



Two Banks.

GROWING STRONGER
TO SERVE YOU BETTER

One Partnership.



Your guide to the comprehensive financial solutions available through First National Bank



CONSUMERS

The products and services outlined in the RED Consumer Section will add convenience and sophistication to your personal money management strategies.

BUSINESSES

As a business client, you'll want to take advantage of the cost-saving, efficient solutions outlined in the BLUE Business Section.

How can we serve you?

Discover the world of First National Bank within the pages of this Welcome Guide. Our commitment is to help you achieve your financial goals, and we have a full range of sophisticated products and services to get the job done.



CONSUMER Products & Services



Important Date: February 15, 2014

- All banking offices normally open on Saturday will open under the name First National Bank. All remaining offices will open as First National Bank on February 18, 2014.
- You gain access to the full range of products and services offered by First National Bank.
- Visit a local office during the week beginning February 18, 2014, for our Open House, and celebrate our commitment to serving you as a First National Bank customer.

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INTRODUCTION

Welcome to First National Bank

First National Bank has been helping clients achieve their financial goals since 1864. We are excited about our new partnership with Baltimore County Savings Bank because it allows us to reach out to a new group of clients like you, with products and services that are as unique as the people we serve.

Our Welcome Guide is designed to help you discover the world of First National Bank. You'll learn about new products and account features that will enhance your options in response to every financial decision you encounter.

Serving your needs begins with an understanding of your financial objectives. Whether you are a college student, newlywed, busy professional or retiree, we want to hear about your vision for the future.

Our Personal Bankers can help you develop a plan to achieve your financial goals. With the professional guidance, support and resources of a large community bank, you can be certain that your personal plan will continue to work for you.

OUR PLEDGE

You will have access to more banking locations.

You will have access to new products and services to help you achieve your financial goals.

You will receive the same prompt, courteous customer service you have come to expect.

"Our customers come to us for solutions, and nothing is more important to us

than providing
exceptional
products and
services that
meet their needs."



Vincent J. Delie, Jr. President and CEO, F.N.B. Corporation CEO, First National Bank



Pages **5-9** of your

Welcome Guide contain

important instructions and date

references that will help ensure a

seamless transition of your accounts

and services from Baltimore County

Savings Bank to First National Bank.

Customer Service Center 1-800-555-5455

8:00 AM - 8:00 PM, Monday - Friday 8:00 AM - 5:00 PM, Saturday

Availability of Deposits

For full details on the funds availability policy that applies to your accounts, please refer to page 9 of the enclosed Important Account Information booklet

ENSURING A SEAMLESS TRANSITION

Accessing Your Accounts

Baltimore County Savings Bank (BCSB) Offices

On Friday, February 14, 2014, BCSB offices will close at their normally scheduled closing times to prepare for the transition. On their next normally scheduled business day of either Saturday, February 15, 2014, or Tuesday, February 18, 2014, all offices will reopen as First National Bank, ready to provide you with an expanded range of products and services.

VISA® Debit Cards/ATM Cards

If you currently have a BCSB Debit or ATM card, you will receive a new First National Bank VISA® Debit Card or ATM Card to access your accounts. You should receive your new card and Personal Identification Number (PIN) in separate mailings with activation instructions prior to February 14, 2014.

- Once received and activated, you can use your FNB VISA® Debit Card or ATM card at a BCSB or First National Bank ATM without a fee for cash withdrawals, transfers and account inquiries, as well as deposits wherever accepted.
- During the weekend beginning February 14, 2014, balance inquiry will not be available. The balance inquiry feature will be restored by Tuesday, February 18.
- Refer to details included with your new FNB card regarding when you may begin using your new
 cards and when your current BCSB card will cease working. You should activate and begin using your
 new FNB card after that time.
- Once you receive and activate your new FNB Debit Card, please update your debit card number with any service providers with whom you have recurring transactions linked to your BCSB Debit Card.
- BCSB ATM machines will be converted to First National Bank ATM machines on Wednesday, February 12 and Thursday, February 13, and may be unavailable for a short period between 9:00 AM and 5:00 PM. ATM machines will be fully available after Friday, February 14.

Telephone Banking

Automated telephone banking services, which provide 24/7 access to your account information, will be available on February 18, 2014, at 8:00 AM by calling 1-800-817-8787.

- When you access First National Bank's Telephone Banking, you will be asked for your account number and your personal identification number, which will be the last four digits of your social security or tax identification (EIN) number.
- You can change your personal identification number at any time after your initial call.
- If you cannot access an account, please contact our Customer Service Center at 1-800-555-5455 during normal business hours.
- You may transfer to our Customer Service Center from Telephone Banking at any time for questions and additional information.

Availability of Deposits

For full details on the funds availability policy that applies to your accounts, please refer to the enclosed Important Account Information disclosure.

Online Banking, Bill Pay and Mobile Banking

FNB-Online Banking

If you currently bank online, you will automatically be enrolled in First National Bank's Online Banking. Current Online Banking customers will receive a letter during the week of February 3, 2014, which will explain how to access accounts online beginning Tuesday, February 18.

- You will have access to the same accounts at First National Bank as you did at BCSB. If you cannot view an account you previously could view, please contact our Customer Service Center at 1-800-555-5455. If you are not an owner or signer on an account, you will not have account access.
- You will be able to transfer funds between the same accounts at First National Bank as you did at BCSB, as long as you are an owner or signer on the accounts. If you cannot transfer funds between the same accounts, please contact our Customer Service Center at 1-800-555-5455.
- Account history will not be converted, so please print your BCSB transaction history and
 e-statements prior to Friday, February 14, 2014, since they will not be available online after
 that date.

Online Bill Pay

If you currently use Online Bill Pay, you will be automatically enrolled in First National Bank's Online Bill Pay service.

- You will access Bill Pay directly from Online Banking. Once you log into Online Banking, select the Pay Bills tab.
- The following information will transfer to your First National Bank Online Bill Pay service:
 - Payment and vendor information
 - Automatic and future-dated payments
- We recommend you print your BCSB payment history, vendor list and currently scheduled payments prior to Friday, February 14, 2014, to verify that all information is transferred to First National Bank's Bill Pay service.

Mobile Banking

Mobile Banking with First National Bank brings you 24/7 banking convenience! All you need to begin is an FNB-Online Banking account and a cell phone.

With the FNB Direct Mobile Banking app, you can pay bills, transfer money, check balances, and locate convenient branches or ATMs. You can also use your FNB Mobile App to deposit a check, just by snapping a picture of it with your iPhone or Android!

If you already have mobile banking with BCSB, you will need to re-enroll. Re-enrolling in mobile banking is easy and straight forward. Simply select the "Mobile Center" tab from within online banking and follow the instructions.



fnb-online.com

All checking accounts can be accessed through First National Bank's Online Banking with Bill Pay and FNB Mobile Banking!

Account Statement Update

Your first account statement following the conversion date of February 15, 2014, will reflect the title of your First National Bank product that was selected based on similarities with your previous account. If, after receiving the features of the new account, you determine that it does not meet your needs, please contact your Personal Banker or our Customer Service Center. We will be happy to help you identify an account that better meets your needs.

If you have any questions about your accounts, please contact our

Customer Service Center

Hours:

Monday – Friday 8:00 AM – 8:00 PM Saturday 8:00 AM – 5:00 PM

1-800-555-5455

ENSURING A SEAMLESS TRANSITION

Deposit Accounts

Your Checking and Savings Accounts

Your BCSB account(s) will automatically transition to the most comparable accounts with First National Bank, and you may continue to use your BCSB checks and deposit slips without interruption.

- Direct deposits and automatic transfers to and from your accounts will continue without interruption. Automatic transfers will be posted to the account nightly on the same business day that the transfer is scheduled, or the next business day if the transfer is scheduled on a weekend or holiday.
- Interest on checking and money market accounts is calculated daily on the collected balance, compounded and credited to the account monthly. Interest on savings accounts, with the exception of the Holiday Club and IRA Savings, is credited quarterly. For most accounts, interest will be credited on your statement date.
- When you need to order new checks or personalized banking documents, you can order directly online, by phone or in person. If you order checks from a source other than First National Bank, please call our Customer Service Center at 1-800-555-5455 to obtain important bank-specific information prior to placing your order.
- For incoming wire transfers dated after Friday, February 14, please notify the senders of First National Bank's routing and transit number, which is 043318092.
- Outgoing wire transfers can be made in person at any of our banking offices. First National Bank's wire transfer cut off time is 4:00 PM EST, Monday through Friday, for all outgoing wires, including foreign wires.
- If you currently have Bounce Protection with BCSB, your new limit with First National Bank will be \$800. See pages 16 and 17 of the Important Account Information booklet.

Individual Retirement Accounts

As of February 14, First National Bank will become the new custodian of your IRA plan.

Account Statements

Your Statements

Your final statement from BCSB will show a record of transactions through Friday, February 14, 2014. Thereafter, your First National Bank statements will be mailed at approximately the same time each month as your current statements.

- Although you will notice a slightly different format, the information included in your statement will be the same. If you have any questions after you receive your First National Bank statement, please call our Customer Service Center at 1-800-555-5455.
- You will receive images of your paid checks with your statements if noted for your account on page 11. In addition, images are available through First National Bank's Online Banking.
- If you have a line of credit linked to your checking account, you will continue to receive a separate monthly statement with a summary of your activity.
- Combined statements and e-statements are available to you with any checking account. Simplify recordkeeping and eliminate waste with one convenient statement that reflects the details of your full financial relationship with First National Bank. Whether you receive paper statements or view your eStatements online, our combined statement option is one more step toward simplifying your busy life.

Your CDs and IRA CDs

The current rate and term of your CDs will remain the same until their maturity dates. When you receive your maturity notices, review them carefully for specific terms and renewal rates.







If you have any questions about your accounts, please contact our

Customer Service Center

Hours:

Monday – Friday 8:00 AM – 8:00 PM Saturday 8:00 AM – 5:00 PM

1-800-555-5455

You can assume that the terms and conditions of your existing loan and credit products remain unchanged unless you receive a separate communication specifying otherwise.

ENSURING A SEAMLESS TRANSITION

Loan and Credit Products

Mortgage Loans

The terms and conditions outlined in your mortgage loan documents will remain the same unless you are notified of a change in a separate mailing.

- Any current automatic payments will remain unchanged unless you are notified separately.
 Funds for automatic payments must be available in your account when your payment is processed.
- Your new mailing address for mortgage payments is P.O. Box 6000, Hermitage, PA 16148-0900.
- Overnight delivery payments should be mailed to 4140 East State Street, Hermitage, PA 16148-3487.
- After Friday, February 14, 2014, questions about your mortgage loan can be directed to our Customer Service Center at 1-800-555-5455, Monday through Friday from 8:00 AM to 8:00 PM EST and Saturday 8:00 AM to 5:00 PM EST, or write to us at 4140 East State Street, Hermitage, PA 16148-3487.

Consumer Loans or Lines of Credit

The terms of your loan or line of credit will remain unchanged, and fees and late charges will be assessed in accordance with your existing contract, unless you receive a separate notification of specific changes.

- If you have a line of credit, you will receive a monthly First National Bank statement which will provide the new payment address and other details of your account.
- You will have several convenient consumer loan and line of credit payment options:
 - Payments made by automatic deduction from a deposit account will continue.
 - After Friday, February 14, 2014, you can make payments at your local First National Bank office or through Online or Mobile Banking.
 - You can make loan payments by phone from your First National Bank checking or savings account simply by following the convenient prompts when you call 1-800-817-8787.
 - You may mail your payments to P.O. Box 6000, Hermitage, PA 16148-0900.

CUSTOMIZING FINANCIAL SOLUTIONS

Managing Your Money

Managing your money starts with the right checking account. At First National Bank, we've designed various options, so you can find one that's suited for you. Whether you value the ease of no minimum balance, the yield of an interest-bearing account or the opportunity to avoid a monthly fee, you'll find it right here.

Freestyle Checking

Freestyle Checking redefines anytime, anywhere, 24/7 banking with exclusive online, eStatement and ATM benefits that free you of limitations and fees. This account delivers everything to you electronically, whenever and wherever you want it. You can withdraw money from any VISA®/PLUS® ATM in the world and manage your accounts with Online and Mobile Banking. Now that's convenience.

Mystyle Checking

With Mystyle Checking, you can avoid a monthly fee by choosing the option that works best for you. Maintain a minimum balance, use Direct Deposit to eliminate hurried payday trips to the bank and to gain immediate access to your money, or maximize convenience with secure, cash-free debit card transactions. Don't forget to save time by using FNB's Mobile Banking to manage your transactions right from your mobile device!

Lifestyle Checking

Put your money to work with a checking account that always earns interest. With Lifestyle Checking, as your account balance grows beyond the minimum \$2,500, your interest rate automatically increases. Be sure to ask about our FirstRate Savings and Money Market Accounts, and take advantage of every opportunity to effectively manage your money.

Combined Statements

Combined statements are available to you with any checking account. Simplify recordkeeping and eliminate waste with one convenient statement that reflects the details of your full financial relationship with First National Bank. Whether you receive paper statements or view your eStatements online, our combined statement option is one more step toward simplifying your busy life.

Attention Students!

FNB-U

The Essentials of Money Management

Because school is your priority, FNB-U delivers into your hands the essentials of money management. Convenient 24/7 account interaction, mobile banking, simplified bill pay and more, all bundled in one student-focused solution.

Student Checking
Mobile Banking with Mobile Deposit
Popmoney
FNB-Online Banking
Bill Pay
Savers Goal CD
Smart Option Student Loan®
Campus Card

Identify Your New Checking Account

Use the chart that spans pages 11 and 12 to determine the First National Bank checking account which is most comparable to your existing account and to review the features of your new account. To ensure a seamless transition, your account will be transferred automatically to the most comparable option noted here.

You can select an alternate account any time after Tuesday, February 18, 2014, simply by stopping at a First National Bank office or by calling our Customer Service Center at 1-800-555-5455.

Your Current BCSB Checking Account	Your New First National Bank Checking Account	Balance Required to Avoid Maintenance Fee	Monthly Account Maintenance Fee	Interest Paid	Monthly Statement	
Free Checking	Freestyle Checking	\$0	\$0	No	Free eStatement Paper Statement with Images \$2.00	
Rewards Checking Senior Gold Checking Interest Checking Super Interest Checking	Lifestyle Checking	\$1000 average daily balance or an average daily balance of \$10,000 combined balance in other checking, savings or CDs	\$10.00 \$9.00 with an eStatement	Yes, over \$2,500	Paper Statement with Images	
Health Savings Account	Health Savings Account	\$0	\$20 annual fee assessed in December starting in 2014	Yes	Paper Statement with Images	

UChoose® Rewards participants will receive additional information in a separate communication.

Checking and savings accounts are considered dormant after 24 months of no activity and will be assessed a dormant fee. Please refer to the Important Account Information disclosures for current fee schedule.

Don't forget to check out First National Bank's other checking account options like FNB-U or WorkPlace Banking!

ATM/Debit Card	FNB-Online Banking Bill Pay and Mobile Banking	Check Printing Costs	Benefits
Yes	Yes	Cost varies with style	No minimum balance required, unlimited check writing, and ATM/Debit Card
Yes	Yes	Cost varies with style	Unlimited check writing, ATM/Debit Card, total deposit relationship with additional checking, savings and CD can offset fee
Yes	Yes	Cost varies with style	No minimum balance required, unlimited check writing, and ATM/Debit Card

"With my FirstRate Money Market account, my interest rate automatically increases as my balance does. I don't have to do a thing. Thanks to First National Bank, my money is making more money."

CUSTOMIZING FINANCIAL SOLUTIONS

Earning More Money

First National Bank's savings and investment accounts are designed with your short-term and long-term goals in mind. Whether you're saving for a new car, a college education, retirement or simply establishing the security of an emergency cash reserve, we have a full range of savings and investment accounts to meet your needs. Our Personal Bankers can help you determine which accounts will work best for you.

FirstRate Savings

With FirstRate Savings, your interest rate increases automatically as your balance increases, so you save time and make more money. You have immediate and unlimited account access, and a low minimum balance helps you avoid account fees. Whether you're saving for a vacation, college or just a rainy day, FirstRate Savings provides flexibility and earned interest to help you achieve your goals.

FirstRate Money Market

If you're looking for the ultimate money market account, look no further. With our FirstRate Money Market Account, you can earn money with interest rates that increase automatically as your balance increases. You'll have immediate access to withdraw funds, deposit funds or transfer funds between accounts at any First National Bank office, online or by ATM. You can also write a limited number of checks each month on this account.

IRA Savings

At First National Bank, an IRA Savings Account is an easy way to begin a retirement savings. This no minimum balance account allows you to accumulate your IRA funds until the balance is large enough to be placed, penalty-free, into a certificate of deposit.

Holiday Club Account

Enjoy one more reason for true holiday cheer. Our Holiday Club account helps you save money for the holidays all year long through regular deposits into an interest-bearing account. You can conveniently withdraw your funds, penalty-free, anytime during the year.

Certificates of Deposit

First National Bank offers regular and IRA certificates of deposit so you can count on a fixed, competitive rate of interest for a period of time that works for you, from as little as 30 days to as long as 60 months. We also offer certificates of deposit specifically designed to help you meet your investment goals. All regular and IRA certificates are FDIC insured*. Call or stop at a local banking office to learn more about our certificate of deposit options and how these investment tools can help you maximize your savings efforts.

Savers Goal CD

At First National Bank, we offer the Savers Goal CD to help you start saving today for the future. With a minimum opening balance of only \$100, your 12-month CD will earn a competitive interest rate. Add \$25 or more each month through automatic transfer from a checking or savings account, and watch your savings grow. There's no easier way to save.

Health Savings Account

A Health Savings Account (HSA) is a great way for you to save money on healthcare costs for you and your family. Check with your employer to see if you have an HSA-compatible health plan. Because the money you contribute to your HSA may be tax-deductible, you can maximize your healthcare purchasing power each time you use your HSA to pay for qualified medical expenses – from doctor's fees and dental work to prescription medications.

Combined Statements

Receive one convenient statement that reflects the details of your full financial relationship with First National Bank with any checking account. Whether you receive paper statements or view your eStatements online, our combined statement option is one more step toward simplifying your busy life.







*Standard FDIC limits apply.

Identify Your New Savings Account

Use this chart to determine the First National Bank savings account which is most comparable to your existing account and to review the features of your new account. To ensure a seamless transition, your account will be transferred automatically to the most comparable option noted here.

You can select an alternate account any time after Tuesday, February 18, 2014, simply by stopping at a First National Bank office or by calling our Customer Service Center at 1-800-555-5455.

Your Current BCSB Savings Account	Your New First National Bank Savings Account	Balance Required to Avoid Monthly Account Maintenance Fee	Monthly Account Maintenance Fee	Interest Paid	Transaction Limitations	Benefits
Passbook Savings Statement Savings Super Saver Kids* Money Market Passbook	FirstRate Savings	\$100 Average Daily	\$4.00	Variable rate paid on collected balance, compounded and credited to the account quarterly	6 automatic or electronic (ACH or point of sale transactions with PIN using an ATM card) per month	FNB-Online Banking, Mobile Banking, ATM access, FDIC insured; tiered rate means you earn more on higher balances
Money Market Mega Money Market	FirstRate Money Market	\$5,000 Average Daily	\$10.00	Variable rate paid on collected balance, compounded and credited to the account monthly	6 automatic or electronic (ACH or point of sale transactions with PIN using an ATM card) per month	FNB-Online Banking, Mobile Banking, ATM access, FDIC insured; tiered rate means you earn more on higher balances
IRA Statement Savings	IRA Savings	\$0	\$0	Variable rate paid on collected balance, compounded and credited to the account monthly	Distributions subject to IRS regulations	FDIC Insured

^{*}Super Saver Kids account holders minimum balance requirement and fee will be waived until age 21.

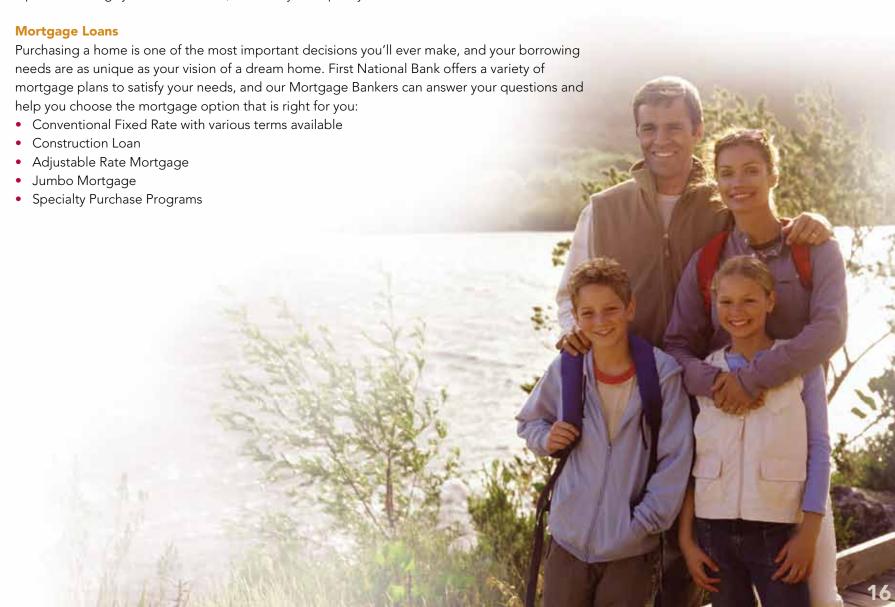
Checking and savings accounts are considered dormant after 24 months of no activity and will be assessed a dormant fee. Please refer to the Important Account Information disclosures for current fee schedule.

Don't forget to check out First National Bank's Holiday Club or the many CD options available to you!

CUSTOMIZING FINANCIAL SOLUTIONS

Achieving Your Dreams

First National Bank has the mortgage and personal loan options to help you achieve your dreams. We invite you to review our lending options, and then let us work with you to personalize a plan that brings your dream to life, affordably and guickly.









Home Equity Loans and Lines of Credit

First National Bank Home Equity Loans and Lines of Credit are excellent ways for homeowners to obtain money for large projects, purchases or unexpected expenses. The equity in your home serves as collateral and, like the interest on your home mortgage, the interest on a home equity loan or line of credit is generally tax-deductible (consult your tax advisor).

- A Home Equity Loan is a fixed-rate term loan secured by the equity in your home, with the security of a fixed repayment plan.
- A Home Equity Line of Credit provides an open-ended line of credit secured by the equity in your home, so you can spend only what you need to get the job done.

Personal Loans

First National Bank is available when you're ready to finance that college education, or when you need extra cash to manage the unexpected. We have the loan options and expertise to help you meet every financial challenge:

- Automobile or Recreational Vehicle Loans
- Watercraft Loans
- Home Improvement Loans
- Personal Unsecured Loans
- · Loans secured by other personal assets
- Manufactured Housing Loans

Personal Lines of Credit

Tap the convenience and flexibility of a Personal Line of Credit, and enjoy the freedom of managing your own borrowing needs, for any purpose at any time.

FNB VISA® Credit Card

First National Bank's VISA® Credit Card rewards you for purchases that you make every day. Take advantage of your ScoreCard Rewards to enjoy your dream vacation, to select unique gifts for friends and family or to experience new adventures.

CUSTOMIZING FINANCIAL SOLUTIONS

Investing in Your Future

First National Bank offers so much more than traditional banking. By incorporating the services of F.N.B. Wealth Management, we can help you develop a concrete plan to manage the creation of your wealth, its preservation and distribution.

We'll begin by taking time to thoroughly understand the important details of your current financial picture and your plans for the future. Then we'll help you identify appropriate investments and tax and estate planning opportunities. By relying on the latest research and strategies, our experts will create a personal wealth management plan that addresses your financial objectives – now and in the years to come – by including four distinct strategies:

Wealth Enhancement and Growth

Investment Management Treasury Bills
Brokerage Services Treasury Bonds/Notes

Variable and Fixed Annuities U.S. Savings EE Bonds

Mutual Funds
U.S. Savings Bonds

529 Plans

Wealth Protection and Preservation

Cash Flow Analysis Retirer
Net Worth Determination Risk M.

Education Planning

Retirement Analysis Estate Planning
Risk Management Asset Allocation

Lifetime Wealth Distribution

IRA/401(k) Strategies Roll-over IRAs and 401(k) Strategies
Variable and Fixed Annuities Beneficiary Designation Strategies

Distribution Calculations and Strategies

Estate and Wealth Distribution

Wealth Transfer Strategies Estate Settlements

Testamentary Trusts

Special Needs Trusts Charitable Trust Services Custody Services Living Trusts
Fiduciary Services

Products listed are not FDIC insured. They may go down in value. They are not financial institution guaranteed. They are not a deposit and are not insured by any federal government agency.





"I appreciate the convenient way
First National Bank handles all of my
financial needs under one roof. It's like
having a private money manager right
in my neighborhood office."



F.N.B. Wealth Management can create a wealth management strategy that is well-suited to your unique needs. We have three distinct channels to deliver customized financial solutions.

First National Trust Company

- A nationally chartered trust company
- Most suited for clients with \$500,000 or greater in investable assets
- Qualified Retirement Plans greater than \$1,000,000 in assets

F.N.B. Investment Advisors, Inc.

- A registered investment advisor
- County, municipal and government agencies
- Endowments and foundations
- High net worth investors
- Hospitals and other not-for-profit organizations
- Institutional investment advisory services

First National Investment Services Company, LLC*

- Clients with \$25,000 to \$500,000 in investable assets
- 401(k) Plans with up to \$1,000,000 in assets
- Mutual Funds
- Annuities (fixed and variable)
- 529 Plans
- Long-Term Care
- Life Insurance

Products listed are not FDIC insured. They may go down in value. They are not financial institution guaranteed. They are not a deposit and are not insured by any federal government agency.

CUSTOMIZING FINANCIAL SOLUTIONS

Protecting What Matters

Did you know we can also help meet your insurance needs? First National Insurance Agency can provide individually tailored, comprehensive insurance policies to protect your home, your autos, your life and other personal assets.

Our caring, professional staff will personally handle your relationship with First National Insurance Agency, so you can receive personalized advice and competitive products to meet the needs of a lifetime.

Our products and services include:*

Individual Medical Insurance
Individual Life & Disability
Individual Medicare Products
Critical Illness & Accident
Long Term Care Insurance
Homeowner's Insurance
Condominium Owner's Insurance

Renter's Insurance
Seasonal/Secondary Dwellings Insurance
Valuable Articles Coverage
Personal Auto Insurance
Motorcycle Insurance
Watercraft Insurance
Personal Umbrella Liability



"I feel so good knowing that I've taken steps to protect my family. Our assets are protected, but more importantly, my family's future is secure."



Enjoy Online Banking with **BILL PAY!**

fnb-online.com



- Easy to use
- Anytime access
- Completely secure

SIMPLIFYING LIFE

Convenience Banking Options

Life is complicated, but your banking shouldn't be. Enjoy a variety of options that make banking convenient from any location at any time!

FNB-Online Banking and Bill Pay

FNB-Online Banking allows you to securely manage your personal accounts 24/7. Monitor your balances, initiate transfers and make loan payments. And with Bill Pay, you can pay bills in seconds and transfer money to and from accounts at other financial institutions. You can also make secure person-to-person payments with Popmoney, so sending and receiving money is as easy as sending and receiving emails and text messages.

Mobile Banking with Mobile Deposit

FNB Direct, our free downloadable Mobile Banking app, gives you FNB-Online Banking and Bill Pay from the convenience of your mobile device. Plus, with your smart phone, you can enjoy Mobile Deposit, a feature of FNB's Mobile Banking app that allows you to deposit a check simply by taking a picture of it.

Telephone Banking

First National Bank offers 24-hour telephone account access. Check balances, transfer money or make a First National Bank loan payment by calling 1-800-817-8787.

First National Bank Website

Visit us at www.fnb-online.com for a wealth of financial information and planning tools, a complete listing of locations, banking hours, special offers and more.

First National Bank Debit Card

Your First National Bank Debit Card offers the convenience of being accepted at millions of locations worldwide, you can also access your cash at any ATM where you see the VISA®, PLUS,® Allpoint,® STARs® or STAR® logo. Remember, we will never charge you a fee for using one of First National Bank's more than 330 convenient ATMs.

Check Reorders

Conveniently order checks online at fnb-online.com.

Switch Kit

To move an account from another bank to First National Bank, request our Smooth and Easy Switch Kit. Account openings made easy.

SIMPLIFYING LIFE

The Private Banking Difference

First National Bank's Private Banking Group offers an elite banking experience for affluent households, including business owners, executives and professionals such as physicians, accountants and attorneys. As a First National Bank Private Banking client, you will enjoy the convenience, customization and attention that you deserve – with the quality you expect from your banking institution.

Private Banking Select Checking

Our Private Banking Select Checking Account forms the cornerstone of our Private Banking services. This interest-bearing checking account offers many benefits and provides simple, easy access to the financial services you need most in your daily personal life. Numerous complimentary benefits include Private Banking checks at no charge, as well as higher daily ATM limits, waived fees at non-FNB ATMs and a free safe deposit box.

Private Banking Select Money Market

As a First National Bank Private Banking client, you'll earn premium interest rates available exclusively to you, without sacrificing the liquidity you need to compete in today's competitive marketplace. This account offers interest rate tiers, so you earn more on higher balances. The interest rate is variable and compounded monthly.

Special Mortgages

Whether you are purchasing a new home, refinancing your current home or consolidating finances, First National Bank has the mortgage option and competitive interest rates that are right for you.

Loans and Lines of Credit

We feature low, fixed-interest rate home equity loans and prime-based lines of credit that are highly competitive. Tax-deductible interest payments could help you benefit even more. Unsecured lines of credit and lines secured by investment portfolios may also be available for qualified borrowers.

Wealth Strategies and Asset Protection

As a Private Banking client, you are entitled to advisory services that can assist you in building wealth, planning your financial future and protecting your assets.

"My schedule is so hectic that I was having difficulty managing all the details of my finances. First National Bank's Private Banking services put my money to work for me, and my Private Banker handles all the details. It's made all the difference for me."



At First National Bank, we consider it a privilege to serve your banking needs. When we say 'we exist to help our customers,' that means we are committed to using our resources and expertise to help you achieve your financial objectives. Stop by a local banking office to discuss how you can best capitalize on the expanded products and services now available to you through First National Bank and our affiliates.

You will have access to more banking and ATM locations.

You will have access to new products and services to help you achieve your financial goals.

You will receive the same prompt, courteous customer service you have come to expect.



BUSINESS Products & Services



Important Date: February 15, 2014

- All banking offices normally open on Saturday will open under the name First National Bank. All remaining offices will open as First National Bank on February 18, 2014.
- You gain access to the full range of products and services offered by First National Bank.
- Visit a local office during the week beginning February 18, 2014, for our Open House, and celebrate our commitment to serving you as a First National Bank customer.

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INTRODUCTION

Welcome to First National Bank

At First National Bank, we've been helping businesses with their banking and financing needs since 1864. Our new partnership with Baltimore County Savings Bank allows us to reach out to a new group of businesses like yours with products and services that are designed to support your business throughout every phase of its life cycle.

Our success in the marketplace is in large part attributed to our local decision making, which results in quick response times and financial solutions suited to meet your business needs. We differentiate ourselves from the competition by providing a high level of service and a personalized touch as a value-added, trusted advisor.

Our friendly, knowledgeable Business Bankers are equipped to help you determine an ideal blend of products and services for your business, including some of the most advanced financial solutions in the industry. Whether your business is large or small, you can count on First National Bank to help you achieve your financial objectives.

You can begin by reviewing the innovative products and services outlined in our Welcome Guide, and discover the world of Business Banking with First National Bank. We are confident that you will find value in the business solutions we have to offer.

We also invite you to speak directly with your Business Banker about your financial goals, so we can partner with you to develop a plan to reach those goals. You'll benefit from the comprehensive resources of a large community bank, plus the professional guidance and support to create a business plan that will keep working for you.

OUR PLEDGE

You will have access to more banking locations.

You will have access to new products and services to help you achieve your financial goals.

You will receive the same prompt, courteous customer service you have come to expect.

"Local business drives the local economy. First National Bank is prepared to support your business during each stage of its growth and development."

> Vincent J. Delie, Jr. President and CEO, F.N.B. Corporation CEO, First National Bank



Pages 27-32 of your

Welcome Guide contain

important instructions and date

references that will help ensure a

seamless transition of your accounts

and services from Baltimore County

Savings Bank to First National Bank.

ENSURING A SEAMLESS TRANSITION

Accessing Your Accounts

Baltimore County Savings Bank (BCSB) Offices

BCSB offices will close at their normally scheduled closing times on Friday, February 14, 2014, to prepare for the transition. Offices will reopen as First National Bank with access to an expanded range of products and services on their next normally scheduled business day, either on Saturday, February 15, 2014, or Tuesday, February 18, 2014.

• You will have access to our full range of banking services at more than 280 First National Bank offices and 330 ATM machines in Ohio, Pennsylvania, West Virginia and Maryland.

VISA® Business Debit Card

If you currently have a BCSB Business Debit Card, you will receive a new First National Bank VISA® Business Debit Card to access your account. You should receive your new card and Personal Identification Number (PIN) in separate mailings with activation instructions prior to February 14, 2014.

- You can use your FNB VISA® Business Debit Card at any BCSB or First National Bank ATM without a fee for cash withdrawals, transfers and account inquiries, as well as deposits wherever accepted.
- During the weekend beginning February 14, 2014, balance inquiry will not be available. The balance inquiry feature will be restored by Tuesday, February 18.
- Refer to details included with your new FNB card regarding when you may begin using your new cards and when your current BCSB card will cease working. You should activate and begin using your new FNB card after that time.
- Once you receive and activate your new FNB Debit Card, please update your debit card number with any service providers with whom you have recurring transactions linked to your BCSB Debit Card.
- BCSB ATM machines will be converted to First National Bank ATM machines on Wednesday, February 12 and Thursday, February 13, and may be unavailable for a short period between 9:00 AM and 5:00 PM. ATM machines will be fully available after Friday, February 14.

Availability of Deposits

For full details on the funds availability policy that applies to your accounts, please refer to the enclosed Important Account Information disclosure.

Telephone Banking

Automated telephone banking services, which provide 24/7 access to your account information, will be available beginning Tuesday, February 18, 2014, at 8:00 AM by calling 1-800-817-8787.

- When you access First National Bank's Telephone Banking, you will be asked for your account number and your personal identification number. Your personal identification number is the last four digits of your social security or tax identification (EIN) number.
- You can change your personal identification number any time after your initial call.
- If you cannot access an account, please contact our Customer Service Center at 1-800-555-5455.
- You may transfer to our Customer Service Center from Telephone Banking at any time for questions and additional information.

Customer Service Center

1-800-555-5455

Monday – Friday 8:00 AM – 8:00 PM Saturday 8:00 AM – 5:00 PM

Telephone Banking1-800-817-8787

24-hour account access

fnb-online.com

All checking accounts can be accessed through First National Bank's Online Banking with Bill Pay.

If you have any questions about your accounts, please contact

Customer Service

Hours:

Monday – Friday 8:00 AM – 8:00 PM Saturday 8:00 AM – 5:00 PM

1-800-555-5455

ENSURING A SEAMLESS TRANSITION

Online Banking, Bill Pay and Mobile Banking

FNB-Online Banking

If you are a business who currently banks online, you will automatically be enrolled in First National Bank's Online Banking. Current Online Banking customers will receive a letter during the week of February 3, 2014, explaining how to access your online accounts on or after Tuesday, February 18.

- You will have access to the same accounts at First National Bank as you did at BCSB. If you cannot view an account you previously could view, please contact our Customer Service Center at 1-800-555-5455. If you are not an owner or signer on the account, you will not have account access.
- You will be able to transfer funds between the same accounts at First National Bank as you did at BCSB as long as you are an owner or signer on the accounts. If you cannot transfer funds between the same accounts, please contact our Customer Service Center at 1-800-555-5455.
- Transaction history will not be converted, so please print transaction records prior to Friday, February 14, 2014. They will not be available online after that date.

Online Bill Pay

If your business currently uses Online Bill Pay, you automatically will be enrolled in First National Bank's Online Bill Pay service.

- You can access Bill Pay directly from Online Banking. Once you log into Online Banking, click into your checking account and choose the Bill Pay option.
- The following information will transfer to your First National Bank Online Bill Pay service:
 - Payment and vendor information
 - Automatic and future-dated payments
- We recommend you print your payment history, as well as your vendor list and currently scheduled payments prior to Friday, February 14, 2014, to verify that all information is transferred to First National Bank's Bill Pay service.

Mobile Banking

Mobile Banking with First National Bank brings you 24/7 banking convenience! All you need to begin is an FNB-Online Banking account and a cell phone.

With the FNB Direct Mobile Banking app, you can pay bills, transfer money, check balances, and locate convenient branches or ATMs. You can also use your FNB Mobile App to deposit a check, just by snapping a picture of it with your iPhone or Android!

If you already have mobile banking with BCSB, you will need to re-enroll. Re-enrolling in mobile banking is easy and straight forward. Simply select the "Mobile Center" tab from within online banking and follow the instructions.

Deposit Accounts

Your Checking and Savings Accounts

To create a seamless banking environment, we will automatically transition your BCSB account(s) into comparable accounts with First National Bank. You may continue to use your BCSB checks and deposit slips without interruption.

- Direct deposits and automatic transfers to and from your accounts will continue without interruption.
- When you need to order new checks or personalized banking documents, you can order directly online, by phone or in person. If you order checks from a source other than First National Bank, please call our Customer Service Center at 1-800-555-5455 to obtain important bank-specific information prior to placing your order.
- For incoming wire transfers dated after February 14, please notify the senders of First National Bank's routing and transit number, which is 043318092.
- Outgoing wire transfers can be made in person at any of our banking offices. Once a First National Bank wire agreement is signed, wire transfers can also be made by fax to our wire room or through our ExecuBanc™ online business banking service. First National Bank's wire transfer cut off time is 4:00 PM EST, Monday through Friday, for all outgoing wires including foreign wires.

CDs and IRA CDs

The current rate and term of your CDs will remain the same until the maturity dates. When you receive your First National Bank maturity notices, carefully review them for specific terms and renewal rates.

Your Treasury Management Accounts

The product features and benefits of your Treasury Management products will remain unchanged unless you receive a separate notification.

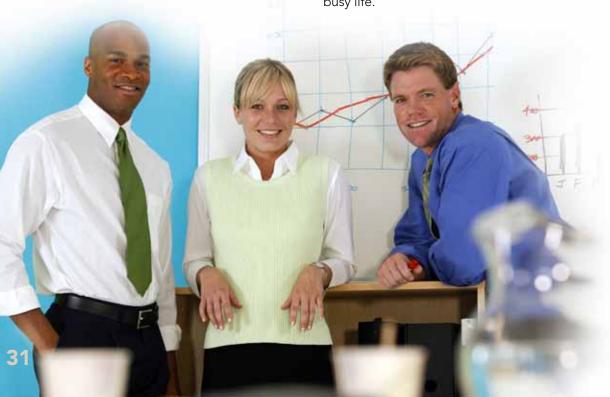
Account Statement Update

Your first account statement after
February 15, 2014, will reflect the title of
your First National Bank product that was
selected based on similarities with your
previous account. If, after reviewing the
features of the new account, you determine
that it does not meet your needs, please
contact your Business Banker or our
Customer Service Center at 1-800-555-5455.
We will be happy to help you identify an
account that better meets your needs.

Account Statements

Your final statements from BCSB will show a record of transactions through Friday, February 14, 2014. Thereafter, your First National Bank statements will be mailed at approximately the same time each month as your current statements.

- Although you will notice a slightly different format, the information included in your statement will be the same. If you have any questions after you receive your First National Bank statement, please call our Customer Service Center at 1-800-555-5455.
- Check images are available through First National Bank's Online Banking. If you select a
 different account with First National Bank, your account will be changed to check safekeeping
 or check images based on the features of the product chosen.
- If you have a line of credit linked to your checking account, you will continue to receive a separate monthly statement with a summary of your activity.
- Combined statements are available with any checking account. Simplify recordkeeping and
 eliminate waste with one convenient statement that reflects the details of your full financial
 relationship with First National Bank. Whether you receive paper statements or view your
 eStatements online, our combined statement option is one more step toward simplifying your
 busy life.



Loan and Credit Products

Your Commercial Loan or Line of Credit

The terms and conditions outlined in your loan or line of credit documents will remain unchanged unless you are notified of a change in a separate mailing.

- Your mailing address for loan payments is P.O. Box 6000, Hermitage, PA 16148-0900.
- Overnight delivery payments should be mailed to 4140 East State Street, Hermitage, PA 16148-3487.
- After Friday, February 14, 2014, questions about your loan or line of credit can be directed to your Business Banker or to our Customer Service Center at 1-800-555-5455, Monday through Friday from 8:00 AM to 8:00 PM EST and Saturday from 8:00 AM to 5:00 PM EST, or write to us at 4140 East State Street, Hermitage, PA 16148-3487.



Increase your spending power, and be prepared for the unexpected by opening a Solutions Business Credit Card with First National Bank. With the Solutions Business Credit Card, you can take advantage of a competitive rate with no annual fee, and enjoy improved management of your company's expenses.



If you have any questions about your accounts, please contact our

Customer Service Center

Hours:

Monday – Friday 8:00 AM – 8:00 PM Saturday 8:00 AM – 5:00 PM

1-800-555-5455

You can assume that the terms and conditions of your existing loan and credit products remain unchanged unless you receive a separate notification specifying otherwise.

Solutions Business Credit Card

Increase your spending power and manage your company's expense with a competitive rate and no annual fee.

CUSTOMIZING FINANCIAL SOLUTIONS

Managing Your Money

Checking Accounts for Your Business

Your business success depends on the ability to deliver your best every day, and efficient money management is a critical component of achieving peak performance. That's why First National Bank offers a selection of checking and treasury management tools that can be customized to put your company's money to work more effectively than ever before.

FREE Small Business Checking

Tailor-made for small businesses or organizations with relatively low transaction volume, Free Small Business Checking saves you money because you pay no monthly account fees. Conveniently access your money after hours through FNB-Online Banking with Bill Pay or with your First National Bank VISA® Business Check Card.

Compak Business Checking

If you tend to keep a consistent level of funds in your business account and have fewer than average transactions, this basic low-cost checking account is for you. A monthly maintenance fee can be avoided by maintaining a minimum balance or larger average balance in the account.

Business Banking Sweep Account

Our Business Banking Sweep Account allows you to automatically invest funds above a minimum collected funds balance in an overnight investment account that offers a tiered market rate of interest. The sweep account provides a perfect solution to make the best use of your cash flow.

Business Financial Solutions

First National Bank's Business Financial Solutions package can help your business grow. Begin with a business checking account with no monthly fees and a convenient line of credit, then select from a full array of business products and services to create a Solutions package that meets your unique business needs.

Business Analysis Checking

Get the information you need to keep up with the fast pace of your business. For larger businesses and organizations that have heavy transactions, Business Analysis Checking provides an activity analysis, as well as an earnings credit for the investable balance you carry. The earnings credit is used to offset any activity charges on your account.

Business Interest Checking

Make your money work for you. This interest-bearing account is designed for qualifying sole proprietors, non-profit organizations, non-profit corporations and entities entrusted with public funds. Charges are incurred for all account activity, but you can avoid the monthly maintenance fee by maintaining a minimum balance in the account.

Preferred Interest Checking

Preferred Interest Checking is available to political subdivisions and government entities. This account pays a very competitive interest rate. Business managers can also eliminate costly wire transfers and benefit from a high yield on available funds without manually tracking daily balances.

WorkPlace Banking

Looking for an additional employee benefits program you can offer at no cost to your employees? Consider direct deposit that is secure, convenient and immediate, along with other WorkPlace Banking options.

Non-Profit Checking and Non-Profit Checking with Interest

Qualified non-profit organizations can take advantage of a basic checking account that waives minimum balance requirements and maintenance fees. To qualify, simply provide us with your tax-free ID number. Non-profits without a tax-free ID number can still avoid the monthly service fee simply by maintaining a small minimum balance.

WorkPlace Banking

WorkPlace Banking with Direct Deposit at First National Bank is a perfect solution for employers who want to offer value in an affordable and attractive package. Your employees will have immediate access to their funds each payday, and they'll earn valuable loan rate discounts, bonus rates on select CDs and a free safe deposit box. You gain convenience and peace of mind, never having to cancel and reissue a lost or stolen paycheck or distribute payroll to sick or out-of-town workers.

Identify Your New Checking Account

Use the charts on pages 35 and 36 to determine the First National Bank checking account which is most comparable to your existing account and to review the features of your new account. To ensure a seamless transition, your account will be transferred automatically to the most comparable option noted here.

You can select an alternate account any time after Tuesday, February 18, 2014, simply by stopping at a First National Bank office or by calling our Customer Service Center at 1-800-555-5455.

Your Current BCSB Business Checking Account	Your New First National Bank Business Checking Account	Balance Required to Avoid Maintenance Fee	Monthly Account Maintenance Fee*	Interest Paid	
Basic Business Checking	Free Small Business Checking	\$0	150 free monthly items, \$0.30 per item fee is applicable on each item in excess of 150	No	
Advantage Business Checking Custom Select Business Checking	Compak Checking	\$1,500 Minimum Daily Balance or \$5,000 Average Daily Balance	\$22.00 400 free monthly items, \$0.30 per item fee is applicable on each item in excess of 400	No	
Premium Business Checking	Business Account Analysis Checking	\$0	\$22.00 Deposited Items = \$0.17 Deposit Ticket = \$0.45 Paid Checks = \$0.22 Electronic Items = \$0.17	No	

Ask about First National Bank's array of additional business products and services including WorkPlace Banking.

Monthly Statement	ATM/Debit Card	FNB-Online Banking or ExecuBanc	Benefits
Yes, with check safekeeping	Yes		A free business account to meet the needs of small businesses and organizations that have relatively low account activity. Free Business Debit Card available.
Yes, with check safekeeping	Yes	Available	If you are a small to medium sized business which tends to keep a consistent level of funds in your account and have fewer than average transactions, this basic checking may be the right option. Maintain a minimum balance or larger average balance in the account to waive the maintenance and activity fees.
Yes, with check safekeeping	Yes		Business Analysis Checking gives you an activity analysis and an earnings credit for the investment balance you carry. The earnings credits are used to offset any activity charges on your account.



"First National Bank has become a trusted advisor for my business. They're very committed to helping me identify ways to streamline and make the most efficient use of my money."

CUSTOMIZING FINANCIAL SOLUTIONS

Earning More Money

Helping you achieve your business financial goals is our priority, and a First National Bank Business Banker can help you identify options that create the right balance for you.

FirstRate Savings

Your interest rate automatically increases as your balance increases, and you can have immediate access to your funds through Online Banking or ATM use. With a low minimum balance requirement, our FirstRate Savings account provides flexibility plus the opportunity to earn interest.

Business FirstRate Money Market

This account is perfect for businesses that need a solid investment without risking principal. With tiered interest rates that automatically increase as your balance increases, your money is always working for you. Convenient online access allows you to manage your money effectively, and you can even write a limited number of checks each month. Business FirstRate Money Market is available as long as you have a business checking account with First National Bank.

Public Funds Money Market

Available only to political subdivisions or other government entities, the Public Funds Money Market pays a competitive rate. Convenient online access allows you to transfer funds between this account and other First National Bank accounts. You also have check writing privileges as part of the limited number of transactions allowed each month on this account.

Business Certificates of Deposit and IRAs

Take advantage of certificate of deposit options to earn more on funds not immediately needed. Our competitive CD rates result in a higher return, the added convenience of automatic renewal and the automatic deposit of earned interest back into your CD. Enjoy flexible CD terms for your business or personal IRA, with the security of FDIC insurance*.

Jumbo CD

First National Bank's Jumbo Certificate of Deposit is a great way to earn higher interest rates on deposits of \$100,000 or more, with flexible terms ranging from seven days to one year. Rest easy, knowing your investment is guaranteed to grow at a fixed rate for the term you desire.

IOLTA Account

IOLTAs (Interest on Lawyers Trust Accounts) fulfill the account requirement for attorneys who receive client funds. There are no minimum balance requirements.

Identify Your New Savings Account

Use this chart to determine the First National Bank savings account which is most comparable to your existing account and to review the features of your new account. To ensure a seamless transition, your account will be transferred automatically to the most comparable option noted here.

You can select an alternate account any time after Tuesday, February 18, 2014, simply by stopping at a First National Bank office or by calling our Customer Service Center at 1-800-555-5455.

Your Current BCSB Savings Account	Your New First National Bank Savings Account	Balance Required to Avoid Monthly Account Maintenance Fee	Monthly Account Maintenance Fee*	Interest Paid	Monthly Statement	ATM Debit Card	FNB-Online Banking	Benefits
Business Savings	FirstRate Savings	\$100 Average Daily Balance	\$4.00	Yes	Quarterly	Yes	Available	Variable rate paid on collected balance, compounded and credited to the account quarterly.

Ask about First National Bank's Business FirstRate Money Market account to help make sure your money is always working hard for you!



"My Business Banker helped me create a game plan. We reviewed my business goals, and then we selected financing options to help my company grow."

CUSTOMIZING FINANCIAL SOLUTIONS

Growing Your Business

Growing your business is our concern. We can support your growth objectives with loans, mortgages, lines of credit and leasing options to help you purchase equipment, expand facilities, finance space and more.

Our Business Bankers can help you develop the right financing solutions to meet your business needs, and our local decision making means prompt and personal service for you.

Business Term Loans

Term loans are ideal if you want to expand facilities, purchase new equipment, finance acquisitions, refinance debt or purchase fixed assets. First National Bank offers flexible terms and repayment options designed with your business in mind.

Construction Loans

If you need to fund new construction or expand physical facilities, First National Bank has the perfect option. Our construction loan can be extended to the contractor or to the property owner as work progresses.

Commercial Mortgage Loans

A commercial mortgage loan will meet your need if you plan to purchase real estate for owner-occupation or rental income. It is secured by a lien against the real estate, and repayment is made in amortized monthly payments of principal and interest.

Commercial Lines of Credit

If your business experiences a periodic need for extra cash, a commercial line of credit could be the solution. Your business can draw upon a pre-approved amount with the flexibility to borrow, repay and borrow again, up to the maximum credit allocated until the expiration date of the line.

Demand Loans

For temporary or short-term needs, a demand loan is a good option. Terminable at the option of either the borrower or the bank, you are not tied to a fixed maturity date or scheduled principal amortization.

SBA Loans

If you are getting your business off the ground, we can help you obtain a secured loan from the Small Business Administration. Rely on the experience of First National Bank to guide you through the application process.

Letters of Credit

Letters of Credit are a vital resource in helping your business facilitate the flow of goods and payments across international and domestic boundaries. When transactions involve uncertainties about creditworthiness, language, currency differences or trade practices, First National Bank can assist with Letters of Credit.

Asset Based Lending

First National Bank is prepared to provide capital and to support your company through every phase of your business life cycle. An asset based loan can provide your company with immediate funds and continuous cash flow based on a percentage of the value of your company's assets. We also offer revolving lines of credit and term loans secured by accounts receivable, inventory, machinery and equipment, real estate and certain other assets. Your business will benefit from funds that can be used for day-to-day operating expenses, capital expenditures or as capital for restructuring, turnarounds, mergers and acquisitions or buyouts.

Equipment Leasing

When you need new office equipment, computer hardware, heavy machinery or manufacturing equipment, take time to weigh the advantage of leasing rather than purchasing. You could benefit from reduced maintenance and disposition costs, preservation of capital for other uses and protection against obsolescence. F.N.B. Commercial Leasing, a subsidiary of First National Bank, has leasing options to accommodate most business equipment purchases. We can help you achieve your goals by determining the right lease structure for your company's needs.

Mezzanine Debt and Private Equity

Through our affiliate network, we can provide flexible financing solutions to small and middle-market owners, sellers and managers through subordinated debt and private equity. We specialize in providing capital for management buyouts, leveraged buyouts, growth capital and intergenerational transfers of business ownership.

Remote Check Deposit

First National Bank pioneered the remote check deposit process that enables commercial clients like you to capitalize on straight-through processing. You can deposit checks from your workplace directly into your account, and your money moves through collections and into interest-bearing accounts. We call it First Desktop Banker, and it has saved our clients thousands of dollars.



CUSTOMIZING FINANCIAL SOLUTIONS

Maximizing Your Business Assets

Treasury Management Services

Minimize the hassle and maximize your cash. First National Bank offers a suite of innovative cash and treasury management services that give you the financial tools and resources to manage cash flow, optimize available cash and reduce demands on your time. We'll assess your current cash flow and help you move money into your account more quickly, maximize your cash while it's there and find more efficient ways to manage your disbursements.

Same Day Banking, All Day

Eliminate your mid-day rush to the bank. Same Day Banking, All Day gives you faster access to your deposits for improved cash flow and simplified record keeping. All transactions conducted at any First National Bank office will be posted at the end of that business day, so you don't have to deal with the inconvenience of an earlier mid-day cutoff.

First Desktop Banker

Turn your desktop into your newest banking office. First Desktop Banker is a compact, innovative desktop scanning system that allows you to electronically deposit checks into your bank account from your place of business. First Desktop Banker will save you time by eliminating daily deposit runs to the bank. You even have the option to install scanners in multiple locations and deposit checks into a single account, providing even faster access to your funds.

ExecuBanc[™]

Manage your business banking anytime, anywhere. All you need is internet access to conveniently manage your accounts from anywhere in the world. We ensure the highest level of security, and you benefit from real-time account information and convenient funds transfers, wires and ACH transmissions that eliminate the need to contact your bank office. First National Bank works hard for you, so you have more time to run your business.

Commercial Sweep Account

A Commercial Sweep Account allows you to automatically invest funds above a minimum collected funds balance in an investment account that offers a tiered market rate of interest. The Sweep Account provides a perfect solution to make the best use of your cash flow.

ACH Services

The ACH (Automated Clearing House) Services provide a quick and efficient method of transmitting electronic credit and debit ACH transactions and payroll processing.

Lockbox

If you receive regular customer payments, a Lockbox allows your customers to send these payments directly to a First National Bank post office box for daily deposits into your account. You receive immediate credit of funds and benefit from the elimination of costly errors and reduced processing costs.

Positive Pay

If you have a high volume commercial checking account, Positive Pay can help protect you against check fraud and other problems. We compare check issue information with data captured during check processing to detect discrepancies, and you receive a daily exception report for review.

Merchant Services

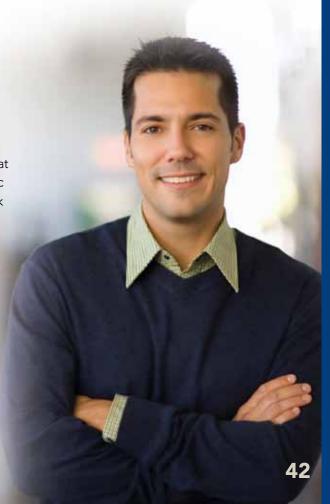
We make it easy for your business to accept and process debit and credit cards. Select the option that works for you, whether it's a new or upgraded authorization terminal, integration with a PC, electronic register or mainframe computer. Your sales proceeds are directly deposited into a First National Bank checking account, saving you time and money that can be better spent on building your business. If you do not own equipment, Merchant Services has a purchase program to suit your needs.

Solutions Business Credit Card

Our Solutions Business Credit Card offers a competitive rate and no annual fee. Conveniently pre-set individual employee credit lines help you control expenses, and separate business and personal expenses will reduce frustration at tax time.

Purchasing Card

Improve expense control with pre-determined purchase limits and the option to designate approved suppliers. One monthly statement and convenient online reporting will simplify expense tracking and trigger cost savings for your company.





"F.N.B. Wealth Management does an outstanding job of managing my business investments, and that frees me up to focus on growing my business."

Retirement Services

PRODUCTS INCLUDE:

Defined Benefit 401(k)

SEP

Profit Sharing
Simple IRA

CUSTOMIZING FINANCIAL SOLUTIONS

Investing in Your Company's Future

F.N.B. Wealth Management is a fully-integrated team of experienced professionals who can help you capitalize on your investments. You can rely on our expertise to accomplish your business goals:

- Wealth Enhancement and Growth
- Wealth Protection
- Lifetime Wealth Distribution
- Estate and Wealth Distribution

We understand that a relationship of trust is an important part of your business investment plan. F.N.B. Wealth Management has established this trust with the individuals, families, entrepreneurs and companies we serve. Our integrity and our commitment to personalized service make all the difference.

To help you develop a successful wealth management plan, we will evaluate your needs and design a plan to your specifications. As a component of managing your plan, we will provide timely and relevant investment advice and customized reporting, so you can have a complete view of your wealth management strategy at any point in time.

Take advantage of our comprehensive array of financial services:

Financial Planning Investment Management

Trust Administration Business Succession and Transition

Insurance Retirement Planning

Qualified Retirement Plans

Retirement Services for You and Your Employees

A competitive job market demands a competitive benefits program to attract and retain the very best employees. As you assess employee retirement plans, turn to F.N.B. Wealth Management for flexibility, affordability and the expertise you need to make these important decisions.

Multiple plan types, tax benefits, investments, rules and regulations can make it difficult to determine the best plan for your company. The F.N.B. Wealth Management team of professionals can help you sort through the details and design a plan that is right for you and your employees. From plan election, daily administration, distributions and tax reporting, F.N.B. Wealth Management's trusted advisor role means success for your company.

F.N.B. Wealth Management has three distinct channels to deliver customized financial solutions. We can create a wealth management strategy that is well-suited to your unique needs.

First National Trust Company

- A nationally chartered trust company
- Most suited for clients with \$500,000 or greater in investable assets
- Qualified Retirement Plans greater than \$1,000,000 in assets

F.N.B. Investment Advisors, Inc.

- A registered investment advisor
- County, municipal and government agencies
- Endowments and foundations
- High net worth investors
- Hospitals and other not-for-profit organizations
- Institutional investment advisory services

First National Investment Services Company, LLC*

- Clients with \$25,000 to \$500,000 in investable assets
- 401(k) Plans with up to \$1,000,000 in assets
- Mutual Funds
- Annuities (fixed and variable)
- 529 Plans
- Long-Term Care
- Life Insurance



Products listed are not FDIC insured. They may go down in value. They are not financial institution guaranteed. They are not a deposit and are not insured by any federal government agency.

*Securities offered through LPL Financial, member FINRA/SIPC. Certain insurance products offered through LPL Financial or its licensed affiliates.







CUSTOMIZING FINANCIAL SOLUTIONS

Protecting Your Business Investments

Developing the right portfolio of insurance products is an essential step toward a successful comprehensive financial program for your business. Risk management is a necessity, and First National Insurance Agency can design a policy package that will adequately protect your business and provide the resources to help you make the decisions that are right for your particular business needs.

Products

Commercial Property General Liability Commercial Auto Workers' Compensation Umbrella Liability Inland Marine Builder's Risk Directors and Officers
Employment Practices Liability Insurance (EPLI)
Employee Dishonesty
Professional Liability

Bonds

Cyber Liability

Captive Insurance Programs

Group Benefits and Life Insurance*

Our Group Benefits Department offers a comprehensive array of employee benefits, including voluntary employee benefits products to help you control your costs. Our professionals will help you design your plan, act as a resource for your staff, assist with employee enrollment and provide ongoing support for services provided:

Group Medical Life Insurance Long and Short Term Disability Insurance Dental Insurance Vision Insurance Key-Person Insurance Buy-Sell Life Insurance Pre-Paid Legal & Identity Theft



We represent most major benefit insurance carriers including Highmark, Health America/Health Assurance, Guardian, UNUM, Genworth Financial, Geisinger Health Plan and Capital Blue Cross.

*Insurance products are sold by First National Insurance Agency, LLC and its licensed agents. Insurance products are not insured by the FDIC or any other federal government agency, not a deposit of, or guaranteed by FNB or its affiliates. Subject to investment risks, including loss of principal amount invested.

OPTIMIZING YOUR BUSINESS POTENTIAL

Creating Greater Efficiency

Banking for Your Employees

Direct deposit of payroll is a plus for you and your employees. Your employees get fast, reliable and secure access to their pay, and you gain peace of mind.

When you offer WorkPlace Banking from First National Bank, your employees gain many banking advantages in addition to direct deposit. You can provide great employee perks at no cost:

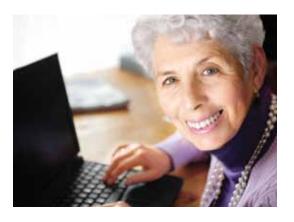
- No minimum balance requirement
- No foreign ATM fees from First National Bank, and a monthly \$10 credit on fees charged by other banks
- Free checks and unlimited check writing privileges
- VISA® Debit Card
- Online Banking with Bill Pay
- Mobile Banking with Mobile Deposit
- Check safekeeping with detailed monthly statements
- Interest rate discounts on new loans using automatic loan payment
- Rate bonuses on select new CDs
- Discounts on mortgage or home equity loan closing costs
- Free standard small safe deposit box (contents not FDIC insured)

Personal Banking

Have you considered how efficient it would be to combine your business and personal banking services with First National Bank? Under one roof, you'll have access to full-service financial solutions that will help you maximize every aspect of your financial management. You can also simplify your life by working with one professional Personal Banker who is already familiar with your financial goals and priorities.

Whatever you need, whether it's a checking account, better return on your savings, retirement planning, car insurance quotes, a home equity loan or a mortgage for your dream home, we can handle it all at an office location near you. You'll have access to more than 280 locations, 24-hour FNB-Online Banking, Mobile Banking with Mobile Deposit, 330 ATM locations and convenient Telephone Banking, making it easy to access your accounts at any time and from almost anywhere.







OPTIMIZING YOUR BUSINESS POTENTIAL

Accessing Personalized Financial Solutions

Managing your business takes time and commitment, but you need to manage your personal financial needs as well. A Private Banker from First National Bank can serve as your single point of contact for all of your banking needs. Benefit from the expertise, convenience, customization and attention you deserve—with the quality you expect.

Private Banking Select Checking

With Private Banking Select Checking, your interest rate increases as your balance increases. Earn more without sacrificing easy access to your funds.

Private Banking Select Money Market

Earn our best interest rates, available exclusively to our Private Banking clients, without sacrificing the liquidity you need to succeed in today's competitive marketplace.

Special Mortgages

Whether you are purchasing a new home, refinancing your current home or consolidating finances, First National Bank has the mortgage option and competitive interest rates that are right for you.

Loans and Lines of Credit

We feature low, fixed-interest rate home equity loans and prime-based lines of credit that are highly competitive. Tax-deductible interest payments could help you benefit even more. Unsecured lines of credit and lines secured by investment portfolios may also be available for qualified borrowers.

Wealth Strategies and Asset Protection

As a Private Banking client, you are entitled to advisory services that can assist you in building wealth, planning your financial future and protecting your assets.

OPTIMIZING YOUR BUSINESS POTENTIAL

Streamlining Your Banking

Your time is valuable, especially in today's fast-paced business world. At First National Bank, we combine our banking expertise and the latest technology, so you can save time and money.

Online Banking

ExecuBanc[™] provides Online Banking benefits for your business. First National Bank uses powerful encryption technology, so you can enjoy instant, secure access to your accounts. Gain the most from Online Banking:

Check account balances

Check decount balance

View account history

Send wires and ACH transactions*

*Available only with ExecuBanc $^{\text{\tiny{TM}}}$

Make loan payments

Verify ATM or Debit Card transactions

Transfer funds

First Desktop Banker

Turn your desktop into your nearest banking office. First Desktop Banker is a compact, innovative desktop scanning system that allows you to electronically deposit checks into your bank account from your place of business. First Desktop Banker will save you time by eliminating daily deposit runs to the bank. You even have the option to install scanners in multiple locations and deposit checks into a single account, providing even faster access to your funds.

First National Bank Business Debit Card

Faster, easier and more secure than writing a check, the First National Bank Business Debit Card offers the convenience of a credit card without the monthly bills or high interest rates. Accepted at millions of places worldwide, your Business Debit Card gives you access to your cash at any ATM where you see the VISA®, PLUS®, Allpoint®, STARsf® or STAR® logo. Remember, we will never charge you a fee for using one of First National Bank's more than 330 convenient ATMs. You can have multiple VISA® check cards on your accounts and still receive a single statement for easy review and reconciliation.

Check Reorders

Conveniently reorder checks online at fnb-online.com.

Same-Day Processing

Streamlining and speeding your collection of receivables is one logical method to increase your business cash flow. Unpaid invoices and slow payments diminish your working capital, and unprocessed payments can cost you lost income potential. Our Treasury Management team can help you evaluate other opportunities to automate processes and implement cash management systems to integrate receivables, reduce collection time and maximize return on investment.

To learn more about tailored financial solutions, contact us at 1-800-555-5455.

Over 280 banking offices and 330 ATMs across 57 counties:

MARYLAND

Anne Arundel County Annapolis Towne Centre Baywoods Bestgate Cape St. Claire Edgewater Severna Park Waugh Chapel

Baltimore County

Carney Catonsville Dundalk Essex Honeygo Lutherville Owings Mills Perry Hall Sparks Timonium White Marsh

Harford County

Abingdon Bel Air Forest Hill Hickory

Howard County Ellicott City

Queen Anne's County Kent Island

OHIO **Belmont County**

Bridgeport Shadyside

Cuyahoga County Lakewood-Clifton

LaPlace Mayfield Heights Northfield Road North Royalton Public Square Solon Strongsville

Geauga County

Bainbridge Chardon Chesterland

Jefferson County

Hollywood Plaza Wintersville

Lake County Heisley Road

Mentor **Lorain County**

Avon

Mahoning County

Austintown Boardman Canfield Federal Plaza Market Street Campbell

Medina County Medina

Portage County Aurora Streetsboro

Summit County Macedonia

Trumbull County

Brookfield Hubbard Liberty

Twinsburg

PENNSYLVANIA

Allegheny County 4th & Wood

Allegheny Professional Building Brentwood Towne Square Carson Street Caste Village Castle Shannon

Chartiers Valley Crafton Duncan Manor Fox Chapel Gibsonia **Grant Street** Greenfield Greentree Road

Hampton Township Kennedy Township McCandless

Millvale Monroeville Moon Township Mount Washington Murray Ave

Natrona Heights Noble Manor North Allegheny

North Hills Oakland Observatory Hill One Oliver Plaza Pittsburgh North Side

Pleasant Hills Robinson Township Ross Park

Sewickley Shadyside South Park

Sauirrel Hill Verona

Village Square West Mifflin West View

Wexford 7-Eleven

Calgon Carbon

 Duquesne Incline Mount Oliver

Pittsburgh International Airport

Armstrong County

Kittanning Rural Valley

Beaver County 18th Street Aliquippa Beaver Chippewa New Brighton Northern Lights **Bedford County**

Bedford North Richard Street Saxton Schellsburg

Berks County

Reading Wyomissing

Blair County Duncansville Drive Up Eldorado

Greenwood Hollidaysburg Martinsburg Morrison's Cove Home Plank Road Roaring Spring

Tyrone Wehnwood Williamsburg

Hollidaysburg A-Plus

Bradford County

Pump N Pantry Canton

Butler County Butler Commons

Cranberry Harrisville Portersville Prospect Sarver

Seven Fields Slippery Rock Plaza
• Penn United

Cambria County

Conemaugh Cresson Cresson Drive Up East Hills Ebensburg Galleria Geistown Giant Eagle Main Street Moxham Northern Cambria

Northern Cambria Drive Up Route 22

Walnut Street Drive Up

West End Westmont

Benscreek

Courthouse

Mt. Aloysis

 St. Francis College Unimart Hastings

Centre County

Allen Street Allen Street Drive Up Bellefonte Boalsburg

Bristol Avenue Centre Hall Foxdale Village Hills Plaza

Lemont Milesbura Millheim North Atherton

Snow Shoe The Village at Penn State

 East College Avenue Likens Market Snow Shoe Exxon

Clinton County

Lock Haven Loganton

 Loganton Country Store Hogan Blvd Hills Plaza

Crawford County

Cochranton Conneaut Lake Meadville Spartansburg Vernon Township Conneautville

 Meadville Medical Ctr-Grove Meadville Medical Ctr-Liberty

Cumberland County Camp Hill

Dauphin County

Harrisburg Linalestown

Erie County Airport Corry Girard Grandview Harborcreek North East Drive Up

North East Main (Sanders) State Street Summit West 8th Street

West Ridge Erie County Prison

Sanders Market Corry

Fayette County

Brownsville Chalk Hill Cherry Tree Indian Head Masontown Uniontown

Greene County

Dry Tavern Waynesburg

Huntingdon County 14th Street Drive Up

Alexandria Huntingdon Huntingdon Drive Up Mt. Union

Westminster Woods General Store (Alexandria)

Indiana County Clymer

Juniata County Mifflin

Thompsontown Weis Plaza

Lackawanna County Carbondale Main Carbondale Satellite

Clarks Summit Dickson City Scranton Simpson

Moses Taylor Hospital

Lawrence County

Call's Plaza Laurel Neshannock New Castle New Wilmington

Luzerne County

Drums Hazleton Mountain Top Nanticoke Wilkes Barre Arena

Pump N Pantry Hunlock Creek

Lycoming County

Maynard Street Montoursville Williamsport

Newberrv

Penn College Squire Hayes

Mercer County

Farrell Greenville Grove City - Pine Grove Hadley Road Hermitage Square Hermitage Wal-Mart Hickory Plaza Jamesťown Revnolds Drive Up Sharon Sharpsville

West Middlesex

 FNB Technology Center Grove City Broad Street

Grove City County Market

One F.N.B. Boulevard Sharon Regional

Thiel College

Mifflin County

Burnham Lewistown Reedsville Crossing Lewistown Hospital

 Walmart Plaza Monroe County

Tannersville

Pump N Pantry Stroudsburg

Northumberland County

Shamokin Sunbury Watsontown

Northumberland

Schuylkill County

McAdoo Pottsville Shenandoah

Snyder County Selinsgrove

Middlebura Shamokin Ďam Susquehanna College

Somerset County

Berlin Confluence Davidsville Meversdale Rockwood Somerset East Stovstown Windber

Boswell

New Centerville

Salisbury

Sullivan County

Pump N Pantry Dushore

Susquehanna County

Clifford Forest City Montrose

Pump N Pantry Great Bend

Pump N Pantry Kingsley

Pump N Pantry Montrose
 Pump N Pantry New Milford

Tioga County

Pump N Pantry LawrencevillePump N Pantry Tioga

Union County

Lewisburg Plaza 15

New Berlin

Venango County Franklin

Oil City • Shop 'N Save UPMC Seneca

Washington County

Peters Township

Westmoreland County

Avonmore Circleville Fort Allen Herminie

Latrobe Ligonier Lower Burrell

New Florence New Kensington

North Main North Washington Redstone Highland

Redstone Huntingdon Rostraver Shop 'N Save

Riverview South Greensbura Stonehouse

Triangle Drive Unity Township Wayne's Market

Wyoming County

Nicholson Tunkhannock

Pump N Pantry Lake Winola

Pump N Pantry Nicholson
Pump N Pantry Tunkhannock

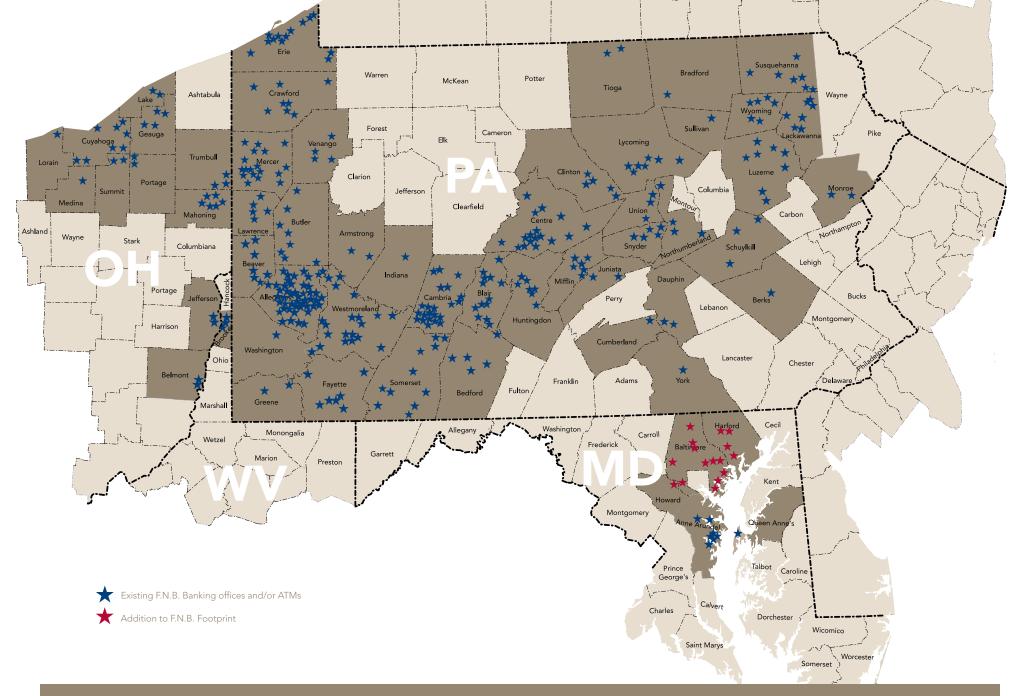
York County York

WEST VIRGINIA

Brooke County Follansbee Wellsburg

Brook Plaza

Indicates ATM only location.



Serving you with more than 280 banking offices and 330 ATMs across 57 counties.

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fnb-online.com



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