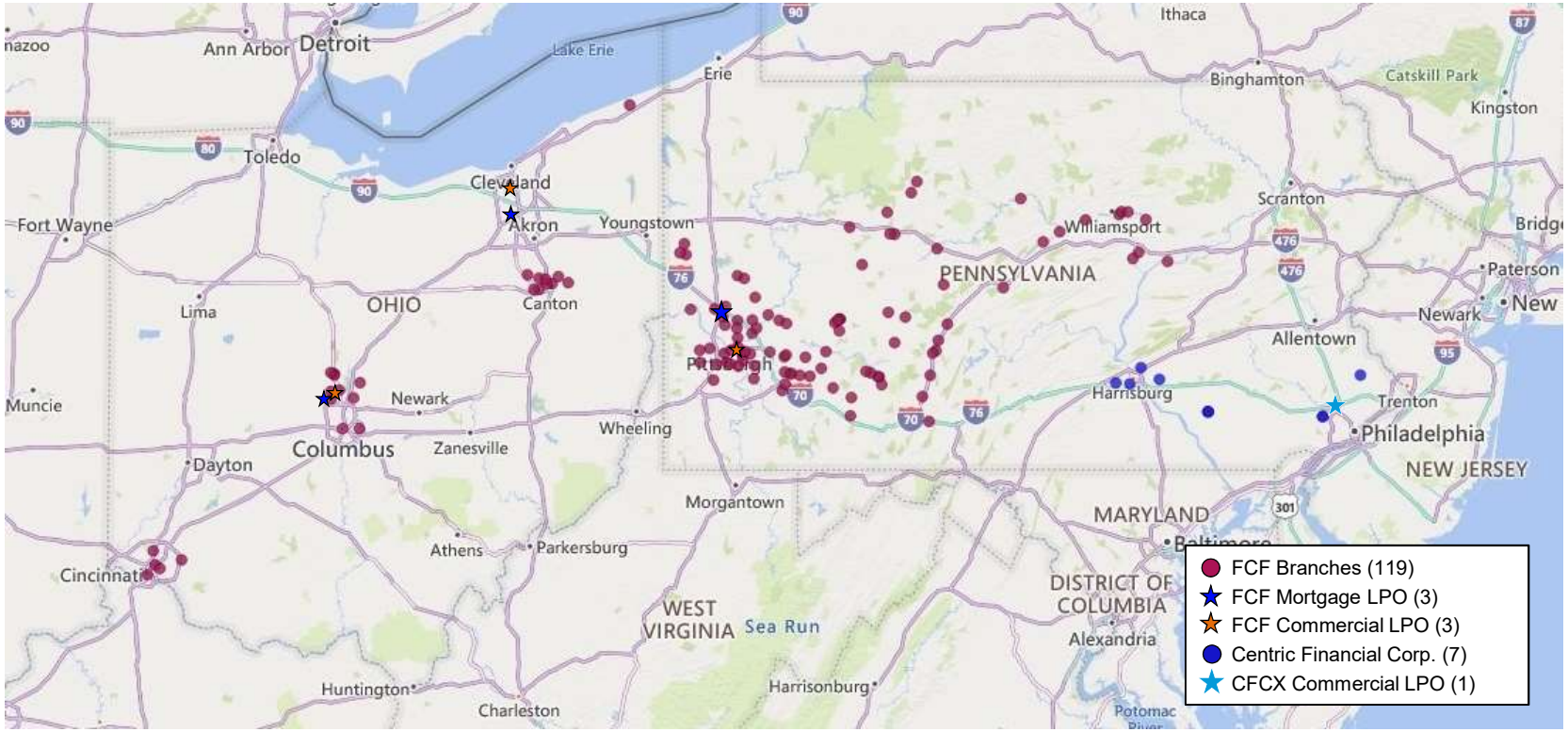


NYSE: FCF



1Q 2023 Investor Relations Discussion Materials

FRANCHISE OVERVIEW



- Diversified community bank with 126 retail branches in Pennsylvania and Ohio(1)
- Active in five major metro markets:
  - Pittsburgh, PA
  - Harrisburg, PA
  - Columbus, OH
  - Cincinnati, OH
  - Cleveland, OH

- Total Assets: $11.1 billion
- Total Gross Loans: $8.7 billion
- Total Deposits: $9.2 billion
- Market Cap: $1.2 billion
  (as of May 9, 2023)

As of March 31, 2023, unless noted
(1) Pro forma footprint include acquisition of Centric Financial Corporation completed on January 31, 2023

INVESTMENT THESIS

- Well balanced franchise built to enable profitable growth
  - Historically low cost of funds, driven by a high mix of core deposits
  - Cohesive leadership team with an ability to execute
  - Diversified loan portfolio, balanced between commercial vs. consumer and fixed vs. variable
  - Diversified geography across Pennsylvania and Ohio
  - Diversified revenue streams and product mix, with 20% of revenue from fee income sources (including trust, brokerage, insurance, mortgage and SBA lending)
  - Well-developed suite of digital products have enhanced customer satisfaction and enabled new channels for customers to do business with us
  - Strong capital ratios (10.9% CET-1[(1)]) and strong organic capital generation
- Protecting and enhancing shareholder value
  - Strong credit culture, increased granularity and reduced concentration risk and out-of-market exposures since the last credit cycle
  - Thoughtful balance of share repurchases and strategic M&A to optimize TBV
- Proven ability to execute and deliver positive operating leverage
  - Completed six acquisitions since 2015; 13.6% Core EPS CAGR from 2015-2022
  - Completed 20% reduction of branch facilities in December 2020
  - Redeploying cost savings into digital transformation (e.g., Treasury Management, Banno Digital Platform, Zelle) and revenue-generating growth
  - Strong history of cost containment
- Maintaining a risk and governance culture aligned with expectations of long-term stakeholders

(1) Reflects bank level, regulatory data as of March 31, 2023

STRATEGIC FOCUS

Proven ability to execute on growth strategies and control expenses to produce positive operating leverage

Growth Drivers

- Accentuate the Regional Business Model to drive deposit and loan growth
- Grow and expand C&I relationships
- Drive higher levels of digital channel acquisition, customer satisfaction, and ease of use

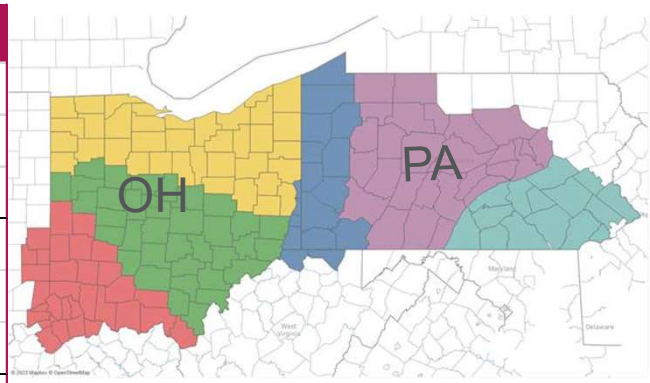
Expanding Capabilities

- Execute the Centric Bank acquisition
- Enhance digital capabilities driven by a nimble technology and data platform
- Grow Equipment Finance and SBA businesses

REGIONAL LEADERSHIP MODEL

- Accelerated growth and expanded fee income businesses
- Leadership and accountability lies with the regional presidents
- Ensures connectedness between lines of business and geographies
- Mortgage, Wealth and Insurance referrals increasing
- SBA loans sourced from Corporate banking and branches
- Key customer satisfaction survey metrics continue to improve
- Ohio continues to be a strong source of growth
- Established new Capital region (as of January 31, 2023)

	Total Loans[1]			Total Deposits		
	Balance	YTD Growth (ann.)	%	Balance	YTD Growth (ann.)	%
Community PA	$1,727.6	$39.2	9.3%	$3,400.1	$57.8	6.9%
Pittsburgh	2,061.0	12.1	2.4%	2,870.5	109.0	15.8%
Capital[2]	1,227.8	1,227.8	*nmf*	664.8	664.8	*nmf*
Northern Ohio	1,293.4	49.5	15.9%	930.6	69.3	32.2%
Central Ohio	1,308.7	(13.3)	(4.0%)	868.4	51.0	25.0%
Cincinnati	703.2	(1.0)	(0.6%)	118.7	(4.0)	(13.0%)
Other[2]	346.3	(300.3)	*nmf*	272.1	186.4	*nmf*
Total	$8,668.0	$1,014.0	53.0%	$9,125.2	$1,134.3	21.7%



First Commonwealth

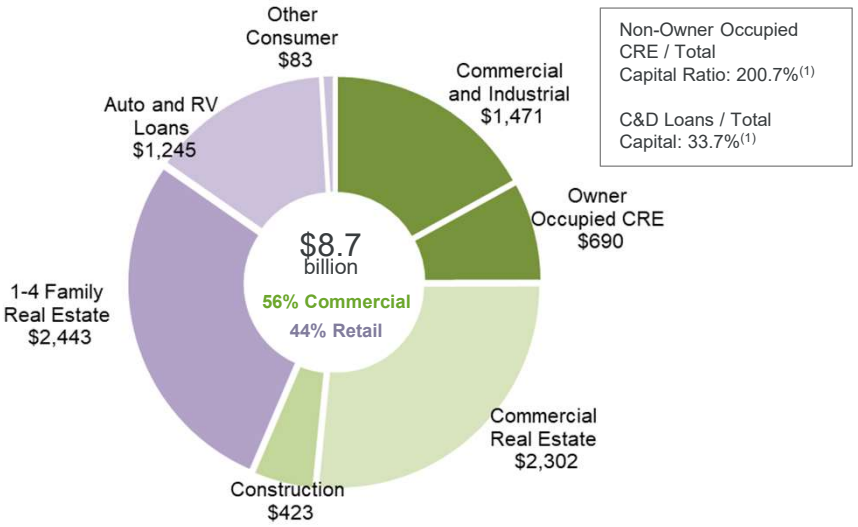
$ in millions, as of March 31, 2023

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

(2) Growth from prior periods is not comparable due to the reclassification of balances following the acquisition of Centric Financial Corporation on January 31, 2023

A DIVERSIFIED COMMUNITY BANK

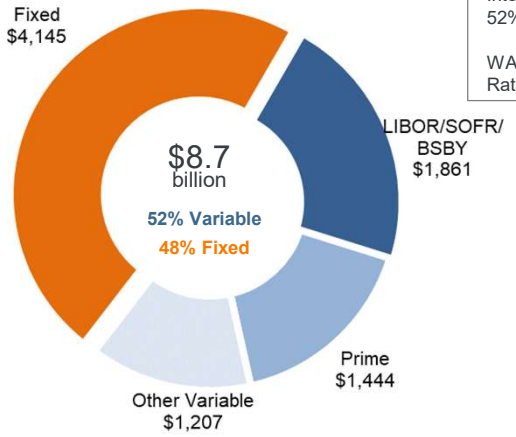
Loan Portfolio Composition ($mm)



Non-Owner Occupied CRE / Total Capital Ratio: 200.7%(1)

C&D Loans / Total Capital: 33.7%(1)

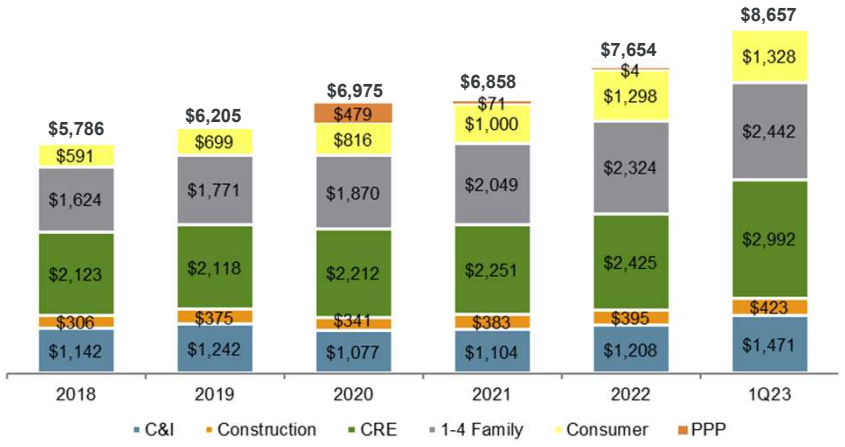
Loan Portfolio Repricing ($mm)



Interest rate floors exist for 52% of variable rate loans

WA Floor of 3.25% < WA Rate of 6.54%

Loan Portfolio Trends



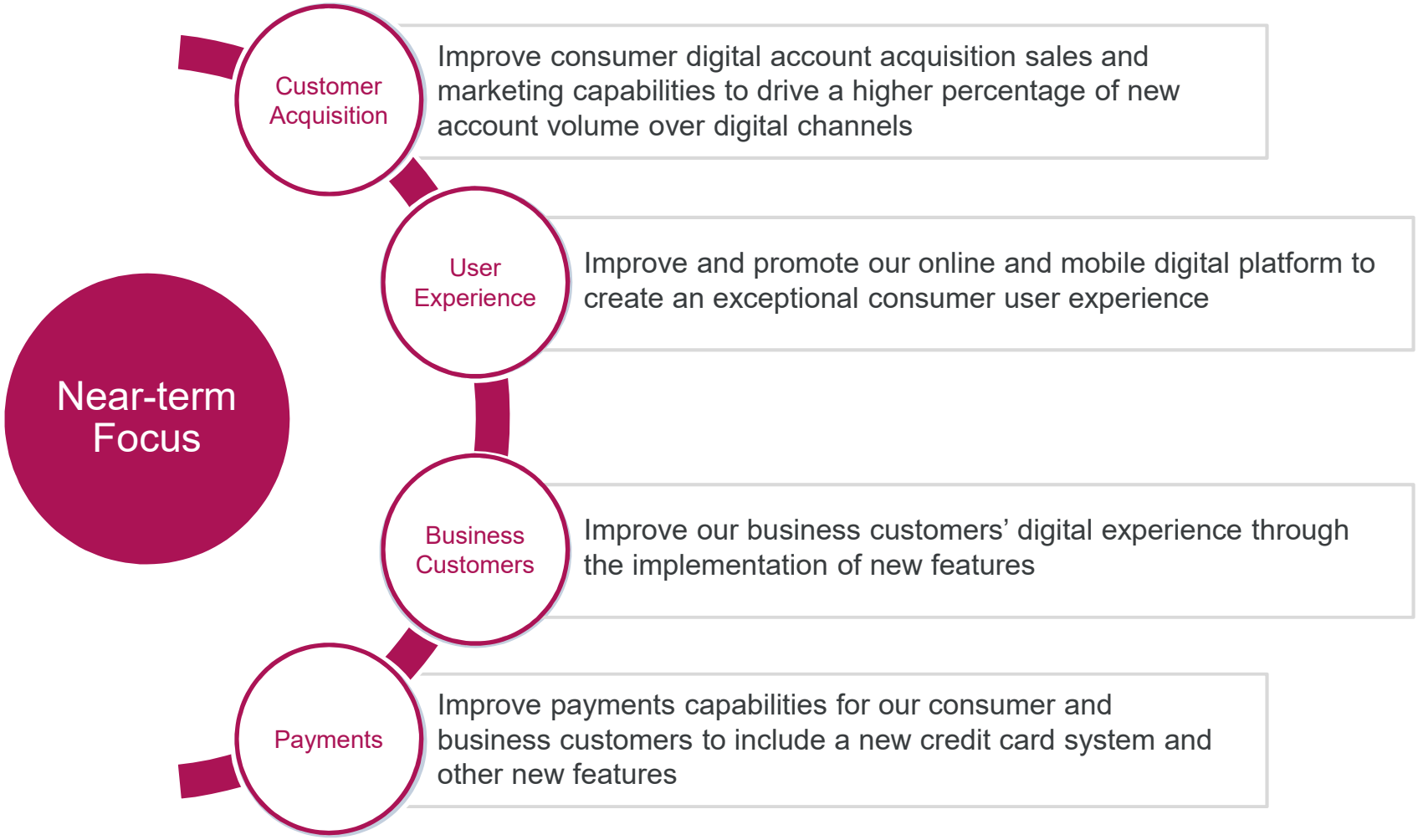
- Balanced mix of commercial and consumer loans
- Consumer lending remained a source of loan growth in 2022
- Indirect auto has become a good source of yield and the deployment of excess cash
- Reentry into the Mortgage business in 2014 has enabled the flexibility to produce fee income or add duration to the loan portfolio

(1) Reflects bank level, regulatory data as of March 31, 2023
(2) Excludes PPP loans
As of March 31, 2023; includes loans held for sale

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 STRATEGY (CONTINUED)



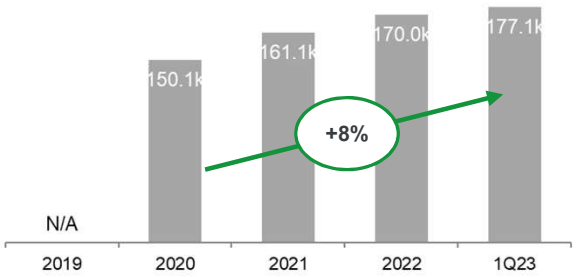
DIGITAL BANKING AND PAYMENTS ROADMAP

Category	Accomplished	In Process	Opportunities
	Enablement of Digital Capabilities to Deliver the Bank	*Improvement of Digital Banking to Grow Client Satisfaction, Drive Efficiency and Provide Security*	*Transformation to make FCB the **center of the best digital financial service choices** for our customers.*
EASE OF USE	• Consumer Digital Platform (Online/Mobile Banking) • Treasury Management Platform • Small Business Digital Banking • iTalk – Interactive Voice Response (IVR) • ATM Card Before Cash	• TM Platform – Ongoing Enhancements • Consumer Digital Platform – Ongoing Enhancements • iTalk (IVR) – Ongoing Enhancements • ATMs - Upgrades & Replacements • Enhanced TM File Management	• ACH Change Quick Assist • Card-less ATM Transactions • Banno for Business to unify experience and enable small business solutions
SECURITY EMPOWERMENT	• Debit Card and Credit Card – User Controls / Alerts • 2FA Protection / Faster Payments Fraud Solution • MC ID Check – Cards • Robust User Alerts for Security Monitoring	• Security Solutions – Ongoing Improvements • New fraud tools across platforms	• Advanced Fraud / Security Solutions (NuDetect Eval) • Unified Identity across Digital Platforms • 2FA for TM Online
FINANCIAL FITNESS	• Money Manager PFM • Brokerage SSO to Consumer Digital Platform • Enabled Refer-a-friend launch within digital • Credit Score and Education tools • Tax Forms in Online Banking	• Money Manager PFM – Tighter Integration with Digital Platform (SSO to API)	• MasterCard Finicity Data Aggregation
MONEY MOVEMENT	• Contactless Debit & Credit Cards • BillPay to FCB CC/ QuickPay (w/Alexa Skill) • Zelle P2P Payments & RTP – Receive • Mobile Wallets – Apple/Google/Samsung/FitBit/Garmin Pay • Biller Direct - QuickPay Website Pmts	• Expand Debit Card expiration dates	• Virtual Debit Cards • Digital Currencies • Autobooks for invoicing and payments • FedNow real-time payments receive • Zelle for Business
CUSTOMER SERVICE	• Secure Conversations – Digital Engagement • Online Chat & Virtual Appointment Scheduling • Enhanced messaging pre and post login to online banking	• Secure Conversations – Expanded Use Cases • Self-Service Debit Dispute Automation	• ATM eReceipts • Use of secure forms within Banno Conversations • Virtual assistant video servicing
ACCOUNT OPENING	• Digital Account Opening – Cons. Deposits, Cons. RE Loans, Credit Cards & Unsec. ILs/LOCs • Digital Mortgage Application and Processing • Experian Cross-Core Implementation • Flow simplification for deposit accounts	• Digital Account Opening – Ongoing Enhancements with Application Portal	• Screen sharing service interactions • Digital Business Loans

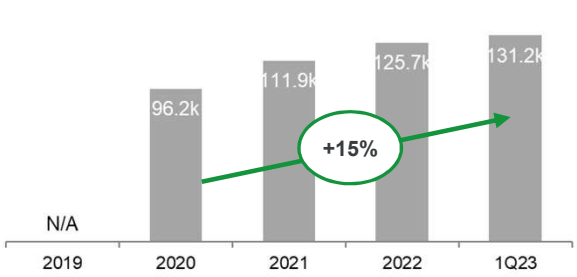
MOBILE, DIGITAL AND SELF-SERVICE CUSTOMER USAGE

Continued customer migration to mobile and digital channels

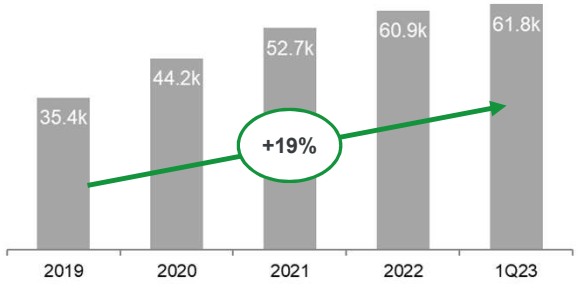
Active Digital Platform Users(1)



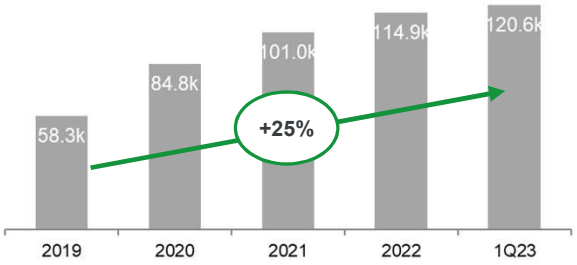
Active Mobile Users(1)



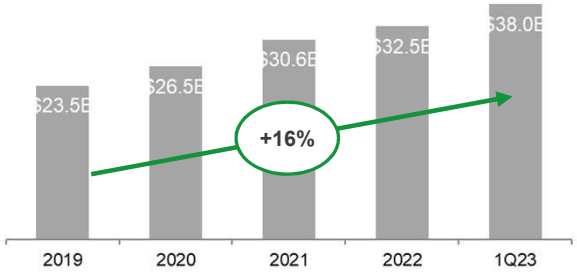
Mobile Wallet Tokens



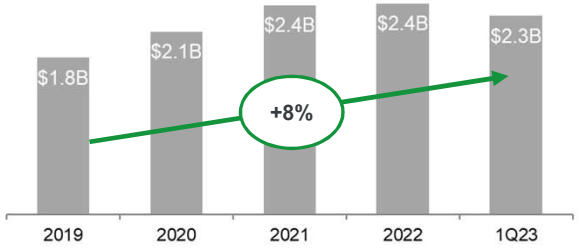
Mobile Deposit Capture Users



ACH Volume(2)



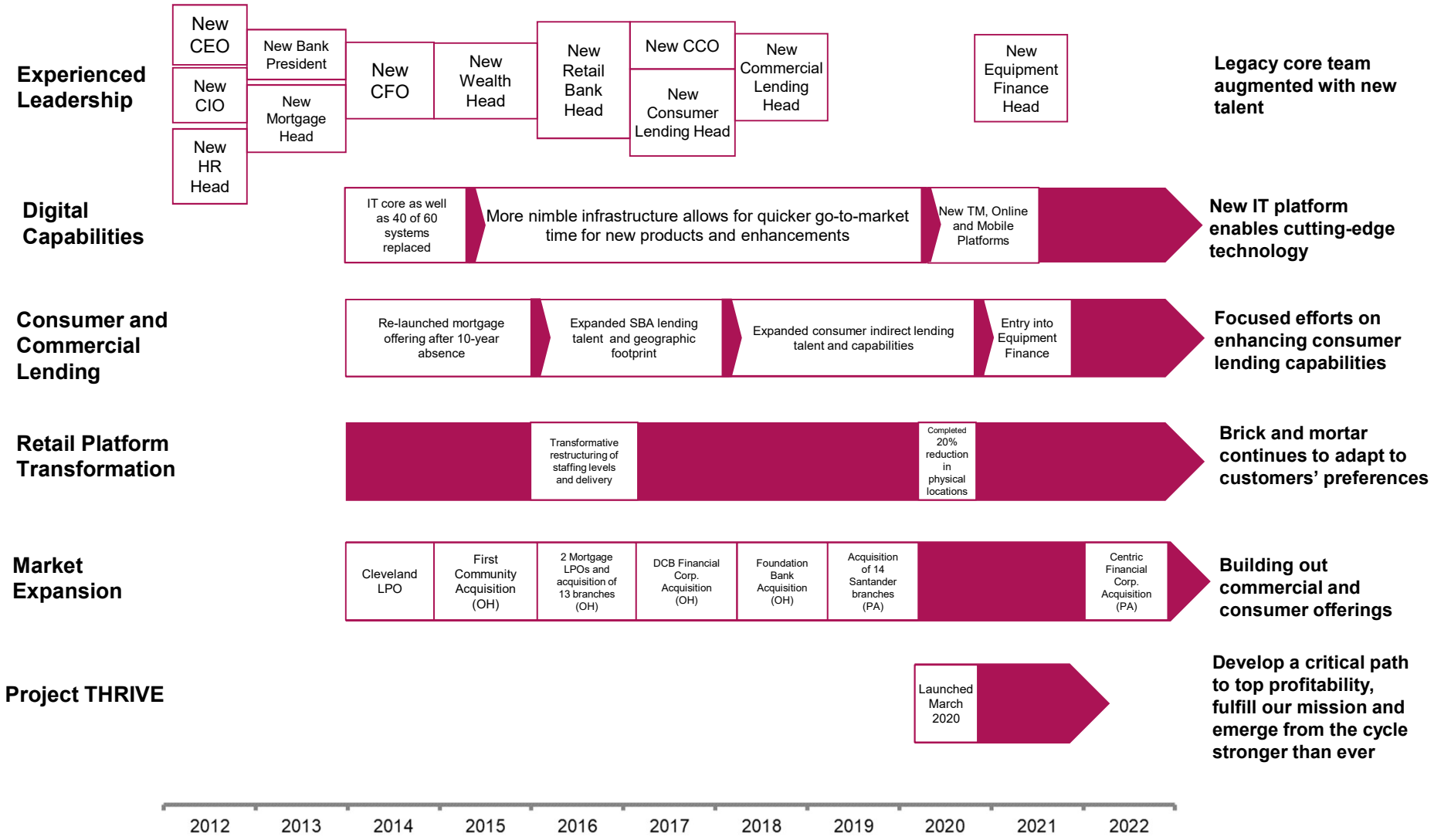
Debit Card Transaction Volume(2)



- Launched new Treasury Management, Online and Mobile Banking Services in 2020
  - App store ratings have been positive, with a rating of 4.8 in the Apple App Store and 4.3 in the Google Play Store

(1) Comparable historical data is unavailable due to the conversion to a new online and mobile platform in September 2020
(2) Year-to-date volume annualized as of March 31, 2023

A CULTURE OF CONTINUAL TRANSFORMATION



A HISTORY OF SUCCESSFUL ACQUISITIONS

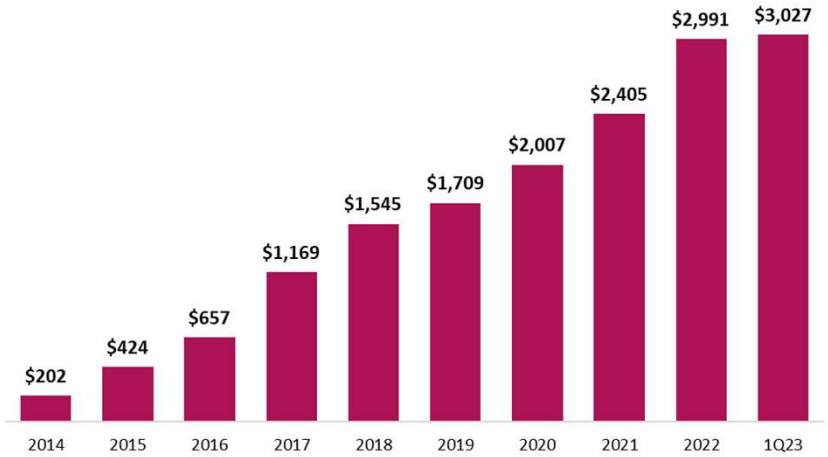
Successful Expansion Efforts

- Expansion efforts leverage our significant management experience in Ohio and Pennsylvania markets
- Acquired First Community Bank in Columbus, OH in October '15
- 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
- Completed acquisition of 14 former Santander branches in Central PA in September '19
  - Deposit balances have grown $87 million since conversion
- Opened equipment finance office in eastern PA in Q1 2022
- Completed acquisition of Centric Financial Corporation in January 2023

Recent Acquisition Overview

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]		*$3,027*	*$1,918*
14 Santander Branches	4/22/2019	9/6/2019	$33	$100	$471
Centric Financial	8/30/2022	1/31/2023	$142	$926	$757
	Total Pennsylvania Acquisitions		**$175**	**$1,026**	**$1,228**

Ohio Loan Portfolio ($MM)[1]



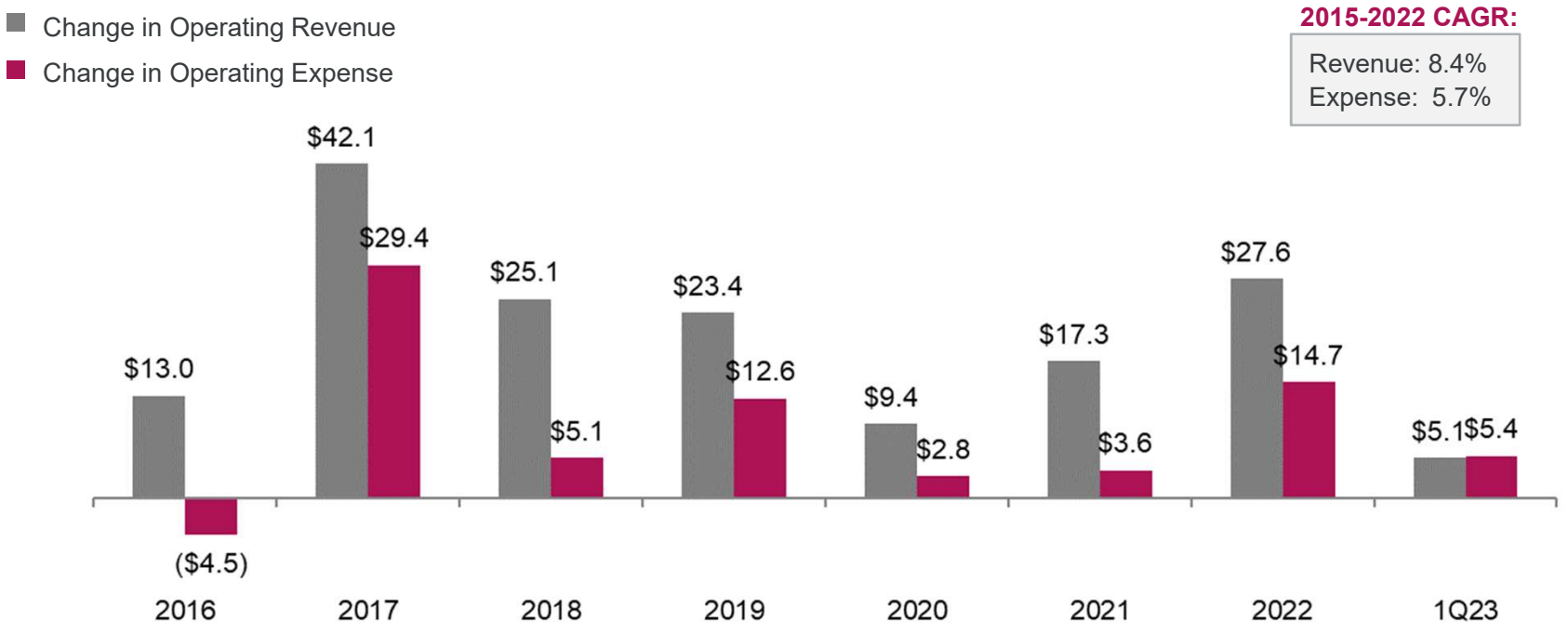
(1) Data as of March 31, 2023. Includes all OH based consumer loans, Commercial Real Estate loans with properties located in OH and C&I loans with borrowers headquartered in OH; excludes Paycheck Protection Program loans

(2) Deal value at announcement

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, digital enhancements and revenue producing lines of businesses like Mortgage, SBA, Equipment Finance and Indirect Auto

Operating Leverage(1)



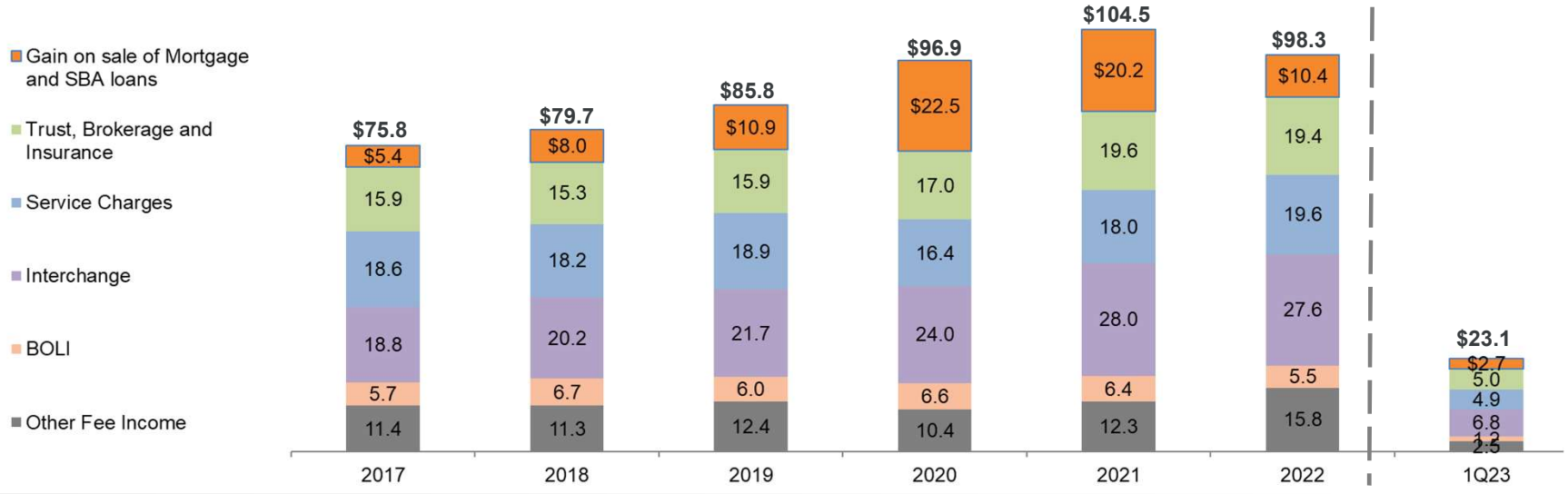
	2016	2017	2018	2019	2020	2021	2022	1Q23
Operating Leverage($M)(1)	+$17.5	+$12.7	+$20.0	+$10.8	+$6.6	$13.8	+$12.9	($0.3)
Core Efficiency Ratio (%)(1)	58.7%	60.2%	57.2%	57.0%	56.3%	54.7%	54.6%	52.4 %

$ in millions

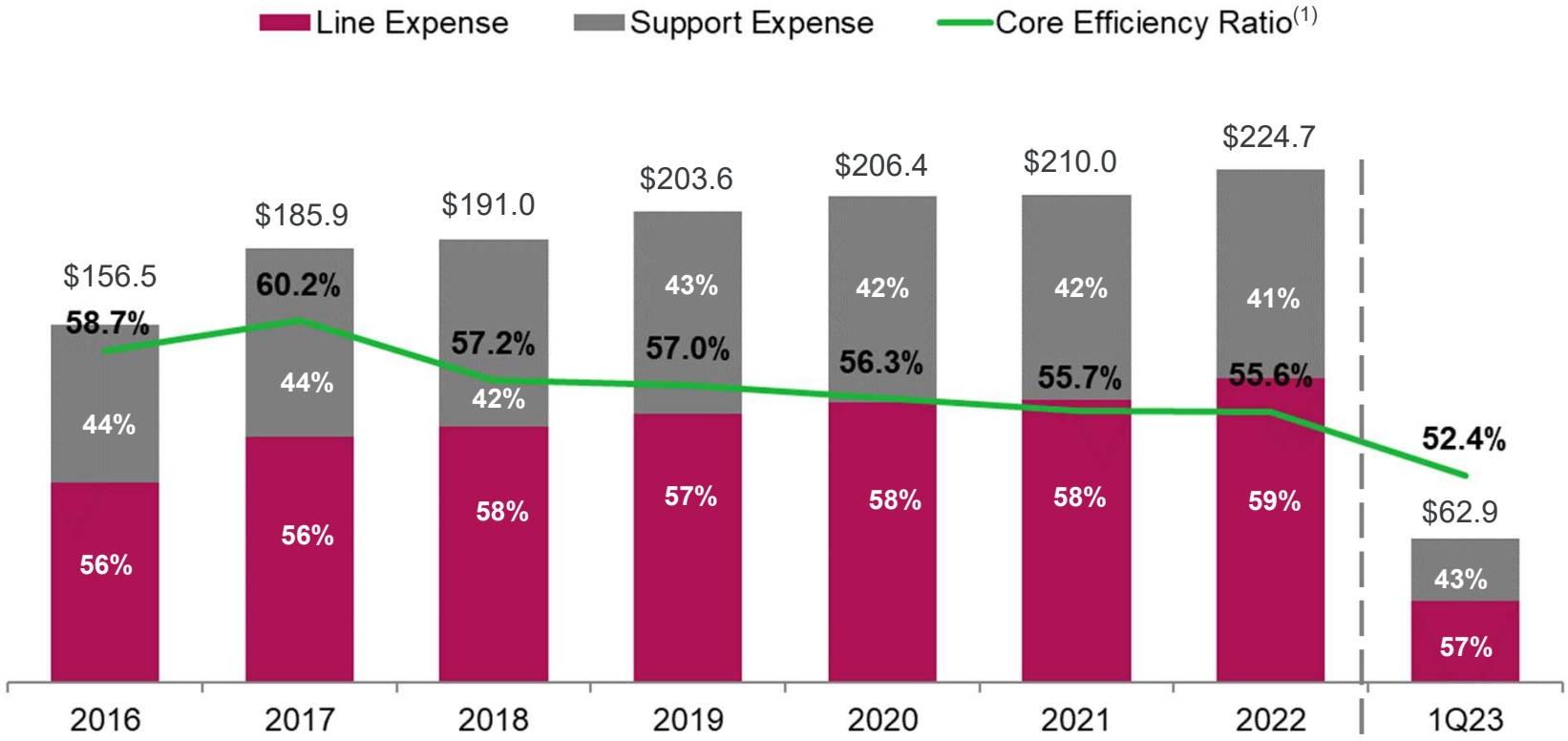
(1) Please refer to the appendix for a reconciliation of non-GAAP measures

FEE INCOME GROWTH: DIVERSIFIED REVENUE STREAMS

$ in millions	2017	2018	2019	2020	2021	2022	1Q23
Service charges	$18.6	$18.2	$18.9	$16.4	$18.0	$19.6	$4.9
Interchange	18.8	20.2	21.7	24.0	28.0	27.6	6.8
Wealth management	12.2	11.6	12.0	13.0	15.5	15.3	3.9
Insurance	3.7	3.7	3.9	4.0	4.1	4.1	1.1
BOLI	5.7	6.7	6.0	6.6	6.4	5.5	1.2
SWAP fees	2.0	1.9	3.4	1.6	2.5	4.7	0.2
Gain on sale of mortgage loans	5.4	5.4	7.8	18.8	13.4	5.3	0.7
Gain on sale of SBA loans	0.0	2.6	3.1	3.7	6.8	5.1	2.0
Gain on sale of other assets	1.8	2.7	1.7	1.1	1.5	1.1	0.1
Other fees	7.6	6.7	7.3	7.7	8.3	10.0	2.2
Total fee income	**$75.8**	**$79.7**	**$85.8**	**$96.9**	**$104.5**	**$98.3**	**$23.1**
Gain on sale of securities	5.0	8.1	0.0	0.1	0.0	0.0	0.0
Derivative mark-to-market	(0.5)	0.8	(0.3)	(2.5)	2.3	0.4	(0.1)
Total noninterest income	**$80.3**	**$88.6**	**$85.5**	**$94.5**	**$106.8**	**$98.7**	**$23.0**
Fee Income/ Avg. Assets	1.05%	1.05%	1.07%	1.08%	1.11%	1.05%	0.83%
Fee Income/ Operating Revenue	24.5%	23.9%	24.0%	26.4%	27.2%	26.7%	19.6%



EXPENSE CONTROL: OPERATING EXPENSE TREND(1)

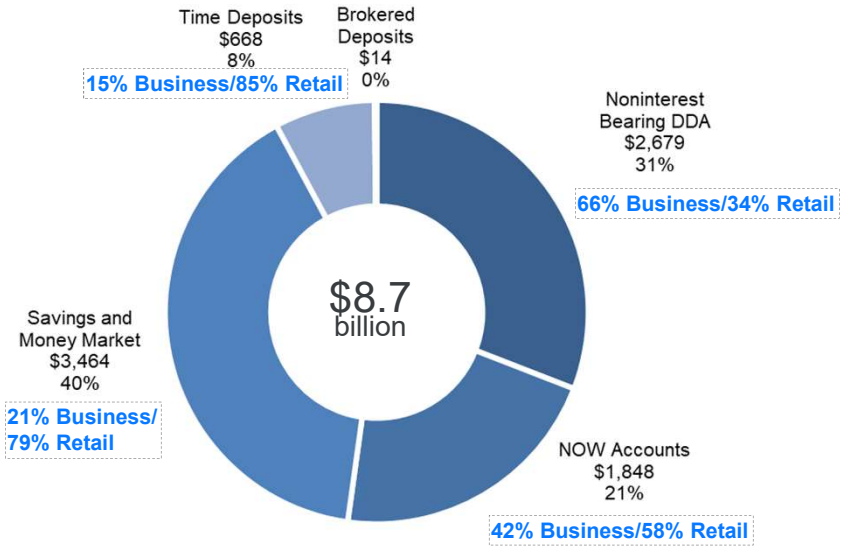


- Successfully redeployed back office savings into revenue producing business lines over the past five years
- Largest investments include reentry into the traditional mortgage and SBA businesses, corporate banking build-out and retail expansion in Ohio, and customer facing technology
- Expense increase from 2017 to 2019 driven by acquisitions

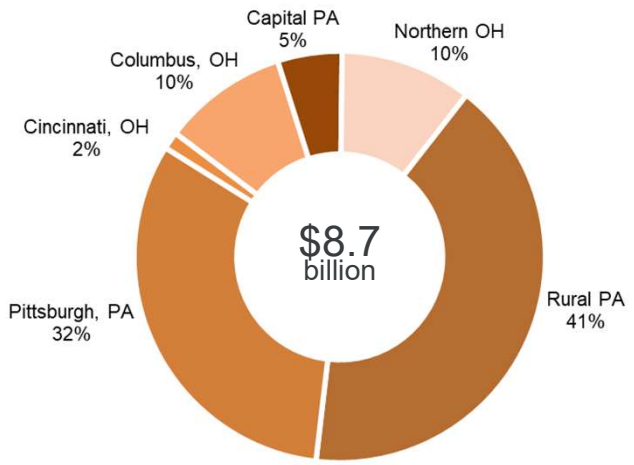
(1) Please refer to the appendix for a reconciliation of non-GAAP measures

STABLE LOW-COST DEPOSIT ADVANTAGE

Deposit Composition ($mm)(1)

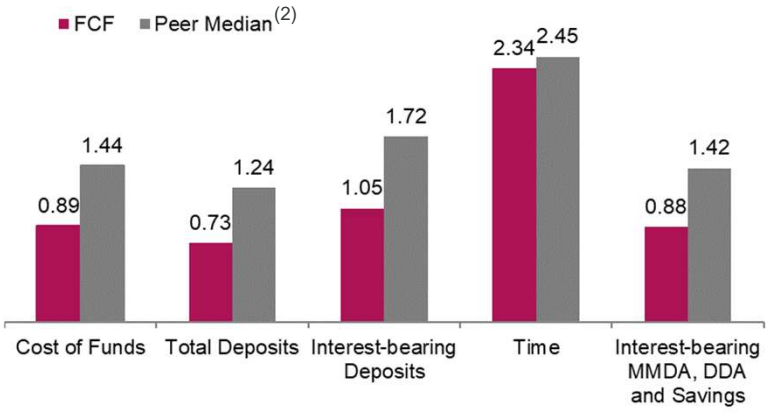


Geographic Breakdown(1)



- 51% 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
- Strong core depository and households drive fee income
- The Bank's current cost of deposits of 0.73% is in the 75th percentile among U.S. banks $5-20 billion
- Noninterest-bearing deposits currently comprise 29% of total deposits

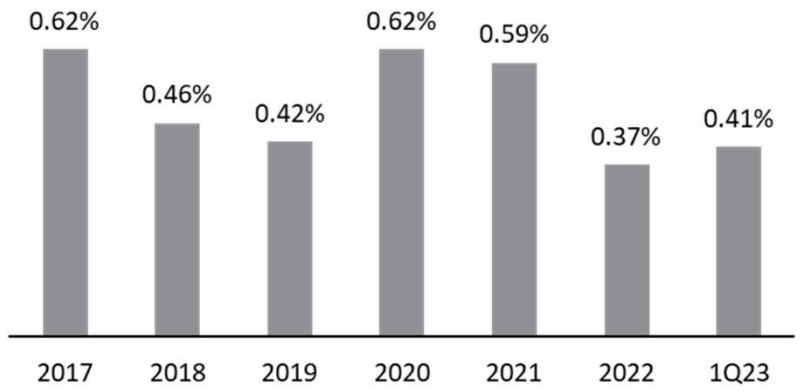
Deposit Costs (%)(3)



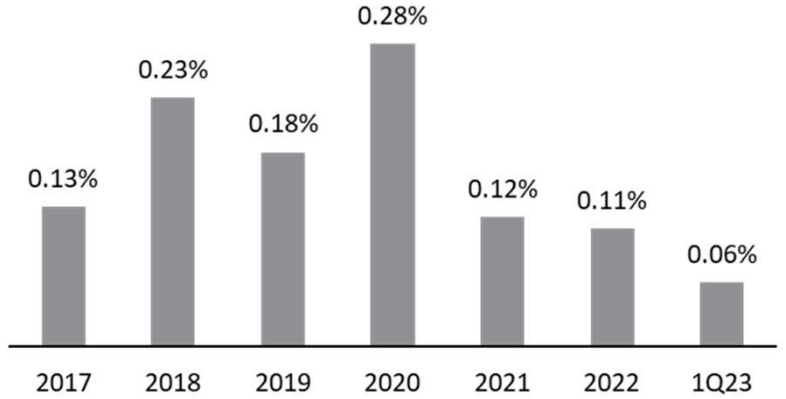
(1) QTD average balance as of March 31, 2023
(2) U.S. Banks $5 to $20 billion
(3) For the quarter ended March 31, 2023; Source: S&P Global Market Intelligence

ASSET QUALITY TRENDS

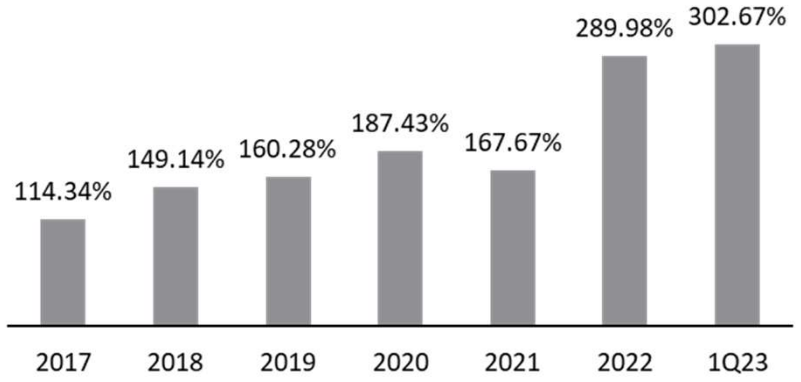
Nonperforming Assets / Assets(1) (%)



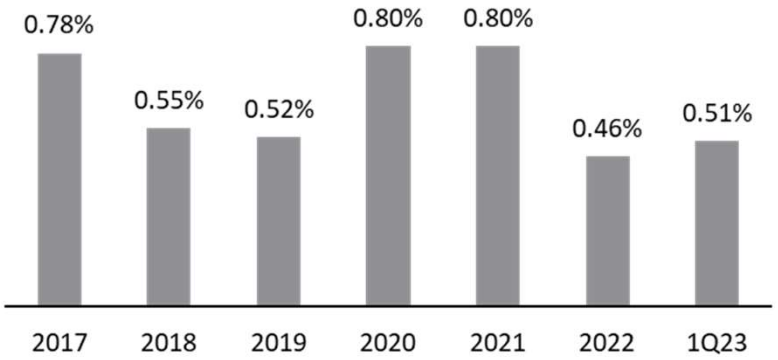
Net Charge-Offs / Loans (%)



Reserves / Nonperforming Loans (%)



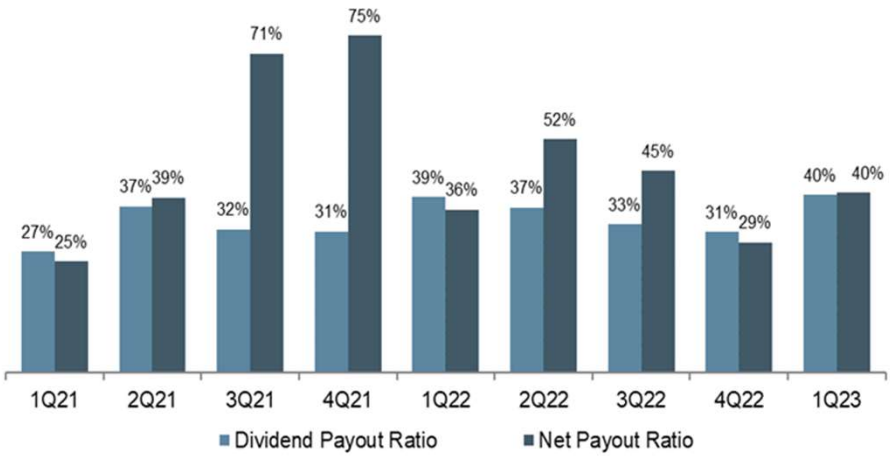
Nonperforming Loans / Loans (%)



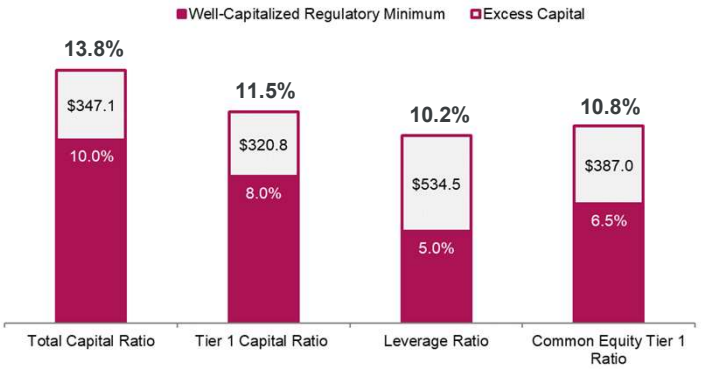
(1) Nonperforming assets include nonaccrual loans and leases, renegotiated loans and leases, and foreclosed or repossessed assets

CAPITAL RETURN

Payout Ratios



Strong Regulatory Capital Position



- Strong capital levels allow us to continue to return capital to shareholders
- On April 24, 2023, the Board of Directors authorized a 4.2% increase in the quarterly cash dividend to shareholders
- There were 21,342 shares repurchased at a weighted average price of $13.58 in 1Q 2023; remaining capacity under the current program was $5.6 million as of March 31, 2023
- On April 24, 2023, the Board of Directors authorized a $25 million increase in the share repurchase program

(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

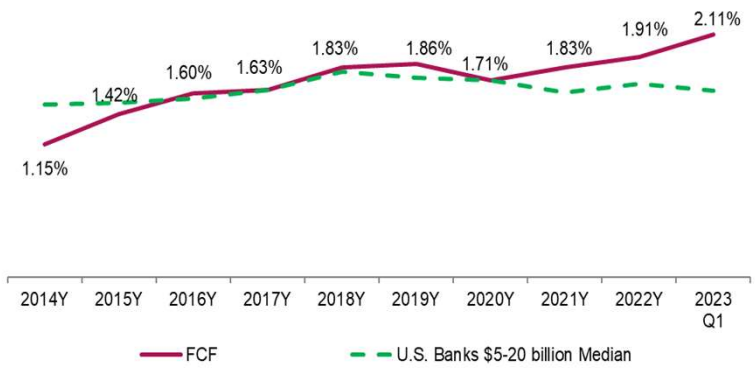
PERFORMANCE HIGHLIGHTS

	2016Y	2017Y	2018Y	2019Y	2020Y	2021Y	2022Y	Trailing 5 Quarters 1Q22	2Q22	3Q22	4Q22	1Q23
Earnings growth												
Operating revenue[1]	$267	$309	$334	$357	$367	$384	$412	$92	$98	$109	$113	$118
Provision for credit losses	18	5	13	15	57	(1)	21	2	4	6	9	8
Operating expense[2]	157	186	191	204	206	210	225	55	55	59	56	62
Core net income[2]	$61	$75	$102	$108	$79	$139	$130	$28	$31	$34	$37	$45
Core Pre-Tax Pre-Provision Net Revenue[2]	**$106**	**$114**	**$139**	**$149**	**$154**	**$172**	**$183**	**$37**	**$42**	**$49**	**$55**	**$54**
Core EPS[2]	$0.69	$0.79	$1.03	$1.10	$0.81	$1.45	$1.38	$0.29	$0.33	$0.36	$0.38	$0.45
Core EPS Growth YoY[2]	*21.1%*	*14.5%*	*30.4%*	*6.8%*	*(26.4%)*	*79.0%*	*(4.8%)*	*(29.3%)*	*6.5%*	*0.0%*	*2.7%*	*55.2%*
Return to shareholders												
Dividend per share	$0.28	$0.32	$0.35	$0.40	$0.44	$0.46	$0.48	$0.115	$0.12	$0.12	$0.12	$0.12
Tangible book value per share	6.20	6.34	6.98	7.49	7.82	8.43	7.92	7.99	7.85	7.60	7.92	8.13
Period-end close	$14.18	$14.32	$12.08	$14.51	$10.94	$16.11	$13.97	$15.16	$13.42	$12.84	$13.97	$12.43
Balance sheet trends (EOP)												
Investment securities and cash	$1,303	$1,291	$1,434	$1,378	$1,562	$1,991	$1,404	$1,984	$1,669	$1,459	$1,404	$1,634
Commercial loans	3,102	3,432	3,571	3,735	4,109	3,824	4,032	3,777	3,782	3,889	4,032	4,886
Consumer loans	1,784	1,990	2,215	2,470	2,686	3,034	3,622	3,186	3,351	3,474	3,622	3,782
Total loans	**4,886**	**5,422**	**5,786**	**6,205**	**6,795**	**6,858**	**7,654**	**6,963**	**7,133**	**7,363**	**7,654**	**8,668**
Noninterest bearing deposits	1,269	1,417	1,466	1,690	2,320	2,659	2,671	2,720	2,726	2,783	2,671	2,698
Total deposits	**$4,948**	**$5,581**	**$5,898**	**$6,678**	**$7,439**	**$7,982**	**$8,005**	**$8,172**	**$8,054**	**$8,078**	**$8,005**	**$9,235**
Borrowings	949	795	907	436	351	321	554	278	271	279	554	467
Equity	$750	$888	$975	$1,056	$1,069	$1,109	$1,052	$1,068	$1,049	$1,023	$1,052	$1,225
Profitability												
Core PTPP Return on average assets[2]	1.60%	1.58%	1.84%	1.85%	1.71%	1.83%	1.91%	1.56%	1.77%	2.03%	2.28%	2.11%
Core Return on average assets[2]	0.92%	1.04%	1.36%	1.35%	0.88%	1.47%	1.35%	1.18%	1.28%	1.43%	1.51%	1.75%
Core Return on average TCE[2]	10.7%	12.8%	15.9%	15.3%	10.8%	18.0%	17.5%	14.6%	16.8%	18.5%	20.3%	15.8%
Net interest margin[1]	3.32%	3.57%	3.71%	3.75%	3.32%	3.26%	3.58%	3.19%	3.38%	3.76%	3.99%	4.01%
Core Efficiency ratio[1][2]	58.7%	60.2%	57.2%	57.0%	56.3%	54.7%	54.6%	59.5%	55.9%	54.1%	50.0%	52.4%

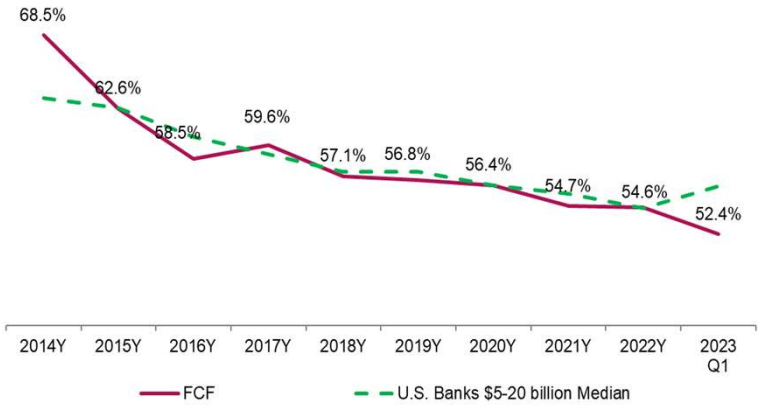
(1) Taxable equivalent
(2) Please refer to the appendix for a reconciliation of non-GAAP measures

PERFORMANCE RELATIVE TO PEERS

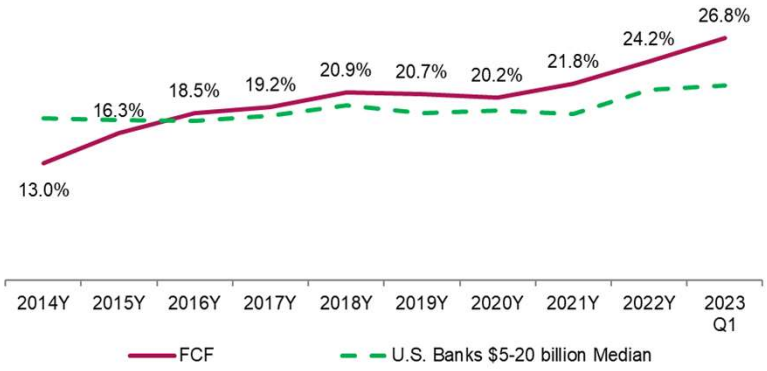
Pre-Provision ROAA (%)(1)



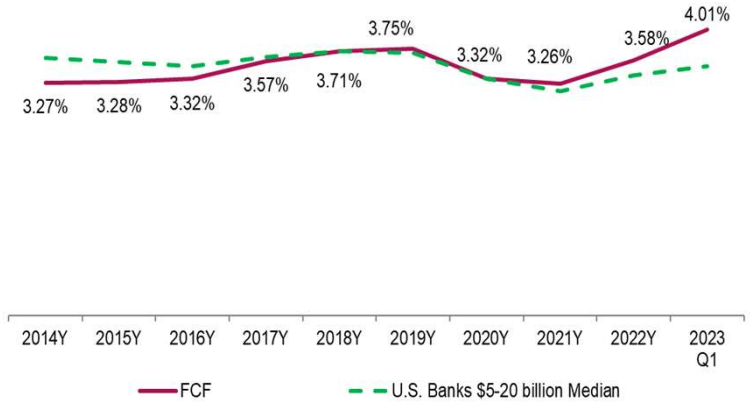
Efficiency Ratio (%)(1)



Pre-Provision ROATCE (%)(1)



Net Interest Margin (%)(1)(2)



(1) Source: S&P Global Market Intelligence
(2) Taxable equivalent

2023 STRATEGIC THEMES

Seven strategic themes have been identified to enable FCF to achieve its vision and its strategic and financial objectives

Centric	**Execute** the Centric Bank Acquisition
Grow	**Grow and retain deposits** (consumer and business) across all regions, with particular emphasis on checking households; profitably grow and expand all lending businesses with continued strong credit risk and capital management
Digital	Invest to improve our digital relevance for consumers and businesses to **drive higher levels of digital channel acquisition, customer satisfaction, and ease of use** and establish digital capabilities as key components of the Bank's brand
Operating Leverage	Continue to exert strong noninterest expense management to ensure **positive operating leverage** to include employing technology to improve workflows and efficiency while also enabling higher levels of productivity across the workforce and to enable continued transformation of our branch network in line with digital delivery preferences
Culture	Leverage our culture across all businesses and geographies to strengthen leadership disciplines, talent management and retention processes **as a source of competitive advantage for FCB,** including our Diversity and Inclusion practices
Brand	**Drive higher levels of brand awareness** and consideration by aligning marketing spend with the Regional Business Model, establishing FCB as the "Best Bank for Business", and evolving the marketing mix to prioritize digitally relevant tactics
M&A	Opportunistically and selectively **augment organic growth through strategic M&A**, pursuing opportunities that meet our financial expectations and advance our strategic initiatives

HOW WE SUCCEED

- Remain an authentic, mission-driven community bank
  - Continue to support our employees, customers and communities
  - Proactively engage borrowers and assist them with charting a path forward
  - Win customers through better capabilities and service
  - Deepen relationships with our existing customers
- Profitably grow the bank
  - Controlling 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
  - Consistently maintain 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

ADDITIONAL AREAS OF FOCUS

SOURCES OF LIQUIDITY

As of March 31, 2023	Total Available	Amount Used	Net Availability
Internal Sources:			
Unencumbered Securities	$601.1	$0	$601.1
Other (Excess Pledged)	$43.7	$0	$43.7
External Sources:			
FHLB	$2,041.6	$871.5	$1,170.2
Federal Reserve	$1,081.4	$0	$1,081.4
Brokered Deposits	$1,108.6	$18.7(1)	$1,089.8
Other	$160.0	$0	$160.0
Total Liquidity	$5,036.4	$890.2	$4,146.2

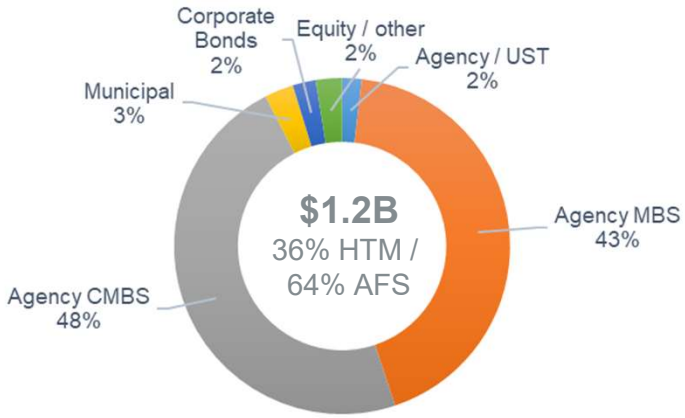


(1) Acquired from Centric
$ in millions

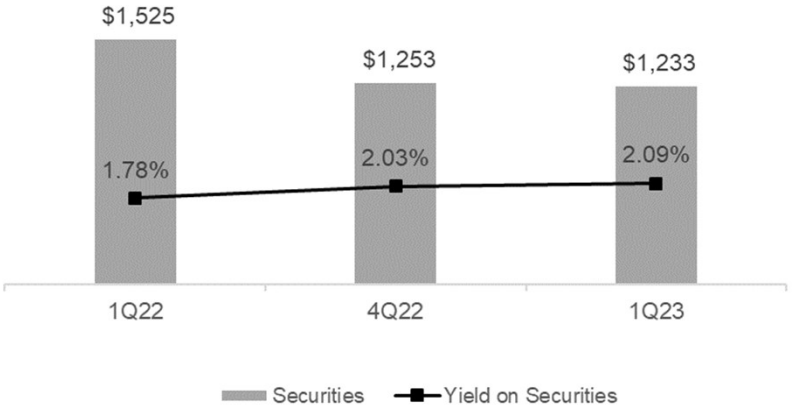
INVESTMENT SECURITIES PORTFOLIO

- Conservative investment portfolio intended to act as a pool of liquidity
  - LTM securities runoff has been redeployed into higher yielding loans
  - No securities were purchased in 1Q23
- Weighted average duration of approximately 6 years, offsetting shorter duration loan portfolio and long duration core deposits
- Approximately 50% is unencumbered and available to be either sold or pledged
- Low credit risk; over 90% of portfolio consists of agency MBS and CMBS
- **Average securities to total interest-earning assets of 13%**
- Loans/Deposits + HTM securities was 89% at March 31, 2023
- **AOCI/Tangible common equity was 14.8% at March 31, 2023**

Securities Portfolio Composition(1)



Average Securities



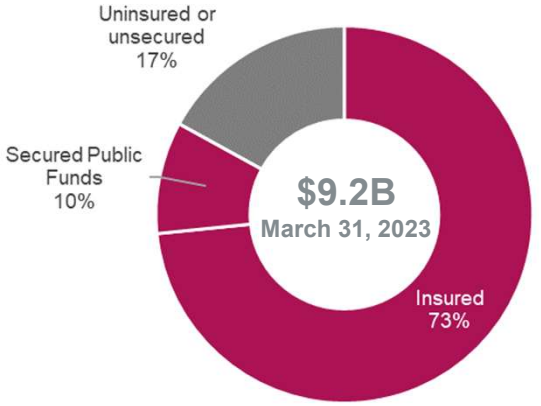
(1) EOP balances, includes AFS, the unrealized AFS loss and HTM securities as of March 31, 2023
$ in millions

GRANULAR CORE DEPOSIT FRANCHISE

- Strong, granular, well-diversified depository
  - No single private sector industry accounts for more than 3% of total deposits
  - Average deposit account size ~$19,000
    - Average retail account size ~$13,000
    - Average business account size ~$69,000
  - Average age of deposit account relationships is 12.6 years
  - 83% of deposits were insured or secured at March 31, 2023

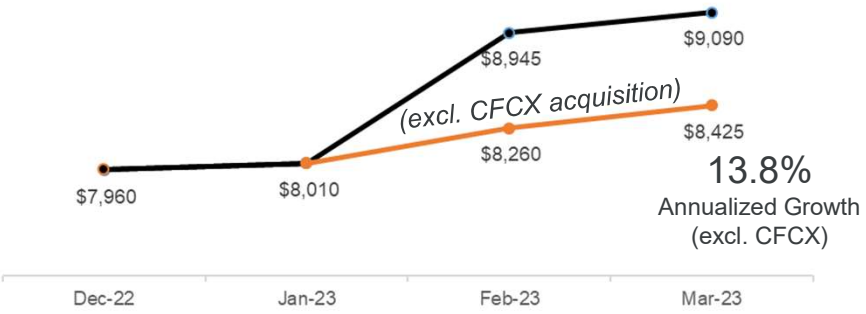
- Experienced a mix shift into interest-bearing and FDIC insured sweep accounts during the quarter, combined with strong organic growth
  - Specials have been competitive and primarily at shorter terms (<18 months)
  - Approximately 50% of every dollar from promotional rate specials is new money

Insured Deposits



83%
Insured or Secured

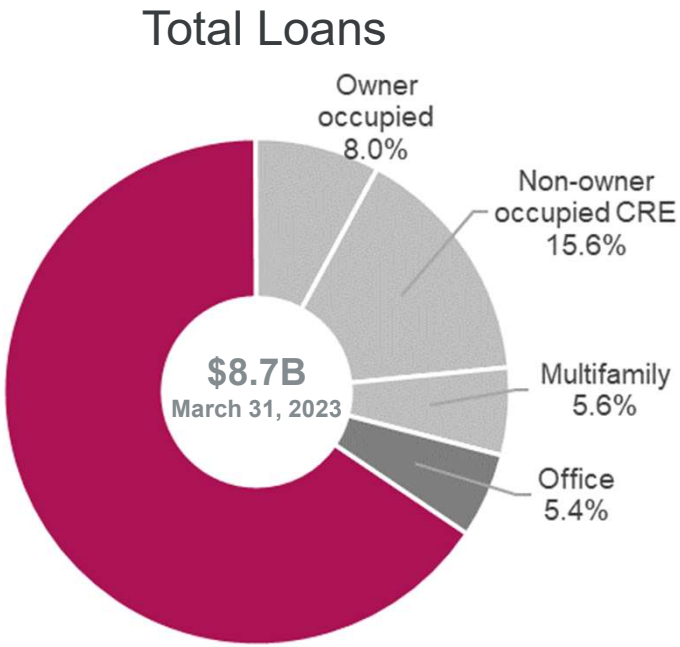
Monthly Average Deposit Trends



13.8%
Annualized Growth (excl. CFCX)

EOP balances, unless noted as of March 31, 2023
$ in millions

CRE PORTFOLIO



Commercial Real Estate Portfolio

		1Q 2023	of total loans
Owner-occupied CRE	$	690.3	8.0%
Multifamily		484.2	5.6%
Retail		566.7	6.5%
Office		468.3	5.4%
Hospitality		223.3	2.6%
Industrial Distribution Warehouse RE		136.5	1.6%
Healthcare Facilities		102.9	1.2%
Other		319.7	3.7%
Total	$	2,991.9	34.5%

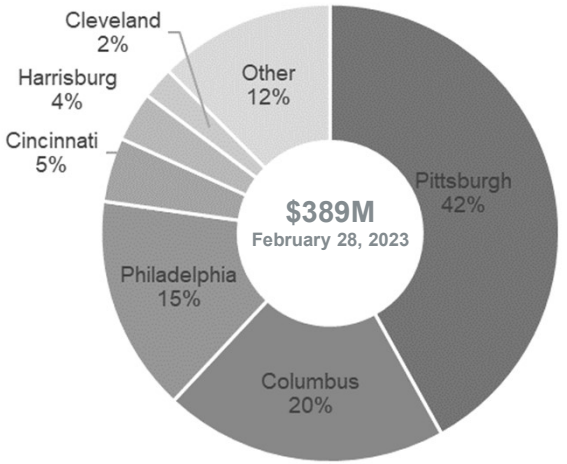
- Granular portfolios with well-reasoned hold level
- Tight, stable geographic footprint in familiar markets:
  - Pittsburgh
  - Columbus
  - Cincinnati
  - Cleveland
  - Eastern PA
- Strong credit metrics:
  - Low CRE delinquencies
  - Well reserved
- Loans >$1 million formally reviewed annually

EOP balances as of March 31, 2023
$ in millions

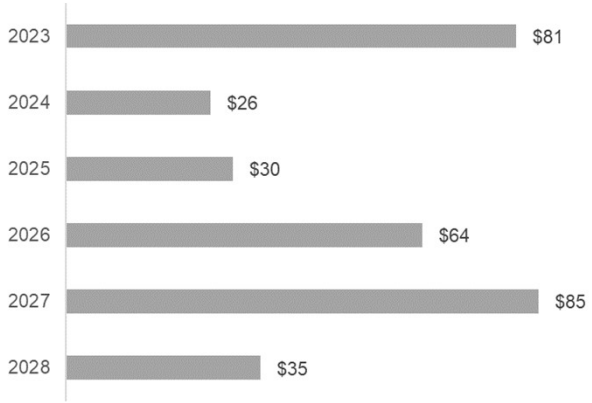
CRE PORTFOLIO: OFFICE

- Annual Industry Studies: Analyze key credit metrics for each CRE portfolio
- Review of office credits >$1 million (83% of office portfolio balances)
  - Average commitment size $5.4 million
  - Approximately $127 million of Office commitments scheduled to mature in the next 24 months
  - Approximately 73% of portfolio are recourse
  - Stable credit metrics and stable markets

Geographic Breakdown(1)



Loan Commitment Maturity(1)



	Commitment	Balance	Average: Commitment	Vacancy	Rent/SF	DSCR	Cap Rate	LTV
	$	$	$	%	$	x	%	%
Class A	$ 229.4	$ 212.1	$ 7.9	18%	$ 18.09	1.56	7.8%	65.0%
Non-Class A	143.6	143.6	4.1	15%	16.50	1.48	8.5%	61.0%
Medical	33.5	33.5	3.0	4%	19.55	1.50	8.4%	60.0%
Total	**$ 406.5**	**$ 389.2**	**$ 5.4**	**16%**	**$ 17.65**	**1.53**	**8.1%**	**63.2%**

(1) Balances used in the recent industry study are as of February 28, 2023; IRE Office portfolio excludes owner-occupied office properties and commitments <$1 million

$ in millions

1Q 2023 Earnings Detail

FIRST QUARTER 2023 HIGHLIGHTS

Highlights

$54.5 million

Core Pre-tax pre-provision income(1)

2.11%

Core PTPP ROAA(1)

1.55%

Reserve coverage ratio

$4.1 billion

Available liquidity

$266.0 million

Excess capital(2)

7.8%

TCE ratio

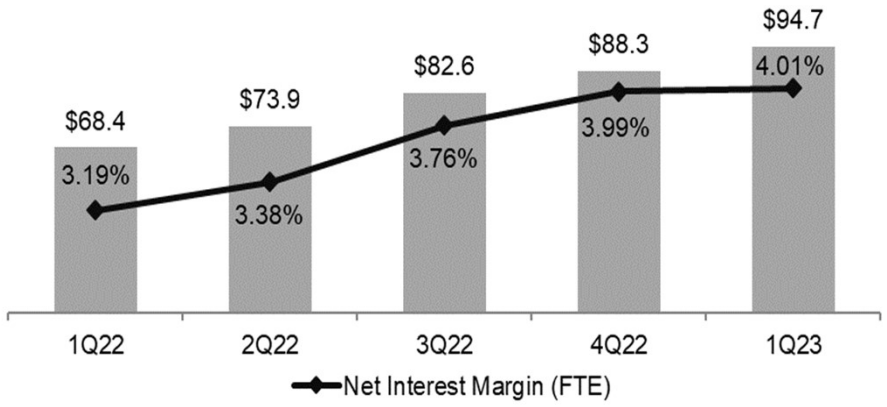
Diversified balance sheet and revenue streams continue to improve the earnings power of the company

- Average organic deposits (excluding Centric acquisition) grew $271.5 million, or 13.8% annualized, from the previous quarter
- Record net interest income (FTE) of $94.7 million increased $6.3 million from the previous quarter
  - Net interest margin expanded 2bps to 4.01% from the previous quarter
- Noninterest income of $23.0 million decreased $1.3 million from the previous quarter primarily due to a $1.4 million gain on a limited partnership investment in the previous quarter
- Core noninterest expense of $62.8 million increased $5.8 million from the previous quarter due primarily to higher operating costs resulting from the acquisition
- Tangible book value per share increased $0.21, or 10.8% annualized from the previous quarter

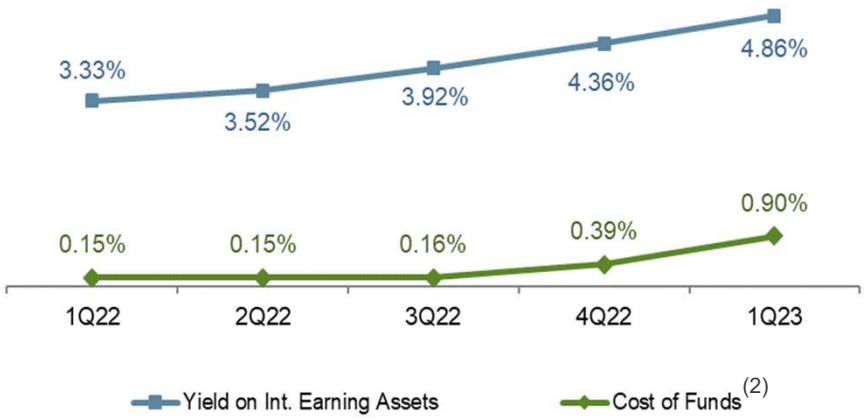
(1) Please refer to the appendix for a reconciliation of non-GAAP measures
(2) Represents excess capital above the bank-level Tier 1 Capital regulatory "well capitalized" requirement of 8.0%

NET INTEREST INCOME AND NET INTEREST MARGIN

Net Interest Income(1)



Yield/Cost Trends(1)



- Net interest income (FTE) of $94.7 million increased by $6.3 million from LQ and $26.2 million YoY
  - $803.0 million increase in average interest earning assets
    - Includes $637.6 million from the Centric acquisition
- Net interest margin of 4.01% increased 2bps from LQ and 82bps YoY
  - Yield on loans increased 50bps to LQ
  - Cost of deposits was 73bps in the current quarter compared to 20bps LQ
  - Cost of funds was 0.90% during the current quarter compared to 0.39% LQ
- Approximately $4.5 billion, or 52%, of the $8.7 billion loan portfolio is variable
  - Average duration of the loan portfolio is 3.6 years

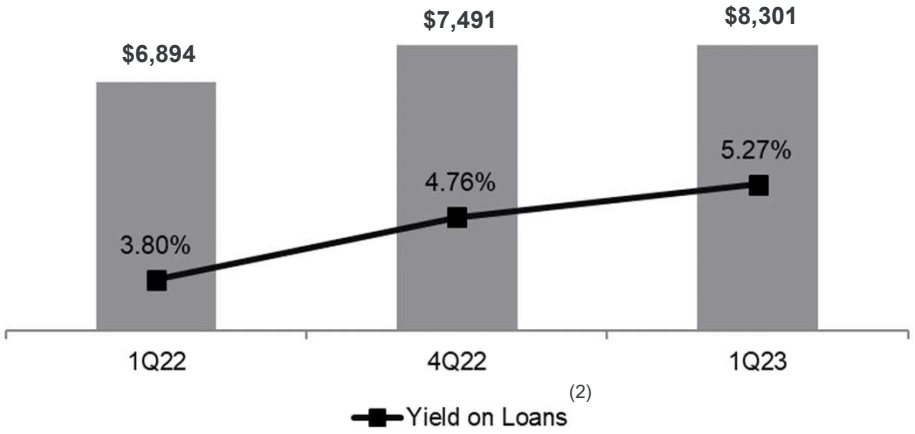
$ in millions

(1) Taxable equivalent

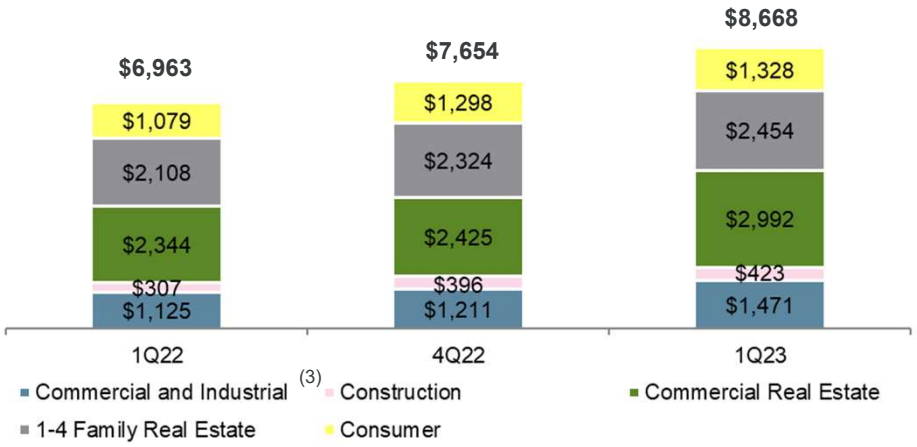
(2) Please refer to the appendix for a reconciliation of non-GAAP measures

LOANS

Average Loans(1)



Period-end Loans(1)



Average

- Average loans increased $810 million from LQ and $1,407 million YoY
- $632.8 million average loans were acquired from Centric
- The yield on loans increased 51bps from LQ

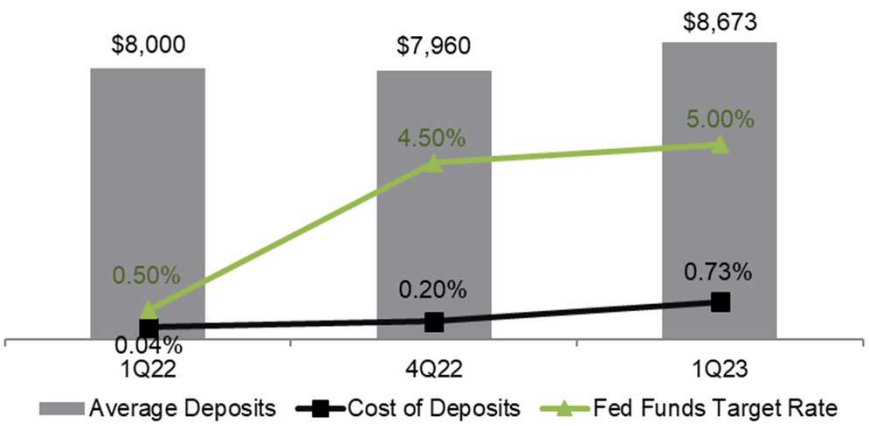
Period-end

- Total loans(1) (excluding acquired loans) increased $64.8 million from the previous quarter, or 3.4% annualized
- $949.2 million in loans were acquired from the Centric acquisition (net of marks)
- Closed-end mortgage loans grew $54.3 million from LQ (excluding $71.6 million from Centric)
- CRE loans grew $50.9 million (excluding $516.0 million from Centric)
- Equipment finance grew $29.5 million from LQ
- Commercial construction decreased $43.8 million (excluding $71.2 million from Centric)

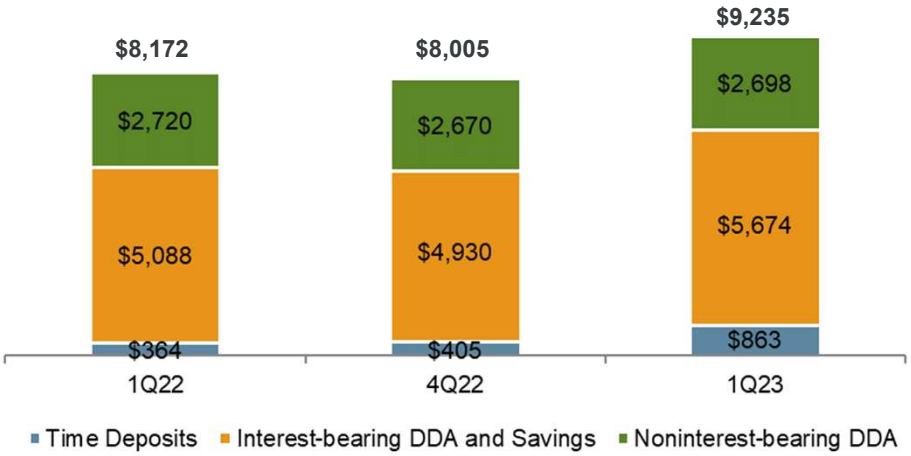
$ in millions
(1) Includes loans held for sale
(2) Taxable equivalent yield
(3) Includes $109.2 million and $79.7 million Equipment Finance Loans in 1Q23 and 4Q22, respectively

DEPOSITS

Average Deposits



Period-end Deposits



$ in millions

Average

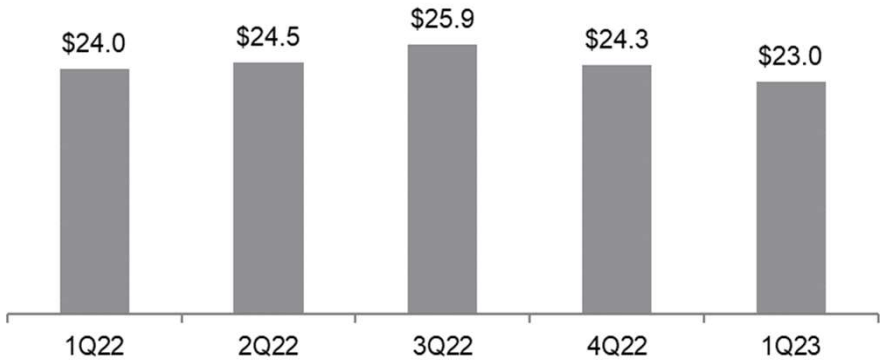
- Average deposits (excluding acquired deposits) increased $271.5 million, or 13.8% annualized, from LQ, including the transfer of $109.1 million of average off-balance sheet Trust deposits onto the Company's balance sheet
- Average acquired deposits totaled $441.9 million
- Average interest-bearing demand and savings deposits (excluding acquired deposits) grew $176.8 million
- Average time deposits grew $282.4 million (excluding acquired deposits), partially offset by a $187.7 million decrease in noninterest-bearing deposits
- The total cost of deposits increased 53bps from LQ

Period-end

- Total period-end deposits (excluding acquired balances) increased $473.4 million, or 24.0% annualized from LQ
- Acquired period-end deposits total $756.1 million
- Noninterest-bearing deposits currently comprise 29.2% of total deposits

NONINTEREST INCOME

	1Q23	4Q22	1Q22	Change from 4Q22	Change from 1Q22
Interchange	$6.8	$7.0	$6.5	*($0.2)*	*$0.3*
Service charges	4.9	4.9	4.6	*0.0*	*0.3*
Trust	2.5	2.5	2.7	*0.0*	*(0.2)*
Retail brokerage	1.5	1.2	1.2	*0.3*	*0.3*
Insurance	1.1	0.9	1.1	*0.2*	*0.0*
BOLI	1.2	1.1	1.5	*0.1*	*(0.3)*
Gain on sale of mortgage loans	0.7	0.9	1.3	*(0.2)*	*(0.6)*
Gain on sale of SBA loans	2.0	1.1	2.2	*0.9*	*(0.2)*
Gain on sale of Assets	0.1	0.4	0.2	*(0.3)*	*(0.1)*
SWAP fees	0.2	0.8	0.5	*(0.6)*	*(0.3)*
Other fees	2.1	3.5	1.9	*(1.4)*	*0.2*
Total fee income	**$23.1**	**$24.3**	**$23.7**	***($1.2)***	***($0.6)***
Gain on sale of securities	0.0	0.0	0.0	*0.0*	*0.0*
Derivative mark-to-market	(0.1)	0.0	0.3	*(0.1)*	*(0.4)*
Total noninterest income	**$23.0**	**$24.3**	**$24.0**	***($1.3)***	***($1.0)***

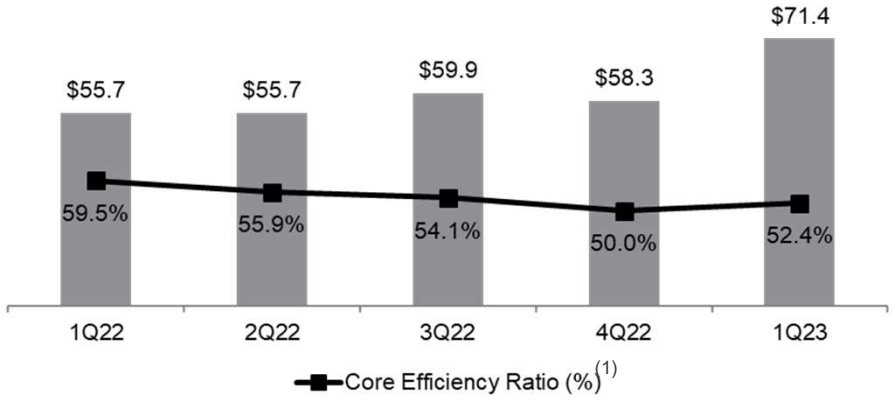


- Total noninterest income decreased $1.3 million from LQ and decreased $1.0 million YoY
- Swap fee income decreased $0.6 million from LQ and $0.3 million YoY
- Gain on sale of mortgage loans decreased $0.2 million from LQ and decreased $0.6 million YoY
  - 1Q23 mortgage originations of $63.3 million decreased $18 million from LQ and decreased $69 million YoY
- Fee income represented 19.6% of total operating revenue(1)

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

NONINTEREST EXPENSE

	1Q23	4Q22	1Q22	Change from 4Q22	Change from 1Q22
Salaries and benefits	$34.3	$31.7	$30.9	*$2.6*	*$3.4*
Occupancy	5.0	4.5	4.8	*0.5*	*0.2*
Furniture and equipment	4.2	4.0	3.7	*0.2*	*0.5*
PA shares tax	1.3	1.0	1.2	*0.3*	*0.1*
Data processing	3.4	3.5	3.2	*(0.1)*	*0.2*
Professional fees	1.6	1.3	1.2	*0.3*	*0.4*
FDIC insurance	1.4	0.7	0.7	*0.7*	*0.7*
Operational losses	0.7	0.8	0.6	*(0.1)*	*0.1*
Loss on sale or write-down of assets	0.0	0.1	0.1	*(0.1)*	*(0.1)*
Other operating expenses	9.8	8.7	8.3	*1.1*	*1.5*
Total operating expense	**$61.7**	**$56.3**	**$54.7**	***$5.4***	***$7.0***
Intangible amortization	1.2	0.7	0.9	*0.5*	*0.3*
Merger Expenses	8.5	1.3	0.0	*7.2*	*8.5*
Branch Consolidation	0.0	0.0	0.1	*0.0*	*(0.1)*
Total noninterest expense	**$71.4**	**$58.3**	**$55.7**	***$13.1***	***$15.7***

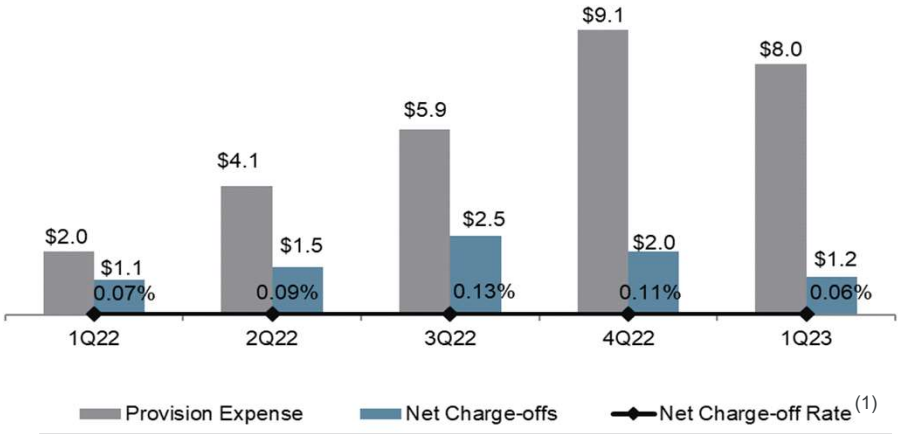


- Total noninterest expense increased $13.1 million from LQ and increased $15.7 million YoY
- Salaries and benefits increased $2.6 million from LQ and increased $3.4 million YoY
- FDIC Insurance increased $0.7 million from LQ and YoY
- Intangible amortization increased $0.5 million from LQ and $0.3 million YoY
- Merger expenses increased $7.2 million from LQ and $8.5 million YoY
- FTEs of 1,536 increased 112 from LQ

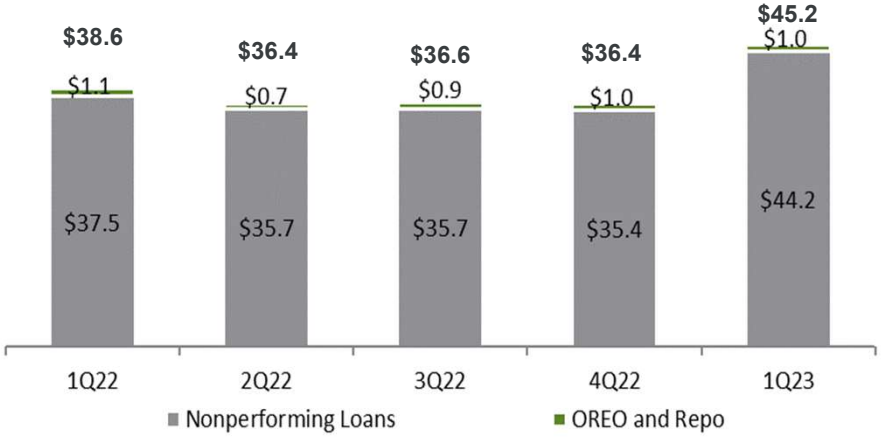
(1) Please refer to the appendix for disclosures regarding non-GAAP measures

CREDIT QUALITY

Provision Expense and Net Charge-offs



Nonperforming Assets



- Provision expense of $8.0 million decreased $1.1 million from LQ and increased $6.0 million YoY
  - Includes $10.7 million of Day-1 non-PCD provision due to Centric acquisition
  - Reserve release for the non-acquired portfolio was the result of a decrease in unfunded commitments and lower loan originations compared to LQ
  - The allowance for credit losses as a percentage of end-of-period loans was 1.55%, which is an increase of 20bps from LQ
- Nonperforming loans of $44.2 million increased $8.8 million from LQ and increased $6.6 million YoY as the result of $14.8 million of acquired NPLs

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

APPENDIX

NON-GAAP MEASURES

Operating Revenue	1Q23	4Q22	3Q22	2Q22	1Q22
Net Interest Income	$94.4	$88.0	$82.4	$73.7	$68.2
Tax equivalent adjustment	0.3	0.3	0.2	0.2	0.2
Net Interest Income (FTE)	94.7	88.3	82.6	73.9	68.4
Noninterest Income (Reported)	23.0	24.3	25.9	24.5	24.0
Less: Realized gains / (losses) on securities	0.0	0.0	0.0	0.0	0.0
Less: Derivative mark-to-market	0.0	0.0	0.0	0.0	0.4
Total Noninterest Income (Operating)	$23.0	$24.3	$25.9	$24.5	$23.6
Total Operating Revenue	$117.7	$112.6	$108.5	$98.4	$92.0
Average Assets	10,489	9,641	9,534	9,600	9,525
Operating Revenue / Average Assets (%)	**4.49%**	**4.67%**	**4.55%**	**4.10%**	**3.86%**

Operating Expense	1Q23	4Q22	3Q22	2Q22	1Q22
Noninterest Expense	$71.4	$58.3	$59.9	$55.7	$55.7
Less: Intangible amortization	1.2	0.7	0.7	0.9	0.9
Less: COVID-19	0.0	0.0	0.0	0.1	0.0
Less: Branch Consolidation	0.0	0.0	0.0	(0.2)	0.1
Less: Merger and acquisition related	8.5	1.3	0.5	0.0	0.0
Total Operating Expense	$61.7	$56.3	$58.7	$54.9	$54.7
Average Assets	10,489	9,641	9,534	9,600	9,525
Operating Expense / Average Assets (%)	**2.35%**	**2.34%**	**2.46%**	**2.29%**	**2.30%**
Core Efficiency Ratio[(1)]	**52.4%**	**50.0%**	**54.1%**	**55.9%**	**59.5%**
Core Pre-tax Pre-Provision Net Income (Reported)	**$54.5**	**$55.3**	**$48.9**	**$42.4**	**$36.5**
Average Diluted Shares Outstanding	99.8	93.5	93.5	94.2	94.3
Core Pre-tax Pre-Provision Net Income per share	$0.55	$0.59	$0.52	$0.45	$0.39
Average Assets	$10,489	$9,641	$9,534	$9,600	$9,525
Core Pre-tax Pre-Provision Income / Average Assets (%)	2.11%	2.28%	2.03%	1.77%	1.55%

$ 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	1Q23	4Q22	3Q22	2Q22	1Q22
Net Income (GAAP) *(after tax)*	$30.2	$35.7	$34.0	$30.8	$27.7
Less: Covid-19 related *(after tax)*	0.0	0.0	0.0	0.0	0.0
Less: Merger and acquisition related *(after tax)*	6.8	1.0	0.4	0.0	0.0
Less: Provision - Acquisitions Day 1 Non-PCD *(after tax)*	8.4	0.0	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	0.0	0.0	0.0	(0.2)	0.1
Core Net Income (Non-GAAP)	**$45.4**	**$36.7**	**$34.4**	**$30.6**	**$27.8**
Average Diluted Shares Outstanding	99.8	93.5	93.5	94.2	94.3
Core Earnings per Share (Non-GAAP)	**$0.45**	**$0.39**	**$0.37**	**$0.33**	**$0.29**

Core Return on Average Assets (%)	1Q23	4Q22	3Q22	2Q22	1Q22
Net Income (GAAP)	$30.2	$35.7	$34.0	$30.8	$27.7
Less: Covid-19 related (after tax)	0.0	0.0	0.0	0.0	0.0
Less: Merger and acquisition related *(after tax)*	6.8	1.0	0.4	0.0	0.0
Less: Provision - Acquisitions Day 1 Non-PCD *(after tax)*	8.4	0.0	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	0.0	0.0	0.0	(0.2)	0.1
Core Net Income (Non-GAAP)	**$45.4**	**$36.7**	**$34.4**	**$30.6**	**$27.8**
Average Assets	10,489	9,641	9,534	9,600	9,525
Core Return on Average Assets (Non-GAAP)	**1.75%**	**1.51%**	**1.43%**	**1.28%**	**1.18%**
Core Pre-tax Pre-Provision Net Income	**$54.5**	**$55.3**	**$48.9**	**$42.4**	**$36.5**
Core Pre-tax Pre-Provision Income / Average Assets (%)	**2.11%**	**2.28%**	**2.03%**	**1.77%**	**1.56%**

$ 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 (%)	1Q23	4Q22	3Q22	2Q22	1Q22
Average Equity	$1,161	$1,041	$1,063	$1,064	$1,107
Less: Average intangible assets	359	312	314	314	314
Less: Average preferred stock	0	0	0	0	0
Average Tangible Common Equity	$802	$729	$749	$750	$793
Net Income (GAAP)	$30.2	$35.7	$34.0	$30.8	$27.7
Less: Intangible amortization *(after tax)*	0.9	0.6	0.6	0.7	0.7
Net Income Adjusted for Intangible Amortization (Non-GAAP)	$31.1	$36.3	$34.6	$31.5	$28.4
Return on Average Tangible Common Equity	**15.8%**	**19.8%**	**18.3%**	**16.8%**	**14.5%**

Core Return on Average Tangible Common Equity (%)	1Q23	4Q22	3Q22	2Q22	1Q22
Average Equity	$1,161	$1,041	$1,063	$1,064	$1,107
Less: Average intangible assets	359	312	314	314	314
Less: Average preferred stock	0	0	0	0	0
Average Tangible Common Equity	$802	$729	$749	$750	$793
Net Income (GAAP)	$30.2	$35.7	$34.0	$30.8	$27.7
Less: Covid-19 related (after tax)	0.0	0.0	0.0	0.0	0.0
Less: Merger and acquisition related *(after tax)*	6.8	1.0	0.4	0.0	0.0
Less: Provision - Acquisitions Day 1 Non-PCD *(after tax)*	8.4	0.0	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	0.0	0.0	0.0	(0.2)	0.1
Core Net Income (Non-GAAP)	$45.4	$36.7	$34.4	$30.6	$27.8
Less: Intangible amortization *(after tax)*	0.9	0.5	0.5	0.7	0.7
Core Net Income Adjusted for Intangible Amortization (Non-GAAP)	$46.3	$37.2	$34.9	$31.3	$28.5
Core Return on Average Tangible Common Equity	**23.4%**	**20.3%**	**18.5%**	**16.8%**	**14.6%**

$ 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	2022Y	2021Y	2020Y	2019Y	2018Y	2017Y	2016Y
Net Interest Income	$312.2	$278.5	$268.3	$269.9	$252.2	$228.8	$199.0
Tax equivalent adjustment	1.0	1.1	1.4	1.7	2.0	4.2	3.9
Net Interest Income (FTE)	313.3	279.6	269.7	271.6	254.2	233.0	202.9
Noninterest Income (Reported)	98.7	106.8	94.5	85.5	88.6	80.3	64.6
Less: Realized gains / (losses) on securities	0.0	0.0	0.0	0.0	8.1	5.0	0.6
Less: Derivative mark-to-market	0.4	2.3	(2.5)	(0.2)	0.8	(0.5)	0.2
Total Noninterest Income (Operating)	$98.3	$104.5	$97.0	$85.7	$79.7	$75.8	$63.8
Total Operating Revenue	$411.6	$384.1	$366.7	$357.3	$333.9	$308.8	$266.7
Average Assets	9,575	9,394	8,975	8,030	7,555	7,210	6,661
Operating Revenue / Average Assets (%)	**4.30%**	**4.09%**	**4.09%**	**4.45%**	**4.42%**	**4.28%**	**4.00%**

Operating Expense	2022Y	2021Y	2020Y	2019Y	2018Y	2017Y	2016Y
Noninterest Expense (Reported)	$229.6	$213.9	$215.8	$210.0	$195.6	$200.3	$159.9
Less: Unfunded commitment reserve	0.0	0.0	(1.2)	(0.5)	(0.2)	1.1	(0.3)
Less: Intangible amortization	3.2	3.5	3.7	3.4	3.2	3.1	0.5
Less: COVID-19	0.2	0.5	0.9	0.0	0.0	0.0	0.0
Less: Early Retirement	0.0	0.0	3.4	0.0	0.0	0.0	0.0
Less: Branch Consolidation	(0.1)	(0.1)	2.6	0.0	0.0	0.0	0.0
Less: Merger and acquisition related	1.7	0.0	0.0	3.5	1.6	10.2	3.2
Total Operating Expense	$224.7	$210.0	$206.4	$203.6	$191.0	$185.9	$156.5
Average Assets	9,575	9,394	8,975	8,030	7,555	7,210	6,661
Operating Expense / Average Assets (%)	**2.35%**	**2.24%**	**2.30%**	**2.54%**	**2.53%**	**2.58%**	**2.35%**
Core Efficiency Ratio[(1)]	**54.6%**	**54.7%**	**56.3%**	**57.0%**	**57.2%**	**60.2%**	**58.7%**
Core Pre-tax Pre-Provision Net Income (Reported)	$183.0	$171.8	$153.9	$148.9	$138.7	$114.0	$106.3

$ in millions

NON-GAAP MEASURES

Core Earnings per Share	2022Y	2021Y	2020Y	2019Y	2018Y	2017Y	2016Y
Net Income (GAAP) *(after tax)*	$128.2	$138.3	$73.4	$105.3	$107.5	$55.2	$59.6
Less: Covid-19 related *(after tax)*	0.1	0.3	0.8	0.0	0.0	0.0	0.0
Less: Early Retirement *(after tax)*	0.0	0.0	2.7	0.0	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	(0.1)	(0.1)	2.1	0.0	0.0	0.0	0.0
Less: Merger and acquisition *(after tax)*	1.3	0.0	0.0	2.8	1.3	6.6	2.1
Less: Realized (gains) / losses on securities *(after tax)*	0.0	0.0	0.0	0.0	(6.4)	(3.3)	(0.4)
Less: Deferred tax asset writedown	0.0	0.0	0.0	0.0	0.0	16.7	0.0
Core Net Income (Non-GAAP)	**$129.6**	**$138.5**	**$79.0**	**$108.1**	**$102.4**	**$75.2**	**$61.3**
Average Diluted Shares Outstanding	93.9	95.8	97.8	98.6	99.2	95.3	88.9
Core Earnings per Share (Non-GAAP)	**$1.38**	**$1.45**	**$0.81**	**$1.10**	**$1.03**	**$0.79**	**$0.69**

Core Return on Average Assets (%)	2022Y	2021Y	2020Y	2019Y	2018Y	2017Y	2016Y
Net Income (GAAP)	$128.2	$138.3	$73.4	$105.3	$107.5	$55.2	$59.6
Less: Covid-19 related *(after tax)*	0.1	0.3	0.8	0.0	0.0	0.0	0.0
Less: Early Retirement *(after tax)*	0.0	0.0	2.7	0.0	0.0	0.0	0.0
Less: Branch Consolidation *(after tax)*	(0.1)	(0.1)	2.1	0.0	0.0	0.0	0.0
Less: Merger and acquisition *(after tax)*	0.0	0.0	0.0	2.8	1.3	6.6	2.1
Less: Realized (gains) / losses on securities *(after tax)*	1.3	0.0	0.0	0.0	(6.4)	(3.3)	(0.4)
Less: Deferred tax asset writedown	0.0	0.0	0.0	0.0	0.0	16.7	0.0
Core Net Income (Non-GAAP)	**$129.6**	**$138.5**	**$79.0**	**$108.1**	**$102.4**	**$75.2**	**$61.3**
Average Assets	9,575	9,394	8,975	8,030	7,555	7,210	6,661
Core Return on Average Assets (Non-GAAP)	**1.35%**	**1.47%**	**0.88%**	**1.35%**	**1.36%**	**1.04%**	**0.92%**
Core Pre-tax Pre-Provision Return on Average Assets	1.91%	1.83%	1.71%	1.85%	1.84%	1.58%	1.60%

$ in millions

NON-GAAP MEASURES

Core Net Interest Margin (%)	2022Y	2021Y	2020Y	2019Y	2018Y	2017Y	2016Y
Net Interest Income (FTE)	$313.3	$279.6	$269.7	$271.6	$254.2	$233.0	$202.9
Less: Income from Paycheck Protection Program Loans	(2.7)	(23.1)	(12.0)	0.0	0.0	0.0	0.0
Less: Income from excess cash	(1.7)	(0.4)	(0.2)	0.0	0.0	0.0	0.0
Core Net Interest Income (FTE)	**$308.9**	**$256.1**	**$257.5**	**$271.6**	**$254.2**	**$233.0**	**$202.9**
Average Interest Earning Assets	$8,740	$8,587	$8,128	$7,249	$6,850	$6,531	$6,109
Less: Paycheck Protection Program Loans	(21)	(313)	(383)	0	0	0	0
Less: Excess cash	(182)	(310)	(173)	0	0	0	0
Core Average Interest Earning Assets	**$8,538**	**$7,964**	**$7,572**	**$7,249**	**$6,850**	**$6,531**	**$6,109**
Core Net Interest Margin (Non-GAAP)	**3.62%**	**3.22%**	**3.40%**	**3.75%**	**3.71%**	**3.57%**	**3.32%**

Tangible Common Equity / Tangible Assets (Tangible Common Equity Ratio)	2022Y	2021Y	2020Y	2019Y	2018Y	2017Y	2016Y
Total Equity	$1,052	$1,109	$1,069	$1,056	$975	$888	$750
Less: Intangible assets	313	315	317	320	287	270	198
Less: Preferred stock	0	0	0	0	0	0	0
Tangible Common Equity	$739	$794	$752	$736	$688	$618	$552
Total Assets	$9,806	$9,545	$9,068	$8,309	$7,828	$7,309	$6,684
Less: Intangible assets	313	315	317	320	287	270	198
Tangible Assets	$9,493	$9,230	$8,751	$7,989	$7,541	$7,039	$6,486
Tangible Common Equity / Tangible Assets	**7.8%**	**8.6%**	**8.6%**	**9.2%**	**9.1%**	**8.8%**	**8.5%**

$ in millions

NON-GAAP MEASURES

Return on Average Tangible Common Equity (%)	2022Y	2021Y	2020Y	2019Y	2018Y	2017Y	2016Y
Average Equity	$1,068	$1,101	$1,077	$1,020	$942	$855	$743
Less: Average intangible assets	313	315	318	297	282	254	168
Less: Average preferred stock	0	0	0	0	0	0	0
Average Tangible Common Equity	$755	$786	$759	$723	$660	$601	$575
Net Income (GAAP)	$128.2	$138.3	$73.4	$105.3	$107.5	$55.2	$59.6
Less: Intangible amortization *(after tax)*	2.5	2.8	2.9	2.7	2.5	2.0	0.3
Net Income Adjusted for Intangible Amortization (Non-GAAP)	$130.7	$141.1	$76.3	$108.0	$110.0	$57.2	$59.9
Return on Average Tangible Common Equity	**17.3%**	**18.0%**	**10.1%**	**14.9%**	**16.7%**	**9.5%**	**10.4%**

Core Return on Average Tangible Common Equity (%)	2022Y	2021Y	2020Y	2019Y	2018Y	2017Y	2016Y
Average Equity	$1,068	$1,101	$1,077	$1,020	$942	$855	$743
Less: Average intangible assets	313	315	318	297	282	254	168
Less: Average preferred stock	0	0	0	0	0	0	0
Average Tangible Common Equity	$755	$786	$759	$723	$660	$601	$575
Net Income (GAAP)	$128.2	$138.3	$73.4	$105.3	$107.5	$55.2	$59.6
Less: Covid-19 related *(after tax)*	$0.1	$0.3	$0.8	$0.0	$0.0	$0.0	$0.0
Less: Early Retirement *(after tax)*	$0.0	$0.0	$2.7	$0.0	$0.0	$0.0	$0.0
Less: Branch Consolidation *(after tax)*	($0.1)	($0.1)	$2.1	$0.0	$0.0	$0.0	$0.0
Less: Merger and acquisition *(after tax)*	1.3	0.0	0.0	2.8	1.3	6.6	2.1
Less: Realized (gains) / losses on securities *(after tax)*	0.0	0.0	0.0	0.0	(6.4)	(3.3)	(0.4)
Less: Deferred tax asset writedown	0.0	0.0	0.0	0.0	0.0	16.7	0.0
Core Net Income (Non-GAAP)	$129.6	$138.5	$79.0	$108.1	$102.4	$75.2	$61.3
Less: Intangible amortization *(after tax)*	2.5	2.8	2.9	2.7	2.5	2.0	0.3
Core Net Income Adjusted for Intangible Amortization (Non-GAAP)	$132.1	$141.3	$81.9	$110.8	$104.9	$77.2	$61.6
Core Return on Average Tangible Common Equity	**17.5%**	**18.0%**	**10.8%**	**15.3%**	**15.9%**	**12.8%**	**10.7%**

$ 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:

- *economic, market, liquidity, credit, interest rate, operational and technological risks associated with the Company's business;*
- *future credit quality and performance, including our expectations regarding future loan losses and our allowance for credit losses*
- *the effect of and changes in policies and laws or regulatory agencies, including the Dodd-Frank Wall Street Reform and Consumer Protection Act and other legislation and regulation relating to the banking industry;*
- *management's ability to effectively execute its business plans;*
- *mergers and acquisitions, including costs or difficulties related to the integration of acquired companies;*
- *the possibility that any of the anticipated benefits of acquisitions will not be realized or will not be realized within the expected time period;*
- *the effect of changes in accounting policies and practices;*
- *changes in consumer spending, borrowing and saving and changes in unemployment;*
- *changes in customers' performance and creditworthiness;*
- *the costs and effects of litigation and of unexpected or adverse outcomes in such litigation;*
- *current and future economic and market conditions, including the effects of changes in housing prices, fluctuations in unemployment rates, U.S. fiscal debt, budget and tax matters, geopolitical matters, and any slowdown in global economic growth;*
- *the adverse impact on the U.S. economy, including the markets in which we operate, of the novel coronavirus, which causes the Coronavirus disease 2019 ("COVID-19"), global pandemic, and the impact on the performance of our loan and lease portfolio, the market value of our investment securities, the availability of sources of funding and the demand for our products;*
- *our capital and liquidity requirements (including under regulatory capital standards, such as the Basel III capital standards) and our ability to generate capital internally or raise capital on favorable terms;*
- *financial services reform and other current, pending or future legislation or regulation that could have a negative effect on our revenue and businesses, including the Dodd-Frank Act and other legislation and regulation relating to bank products and services;*
- *the effect of the current interest rate environment or changes in interest rates or in the level or composition of our assets or liabilities on our net interest income, net interest margin and our mortgage originations, mortgage servicing rights and mortgage loans held for sale;*
- *the effect of a fall in stock market prices on our brokerage, asset and wealth management businesses;*
- *a failure in or breach of our operational or security systems or infrastructure, or those of our third-party vendors or other service providers, including as a result of cyber-attacks;*
- *the effect of changes in the level of checking or savings account deposits on our funding costs and net interest margin;*
- *our ability to develop and execute effective business plans and strategies; 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.