First Commonwealth

NYSE: FCF

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2013 Financial Institutions Investor Conference



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Forward-looking Statements

This presentation contains forward-looking statements that describe our future plans, strategies and expectations. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts. They often include words such as “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate” or words of similar meaning, or future or conditional verbs such as “will,” “would,” “should,” “could” or “may.” All forward-looking statements are based on assumptions and involve risks and uncertainties, many of which are beyond our control and which may cause our actual results, performance or achievements to differ materially from the results, performance or achievements contemplated by the forward-looking statements. These risks and uncertainties include, among other things:

- *Continued weakness in economic and business conditions, nationally and in our market areas, which could increase credit- related losses and expenses and/or limit growth.*
- *Further declines in the market value of investment securities that are considered to be other-than-temporary, which would negatively impact our earnings and capital levels.*
- *Increases in defaults by borrowers and other delinquencies could result in increases in our provision for credit losses and related expenses.*
- *Changes in legislative or regulatory requirements applicable to us and our subsidiaries could increase costs, limit certain operations and adversely affect results of operations.*
- *Fluctuations in interest rates and market prices could reduce our net interest margin and asset valuations and increase our expenses.*
- *Reduced wholesale funding capacity or higher borrowing costs which would reduce our liquidity and negatively impact earnings and net interest margin.*
- *Competitive pressures among depository and other financial institutions nationally and in our market areas may increase significantly.*
- *The inability to successfully execute our strategic growth initiatives, which could limit further revenue and earnings growth.*
- *Changes in tax requirements, including tax rate changes, new tax laws and revised tax law interpretations may increase our tax expense or adversely affect our customers’ businesses.*
- *The consequences of continued bank acquisitions and mergers in our market areas, resulting in fewer but much larger and financially stronger competitors, could increase competition for financial services to our detriment.*
- *Other risks and uncertainties described in this presentation and the other reports that First Commonwealth files with the Securities and Exchange Commission, including its most recent Annual Report on Form 10-K.*

In light of these risks, uncertainties and assumptions, you should not place undue reliance on any forward-looking statements in this presentation. We undertake no obligation to publicly update or otherwise revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Fourth Quarter Highlights

	4Q 2012	4Q 2011	Favorable/ (Unfavorable)
Net Income	$8.7	($5.7)	$14.4
EPS (Diluted)	$0.09	($0.05)	$0.14
Return on Equity	4.6%	(2.9%)	7.5%
Share Price	$6.82	$5.26	$1.56
Dividends Declared	$0.05	$0.03	$0.02

$ millions, except per share data

Year-to-Date Highlights

	December 31, 2012	2011	Favorable/ (Unfavorable)
Net Income	$42.0	$15.3	$26.7
EPS (Diluted)	$0.40	$0.15	$0.25
Return on Equity	5.5%	2.0%	3.5%
Share Price	$6.82	$5.26	$1.56
Dividends Declared	$0.18	$0.12	$0.06

$ millions, except per share data

Year-to-date Income Statement

	December 31, 2012	December 31, 2011	Favorable/ (Unfavorable)
Net Interest Income (FTE)[1]	$193.3	$195.4	($2.1)
Provision for Credit Losses	20.5	55.8	35.3
Net Interest Income (after Provision)	**$172.8**	**$139.6**	**$33.2**
Net Security Gains	0.2	2.2	(2.0)
Other Income	65.2	55.5	9.7
Total Noninterest Income	**$65.4**	**$57.7**	**$7.7**
Total Noninterest Expense [2]	**$177.2**	**$176.8**	**($0.4)**
Tax Expense	19.0	5.2	(13.8)
Net Income	**$42.0**	**$15.3**	**$26.7**
EPS (Diluted)	**$0.40**	**$0.15**	**$0.25**

(1) Taxable equivalent
(2) Includes loss on sale or write-down of assets and collection & repossession expense

$ millions, except per share data

Balance Sheet

	December 31, 2012	2011	Change
Cash & Securities	$1,303	$1,261	$42
Total Loans (Net)	4,138	3,996	142
OREO	11	30	(19)
Goodwill / Intangibles	162	164	(2)
Other	381	390	(9)
Total Assets	**$5,995**	**$5,841**	**$154**
Total Savings and DDA	$3,525	$3,307	$218
Total Time Deposits	1,033	1,198	(165)
Total Deposits	$4,558	$4,505	$53
Short-term Borrowings	356	313	43
Long-term Debt	280	207	73
Other	55	57	(2)
Equity	746	759	(13)
Total Liabilities & Equity	**$5,995**	**$5,841**	**$154**

- Growth in consumer home equity, indirect auto, and C&I portfolios
- Investment growth has maintained a consistent duration in portfolio

$ millions

Loan Portfolio

	4Q 2012		3Q 2012		4Q11		Change Link Quarter		Change Year-over-year	
	$	%	$	%	$	%	$	%	$	%
C&I	$1,020	*24%*	$1,087	*26%*	$997	*25%*	($67)	*(6%)*	$23	*2%*
Construction	87	*2%*	95	*2%*	76	*2%*	(8)	*(8%)*	11	*14%*
CRE	1,274	*30%*	1,218	*29%*	1,281	*31%*	56	*5%*	(7)	*(1%)*
Total Commercial	**2,381**	***56%***	**2,400**	***57%***	**2,354**	***58%***	**($19)**	*(1%)*	**$27**	*1%*
Residential RE	1,242	*30%*	1,228	*29%*	1,137	*28%*	14	*1%*	105	*9%*
Other Consumer	582	*14%*	586	*14%*	566	*14%*	(4)	*(1%)*	16	*3%*
Total Consumer	**1,824**	*44%*	**1,814**	*43%*	**1,703**	*42%*	**10**	*1%*	121	*7%*
Total	**$4,205**	*100%*	**$4,214**	*100%*	**$4,057**	*100%*	**($9)**	*(0%)*	**$148**	*4%*

- Recent traction in C&I and Consumer lending are the result of better lender production through expanded calling efforts, revised goals and action plans

$ millions

Asset Quality Trends

	2012Y	2011Y	2010Y	2009Y	2008Y
NPLs / Total Loans	2.6%	2.8%	2.8%	3.2%	1.3%
NPAs / Total Assets	2.0%	2.4%	2.7%	2.7%	0.9%
NCOs / Average Loans	0.4%	1.6%	1.6%	1.6%	0.3%
Reserves / Total Loans	1.6%	1.5%	1.7%	1.8%	1.2%
Criticized / Total Loans	6.9%	7.2%	12.3%	12.6%	5.2%

$ millions

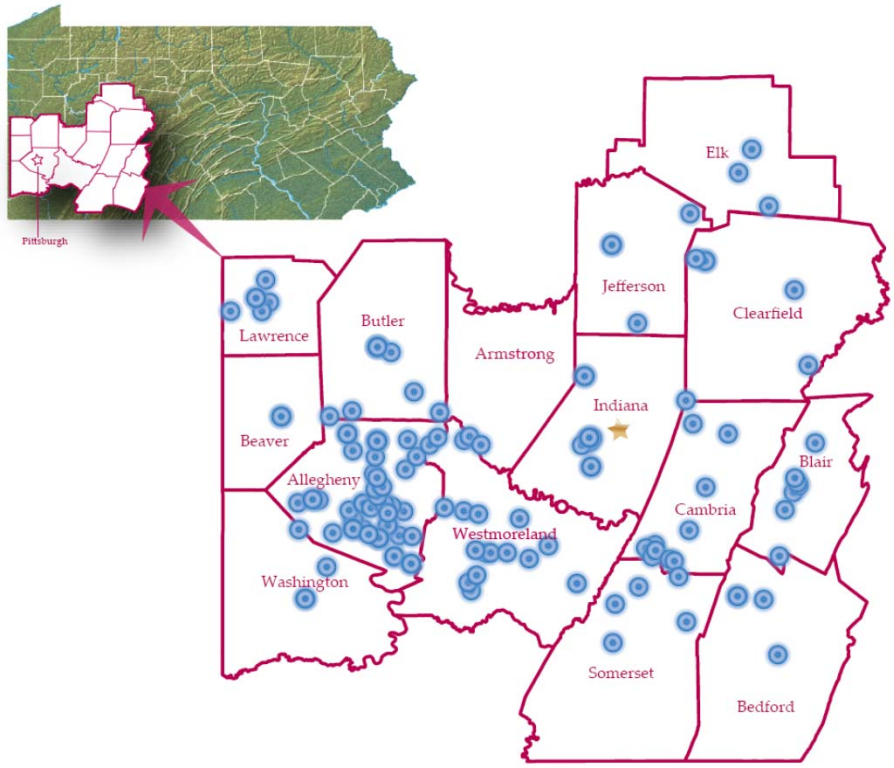
Capital Position

	4Q 2012	Well Capitalized Minimum	Excess Over Well Capitalized
Total Risk-Based Capital	14.5%	10.0%	$221
Tier I Risk-Based Capital	13.3%	6.0%	$354
Leverage Ratio	11.2%	5.0%	$359

$ millions

Attractive Franchise in Western Pennsylvania

Branch Franchise



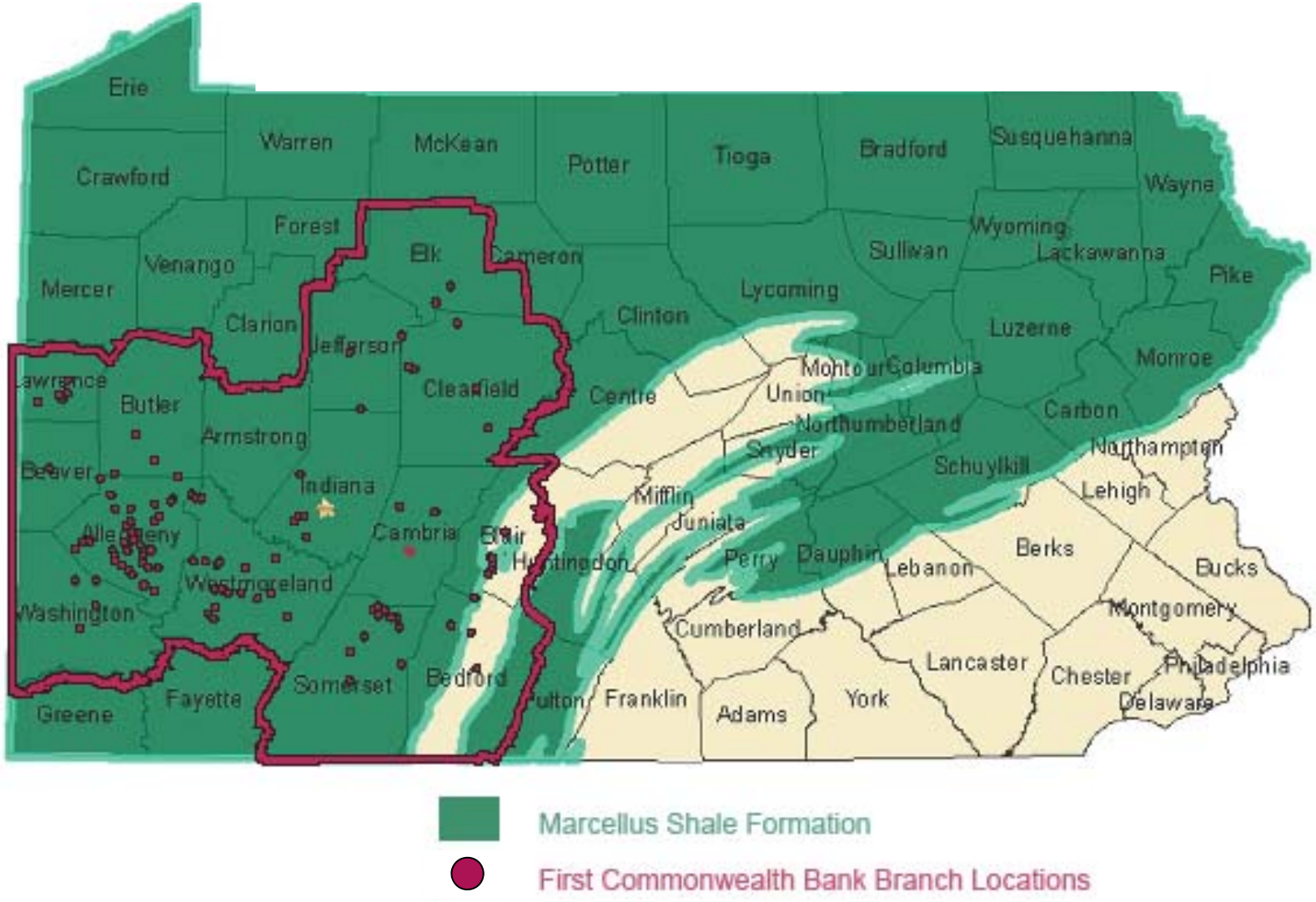
Overview

- Bank charter established in 1866
- Headquartered in Indiana, PA
- Pennsylvania's 6th largest bank
  - 112 branches
  - 62 branches concentrated in Pittsburgh MSA
  - Top 5 in deposit market share in all but 1 MSA
- Assets: $6.0 billion
- Gross Loans: $4.2 billion
- Deposits: $4.6 billion
- Tangible Common Equity: $584 million(1)

(1) Please refer to page 41 for disclosures on "Non-GAAP Measures"

All data as of December 31, 2012
Source: SNL Financial

Footprint within Marcellus Shale Formation



Source: PA Department of Environmental Protection

Mission

To help our neighbors and the businesses within our communities realize their financial goals as a trusted partner and friend.

Vision

- We will deliver "best–in-class" service by anticipating the needs and exceeding the expectations of our customers.
- We will recruit, develop and reward the most talented community bank team in our markets.
- We will support our communities as active leaders and as good corporate citizens.
- We will deliver long-term value to our shareholders by becoming the top performing bank in Pennsylvania.

Current Areas of Strategic Focus

1) *Clearly put lingering credit issues behind us and build a strong credit culture*

2) *Thoughtfully manage capital to ensure stability, but ultimately benefit shareholders as credit heals and earnings return*

3) *Deliver a consistently superior customer experience and become the best choice for businesses and their employees among community banks*

4) *Enthusiastically migrate to a culture of operating excellence and efficiency*

5) *Acquire, retain and develop the most talented community bank teams in the markets where we compete*

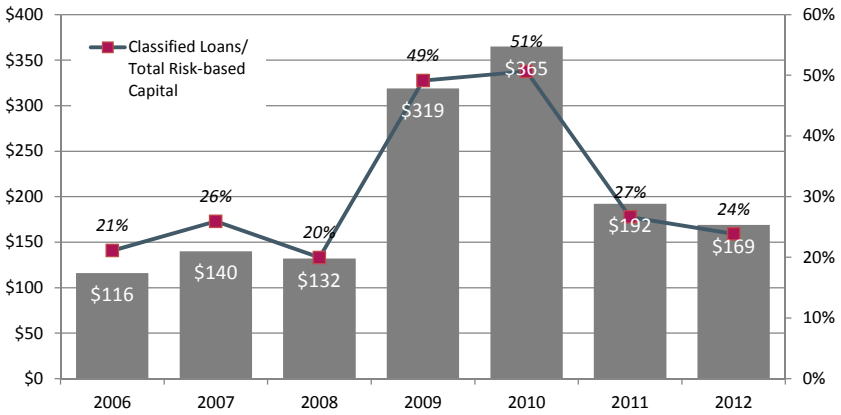
Asset Quality Trends

Clearly put lingering credit issues behind us and build a strong credit culture

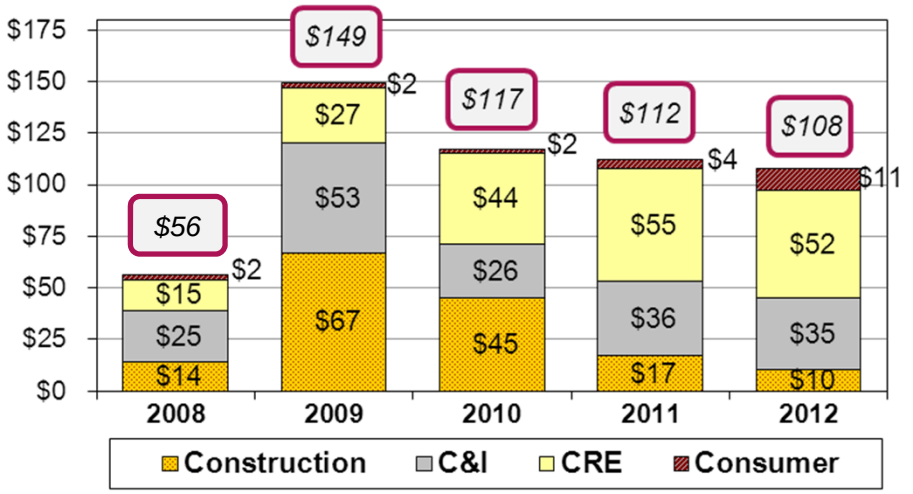
- Two largest nonperforming relationships total $38.6 million or 36% of NPLs. Excluding these two credits, NPLs/ Loans would equal 1.6% and well below peer(1) median of 2.4%

- 1-4 family mortgage and consumer loan portfolios performed well through the cycle

Total Classified Loans ($ millions)



Nonperforming Loans ($ millions)



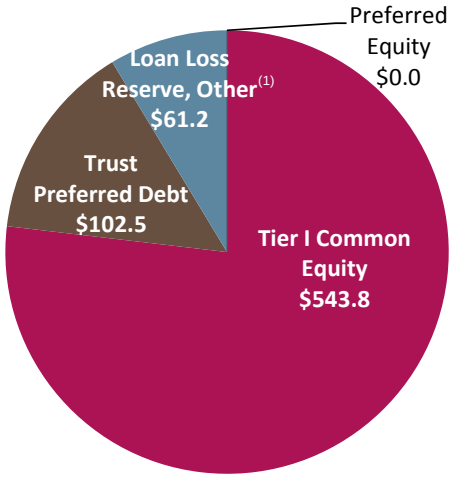
(1) Peer group includes public Mid-Atlantic and Mid-West banks with $2-12 billion in assets

Regulatory Capital Position

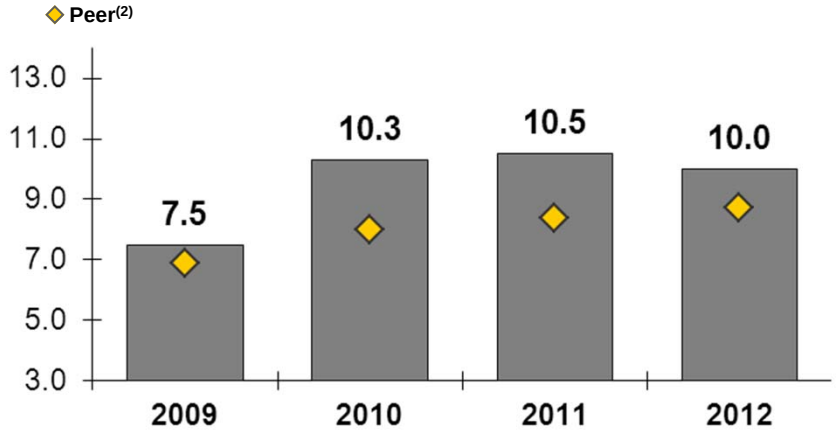
Thoughtfully manage capital to ensure stability, but ultimately benefit shareholders as credit heals and earnings return

- Increased quarterly dividend from $0.03 to $0.05 in 2Q 2012
- Completed 75% of $50 million share repurchase program through December 31, 2012; announced $25 million extension in 1Q 2013
- Expect to retire $32.5 million fixed-rate trust preferred debt during 1Q 2013

Regulatory Capital Composition



Tangible Common Equity Ratio (%)



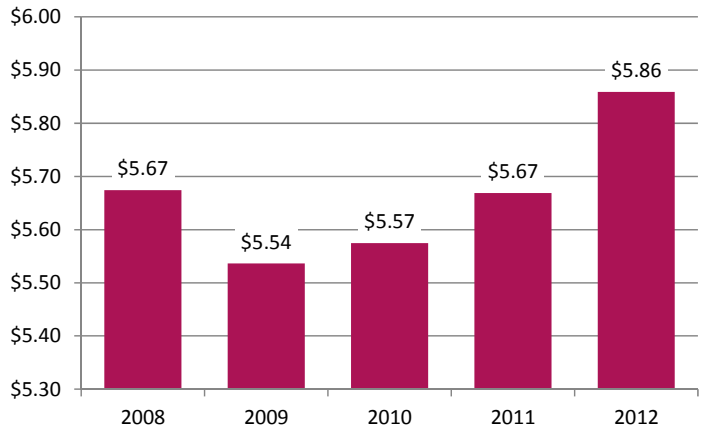
(1) Includes loan loss reserves qualified as Tier II capital, adjusted for limitations to deferred tax assets and unfunded commitment reserves
(2) Peer group includes public Mid-Atlantic and Mid-West banks with $2-12 billion in assets

$ millions, as of December 31, 2012

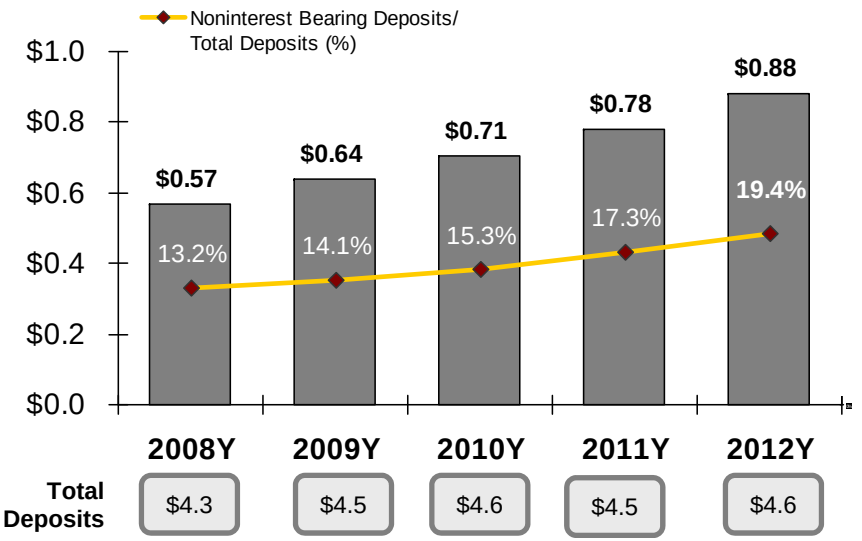
Improving Fundamental Performance

Enthusiastically migrate to a culture of operating excellence and efficiency

Tangible Book Value per Share



Noninterest Bearing Deposits ($ billions)

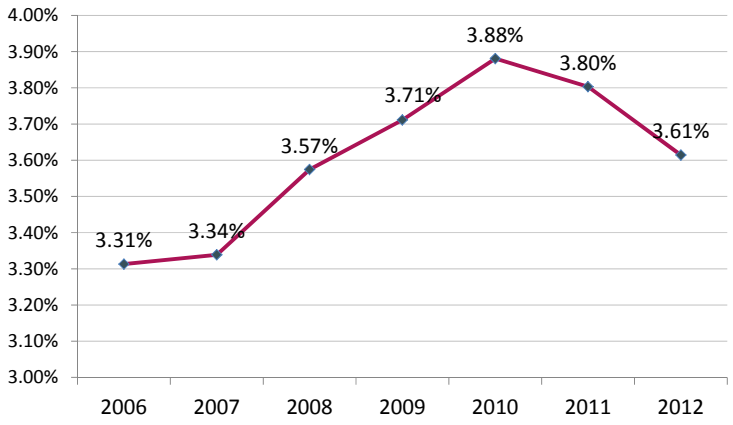


- Safely improving core performance
  - Good organic growth in loans and DDAs
- Cultural commitment to community banking
  - Objective measures of customer satisfaction and brand awareness are at recent highs
  - Very low attrition rate

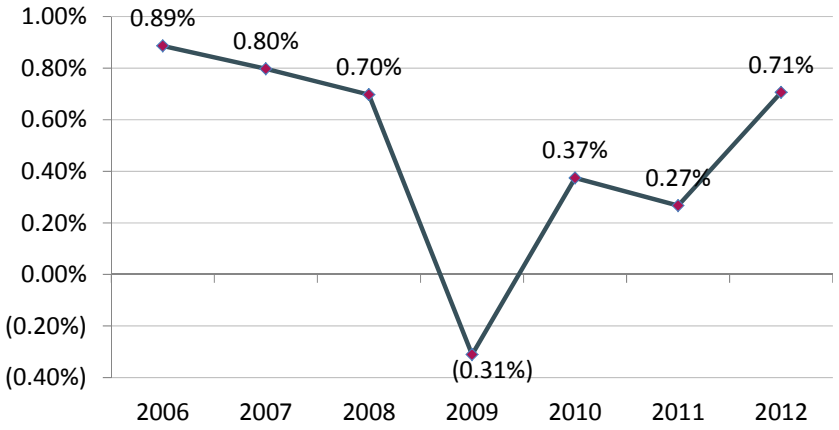
Improving Fundamental Performance

Enthusiastically migrate to a culture of operating excellence and efficiency

Net Interest Margin (FTE)



Return on Average Assets (%)



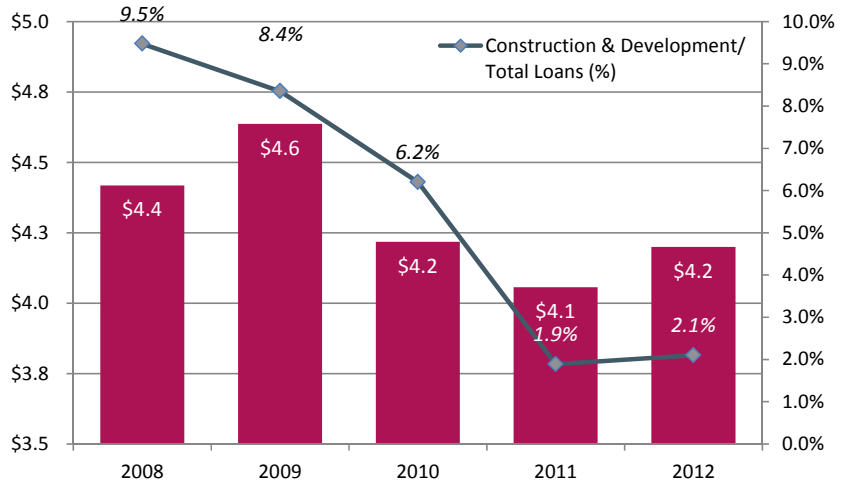
- Margin compression partially offset by improved funding mix and solid retail loan growth
- Interest rate risk remains low; investment portfolio duration consistently short
- Incremental progress with efficiency through process improvements and learning to do more with less

Loan Growth

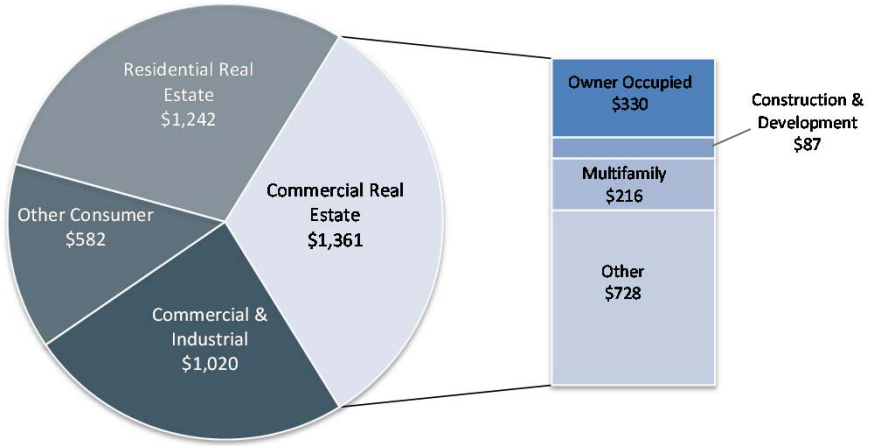
Enthusiastically migrate to a culture of operating excellence and efficiency

- Improved risk profile within commercial loan portfolio
  - Significantly reduced out of market CRE and Construction exposures
  - Managed down large individual exposures (>$15 million) to create a more granular portfolio
  - Adopted tighter concentration, geographic and single-borrower exposure limits

Total Loans ($ billions)



Loan Portfolio ($ millions)



Keys to Loan Growth

- Leverage sales and service momentum
- Exploit small business and middle-market lending in Pittsburgh
- Leverage branch and indirect franchise
- Prudently seize the Marcellus opportunities
- Re-establish traditional mortgage lending
- Corporate Finance as competitive differentiator

Syndicated Loan Portfolio

- Competitive differentiator – well seasoned team delivering a product not typically seen in mid-sized banks
- Not new to product line – been in business since 2004
- Manageable size and concentration constraints
  - $615 million outstanding as of December 31, 2012
  - Consists primarily of C&I credits
  - 74% of loans are to businesses headquartered or properties located in Pennsylvania and adjacent states
  - Syndicated deals are done at the time of origination, with major banks and not used for trading purposes
- Low credit costs through cycle
- Good spreads, fees and cross-selling opportunities

Efficiency

Enthusiastically migrate to a culture of operating excellence and efficiency

- Problem credit costs continue to cloud efficiency progress
- Operational Savings
  - Reduced FTEs by 226, or 14%, since 2009
  - Reduced management layers
  - Outsourced client statements and ATM service
  - Renegotiated 3rd party contracts
  - Collapsed bank and holding company structure
  - Changed marketing mix
- Opportunities
  - Develop a culture of horizontal process management
  - Understand the necessity of operating leverage in decision making
  - Began a comprehensive review of Information Technology
  - Ongoing branch rationalization

Talent

Acquire, retain and develop the most talented community bank teams in the markets where we compete

- Industry disruptions create unprecedented recruiting opportunities
- Develop a clear sense of excellence and accountability
- Understand that the customer is at the center of everything we do

Investment Thesis

Revenue	▸ Momentum in core retail and commercial banking results ▸ Stable market with tailwinds coming from Marcellus activities ▸ Corporate Finance business is a differentiator from other community banks
Capital	▸ Increased dividend in 2Q 2012 Introduced a $50 million buyback program on June 19, 2012 and announced a $25 million extension on January 29, 2013.
Expense	▸ Introduced expense initiatives ▸ Anticipating reduced OREO and other credit-related expenses
Credit	▸ Significantly strengthened credit function ▸ Lower provision expense with continued credit improvement…but not enough
Management	▸ New management team bringing broad experience in executing on a clear strategy

Appendix

5 Year Review: Strategic Action Items

	Offense	Defense
2008 – 2010	▸ Established sales and service culture ▸ Acquired seasoned talent in key areas ▸ Reaffirmed role of Corporate Finance and small business	▸ Realigned and strengthened credit function ▸ Cut dividend and secured $186 million in equity capital ▸ Significant de-leveraging and de-risking of balance sheet
2011	▸ Re-established identity as a community bank ▸ Coordinated marketing campaigns, blitzes and other sales activities to drive S.B. and Retail HH growth in excess of market ▸ Positioned lines of business to take advantage of market opportunities ▸ Reversed run-off trend in loan portfolio	▸ Executed on expense initiatives including reduction of 100+ FTEs ▸ Continued low-risk appetite ▸ Took aggressive measures with problem credits
2012	▸ Grow organically ▸ Reverse trends of underperformance versus peers ▸ Capitalize on Marcellus and women's business segment opportunities	▸ Clearly put lingering credit issues behind us ▸ Began journey to "50 by 15" operational efficiency excellence
2013 and beyond	▸ Differentiate versus community bank peers particularly in small business and corporate banking ▸ Acquire strategically	▸ Balanced risk perspective ▸ Asset quality and efficiency beyond peer medians

Executive Leadership Team

Name	Title	Years of Experience			Prior Position
		In Current Role	With FCF	In Banking	
T. Michael Price	President and CEO	2	6	26	President, First Commonwealth Bank
Robert E. Rout	EVP – CFO	3	3	38	CFO and Chief Administrative Officer
I. Robert Emmerich	EVP – CCO	4	4	35	CCO of Consumer Lending
Matthew C. Tomb	EVP – Chief Risk Officer and Legal Counsel	5	5	6	Corporate and Securities Attorney with Regional Law Firm
J. Eric Renner	EVP – Head of Retail Banking	5	5	28	Business Banking Sales
Cheryl A. Parzych	EVP – Wealth Services	3	3	34	Director of Trust
Carrie Riggle	SVP-Human Resources Manager	8	22	22	Human Resources Manager
Norman J. Montgomery	EVP-Business Integration Group Manager	1	23	23	Product / Sales Development
Leonard V. Lombardi	EVP-Chief Audit Executive	4	20	32	Director of Internal Audit / Loan Review
Steven Cobain	EVP-Corporate Banking Executive	2	2	32	Senior Vice President

Changing Competitive Landscape

- Disruptions in segmented market allow for organic and acquisition opportunities as smaller brethren look to partner with larger institutions
- First Commonwealth retains the scale to compete "above" smaller bank institutions that have the same "community bank" feel but narrower product / service capabilities

Pittsburgh MSA

Rank	Institution	Branches	Deposits	Market Share
1	PNC Financial Services Group, Inc.	166	15.6	32%
2	Citizens (Royal Bank of Scotland Group)	133	6.9	14
3	F.N.B. Corporation	95	3.5	7
5	Dollar Bank, Federal Savings Bank	36	3.5	7
4	First Niagara Financial Group, Inc.	61	2.8	6
6	First Commonwealth Financial Corp.	63	2.4	5
7	Huntington Bancshares Inc.	39	1.7	4
8	S&T Bancorp, Inc.	28	1.7	4
9	Northwest Bancshares, Inc.	28	1.0	2
10	ESB Financial Corporation	22	0.9	2

All Other MSAs in FCF Franchise

Rank	Institution	Branches	Deposits	Market Share
1	First Commonwealth Financial Corp.	43	$1.8	15%
2	F.N.B. Corporation	52	1.4	11
3	S&T Bancorp, Inc.	24	1.4	11
4	PNC Financial Services Group, Inc.	16	0.7	6
5	M&T Bank Corporation	11	0.7	6
6	AmeriServ Financial, Inc.	14	0.7	6
7	Northwest Bancshares, Inc.	19	0.7	6
8	1st Summit Bancorp of Johnstown, Inc.	13	0.7	6
9	CNB Financial Corporation	17	0.6	5
10	Somerset Trust Holding Company	15	0.6	5

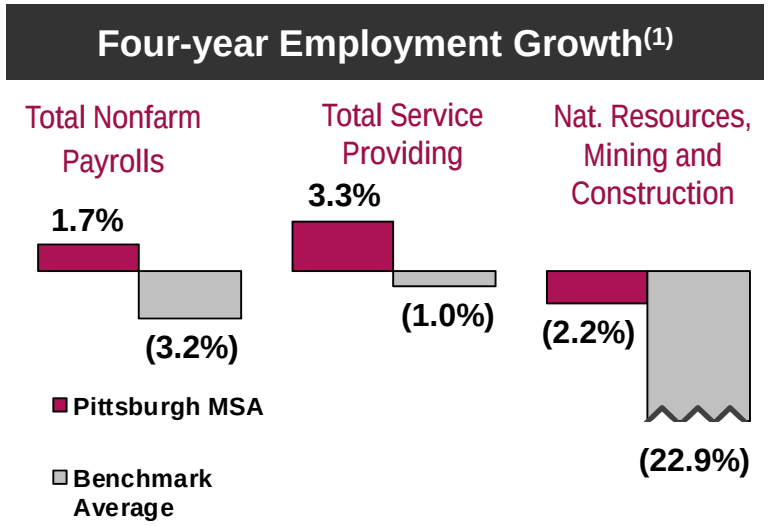
Note: Excludes branches > $750 million
$ billions; pro forma as of October 31, 2012; total deposits as of June 30, 2012

Source: SNL Financial

Completed bank acquisition within footprint in the past 5 years

Marcellus Shale and Local Employment Trends





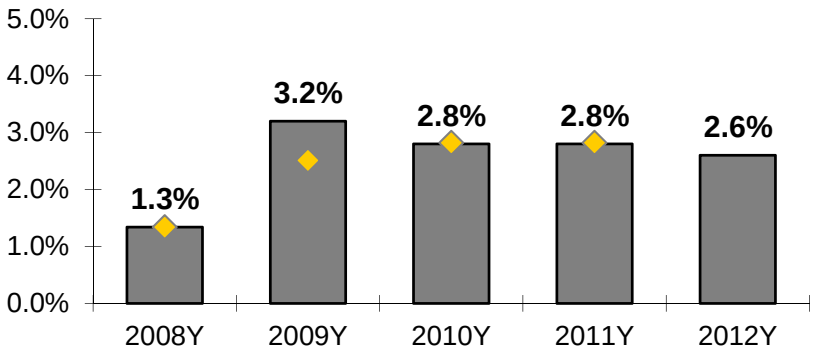
- **Development and production of the Marcellus gas is expected to continue at an increasing rate through 2020**
- **Over 50,000 landowners collected royalty checks in 2011 totaling $400 million**
- **Companies engaged in natural gas drilling and related fields have paid $1.6 billion in PA state taxes since 2006**
- **Utility companies estimating PA residents are saving billions annually in gas and electric prices**

(1) Employment growth December 2008 – December 2012 (preliminary, not seasonally adjusted)
Benchmark cities include: Baltimore, Boston, Charlotte, Cincinnati, Cleveland, Denver, Indianapolis, Kansas City, Milwaukee, Minneapolis, Philadelphia, Richmond, and St. Louis

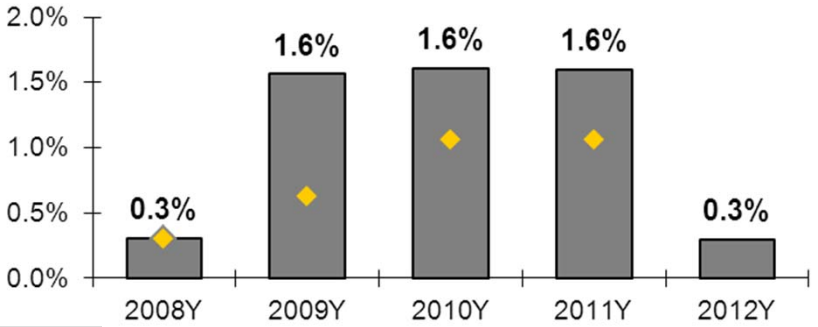
Source: Bureau of Labor Statistics, Marcellus Shale Coalition

Asset Quality Trends

NPLs / Total Loans

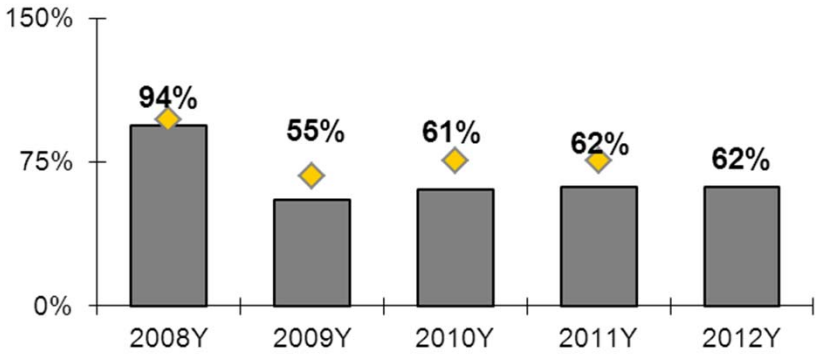


NCOs / Average Loans (annualized)

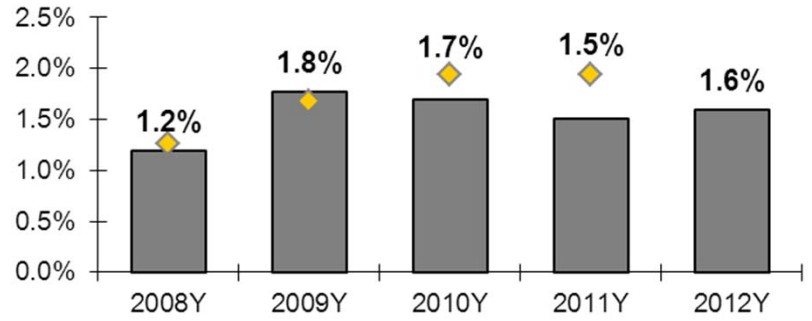


◆ Peers(1)

Reserves / NPLs



Reserves / Loans



(1) Peer group includes Mid-Atlantic public banks with $2 - $12 billion in assets

Source: SNL Financial and management reports

Net Charge-off Trends

Net Charge-offs	4Q12	3Q12	2Q12	1Q12	4Q11	3Q11	2Q11	1Q11
C&I	$174	$1,197	$1,717	$1,676	$3,334	$611	$1,840	$856
Construction	784	1,987	114	134	13,361	6,522	3,049	4,999
CRE	59	27	278	77	17,833	1,268	4,721	690
Total commercial	**$1,017**	**$3,211**	**$2,109**	**$1,887**	**$34,528**	**$8,401**	**$9,610**	**$6,545**
Residential RE	753	481	593	1,579	1,407	964	519	1,085
Other consumer	863	624	651	823	860	659	609	624
Total consumer	**$1,616**	**$1,105**	**$1,244**	**$2,402**	**$2,267**	**$1,623**	**$1,128**	**$1,709**
Total	**$2,633**	**$4,316**	**$3,353**	**$4,289**	**$36,795**	**$10,024**	**$10,738**	**$8,254**

$ thousands

Criticized Loans

	4Q12	% of Port	3Q12	% of Port	2Q12	% of Port	1Q12	% of Port	4Q11	% of Port
Pass	**$3,916**	93%	**$3,945**	94%	**$3,887**	94%	**$3,863**	94%	**$3,752**	93%
Special Mention										
C&I	31		27		27		28		28	
Construction	1		1		1		1		4	
CRE	83		64		69		54		62	
Total Commercial	115		92		97		83		94	
Residential RE	5		5		6		5		6	
Other Consumer	0		0		0		0		0	
Total Consumer	5		5		6		5		6	
Total Special Mention	**$120**	3%	**$97**	2%	**$103**	2%	**$88**	2%	**$100**	2%
Classified										
C&I	$63		$72		$77		$67		$65	
Construction	23		22		27		27		27	
CRE	72		66		60		78		95	
Total Commercial	158		160		164		172		187	
Residential RE	11		12		6		6		5	
Other Consumer	0		0		0		0		0	
Total Consumer	11		12		6		6		5	
Total Classified	**$169**	4%	**$172**	4%	**$170**	4%	**$178**	4%	**$192**	5%
Total Criticized	**$289**	7%	**$269**	6%	**$273**	7%	**$266**	6%	**$292**	7%
Total Portfolio Loans	**$4,205**		**$4,214**		**$4,160**		**$4,129**		**$4,044**	

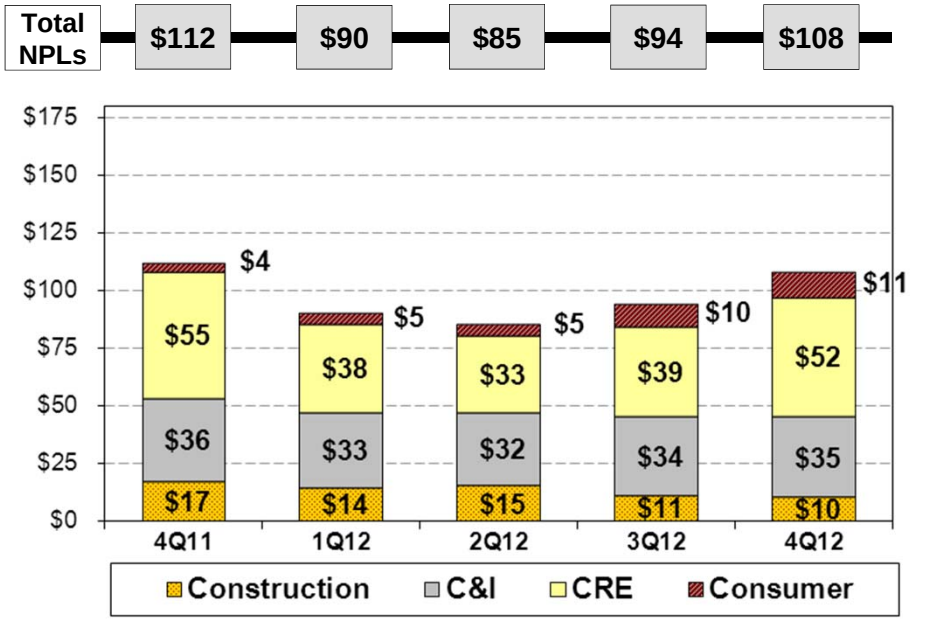
$ millions

Nonperforming Loans

Overview of Largest Nonperforming Relationships

- **Credit 1: $19.1 million unsecured C&I loan**
  Pennsylvania real estate developer (originated in 1Q04) placed into nonaccrual during 4Q09. Under a forbearance agreement until 2Q14.
- **Credit 2: $19.5 million commercial real estate and construction relationship ($17.4 million CRE/ $2.1 million construction)**
  Real estate developer with properties located primarily in eastern Pennsylvania (originated 2H07 – 1H08). Total credit relationship is $47.5 million.
- **Credit 3: $6.5 million commercial real estate loan**
  Nonprofit patient care facility located in Western Pennsylvania (originated in 4Q08). Placed into nonaccrual in 3Q12.
- **Credit 4: $5.7 million C&I**
  Gas well servicing company located in Western Pennsylvania (originated in 2Q01) classified as TDR in 2Q12. Total credit relationship is $17.0 million.
- **Credit 5: $4.9 million commercial real estate loan**
  Student housing property located in Western PA (originated in 2Q08). Placed into nonaccrual in 4Q12.
- **Credit 6: $4.6 million commercial real estate loan**
  Hotel resort syndication located in the state of Washington (originated in 3Q07). Placed into nonaccrual in 4Q12.

Nonperforming Loan Concentration



Total Nonperforming Loans by State

	C&I	Construction	CRE	Consumer	Total
Pennsylvania	$32	$4	$47	$11	$94
Florida	0	4	0	0	4
Nevada	0	2	0	0	2
Alabama	3	0	0	0	3
Washington	0	0	5	0	5
Other	0	0	0	0	0
Total	$35	$10	$52	$11	$108

$ millions
As of December 31, 2012

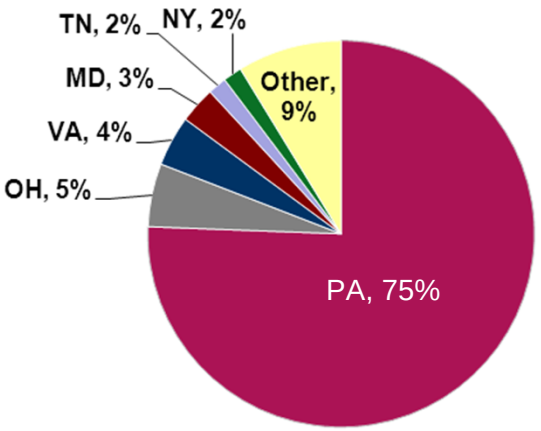
Geographical Breakdown of Commercial Loan Portfolio

Total Commercial Loans

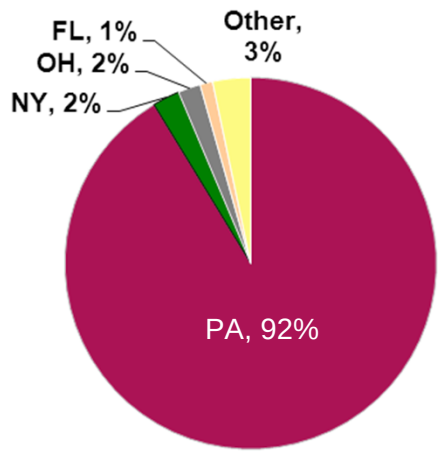
		NPLs	% of State
Pennsylvania	**$1,997**	**$83**	***4%***
Ohio	$95	$0	*0%*
New York	49	0	*0%*
Virginia	43	0	*0%*
Maryland	32	0	*0%*
Florida	31	4	*13%*
Louisiana	17	0	*0%*
Tennessee	16	0	*0%*
Kentucky	15	0	*0%*
West Virginia	12	0	*0%*
Washington	5	5	*100%*
Nevada	3	3	*100%*
Alabama	2	2	*100%*
Other	64	0	*0%*
Outside PA	**$384**	**$14**	***4%***
Total	**$2,381**	**$97**	***4%***

- Out-of-state loans represent 16% of total commercial portfolio and 9% of total loan portfolio
- 96% of CRE and construction loans are located in Pennsylvania and contiguous states(1)

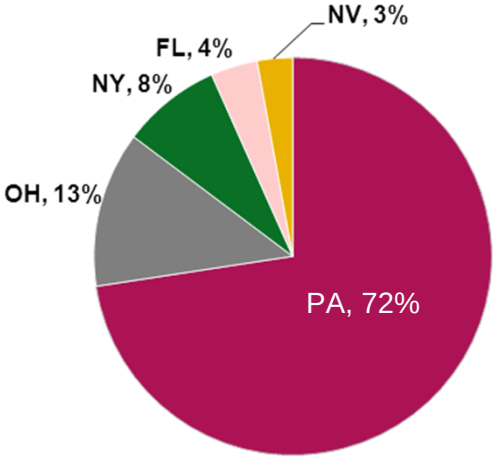
C&I ($1,020 M)



CRE ($1,274 M)



Construction ($87 M)

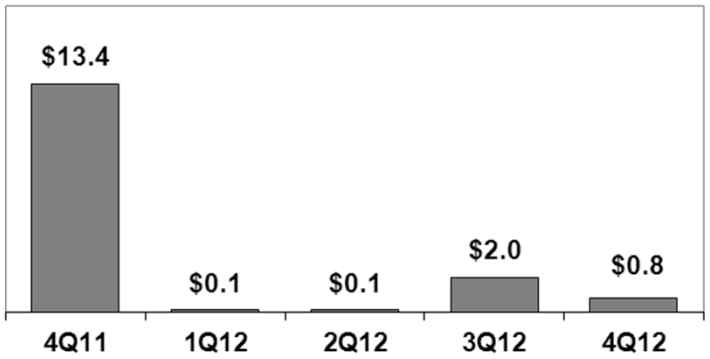


(1) Contiguous states include Ohio, New York, Maryland, West Virginia, New Jersey and Delaware
$ millions, as of December 31, 2012

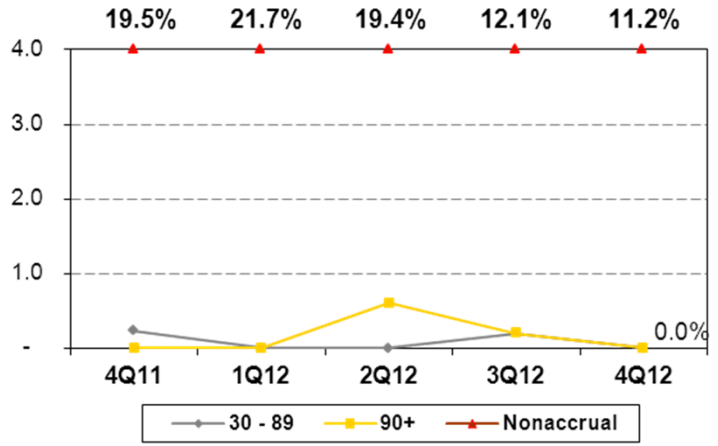
Commercial Construction Portfolio

Project Type	Pennsylvania			Outside PA		
	Performing	Nonperforming	Total	Performing	Nonperforming	Total
Office	$0	$0	$0	$0	$0	$0
Retail/Malls	12	0	12	0	0	0
Residential/Multifamily	2	1	3	0	4	4
Student Housing	8	0	8	0	0	0
Hotels	12	0	12	0	0	0
Industrial/Warehouse/Storage	1	0	1	0	0	0
Land/Comm Res Development	16	2	18	7	2	9
Other	7	1	8	12	0	12
Total	$58	$4	$62	$19	$6	$25

Net Charge-off Trend



Delinquency Trends (% of Portfolio)

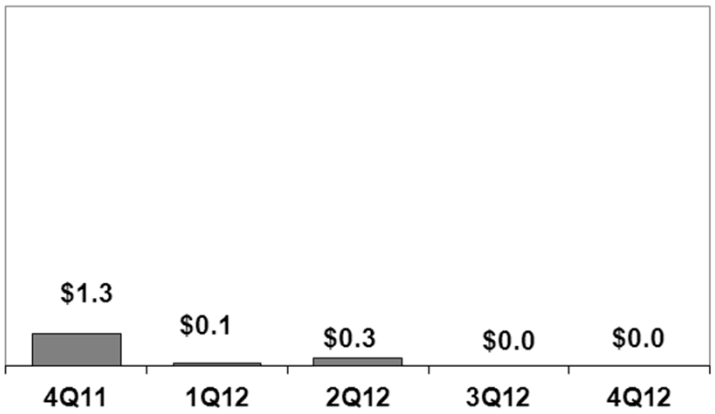


$ millions
As of December 31, 2012

Commercial Real Estate Portfolio

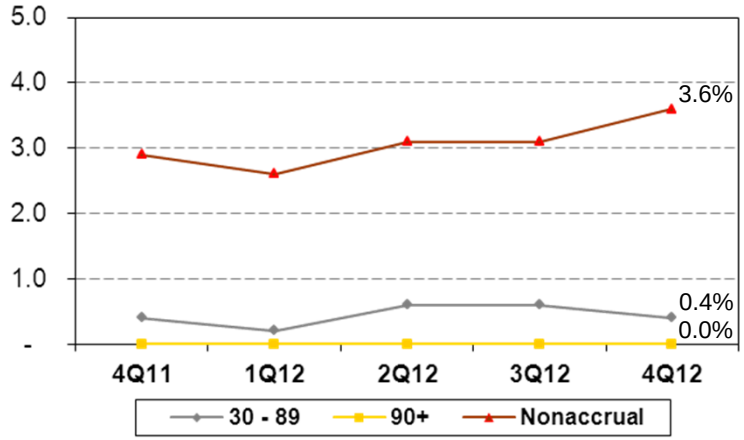
Property Type	Pennsylvania			Outside PA		
	Performing	Nonperforming	Total	Performing	Nonperforming	Total
Owner Occupied	$313	$13	$326	$4	$0	$4
Office	209	0	209	26	0	26
Land/Residential/Multifamily	103	19	122	3	0	3
Retail/Malls	150	3	153	20	0	20
Industrial/Warehouse/Storage	39	0	39	3	0	3
Student Housing	59	5	64	10	0	10
Hotels	86	0	86	38	5	43
Other	157	7	164	2	0	2
Total	$1,116	$47	$1,163	$106	$5	$111

Net Charge-off Trend



$ millions
As of December 31, 2012

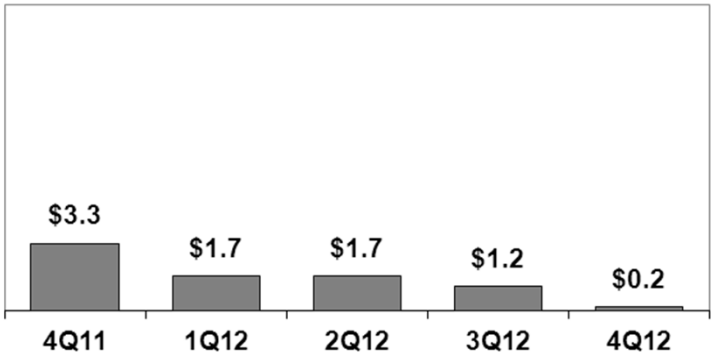
Delinquency Trends (% of Portfolio)



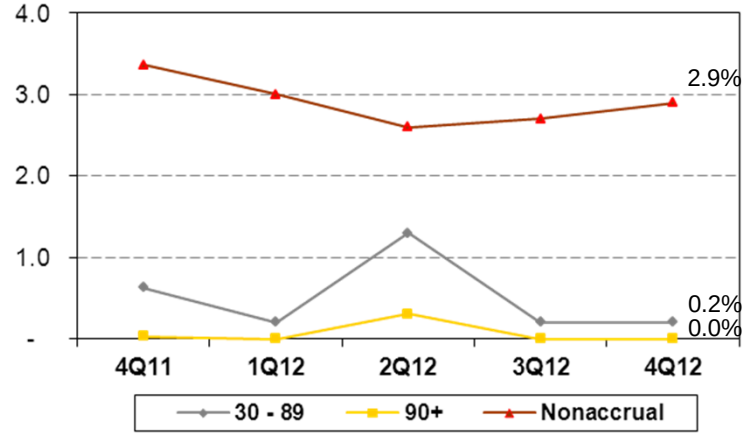
Commercial and Industrial Portfolio

Industry Type	Pennsylvania			Outside PA		
	Performing	Nonperforming	Total	Performing	Nonperforming	Total
Manufacturing	$241	$1	$242	$64	$2	$66
Services Industries	157	4	161	90	0	90
Finance and Insurance	59	20	79	1	0	1
Public Administration	55	1	56	0	0	0
Retail Trade	81	0	81	5	0	5
Mining Industries	19	1	20	56	0	56
Construction Industries	29	3	32	0	0	0
Transportation, Utilities	53	3	56	8	0	8
Wholesale Trade	41	0	41	22	0	22
Other	4	0	4	0	0	0
Total	$739	$33	$772	$246	$2	$248

Net Charge-off Trend



Delinquency Trends (% of Portfolio)

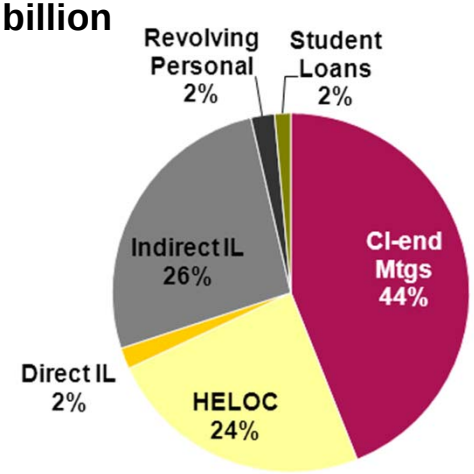


$ millions
As of December 31, 2012

Consumer Portfolio

Total Consumer Loans

$1.8 billion

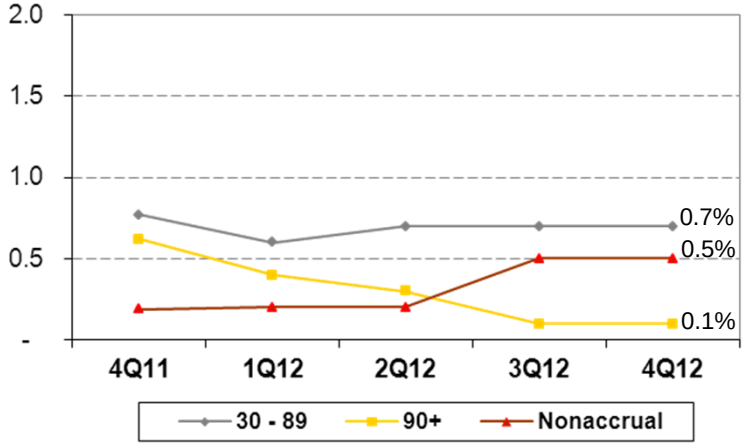


- All consumer loans are originated in Pennsylvania.
- Average FICO score at origination was 747 in 4Q12.
- Charge-offs in 1Q12 include $1.1 million as the result of a change in methodology relating to junior lien real estate.
- Nonaccrual consumer loans increased $4.8 million during 3Q12 related to residential mortgages previously classified as 90+ days past due.

Net Charge-off Trends



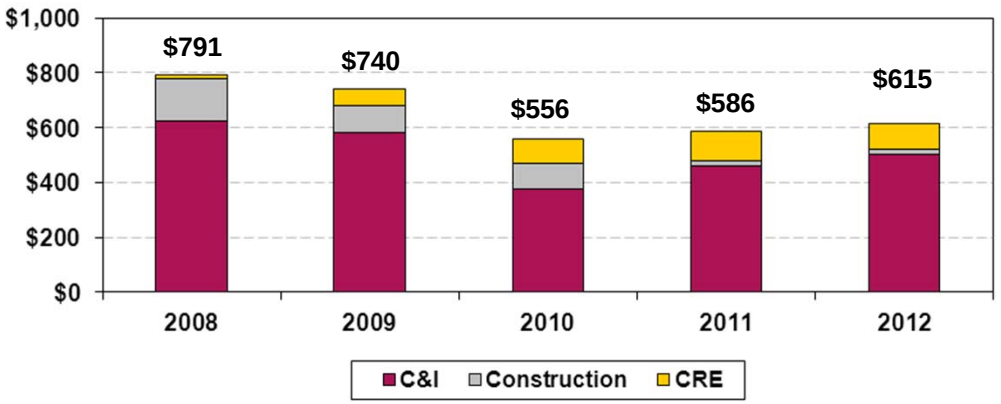
Delinquency Trends (% of Portfolio)



$ millions
As of December 31, 2012

Syndication Portfolio(1)

Total Syndications (1)

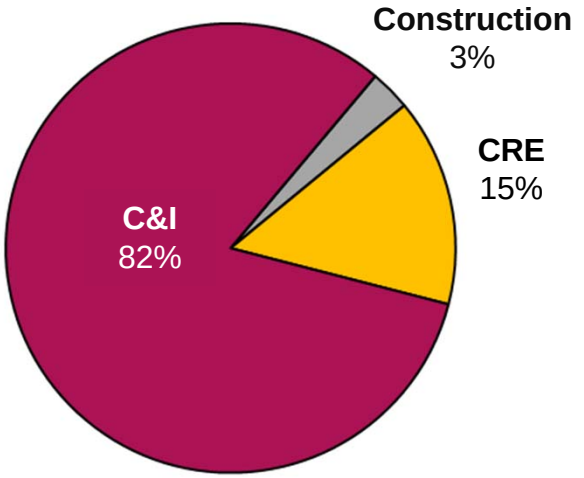


- Syndication portfolio has increased $29 million year over year primarily from C&I growth in PA and contiguous states.
- All nonperforming syndications are real estate credits located in Florida, Nevada and Washington.

Syndicated Loans by State

	C&I	Construction	CRE	Total	Nonperforming
Pennsylvania	$265	$5	$74	**$344**	$0
Ohio	53	0	0	**53**	0
Virginia	43	0	0	**43**	0
Maryland	31	0	0	**31**	0
Florida	12	4	14	**30**	4
New York	12	7	0	**19**	0
Lousiana	17	0	0	**17**	0
Tennessee	16	0	0	**16**	0
Kentucky	15	0	0	**15**	0
Michigan	14	0	0	**14**	0
West Virginia	11	0	0	**11**	0
Washington	0	0	5	**5**	5
Nevada	0	2	0	**2**	2
Other	15	0	0	**15**	0
Total Outside PA	$239	$13	$19	**$271**	$11
Total	$504	$18	$93	**$615**	$11

Total Syndications ($615 M)



(1) Includes all Shared National Credits
$ millions, as of December 31, 2012

Securities Portfolio

	December 31, 2012			December 31, 2011		
	Book Value	Fair Value	Unrealized Gains (Losses)	Book Value	Fair Value	Unrealized Gains (Losses)
Debt Securities						
US Agency MBS, CMOs	$867	$896	$29	$803	$837	$34
Tax-free/ Tax Municipal	0	0	0	0	0	0
Other GSEs (Non-MBS)	242	243	1	268	269	1
Pooled Trust Preferred	52	23	(29)	55	23	(32)
Single-issue Trust Preferred	7	7	0	12	12	0
Total Debt Securities	**$1,168**	**$1,169**	**$1**	**$1,138**	**$1,141**	**$3**
Equity Securities						
Equity/ Mutual Funds	$2	$2	$0	$2	$2	$0
Total Equity Securities	**$2**	**$2**	**$0**	**$2**	**$2**	**$0**
Total Securities Portfolio	**$1,170**	**$1,171**	**$1**	**$1,140**	**$1,143**	**$3**

$ millions

Non-GAAP Measures

Definition of Non-GAAP Measures

Tangible Common Equity/ Tangible Assets	**For the Year Ending December 31,**			
(Tangible Common Equity Ratio)	**2012**	**2011**	**2010**	**2009**
Total Equity	$746	$759	$749	$639
Less: Intangible assets	162	164	165	167
Less: Preferred stock	0	0	0	0
Tangible Common Equity	$584	$595	$584	$472
Total Assets	$5,995	$5,841	$5,813	$6,446
Less: Intangible assets	162	164	165	167
Tangible Assets	$5,833	$5,677	$5,648	$6,279
Tangible Common Equity/ Tangible Assets	**10.0%**	**10.5%**	**10.3%**	**7.5%**

	For the Year Ending December 31,			
Operating Revenue	**2012**	**2011**	**2010**	**2009**
Net Interest Income	$188.9	$189.9	$206.8	$206.5
Tax equivalent adjustment	4.4	5.5	9.1	12.3
Net Interest Income (FTE)	193.3	195.4	215.9	218.8
Noninterest Income (Reported)	65.4	57.7	49.2	19.3
Less: Realized gains/ (losses) on securities	0.2	2.2	(6.8)	(35.9)
Less: Gain on sale of assets	4.6	4.2	0.8	0.8
Less: Other nonrecurring revenue	3.1[(1)(2)]	2.5[(2)]	0.0	2.1[(3)]
Total Noninterest Income	$57.5	$48.8	$55.2	$52.3
Total Operating Revenue	$250.8	$244.2	$271.1	$271.1
Average Assets	5,940	5,728	6,137	6,458
Operating Revenue/ Average Assets (%)	**4.2%**	**4.3%**	**4.4%**	**4.2%**

(1) Termination Fee for a discontinued joint venture
(2) Rental income from one OREO property
(3) Favorable legal settlement
$ millions

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