F.N.B. Corporation

Investor Presentation:
Fourth Quarter
February 2022

Cautionary Statement Regarding Forward-looking information

This document may contain statements regarding F.N.B. Corporation's outlook for earnings, revenues, expenses, tax rates, capital and liquidity levels and ratios, asset quality levels, financial position and other matters regarding or affecting our current or future business and operations. These statements can be considered "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve various assumptions, risks and uncertainties which can change over time. Actual results or future events may be different from those anticipated in our forward-looking statements and may not align with historical performance and events. As forward-looking statements involve significant risks and uncertainties, caution should be exercised against placing undue reliance upon such statements. Forward-looking statements are typically identified by words such as "believe," "plan," "expect," "anticipate," "intend," "outlook," "estimate," "forecast," "will," "should," "project," "goal," and other similar words and expressions. We do not assume any duty to update forward-looking statements, except as required by federal securities laws.

FNB's forward-looking statements are subject to the following principal risks and uncertainties:

- Our business, financial results and balance sheet values are affected by business, economic and political circumstances, including, but not limited to: (i) developments with respect to the U.S. and global financial markets; (ii) actions by the Federal Reserve Board, U.S. Treasury Department, Office of the Comptroller of the Currency and other governmental agencies, especially those that impact money supply, market interest rates or otherwise affect business activities of the financial services industry; (iii) a slowing of the U.S. economic environment; (iv) inflation concerns; (v) the impacts of tariffs or other trade policies of the U.S. or its global trading partners; and (vi) the sociopolitical environment in the United States.
- Business and operating results are affected by our ability to identify and effectively manage risks inherent in our businesses, including, where appropriate, through effective use of systems and controls, third-party insurance, derivatives, and capital management techniques, and to meet evolving regulatory capital and liquidity standards.
- Competition can have an impact on customer acquisition, growth and retention, and on credit spreads, deposit gathering and product pricing, which can affect market share, loans, deposits and revenues. Our ability to anticipate, react quickly and continue to respond to technological changes and COVID-19 challenges can also impact our ability to respond to customer needs and meet competitive demands.
- Business and operating results can also be affected by widespread natural and other disasters, pandemics, including the ongoing COVID-19 pandemic crisis, dislocations, risks associated with a post-pandemic return to normalcy, including shortages of labor, supply chain disruptions and shipping delays, terrorist activities, system failures, security breaches, significant political events, cyber-attacks or international hostilities through impacts on the economy and financial markets generally, or on us or our counterparties specifically.
- Legal, regulatory and accounting developments could have an impact on our ability to operate and grow our businesses, financial condition, results of operations, competitive position, and reputation. Reputational impacts could affect matters such as business generation and retention, liquidity, funding, and the ability to attract and retain management. These developments could include:
  - Changes resulting from a new U.S. presidential administration, including legislative and regulatory reforms, different approaches to supervisory or enforcement priorities, changes affecting oversight of the financial services industry, regulatory obligations or restrictions, consumer protection, taxes, employee benefits, compensation practices, pension, bankruptcy and other industry aspects, and changes in accounting policies and principles.
  - Changes to regulations or accounting standards governing bank capital requirements, loan loss reserves, and liquidity standards.
  - Unfavorable resolution of legal proceedings or other claims and regulatory and other governmental investigations or other inquiries. These matters may result in monetary judgments or settlements or other remedies, including fines, penalties, restitution or alterations in our business practices, and in additional expenses and collateral costs, and may cause reputational harm to FNB.
  - Results of the regulatory examination and supervision process, including our failure to satisfy requirements imposed by the federal bank regulatory agencies or other governmental agencies.
  - The impact on our financial condition, results of operations, financial disclosures and future business strategies related to the impact on the allowance for credit losses due to changes in forecasted macroeconomic conditions as a result of applying the "current expected credit loss" accounting standard, or CECL.
  - A failure or disruption in or breach of our operational or security systems or infrastructure, or those of third parties, including as a result of cyber-attacks or campaigns.
- The COVID-19 pandemic and the federal, state, and local regulatory and governmental actions implemented in response to COVID-19 have resulted in a deterioration and disruption of the financial markets and national and local economic conditions, increased levels of unemployment and business failures, and the potential to have a material impact on, among other things, our business, financial condition, results of operations, liquidity, or on our management, employees, customers and critical vendors and suppliers. In view of the many unknowns associated with the COVID-19 pandemic, our forward-looking statements continue to be subject to various conditions that may be substantially different in the future than what we are currently experiencing or expecting, including, but not limited to, a prolonged recovery of the U.S. economy and labor market and the possible change in commercial and consumer customer fundamentals, expectations and sentiments. As a result, the COVID-19 impact, including uncertainty regarding the potential impact of continuing variant mutations of the virus, U.S. government responsive measures to manage it or provide financial relief, the uncertainty regarding its duration and the success of vaccination efforts, it is possible the pandemic may have a material adverse impact on our business, operations and financial performance.
- Our acquisition of Howard Bancorp, Inc., presents us with risks and uncertainties related to the integration of the acquired business into FNB including:
  - The business of Howard Bancorp, Inc. going forward may not perform as we project or in a manner consistent with historical performance. As a result, the anticipated benefits, including estimated cost savings, of the transaction may be significantly more difficult or take longer to achieve than expected or may not be achieved in their entirety as a result of unexpected factors or events, including those that are outside of our control.
  - The integration of Howard Bancorp, Inc., including its banking subsidiary, Howard Bank, with that of FNB and First National Bank of Pennsylvania may be more difficult to achieve than anticipated or have unanticipated adverse results.
  - In addition to the Howard Bancorp, Inc. transaction, we grow our business in part through acquisitions and new strategic initiatives. Risks and uncertainties include those presented by the nature of the business acquired and strategic initiative, including in some cases those associated with our entry into new businesses or new geographic or other markets and risks resulting from our inexperience in those new areas, as well as risks and uncertainties related to the acquisition transactions themselves, regulatory issues, and the integration of the acquired businesses into FNB after closing.

The risks identified here are not exclusive or the types of risks FNB may confront and actual results may differ materially from those expressed or implied as a result of these risks and uncertainties, including, but not limited to, the risk factors and other uncertainties described under Item 1A Risk Factors and the Risk Management sections of our 2020 Annual Report on Form 10-K, our subsequent 2021 Quarterly Reports on Form 10-Q (including the risk factors and risk management discussions) and our other 2021 filings with the SEC, which are available on our corporate website at https://www.fnb-online.com/about-us/investor-information/reports-and-filings. More specifically, our forward-looking statements may be subject to the evolving risks and uncertainties related to the COVID-19 pandemic and its macro-economic impact and the resulting governmental, business and societal responses to it. We have included our web address as an inactive textual reference only. Information on our website is not part of our SEC filings.

Use of Non-GAAP Financial Measures and Key Performance Indicators

To supplement our Consolidated Financial Statements presented in accordance with GAAP, we use certain non-GAAP financial measures, such as operating net income available to common stockholders, operating earnings per diluted common share, return on average tangible equity, return on average tangible common equity, operating return on average tangible common equity, return on average tangible assets, operating return on tangible assets, operating return on average assets, tangible book value per common share, the ratio of tangible equity to tangible assets, the ratio of tangible common equity to tangible assets, allowance for credit losses to loans and leases, excluding PPP loans, non-performing loans to loans and leases excluding PPP loans, non-performing loans and OREO to loans and leases plus OREO excluding PPP, non-performing loans and 90 days past due and OREO to loans and leases plus OREO excluding PPP loans, net loan charge-offs to average loans and leases excluding PPP loans, past due and non-accrual loans excluding PPP loans to loans and leases excluding PPP loans, pre-provision net revenue to average tangible common equity, efficiency ratio, and net interest margin (FTE) to provide information useful to investors in understanding our operating performance and trends, and to facilitate comparisons with the performance of our peers. Management uses these measures internally to assess and better understand our underlying business performance and trends related to core business activities. The non-GAAP financial measures and key performance indicators we use may differ from the non-GAAP financial measures and key performance indicators other financial institutions use to assess their performance and trends.

These non-GAAP financial measures should be viewed as supplemental in nature, and not as a substitute for or superior to, our reported results prepared in accordance with GAAP. When non-GAAP financial measures are disclosed, the Securities and Exchange Commission's (SEC) Regulation G requires: (i) the presentation of the most directly comparable financial measure calculated and presented in accordance with GAAP and (ii) a reconciliation of the differences between the non-GAAP financial measure presented and the most directly comparable financial measure calculated and presented in accordance with GAAP. Reconciliations of non-GAAP operating measures to the most directly comparable GAAP financial measures are included later in this release under the heading “Reconciliations of Non-GAAP Financial Measures and Key Performance Indicators to GAAP.”

Management believes items such as merger expenses, branch consolidation costs, loss on early debt extinguishment, COVID-19 expenses and gains on sale of Visa class B shares are not organic to run our operations and facilities. These items are considered significant items impacting earnings as they are deemed to be outside of ordinary banking activities. The merger expenses and branch consolidation charges principally represent expenses to satisfy contractual obligations of the acquired entity or closed branch without any useful ongoing benefit to us. These costs are specific to each individual transaction and may vary significantly based on the size and complexity of the transaction. Similarly, gains derived from the sale of Visa class B stock and losses on FHLB debt extinguishment and related hedge terminations are not organic to our operations. The COVID-19 expenses represent special Company initiatives to support our employees and the communities we serve during an unprecedented time of a pandemic.

To facilitate peer comparisons of net interest margin and efficiency ratio, we use net interest income on a taxable-equivalent basis in calculating net interest margin by increasing the interest income earned on tax-exempt assets (loans and investments) to make it fully equivalent to interest income earned on taxable investments (this adjustment is not permitted under GAAP). Taxable-equivalent amounts for the 2021 and 2020 periods were calculated using a federal statutory income tax rate of 21%.

Additional Information About the Merger and Where to Find It

This communication is in part being made in respect of the proposed merger transaction between FNB and Howard. In connection with the proposed merger, FNB has filed a registration statement on Form S-4 with the SEC to register FNB’s shares that will be issued to Howard’s stockholders in connection with the merger. The registration statement will include a proxy statement of Howard and a prospectus of FNB, as well as other relevant documents concerning the proposed transaction.

INVESTORS ARE URGED TO READ THE REGISTRATION STATEMENT AND THE PROXY STATEMENT/PROSPECTUS REGARDING THE MERGER WHEN IT BECOMES AVAILABLE AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THOSE DOCUMENTS, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.
This communication does not constitute an offer to sell or the solicitation of an offer to buy any securities or a solicitation of any vote or approval, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction.

The proxy statement/prospectus and other relevant materials, and any other documents FNB and Howard have filed with the SEC, may be obtained free of charge at the SEC’s website at www.sec.gov. In addition, investors and security holders may obtain free copies of the documents FNB has filed with the SEC by contacting James Orie, Chief Legal Officer, FNB Corporation, One North Shore Center, Pittsburgh, PA, 15212, telephone: (724) 983-3317; and may obtain free copies of the documents Howard has filed with the SEC by contacting Joseph Howard, Chief Legal Officer, Howard Bancorp, Inc., 3301 Boston Street, Baltimore, MD 21224, telephone: (443) 573-2664.

Participants in the Solicitation

FNB and Howard and certain of their directors and executive officers may be deemed to be participants in the solicitation of proxies from Howard’s stockholders in connection with the proposed merger. Information regarding FNB’s directors and executive officers is contained in FNB’s Proxy Statement on Schedule 14A, dated March 26, 2021, and in certain of its Current Reports on Form 8-K, which are filed with the SEC. Information regarding Howard’s directors and executive officers is contained in Howard’s Proxy Statement on Schedule 14A, dated April 13, 2021, and in certain of its Current Reports on Form 8-K, which are filed with the SEC. Additional information regarding the interests of those participants and other persons who may be deemed participants in the transaction may be obtained by reading the Proxy Statement/Prospectus regarding the proposed merger. Free copies of these documents may be obtained as described in the preceding paragraph.

Overview of FNB

Company Overview

- Ticker: FNB (NYSE)
- Founded: 1864
- Headquarters: Pittsburgh, PA
- Diverse Market Presence: Significant presence in 7 major metropolitan markets with population over 1 million and numerous secondary markets

Financial Highlights as of 12/31/21

$4.8 Billion[1]
Market Capitalization

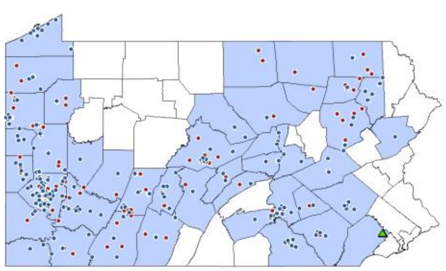
$42 Billion[2]
Total Assets

$27 Billion[2]
Total Loans

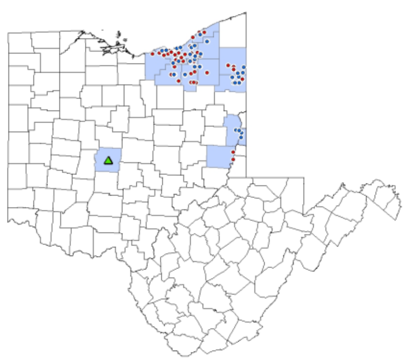
$33 Billion[2]
Total Deposits

Dividend Yield[1]:	3.5%
Net Interest Margin (FTE)[3]:	2.55%
Efficiency Ratio[3]:	58.1%
Loans/Deposits:	78.7%
CET1 Capital Ratio:	9.9%
Tangible book value/share:	$8.59

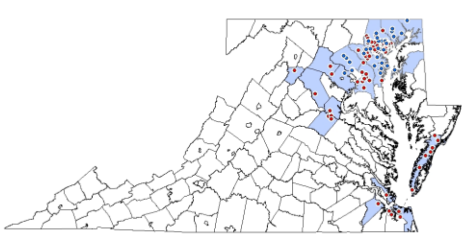
Pennsylvania



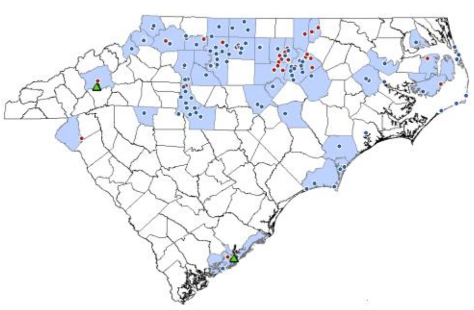
Ohio & WV



Mid-Atlantic



Carolinas



Branch location ATM LPO

(1) As of market close of February 14, 2022. (2) Pro forma for Howard acquisition. (3) Represents 4Q21 data.

F.N.B. Corporation

Why FNB

A Strong Franchise

Nationally recognized as a 2022 Top Workplace USA and Financial Services Top Workplace

Geographic diversity and strong branding in major MSAs we serve

Winner of 16 Greenwich Excellence Awards in 2020 and *Forbes* 2022 America’s Best Banks

Proven Performance

Consistent credit underwriting and thoughtful capital and liquidity management

Top quartile dividend yield with ample capital flexibility

Top quartile ROTCE with tailwinds from an asset sensitive balance sheet and Howard acquisition

Sustainable Growth

Investments in digital technology and data infrastructure to better serve customers

Above peer median loan growth in 2021 and forecasting mid to high single digit organic loan growth in 2022

10% annual growth in our diversified fee-based businesses over the past 5 years, making up 27% of revenue in 2021

The Six Pillars of our Long-Term Strategy

FNB drives performance to further improve on long-term strategic planning metrics

Drive Organic Growth

Maintain Efficiency and Expense Control

Optimize the Retail Bank

Build a Durable, Scalable Infrastructure

Build a Strong, Differentiated Brand

Promote Core Values including Diversity & Inclusion

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FNB Continues to Serve All its Stakeholders

Community

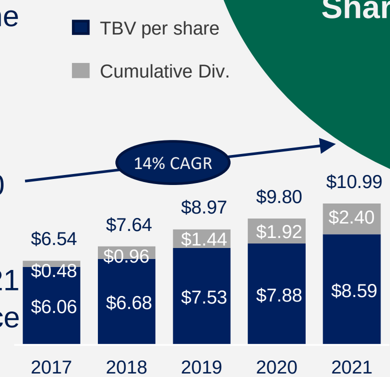
- $250 million commitment to address economic and social inequity in LMI communities
- Outstanding CRA rating in 2021
- Building our new corporate headquarters in a predominantly minority neighborhood in Pittsburgh

Customers

- Winner of more than 65 prestigious Greenwich Excellence and Best Brand Awards in the last decade, including 16 awards in 2020

Shareholders

- Record revenue and operating net income in 2021
- Strong internal capital generation with 14% CAGR
- Returned over $200 million in capital directly to shareholders in 2021 and $1.5 billion since 2009



Employees

- We have received over 350 workplace awards over the past decade on a local and regional level
- 2022 Top Workplace USA and 2021 Financial Services Top Workplace

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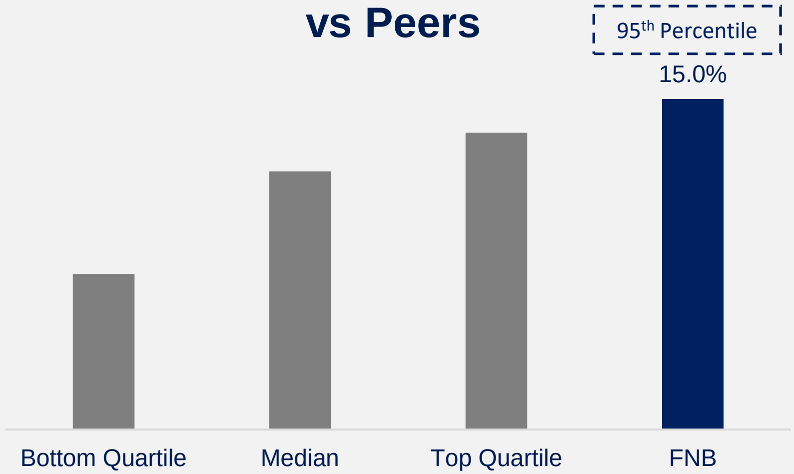
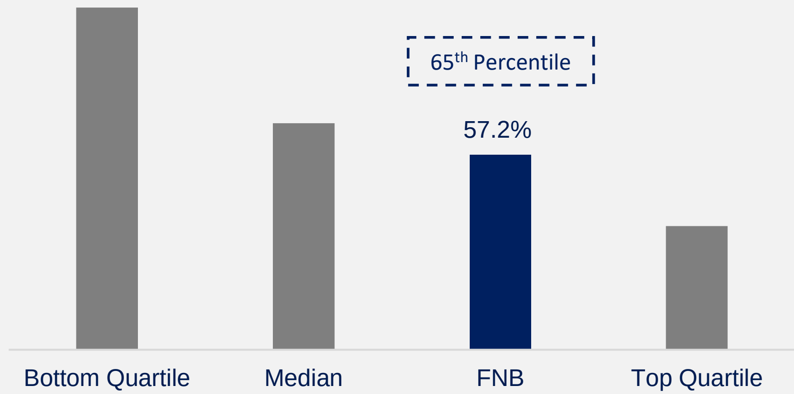
Strong Financial Performance

Internal Capital Generation[1] YoY vs Peers



FY2021 Efficiency Ratio vs Peers



2021 YoY Loan Growth (ex PPP)

6% Total Loans

5% Commercial Loans

2021 YoY Balance Sheet Growth

9% Tangible Book Value per Share

9% Total Deposits

2021 YoY Fee Revenue Growth

12% Total

22% Wealth Management

109% SBA Revenue

(1) Internal capital generation is the sum of tangible book value per share growth and common dividends paid.

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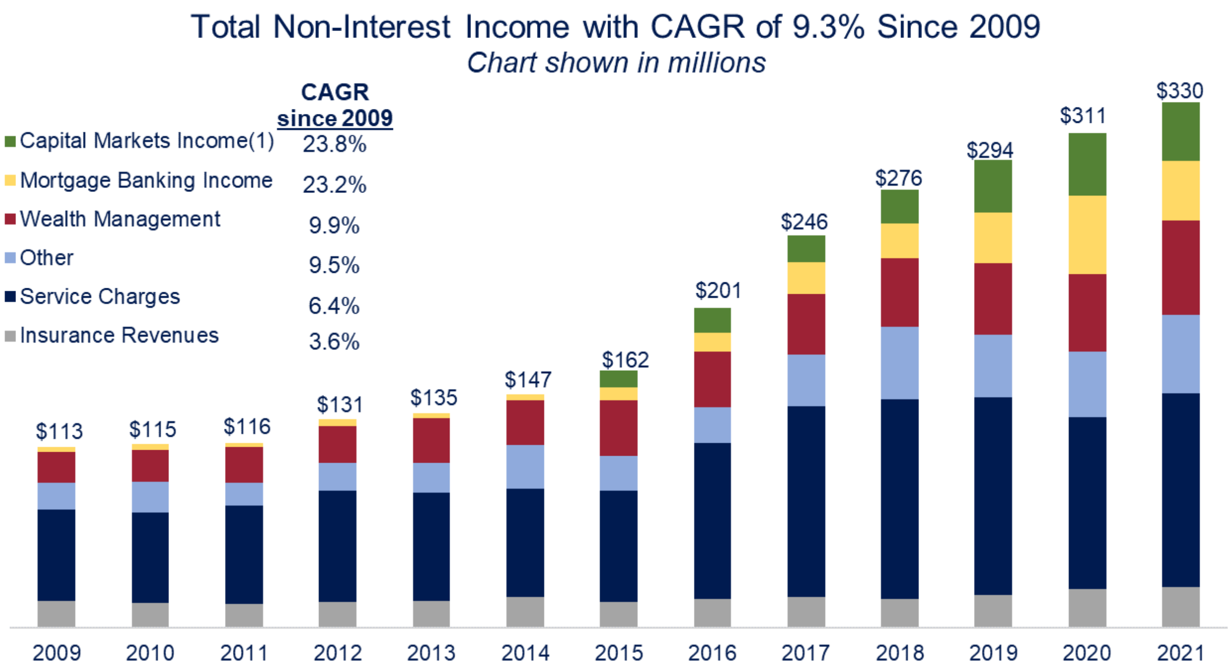
Strategic Objective to Drive Diversified Fee Income Growth

- We have achieved double-digit growth in our fee-based businesses, including capital markets, mortgage banking, and wealth management, over the past 5 years.
- This diversified business model led us to record levels of total non-interest income in 2021.
- Priority to develop new products and capabilities within mortgage and capital markets, such as debt capital markets in recent years, has helped our organic growth in these businesses.
  - Our mortgage and capital markets businesses organically generated 23% and 24% annual growth, respectively.



(1) Capital markets CAGR is since 2015.

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Expansion of Geographic Footprint

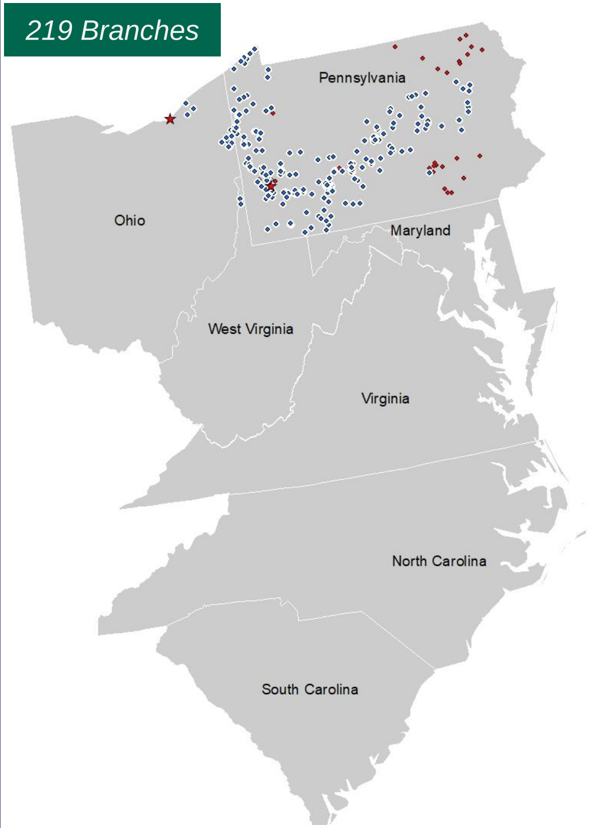
Since the financial crisis, FNB has focused on spreading its footprint across the Mid-Atlantic and Carolinas to high growth MSAs such as Charlotte, DC, Baltimore, and Charleston

- Expansion has given FNB access to over **10M** new households
- Average HH income **+6%** in current footprint vs 2009 footprint
- Current markets HH growth projection **56%** higher than 2009
- HH CAGR **double** in new markets compared to FNB footprint
- 2021 footprint gives higher access to HNW HHs: **~36% higher 200K income HH rate** compared to 2009
- **13%** lower unemployment rate in current footprint

FNB Branch Network

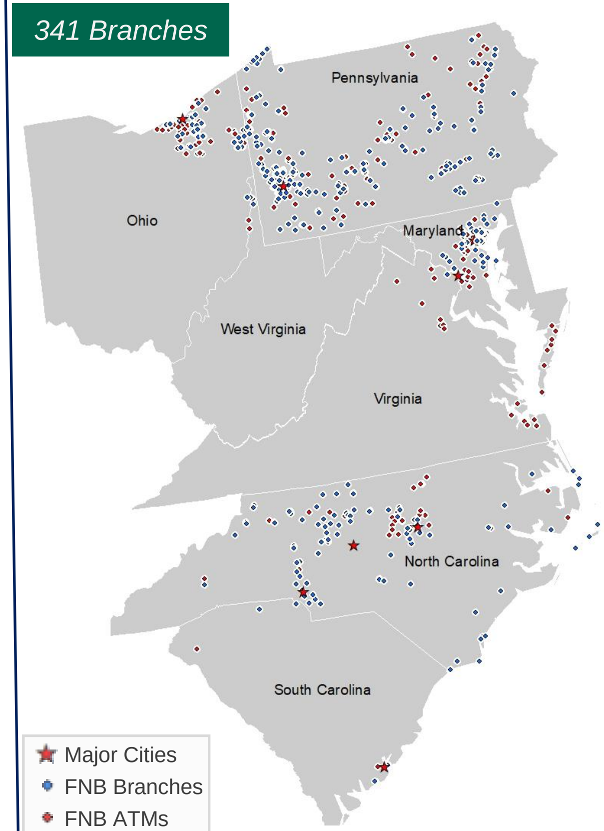
2009 – *$9B Total Assets, Market Cap $0.7B*

219 Branches



2021 – *$42B Total Assets, Market Cap $4.8B*

341 Branches



Per Branch, $M	2009	2021
Deposits	29.1	98.6
Loans	26.7	78.5

Note: Market data from S&P Global Cap IQ. Total Assets, branch count, deposits, and loans for 2021 includes pro-forma numbers from Howard Bank acquisition. Market Capitalization based on share price on 12/31/09 and 2/14/22 respectively.

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FNB's Deposit Growth has Outpaced Competitors' in New Markets[1]

FNB's market deposit CAGR is 15% over the last 5 years buoyed by our new markets

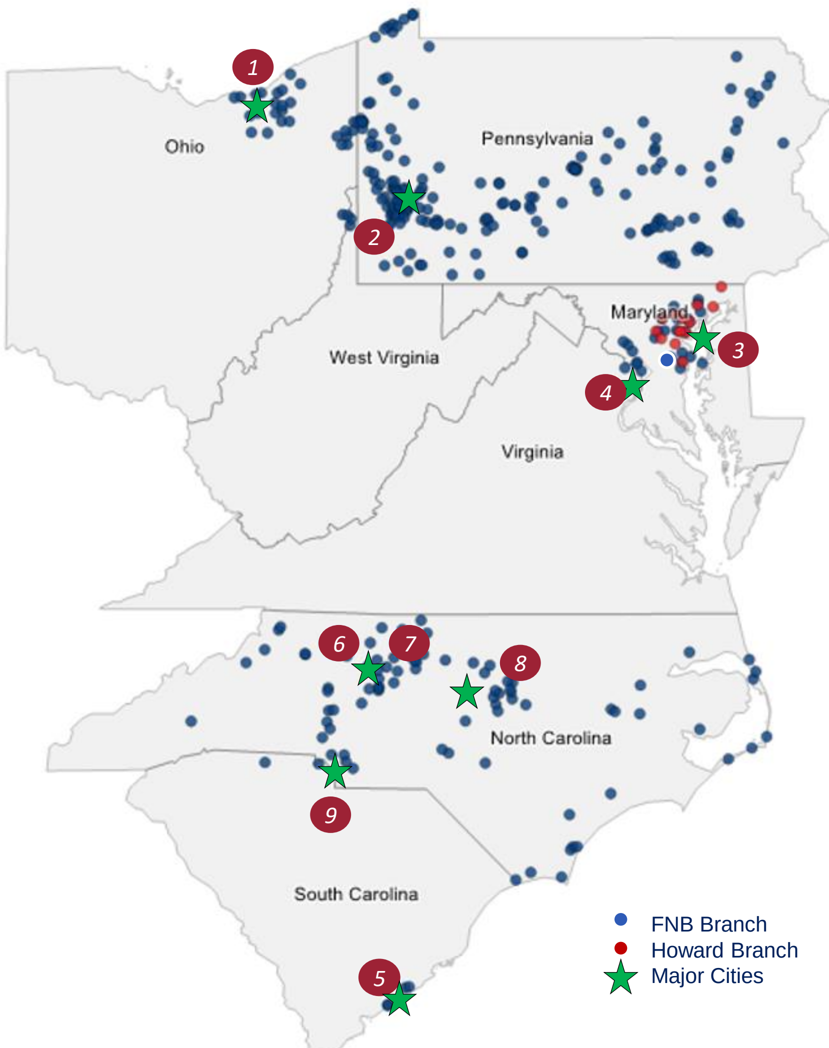
1 ***Cleveland***
Population: 2.1 million
# of 100k Bus: 73k
Deposit Market Share Rank: 14
Deposit Market Share: 1.0%

2 ***Pittsburgh[2]***
Population: 2.3 million
# of 100k Bus: 89k
Deposit Market Share Rank: 3
Deposit Market Share: 4.0%

3 ***Baltimore***
Population: 2.9 million
# of 100k Bus: 97k
Deposit Market Share Rank: 6[3]
Deposit Market Share: 3.6%

4 ***Washington D.C***
Population: 6.4 million
# of 100k Bus: 222k
Deposit Market Share Rank: 41
Deposit Market Share: 0.1%

5 ***Charleston***
Population: 825k
# of 100k Bus: 29k
Deposit Market Share Rank: 25
Deposit Market Share: 0.3%



6 ***Winston-Salem***
Population: 676k
# of 100k Bus: 20k
Deposit Market Share Rank: 3
Deposit Market Share: 7.5%

7 ***Greensboro***
Population: 773k
# of 100k Bus: 26k
Deposit Market Share Rank: 7
Deposit Market Share: 3.8%

8 ***Raleigh***
Population: 1.4 million
# of 100k Bus: 45k
Deposit Market Share Rank: 12
Deposit Market Share: 1.9%

9 ***Charlotte***
Population: 2.7 million
# of 100k Bus: 89k
Deposit Market Share Rank: 9
Deposit Market Share: 0.3%

(1) Per S&P Global Market Intelligence for corresponding MSAs, as of Feb 11, 2022. (2) Excludes custodial banks. (3) Pro Forma for Howard Bank.

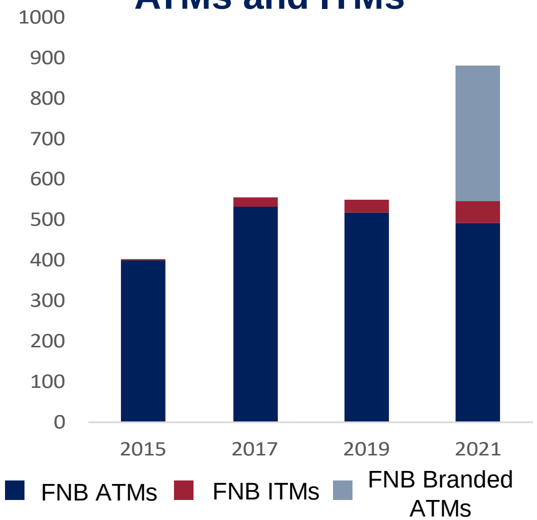
Technology Evolution & Digital Trends

Opportunity to drive increased digital product adoption across expanding client base

Omnichannel strategy involves a robust ATM network

This is boosted by our 3rd party partnership efforts

Number of FNB owned ATMs and ITMs

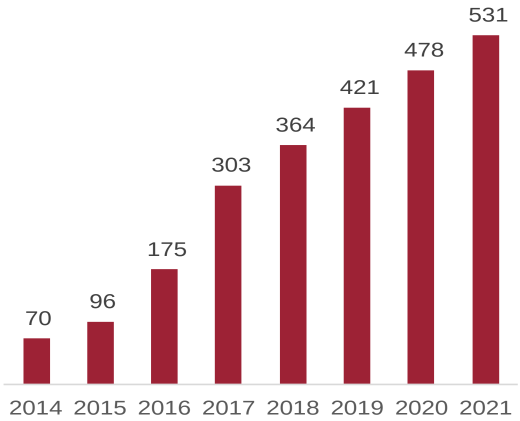


335 FNB Branded ATMs added in past 18 months

Digital has been on the rise and growing rapidly

We receive over 1.5 million FNB website views per month

Enrolled Mobile Banking Users (in Thousands)

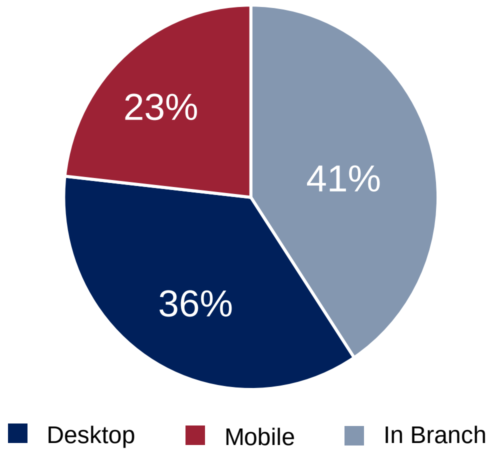


34% Annual growth in Mobile Banking

We're expanding our online capabilities

In 2021 we began taking loan and deposit applications digitally

Mortgage Applications by channel



80% Digital Application Start to Application Complete and Submit rate

Online and Mobile Channels Continue to See Strong Adoption

Strong momentum in usage of digital tools and other non-branch delivery channels, along with tools to equip our teams to outperform

7%

Online Banking

User base growth since Dec of 2019 with 400K+ active users

25%

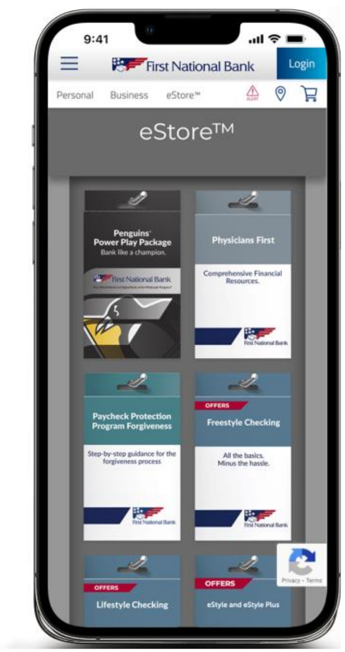
Active Mobile Users

Increase in total users since December of 2019 with 530K+ active users

30%

Digital Wallet[1] Growth

Enrollments in the digital wallet FY 2021 compared to FY 2019



50%

Mobile eStore Integration

Increased eStore visits by more than 50 percent since its mobile integration in November

26K

FNB Credit Center

In 2021, FNB averaged 26k monthly credit center enrollments

30%

Mobile Deposit growth

30% growth in mobile deposits over the past 2 years

(1) Allows users to leverage tools such as Apple Pay and Google Pay to make purchases.

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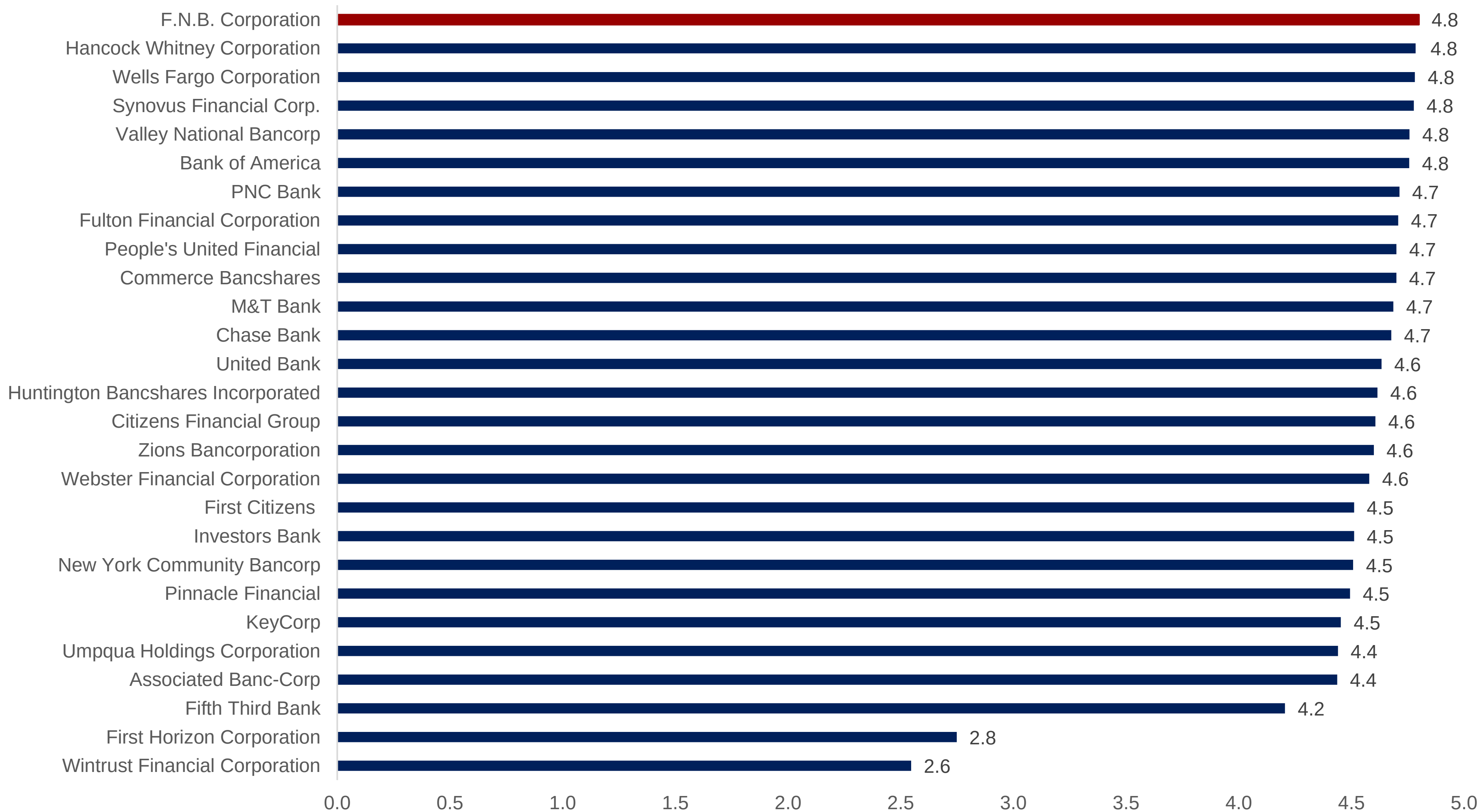
FNB Mobile Application Ratings Rival Large Money Centers

Weighted Average via Apple + Google Reviews and Ratings



- FNB has a top digital application based on its weighted average vs. peers and large money centers
- Reviews were aggregated as of January 3rd, 2022 using both the Apple and Google platforms

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FNB Leads Peers with the Most Mobile App Features

Mobile App Features	FNB	JPM	BAC	WFC	KEY	PNC	ZION	FULT	CBSH	FITB	FCNCA	ASB	FHN	HBAN	PNFP	MTB	CFG	UMPQ	SNV	VLY	PBCT	UBSI	WTFC	WBS	NYCB	HWC
Add Bill Payees	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●
Apple Watch Application			●	●	●		●	●			●		●		●		●		●	●						●
Apply for Loan	●	●	●	●	●	●	●		●		●					●										
Personal Mgmt. Financial Tools	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●		●	●	●			
Cardless ATM	●	●	●	●		●				●							●					●	●			
Chat/Instant Messenger	●	●	●		●	●		●	●	●				●			●	●								
Credit Score Information	●	●	●	●	●	●	●	●	●		●			●	●											
Open Deposit Account	●	●	●	●	●	●	●	●	●	●	●	●	●			●				●				●		
P2P Payments	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	
Picture Bill Pay	●	●										●														
Rewards Program Information	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●			●			●		●		
Schedule Branch Appointment	●	●	●	●	●	●	●	●	●	●		●						●								
Travel Notifications	●	●	●	●	●	●	●		●		●		●		●			●		●	●					
Turn Card on or Off + Report Stolen	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●		●	●	●	
View Balance Without Logging In	●	●	●	●	●		●	●	●	●		●	●	●	●		●		●						●	●
Total	14	14	14	13	13	12	12	11	10	10	10	9	9	8	8	7	7	7	6	6	5	5	5	4	3	3

All information was aggregated from the S&P Global – 2021 US Mobile Banking Report including WIP features

(Investors Bank excluded – not provided by S&P in the published report)

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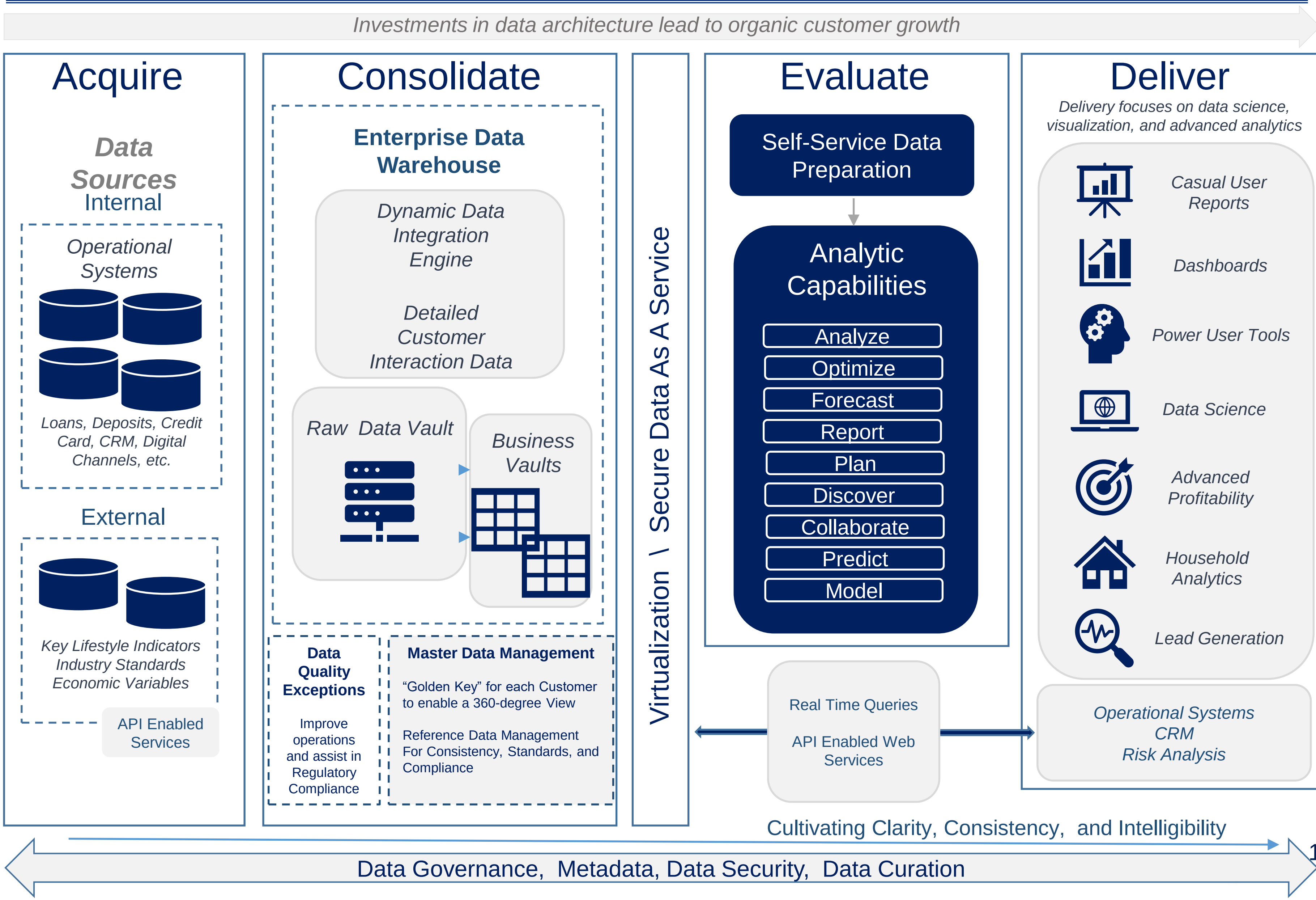
FNB's Holistic Data Strategy



Financial Highlights

Financial Highlights

Fourth Quarter 2021 Highlights

- Earnings per diluted common share of $0.30.
- On an annualized linked-quarter basis, period-end total loans and leases, excluding Paycheck Protection Program (PPP) loans, increased $610 million, or 10.1%, as commercial loans and leases increased $421 million, or 10.6%, and consumer loans increased $188 million, or 9.0%.
- Revenue totaled $302 million, with net interest income, excluding PPP and purchase accounting accretion (PAA), increasing 13% annualized linked-quarter.
- Non-interest expense decreased $2.6 million, or 5.7%, annualized linked-quarter.
- The annualized net charge-offs to total average loans ratio was 0.02%, compared to 0.03% linked-quarter, with favorable asset quality trends across the loan portfolio.

Full Year 2021 Highlights

- Earnings per diluted common share totaled $1.23, the highest level since the restructuring of the company in 2004.
- Record non-interest income of over $330 million, or 12%, year-over-year growth, which now comprises 27% of revenue.
- Operating non-interest expense was well controlled with more than $20 million of run-rate cost savings achieved in 2021.
  - Accomplished our three-year total cost saving goal of $60 million.
- Period-end total loans and leases, excluding PPP, increased $1.3 billion, or 5.7%.
- Tangible book value per share of $8.59, a 9% increase from December 31, 2020.
- Returned approximately $200 million in capital through dividends and the share repurchase program.

Fourth Quarter Financial Highlights

		4Q21	3Q21	4Q20	2021	2020
Reported Results	Net income available to common stockholders (millions)	$96.5	$109.5	$70.2	$396.6	$278.0
	Earnings per diluted common share	$0.30	$0.34	$0.22	$1.23	$0.85
	Book value per common share	$15.81	$15.65	$15.09	$15.81	$15.09
Key Operating Results	Operating net income available to common stockholders (millions)[1]	$97.1	$110.2	$91.9	$400.0	$314.0
	Operating earnings per diluted common share[1]	$0.30	$0.34	$0.28	$1.24	$0.96
	Total spot loan growth, ex. PPP[1][2]	10.1%	7.8%	2.5%	5.7%	0.1%[4]
	Total average deposit growth[1][2]	10.7%	4.4%	7.8%	12.0%	13.6%
	Efficiency ratio[1]	58.1%	55.4%	56.5%	57.2%	56.1%
	Tangible common equity / tangible assets[1]	7.4%	7.2%	7.2%	7.4%	7.2%
	Common equity tier 1 risk-based capital ratio[3]	9.9%	9.9%	9.8%	9.9%	9.8%
	Tangible book value per common share[1]	$8.59	$8.42	$7.88	$8.59	$7.88

(1) Operating results, a non-GAAP measure; refer to Appendix for non-GAAP to GAAP Reconciliation details and to the cautionary statement preamble for rationale for use of non-GAAP measures. (2) Annualized linked-quarter results. (3) Estimated for 4Q21 and FY 2021. (4) Includes the transfer of $0.5B of indirect auto loans to Loans Held-for-Sale in September 2020.

F.N.B. Corporation

Asset Quality

$ in millions, unless otherwise stated	4Q21	4Q21[1]	3Q21	3Q21[1]	4Q20	4Q20[1]
Delinquency	0.61%	0.62%	0.72%	0.71%	1.02%	1.11%
NPLs+OREO/Total loans and leases + OREO	0.35%	0.36%	0.45%	0.46%	0.67%	0.73%
Provision for credit losses	($2.3)		($1.8)		$17.6	
Net charge-offs (NCOs)	$1.4		$1.6		$27.4	
NCOs (annualized)/Total average loans and leases	0.02%	0.02%	0.03%	0.03%	0.41%	0.45%
Allowance for credit losses/ Total loans and leases	1.38%	1.40%	1.41%	1.45%	1.43%	1.56%
Allowance for credit losses/ Total non-performing loans and leases	391.9%		317.0%		213.2%	

4Q21 Highlights

- Improvement in delinquency levels, NPL's, and provision for credit losses reflects favorable credit quality and broad improvement across all loan portfolio credit metrics.
- Net charge-off levels reflect strong performance across all asset classes with full year charge-offs at 6 basis points.
- The allowance to NPL's coverage ratio improved from a $22 million decline in NPL's against a $5 million decline in the ACL.

(1) Excludes net PPP loans of $0.3 billion as of December 31, 2021, $0.7 billion as of September 30, 2021, and $2.2 billion as of December 31, 2020.

F.N.B. Corporation

Balance Sheet Highlights

Average, $ in millions	4Q21	3Q21	4Q20	QoQ ∆[3]	YoY ∆
Securities	6,487	6,188	6,072	4.8%	6.8%
Total Loans[4]	24,734	24,729	25,656	0.0%	(3.6%)
Commercial Loans and Leases[4]	16,333	16,517	17,618	(1.1%)	(7.3%)
Consumer Loans	8,401	8,212	8,038	2.3%	4.5%
Total Loans, ex PPP	24,232	23,606	23,192	2.7%	4.5%
Earning Assets	35,194	34,362	32,978	2.4%	6.7%
Total Deposits	31,683	30,848	28,953	2.7%	9.4%
Transaction Deposits[1]	28,728	27,737	25,116	3.6%	14.4%
Time Deposits	2,955	3,111	3,837	(5.0%)	(23.0%)

4Q21 Highlights

- $3.6 billion of PPP loans since inception and $3.3 billion in PPP forgiveness through 4Q21.
- Spot commercial loans increased $421 million, excluding PPP loans, or 2.7%, linked-quarter.
- Consumer loans increased $189 million linked-quarter, primarily due to direct installment home equity loans and residential mortgages.
- Higher average earning assets include average cash balances of $3.7 billion, compared to $3.2 billion last quarter.
- Transaction deposits[2] represent 91.0% of total deposits.
- Loan-to-deposit ratio[2] of 78.7% at year-end, compared to 87.4% at year-end 2020.

(1) Excludes time deposits. (2) Period-end as of December 31, 2021. (3) Not annualized. (4) Includes average PPP loan average balances of $0.5 billion, $1.1 billion and $2.5 billion in 4Q21, 3Q21, and 4Q20, respectively.

F.N.B. Corporation

Revenue Highlights

$ in thousands, unless otherwise stated	4Q21	3Q21	4Q20	QoQ Δ	YoY Δ
Total interest income	$244,752	$255,640	$270,889	(4.3%)	(9.6%)
Total interest expense	21,476	23,234	36,497	(7.6%)	(41.2%)
Net interest income	$223,276	$232,406	$234,392	(3.9%)	(4.7%)
Non-interest income	78,988	88,854	68,364	(11.1%)	15.5%
Total revenue	$302,264	$321,260	$302,756	(5.9%)	(0.2%)
Net interest margin (FTE)[1]	2.55%	2.72%	2.87%	(17 bps)	(32 bps)
Average earning asset yields (FTE)[1]	2.80%	2.99%	3.31%	(19 bps)	(51 bps)
Average loan yield (FTE)[1]	3.42%	3.61%	3.67%	(19 bps)	(25 bps)
Cost of funds	0.25%	0.28%	0.45%	(3 bps)	(20 bps)
Cost of interest-bearing liabilities	0.37%	0.40%	0.62%	(3 bps)	(25 bps)
Cost of interest-bearing deposits	0.17%	0.21%	0.43%	(4 bps)	(26 bps)

4Q21 Highlights

- Net interest income decreased from the prior quarter due to lower PPP contributions.
- Non-interest income decreased from the record level last quarter. Capital markets, insurance, wealth management and SBA continue to be solid contributors.
- Net interest margin decrease was driven by the total impact of PPP, purchase accounting accretion, and higher cash balances on net interest margin of (14) basis points, compared to a benefit of 2 basis points in the prior quarter.

(1) A non-GAAP measure, refer to Non-GAAP to GAAP Reconciliation for further information. (2) Not annualized.

F.N.B. Corporation

Non-Interest Income

$ in thousands	**4Q21**	**3Q21**	**4Q20**	**QoQ Δ**	**YoY Δ**
Service charges	$32,462	$31,716	$29,784	2.4%	9.0%
Trust income	9,534	9,471	8,204	0.7%	16.2%
Insurance commissions and fees	5,334	6,776	5,424	(21.3%)	(1.7%)
Securities commissions and fees	5,377	5,465	4,645	(1.6%)	15.7%
Capital markets income	9,547	12,541	7,507	(23.9%)	27.2%
Mortgage banking operations	5,955	8,245	15,317	(27.8%)	(61.1%)
Dividends on non-marketable securities	2,072	1,857	3,796	11.6%	(45.4%)
Bank owned life insurance	3,873	3,279	2,867	18.1%	35.1%
Net securities gains (losses)	0	65	20	(99.7%)	(99.0%)
Other	4,833	9,439	3,095	(48.8%)	56.2%
Non-interest income, excluding significant items impacting earnings[1]	$78,988	$88,854	$80,659	(11.1%)	(2.1%)
Significant items impacting earnings[1]	0	0	12,295		
Total reported non-interest income	$78,988	$88,854	$68,364	(11.1%)	15.5%

4Q21 Highlights

- Capital markets income reflected strong contributions from swap activity, international banking, loan syndications, and debt capital markets.
- Mortgage banking operations decreased 27.8% linked-quarter and declined year-over-year from record 2020 secondary market revenue.
- Other non-interest income included a $2.2 million recovery on a previously written-off other asset in the third quarter.

(1) Excludes amounts related to significant items impacting earnings. Significant items included a $12.3 million charge on prepayment of higher-rate Federal Home Loan Bank (FHLB) borrowings in 4Q20. (2) Not annualized.

F.N.B. Corporation

Non-Interest Expense

$ in thousands	4Q21	3Q21	4Q20	QoQ Δ	YoY Δ
Salaries and employee benefits[1]	$104,053	$104,899	$104,663	(0.8%)	(0.6%)
Occupancy and equipment[1]	31,115	30,577	30,716	1.8%	1.3%
Amortization of intangibles	3,021	3,022	3,341	(0.0%)	(9.6%)
Outside services[1]	17,090	17,839	18,342	(4.2%)	(6.8%)
Marketing	3,726	3,760	5,118	(0.9%)	(27.2%)
FDIC insurance	4,449	4,380	5,083	1.6%	(12.5%)
Bank shares tax and franchise taxes	1,690	3,584	2,477	(52.8%)	(31.7%)
Other[1]	15,613	15,224	14,440	2.6%	8.1%
Non-interest expense, excluding significant items impacting earnings[1]	$180,757	$183,285	$184,179	(1.4%)	(1.9%)
Significant items impacting earnings[1]	824	940	15,137		
Total reported non-interest expense	$181,580	$184,226	$199,316	(1.4%)	(8.9%)

4Q21 Highlights

- Salaries and employee benefits decreased related to higher production- and performance-related commissions and incentives in the prior quarter.
- Bank shares and franchise taxes decreased $1.9 million, or 52.8%, due to the recognition of state tax credits in the fourth quarter of 2021.

(1) Excludes amounts related to significant items impacting earnings, representing merger-related expense of $0.8 million and $0.9 million in 4Q21 and 3Q21, respectively, branch consolidation costs of $10.5 million in 4Q20 and COVID-19 expense of $4.7 million in 4Q20. (2) Not annualized.

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Net Interest Income and Net Interest Margin (FTE)

- PPP contributed $11.6 million of net interest income in 4Q21, compared to $27.0 million in 3Q21 and $30.9 million in 4Q20.
- Purchase accounting accretion (PAA) contributed $4.2 million in 4Q21, compared to $4.6 million in 3Q21 and $8.9 million in 4Q20.
- Increased levels of cash due to funds from PPP loans and government stimulus activities continue to negatively impact net interest margin.

$ in millions	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21
Reported Net Interest Income (FTE)	**$235.9**	**$231.1**	**$230.1**	**$237.4**	**$225.8**	**$230.6**	**$235.0**	**$225.9**
PPP	$0.0	$15.0	$22.1	$30.9	$22.8	$25.0	$27.0	$11.6
PAA Loans	$17.2	$13.2	$10.8	$8.9	$6.9	$5.0	$4.6	$4.2
Total Cash Income	$1.2	$0.2	$0.2	$0.3	$0.4	$0.7	$1.2	$1.4
PPP, PAA Loans, & Cash Income	$18.4	$28.4	$33.0	$40.1	$30.2	$30.7	$32.8	$17.2
Reported Net Interest Margin (FTE)	**3.14%**	**2.88%**	**2.79%**	**2.87%**	**2.75%**	**2.70%**	**2.72%**	**2.55%**
PPP	0.00%	0.05%	0.05%	0.17%	0.09%	0.13%	0.23%	0.09%
PAA Loans	0.23%	0.17%	0.13%	0.11%	0.08%	0.06%	0.05%	0.05%
Total Cash	0.02%	0.00%	0.00%	(0.07%)	(0.13%)	(0.20%)	(0.26%)	(0.28%)
PPP, PAA Loans, & Cash Income	0.25%	0.22%	0.19%	0.20%	0.05%	(0.01%)	0.02%	(0.14%)

Note: Totals may not sum due to rounding.

F.N.B. Corporation

Full Year 2022 Financial Objectives

		Q1 2022 Guidance	FY 2022 Guidance	Commentary
Balance Sheet[1]	**Spot Loans**		Low double-digit to low-teen growth, including Howard Bank	Mid-to-high single digit organic growth, excluding Howard Bank
	Spot Deposits		Mid-to-high single digit growth, including Howard Bank	Includes deposit run-off from the PPP program and government stimulus
Income Statement	**Net Interest Income (Non-FTE)**	$226-$230 million	$965-$1,005 million	Assumes two rate hikes (June and September 2022)
	Non-Interest Income	High $70's to $80 million	$320-$340 million	Expect continued benefits from diversified strategy
	Provision Expense		$20-$40 million, excluding Day 2 CECL provision in low $20 million range in the first quarter 2022	To support loan growth, positive credit quality trends and historically lower charge-offs
	Non-Interest Expense	$190-$195 million	$760-$780 million	On an operating basis; does not include one-time costs from Howard Bank acquistion
	Effective Tax Rate		~17.5-18.5%	Assumes no corporate income tax changes, and is dependent on the level of investment tax credit activity

(1) Targets are relative to December 31, 2021.

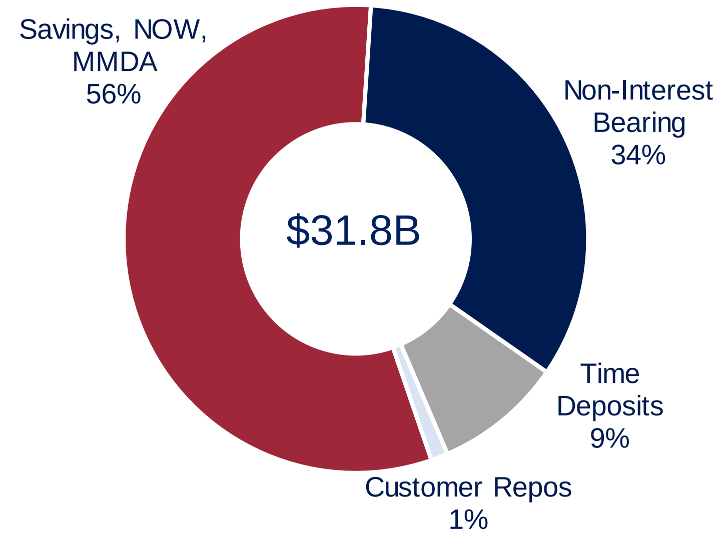
F.N.B. Corporation

Additional Financial Data

Deposits and Customer Repurchase Agreements

As of December 31, 2021

	Balance (in millions)	Portfolio (%)
Savings, NOW, MMDA	$18,078	56%
Non-Interest Bearing	10,789	34%
Transaction Deposits	**$28,867**	**90%**
Time Deposits	2,859	9%
Total Deposits	**$31,726**	**99%**
Customer Repos	376	1%
Transaction Deposits and Customer Repo Agreements	$29,243	91%
Total Deposits and Customer Repo Agreements	**$32,102**	**100%**



Deposits Commentary

- Loans to Deposits and Customer Repos Ratio (excluding loans HFS) at 12/31/2021 = 78.7%
- New client acquisition and relationship-based focus reflected in favorable deposit mix
  - 90% of total deposits and customer repo agreements are transaction-based deposits

Note: Balance and % of Portfolio based on period-end balances.

F.N.B. Corporation

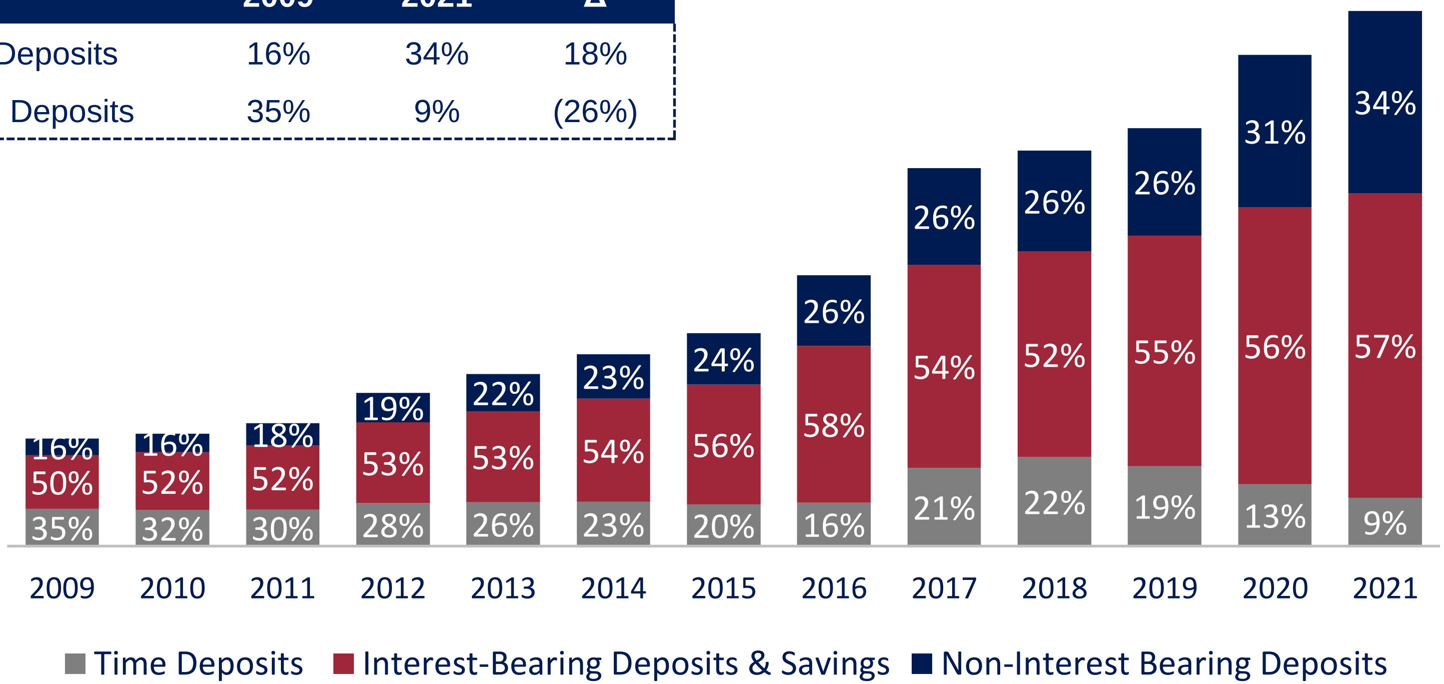
Deposits Composition

Strong deposit growth with improving NIB demand over time

Total Deposits

2009 – 2021

	2009	2021	Δ
NIB Deposits	16%	34%	18%
Time Deposits	35%	9%	(26%)



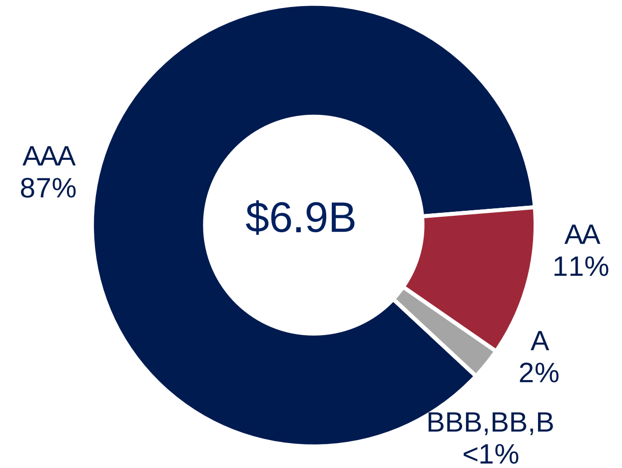
F.N.B. Corporation

Investment Portfolio

As of December 31, 2021		%	Ratings	
($ in millions[1])	Balance	Portfolio	Investment	%
Agency MBS	$2,548	37%	AAA	100%
Agency CMO	2,116	31%	AAA	100%
Agency Debentures	348	5%	AAA	100%
Municipals	1,050	15%	AAA	13%
			AA	72%
			A	15%
			BBB	>1%
Commercial MBS[2]	620	9%	AAA	100%
US Treasury	205	<1%	AAA	100%
Other	$2	<1%	Various/NR	
Total Investment Portfolio	**$6,889**			

Highly Rated Investment Portfolio

as of December 31, 2021



Investments Commentary

- 98% of total portfolio rated AA or better, 99% rated A or better
- Relatively low duration
- Municipal bond portfolio
  - Highly rated with an average rating of AA and 99% of the portfolio rated A or better
  - General obligation bonds = 100% of municipal portfolio
  - Minimal CECL impact < $100K

(1) Amounts reflect GAAP. (2) Comprised of Ginnie Mae Project Loans and FNMA DUS bond holdings.

F.N.B. Corporation

2021 Peer Group Listing

Ticker	Institution	Ticker	Institution
ASB	Associated Banc-Corp	NYCB	New York Community Bancorp
CHFC	Chemical Financial Corp.[1]	PBCT	People's United Financial, Inc.
CBSH	Commerce Bancshares, Inc.	PNFP	Pinnacle Financial Partners
CFR	Cullen/Frost Bankers, Inc.	SNV	Synovus Financial Corp.
FHN	First Horizon National Corp. [2]	UMPQ	Umpqua Holdings Corp.
FULT	Fulton Financial Corp.	UBSI	United Bankshares, Inc.
HWC	Hancock Whitney Corp.	VLY	Valley National Bancorp
HBAN	Huntington Bancshares, Inc.	WBS	Webster Financial Corp.
IBKC	IBERIABANK Corp.[2]	WTFC	Wintrust Financial Corp.
KEY	KeyCorp	ZION	Zions Bancorp

(1) CHFC merged with TCF Financial 3Q19; used for historical comparison. (2) IBKC merged with FHN during 2Q20; used for historical comparison.

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended				
	4Q21	3Q21	2Q21	1Q21	4Q20
Return on average tangible common equity (ROATCE)					
(dollars in millions)					
Net income available to common stockholders (annualized)	$ 382.7	$ 434.4	$ 398.6	$ 370.0	$ 279.2
Amortization of intangibles, net of tax (annualized)	9.5	9.5	9.6	9.8	10.5
Tangible net income available to common stockholders (annualized) (non-GAAP)	$ 392.1	$ 443.9	$ 408.2	$ 379.7	$ 289.7
Average total stockholders' equity	$ 5,111	$ 5,063	$ 4,994	$ 4,962	$ 4,947
Less: Average preferred stockholders' equity	(107)	(107)	(107)	(107)	(107)
Less: Average intangible assets [1]	(2,306)	(2,309)	(2,312)	(2,315)	(2,318)
Average tangible common equity (non-GAAP)	$ 2,698	$ 2,648	$ 2,576	$ 2,540	$ 2,522
Return on average tangible common equity (non-GAAP)	14.53 %	16.77 %	15.85 %	14.95 %	11.49 %
Operating ROATCE					
(dollars in millions)					
Operating net income available to common stockholders (annualized) [2]	$ 385.3	$ 437.4	$ 407.0	$ 370.0	$ 365.5
Amortization of intangibles, net of tax (annualized)	9.5	9.5	9.6	9.8	10.5
Tangible operating net income available to common stockholders (annualized) (non-GAAP)	$ 394.7	$ 446.9	$ 416.6	$ 379.7	$ 376.0
Average total stockholders' equity	$ 5,111	$ 5,063	$ 4,994	$ 4,962	$ 4,947
Less: Average preferred stockholders' equity	(107)	(107)	(107)	(107)	(107)
Less: Average intangible assets [1]	(2,306)	(2,309)	(2,312)	(2,315)	(2,318)
Average tangible common equity (non-GAAP)	$ 2,698	$ 2,648	$ 2,576	$ 2,540	$ 2,522
Operating return on average tangible common equity (non-GAAP)	14.63 %	16.88 %	16.17 %	14.95 %	14.91 %

(1) Excludes loan servicing rights. (2) A non-GAAP measure, refer to the previous page for more information.

F.N.B. Corporation

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended				
	4Q21	3Q21	2Q21	1Q21	4Q20
Return on average tangible assets (ROATA)					
(dollars in millions)					
Net income (annualized)	$ 390.7	$ 442.4	$ 406.7	$ 378.1	$ 287.2
Amortization of intangibles, net of tax (annualized)	9.5	9.5	9.6	9.8	10.5
Tangible net income (annualized) (non-GAAP)	$ 400.1	$ 451.9	$ 416.2	$ 387.9	$ 297.7
Average total assets	$ 39,519	$ 38,718	$ 38,526	$ 37,627	$ 37,469
Less: Average intangible assets [1]	(2,306)	(2,309)	(2,312)	(2,315)	(2,318)
Average tangible assets (non-GAAP)	$ 37,213	$ 36,409	$ 36,214	$ 35,312	$ 35,151
Return on average tangible assets (non-GAAP)	1.08 %	1.24 %	1.15 %	1.10 %	0.85 %
Operating net income					
(dollars in millions)					
Net income	$ 98.5	$ 111.5	$ 101.4	$ 93.2	$ 72.2
Merger-related expense	0.8	0.9	—	—	—
Tax benefit of merger-related expense	(0.2)	(0.2)	—	—	—
COVID-19 expense	—	—	—	—	4.7
Tax benefit of COVID-19 expense	—	—	—	—	(1.0)
Gain on sale of Visa class B stock	—	—	—	—	—
Tax expense of gain on sale of Visa class B stock	—	—	—	—	—
Loss on FHLB debt extinguishment and related hedge terminations	—	—	—	—	12.3
Tax benefit of loss on FHLB debt extinguishment and related hedge terminations	—	—	—	—	(2.6)
Branch consolidation costs	—	—	2.6	—	10.5
Tax benefit of branch consolidation costs	—	—	(0.6)	—	(2.2)
Service charge refunds	—	—	—	—	—
Tax benefit of service charge refunds	—	—	—	—	—
Operating net income (non-GAAP)	$ 99.1	$ 112.3	$ 103.5	$ 93.2	$ 93.9

(1) Excludes loan servicing rights.

F.N.B. Corporation

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended				
	4Q21	3Q21	2Q21	1Q21	4Q20
Operating ROATA					
(dollars in millions)					
Operating net income (annualized) [2]	$ 393.2	$ 445.4	$ 415.0	$ 378.1	$ 373.5
Amortization of intangibles, net of tax (annualized)	9.5	9.5	9.6	9.8	10.5
Tangible operating net income (annualized) (non-GAAP)	$ 402.7	$ 454.8	$ 424.6	$ 387.9	$ 384.0
Average total assets	$ 39,519	$ 38,718	$ 38,526	$ 37,627	$ 37,469
Less: Average intangible assets [1]	(2,306)	(2,309)	(2,312)	(2,315)	(2,318)
Average tangible assets (non-GAAP)	$ 37,213	$ 36,409	$ 36,214	$ 35,312	$ 35,151
Operating return on average tangible assets (non-GAAP)	1.08 %	1.25 %	1.17 %	1.10 %	1.09 %
Operating return on average assets					
(dollars in millions)					
Operating net income (annualized) [2]	$ 393.2	$ 445.4	$ 415.0	$ 378.1	$ 373.5
Average total assets	$ 39,519	$ 38,718	$ 38,526	$ 37,627	$ 37,469
Operating return on average assets (non-GAAP)	1.00 %	1.15 %	1.08 %	1.00 %	1.00 %

(1) Excludes loan servicing rights. (2) A non-GAAP measure, refer to the previous page for more information.

F.N.B. Corporation

Non-GAAP to GAAP Reconciliation

	For the Quarter Ended				
	4Q21	3Q21	2Q21	1Q21	4Q20
Tangible book value per common share					
(dollars in millions, except per share data)					
Total stockholders' equity	$ 5,150	$ 5,098	$ 5,036	$ 4,974	$ 4,959
Less: Preferred stockholders' equity	(107)	(107)	(107)	(107)	(107)
Less: Intangible assets [1]	(2,304)	(2,307)	(2,310)	(2,313)	(2,317)
Tangible common equity (non-GAAP)	$ 2,739	$ 2,684	$ 2,619	$ 2,553	$ 2,535
Ending common shares outstanding (000'S)	318,933	318,922	319,465	318,696	321,630
Tangible book value per common share (non-GAAP)	$ 8.59	$ 8.42	$ 8.20	$ 8.01	$ 7.88
Tangible common equity / tangible assets (period-end)					
(dollars in millions)					
Total stockholders' equity	$ 5,150	$ 5,098	$ 5,036	$ 4,974	$ 4,959
Less: Preferred stockholders' equity	(107)	(107)	(107)	(107)	(107)
Less: Intangible assets [1]	(2,304)	(2,307)	(2,310)	(2,313)	(2,317)
Tangible common equity (non-GAAP)	$ 2,739	$ 2,684	$ 2,619	$ 2,553	$ 2,535
Total assets	$ 39,513	$ 39,361	$ 38,406	$ 38,475	$ 37,354
Less: Intangible assets [1]	(2,304)	(2,307)	(2,310)	(2,313)	(2,317)
Tangible assets (non-GAAP)	$ 37,209	$ 37,054	$ 36,095	$ 36,162	$ 35,038
Tangible common equity / tangible assets (period end) (non-GAAP)	7.36 %	7.24 %	7.26 %	7.06 %	7.24 %

(1) Excludes loan servicing rights

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Non-GAAP to GAAP Reconciliation

Pre-provision net revenue / average tangible common equity (dollars in millions)	For the Quarter Ended 4Q21	3Q21	2Q21	1Q21	4Q20	For the Twelve Months Ended December 31, 2021	2020
Net interest income	$ 223.3	$ 232.4	$ 227.9	$ 222.9	$ 234.4	$ 906.5	$ 922.1
Non-interest income	79.0	88.9	79.8	82.8	68.4	330.4	294.6
Less: Non-interest expense	(181.6)	(184.2)	(182.5)	(184.9)	(199.3)	(733.2)	(750.3)
Pre-provision net revenue (as reported)	$ 120.7	$ 137.0	$ 125.1	$ 120.9	$ 103.4	$ 503.7	$ 466.3
Pre-provision net revenue (as reported) (annualized)	$ 478.8	$ 543.7	$ 501.9	$ 490.2	$ 411.5	$ 503.7	$ 466.3
Adjustments:							
Add: Service charge refunds (non-interest income)	0.0	0.0	0.0	0.0	0.0	0.0	3.8
Less: Gain on sale of VISA class B shares (non-interest income)	0.0	0.0	0.0	0.0	0.0	0.0	(13.8)
Add: Loss on FHLB debt extinguishment and related hedge terminations (non-interest income)	0.0	0.0	0.0	0.0	12.3	0.0	25.6
Add: Merger-related expense (non-interest expense)	0.8	0.9	0.0	0.0	0.0	1.8	0.0
Add: COVID - 19 expense (non-interest expense)	0.0	0.0	0.0	0.0	4.7	0.0	11.3
Add: Branch consolidation costs (non-interest expense)	0.0	0.0	2.6	0.0	10.5	2.6	18.7
Add: Tax credit-related impairment project (non-interest expense)	0.0	0.0	0.0	0.0	0.0	0.0	4.1
Pre-provision net revenue (operating) (non-GAAP)	$ 121.5	$ 138.0	$ 127.8	$ 120.9	$ 130.9	$ 508.1	$ 516.0
Pre-provision net revenue (operating) (annualized) (non-GAAP)	$ 482.1	$ 547.4	$ 512.6	$ 490.2	$ 520.6	$ 508.1	$ 516.0
Average total shareholders' equity	$ 5,111	$ 5,063	$ 4,994	$ 4,962	$ 4,947	$ 5,033	$ 4,904
Less: Average preferred shareholders' equity	(107)	(107)	(107)	(107)	(107)	(107)	(107)
Less: Average intangible assets [1]	(2,306)	(2,309)	(2,312)	(2,315)	(2,318)	(2,310)	(2,323)
Average tangible common equity (non-GAAP)	$ 2,698	$ 2,648	$ 2,576	$ 2,540	$ 2,522	$ 2,616	$ 2,474
Pre-provision net revenue (reported) / average tangible common equity (non-GAAP)	17.74 %	20.53 %	19.49 %	19.30 %	16.32 %	19.26 %	18.84 %
Pre-provision net revenue (operating) / average tangible common equity (non-GAAP)	17.87 %	20.68 %	19.90 %	19.30 %	20.65 %	19.42 %	20.85 %

(1) Excludes loan servicing rights

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Non-GAAP to GAAP Reconciliation

	For the Quarter Ended					Twelve Months Ended December 31,	
	4Q21	3Q21	2Q21	1Q21	4Q20	2021	2020
Efficiency ratio (FTE)							
(dollars in millions)							
Total non-interest expense	$ 181.6	$ 184.2	$ 182.5	$ 184.9	$ 199.3	$ 733.2	$ 750.3
Less: Amortization of intangibles	(3.0)	(3.0)	(3.0)	(3.1)	(3.3)	(12.1)	(13.4)
Less: OREO expense	(0.5)	(0.8)	(0.5)	(0.8)	(1.1)	(2.6)	(4.4)
Less: Merger-related expense	(0.8)	(0.9)	0.0	0.0	0.0	(1.8)	0.0
Less: COVID-19 expense	0.0	0.0	0.0	0.0	(4.7)	0.0	(11.3)
Less: Branch consolidation costs	0.0	0.0	(2.6)	0.0	(10.5)	(2.6)	(18.7)
Less: Tax credit-related project impairment	0.0	0.0	0.0	0.0	0.0	0.0	(4.1)
Adjusted non-interest expense	$ 177.2	$ 179.5	$ 176.3	$ 181.0	$ 179.8	$ 714.0	$ 698.4
Net interest income	$ 223.3	$ 232.4	$ 227.9	$ 222.9	$ 234.4	$ 906.5	$ 922.1
Taxable equivalent adjustment	2.7	2.6	2.7	2.9	3.0	10.9	12.5
Non-interest income	79.0	88.9	79.8	82.8	68.4	330.4	294.6
Less: Net securities gains	0.0	(0.1)	(0.1)	(0.0)	(0.0)	(0.2)	(0.3)
Less: Gain on sale of Visa class B stock	0.0	0.0	0.0	0.0	0.0	0.0	(13.8)
Add: Loss on FHLB debt extinguishment and related hedge terminations	0.0	0.0	0.0	0.0	12.3	0.0	25.6
Add: Service charge refunds	0.0	0.0	0.0	0.0	0.0	0.0	3.8
Adjusted net interest income (FTE) + non-interest income	$ 305.0	$ 323.8	$ 310.3	$ 308.5	$ 318.0	$ 1,247.7	$ 1,244.4
Efficiency ratio (FTE) (non-GAAP)	58.10 %	55.43 %	56.83 %	58.67 %	56.52 %	57.23 %	56.13 %

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Non-GAAP to GAAP Reconciliation

	For the Quarter Ended				
	4Q21	3Q21	2Q21	1Q21	4Q20
Allowance for credit losses / loans and leases, excluding PPP loans (period-end)					
(dollars in millions)					
ACL - loans	$ 344	$ 349	$ 357	$ 362	$ 363
Loans and leases	$ 24,969	$ 24,716	$ 25,111	$ 25,532	$ 25,459
Less: PPP loans outstanding	(337)	(694)	(1,551)	(2,488)	(2,158)
Loans and leases excluding PPP loans (non-GAAP)	$ 24,632	$ 24,022	$ 23,559	$ 23,044	$ 23,300
ACL loans / loans and leases, excluding PPP loans (non-GAAP)	1.40 %	1.45 %	1.51 %	1.57 %	1.56 %
Non-performing loans / loans and leases, excluding PPP loans					
(dollars in millions)					
Non-performing loans	$ 88	$ 110	$ 128	$ 158	$ 170
Loans and leases	$ 24,969	$ 24,716	$ 25,111	$ 25,532	$ 25,459
Less: PPP loans outstanding	(337)	(694)	(1,551)	(2,488)	(2,158)
Loans and leases, excluding PPP loans (non-GAAP)	$ 24,632	$ 24,022	$ 23,559	$ 23,044	$ 23,300
Non-performing loans / loans and leases, excluding PPP loans (non-GAAP)	0.36 %	0.46 %	0.54 %	0.68 %	0.73 %
Non-performing loans + OREO / loans and leases + OREO, excluding PPP loans					
(dollars in millions)					
Non-performing loans + OREO	$ 95	$ 118	$ 136	$ 165	$ 179
Loans and leases	$ 24,969	$ 24,716	$ 25,111	$ 25,532	$ 25,459
Plus: OREO	7	7	8	7	9
Less: PPP loans outstanding	(337)	(694)	(1,551)	(2,488)	(2,158)
Loans and leases + OREO, excluding PPP loans (non-GAAP)	$ 24,639	$ 24,029	$ 23,567	$ 23,052	$ 23,309
Non-performing loans + OREO / loans and leases + OREO, excluding PPP loans (non-GAAP)	0.39 %	0.49 %	0.58 %	0.72 %	0.77 %

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Non-GAAP to GAAP Reconciliation

	For the Quarter Ended				
	4Q21	3Q21	2Q21	1Q21	4Q20
Non-performing loans + 90 days past due + OREO / loans and leases + OREO, excluding PPP loans					
(dollars in millions)					
Non-performing loans + 90 days past due + OREO	$ 102	$ 126	$ 144	$ 176	$ 197
Loans and leases	$ 24,969	$ 24,716	$ 25,111	$ 25,532	$ 25,459
Plus: OREO	8	8	9	9	10
Less: PPP loans outstanding	(337)	(694)	(1,551)	(2,488)	(2,158)
Loans and leases + OREO, excluding PPP loans (non-GAAP)	$ 24,640	$ 24,030	$ 23,568	$ 23,053	$ 23,311
Non-performing loans + 90 days past due + OREO / loans and leases + OREO, excluding PPP loans (non-GAAP)	0.41 %	0.52 %	0.61 %	0.76 %	0.84 %
Net loan charge-offs (annualized) / average loans and leases, excluding PPP loans					
(dollars in millions)					
Net loan charge-offs (annualized)	$ 5.6	$ 6.3	$ 15.3	$ 28.9	$ 104.9
Average loans and leases	$ 24,734	$ 24,729	$ 25,397	$ 25,453	$ 25,656
Less: Average PPP loans outstanding	(503)	(1,123)	(2,126)	(2,287)	(2,464)
Average loans and leases, excluding PPP loans (non-GAAP)	$ 24,232	$ 23,606	$ 23,272	$ 23,166	$ 23,192
Net loan charge-offs (annualized) / average loans and leases, excluding PPP loans (non-GAAP)	0.02 %	0.03 %	0.07 %	0.13 %	0.45 %
Past due and non-accrual loans, excluding PPP loans / loans and leases, excluding PPP loans					
(dollars in millions)					
Past due and non-accrual loans	$ 153	$ 177	$ 189	$ 205	$ 259
Less: Past due and non-accrual loans - PPP loans	(1)	(7)	—	—	—
Past due and non-accrual loans, excluding PPP loans (non-GAAP)	$ 152	$ 170	$ 189	$ 205	$ 259
Loans and leases	$ 24,969	$ 24,716	$ 25,111	$ 25,532	$ 25,459
Less: PPP loans outstanding	(337)	(694)	(1,551)	(2,488)	(2,158)
Loans and leases, excluding PPP loans (non-GAAP)	$ 24,632	$ 24,022	$ 23,559	$ 23,044	$ 23,300
Past due and non-accrual loans, excluding PPP loans / loans and leases, excluding PPP loans (non-GAAP)	0.62 %	0.71 %	0.80 %	0.89 %	1.11 %

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