# F.N.B. Corporation

**2Q09 Investor Presentation** 



# Forward-Looking Statements

This presentation of F.N.B. Corporation and the reports F.N.B. Corporation files with the Securities and Exchange Commission often contain "forward-looking statements" relating to present or future trends or factors affecting the banking industry and, specifically, the financial operations, markets and products of F.N.B. Corporation. These forward-looking statements involve certain risks and uncertainties. There are a number of important factors that could cause F.N.B. Corporation's future results to differ materially from historical performance or projected performance. These factors include, but are not limited to: (1) a significant increase in competitive pressures among financial institutions; (2) changes in the interest rate environment that may reduce interest margins; (3) changes in prepayment speeds, loan sale volumes, charge-offs and loan loss provisions; (4) general economic conditions; (5) legislative or regulatory changes that may adversely affect the businesses in which F.N.B. Corporation is engaged; (6) technological issues which may adversely affect F.N.B. Corporation's financial operations or customers; (7) changes in the securities markets or (8) risk factors mentioned in the reports and registration statements F.N.B. Corporation files with the Securities and Exchange Commission. F.N.B. Corporation undertakes no obligation to revise these forward-looking statements or to reflect events or circumstances after the date of this presentation.





- Ø Profile, Businesses, and Strategies
- ø Investments, Lending and Credit Quality
- ø Financials
- ø Investment Thesis



## **Profile**

Based in Hermitage, PA., F.N.B. Corporation (NYSE: FNB) ranks 5th among PA-based banks with \$8.5B in total assets.

- Ø Bank Charter: 1864
- **Ø** Market Capitalization: \$767M
- Ø Institutional Ownership: 40.8%
- Ø Branches: 225
- **Ø** Loan Production Offices: 7
- Ø Consumer Finance Offices: 57



## **Board Leadership**

- Ø Fourteen Independent Directors
- Ø Seven Former Financial Services Executives
- Ø Three Involved as Financial Services Investors
- **Ø** Monthly Board Meetings



# **Executive Management Team**

<u>Name</u>	<u>Position</u>	Years of Banking <u>Experience</u>
Steve Gurgovits	Chairman, President and CEO	48
Brian Lilly	CFO and Director of Corporate Services	29
Vince Delie	President, Banking Group	22
Gary Guerrieri	Chief Credit Officer and Group Executive, Lending Support & Specialized Lending	25
Louise Lowrey	Group Executive, Technology & Support	35 6





# Ø Operating Strategy

Manage our business for profitability and growth

# **Ø** Expansion Strategy

Expand our footprint with opportunistic acquisitions

# Ø Capital Management Strategy

- Exceed regulatory "Well Capitalized" measures
- Return excess capital to shareholders in the form of dividends

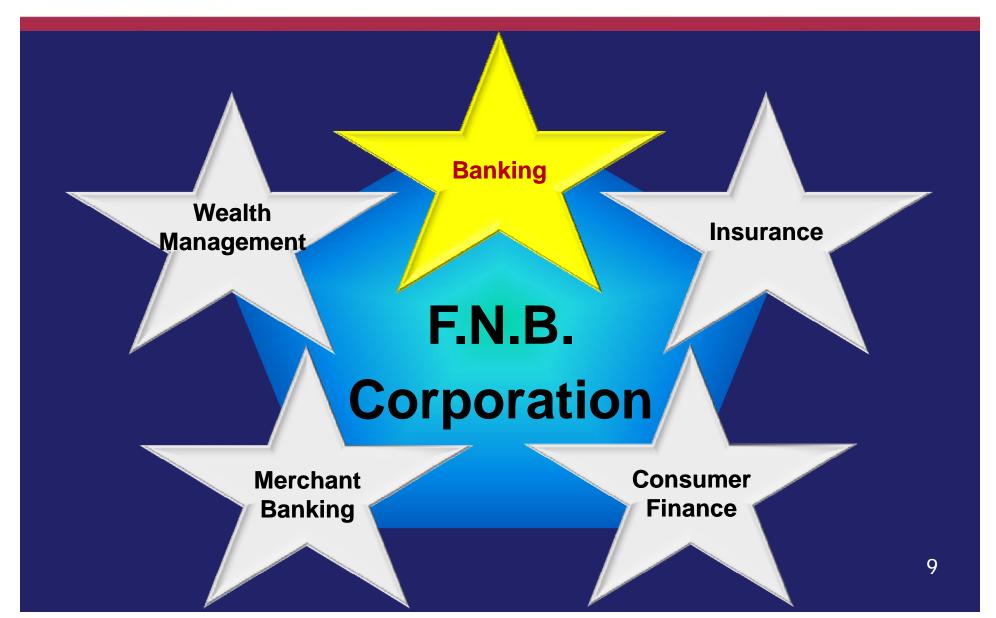


# Operating Strategy

- Manage our business for profitability and growth
- Ø Operate in markets we know and understand
- Ø Maintain a low-risk profile
- Ø Drive growth through relationship banking
- Ø Fund loan growth through core deposits
- Ø Target neutral asset/liability posture to manage interest rate risk
- Ø Build fee income sources
- Ø Maintain rigid expense controls

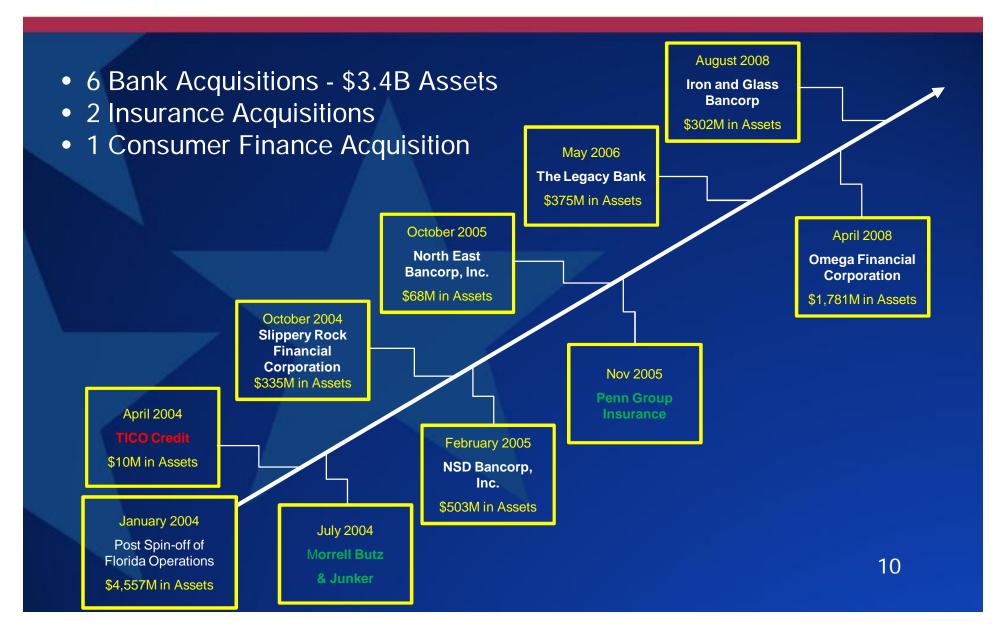


## Well Diversified Business



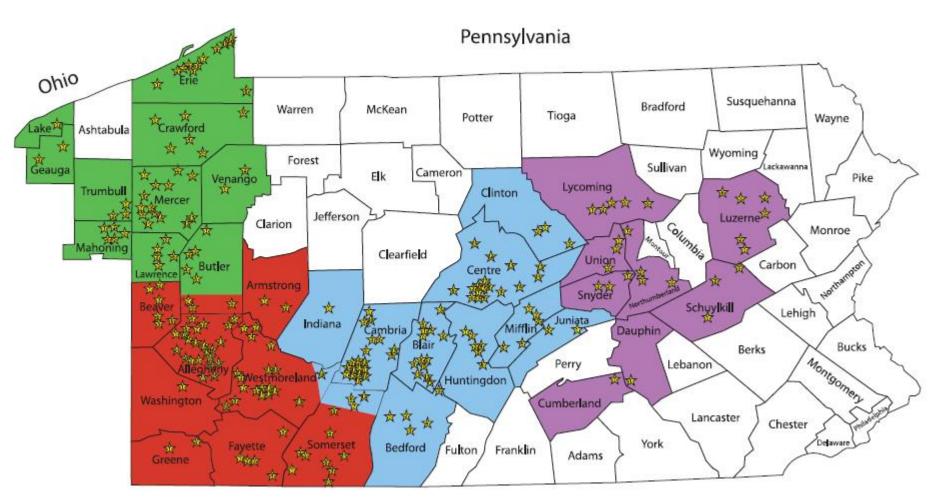


# History of Banking Expansion





# **Banking Locations**



**Northwest Region** 

**Central Mountain Region** 

**Pittsburgh Region** 

**Capital Region** 



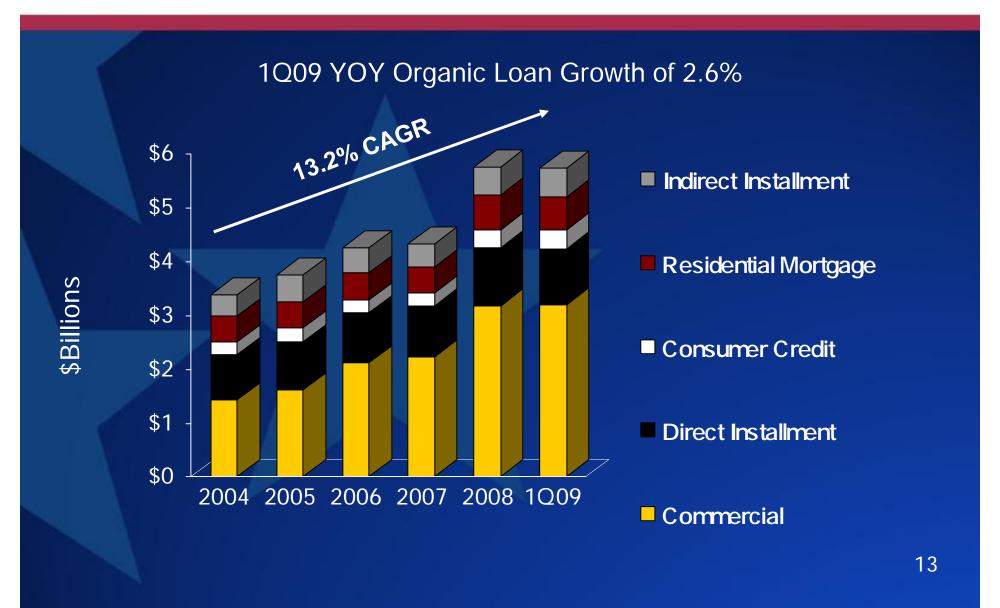
## Market Characteristics

FNB Region	Market Size Deposits (1)	FNB Deposit <u>Ranking <sup>(1)</sup></u>	FNB <u>Branches</u>
Pittsburgh	\$69.8B	7th	70
Northwest	\$23.5B	3rd	55
Capital	\$19.2B	9th	25
Central Mountain	\$10.8B	1st	75

- ø Stable Markets
- ø Modest Growth
- Ø #1 Ranking in StateCollege
- Ø #7 Ranking inPittsburgh
- Ø RegionalManagement
- ø Local Advisory Boards



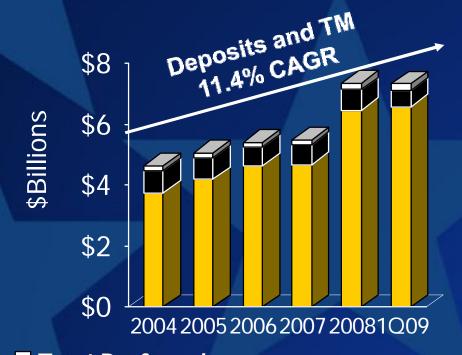
## Loan Mix





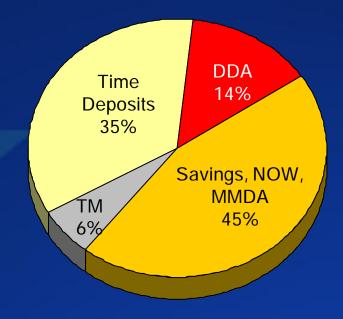
# Funding





- ☐ Trust Preferred
- ☐ Total Borrowings
- Deposits and Treasury Management (TM)

Deposits and TM: \$6.6 Billion (1)



Note: Strong loan to deposits and TM ratio of 88% (1)



## Well Diversified Business





# Wealth Management

- ø Trust, Fiduciary and Institutional Investment Services
  - Over 70 Years Managing Wealth
  - \$2.0 Billion Under Management at March 31, 2009
- ø Individual Investment Services
  - Brokerage, Mutual Funds and Annuities
  - Life and Long-Term Care Insurance Planning
- ø Strong Performance
  - 1Q09 ROTCE 55.3% (1)
  - 1Q09 ROE 13.3%

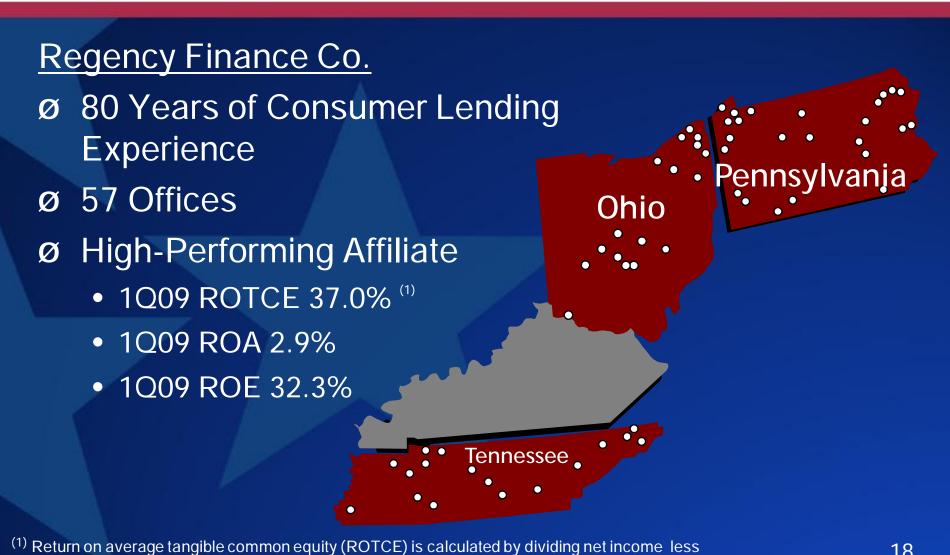


## Insurance

- Ø Property, Casualty, Life and Employee Benefits
- Ø Risk Management, Risk Transfer and Cost Containment Services
- ø Nine offices, located in Central and Western PA
- ø 81% Property & Casualty
  - 70% Commercial
  - 30% Personal
- ø 19% Life and Benefits
- ø Annual premiums of \$93.6 Million



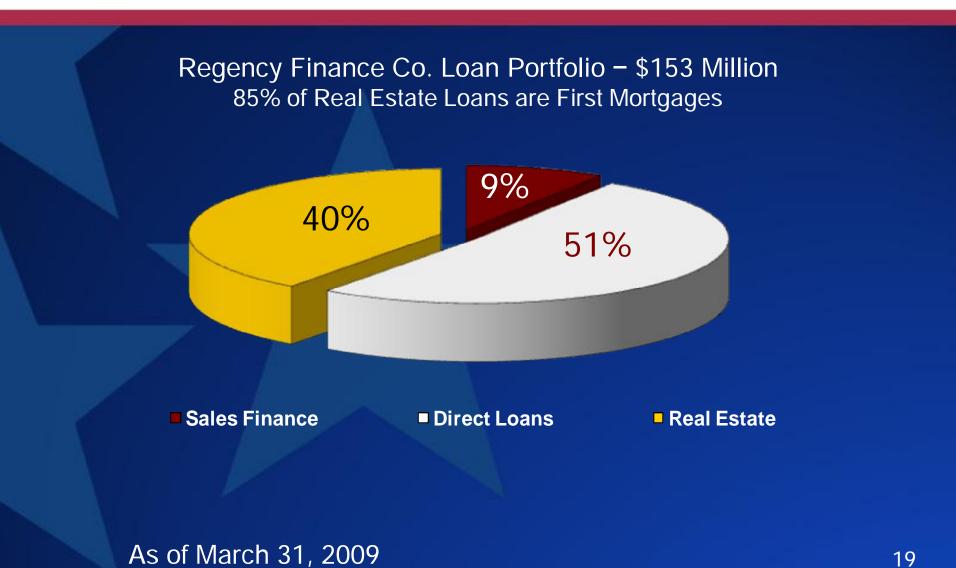
## Consumer Finance



amortization of intangibles by average common equity less average intangibles.



## **Consumer Finance**





# Merchant Banking

## F.N.B. Capital Corp.

- ø Founded in the Fourth Quarter of 2005
- ø Flexible Terms Mezzanine Debt and Private Equity
  - Focus on Stable, Growing Companies
  - Investments as low as \$1 Million
- ø Total Outstandings \$14.6 Million
- ø Completed 12 Transactions

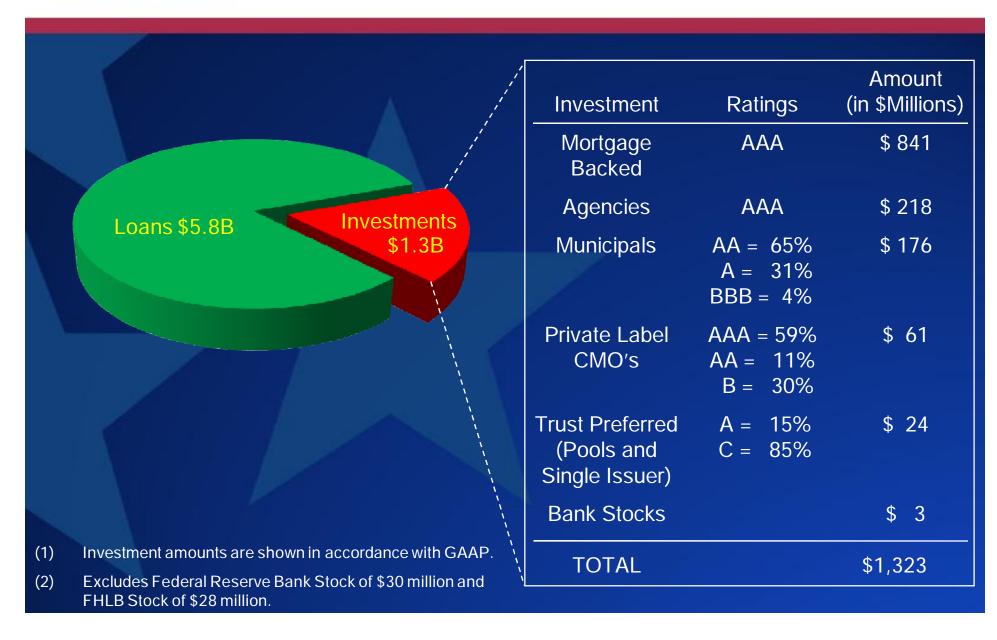
As of March 31, 2009



# INVESTMENTS, LENDING AND CREDIT QUALITY

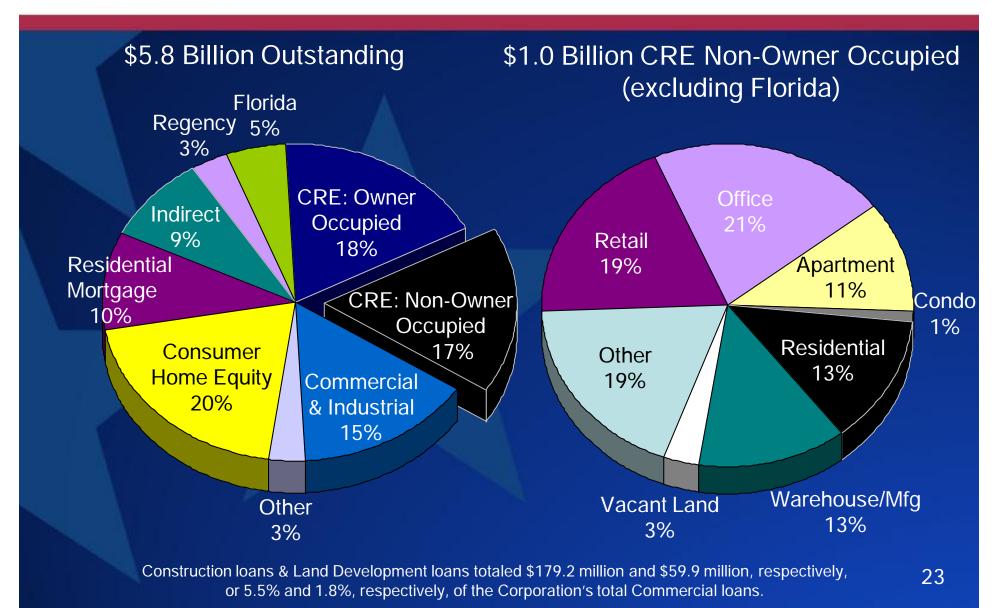


# Earning Assets-Investments





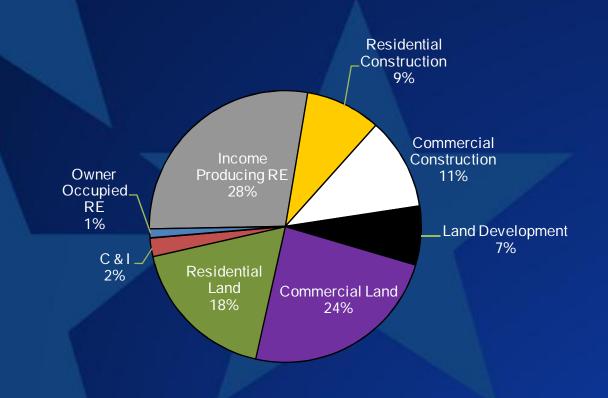
# Loan Portfolio Composition





## Profile of Florida Loans

### \$302 Million in Total Outstandings as of March 31, 2009



### Ø Underwriting

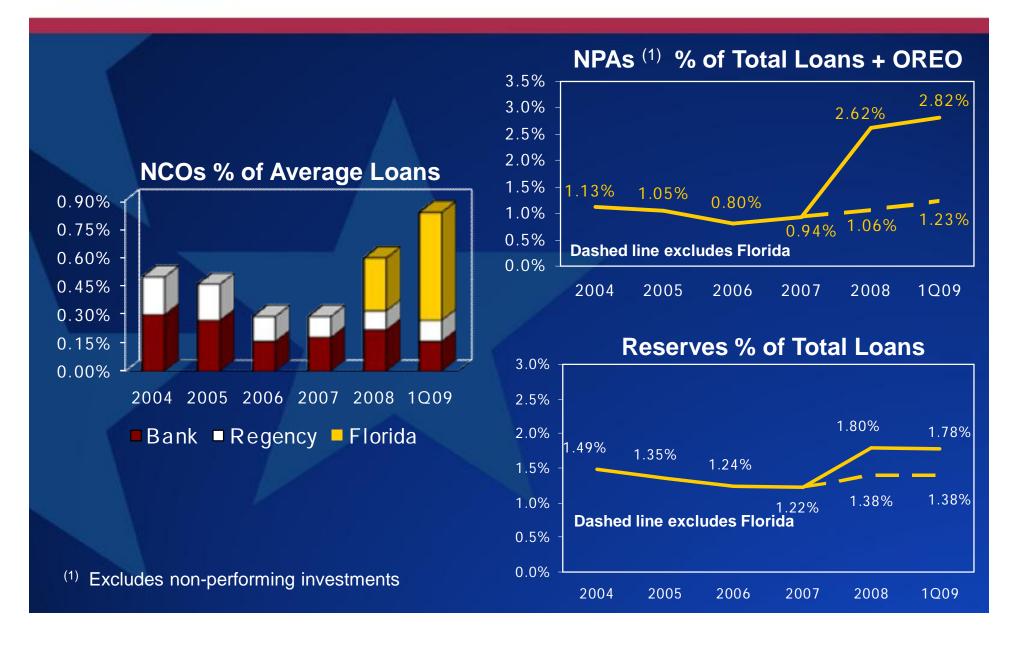
- Weighted-average loan to value of 71% (65% net of ALLL)
- Most with personal guarantees

### Ø Credit Quality

- 32% Non-performing loans/total loans
- 9% Allowance for loan losses/loans
- Ø 5% of Total Loan Portfolio



# **Credit Quality**





# FINANCIALS



## First Quarter Results

	1Q09	1Q08	
Profitability:	<b>40.10</b>	Φο οπ	
Earnings per Common Share	\$0.16	\$0.27	
Return on Tangible Common Equity (1)	17.48%	24.24%	
Return on Tangible Assets (2)	0.87%	1.18%	
Operating:			
Loan GrowthReported	32.2%	3.6%	
Loan GrowthOrganic Y/Y	2.6%	3.6%	
Deposit Crowth Deported (3)	20.40/	4 70/	
Deposit GrowthReported (3)	39.4%	1.7%	
Deposit GrowthOrganic Y/Y (3)	6.3%	1.7%	
Net Interest Margin	3.70%	3.73%	
Efficiency Ratio	63.06%	59.79%	

- (1) Return on average tangible common equity (ROTCE) is calculated by dividing net income less amortization of intangibles by average common equity less average intangibles.
- (2) Return on average tangible assets is calculated by dividing net income less amortization of intangibles by average assets less average intangibles.
- (3) Includes Treasury Management Accounts.



# **EPS Analysis**

(Pre-Credit and Run Rate Adjusted)

	1Q09	1Q08
Earnings per Share – Reported	\$0.16	\$0.27
Adjustments (After Tax): Credit-Related Costs (1) Other Non-Recurring (2)	0.10 (0.00)	0.04 (0.01)
Pre-Credit Cost / Run Rate Earnings per Share	\$0.26	\$0.30

Analysis: Higher FDIC, Pension = (\$0.02) CPP Capital = \$(0.02)

- (1) Includes Provision, OREO and NPA Carrying Costs.
- (2) Includes CEO departure, gain on the sale of building in 1Q09 and VISA gain in 1Q08.



## Interest Rate Risk



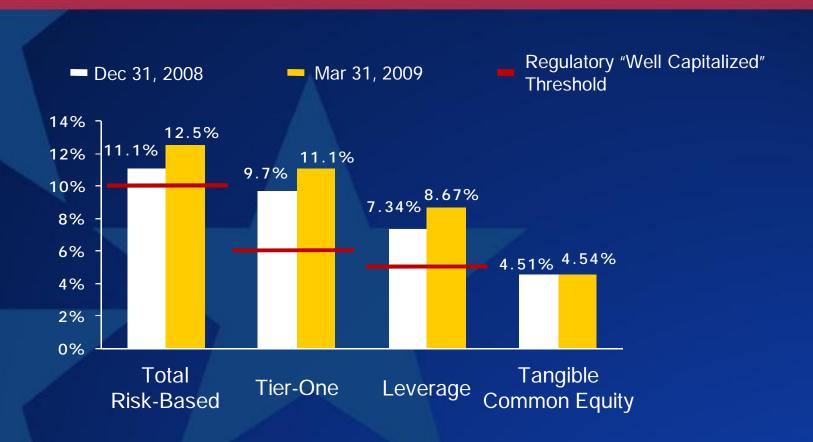
# Rate Sensitivity Change in Net Interest Income

	Rate <u>Ramps</u>	Rate <u>Shocks</u>
+100 BPS	(0.2%)	(0.2%)
-100 BPS	0.1%	(0.4%)

As of March 31, 2009



# Well Capitalized



Includes \$100 million in CPP as of March 31, 2009



# INVESTMENT THESIS



# Long-Term Investment Thesis

Targeted EPS Growth

5-6%

Expected Dividend
Payout Ratio 65-75%

4-6%

= Total Shareholder Return

9-12%



## **Total Shareholder Return**

	Cumulative Returns 2004 through 2008			
	YTD '09	1-Year	3-Year	5-Year
	May 11th	'08	'06 - '08	'04 - '08
F.N.B. Corporation	(31.7)%	(3.7)%	(7.5)%	(4.8)%
Regional Peers (27) Median F.N.B. Percentile Rank	(22.2)% <mark>32nd</mark>	(4.3)% 54th	(10.4)% 54th	(7.2)% 54th
National Peers (59) Median F.N.B. Percentile Rank	(22.0)% 37th	(8.6)% 57th	(24.0)% 75th	(12.1)% 60th

F.N.B. is not included in peer medians. Higher is better for percentile rankings.



# Creating Long-Term Value

- ø Experienced Leadership
- ø Diverse Revenue Sources
- ø High Performing Results Focused
- ø Lower Risk Profile
- ø Sensible Expansion Strategy



## Thank You

