NBT Bancorp Inc.

Q1 2021 Earnings Presentation

Forward-Looking Statements

This presentation contains forward-looking statements, as defined in the Private Securities Litigation Reform Act of 1995. These statements may be identified by the use of phrases such as “anticipate,” “believe,” “expect,” “forecasts,” “projects,” “will,” “can,” “would,” “should,” “could,” “may,” or other similar terms. There are a number of factors, many of which are beyond the Company’s control that could cause actual results to differ materially from those contemplated by the forward-looking statements. Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include, among others, the following possibilities: (1) local, regional, national and international economic conditions and the impact they may have on the Company and its customers and the Company’s assessment of that impact; (2) changes in the level of nonperforming assets and charge-offs; (3) changes in estimates of future reserve requirements based upon the periodic review thereof under relevant regulatory and accounting requirements; (4) the effects of and changes in trade and monetary and fiscal policies and laws, including the interest rate policies of the Federal Reserve Board (“FRB”); (5) inflation, interest rate, securities market and monetary fluctuations; (6) political instability; (7) acts of war or terrorism; (8) the timely development and acceptance of new products and services and perceived overall value of these products and services by users; (9) changes in consumer spending, borrowings and savings habits; (10) changes in the financial performance and/or condition of the Company’s borrowers; (11) technological changes; (12) acquisitions and integration of acquired businesses; (13) the ability to increase market share and control expenses; (14) changes in the competitive environment among financial holding companies; (15) the effect of changes in laws and regulations (including laws and regulations concerning taxes, banking, securities and insurance) with which the Company and its subsidiaries must comply, including those under the Dodd-Frank Act, Economic Growth, Regulatory Relief, Consumer Protection Act of 2018, Coronavirus Aid, Relief and Economic Security Act (“CARES Act”), and other legislative and regulatory responses to the coronavirus (“COVID-19”) pandemic; (16) the effect of changes in accounting policies and practices, as may be adopted by the regulatory agencies, as well as the Public Company Accounting Oversight Board, the Financial Accounting Standards Board (“FASB”) and other accounting standard setters; (17) changes in the Company’s organization, compensation and benefit plans; (18) the costs and effects of legal and regulatory developments including the resolution of legal proceedings or regulatory or other governmental inquiries and the results of regulatory examinations or reviews; (19) greater than expected costs or difficulties related to the integration of new products and lines of business; (20) the adverse impact on the U.S. economy, including the markets in which we operate, of the novel coronavirus, which causes COVID-19 global pandemic; and (21) the Company’s success at managing the risks involved in the foregoing items.

Currently, one of the most significant factors that could cause actual outcomes to differ materially from the Company’s forward-looking statements is the potential adverse effect of the current COVID-19 pandemic on the financial condition, results of operations, cash flows and performance of the Company, its customers and the global economy and financial markets. The extent to which the COVID-19 pandemic impacts the Company will depend on future developments, which are highly uncertain and cannot be predicted with confidence, including the scope, severity and duration of the pandemic and its impact on the Company’s customers and demand for financial services, the actions governments, businesses and individuals take in response to the pandemic, the impact of the COVID-19 pandemic and actions taken in response to the pandemic on global and regional economies, national and local economic activity, and the pace of recovery when the COVID-19 pandemic subsides, among others. Moreover, investors are cautioned to interpret many of the risks identified under the section entitled “Risk Factors” in our Form 10-K for the year ended December 31, 2020 as being heightened as a result of the ongoing and numerous adverse impacts of the COVID-19 pandemic.

The Company cautions readers not place undue reliance on any forward-looking statements, which speak only as of the date made, and advises readers that various factors including, but not limited to, those described above and other factors discussed in the Company’s annual and quarterly reports previously filed with the SEC, could affect the Company’s financial performance and could cause the Company’s actual results or circumstances for future periods to differ materially from those anticipated or projected. Unless required by law, the Company does not undertake, and specifically disclaims any obligations to, publicly release any revisions that may be made to any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements.

Q1 2021 Highlights

EARNINGS

- Net income of $39.8 million, or diluted earnings per share of $0.91, up 13 cents from prior quarter
- Pre-provision net revenue[1] was $47.5 million, consistent with prior quarter
- Provision for loan losses down $2.2 million from prior quarter

BALANCE SHEET & ASSET QUALITY

- Period end loans were $7.6 billion including $536 million in Paycheck Protection Program (“PPP”) outstandings
- Deposits grew to $9.8 billion at March 31, 2021 with total cost of deposits at 0.14% for Q1 2021 compared to 0.17% for Q4 2020
- Allowance for loan losses to total loans of 1.38% (1.48% excluding PPP loans and related allowance), down from 1.47% (1.56% excluding PPP loans and related allowance) in Q4 2020
- Net charge-offs to average loans was 0.12%, annualized (0.13% excluding PPP loans)
- Nonperforming loans decreased 5% from the prior quarter
- Loans on deferral (excluding PPP loans) were down 42%

CAPITAL STRENGTH

- Tangible book value per share[1] grew 1% for the quarter and 9% from prior year to $20.71
- CET1 ratio grew 2% to 12.13% at March 31, 2021
- Approved Q2 2021 dividend of $0.27 per share, payable on June 15, 2021 to shareholders of record as of June 1, 2021
- Company purchased 257,031 shares of its common stock during the quarter ended March 31, 2021 at weighted average price of $35.09 per share under previously announced plan

1. Non-GAAP measure; reconciliation of Non-GAAP measures on slides 19 - 21

Q1 2021 Results Overview

Financial Highlights

($ in millions except per share data)	Q1 2021	Change Q4 2020	Change Q1 2020	% Change Q4 2020	% Change Q1 2020
Period End Balance Sheet					
Total loans	$ 7,633.5	$ 134.6	$ 386.1	1.8%	5.3%
Total loans, excluding PPP	7,097.0	28.9	(150.4)	0.4%	(2.1%)
Total deposits	9,815.9	734.2	1,951.3	8.1%	24.8%
Income Statement					
FTE net interest income[2]	$ 79.4	$ (1.1)	$ 1.8	(1.3%)	2.4%
Provision for loan losses	(2.8)	(2.2)	(32.4)	360.6%	(109.4%)
Total noninterest income[3]	36.6	(1.4)	0.3	(3.6%)	0.9%
Total noninterest expense	67.9	(7.3)	(3.0)	(9.7%)	(4.2%)
Provision for taxes	11.2	1.7	9.4	18.3%	550.4%
Net income	39.8	5.7	29.5	16.5%	284.3%
Pre-provision net revenue[2]	47.5	(0.6)	2.7	(1.3%)	6.0%
Performance Ratios					
Earnings per share, diluted	$ 0.91	$ 0.13	$ 0.68	16.7%	295.7%
Net interest margin[2]	3.17%	(0.03%)	(0.35%)	(0.9%)	(9.9%)
ROAA	1.46%	0.22%	1.03%	17.7%	239.5%
PPNR ROAA[2]	1.74%	(0.01%)	(0.11%)	(0.6%)	(5.9%)
ROATCE[2]	18.24%	2.53%	13.00%	16.1%	248.1%
NCOs/ Avg loans (%)	0.12%	(0.09%)	(0.20%)	(42.9%)	(62.5%)
NCOs/ Avg loans (%), excluding PPP	0.13%	(0.09%)	(0.19%)	(40.9%)	(59.4%)
Tangible book value per share[2]	$ 20.71	$ 0.19	$ 1.75	0.9%	9.2%
Tangible equity ratio[2]	8.00%	(0.41%)	(0.55%)	(4.9%)	(6.4%)
Capital Ratios					
Leverage ratio	9.60%	0.04%	(0.42%)	0.4%	(4.2%)
Common equity tier 1 capital ratio	12.13%	0.29%	1.23%	2.4%	11.3%
Tier 1 capital ratio	13.38%	0.29%	1.24%	2.2%	10.2%
Total risk-based capital ratio	15.92%	0.30%	2.56%	1.9%	19.2%

1. Comparison to Q4 2020 unless otherwise stated
2. Non-GAAP measure; reconciliation of Non-GAAP measures on slides 19 - 21
3. Excludes net securities gains (losses)

Quarterly Highlights[1]

Balance Sheet

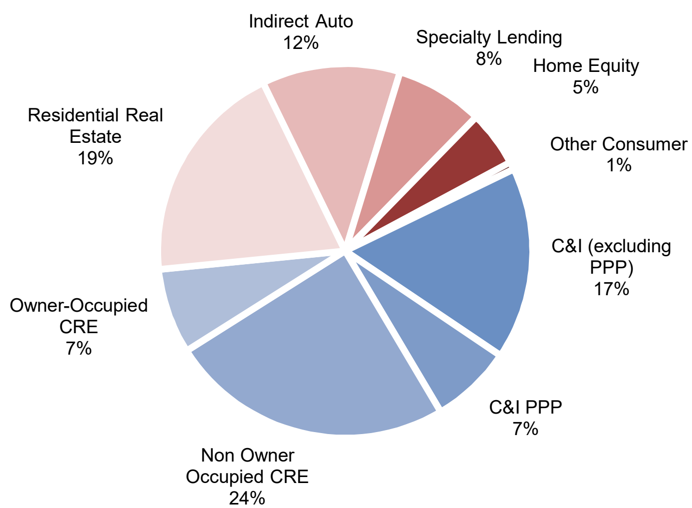
- Loans, excluding PPP, were up $29 million from Q4 2020
- Deposits increased $734 million during the quarter
- Tangible book value per share[2] up 1%

Earnings & Capital

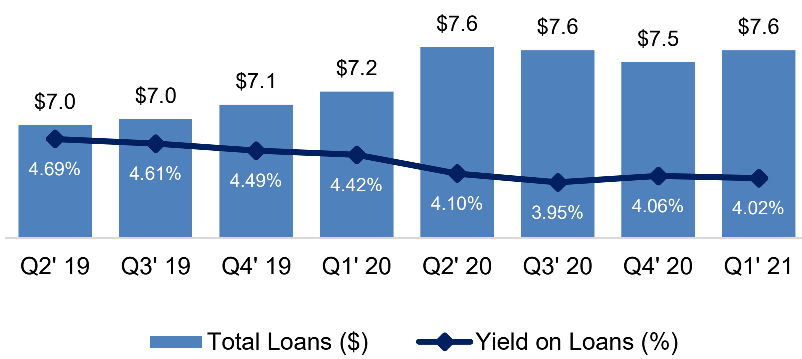
- Net income was $39.8 million and diluted earnings per share was $0.91
- Provision expense of ($2.8) million, decreasing allowance for loan losses to 1.48% (excluding PPP loans)
- PPNR[2] 1% lower than Q4 2020
- PPNR[2] ROAA was 1.74%
- Net interest margin[2] down 3 bps
- Fee income[3] down 4% from Q4 2020
- Noninterest expense down 9.7%
  - Q4 2020 included branch optimization charges and unfunded loan commitments reserve charges
- Effective tax rate of 21.9%

Loans

Total Loans: $7.6 billion[1]



Yield on Loans (%) / Total Loans ($ in billions)



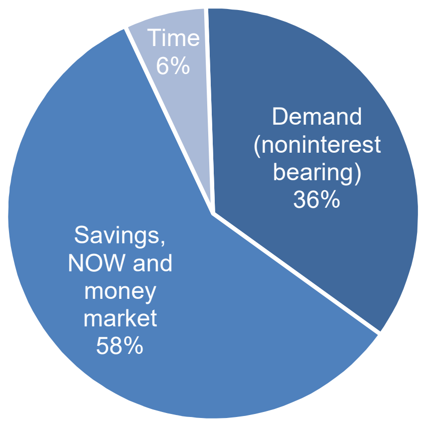
1. As of 3/31/21. Total loans included PPP loans of $536.5 million net of $14.2 million in unearned fees

Quarterly Highlights

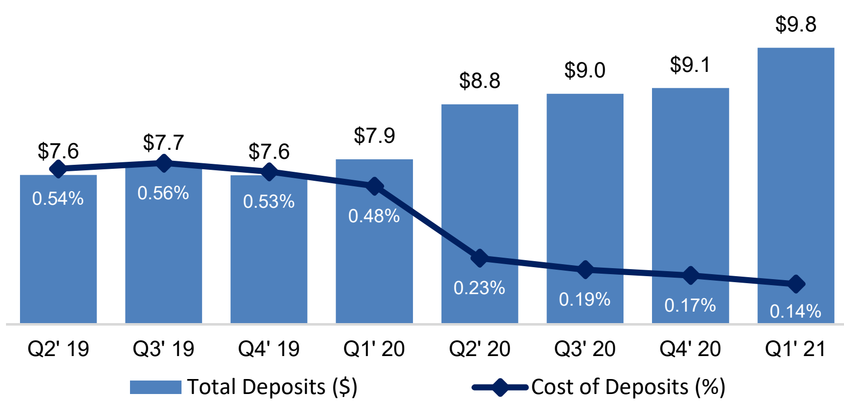
- Loans, excluding PPP, were up $29 million from Q4 2020
  - Total commercial loans grew 6.8%, annualized
  - Total consumer loans decreased $32 million to $3.4 billion
- Commercial line of credit utilization rate was 22% at March 31, 2021 consistent with 22% at December 31, 2020
- Origination volumes in Q1 2021:
  - Commercial (net of PPP) was $221 million
  - Residential mortgage was $68 million
- Originated $250 million in PPP loans with an average loan size of $99,000
- Non-owner occupied CRE at 150.9% to total capital
- Yields on loans decreased 4 bps from Q4 2020
  - Excluding PPP loans, yields decreased 7 bps from the 4Q 2020 driven by a 12 bp reduction in the commercial loan portfolio
- Average new volume rates for quarter:
  - Commercial (excluding PPP): 3.21%
  - Indirect auto: 3.49%
  - Residential mortgage: 2.82%

Deposits

Total Deposits: $9.8 billion[1]



Cost of Deposits (%) / Total Deposits ($ in billions)



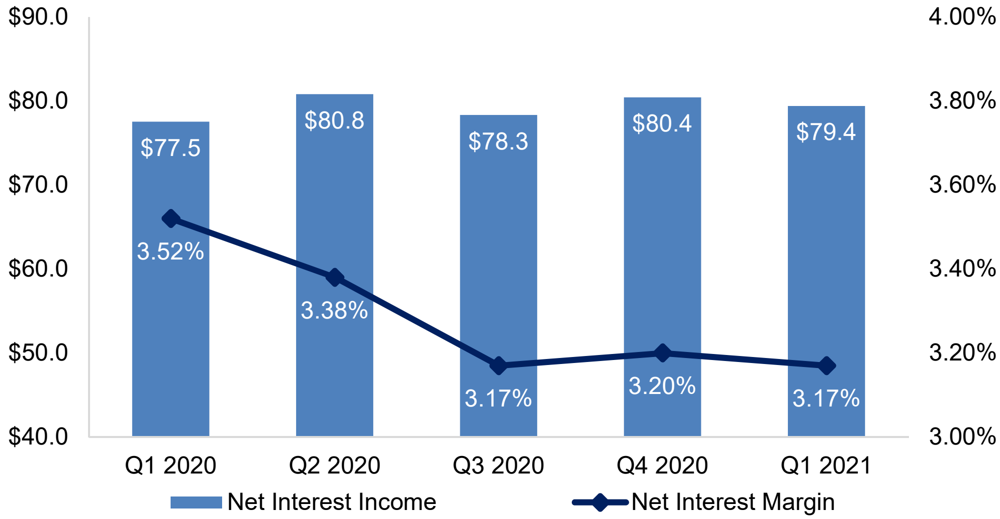
Quarterly Highlights[2]

- Period end deposits grew $734 million from previous quarter
  - Core deposits grew $763 million with noninterest bearing demand deposits up $254 million
- Core deposits[3] represent 94% of total deposit funding
- Noninterest bearing deposits were 36% of total deposits at Q1 2021
- Q1 2021 cost of total deposits of 0.14% decreased 3 bps from prior quarter
- Q1 2021 cost of interest-bearing deposits was 0.21%, down 5 bps or 19%
- $162 million in time deposits repricing in Q2 2021 with average cost of 96 bps
- Loan to deposit ratio was 77.8% at March 31, 2021

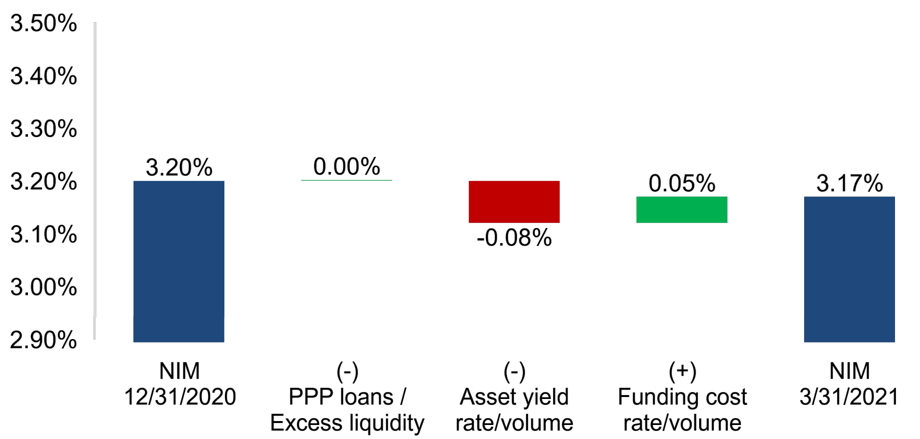
1. As of 3/31/2021
2. Comparison to Q4 2020 unless otherwise stated
3. Core deposits defined as total deposits less all time

Net Interest Income & Net Interest Margin

Net Interest Income ($ in millions) & Net Interest Margin (%)



Q1 2021 Net Interest Margin



Quarterly Highlights[1]

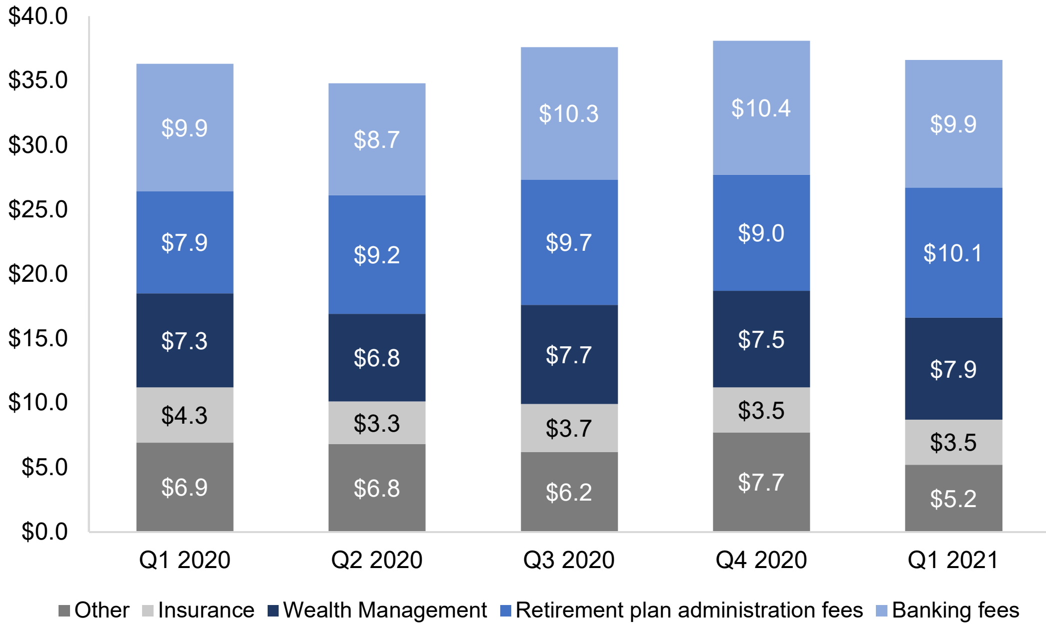
- Net interest income flat at $79.4 million
- Net interest margin decreased 3 bps to 3.17%
  - Net impact of excess liquidity and PPP lending negatively impacted NIM by 8 bps
  - Normalized margin, excluding PPP and excess liquidity, decreased 3 bps from the prior quarter primarily due to 8 bp decline in earning asset yields partially offset by 6 bp decline in cost of interest bearing liabilities (positive impact of 5 bps on margin)

Net Interest Income and Net Interest Margin are shown on a fully tax equivalent basis which is a Non-GAAP measure; reconciliation of Non-GAAP measures on slides 19 - 21

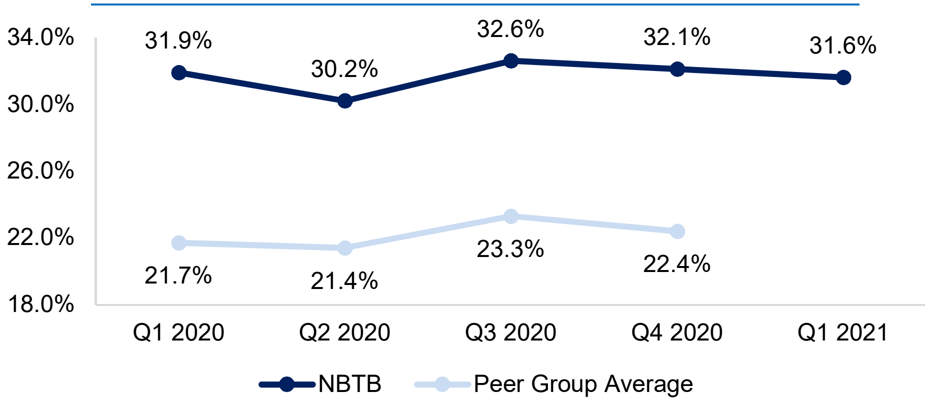
1. Comparison to Q4 2020 unless otherwise stated

Noninterest Income

Noninterest Income Trend[1] ($ in millions)



Total Noninterest Income[1] / Total Revenue[1]



Quarterly Highlights[2]

- Noninterest income to total revenue was ~32%[1]
- $36.6 million[1] in noninterest income, down $1.4 million from Q4 2020
- Retail banking fees (service charges and ATM and debit card fees)
  - Service charges on deposit accounts down due to lower overdraft fees
  - ATM and debit card fees were comparable to Q4 2020
- Retirement plan administration fees up $1.1 million
  - ABG contributed $1.7 million
- Wealth management fees up $0.5 million
- Insurance revenues comparable to Q4 2020
- Other revenue down $2.5 million driven by lower swap fee income

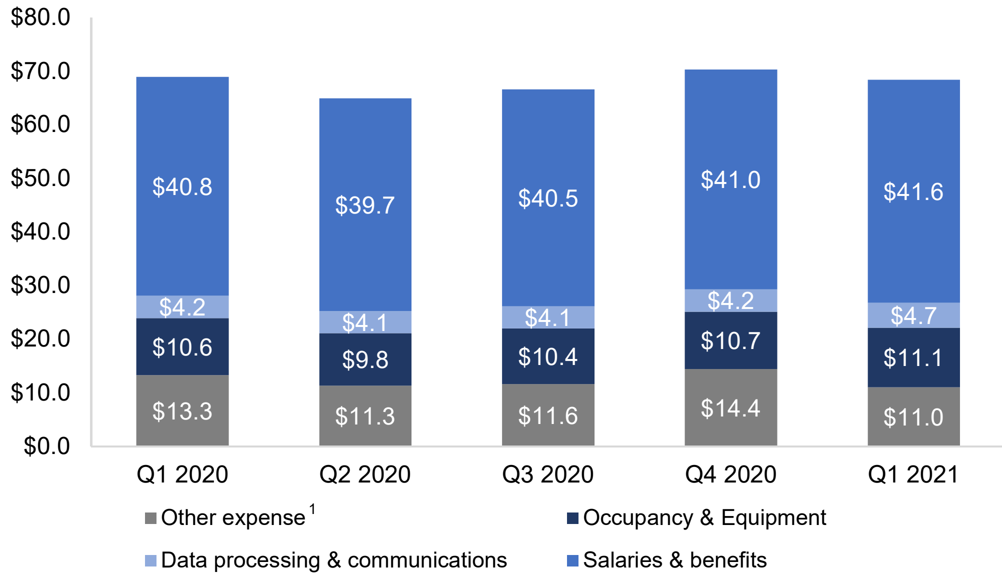
Record levels of assets under management / administration of $9.3 billion

Peer Source Data: S&P Global Market Intelligence
Peer Group information on slide 22

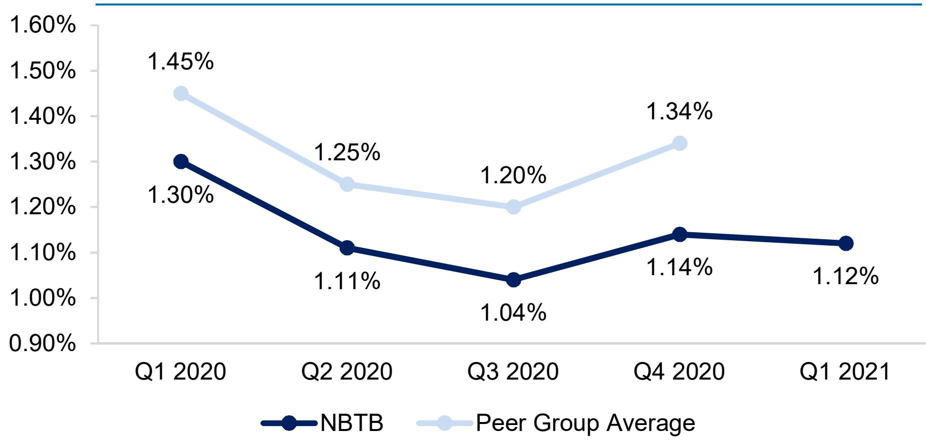
1. Excludes net securities gains (losses)
2. Comparison to Q4 2020 unless otherwise stated

Noninterest Expense

Noninterest Expense Trend ($ in millions)



Overhead Ratio[3] Trend



Quarterly Highlights[2]

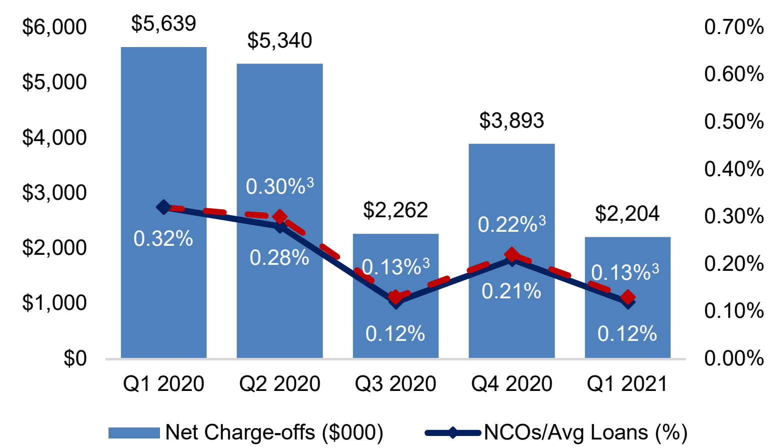
- Noninterest expense of $67.9 million
  - Down $7.3 million (9.7%)
  - Overhead ratio at 1.12%[3]
- Salaries & Benefits
  - Seasonally higher payroll taxes and stock-based compensation expenses
- Occupancy & Equipment
  - Higher due to seasonal expenses
- Data processing & communications increased driven by charges related to PPP program.
- Other expense decreased due to the $4.1 million branch optimization charge in Q4 2020 and timing of various expenses
- Other expense included a $1.4 million decrease in provision for unfunded commitments reserve

Peer Data Source: S&P Global Market Intelligence
Peer Group information on slide 22

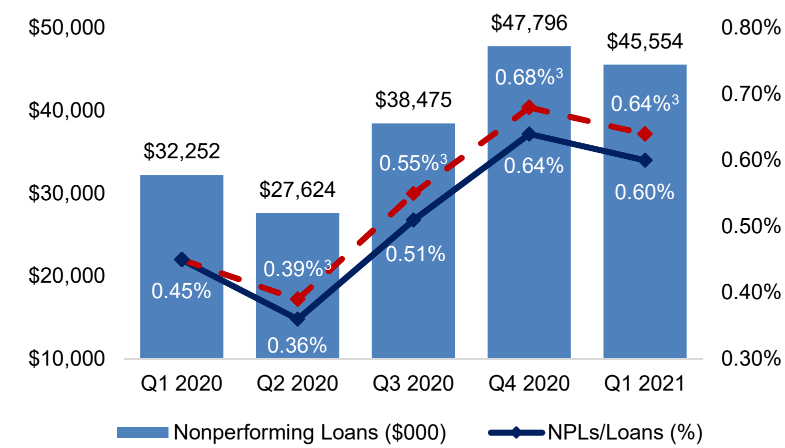
1. Other Expense includes Professional fees and outside services, Office supplies and postage, FDIC expense, Advertising, Amortization of intangible assets, Loan collection & OREO, net and Other expense. Presented excluding gain(loss) on OREO, provision for unfunded commitment reserves under CECL and other non-recurring expense – see slide 21 for reconciliation
2. Comparisons to Q4 2020 unless otherwise stated
3. See Appendix slide 21 for overhead ratio calculation

Q1 2021 Asset Quality

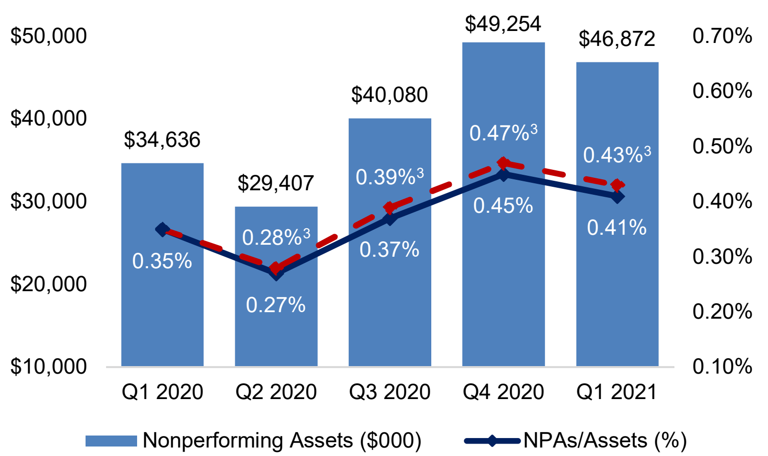
Net Charge-Offs



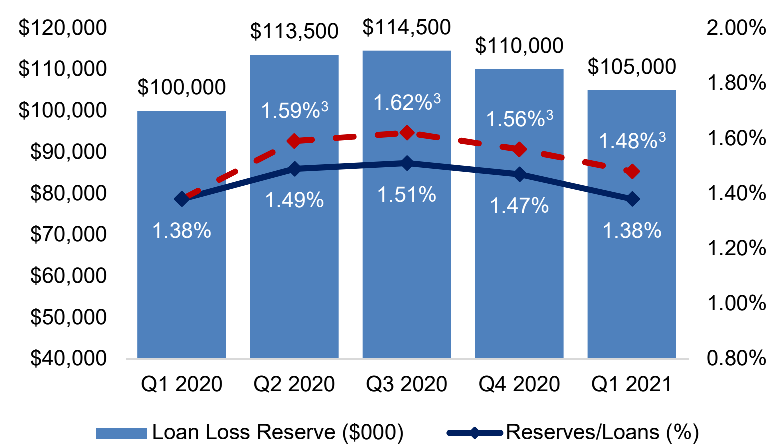
Nonperforming Loans[1]



Nonperforming Assets[2]



Loan Loss Reserves



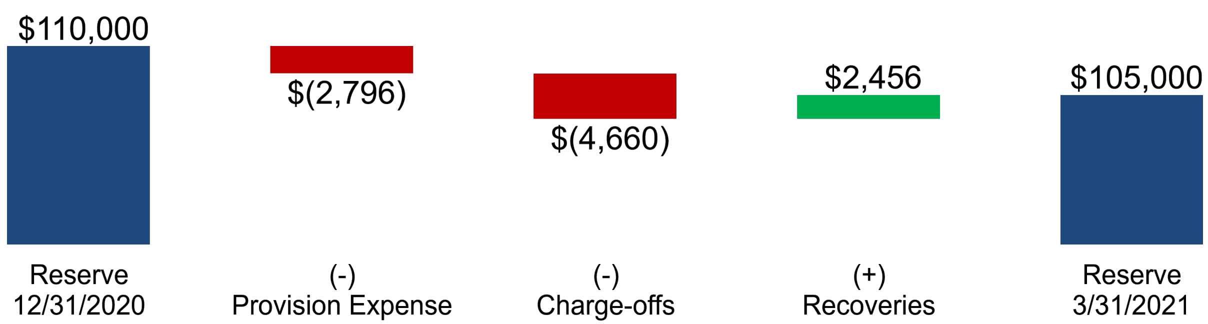
1. Nonperforming loans exclude performing TDRs
2. Nonperforming assets include nonaccrual loans, loans ninety days past due and still accruing and OREO
3. Excluding PPP loans of $510.1 million and related allowance of $26 thousand as of June 30, 2020, PPP loans of $514.6 million and related allowance of $26 thousand as of September 30, 2020, PPP loans of $430.8 million and related allowance of $21 thousand as of December 31, 2020 and PPP loans of $536.5 million and related allowance of $27 thousand as of March 31, 2021.

CECL Allowance for Loan Losses

Reserve / Loans by Segment

Loan Type	3/31/2020	6/30/2020	9/30/2020	12/31/2020	3/31/2021
Commercial & Industrial	1.43%	1.25%	1.34%	1.34%	1.20%
Paycheck Protection Program	0.00%	0.01%	0.01%	0.01%	0.01%
Commercial Real Estate	1.10%	1.56%	1.57%	1.49%	1.48%
Residential Real Estate	0.99%	1.13%	1.21%	1.07%	1.03%
Auto	1.08%	0.99%	0.92%	0.93%	0.78%
Other Consumer	4.00%	5.01%	4.66%	4.55%	4.34%
Total	**1.38%**	**1.49%**	**1.51%**	**1.47%**	**1.38%**
Total excluding PPP loans	**1.38%**	**1.59%**	**1.62%**	**1.56%**	**1.48%**

3/31/2021 Loan Loss Reserve Release ($ in Thousands)



APPENDIX

COVID-19 Update

Immediately created **Executive Task Force** and engaged established **Incident Response Team** under NBTB's **Business Continuity Plan** to execute a **comprehensive pandemic response** and take decisive action to address the initial and ongoing needs of impacted customers and employees.

EMPLOYEES

- NBT Forward team ensures safety and nimble response across geographic and functional areas with groups focusing on: Employee Wellbeing, Alternate Workplans, Physical Workspaces, Customers & Vendors, and Policies, Training & Communication
- Health and safety protocols protect branch and other onsite workers
- Full-Time Remote and Hybrid Work Arrangements continue for majority of non-branch staff
- Enhancing Work-From-Home Experience through investments in Digital Tools and Technology

CUSTOMERS

- 31% year-over-year increase in Consumer Digital Adoption, including 60% year-over-year increase in Online Account Opening and 95% year-over-year increase in Mobile Dollars Deposited
- 30% year-over-year increase in Self Service transactions previously conducted at teller line or through call center
- New mobile, online, business banking and mortgage banking platforms launched in 2020
- Open for business with lobbies fully accessible as of March 8, 2021

SBA PAYCHECK PROTECTION PROGRAM

- Began accepting applications from Current and New Customers for current round of funding on January 14 with enhanced digital interface. Activity resulted in $250 million in originations as of March 31, 2021
- Supporting Application and Forgiveness Processes with online resources, educational webinars and CPA partnership
- In 2020, secured 3,000 loans for $548 million in relief. Helped retain over 61,000 workers

Responsive | Technology Enabled

Paycheck Protection Program

Dollars in Thousands	Q2 2020	Q3 2020	Q4 2020	Q1 2021
$ of Loans Originated	546,533	548,075	548,075	797,747
# of Loans Originated	2,957	2,971	2,971	5,492
Avg Originated Balance	185	184	184	145
Current Balance	524,654	525,833	451,878	568,497
Cumulative Forgiveness %	0%	0%	13%	26%
QTD Income	3,874	4,640	5,671	6,171

2020

Originated $548 million with average loan size of $184,000

37% of loans forgiven with $2.7 million in unamortized fees

2021

Originated $250 million with average loan size of $99,000

$11.6 million remaining in unamortized fees

Positive Payment Deferral Trends

COVID-19 Deferrals by Portfolio				
	Q2 Peak Deferrals (May 28, 2020)		As of April 19, 2021	
(in $000's)	Balance Deferred	% of Portfolio(1)	Balance Deferred	% of Portfolio(2)
Large Commercial	$649,683	22%	$51,596	2%
Small Commercial	$139,428	24%	$1,799	0%
Total Commercial	$789,111	22%	$53,395	1%
Home Lending	$128,052	7%	$4,742	0%
Consumer	$156,875	9%	$3,280	0%
Total Consumer	$284,927	8%	$8,022	0%
Total Loan Portfolio	$1,074,038	15%	$61,417	1%

Commercial COVID-19 Deferrals by Industry				
	Q2 Peak Deferrals (May 28, 2020)		As of April 19, 2021	
(in $000's)	Balance Deferred	% of Industry(1)	Balance Deferred	% of Industry(2)
Accommodations	$119,545	69%	$29,411	18%
Healthcare	$33,062	23%	$0	0%
Restaurants/Entertainment	$75,402	54%	$9,896	8%
General Retailers	$28,397	23%	$0	0%
Automotive Retailers	$45,968	44%	$323	0%
All Other Industries	$486,737	17%	$13,765	0%
Total Commercial	$789,111	22%	$53,395	1%

Commercial

- Strong return to pay from peak with 1% remaining on deferral
- $43 million on forbearance > 180 days

Consumer

- Strong return to pay from peak with 0.2% remaining on deferral

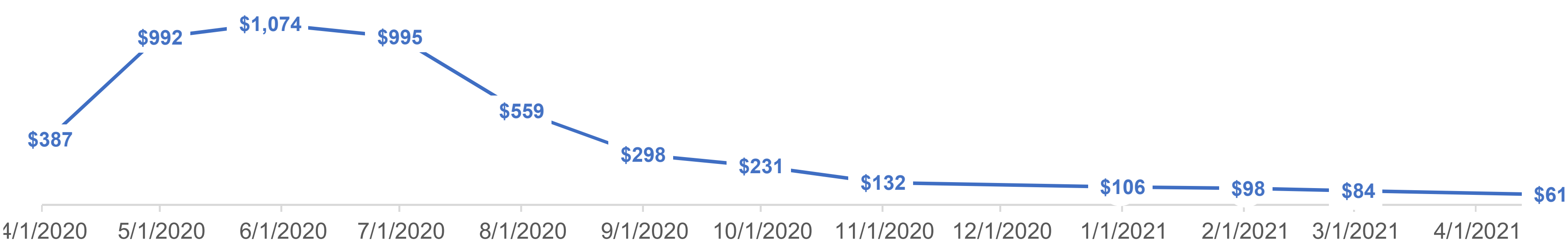
Delinquencies

- Past due loans were down 40% from previous quarter

1. Portfolio outstandings as of 3/31/2020
2. Portfolio outstandings as of 3/31/2021; excludes PPP balances

COVID-19 LOAN DEFERRALS

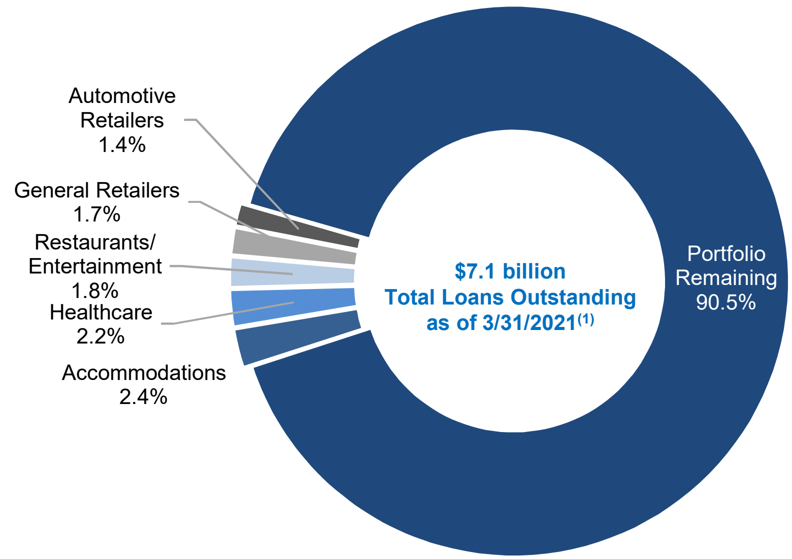
($ IN MILLIONS)



Sectors with Escalated Monitoring

(9.5% of Total Loans)

Industry	Loan Balance[1]
Accommodations	$166,613
Healthcare	$158,568
Restaurants/Entertainment	$130,540
General Retailers	$117,424
Automotive Retailers	$97,644
Total	$670,789
Total Loans	$7,096,965

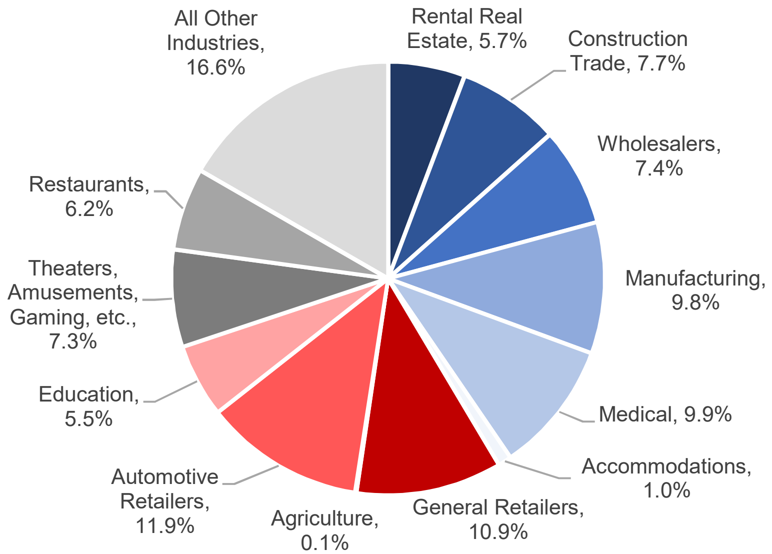


Industry	Balance Deferred ($ in thousands)	% of All Deferrals Bank-Wide	%of Total Industry Loans in Deferral[2]	Deferral % Industry at 2020 Q2 Peak[3]
Accommodations	$29,411	48%	18%	69%
Healthcare	$0	0%	0%	23%
Restaurants/Entertainment	$9,896	16%	8%	54%
General Retailers	$0	0%	0%	23%
Automotive Retailers	$323	1%	0%	44%
Total	$39,630	65%		
Total Deferrals	$61,417			

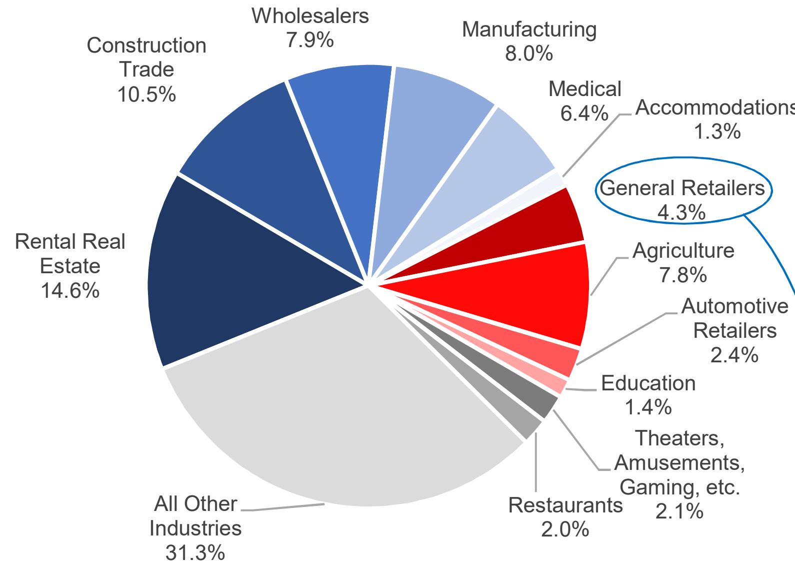
1. Loan balances as of 3/31/2021, in thousands; excludes PPP balances
2. Deferral rate as of 4/19/2021; Deferrals as a % of total industry exposure in Commercial (Industry balances as of 3/31/2021)
3. Bank-wide deferrals reached Q2 peak as of 5/28/2020; Portfolio outstandings as of 3/31/2020

Commercial Loan Portfolio Detail

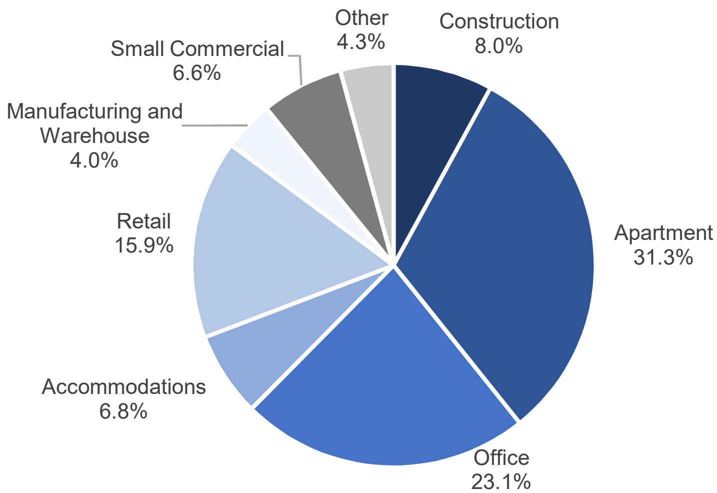
Owner Occupied CRE ($0.6 billion)[1]



Commercial & Industrial ($1.3 billion)[1]



Non-Owner Occupied CRE ($1.8 billion)[1]



Retail

- 23% Gasoline / C Stores
- 19% Building Materials / Home Centers
- 18% Home Furnishings
- 12% Grocery Stores / Pharmacies

1. Data as of 3/31/2021, excludes PPP balances

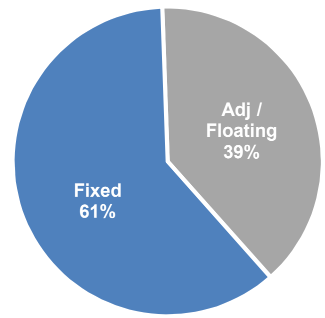
Interest Rate & Liquidity Risk

Interest Rate Risk Position[1]

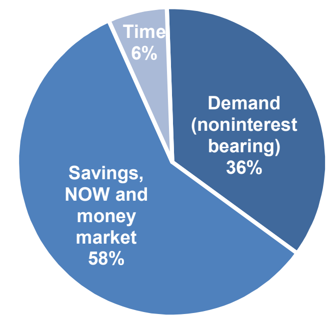
- Loan portfolio:
  - 61% Fixed / 39% Adjustable/Floating
- Deposit repricing information:
  - $162 million CDs re-price in Q2 2021
- Offsets to low-rate environment: $759 million adjustable/floating loans with floors and resets
  - $440 million loans with in-the-money interest rate floors
  - $287 million loans with interest rate floors out-of-the-money
  - $32 million loans at teaser rate expected to reset higher by approximately 50 bps
- Investments:
  - 4.3-year modified duration, 1.0% of portfolio floating rate

Loan & Deposit Mix[1]

Loans



Deposits



Liquidity[1]

- Continued significant excess liquidity
  - $913 million in excess reserves at Fed
- Loan-to-deposit ratio of 77.8%
- Available lines of credit:
  - $1.68 billion FHLB (secured)
  - $0.62 billion Fed discount window (secured)
  - $0.25 billion Fed funds (unsecured)
  - $0.57 billion available through PPP Liquidity Facility

Year 1 Interest Rate Sensitivity[1]

	Net Interest Income	
Change in interest rates	**% Change from base**	**Policy limit**
Up 200 bps	6.07%	7.50%
Up 100 bps	2.77%	N/A
Down 50 bps	-0.72%	N/A
Forward Curve	0.75%	N/A

1. Data as of 03/31/2021

Reconciliation of Non-GAAP Measures

(Dollars in Thousands)	Q1 2021	Q4 2020	Q1 2020
Net Income	$ 39,846	$ 34,194	$ 10,368
Income Tax Expense	11,155	9,432	1,715
Provision Expense	(2,796)	(607)	29,640
FTE Adjustment	302	318	329
Net Securities (Gain) Loss	(467)	(160)	812
Unfunded Loan Commitments Reserve from CECL Adoption	(500)	900	2,000
Nonrecurring Expense	-	4,100	-
FTE Pre-Provision Net Revenue (“PPNR”)	$ 47,540	$ 48,177	$ 44,864
Average Assets	$ 11,102,082	$ 10,939,713	$ 9,748,088
Return on Average Assets	**1.46%**	**1.24%**	**0.43%**
PPNR Return on Average Assets	**1.74%**	**1.75%**	**1.85%**

(Dollars in Thousands)	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
Net Interest Income	$ 79,055	$ 80,108	$ 77,943	$ 80,446	$ 77,181
FTE Adjustment	302	318	325	329	329
Net Interest Income, Tax Equivalent	$ 79,357	$ 80,426	$ 78,268	$ 80,775	$ 77,510
Average Total Interest Earning Assets	$ 10,141,088	$ 9,985,590	$ 9,826,300	$ 9,605,356	$ 8,862,518
Net Interest Margin, Tax Equivalent	**3.17%**	**3.20%**	**3.17%**	**3.38%**	**3.52%**

Reconciliation of Non-GAAP Measures

(Dollars in Thousands, Except Per Share Data)	Q1 2021	Q4 2020	Q1 2020
Net Income	$ 39,846	$ 34,194	$ 10,368
Amortization of Intangible Assets (Net of Tax)	609	617	626
Net Income, Excluding Intangibles Amortization	$ 40,455	$ 34,811	$ 10,994
Average Tangible Equity	$ 899,359	$ 881,377	$ 843,195
Return on Average Tangible Common Equity	**18.24%**	**15.71%**	**5.24%**
Total Stockholder's Equity	$ 1,190,981	$ 1,187,618	$ 1,112,179
Goodwill and Other Intangibles	(291,464)	(292,276)	(285,955)
Tangible Common Equity	$ 899,517	$ 895,342	$ 826,224
Total Assets	$ 11,537,253	$ 10,932,906	$ 9,953,543
Goodwill and Other Intangibles	(291,464)	(292,276)	(285,955)
Tangible Assets	$ 11,245,789	$ 10,640,630	$ 9,667,588
Tangible Common Equity to Tangible Assets	**8.00%**	**8.41%**	**8.55%**
Common Shares Outstanding	43,425,202	43,629,094	43,587,445
Book Value Per Share	**$ 27.43**	**$ 27.22**	**$ 25.52**
Tangible Book Value Per Share	**$ 20.71**	**$ 20.52**	**$ 18.96**

Reconciliation of Non-GAAP Measures

(Dollars in Thousands)	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
Noninterest Expense	$ 67,888	$ 75,204	$ 66,308	$ 65,340	$ 70,881
Gain (Losses) on OREO	-	(147)	158	96	(11)
Amortization of Intangibles and Goodwill Impairment	(812)	(822)	(856)	(883)	(834)
Noninterest Income	(37,038)	(38,115)	(37,727)	(35,011)	(35,423)
Net Securities Gains (Losses)	467	160	84	180	(812)
Unfunded Loan Commitments Reserve from CECL Adoption	500	(900)	-	200	(2,000)
Nonrecurring Expense	-	(4,100)	-	(650)	-
Net Operating Expense	$ 31,005	$ 31,280	$ 27,967	$ 29,272	$ 31,801
Average Assets	$ 11,102,082	$ 10,939,713	$ 10,793,494	$ 10,567,163	$ 9,748,088
Overhead Ratio (Net Operating Expense / Average Assets)	**1.12%**	**1.14%**	**1.04%**	**1.11%**	**1.30%**

Peer Group

Name	HQ City	State	Ticker
Berkshire Hills Bancorp, Inc.	Boston	MA	BHLB
Brookline Bancorp, Inc.	Boston	MA	BRKL
First Busey Corporation	Champaign	IL	BUSE
Community Bank System, Inc.	Dewitt	NY	CBU
Customers Bancorp, Inc.	Wyomissing	PA	CUBI
First Commonwealth Financial Corporation	Indiana	PA	FCF
First Financial Bancorp	Cincinnati	OH	FFBC
First Midwest Bancorp, Inc.	Chicago	IL	FMBI
First Merchants Corporation	Muncie	IN	FRME
Heartland Financial USA, Inc.	Dubuque	IA	HTLF
Independent Bank Corp.	Rockland	MA	INDB
Northwest Bancshares, Inc.	Warren	PA	NWBI
OceanFirst Financial Corp.	Toms River	NJ	OCFC
Provident Financial Services	Jersey City	NJ	PFS
Park National Corporation	Newark	OH	PRK
S&T Bancorp, Inc.	Indiana	PA	STBA
Tompkins Financial Corporation	Ithaca	NY	TMP
TriState Capital Holdings, Inc.	Pittsburgh	PA	TSC
WesBanco, Inc.	Wheeling	WV	WSBC