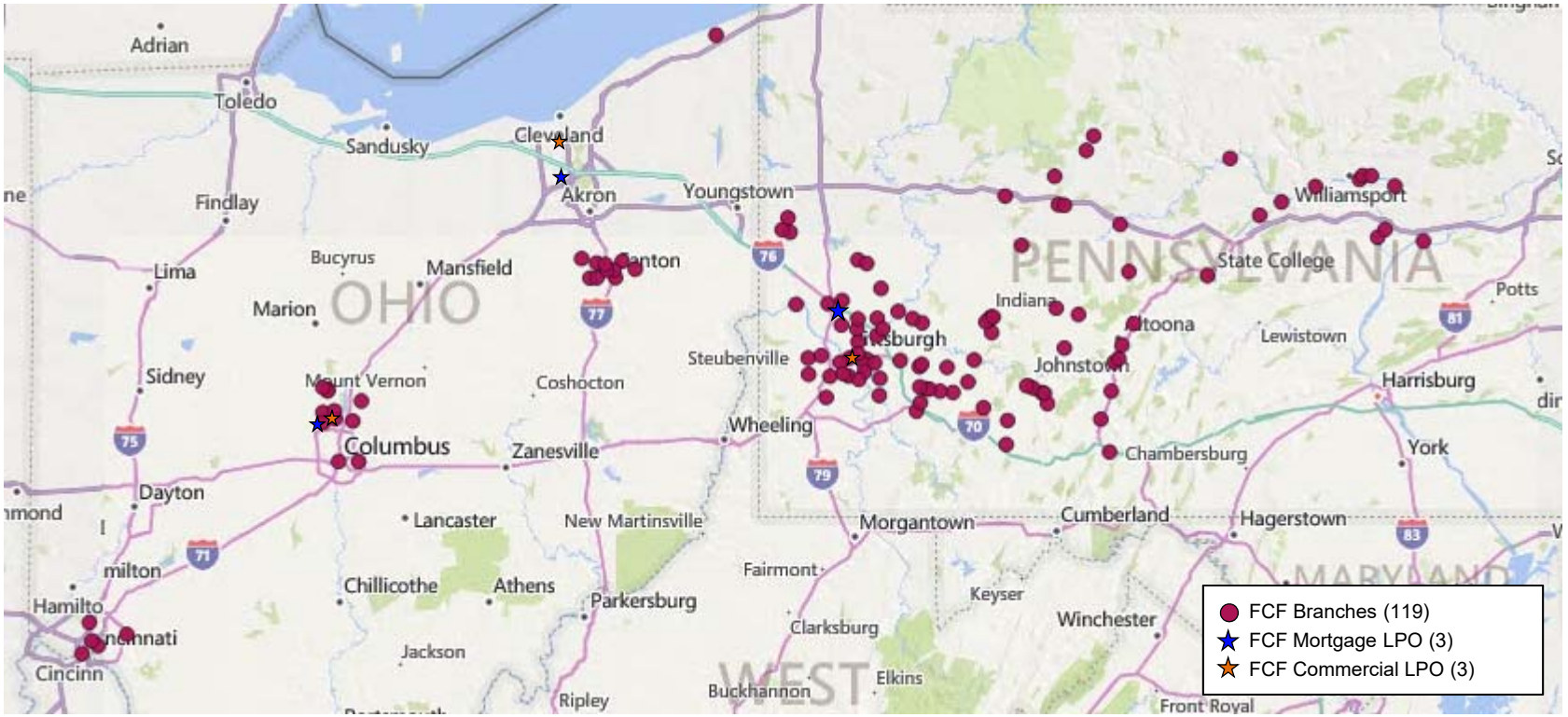


NYSE: FCF



4Q 2020 Investor Relations Discussion Materials

FRANCHISE OVERVIEW



- Diversified community bank with 119 retail branches in Pennsylvania and Ohio
- Active in four major metro markets:
  - Pittsburgh, PA
  - Columbus, OH
  - Cincinnati, OH
  - Cleveland, OH

- Total Assets: $9.1 billion
- Total Gross Loans: $6.8 billion
- Total Deposits: $7.4 billion
- Market Cap: $1.2 billion
  (as of January 29, 2021)

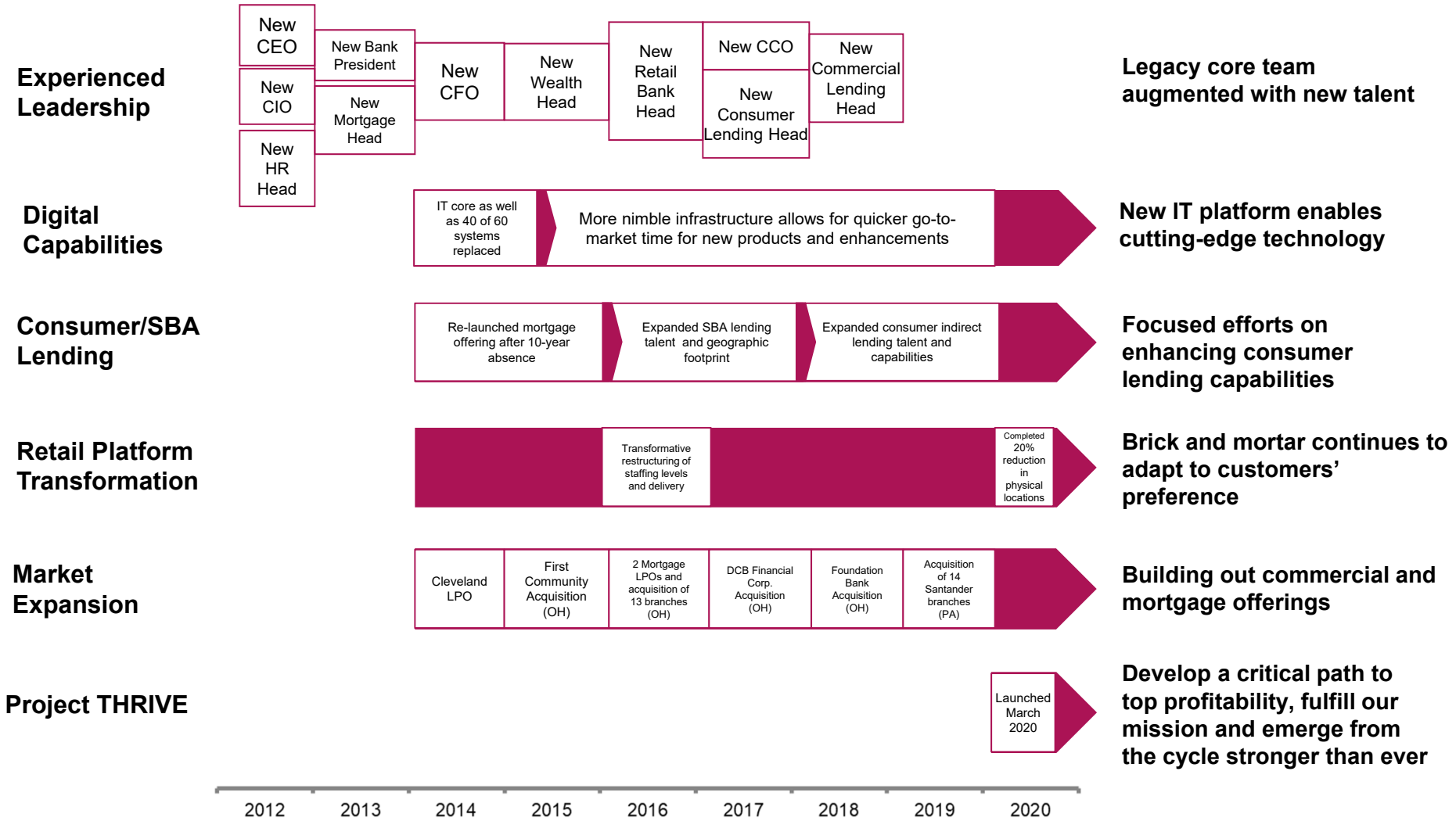
As of December 31, 2020

INVESTMENT THESIS

- Ready to emerge from the Covid-19 downturn stronger than ever
  - Cohesive leadership team with an ability to execute
  - Diversified loan portfolio, balanced between commercial vs. consumer and fixed vs. variable
  - Diversified geography through legacy Pennsylvania operations and expansion into Ohio markets
  - Diversified revenue streams and product mix, with approximately 30% of revenue from fee income sources (including trust, brokerage, insurance, mortgage and SBA lending)
  - Low loan-to-deposit ratio at 91% and historically low cost of funds, driven by a high mix of core deposits
  - Strong capital ratios (9.1% TCE(1)) and strong organic capital generation
- Protecting and enhancing shareholder value
  - Strengthened credit culture, increased granularity and reduced concentration risk and out-of-market exposures since the last credit cycle
  - Share repurchase complete; ready to thoughtfully deploy capital as market conditions improve
- Proven ability to execute and deliver positive operating leverage
  - Completed 20% reduction of branch facilities in December 2020
  - Strong history of cost containment long before COVID; targeting sub-55% efficiency ratio
  - Redeploying cost savings into digital transformation (e.g., Treasury Management, Banno Digital Platform, Zelle) and revenue-generating growth
- Maintaining a risk and governance culture aligned with expectations of long-term stakeholders

(1) Excludes PPP loans

A CULTURE OF CONTINUAL TRANSFORMATION



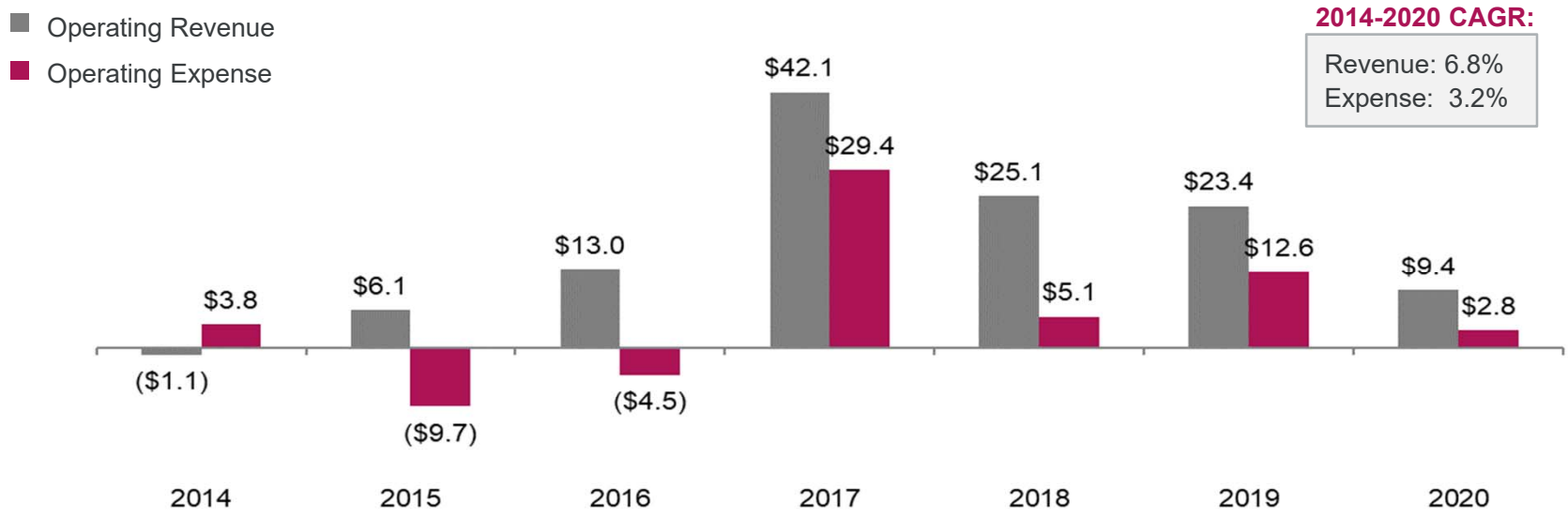
EXPERIENCED LEADERSHIP TEAM

Name	Title	Years of Experience			Prior Position
		Current Role	With FCF	In Banking	
T. Michael Price	President and CEO	9	13	33	President, First Commonwealth Bank
James R. Reske	EVP – CFO and Treasurer	6	6	31	CFO and Treasurer
Jane Grebenc	EVP – Chief Revenue Officer	7	7	36	EVP / Retail Banking
Brian G. Karrip	EVP – Chief Credit Officer	4	4	39	EVP / Specialized Lending
Matthew C. Tomb	EVP – Chief Risk Officer and Legal Counsel	13	13	15	Corporate and Securities Attorney with Regional Law Firm
David B. Buckiso	EVP – Wealth Services	6	6	27	Managing Director of Wealth Management
Carrie Riggle	EVP – Human Resources	8	29	29	Human Resources Manager
Norman J. Montgomery	EVP – Business Integration	8	31	31	Product / Sales Development
Leonard V. Lombardi	EVP – Chief Audit Executive	12	27	39	Director of Internal Audit / Loan Review
Gregory J. Sipos	EVP – Corporate Banking	3	30	30	SVP / Corporate Banking
Stanley R. Foraker	EVP – Mortgage Banking	7	7	36	SVP / Retail Lending
Jeffrey S. Rosen	EVP – Consumer and Small Business Lending	4	4	34	SVP / Government Guaranteed Lending
Joseph T. Culos	EVP – Retail Banking	2	5	28	SVP / Retail Banking Executive

INVESTMENTS ALIGNED WITH REVENUE GROWTH

The redeployment of back office and retail restructuring savings in 2014 and 2015 has allowed for profitable investments new geographies and revenue producing lines of businesses like Mortgage, SBA and Indirect Auto

Operating Leverage(1)



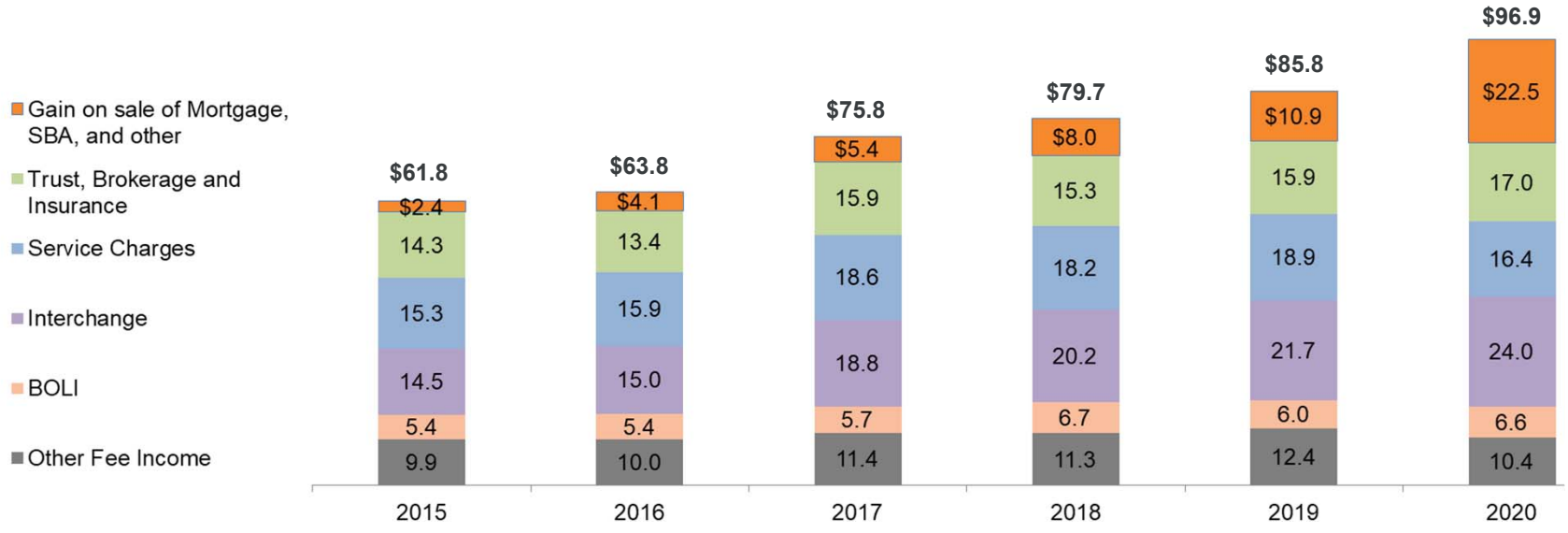
Operating Leverage($M)(1)	($4.9)	+$15.8	+$17.5	+$12.7	+$20.0	+$10.8	+$6.6
Core Efficiency Ratio (%)(1)	68.9%	63.4%	58.7%	60.2%	57.2%	57.0%	56.3%

$ in millions

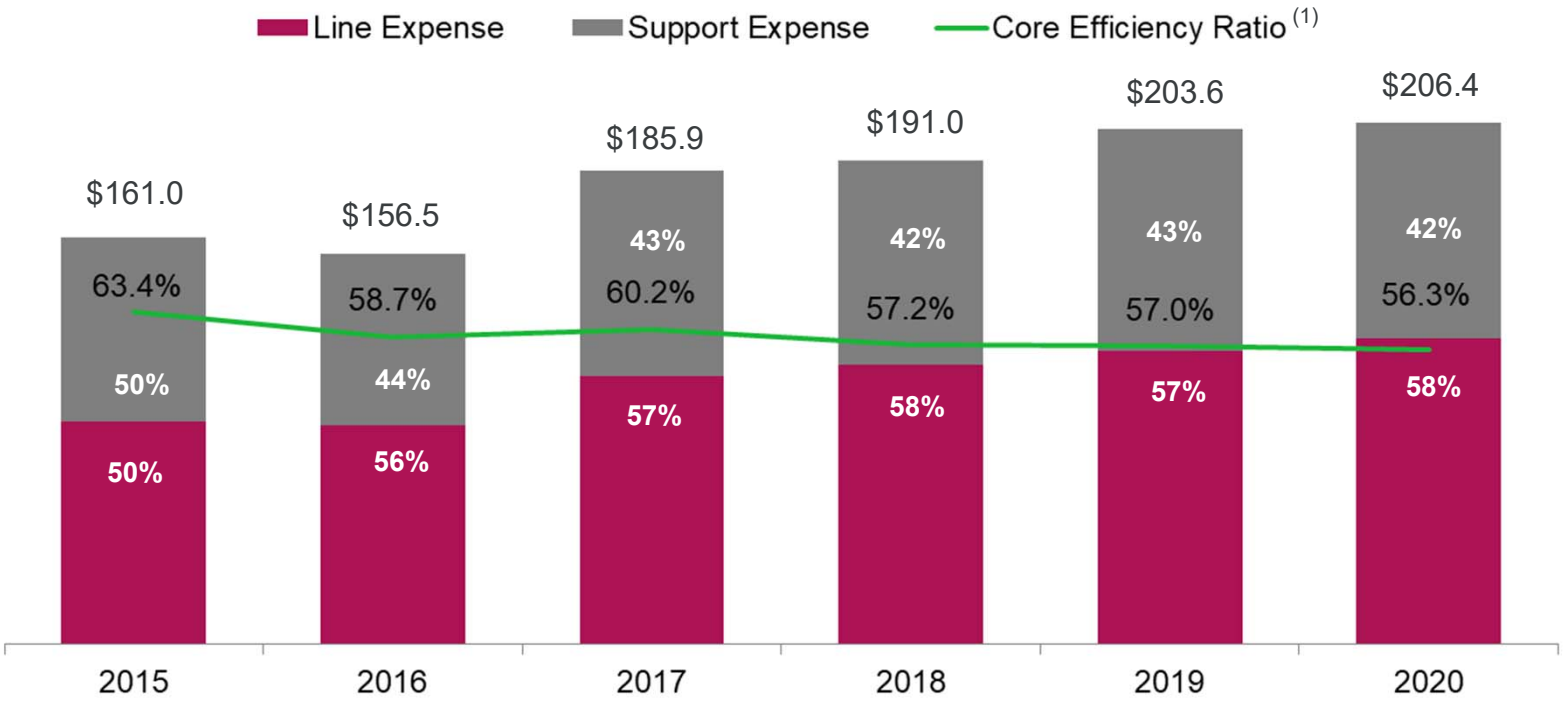
(1) Please refer to the appendix for a reconciliation of non-GAAP measures

FEE INCOME GROWTH: DIVERSIFIED REVENUE STREAMS

$ in millions	2015	2016	2017	2018	2019	2020
Service charges	$15.3	$15.9	$18.6	$18.2	$18.9	$16.4
Interchange	14.5	15.0	18.8	20.2	21.7	24.0
Trust	5.8	5.4	7.1	7.9	8.3	9.1
Retail brokerage	4.7	4.3	5.1	3.7	3.7	3.9
Insurance	3.8	3.7	3.7	3.7	3.9	4.0
BOLI	5.4	5.4	5.7	6.7	6.0	6.6
SWAP fees	0.8	2.4	2.0	1.9	3.4	1.6
Gain on sale of mortgage loans	2.4	4.1	5.4	5.4	7.8	18.8
Gain on sale of SBA loans	0.0	0.0	0.0	2.6	3.1	3.7
Gain on sale of other assets	1.9	1.4	1.8	2.7	1.7	1.1
Other fees	7.2	6.2	7.6	6.7	7.3	7.7
Total fee income	**$61.8**	**$63.8**	**$75.8**	**$79.7**	**$85.8**	**$96.9**
Gain on sale of securities	(0.2)	0.6	5.0	8.1	0.0	0.1
Derivative mark-to-market	(0.3)	0.2	(0.5)	0.8	(0.3)	(2.5)
Total noninterest income	**61.3**	**$64.6**	**$80.3**	**$88.6**	**$85.5**	**$94.5**
Fee Income/ Avg. Assets	0.97%	0.96%	1.05%	1.05%	1.07%	1.08%
Fee Income/ Operating Revenue	24.4%	23.9%	24.5%	23.9%	24.0%	26.4%



EXPENSE CONTROL: OPERATING EXPENSE TREND(1)



- Successfully redeployed back office savings into revenue producing business lines over the past five years
- Largest investments include reentry into the traditional mortgage and SBA businesses, corporate banking build-out and retail expansion in Ohio, and customer facing technology
- Expense increase from 2016 to 2019 driven by acquisitions

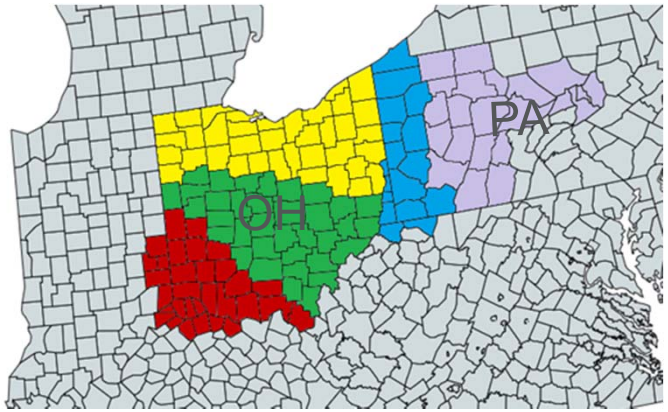
(1) Please refer to the appendix for a reconciliation of non-GAAP measures

REGIONAL LEADERSHIP MODEL

First Commonwealth began transitioning to a regional leadership model in 2017

- Leadership and accountability lies with the regional presidents
- Better connectedness between lines of business
- Wealth referrals increasing
- SBA loans sourced from Corporate banking and branches
- Mortgage – Insurance referrals increasing
- Key customer satisfaction survey metrics continue to improve
- Deposit growth outstripped loan growth in 2020

	Total Loans[1]			Total Deposits		
	Balance	2020 Growth	%	Balance	2020 Growth	%
Northern Ohio	$835.8	$108.0	13.6%	$779.9	$77.4	11.0%
Central Ohio	954.6	70.4	7.5%	718.9	5.6	0.8%
Cincinnati Metro	412.8	106.5	34.2%	141.3	-19.4	(12.1%)
Pittsburgh Metro	1,894.8	(37.1)	(1.8%)	2,510.9	357.3	16.6%
Community PA	1,556.7	(50.2)	(2.8%)	3,170.4	372.7	13.3%
Other	660.9	(87.2)	(11.3%)	100.4	(97.8)	(49.3%)
Total w/o PPP	$6,315.6	$110.4	1.8%	$7,421.8	$695.8	10.3%
PPP Loans	*478.9*	*478.9*				
Total	$6,794.5	$589.3	9.5%	$7,421.8	$695.8	10.3%

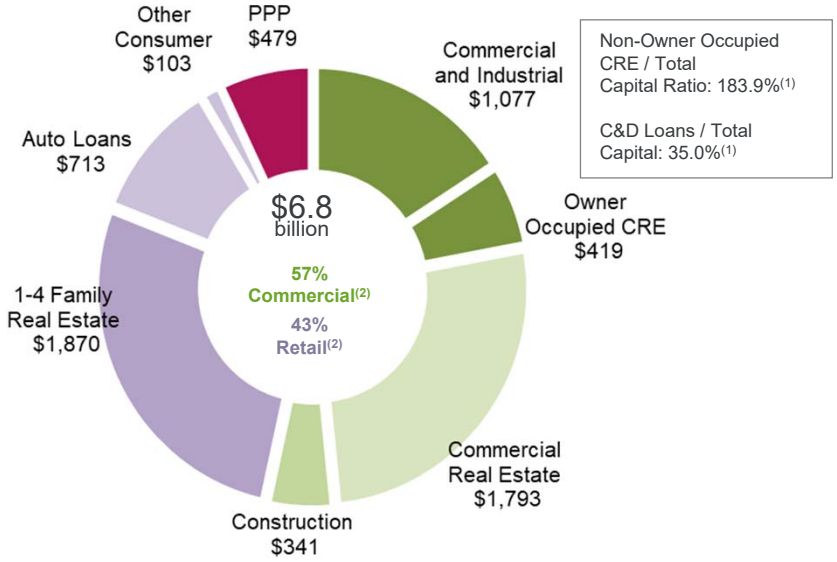


$ in millions, as of December 31, 2020

(1) Loan balances are based on portfolio location and do not necessarily represent the location of the collateral

A DIVERSIFIED COMMUNITY BANK

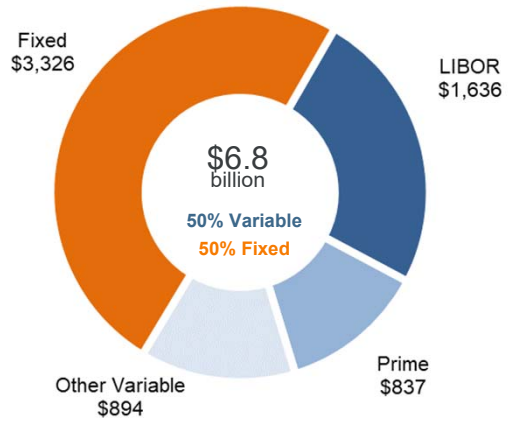
Loan Portfolio Composition ($mm)



Non-Owner Occupied CRE / Total Capital Ratio: 183.9%(1)

C&D Loans / Total Capital: 35.0%(1)

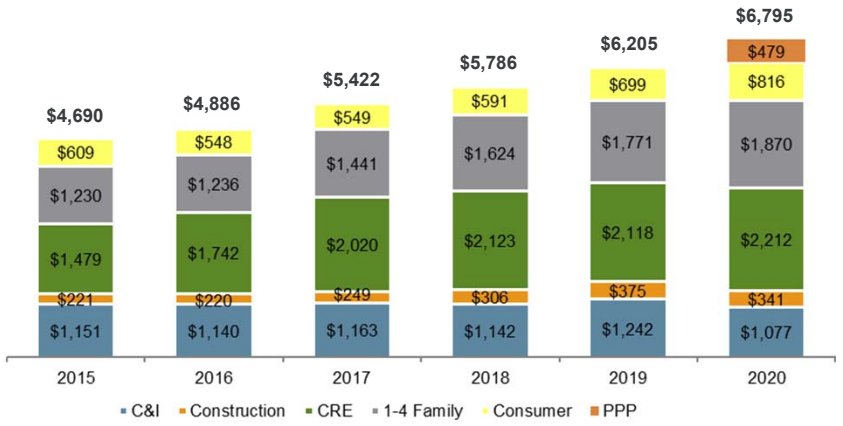
Loan Portfolio Repricing ($mm)



Interest rate floors exist for 36% of variable rate loans

WA Floor of 3.43% < WA Rate of 3.85%

Loan Portfolio Trends

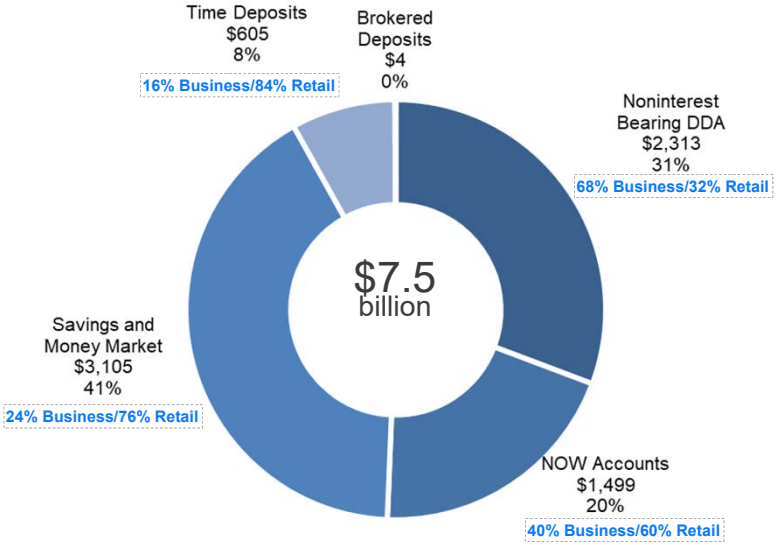


- Balanced mix of commercial and consumer loans
- Consumer lending has remained a source of loan growth in 2020
- Indirect auto has become a good source of yield
- Reentry into the Mortgage business in 2014 has enabled the flexibility to add duration to the loan portfolio

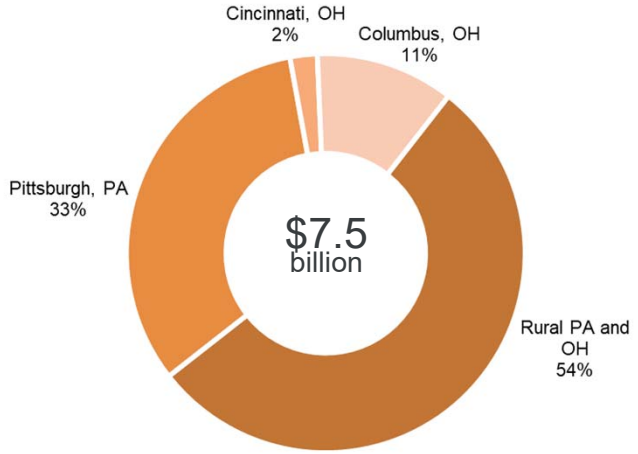
(1) Reflects bank level, regulatory data as of December 31, 2020
(2) Excludes PPP loans
As of December 31, 2020; includes loans held for sale

STABLE LOW-COST DEPOSIT ADVANTAGE

Deposit Composition ($mm)(1)

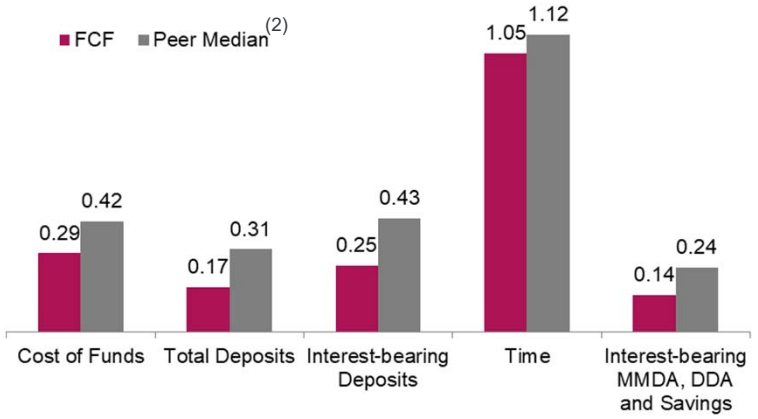


Geographic Breakdown(1)



- 54% of the Bank's deposits are sourced from rural Western Pennsylvania and Northern Ohio where customers tend to be more loyal than larger metropolitan markets
- Deposits have grown steadily since 2015 though thoughtful M&A and organic production
- Noninterest-bearing deposits currently comprise 31% of total deposits

Deposit Costs (%)(3)



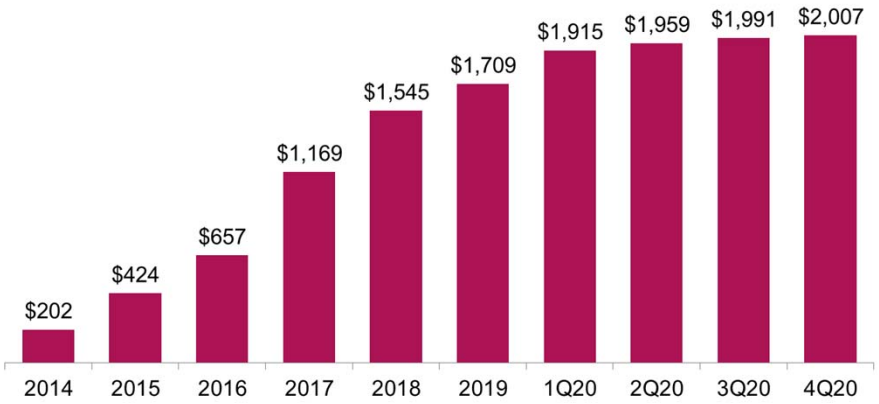
(1) QTD average balance as of December 31, 2020
(2) U.S. Banks $2 to $10 billion
(3) For the quarter ended December 31, 2020; Source S&P Global Market Intelligence

M&A EXPANSION UPDATE

Successful Expansion Efforts

- Leveraging significant management experience in Ohio market
- Opened a business center in Cleveland in April 2014
  - Targeting commercial customers in northeast OH
- Acquired First Community Bank in Columbus, OH in October '15
- Opened two mortgage production offices in central and northeast OH in 2016
- Completed acquisition of 13 branches from FirstMerit in December '16
- Completed acquisition of DCB Financial Corp in April '17
- Completed acquisition of Foundation Bank in Cincinnati, OH in May '18
- First Commonwealth's Ohio franchise is now comprised of:
  - $2.0 billion in loans(1)
  - $1.7 billion in deposits
  - 26 banking branches
  - 3 loan production offices
- Completed acquisition of 14 former Santander branches in Central PA in September '19
  - Deposit balances have grown $76 million since conversion

Ohio Loan Portfolio ($MM)(1)



Recent Ohio Acquisitions

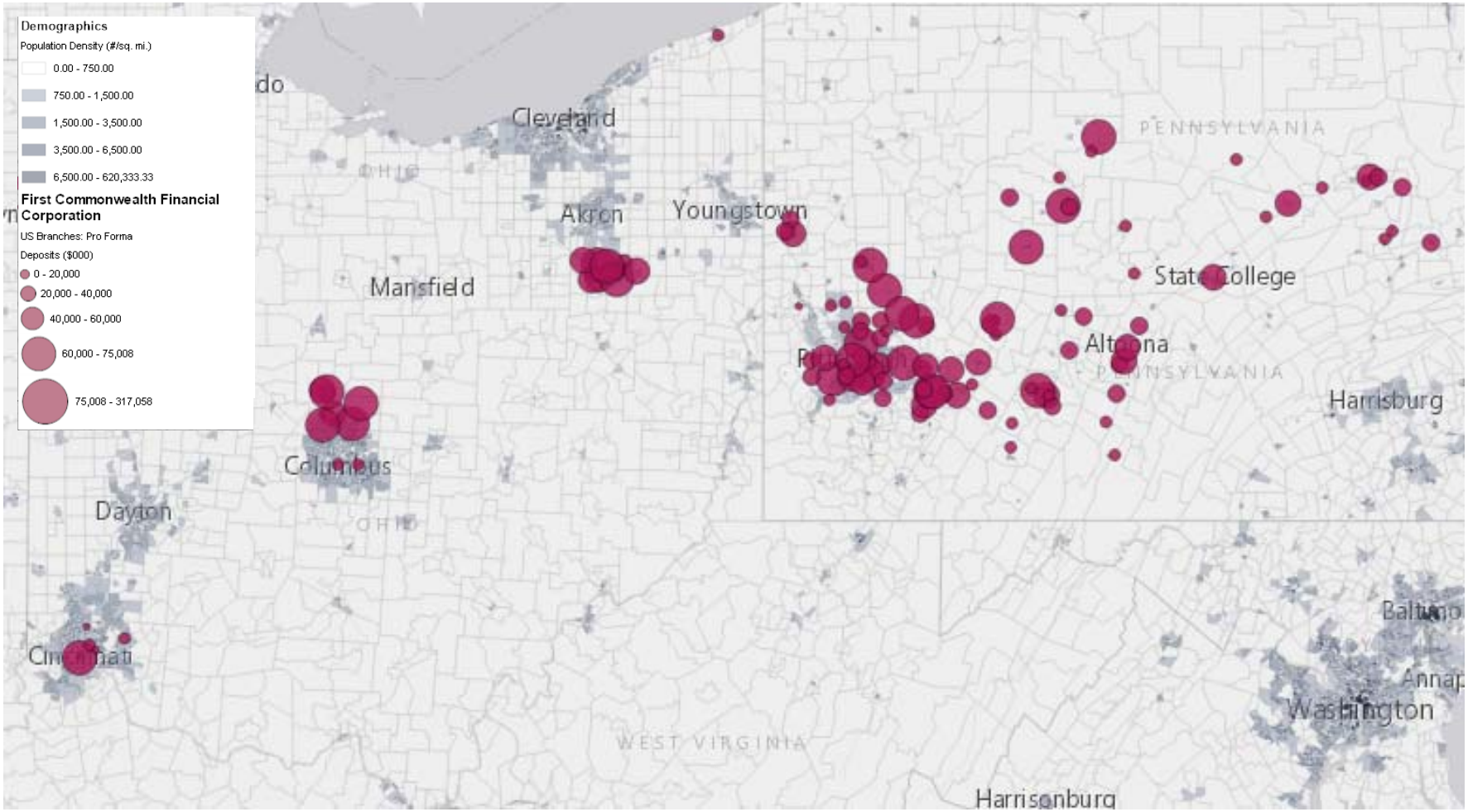
Target	Announcement Date	Completion Date	Deal Value $MM(2)	Total Loans Acquired $MM	Total Deposits Acquired $MM
First Community Bank	5/11/2015	10/1/2015	15	61	90
13 FirstMerit Branches	7/27/2016	12/2/2016	33	102	620
DCB Financial Corp.	10/3/2016	4/3/2017	106	383	484
Foundation Bank	1/10/2018	5/1/2018	58	185	141
	Total Ohio Acquisitions		**$212**	**$731**	**$1,335**
		Total Ohio Portfolio (1)		*$2,007*	*$1,738*
14 Santander Branches	4/22/2019	9/6/2019	$33	$100	$471

(1) Includes all OH based consumer loans, Commercial Real Estate loans with properties located in OH and C&I loans with borrowers headquartered in OH; excludes Paycheck Protection Program loans

(2) Deal value at announcement

SMALLER COMMUNITIES FUND LARGER METRO MARKETS

First Commonwealth's rural geographies have proven to be a stable source of low-cost funding, which enabled our strategy of leveraging our commercial lending business in faster growing metro markets through low-risk, accretive acquisitions.

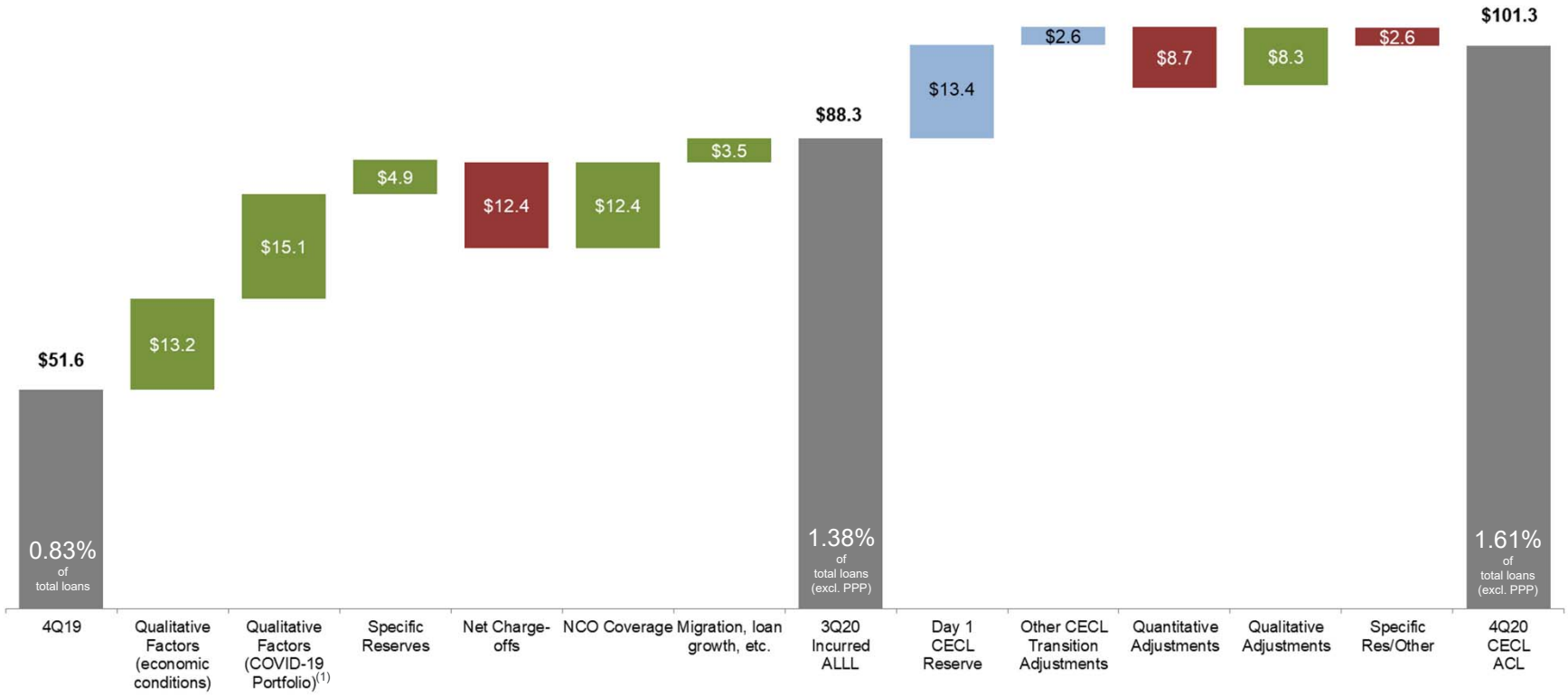


Note: Branches as of December 31, 2020. Deposit data as of June 30, 2020

Source: S&P Global Market Intelligence

COVID-19: RESERVE BUILD YEAR-TO-DATE

Allowance for Loan Losses ($ in millions)



(1) Please refer to slide 16 for additional details on portfolios impacted by COVID-19

COVID-19: HIGHEST IMPACTED COMMERCIAL PORTFOLIOS

	Balance Outstanding			Non-pass (% port)				Nonperforming (% port)				Deferrals[2]			
$ in millions	# loans	$ bal	% tot lns	1Q20	2Q20	3Q20	4Q20	1Q20	2Q20	3Q20	4Q20	@ 10/23[3]	% port	@ 01/22	% port
Commercial Portfolio[1]															
Retail	525	$519.7	7.7%	0.7%	0.7%	1.8%	6.5%	0.4%	0.4%	0.1%	0.1%	$1.6	0.3%	$8.9	1.7%
Hospitality	38	257.1	3.8%	7.0%	7.0%	27.8%	52.4%	7.0%	7.0%	6.9%	12.8%	32.7	12.5%	76.1	29.6%
Senior Living	60	164.3	2.4%	6.0%	5.8%	5.6%	5.4%	5.5%	5.3%	5.1%	5.0%	0.0	0.0%	0.0	0.0%
Energy	50	32.1	0.5%	28.5%	23.7%	23.9%	35.4%	15.5%	5.2%	5.2%	5.1%	0.0	0.0%	0.0	0.0%
Restaurants/Bars	255	27.5	0.4%	7.0%	7.1%	11.3%	10.4%	6.3%	6.3%	6.4%	2.6%	0.5	1.8%	0.4	1.5%
Total	**928**	**$1,000.7**	**14.8%**	**4.2%**	**4.0%**	**10.1%**	**19.1%**	**3.5%**	**3.1%**	**2.8%**	**4.2%**	**$34.8**	3.4%	**$85.4**	8.5%

- 80.9% of loans in our highest impacted portfolios are pass-rated and 95.8% are performing
- The increase in non-pass rated and nonperforming loans was largely driven by the hospitality and retail portfolios

(1) Includes essential and non-essential businesses
(2) Deferrals include loans with modified terms classified under Section 4013 of the CARES Act
(3) Includes modifications made after 10/23/2020 but effective prior to that date
Balances as of December 31, 2020, unless noted

COVID-19: DEFERRALS[1]

Initial deferrals were offered to all customers regardless of circumstances; additional 90 day deferrals are being assessed based on credit determination

	Total Loans		Deferrals (October 23, 2020)[2]			Deferrals (January 22, 2021)		
$ in millions	$ bal	% tot lns	# loans	$ bal	% port	# loans	$ bal	% port
Commercial Portfolio								
Commercial & Industrial	$1,077.1	15.9%	14	$3.9	0.33%	2	$5.1	0.47%
Commercial Real Estate	2,211.6	32.5%	27	57.0	2.57%	34	108.5	4.91%
Commercial Construction	340.9	5.0%	0	0.0	0.00%	0	0.0	0.00%
Paycheck Protection Loans	478.8	7.0%	0	0.0	0.00%	0	0.0	0.00%
Total Commercial	**$4,108.4**	**60.5%**	**41**	**$60.9**	**1.41%**	**36**	**$113.6**	**2.77%**
Consumer Portfolio								
Mortgage	$1,199.4	17.7%	2	$0.1	0.01%	4	$0.1	0.01%
Home Equity	584.6	8.6%	2	0.2	0.03%	3	0.1	0.02%
RE Construction	86.4	1.3%	0	0.0	0.00%	0	0.0	0.00%
Auto	712.8	10.5%	6	0.2	0.03%	2	0.1	0.01%
Other Consumer	103.0	1.5%	2	0.0	0.00%	1	0.0	0.01%
Total Consumer	**$2,686.2**	**39.5%**	**12**	**$0.5**	**0.02%**	**10**	**$0.3**	**0.01%**
Total Loans (excl. PPP)	**$6,315.8**	**93.0%**	**53**	**$61.4**	**0.96%**	**46**	**$113.9**	**1.80%**
Total Loans	**$6,794.6**	**100.0%**	**53**	**$61.4**	**0.88%**	**46**	**$113.9**	**1.68%**

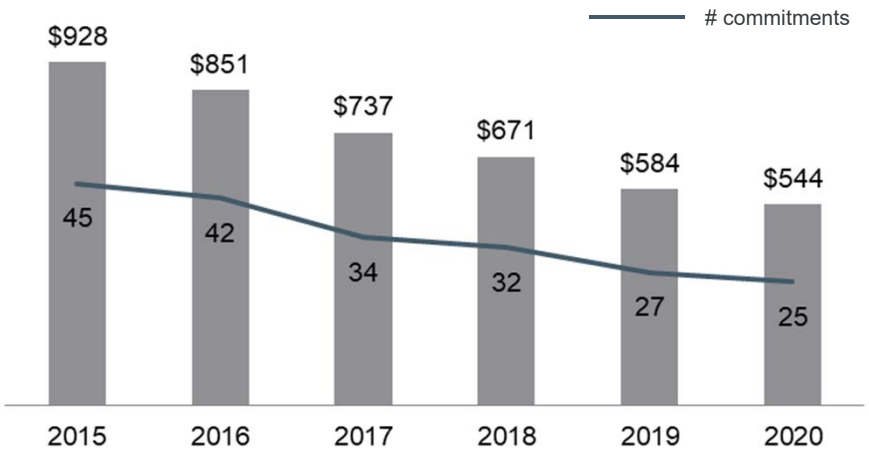
- The majority of loan modifications consist of 90 day forbearances
- The $52.5 million increase in deferrals since October 23, 2020 was primarily due to requests received from hotel and retail borrowers

(1) Deferrals include loans with modified terms classified under Section 4013 of the CARES Act
(2) Includes modifications made after 10/23/2020 but effective prior to that date
Balances as of December 31, 2020, unless noted

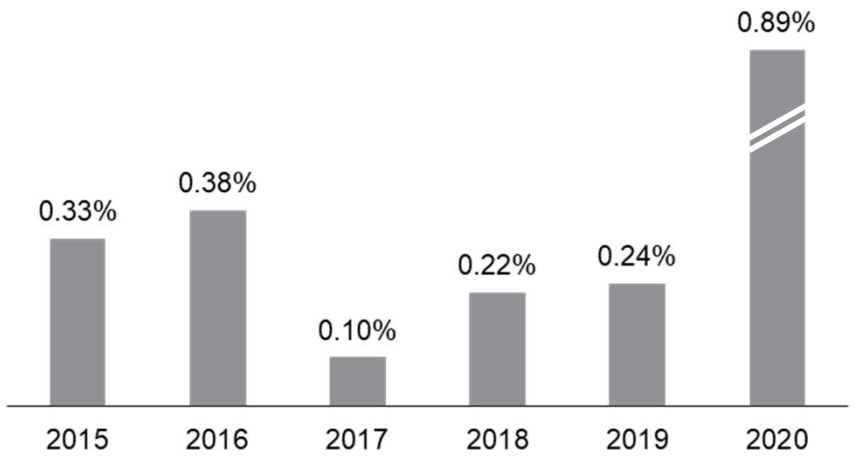
REDUCED PORTFOLIO RISKS: SIZE AND CONCENTRATION

- Increased granularity and decreased concentration risk
  - Expanding consumer, middle market and small business relationships
  - Geographic expansion decreases single market or location risk
  - Adopted a regional banking model
- Strengthened credit culture
  - Enhanced tracking, monitoring and managing credit risk
  - Improved portfolio management
    - Rotated out of riskier sectors (e.g., oil and gas, coal)
    - Utilized capital markets to exit underperforming names
    - Adopted strict concentration and segment limits

Commitments > $15 million



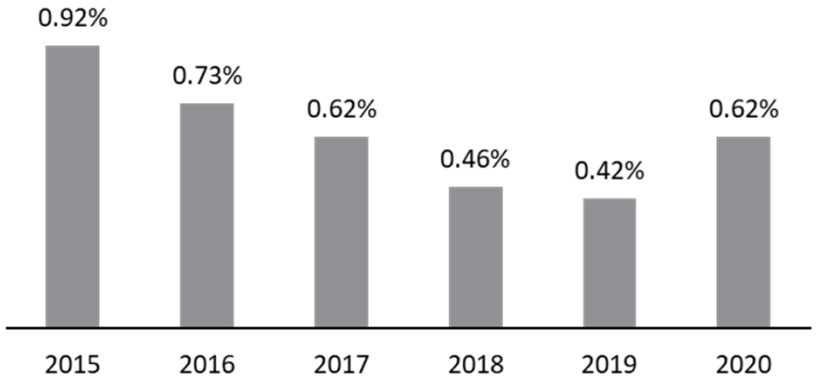
Provision Expense/ Avg. Loans(1)



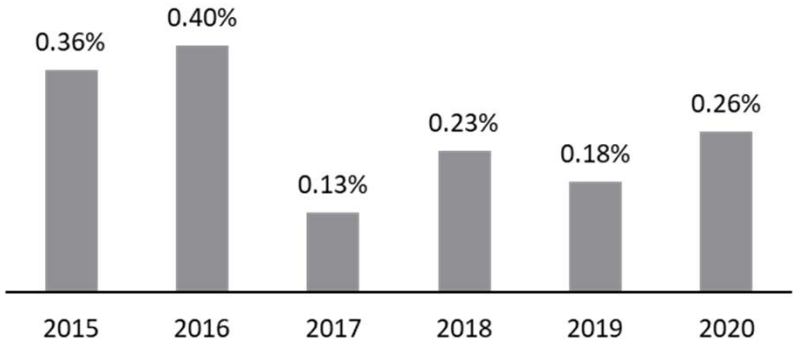
(1) Excludes PPP loans

ASSET QUALITY TRENDS

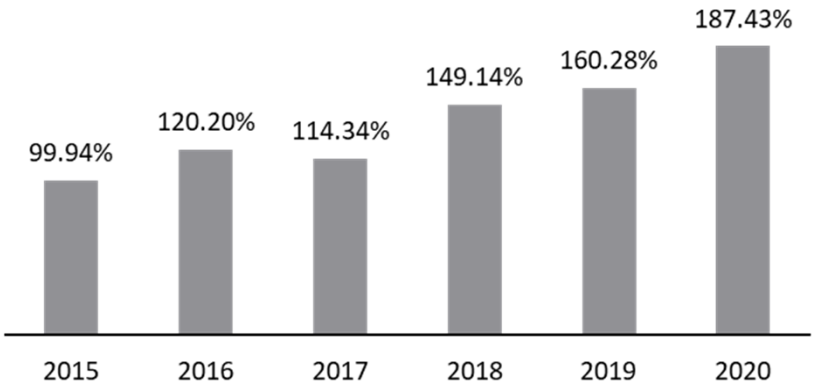
Nonperforming Assets / Assets(1) (%)



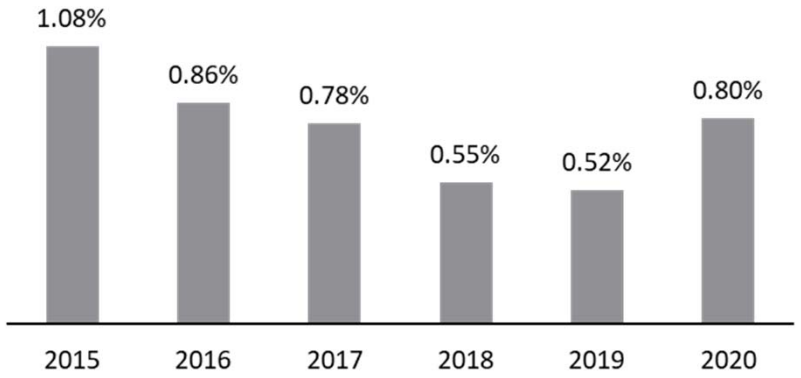
Net Charge-Offs / Loans (%)



Reserves / Nonperforming Loans (%)

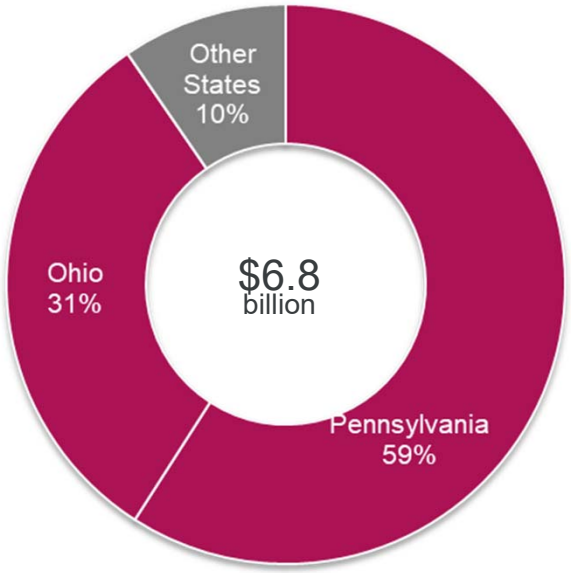


Nonperforming Loans / Loans (%)



(1) Nonperforming assets include nonaccrual loans and leases, renegotiated loans and leases, and foreclosed or repossessed assets

LOANS BY GEOGRAPHY(1)



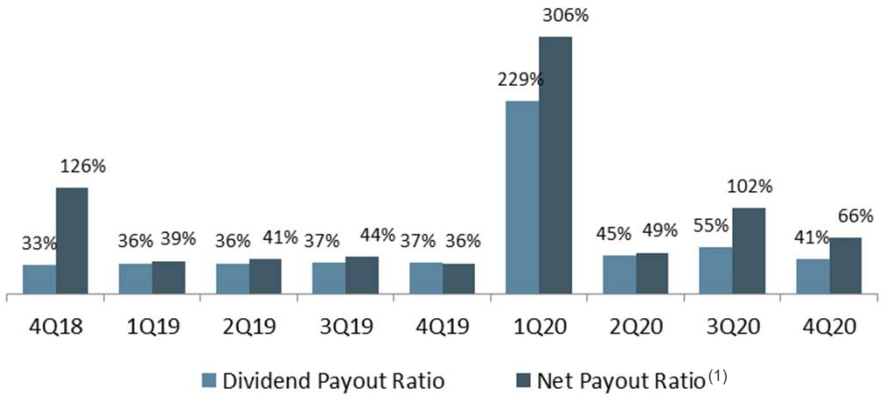
- Location based on collateral location for RE secured or borrower address for C&I and other consumer loans
- Loan portfolio primarily based in Pennsylvania, Ohio and contiguous states
- Commercial lending market area extends 150 miles from a First Commonwealth office
- No out-of-market speculative real estate
  - Speculative out-of-market real estate was the primary source of credit losses during the last credit cycle
- Only $52.2 million (<1% of total loans) are out of market investment real estate to support existing national developer relationships

$ in millions	C&I	CRE	Commercial Construction	Consumer Real Estate	Other Consumer	Total
Pennsylvania	$960	$1,183	$122	$1,200	$529	$3,994
Ohio	317	786	179	587	251	$2,120
Other	279	242	40	50	36	$647
Total	**$1,556**	**$2,211**	**$341**	**$1,837**	**$816**	**$6,761**

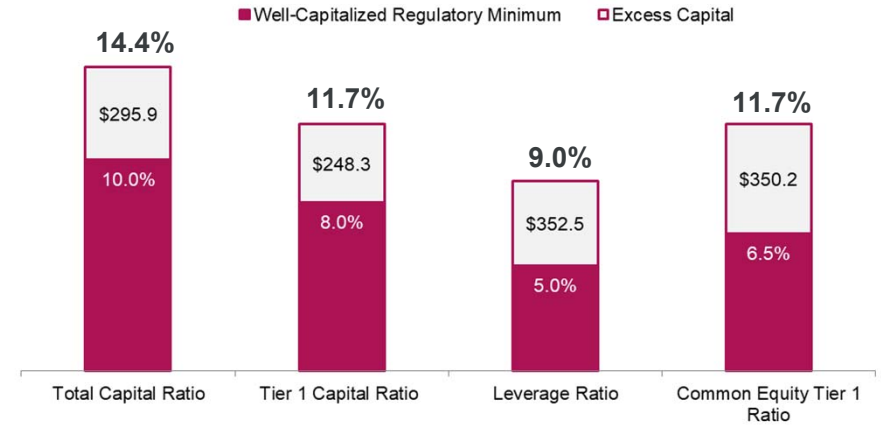
(1) Location determined by collateral location for real estate secured loans and borrower address for C&I and Other Consumer loans; includes Paycheck Protection Program loans

CAPITAL RETURN

Payout Ratios



Strong Regulatory Capital Position



- Strong capital levels allow us to continue to return capital to shareholders
- Announced new $25 million share repurchase program on January 26, 2021
- Completed remaining $15.6 million from a previous $25 million share repurchase program on October 9, 2020, repurchasing 2.0 million shares at a weighted average price of $7.84
- Increased the quarterly dividend by 10% from $0.10 to $0.11 per share in 1Q20 (January)
  - Trailing four-quarter average EPS of $0.19
  - Management currently believes the dividend is sustainable based upon the expectation of stable economic conditions through 2021

(1) Net payout ratio represents common stock dividends and share repurchases less share issuances and stock compensation-related items, excluding acquisition-related items, divided by net income attributable to common stock.

As of December 31, 2020; $ in millions

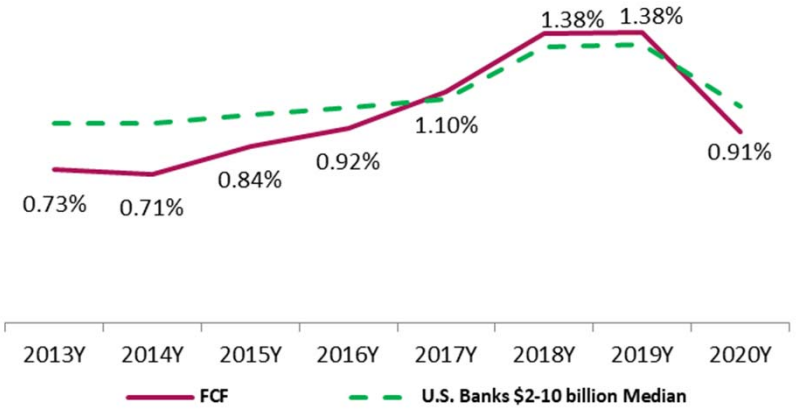
PERFORMANCE HIGHLIGHTS

	2015Y	2016Y	2017Y	2018Y	2019Y	2020Y	Trailing 5 Quarters 4Q19	1Q20	2Q20	3Q20	4Q20
Earnings growth											
Operating revenue[1]	$254	$267	$309	$334	$357	$367	$92	$89	$89	$94	$95
Provision for credit losses	15	18	5	13	15	57	5	31	7	11	8
Operating expense[2]	161	157	186	191	204	206	53	52	51	51	53
Core net income[2]	$51	$61	$75	$102	$108	$79	$27	$5	$24	$24	$26
Core Pre-Tax Pre-Provision Earnings[1][2]	**$90**	**$110**	**$118**	**$141**	**$151**	**$155**	**$38**	**$37**	**$37**	**$41**	**$40**
Core EPS[2]	$0.57	$0.69	$0.79	$1.03	$1.10	$0.81	$0.27	$0.05	$0.25	$0.24	$0.27
Core EPS Growth YoY[2]	*21.3%*	*21.1%*	*14.5%*	*30.4%*	*6.8%*	-26.4%	*0.0%*	*(80.0%)*	*(10.7%)*	*(20.0%)*	*0.0%*
Return to shareholders											
Dividend per share	$0.28	$0.28	$0.32	$0.35	$0.40	$0.44	$0.10	$0.11	$0.11	$0.11	$0.11
Tangible book value per share	6.23	6.20	6.34	6.98	7.49	7.82	7.49	7.54	7.72	7.79	7.82
Period-end close	$9.07	$14.18	$14.32	$12.08	$14.51	$10.94	$14.51	$9.14	$8.28	$7.74	$10.94
Balance sheet trends (EOP)											
Investment securities and cash	$1,403	$1,303	$1,291	$1,434	$1,378	$1,562	$1,378	$1,444	$1,670	$1,570	$1,562
Commercial loans	2,851	3,102	3,432	3,571	3,735	4,109	3,735	3,799	4,341	4,323	4,109
Consumer loans	1,839	1,784	1,990	2,215	2,470	2,686	2,470	2,541	2,611	2,665	2,686
Total loans	**4,690**	**4,886**	**5,422**	**5,786**	**6,205**	**6,795**	**6,205**	**6,340**	**6,952**	**6,988**	**6,795**
Noninterest bearing deposits	1,117	1,269	1,417	1,466	1,690	2,320	1,690	1,752	2,288	2,302	2,320
Total deposits	**$4,196**	**$4,948**	**$5,581**	**$5,898**	**$6,678**	**$7,439**	**$6,678**	**$6,923**	**$7,782**	**$7,704**	**$7,439**
Borrowings	1,592	949	795	907	436	351	436	381	342	356	351
Equity	$720	$750	$888	$975	$1,056	$1,069	$1,056	$1,058	$1,076	$1,073	$1,069
Profitability											
PTPP Return on average assets[1][2]	1.41%	1.65%	1.64%	1.86%	1.88%	1.73%	1.86%	1.79%	1.62%	1.75%	1.76%
Core Return on average assets[2]	0.79%	0.92%	1.04%	1.36%	1.35%	0.88%	1.28%	0.23%	1.08%	1.01%	1.14%
Core Return on average TCE[2]	9.2%	10.7%	12.8%	15.9%	15.3%	10.8%	14.9%	2.9%	13.3%	12.7%	14.0%
Net interest margin[1]	3.28%	3.32%	3.57%	3.71%	3.75%	3.32%	3.73%	3.65%	3.29%	3.11%	3.26%
Core Efficiency ratio[1][2]	63.4%	58.7%	60.2%	57.2%	57.0%	56.3%	57.2%	58.2%	56.7%	54.3%	56.0%

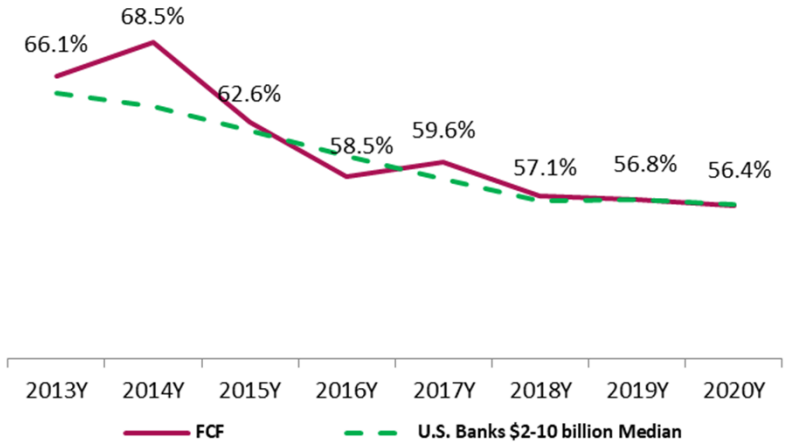
(1) Taxable equivalent
(2) Please refer to the appendix for a reconciliation of non-GAAP measures

PERFORMANCE RELATIVE TO PEERS

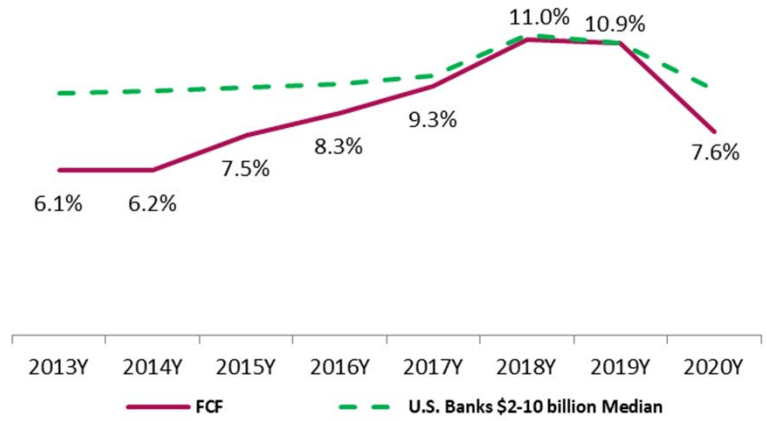
Core ROAA (%)(1)



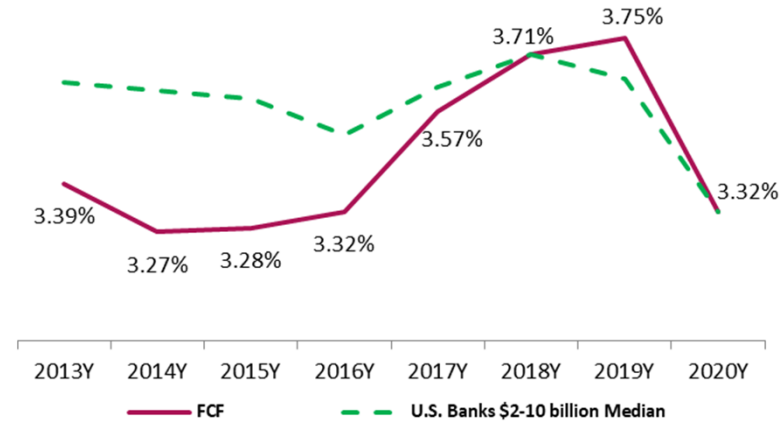
Efficiency Ratio (%)(1)



Core ROAE (%)(1)



Net Interest Margin (%)(2)



(1) Core ROAA, ROAE and Efficiency Ratios as calculated by S&P Global Market Intelligence and may not agree with management's reported figures
(2) Taxable equivalent

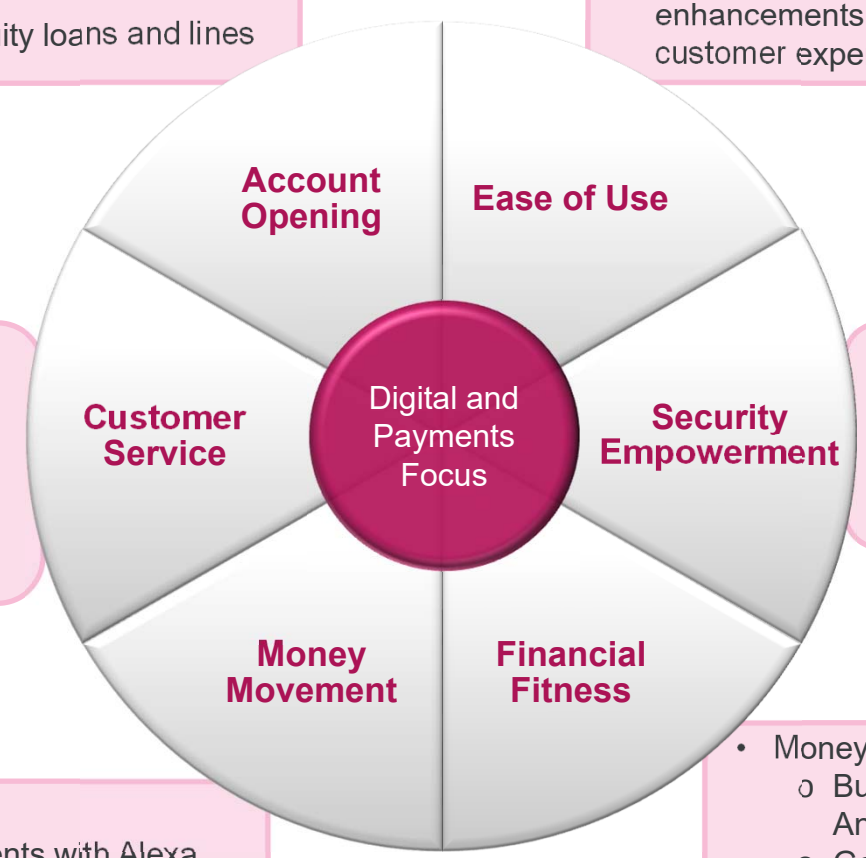
DIGITAL STRATEGY

- **Create a mobile-centric, full-service banking capability** that stands on its own without the need for the customer to go to a branch or call the Engagement Center.
- Enhance ability to proactively engage customers in virtual conversations and **provide personalized Community Bank customer experiences**.
- Deliver digital platforms and tools which use contemporary design standards (User-Interface (UI) and User-Experience (UX)) and **promote customer engagement and education** around ongoing enhancements.
- Improve digital infrastructure to **support higher levels of security and integration** of new functionality.
- Drive revenue growth, operational efficiency and superior customer experience through the **digitalization of processes** and by **embracing evolving payments technology**.
- **Evolve data analytics** through education of data availability and tools, governance, and end user talent with outcome of better productivity, focused marketing, lowered risk and improved customer satisfaction.

DIGITAL AND PAYMENTS

- Consumer deposit accounts
- Consumer loans and lines of credit
- Home equity loans and lines

- Bank when, where and on whatever device you prefer
- Ongoing upgrades and enhancements to improve customer experience



- Online chat (product assistance)
- Secure messaging online and mobile
- Secure chat for online account opening
- Targeted marketing/offers

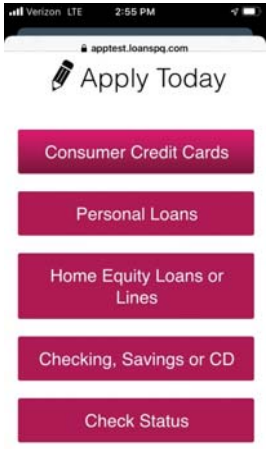
- User controls and alerts
- Digital tokens, Registered Devices and One-time Passcodes (OTP)

- Mobile wallets
- Quick bill payments with Alexa
- Zelle
- RTP Receive

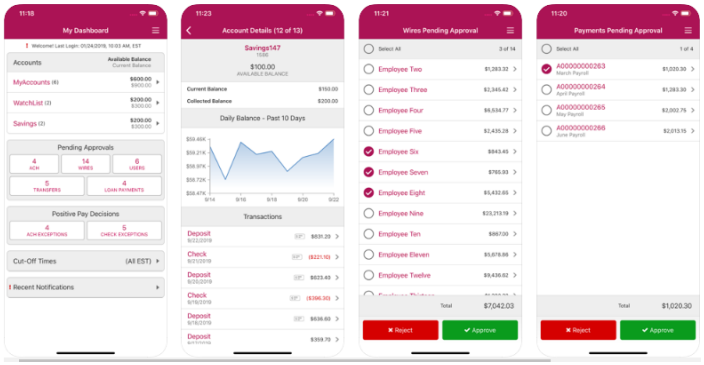
- Money Manager
  - Budgets and Spending Analyzer
  - Goal setting and alerts
  - Account aggregation
  - Cashflow and Net Worth

DIGITAL AND PAYMENTS UPDATE

- Digital account opening
  - Released our updated mobile centric account opening (over 10% of retail transaction account production from virtual channels)
- All new or reissued debit and credit cards contactless (Tap ‘n Go)
- Treasury Management
  - Completed transition of Treasury Management customers to new platform
  - Customizable user experience, intuitive payment processing, high-level of security and additional mobility for businesses with companion App

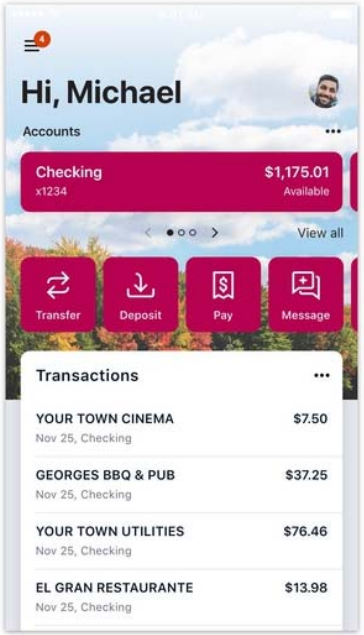




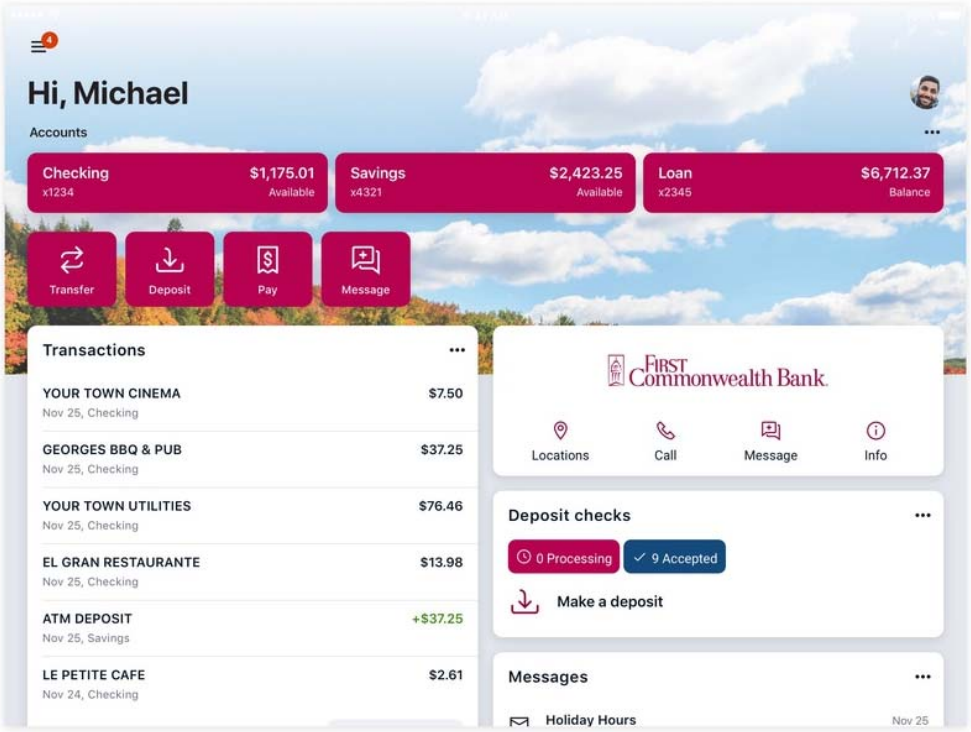


NEW DIGITAL BANKING EXPERIENCE

Dashboard - Mobile



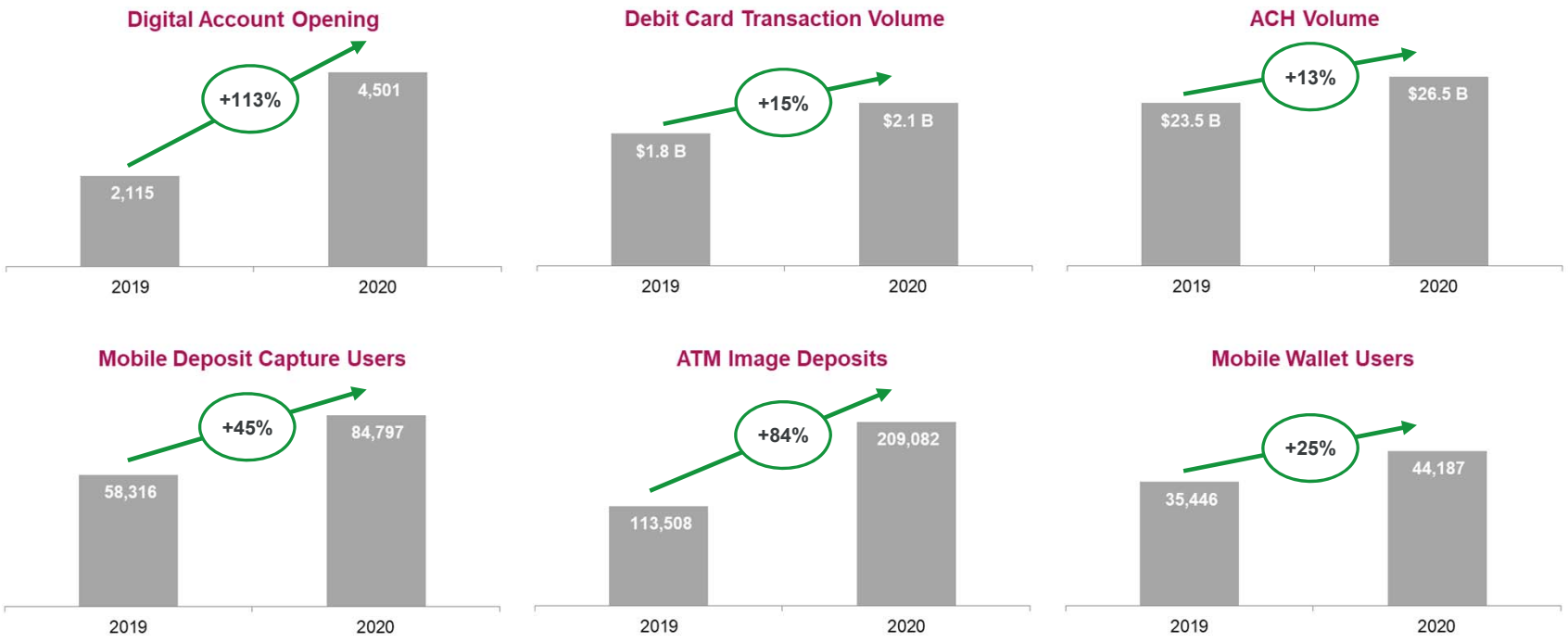
Dashboard - Tablet



- Innovative design elements for organizing the user interface (UI) allowing users to customize their experience
- A unique customer interaction platform that brings human personalization to the digital customer experience
- Same look across all of your devices – mobile, desktop, tablet, etc.

MOBILE, DIGITAL AND SELF-SERVICE CUSTOMER USAGE

Customer migration to mobile and digital channels accelerated in 2020



- Launched new Treasury Management, Online and Mobile Banking Services in 2020
  - In the 3 ½ months since the Online and Mobile launch, over 63% of Retail checking customers are actively using the platform and over 40% are actively using the mobile app
  - App store ratings have been positive, with a rating of 4.8 (6,796 ratings) in the Apple App Store and 4.4 (894 ratings) in the Google Play Store

HOW WE SUCCEED

- Remain an authentic, mission-driven community bank
  - Continue to support our employees, customers and communities through these uncertain times
  - Proactively engage borrowers and assist them with charting a path forward
  - Win customers through better capabilities and service
  - Take this opportunity to develop a more intimate relationship with our existing customers
- Control expenses and deliver positive operating leverage
  - Rethinking the way we do business going forward
  - Redeploying cost savings into digital transformation (e.g. Treasury Management, Banno Digital Platform, Zelle) and revenue-generating growth
- Protect shareholder value
  - Credit costs that outperform peers long-term
  - Thoughtfully deploy capital as market conditions continue to improve
- Maintain a risk and governance culture aligned with expectations of long-term stakeholders

4Q 2020 EARNINGS DETAIL

FOURTH QUARTER 2020 HIGHLIGHTS

Highlights

$40.4 million

Core Pre-tax pre-provision income(1)

1.76%

Core PTPP ROAA(1)

56.0%

Core efficiency ratio

1.61%

Reserve coverage ratio

$248.3 million

Excess capital

9.1%

TCE ratio (excl. PPP)

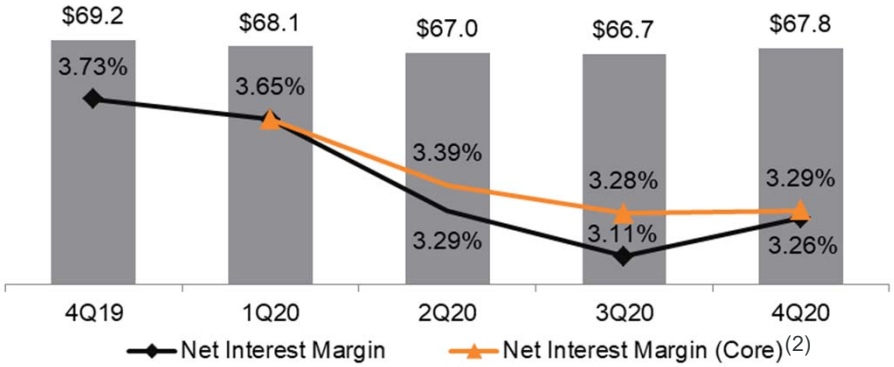
Positioning for offense as we weather uncertainty

- Additional reserve build(2) of $13.0 million resulting in a reserve coverage ratio (excl. PPP loans) of 1.61%
  - Reserve build(2) of $49.7 million YTD
- Efforts to diversify the balance sheet and revenue streams resulting in a strong fee income quarter
  - Mortgage originations of $215 million
  - Debit card interchange income of $6.4 million
- Efficiency improvement enabled by digital investments and disciplined expense management
  - Core efficiency ratio of 56.0%
  - Achieved 20% reduction in retail facilities by the end of the year
- Announced a new $25 million share repurchase program on January 26, 2020

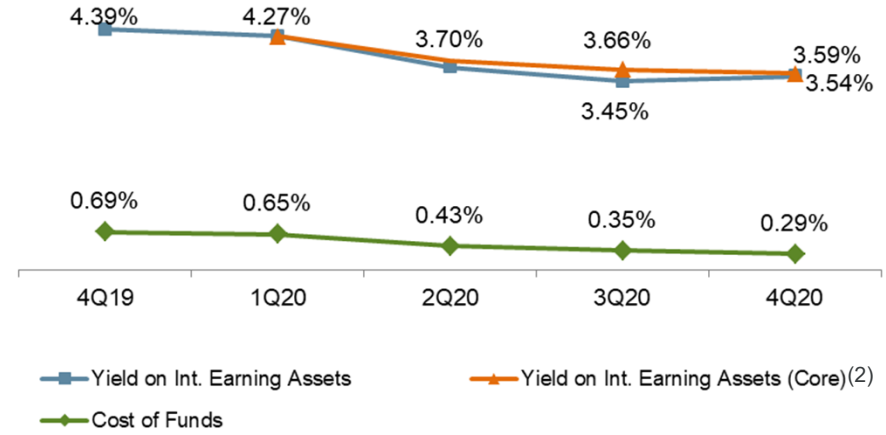
(1) Please refer to the appendix for a reconciliation of non-GAAP measures
(2) Reserve build/(release) represents the net change in the allowance for credit losses from the prior period

NET INTEREST INCOME AND NET INTEREST MARGIN

Net Interest Income(1)



Yield/Cost Trends(1)



- Net interest income increased by $1.1 million from LQ
  - Accelerated amortization of PPP loan fees due to PPP forgiveness contributed $1.7 million to net interest income in 4Q
  - A 15 basis point (bp) increase in the net interest margin was partially offset by lower commercial loan demand
- Net interest margin of 3.26% increased 15bps from LQ
  - A 9 bps increase in the yield on interest-earning assets was partially offset by a 7bps decrease in the cost of interest bearing liabilities
  - Core NIM(2) (which excludes the effects of PPP loans and excess cash) increased by 1bp to 3.29%

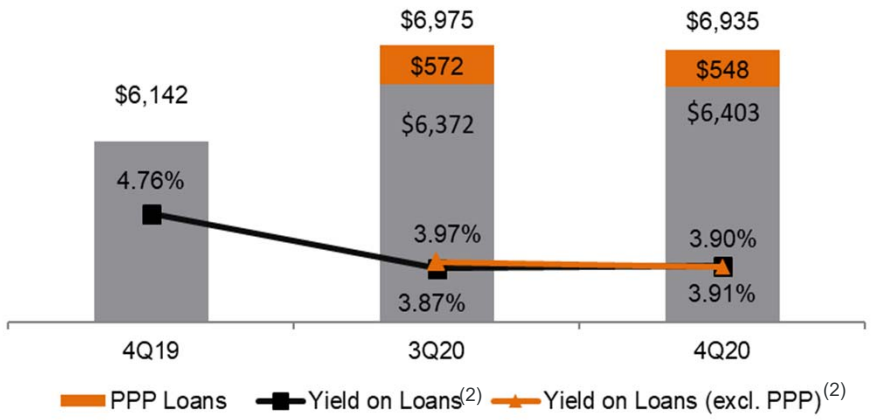
$ in millions

(1) Taxable equivalent

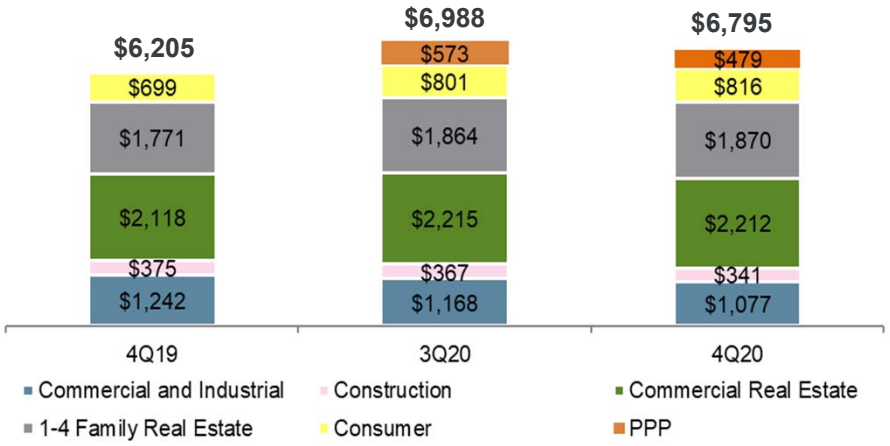
(2) Please refer to the appendix for a reconciliation of non-GAAP measures

LOANS

Average Loans(1)



Period-end Loans(1)



Average

- Average loans decreased $40 million from LQ
  - Includes $548 million and $572 million of PPP loans in Q4 and Q3, respectively
  - Excluding PPP loans, average loans decreased $15.8 million, or 1.0% (annualized) from LQ
- The yield on loans increased 5bps from LQ, with 1bps attributable to PPP loans

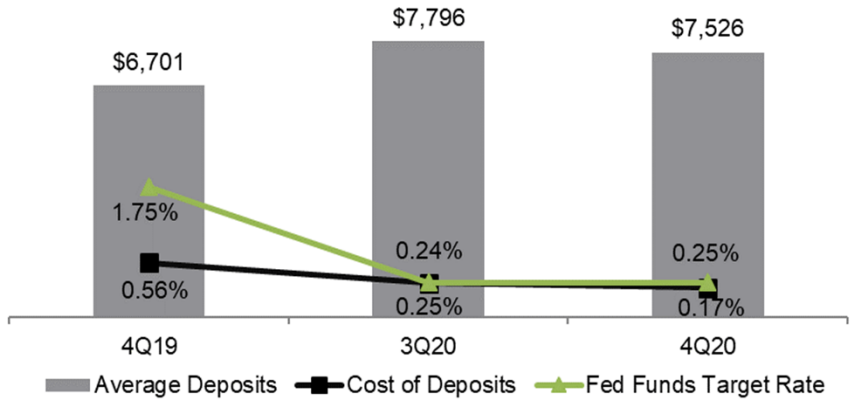
Period-end

- Loans decreased $193 million from LQ and increased $590 million from the prior year
  - Loan decrease was driven by a $94 million decrease in PPP loans and a $91 million decrease in C&I loans
  - Excluding PPP loans, total period-end loans decreased $99 million, or 6.1% (annualized) from the previous quarter

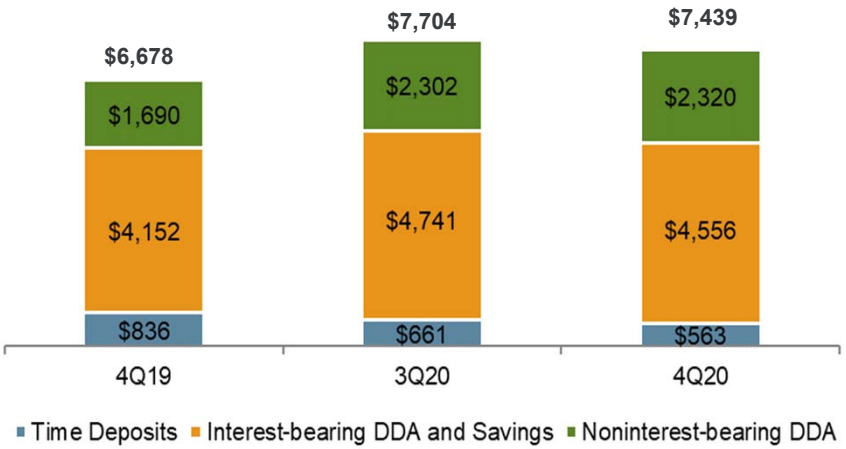
$ in millions
(1) Includes loans held for sale
(2) Taxable equivalent yield

DEPOSITS

Average Deposits



Period-end Deposits



Average

- Average deposits decreased $270.4 million from LQ and increased $1.1 billion YoY ($1.2 billion YoY excluding acquired balances from Santander(1))
- The cost of total deposits of 0.17% decreased 7bps from LQ

Period-end

- Total period-end deposits decreased $265 million from LQ and increased $0.7 billion YoY
- Noninterest-bearing deposits currently comprise 31.2% of total deposits

$ in millions

(1) Balances as of the close of the acquisition

NONINTEREST INCOME

	4Q20	3Q20	4Q19	Change from 3Q20	Change from 4Q19
Interchange	$6.4	$6.4	$5.9	*$0.0*	*$0.5*
Service charges	4.3	4.0	5.1	*0.3*	*(0.8)*
Trust	2.3	2.6	2.1	*(0.3)*	*0.2*
Retail brokerage	1.0	1.2	0.8	*(0.2)*	*0.2*
Insurance	0.9	1.0	0.9	*(0.1)*	*0.0*
BOLI	1.6	1.5	1.6	*0.1*	*0.0*
Gain on sale of mortgage loans	5.5	6.4	1.7	*(0.9)*	*3.8*
Gain on sale of SBA loans	1.6	1.4	0.7	*0.2*	*0.9*
Gain on sale of Assets	0.1	0.5	0.3	*(0.4)*	*(0.2)*
SWAP fees	0.7	0.0	1.8	*0.7*	*(1.1)*
Other fees	9.7	8.4	9.5	*1.3*	*0.2*
Total fee income	**$27.0**	**$27.0**	**$22.7**	***$0.0***	***$4.3***
Gain on sale of securities	0.0	0.0	0.0	*0.0*	*0.0*
Derivative mark-to-market	(0.4)	(0.2)	(0.2)	*(0.2)*	*(0.2)*
Total noninterest income	**$26.6**	**$26.8**	**$22.5**	***($0.2)***	***$4.1***

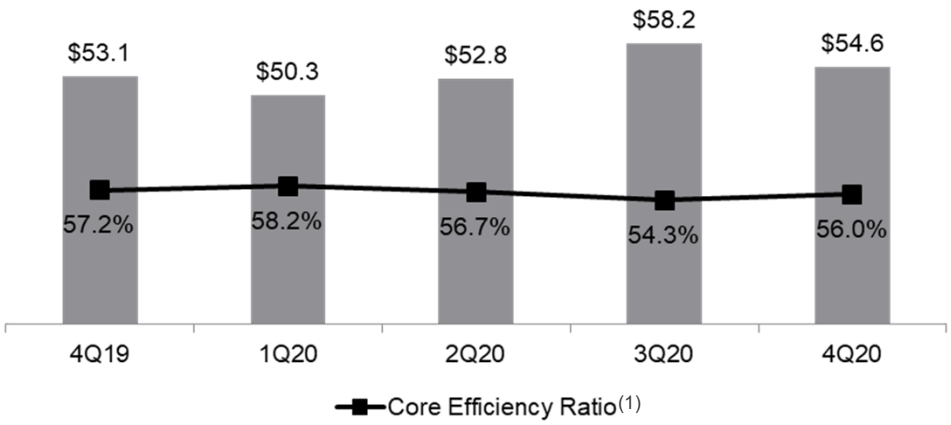


- Total fee income remained unchanged from LQ and increased $4.3 million YoY
  - Fee income represented 28.6% of total revenue
- Gain on sale of Mortgage loans decreased $0.9 million from LQ and increased $3.8 million YoY due to higher originations
  - 4Q mortgage originations of $215 million decreased $25 million to LQ and increased $72 million YoY
- $0.7 million increase in swap fee income
- Other fees increased $1.3 million to LQ due primarily to a $0.7 million limited partnership investment income distribution
- Deposit service charges increased $0.3 million from LQ and decreased $0.8 million YoY due to lower NSF fees

$ in millions

NONINTEREST EXPENSE

	4Q20	3Q20	4Q19	Change from 3Q20	Change from 4Q19
Salaries and benefits	$31.4	$28.8	$29.0	*$2.6*	*$2.4*
Occupancy	3.7	4.4	5.0	*(0.7)*	*(1.3)*
Furniture and equipment	3.9	4.0	3.8	*(0.1)*	*0.1*
PA shares tax	1.3	1.3	1.2	*0.0*	*0.1*
Data processing	2.7	2.7	2.7	*0.0*	*0.0*
Collection and repo	0.4	0.3	0.5	*0.1*	*(0.1)*
Professional fees	1.1	0.9	1.9	*0.2*	*(0.8)*
FDIC insurance	1.1	0.9	0.1	*0.2*	*1.0*
Operational losses	0.4	0.3	0.4	*0.1*	*0.0*
Loss on sale or write-down of assets	0.3	0.1	0.3	*0.2*	*0.0*
Other operating expenses	6.8	7.2	7.7	*(0.4)*	*(0.9)*
Total operating expense	**$53.1**	**$50.9**	**$52.6**	***$2.2***	***$0.5***
Unfunded commitments	0.0	0.5	(0.3)	*(0.5)*	*0.3*
Intangible amortization	0.9	0.9	1.0	*0.0*	*(0.1)*
Covid-19 expenses	0.3	0.1	0.0	*0.2*	*0.3*
Early Retirement	0.1	3.3	0.0	*(3.2)*	*0.1*
Branch Consolidation	0.2	2.5	0.0	*(2.3)*	*0.2*
Acquisition expenses	0.0	0.0	(0.2)	*0.0*	*0.2*
Total noninterest expense	**$54.6**	**$58.2**	**$53.1**	***($3.6)***	***$1.5***

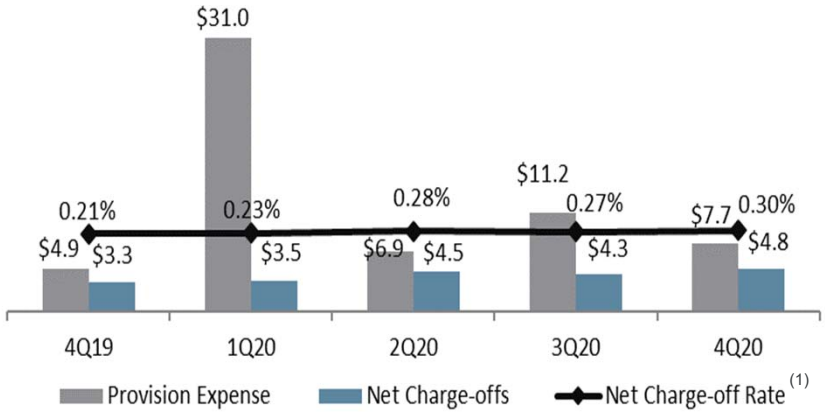


- Salaries and benefits increased $2.6 million to the previous quarter. The increase from the previous quarter was primarily the result of the following:
  - $0.7 million decrease in deferred FAS-91 fees
  - $0.7 million increase in incentives
  - $0.6 million increase in hospitalization
  - $0.4 million true-up of the split-dollar BOLI expense
- FTEs decreased 86 YoY due to a company wide hiring freeze implemented at the end of 1Q20 and the 20% reduction of branches in December 2020

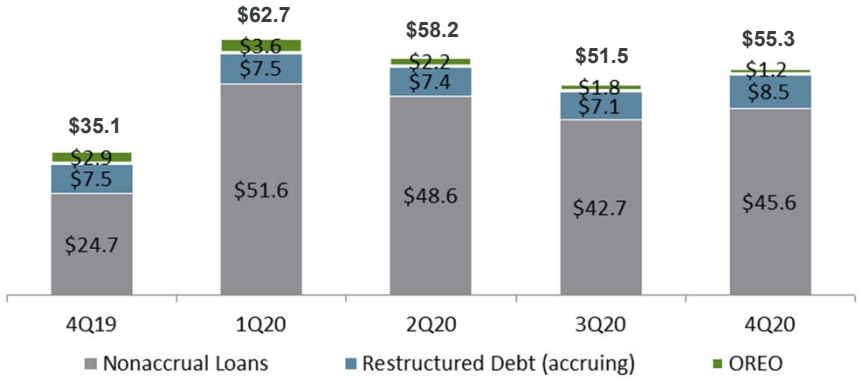
(1) Please refer to the appendix for disclosures regarding non-GAAP measures

CREDIT QUALITY

Provision Expense and Net Charge-offs



Nonperforming Assets



- Provision expense of $7.7 million decreased $3.5 million from LQ:
  - $3.2 million of the 4Q provision related to an increase in the reserve for unfunded commitments, changes to which will now run through the provision for loan loss expense following the adoption of CECL on 12/31/20
  - $4.8 million of total net charge-offs
  - $2.5 million decrease in specific reserves

- Nonperforming assets of $55.9 million increased $4.4 million from LQ:
  - The increase in nonperforming loans during the quarter was due to the deterioration of a $7.0 million hospitality relationship

(1) Net charge-offs as a percentage of period-to-date average loans (excluding PPP), annualized

APPENDIX

NON-GAAP MEASURES

Operating Revenue	4Q20	3Q20	2Q20	1Q20	4Q19
Net Interest Income	$67.5	$66.3	$66.7	$67.7	$68.8
Tax equivalent adjustment	0.3	0.4	0.4	0.4	0.4
Net Interest Income (FTE)	67.8	66.7	67.1	68.1	69.2
Noninterest Income (Reported)	26.6	26.8	21.8	19.3	22.5
Less: Realized gains / (losses) on securities	0.0	0.0	0.0	0.0	0.0
Less: Derivative mark-to-market	(0.4)	(0.2)	(0.2)	(1.7)	(0.2)
Total Noninterest Income (Operating)	$27.0	$27.0	$22.0	$21.0	$22.7
Total Operating Revenue	$94.8	$93.7	$89.1	$89.1	$91.9
Average Assets	9,121	9,390	9,044	8,337	8,201
Operating Revenue / Average Assets (%)	**4.16%**	**3.99%**	**3.94%**	**4.27%**	**4.48%**

Operating Expense	4Q20	3Q20	2Q20	1Q20	4Q19
Noninterest Expense	$54.6	$58.2	$52.8	$50.3	$53.1
Less: Unfunded commitment reserve	0.0	0.5	0.9	(2.5)	(0.3)
Less: Intangible amortization	0.9	0.9	0.9	0.9	1.0
Less: COVID-19	0.3	0.1	0.4	0.0	0.0
Less: Early Retirement	0.1	3.3	0.0	0.0	0.0
Less: Branch Consolidation	0.2	2.5	0.0	0.0	0.0
Less: Merger and acquisition related	0.0	0.0	0.0	0.0	(0.2)
Total Operating Expense	$53.1	$50.9	$50.6	$51.9	$52.6
Average Assets	9,121	9,390	9,044	8,337	8,201
Operating Expense / Average Assets (%)	**2.33%**	**2.17%**	**2.24%**	**2.49%**	**2.57%**
Core Efficiency Ratio[1]	**56.0%**	**54.3%**	**56.7%**	**58.2%**	**57.2%**
Core Pre-tax Pre-Provision Net Income (Reported)	**$40.4**	**$41.2**	**$36.5**	**$37.1**	**$38.4**
Average Diluted Shares Outstanding	96.3	98.2	98.1	98.4	98.5
Core Pre-tax Pre-Provision Net Income per share	$0.42	$0.42	$0.37	$0.38	$0.39
Average Assets	$9,121	$9,390	$9,044	$8,337	$8,201
Core Pre-tax Pre-Provision Income / Average Assets (%)	1.76%	1.75%	1.62%	1.79%	1.86%

$ in millions

(1) Core Efficiency Ratio is calculated as Operating Expense as a percentage of Operating Revenue

Note: Management believes that it is standard practice in the banking industry to present these non-GAAP measures. These measures provide useful information to management and investors by allowing them to make peer comparisons.

NON-GAAP MEASURES

Core Earnings per Share	4Q20	3Q20	2Q20	1Q20	4Q19
Net Income (GAAP) *(after tax)*	$25.7	$19.2	$23.9	$4.7	$26.8
Less: Covid-19 related *(after tax)*	0.2	0.1	0.3	0.0	0.0
Less: Merger and acquisition related *(after tax)*	0.0	0.0	0.0	0.0	(0.2)
Less: Early Retirement *(after tax)*	0.1	2.6	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	0.2	2.0	0.0	0.0	0.0
Core Net Income (Non-GAAP)	**$26.2**	**$23.9**	**$24.2**	**$4.7**	**$26.6**
Average Diluted Shares Outstanding	96.3	98.2	98.1	98.4	98.5
Core Earnings per Share (Non-GAAP)	**$0.27**	**$0.24**	**$0.25**	**$0.05**	**$0.27**

Core Return on Average Assets (%)	4Q20	3Q20	2Q20	1Q20	4Q19
Net Income (GAAP)	$25.7	$19.2	$23.9	$4.7	$26.8
Less: Covid-19 related (after tax)	0.2	0.1	0.3	0.0	(0.2)
Less: Merger and acquisition related *(after tax)*	0.0	0.0	0.0	0.0	(0.2)
Less: Early Retirement *(after tax)*	0.1	2.6	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	0.2	2.0	0.0	0.0	0.0
Core Net Income (Non-GAAP)	**$26.2**	**$23.9**	**$24.2**	**$4.7**	**$26.4**
Average Assets	9,121	9,390	9,044	8,337	8,201
Core Return on Average Assets (Non-GAAP)	**1.14%**	**1.01%**	**1.08%**	**0.23%**	**1.28%**
Core Pre-tax Pre-Provision Net Income	**$40.40**	**$41.2**	**$36.5**	**$37.1**	**$38.4**
Core Pre-tax Pre-Provision Income / Average Assets (%)	**1.76%**	**1.75%**	**1.62%**	**1.79%**	**1.86%**

$ in millions, except per share data

Note: Management believes that it is standard practice in the banking industry to present these non-GAAP measures. These measures provide useful information to management and investors by allowing them to make peer comparisons.

NON-GAAP MEASURES

Return on Average Tangible Common Equity (%)	4Q20	3Q20	2Q20	1Q20	4Q19
Average Equity	$1,078	$1,088	$1,072	$1,071	$1,051
Less: Average intangible assets	317	318	319	319	320
Less: Average preferred stock	0	0	0	0	0
Average Tangible Common Equity	$761	$770	$753	$752	$731
Net Income (GAAP)	$25.7	$19.2	$23.9	$4.7	$26.8
Less: Intangible amortization *(after tax)*	0.7	0.7	0.7	0.7	0.8
Net Income Adjusted for Intangible Amortization (Non-GAAP)	$26.4	$19.9	$24.6	$5.4	$27.6
Return on Average Tangible Common Equity	**13.8%**	**10.3%**	**13.1%**	**2.9%**	**15.0%**

Core Return on Average Tangible Common Equity (%)	4Q20	3Q20	2Q20	1Q20	4Q19
Average Equity	$1,078	$1,088	$1,072	$1,071	$1,051
Less: Average intangible assets	317	318	319	319	320
Less: Average preferred stock	0	0	0	0	0
Average Tangible Common Equity	$761	$770	$753	$752	$731
Net Income (GAAP)	$25.7	$19.2	$23.9	$4.7	$26.8
Less: Merger and acquisition related *(after tax)*	0.0	0.0	0.0	0.0	(0.2)
Less: Early Retirement *(after tax)*	0.1	2.6	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	0.2	2.0	0.3	0.0	0.0
Core Net Income (Non-GAAP)	$25.9	$23.8	$24.2	$4.7	$26.6
Less: Intangible amortization *(after tax)*	0.7	0.7	0.7	0.7	0.8
Core Net Income Adjusted for Intangible Amortization (Non-GAAP)	$26.6	$24.5	$24.9	$5.4	$27.4
Core Return on Average Tangible Common Equity	**14.0%**	**12.7%**	**13.3%**	**2.9%**	**14.9%**

$ in millions

Note: Management believes that it is standard practice in the banking industry to present these non-GAAP measures. These measures provide useful information to management and investors by allowing them to make peer comparisons.

NON-GAAP MEASURES

Core Net Interest Margin (%)	4Q20	3Q20	2Q20	1Q20	4Q19
Net Interest Income (FTE)	$67.8	$66.7	$67.1	$68.1	$69.2
Less: Income from Paycheck Protection Program Loans	(5.4)	(3.8)	(2.7)	0.0	0.0
Less: Income from excess cash	(0.1)	(0.1)	(0.0)	0.0	0.0
Core Net Interest Income (FTE)	**$62.3**	**$62.8**	**$64.3**	**$68.1**	**$69.2**
Average Interest Earning Assets	$8,276	$8,529	$8,190	$7,512	$7,369
Less: Paycheck Protection Program Loans	(548)	(572)	(406)	0	0
Less: Excess cash	(189)	(336)	(160)	0	0
Core Average Interest Earning Assets	**$7,539**	**$7,620**	**$7,624**	**$7,512**	**$7,369**
Core Net Interest Margin (Non-GAAP)	**3.29%**	**3.28%**	**3.39%**	**3.65%**	**3.73%**

Tangible Common Equity / Tangible Assets (Tangible Common Equity Ratio)	4Q20	3Q20	2Q20	1Q20	4Q19
Total Equity	$1,069	$1,073	$1,076	$1,058	$1,056
Less: Intangible assets	317	317	318	319	320
Less: Preferred stock	0	0	0	0	0
Tangible Common Equity	$752	$756	$758	$739	$736
Total Assets	$9,068	$9,289	$9,365	$8,515	$8,309
Less: Intangible assets	317	317	318	319	320
Tangible Assets	$8,751	$8,972	$9,047	$8,196	$7,989
Tangible Common Equity / Tangible Assets	**8.6%**	**8.4%**	**8.4%**	**9.0%**	**9.2%**
Tangible Assets	$8,751	$8,972	$9,047	$8,196	$7,989
Paycheck Protection Loans	479	573	571	0	0
Tangible Assets (excl. PPP)	$8,272	$8,399	$8,476	$8,196	$7,989
Tangible Common Equity / Tangible Assets (excl. PPP)	**9.1%**	**9.0%**	**8.9%**	**9.0%**	**9.2%**

$ in millions

Note: Management believes that it is standard practice in the banking industry to present these non-GAAP measures. These measures provide useful information to management and investors by allowing them to make peer comparisons.

NON-GAAP MEASURES

Operating Revenue	2020Y	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Net Interest Income	$268.3	$269.9	$252.2	$228.8	$199.0	$188.5	$183.7
Tax equivalent adjustment	1.4	1.7	2.0	4.2	3.9	3.4	3.3
Net Interest Income (FTE)	269.7	271.6	254.2	233.0	202.9	191.9	187.0
Noninterest Income (Reported)	94.5	85.5	88.6	80.3	64.6	61.3	60.9
Less: Realized gains / (losses) on securities	0.0	0.0	8.1	5.0	0.6	(0.2)	0.6
Less: Derivative mark-to-market	(2.5)	(0.2)	0.8	(0.5)	0.2	(0.3)	(0.3)
Total Noninterest Income (Operating)	$97.0	$85.7	$79.7	$75.8	$63.8	$61.8	$60.6
Total Operating Revenue	$366.7	$357.3	$333.9	$308.8	$266.7	$253.7	$247.6
Average Assets	8,975	8,030	7,555	7,210	6,661	6,399	6,281
Operating Revenue / Average Assets (%)	**4.09%**	**4.45%**	**4.42%**	**4.28%**	**4.00%**	**3.97%**	**3.94%**

Operating Expense	2020Y	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Noninterest Expense (Reported)	$215.8	$210.0	$195.6	$200.3	$159.9	$163.9	$171.2
Less: Unfunded commitment reserve	(1.2)	(0.5)	(0.2)	1.1	(0.3)	1.4	(0.1)
Less: Intangible amortization	3.7	3.4	3.2	3.1	0.5	0.6	0.6
Less: COVID-19	0.9	0.0	0.0	0.0	0.0	0.0	0.0
Less: Early Retirement	3.4	0.0	0.0	0.0	0.0	0.0	0.0
Less: Branch Consolidation	2.6	0.0	0.0	0.0	0.0	0.0	0.0
Less: Merger and acquisition related	0.0	3.5	1.6	10.2	3.2	0.9	0.0
Total Operating Expense	$206.4	$203.6	$191.0	$185.9	$156.5	$161.0	$170.7
Average Assets	8,975	8,030	7,555	7,210	6,661	6,399	6,281
Operating Expense / Average Assets (%)	**2.30%**	**2.54%**	**2.53%**	**2.58%**	**2.35%**	**2.52%**	**2.72%**
Core Efficiency Ratio[(1)]	**56.3%**	**57.0%**	**57.2%**	**60.2%**	**58.7%**	**63.4%**	**68.9%**
Core Pre-tax Pre-Provision Net Income (Reported)	$155.4	$150.6	$140.7	$118.2	$110.2	$90.4	$76.1

$ in millions

NON-GAAP MEASURES

Core Earnings per Share	2020Y	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Net Income (GAAP) *(after tax)*	$73.4	$105.3	$107.5	$55.2	$59.6	$50.1	$44.5
Less: Covid-19 related *(after tax)*	0.8	0.0	0.0	0.0	0.0	0.0	0.0
Less: Early Retirement *(after tax)*	2.7	0.0	0.0	0.0	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	2.1	0.0	0.0	0.0	0.0	0.0	0.0
Less: Merger and acquisition *(after tax)*	0.0	2.8	1.3	6.6	2.1	0.6	0.0
Less: Realized (gains) / losses on securities *(after tax)*	0.0	0.0	(6.4)	(3.3)	(0.4)	0.1	(0.4)
Less: Deferred tax asset writedown	0.0	0.0	0.0	16.7	0.0	0.0	0.0
Core Net Income (Non-GAAP)	**$79.0**	**$108.1**	**$102.4**	**$75.2**	**$61.3**	**$50.8**	**$44.1**
Average Diluted Shares Outstanding	97.8	98.6	99.2	95.3	88.9	89.4	93.1
Core Earnings per Share (Non-GAAP)	**$0.81**	**$1.10**	**$1.03**	**$0.79**	**$0.69**	**$0.57**	**$0.47**

Core Return on Average Assets (%)	2020Y	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Net Income (GAAP)	$73.4	$105.3	$107.5	$55.2	$59.6	$50.1	$44.5
Less: Covid-19 related *(after tax)*	0.8	0.0	0.0	0.0	0.0	0.0	0.0
Less: Early Retirement *(after tax)*	2.7	0.0	0.0	0.0	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	2.1	0.0	0.0	0.0	0.0	0.0	0.0
Less: Merger and acquisition *(after tax)*	0.0	2.8	1.3	6.6	2.1	0.6	0.0
Less: Realized (gains) / losses on securities *(after tax)*	0.0	0.0	(6.4)	(3.3)	(0.4)	0.1	(0.4)
Less: Deferred tax asset writedown	0.0	0.0	0.0	16.7	0.0	0.0	0.0
Core Net Income (Non-GAAP)	**$79.0**	**$108.1**	**$102.4**	**$75.2**	**$61.3**	**$50.8**	**$44.1**
Average Assets	8,975	8,030	7,555	7,210	6,661	6,399	6,281
Core Return on Average Assets (Non-GAAP)	**0.88%**	**1.35%**	**1.36%**	**1.04%**	**0.92%**	**0.79%**	**0.70%**
Core Pre-tax Pre-Provision Return on Average Assets	1.73%	1.88%	1.86%	1.64%	1.65%	1.41%	1.21%

$ in millions

NON-GAAP MEASURES

Core Net Interest Margin (%)	2020Y	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Net Interest Income (FTE)	$269.7	$271.6	$254.2	$233.0	$202.9	$191.9	$187.0
Less: Income from Paycheck Protection Program Loans	(12.0)	0.0	0.0	0.0	0.0	0.0	0.0
Less: Income from excess cash	(0.2)	0.0	0.0	0.0	0.0	0.0	0.0
Core Net Interest Income (FTE)	**$257.5**	**$271.6**	**$254.2**	**$233.0**	**$202.9**	**$191.9**	**$187.0**
Average Interest Earning Assets	$8,128	$7,249	$6,850	$6,531	$6,109	$5,851	$5,726
Less: Paycheck Protection Program Loans	(383)	0	0	0	0	0	0
Less: Excess cash	(173)	0	0	0	0	0	0
Core Average Interest Earning Assets	**$7,572**	**$7,249**	**$6,850**	**$6,531**	**$6,109**	**$5,851**	**$5,726**
Core Net Interest Margin (Non-GAAP)	**3.40%**	**3.75%**	**3.71%**	**3.57%**	**3.32%**	**3.28%**	**3.27%**

Tangible Common Equity / Tangible Assets (Tangible Common Equity Ratio)	2020Y	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Total Equity	$1,069	$1,056	$975	$888	$750	$720	$716
Less: Intangible assets	317	320	287	270	198	166	163
Less: Preferred stock	0	0	0	0	0	0	0
Tangible Common Equity	$752	$736	$688	$618	$552	$554	$553
Total Assets	$9,068	$8,309	$7,828	$7,309	$6,684	$6,567	$6,360
Less: Intangible assets	317	320	287	270	198	166	163
Tangible Assets	$8,751	$7,989	$7,541	$7,039	$6,486	$6,401	$6,197
Tangible Common Equity / Tangible Assets	**8.6%**	**9.2%**	**9.1%**	**8.8%**	**8.5%**	**8.7%**	**8.9%**

$ in millions

NON-GAAP MEASURES

Return on Average Tangible Common Equity (%)	2020Y	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Average Equity	$1,077	$1,020	$942	$855	$743	$719	$719
Less: Average intangible assets	318	297	282	254	168	163	161
Less: Average preferred stock	0	0	0	0	0	0	0
Average Tangible Common Equity	$759	$723	$660	$601	$575	$556	$558
Net Income (GAAP)	$73.4	$105.3	$107.5	$55.2	$59.6	$50.1	$44.5
Less: Intangible amortization *(after tax)*	2.9	2.7	2.5	2.0	0.3	0.4	0.4
Net Income Adjusted for Intangible Amortization (Non-GAAP)	$76.3	$108.0	$110.0	$57.2	$59.9	$50.5	$44.9
Return on Average Tangible Common Equity	**10.1%**	**14.9%**	**16.7%**	**9.5%**	**10.4%**	**9.1%**	**8.0%**

Core Return on Average Tangible Common Equity (%)	2020Y	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Average Equity	$1,077	$1,020	$942	$855	$743	$719	$719
Less: Average intangible assets	318	297	282	254	168	163	161
Less: Average preferred stock	0	0	0	0	0	0	0
Average Tangible Common Equity	$759	$723	$660	$601	$575	$556	$558
Net Income (GAAP)	$73.4	$105.3	$107.5	$55.2	$59.6	$50.1	$44.5
Less: Covid-19 related *(after tax)*	$0.8	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
Less: Early Retirement *(after tax)*	$2.7	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
Less: Branch Consolidation *(after tax)*	$2.1	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
Less: Merger and acquisition *(after tax)*	0.0	2.8	1.3	6.6	2.1	0.6	0.0
Less: Realized (gains) / losses on securities *(after tax)*	0.0	0.0	(6.4)	(3.3)	(0.4)	0.1	(0.4)
Less: Deferred tax asset writedown	0.0	0.0	0.0	16.7	0.0	0.0	0.0
Core Net Income (Non-GAAP)	$79.0	$108.1	$102.4	$75.2	$61.3	$50.8	$44.1
Less: Intangible amortization *(after tax)*	2.9	2.7	2.5	2.0	0.3	0.4	0.4
Core Net Income Adjusted for Intangible Amortization (Non-GAAP)	$81.9	$110.8	$104.9	$77.2	$61.6	$51.2	$44.5
Core Return on Average Tangible Common Equity	**10.8%**	**15.3%**	**15.9%**	**12.8%**	**10.7%**	**9.2%**	**8.0%**

$ in millions

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements about First Commonwealth's future plans, strategies and financial performance. These statements can be identified by the fact that they do not relate strictly to historical or current facts and 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." Such statements are based on assumptions and involve risks and uncertainties, including uncertainties regarding the impact of the COVID-19 pandemic, many of which are beyond our control. Factors that could cause actual results, performance or achievements to differ from those discussed in the forward-looking statements include, but are not limited to:

- *The length and extent of the economic contraction as a result of the COVID-19 pandemic and the impact of such contraction;*
- *volatility and disruption in national and international financial markets;*
- *the effects of and changes in trade and monetary and fiscal policies and laws, including the interest rate policies of the Federal Reserve Board;*
- *inflation, interest rate, commodity price, securities market and monetary fluctuations;*
- *the effect of changes in laws and regulations (including laws and regulations concerning taxes, banking, securities and insurance) with which First Commonwealth must comply;*
- *the soundness of other financial institutions;*
- *political instability;*
- *impairment of First Commonwealth's goodwill or other intangible assets;*
- *acts of God or of war or terrorism;*
- *the timely development and acceptance of new products and services and perceived overall value of these products and services by users;*
- *changes in consumer spending, borrowings and savings habits;*
- *changes in the financial performance and/or condition of First Commonwealth's borrowers;*
- *technological changes;*
- *acquisitions and integration of acquired businesses;*
- *First Commonwealth's ability to attract and retain qualified employees;*
- *changes in the competitive environment in First Commonwealth's markets and among banking organizations and other financial service providers;*
- *the ability to increase market share and control expenses;*
- *the effect of changes in accounting policies and practices, as may be adopted by the regulatory agencies, as well as the Public Company Accounting Oversight Board, the Financial Accounting Standards Board and other accounting standard setters;*
- *the reliability of First Commonwealth's vendors, internal control systems or information systems;*
- *the costs and effects of legal and regulatory developments, the resolution of legal proceedings or regulatory or other governmental inquiries, the results of regulatory examinations or reviews and the ability to obtain required regulatory approvals; and*
- *other risks and uncertainties described in the reports that First Commonwealth files with the Securities and Exchange Commission, including its most recent Annual Report on Form 10-K.*

Further, statements about the potential effects of the COVID-19 pandemic on our business, financial condition, liquidity and results of operations may constitute forward-looking statements and are subject to the risk that the actual effects may differ, possibly materially, from what is reflected in those forward-looking statements due to factors and future developments that are uncertain, unpredictable and in many cases beyond our control, including the scope and duration of the pandemic, actions taken by governmental authorities in response to the pandemic, and the direct and indirect impact of the pandemic on our customers, clients, third parties and us.

Forward-looking statements speak only as of the date on which they are made. First Commonwealth undertakes no obligation to update any forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made.