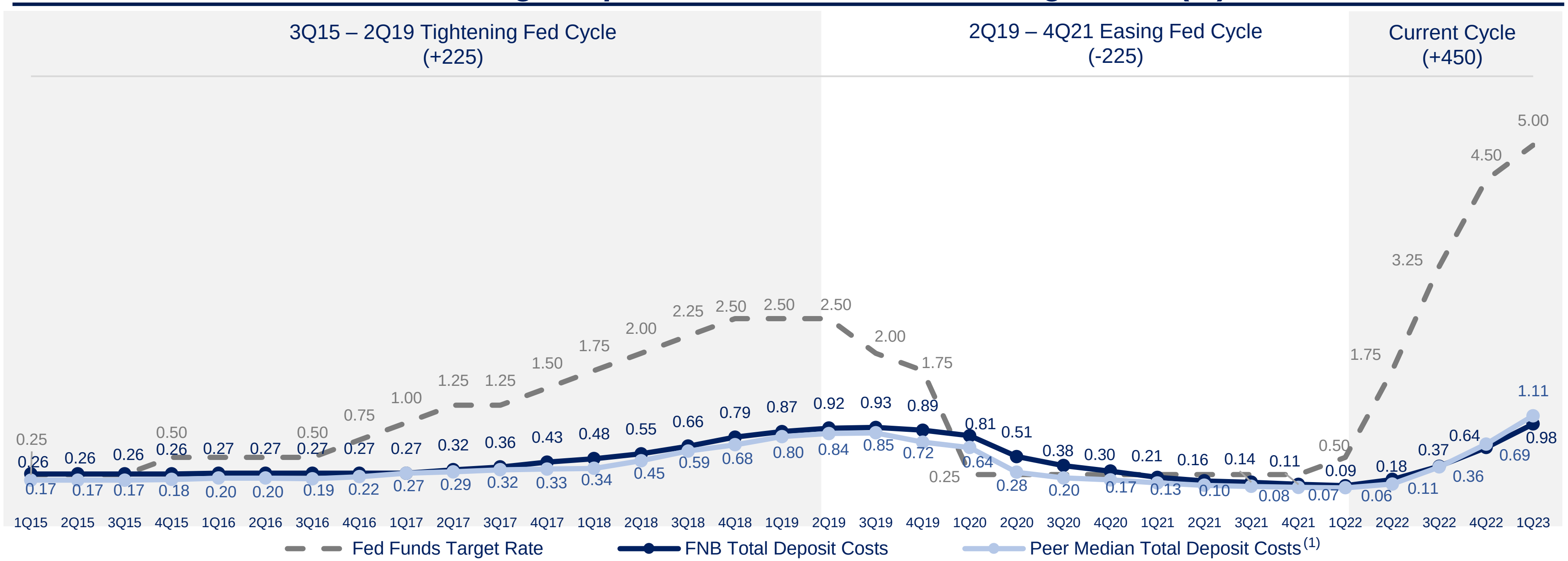
Loan Repricing Frequency

as of March 31, 2023



Superior Core Deposit Base

Total Average Deposit Cost vs. Fed Funds Target Rate (%)



Improved Funding Base from Prior Cycle

	Start of prior cycle 3Q15	Start of current cycle 1Q22	2Q22	3Q22	4Q22	Current Period 1Q23
Loan-to-deposit ratio	93%	80%	84%	85%	87%	90%
CDs / Total Deposits	20%	9%	9%	9%	10%	14%
NIB / Total Deposits	23%	35%	35%	35%	34%	33%
Net Wholesale Funding / Total Assets	14%	-4%	0.2%	0.4%	2%	4%

	Rate Cycle (Q3'15-Q2'19)	Rate Cycle (Q1'22-Current)
Avg. Fed Funds Increase (%)	2.25	4.23
Avg. Cost of Deposits at End of Cycle (%)	0.92	0.98
Peer Median Avg. Cost of Deposits at End of Cycle(%)(1)	0.84	1.11
Cumulative Beta (%)	29.3	21.0
Peer Median Cumulative Beta (%)(1)	28.7	24.5
FNB Beta Rank Relative to Peers(1)	11	6

(1) Peer median excludes BOKF due to Q1 2023 value not yet available.

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Non-Interest Income

$ in thousands	1Q23	4Q22	1Q22	QoQ Δ(1)	YoY Δ
Service charges	$32,640	$35,536	$31,515	(8.1%)	3.6%
Trust income	10,611	9,371	10,349	13.2%	2.5%
Insurance commissions and fees	7,787	4,506	7,605	72.8%	2.4%
Securities commissions and fees	7,382	6,225	5,691	18.6%	29.7%
Capital markets income	6,793	10,016	7,127	(32.2%)	(4.7%)
Mortgage banking operations	4,855	2,711	6,667	79.1%	(27.2%)
Dividends on non-marketable securities	4,108	3,775	2,150	8.8%	91.1%
Bank owned life insurance	2,825	2,612	2,642	8.2%	6.9%
Other	2,388	5,861	4,576	(59.3%)	(47.8%)
Total reported non-interest income	$79,389	$80,613	$78,322	(1.5%)	1.4%

1Q23 Highlights

- Service charges decreased linked-quarter due to seasonality and the expected decline in overdraft and non-sufficient fund service charges from the overdraft practice changes FNB implemented in the first quarter of 2023.
- Trust income includes record new account production in the first quarter of 2023.
- Insurance commissions and fees reflect strong overall production.
- Record securities commissions and fees driven by higher sales activity.
- Capital markets decreased from lower syndications and swap fees compared to stronger levels in the fourth quarter of 2022.
- Mortgage banking operations income increased linked-quarter from a 5% increase in sold mortgage volume and improved gain on sale margins.

(1) Not annualized.

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Non-Interest Expense

$ in thousands	1Q23	4Q22	1Q22	QoQ Δ [2]	YoY Δ
Salaries and employee benefits[1]	$120,247	$103,558	$112,130	16.1%	7.2%
Occupancy and equipment[1]	39,442	36,794	34,257	7.2%	15.1%
Amortization of intangibles	5,119	3,545	3,227	44.4%	58.6%
Outside services[1]	19,398	19,655	17,028	(1.3%)	13.9%
Marketing[1]	3,701	4,594	3,249	(19.4%)	13.9%
FDIC insurance	7,119	5,322	4,574	33.8%	55.6%
Bank shares tax and franchise taxes	4,172	2,031	4,027	105.4%	3.6%
Other[1]	18,667	20,300	16,127	(8.0%)	15.7%
Non-interest expense, excluding significant items impacting earnings[1]	$217,865	$195,799	$194,619	11.3%	11.9%
Significant items impacting earnings	2,052	15,336	32,807		
Total reported non-interest expense	$219,917	$211,135	$227,426	4.2%	(3.3%)

1Q23 Highlights

- Salaries and employee benefits increased linked-quarter from normal seasonal compensation expense in the first quarter, as well as seasonally higher employer-paid payroll taxes, lower salary deferrals from lower loan origination volumes, and the acquired Union expense base.
- Amortization of intangibles increased related to the Union core deposit intangible.
- Marketing expenses decreased from prior quarter due to the timing of digital advertising spend and campaigns.
- FDIC insurance increased reflecting the previously announced FDIC assessment rate increase which was effective in the first quarter of 2023.

(1) Excludes amounts related to significant items impacting earnings, representing merger-related expense of $2.1 million, $12.5 million, and $28.6 million in 1Q23, 4Q22 and 1Q22, respectively, and branch consolidation costs of $2.8 million in 4Q22 and $4.2 million in 1Q22. (2) Not annualized.

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2023 Financial Objectives

		2Q23 Guidance	FY 2023 Guidance	Commentary
Balance Sheet[1]	**Spot Loans**		Mid single digit growth	
	Spot Deposits		Flattish	
Income Statement	**Net Interest Income (non-FTE)**	$325-$335 million	$1.315-$1.365 billion	Assumes one additional 25 bp hike in May
	Non-Interest Income	Mid $70s million	$305-$320 million	Expect continued benefits from diversified strategy.
	Provision Expense		$65-$85 million	To support loan growth and CECL model related builds from a softer macroeconomic environment.
	Non-Interest Expense	$205-$210 million	$835-$855 million	
	Effective Tax Rate		20-21%	Assumes no investment tax credit activity for 2023.

(1) Targets are relative to December 31, 2022.

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2023 Peer Group Listing

Ticker	Institution	Ticker	Institution
ASB	Associated Banc-Corp	PNFP	Pinnacle Financial Partners
BKU	BankUnited, Inc.	RF	Regions Financial Corp.
BOKF	BOK Financial Corp.	SNV	Synovus Financial Corp.
CBSH	Commerce Bancshares, Inc.	SSB	SouthState Corp.
CFR	Cullen/Frost Bankers, Inc.	UMBF	UMB Financial Corp.
CMA	Comerica Inc.	UMPQ(1)	Umpqua Holdings Corp.
FHN	First Horizon Corp.	VLY	Valley National Bancorp
HBAN	Huntington Bancshares, Inc.	WBS	Webster Financial Corp.
HWC	Hancock Whitney Corp.	WTFC	Wintrust Financial Corp.
NYCB	New York Community Bancorp	ZION	Zions Bancorp

(1) Acquired by Columbia Banking System on February 28, 2023.

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Additional Financial Data

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended		
	1Q23	4Q22	1Q22
Operating net income available to common stockholders			
(in millions)			
Net income available to common stockholders	$ 144.5	$ 137.5	$ 51.0
Merger-related expense	2.1	12.5	28.6
Tax benefit of merger-related expense	(0.4)	(2.6)	(6.0)
Provision expense related to acquisitions	0.0	9.4	19.1
Tax benefit of provision expense related to acquisitions	0.0	(2.0)	(4.0)
Branch consolidation costs	0.0	2.8	4.2
Tax benefit of branch consolidation costs	0.0	(0.6)	(0.9)
Operating net income available to common stockholders (non-GAAP)	$ 146.1	$ 157.0	$ 92.0
Operating earnings per diluted common share			
Earnings per diluted common share	$ 0.40	$ 0.38	$ 0.15
Merger-related expense	0.01	0.03	0.08
Tax benefit of merger-related expense	0.00	(0.01)	(0.02)
Provision expense related to acquisitions	0.00	0.03	0.05
Tax benefit of provision expense related to acquisitions	0.00	(0.01)	(0.01)
Branch consolidation costs	0.00	0.01	0.01
Tax benefit of branch consolidation costs	0.00	0.00	0.00
Operating earnings per diluted common share (non-GAAP)	$ 0.40	$ 0.44	$ 0.26

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended
	1Q23
Return on average tangible common equity (ROATCE)	
(dollars in millions)	
Net income available to common stockholders (annualized)	$ 586.0
Amortization of intangibles, net of tax (annualized)	16.4
Tangible net income available to common stockholders (annualized) (non-GAAP)	$ 602.4
Average total stockholders' equity	$ 5,732
Less: Average preferred stockholders' equity	(107)
Less: Average intangible assets [1]	(2,564)
Average tangible common equity (non-GAAP)	$ 3,061
Return on average tangible common equity (non-GAAP)	19.68 %
Operating ROATCE	
(dollars in millions)	
Operating net income available to common stockholders (annualized) [2]	$ 592.6
Amortization of intangibles, net of tax (annualized)	16.4
Tangible operating net income available to common stockholders (annualized) (non-GAAP)	$ 609.0
Average total stockholders' equity	$ 5,732
Less: Average preferred stockholders' equity	(107)
Less: Average intangible assets [1]	(2,564)
Average tangible common equity (non-GAAP)	$ 3,061
Operating return on average tangible common equity (non-GAAP)	19.89 %

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

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Non-GAAP to GAAP Reconciliation

		For the Quarter Ended
		1Q23
Return on average tangible assets (ROATA)		
(dollars in millions)		
Net income (annualized)	$	594.2
Amortization of intangibles, net of tax (annualized)		16.4
Tangible net income (annualized) (non-GAAP)	$	610.6
Average total assets	$	43,422
Less: Average intangible assets [1]		(2,564)
Average tangible assets (non-GAAP)	$	40,858
Return on average tangible assets (non-GAAP)		1.49 %
Operating net income		
(dollars in millions)		
Net income	$	146.5
Merger-related expense		2.1
Tax benefit of merger-related expense		(0.4)
Operating net income (non-GAAP)	$	148.1

(1) Excludes loan servicing rights.

F.N.B. Corporation

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended
	1Q23
Operating ROATA	
(dollars in millions)	
Operating net income (annualized) [2]	$ 600.7
Amortization of intangibles, net of tax (annualized)	16.4
Tangible operating net income (annualized) (non-GAAP)	$ 617.1
Average total assets	$ 43,422
Less: Average intangible assets [1]	(2,564)
Average tangible assets (non-GAAP)	$ 40,858
Operating return on average tangible assets (non-GAAP)	1.51 %

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

F.N.B. Corporation

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended		
	1Q23	4Q22	1Q22
Tangible book value per common share			
(dollars in millions, except per share data)			
Total stockholders' equity	$ 5,787	$ 5,653	$ 5,439
Less: Preferred stockholders' equity	(107)	(107)	(107)
Less: Intangible assets [1]	(2,561)	(2,566)	(2,492)
Tangible common equity (non-GAAP)	$ 3,119	$ 2,980	$ 2,839
Ending common shares outstanding (000'S)	360,360	360,470	350,911
Tangible book value per common share (non-GAAP)	$ 8.66	$ 8.27	$ 8.09
Tangible common equity / tangible assets			
(dollars in millions)			
Total stockholders' equity	$ 5,787	$ 5,653	$ 5,439
Less: Preferred stockholders' equity	(107)	(107)	(107)
Less: Intangible assets [1]	(2,561)	(2,566)	(2,492)
Tangible common equity (non-GAAP)	$ 3,119	$ 2,980	$ 2,839
Total assets	$ 44,146	$ 43,725	$ 42,022
Less: Intangible assets [1]	(2,561)	(2,566)	(2,492)
Tangible assets (non-GAAP)	$ 41,584	$ 41,159	$ 39,530
Tangible common equity / tangible assets (non-GAAP)	7.50 %	7.24 %	7.18 %

(1) Excludes loan servicing rights

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Non-GAAP to GAAP Reconciliation

	2022		2021		2020		2019		2018		2017	
Tangible book value per common share												
(dollars in millions, except per share data)												
Total stockholders' equity	$	5,653	$	5,150	$	4,959	$	4,883	$	4,608	$	4,409
Less: Preferred stockholders' equity		(107)		(107)		(107)		(107)		(107)		(107)
Less: Intangible assets [1]		(2,566)		(2,304)		(2,317)		(2,330)		(2,333)		(2,341)
Tangible common equity (non-GAAP)	$	2,980	$	2,739	$	2,535	$	2,447	$	2,168	$	1,961
Ending common shares outstanding (000'S)		360,470		318,933		321,630		325,015		324,315		323,465
Tangible book value per common share (non-GAAP)	$	8.27	$	8.59	$	7.88	$	7.53	$	6.68	$	6.06

(1) Excludes loan servicing rights

F.N.B. Corporation

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended		
	1Q23	4Q22	1Q22
Efficiency ratio (FTE)			
(dollars in millions)			
Total non-interest expense	$ 219.9	$ 211.1	$ 227.4
Less: Amortization of intangibles	(5.1)	(3.5)	(3.2)
Less: OREO expense	(0.6)	(0.5)	(0.3)
Less: Merger-related expense	(2.1)	(12.5)	(28.6)
Less: Branch consolidation costs	0.0	(2.8)	(4.2)
Adjusted non-interest expense	$ 212.2	$ 191.8	$ 191.1
Net interest income	$ 336.7	$ 334.9	$ 234.1
Taxable equivalent adjustment	3.3	3.1	2.6
Non-interest income	79.4	80.6	78.3
Less: Net securities gains	0.0	0.0	0.0
Adjusted net interest income (FTE) + non-interest income	$ 419.3	$ 418.6	$ 315.0
Efficiency ratio (FTE) (non-GAAP)	50.60 %	45.82 %	60.66 %

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