



Investor Presentation

Fourth Quarter 2024



▶ **About NBT Bancorp**

Strategic Initiatives

Financial Performance

Appendix

Company Profile



87th Largest Bank Holding Co.

Headquarters	Norwich, NY
Founded	1856
Ticker	NASDAQ: NBTB
Market Cap ⁽¹⁾	\$2.39 billion
Branches	155
Employees	2,162
Institutional Ownership	62%
3 Mo. ADTV	227,700
52 Week H/L ⁽¹⁾	\$51.73 / \$32.79

NBTB
Nasdaq Global Select Market

FINANCIAL HIGHLIGHTS

ASSETS
\$13.84 Billion

LOANS
\$9.91 Billion

DEPOSITS
\$11.59 Billion

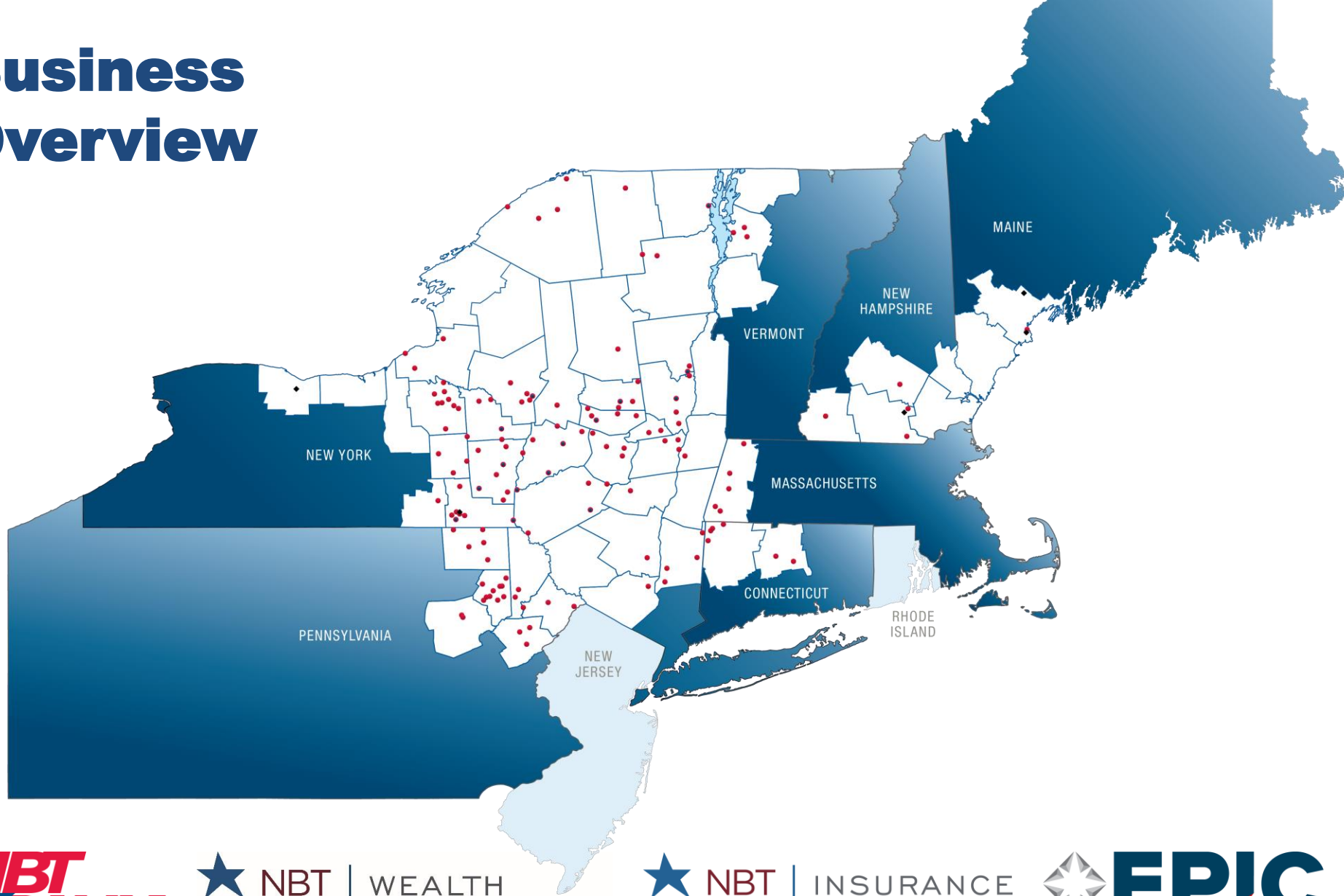
**NONINTEREST
INCOME TO
REVENUE⁽²⁾**
31%

Wealth AUM/A⁽³⁾: \$5.94 Billion / \$11.43 Billion
EPIC RPS AUA⁽⁴⁾: \$33.61 Billion

Data as of 9/30/2024 unless noted. Bank holding company ranking source: S&P Global Market Intelligence.

1. As of 11/11/2024.
2. Excludes gains/losses on sale of securities.
3. Assets under management and assets under administration in wealth management; excludes EPIC Retirement Plan Services.
4. Assets under administration in EPIC Retirement Plan Services.

Business Overview



RETAIL BANKING

- 155 Branches Across 7 States; 199 ATMs
- Digital Banking

CONSUMER LENDING

- Home Lending
- Personal Lending
- Indirect Auto Lending

COMMERCIAL BANKING

- C&I and CRE Lending
- SBA Lending
- Business Banking
- Treasury Management
- Card and Payment Services

FEE BUSINESSES

- Retirement Plan Administration and Custody Services
- Business, Personal and Life Insurance
- Institutional Wealth Management
- Brokerage and Advisory Services
- Trust Services





Key Highlights

- ▶ High-performing, community bank with **STRONG CAPITAL POSITION** and traditional bank business model
- ▶ Consistent track record of **ORGANIC GROWTH** selectively balanced with market and product expanding acquisitions
- ▶ **DIVERSE, GRANULAR DEPOSIT BASE** with dominant shares in “hometown” markets that support growth in more dynamic adjacent markets
- ▶ Conservative credit culture has produced **STRONG ASSET QUALITY** and minimized “through-the-cycle” losses
- ▶ **DIVERSIFIED FEE INCOME SOURCES**, including wealth management, retirement plan services and insurance
- ▶ **OPTIMIZING MARKET-LEADING TECHNOLOGY PLATFORMS** across business lines to continuously enhance and transform customer and employee experience and grow

Consistent Strength

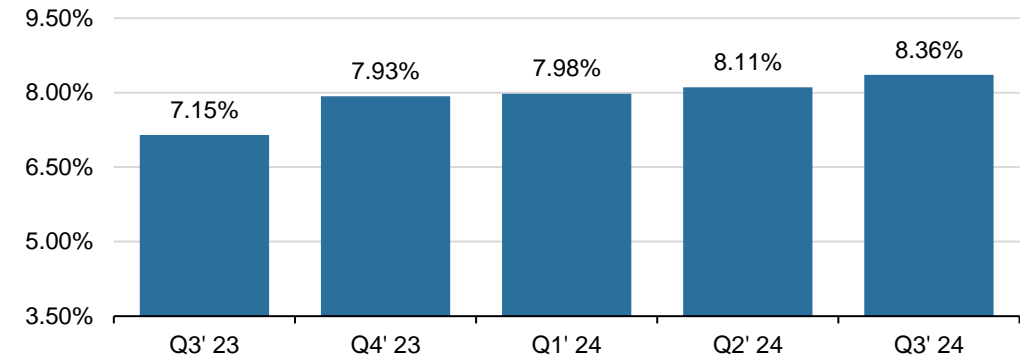
- Strong financial performance and capital position with over \$1.6 billion in total capital
- Highly diversified loan and deposit portfolios, conducting business in 7 northeastern states
- Diverse and granular deposit mix – \$11.59 billion in deposits with average balance per account of \$20,560
- Total deposits increased \$619.3 million in 2024
- \$4.11 billion of available liquidity sources

Current Credit Ratings from Kroll Bond Rating Agency⁽¹⁾

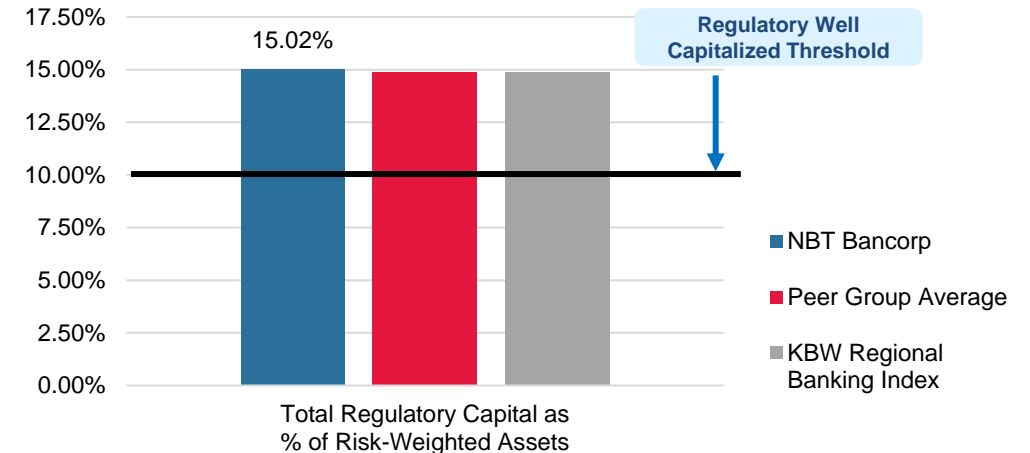
		
Senior Unsecured Debt	BBB+	A-
Subordinated Debt	BBB	BBB+

1. Kroll Bond Rating Agency (KBRA) credit ratings affirmed as of 6/7/2024. Market considers ratings BBB and above investment grade.

Tangible Equity Ratio



Total Risk-Based Capital Ratio



Data as of September 30, 2024, unless otherwise stated. Peer Data Source: S&P Global Market Intelligence. Refer to appendix for Peer Group and reconciliation of Non-GAAP measures.



About NBT Bancorp

▶ **Strategic Initiatives**

Financial Performance

Appendix

Our Strategic Initiatives



Execute Long-Term Growth Strategy

- Organic growth across all markets, business lines
- Opportunities include Upstate NY Semiconductor Chip Corridor and New England Build Out
- Leverage market disruption
- Disciplined acquisitions



Grow and Augment Fee Businesses

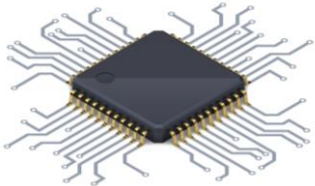
- Continue to grow Retirement Plan Administration, Wealth Management and Insurance businesses
- Engage in opportunistic acquisitions



Customer-First Digital Mindset

- Continuously enhance experience we deliver to customers and employees
- Optimize market-leading platforms and continue to execute technology roadmap

Transformational Investments Underway: Upstate NY Semiconductor Chip Corridor



¹New York State
Empire Development

New York State has fostered the ideal semiconductor and advanced electronics manufacturing ecosystem¹:

- ✓ The most advanced, publicly owned semiconductor R&D facility in North America
- ✓ The nation's largest public university system and a highly educated workforce
- ✓ Stable and abundant energy and natural resources
- ✓ 3,000 acres of fully permitted, shovel-ready sites and the most ambitious incentives in the U.S. for semiconductor manufacturers

Transformational investments announced by **leading semiconductor chip manufacturers** are receiving funding through the CHIPS and Science Act of 2022, including:

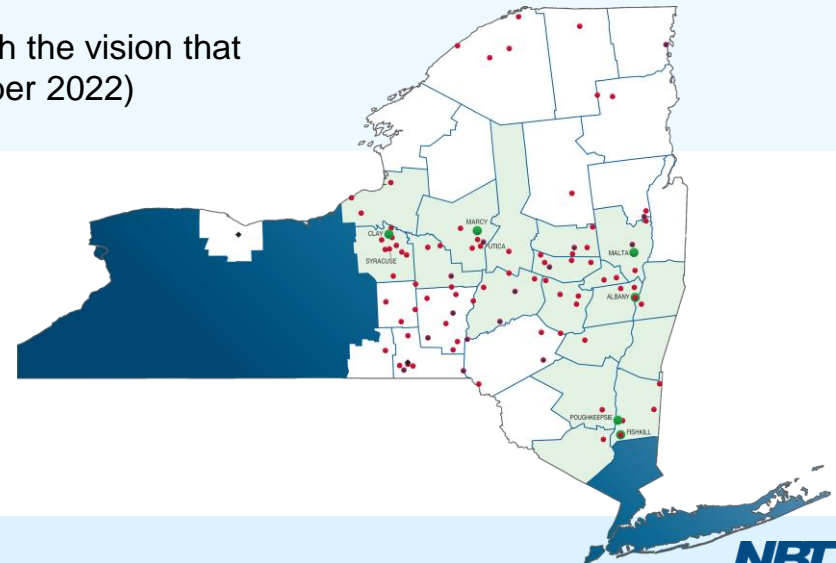
- ✓ **\$6.1 billion** to support **Micron Technology Inc.** plans to invest as much as **\$100 billion** over next 20 years in a campus near Syracuse. (April 2024)
- ✓ **\$1.5 billion** to enable **GlobalFoundries** to expand and create new manufacturing capacity and capabilities to securely produce more essential chips. (February 2024)

The U.S. Economic Development Administration announced \$40 million in federal funding was awarded to support the **NY SMART I-Corridor Tech Hub** (New York Semiconductor Manufacturing and Research Technology Innovation Corridor) along I-90, including Syracuse, Rochester and Buffalo. (July 2024).

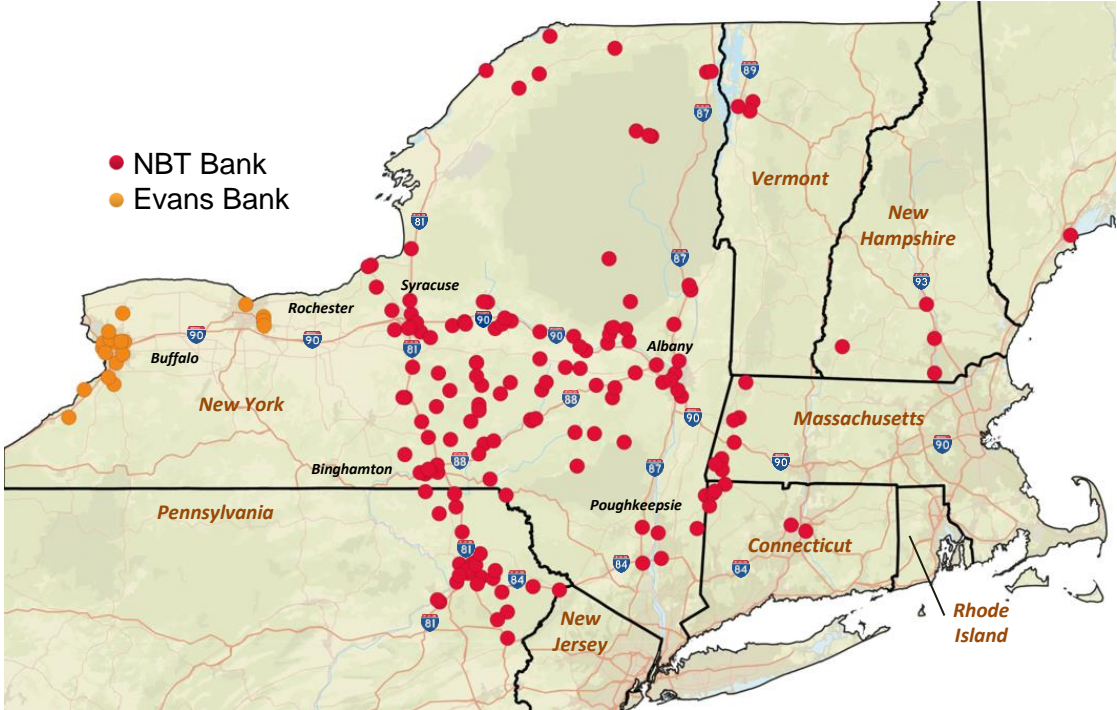
IBM announced a **\$20 billion** investment in the Hudson Valley region over the next decade with the vision that its Poughkeepsie facility will become a global hub for quantum computing development. (October 2022)

NBT is well positioned to support this regional growth.

- Our branch network is ideally situated along the Chip Corridor as shown in the green shaded area.
- Our leaders are connected to key economic and workforce development initiatives.
- We are active in gathering intelligence and developing long-term strategies for all business lines.
- We are also committed helping our customers and communities participate in this historic growth opportunity, including supporting housing and workforce development initiatives.



Strategic Partnership With Evans Bank



- Expansion into highly attractive markets with significant scarcity value
 - Expands NBT’s presence in Upstate New York’s⁽¹⁾ two largest markets by population – Buffalo and Rochester
 - Evans is #2 ranked community bank in Buffalo market⁽²⁾
 - Significant opportunity for combined entity to accelerate growth in Rochester
- Cultural and operating philosophy alignment
 - Commercial oriented with attractive branch locations
 - Low-risk integration: no branch overlap; highly complementary franchises; experienced M&A professionals
- Financially compelling transaction with high-quality partner



Proforma Combined Highlights		
Assets ⁽³⁾	\$16.12B	+ \$2.28B
Loans ⁽³⁾	\$11.69B	+ \$1.79B
Deposits ⁽³⁾	\$13.49B	+ \$1.90B
Branches	173	+ 18

1. Excludes the New York City MSA and select counties (Kings, Nassau, New York, Queens, Richmond, Suffolk, and Westchester counties). | 2. Excludes banks greater than \$100 billion in assets. Excludes M&T Bank Corporation, KeyCorp, HSBC Holdings plc, Bank of America, Citizens Financial Group Inc., and JP Morgan Chase & Co. | 3. Based on 9/30/2024 (Dollars based in billions)

Disciplined Acquirer & Proven Integrator

We employ a strategic and selective acquisition strategy that targets high-value and accretive targets to enhance our existing franchise. NBTB has completed 13 acquisitions, including 2 banks and 11 fee-based businesses since 2013.



Salisbury Bank

- \$1.6 Billion in Assets
- Acquired August 2023
- Closed 9 months from announcement
- Added 13 branches

- Advances New England Growth Strategy
- Extends coverage of Upstate New York Chip Corridor
- Attractive, complementary markets added to footprint
 - Northwest Connecticut, Western Massachusetts and New York's Hudson Valley
- Well-established wealth management



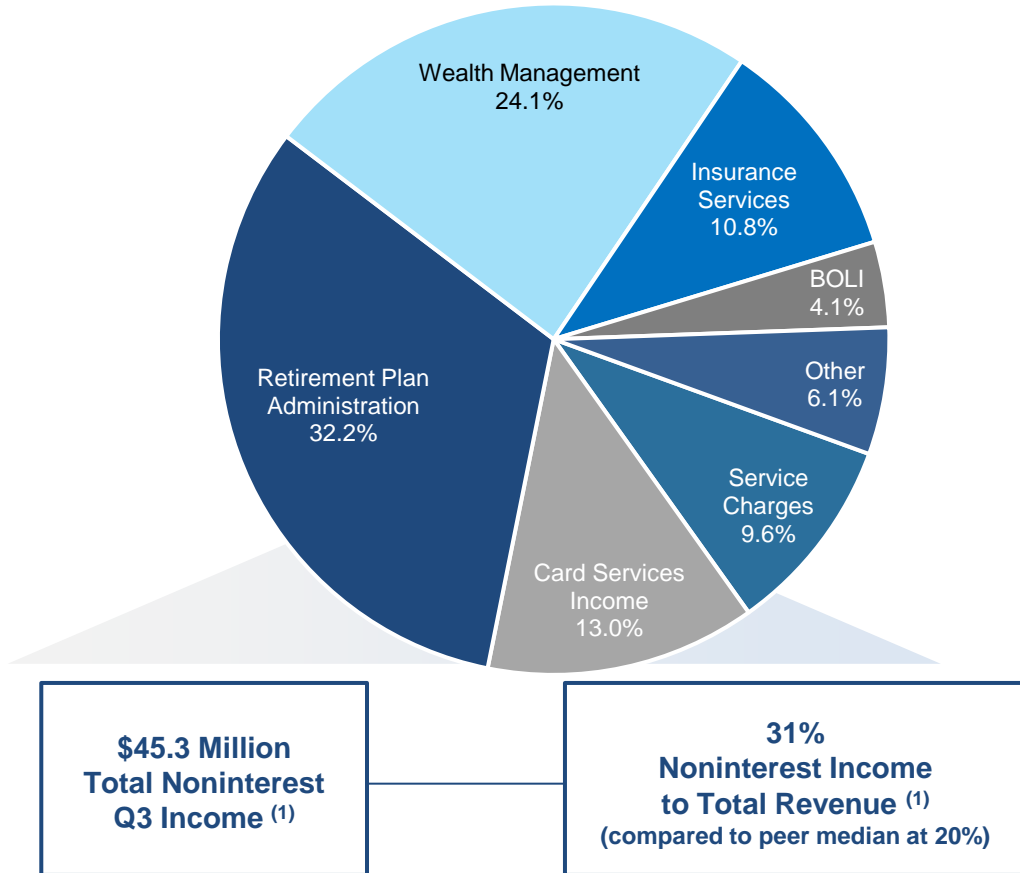
Non-Bank Acquisition Highlights

*Diversify Revenue,
Expand Capabilities and Build Scale*

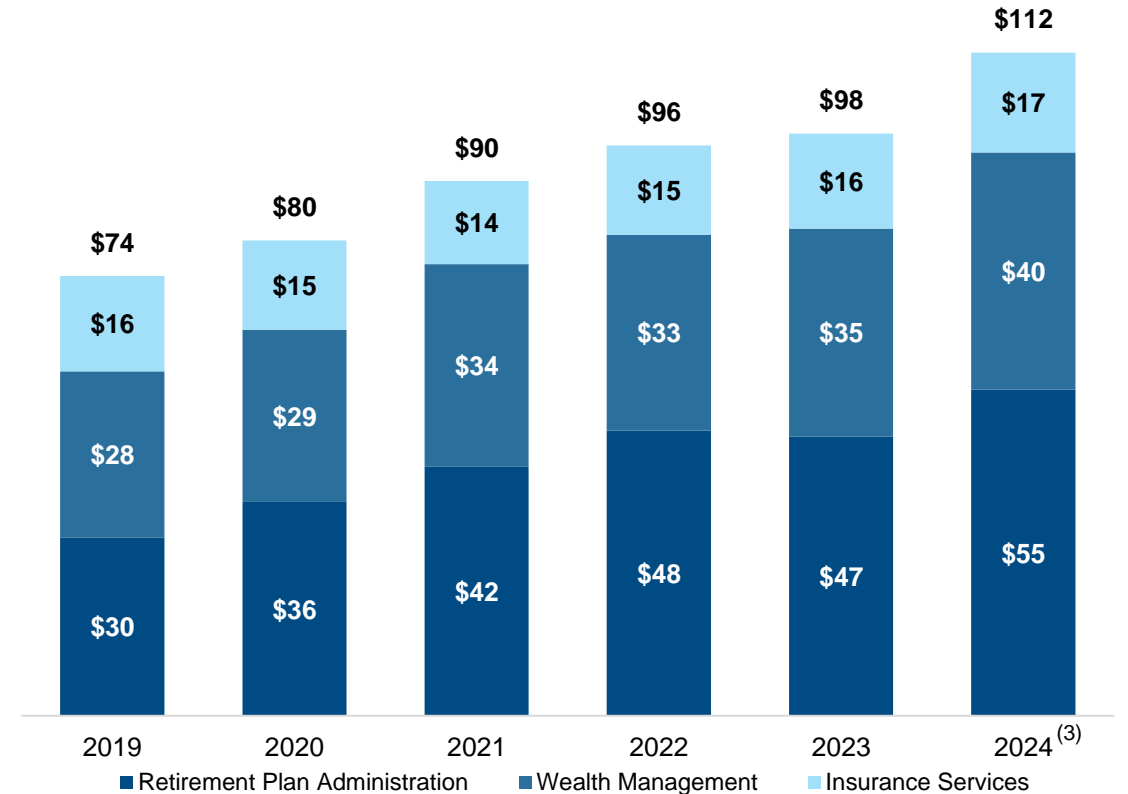
Year	Entity Acquired
2024	Karl W. Reynard, Inc. Stamford, NY
2023	Retirement Direct, LLC Cornelius, NC
2022	Cleveland Hauswirth Investment Management Milwaukee, WI
2020	Alliance Benefit Group of Illinois, Inc. Peoria, IL
2018	RPS Benefits St. Louis, MO
2017	Downeast Pension Services, Inc. New Gloucester, ME
2016	Actuarial Designs & Solutions Scarborough, ME
2015	Third Party Administrators Bedford, NH

Focus on Fee-Based Businesses

Q3 2024 Fee Income Composition⁽¹⁾ (%)



Key Fee Revenue Verticals Over Time⁽²⁾
(\$ in million)



Source for Peer Data: S&P Global Market Intelligence; data as of the most recent available quarter; refer to appendix for Peer Group. | Note: Numbers may not foot due to rounding.

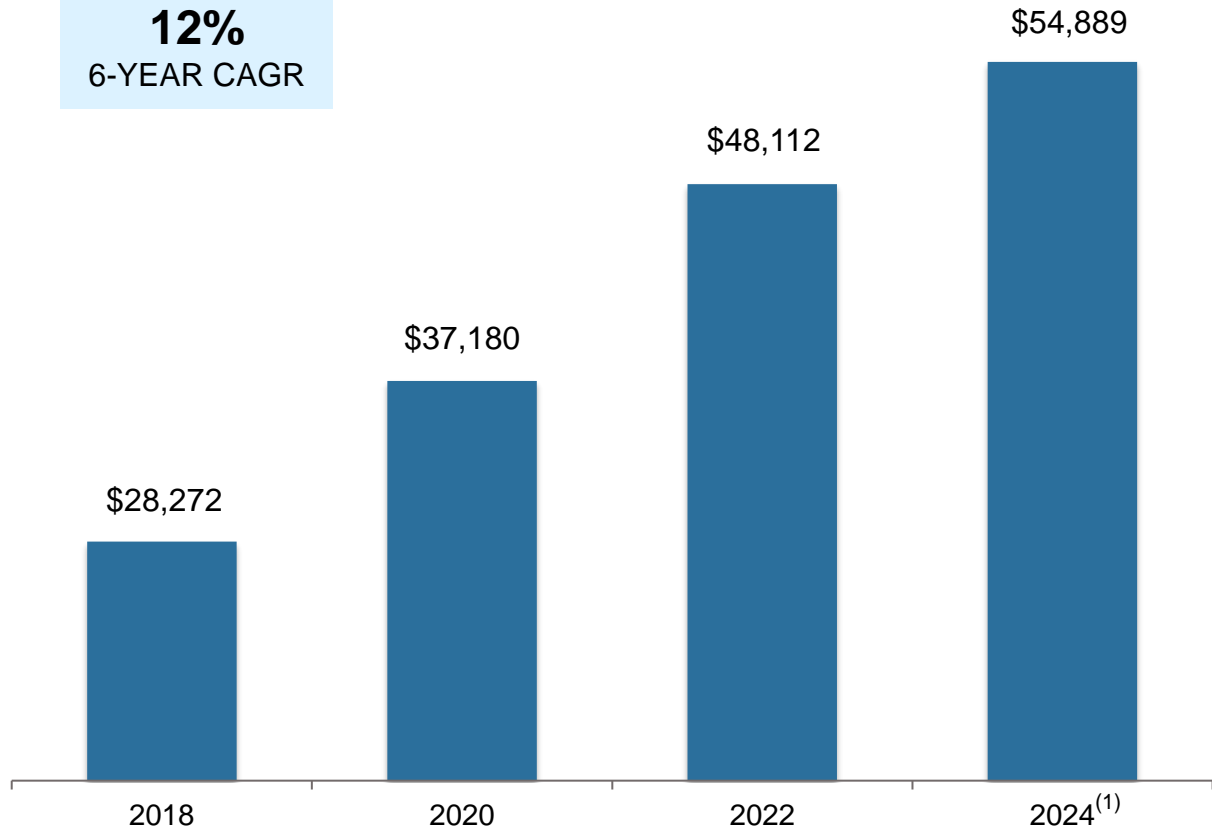
1. Excludes gains/losses on sale of securities. | 2. Does not represent all fee income. | 3. Trailing four quarters.

National Benefits Administration Firm



Revenues
(\$ in thousands)

12%
6-YEAR CAGR



1. Trailing four quarters.

“Helping America Retire”
Over 375,000 Plan Participants Nationwide

- ▶ Customized Consulting, Recordkeeping, Actuarial and Administrative Services for All Types of Retirement Plans
- ▶ Deep Partnerships with Clients Across 50 States, Including Retirement Plan Advisors, Banks and TPAs
- ▶ Proprietary Customer Experience Delivery Platform Driving Adoption and Satisfaction
- ▶ Acquisition Activity Provides Revenue Growth, Client Diversification and Expands Capabilities and Geography

Enterprise Technology Themes

NBT's comprehensive Technology Roadmap is a customer and employee-focused plan designed to deliver technology-enabled solutions that **enhance experience**, and foster **profitability** and **growth**.

DIGITAL & PAYMENTS

- **Delivering** convenient and reliable access to banking



CYBERSECURITY

- **Protecting** customers from fraud



AUTOMATION

- **Improving** workforce productivity



DATA INSIGHTS

- **Identifying** targeted solutions to grow and strengthen customer relationships



INFRASTRUCTURE

- **Ensuring** a stable and redundant environment





About NBT Bancorp

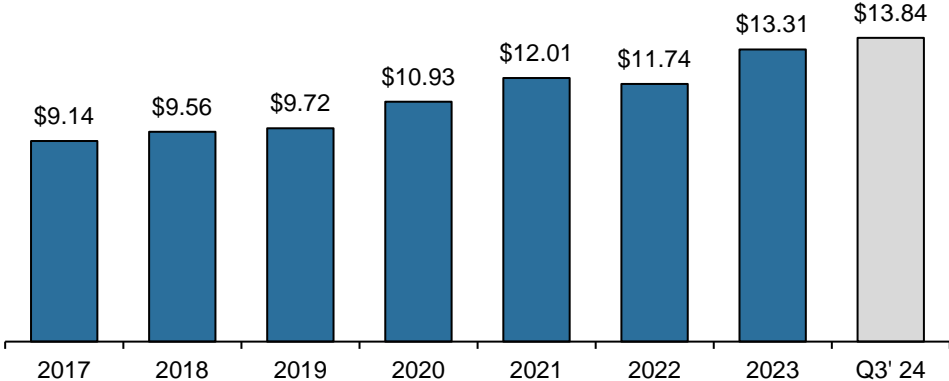
Strategic Initiatives

▶ **Financial Performance**

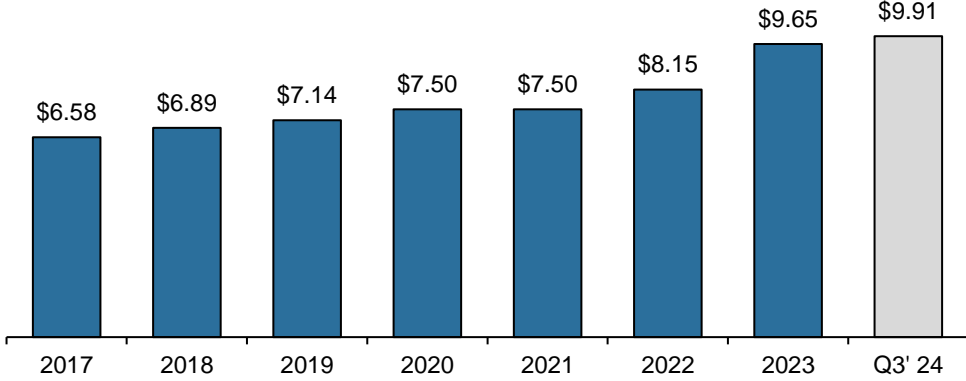
Appendix

Track Record of Consistent Growth

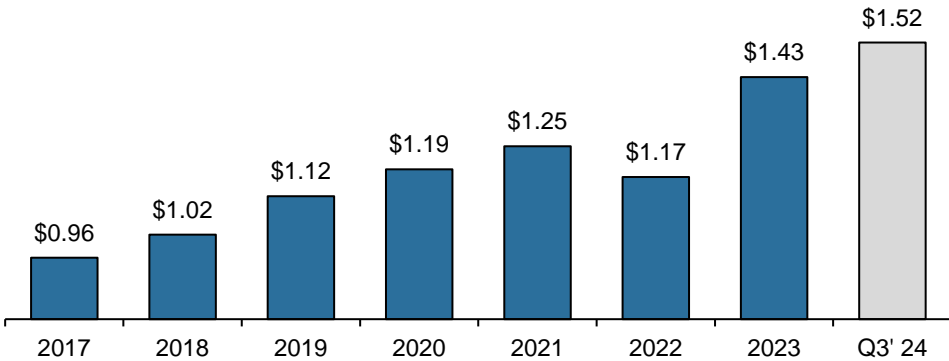
Total Assets
(\$ in billion)



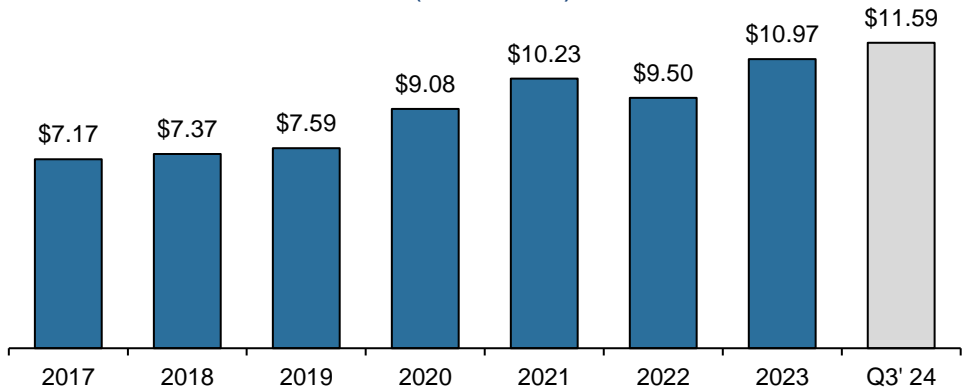
Gross Loans
(\$ in billion)



Shareholders Equity
(\$ in billion)



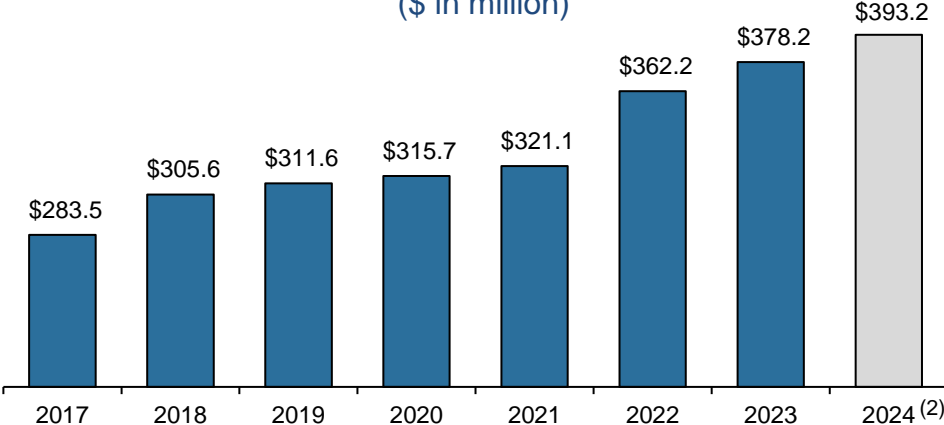
Deposits
(\$ in billion)



Strong & Stable Profitability

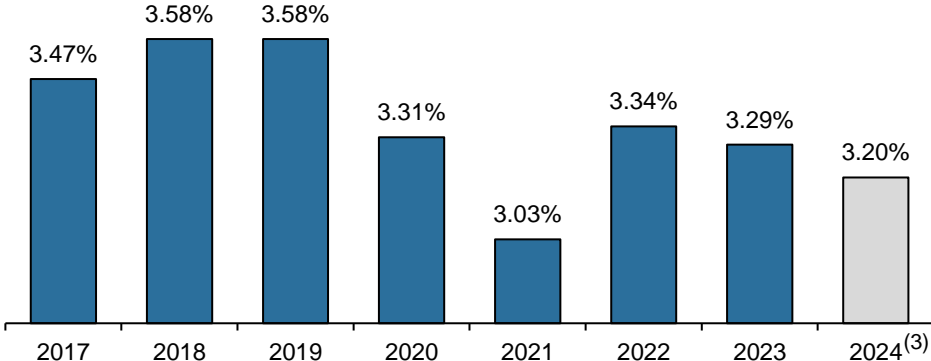
Net Interest Income

(\$ in million)



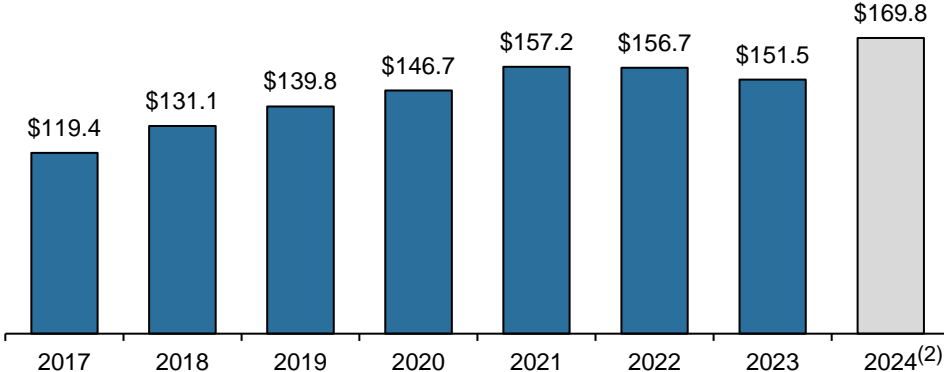
Net Interest Margin FTE

(%)



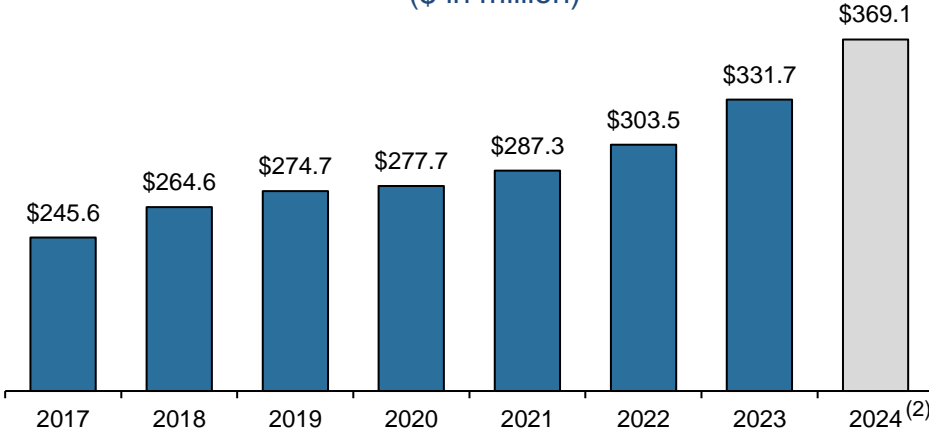
Fee Income⁽¹⁾

(\$ in million)



Adjusted Noninterest Expense

(\$ in million)



Note: Refer to appendix for reconciliation of Non-GAAP measures. | 1. Excludes gains/losses on sale of securities and equity investments. | 2. Trailing four quarters. | 3. Annualized.

Results Overview

Q3 2024

HIGHLIGHTS⁽¹⁾

Balance Sheet

- Year-to-date loan growth was 3.5% annualized, 6.0% annualized excluding consumer portfolios in a planned run-off status
- Year-to-date deposits increased \$619.3 million
- Tangible equity ratio increased to 8.36%⁽²⁾

Earnings & Capital

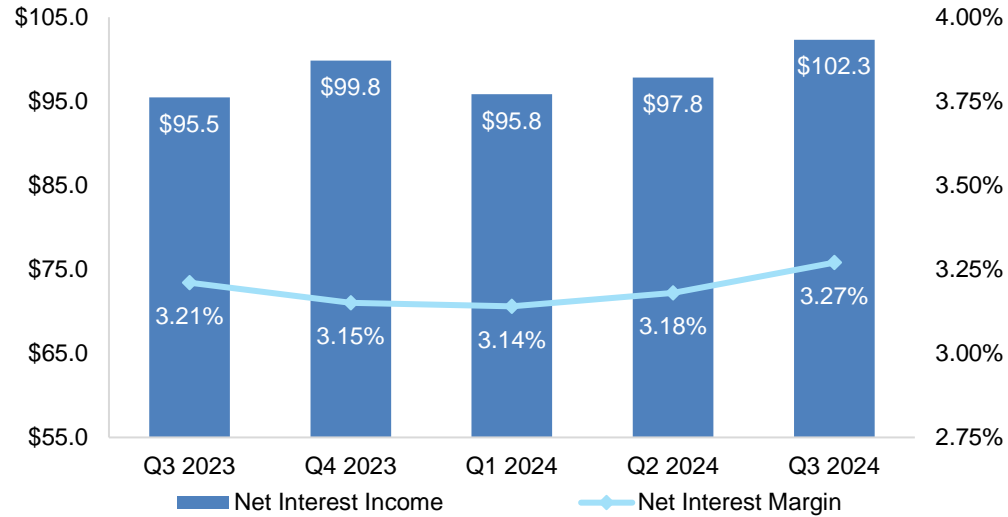
- Net income of \$38.1 million and diluted earnings per share of \$0.80
- Net interest margin⁽²⁾⁽³⁾ up 9 bps to 3.27%
- Provision expense of \$2.9 million
- Quarterly effective tax rate of 21.9%

(\$ in millions except per share data)	Q3 2024	Change		% Change	
		Q2 2024	Q3 2023	Q2 2024	Q3 2023
Period End Balance Sheet					
Total loans	\$ 9,907.0	\$ 52.7	\$ 239.7	0.5%	2.5%
Total deposits	11,588.3	316.8	186.8	2.8%	1.6%
Income Statement					
FTE net interest income ⁽²⁾	\$ 102.3	\$ 4.5	\$ 6.8	4.6%	7.2%
Net income	38.1	5.4	13.5	16.4%	54.8%
Earnings per share, diluted	0.80	0.11	0.26	15.9%	48.1%
Performance Ratios					
Net interest margin ⁽²⁾⁽³⁾	3.27%	0.09%	0.06%	2.8%	1.9%
ROAA ⁽³⁾	1.12%	0.14%	0.36%	14.3%	47.4%
ROATCE ⁽²⁾⁽³⁾	14.54%	1.31%	3.81%	9.9%	35.5%
NCOs/ Avg loans (%) ⁽³⁾	0.16%	0.01%	(0.02%)	6.7%	(11.1%)
Operating Results					
Net income ⁽²⁾	\$ 38.1	\$ 5.4	\$ (0.2)	16.4%	(0.5%)
Earnings per share, diluted⁽²⁾	0.80	0.11	(0.04)	15.9%	(4.8%)
ROAA ⁽²⁾⁽³⁾	1.12%	0.14%	(0.07%)	14.3%	(5.9%)
ROATCE ⁽²⁾⁽³⁾	14.56%	1.30%	(1.87%)	9.8%	(11.4%)
Capital					
Tangible book value per share ⁽²⁾	\$ 23.83	\$ 1.29	\$ 3.44	5.7%	16.9%
Tangible equity ratio ⁽²⁾	8.36%	0.25%	1.21%	3.1%	16.9%
Leverage ratio	10.29%	0.13%	0.06%	1.3%	0.6%
Common equity tier 1 capital ratio	11.86%	0.16%	0.55%	1.4%	4.9%
Tier 1 capital ratio	12.77%	0.16%	0.54%	1.3%	4.4%
Total risk-based capital ratio	15.02%	0.14%	0.57%	0.9%	3.9%

1. Comparison to Q2 2024 unless otherwise stated. | 2. Non-GAAP measure; refer to appendix for reconciliation of Non-GAAP measures. | 3. Annualized.

Net Interest Income & Net Interest Margin

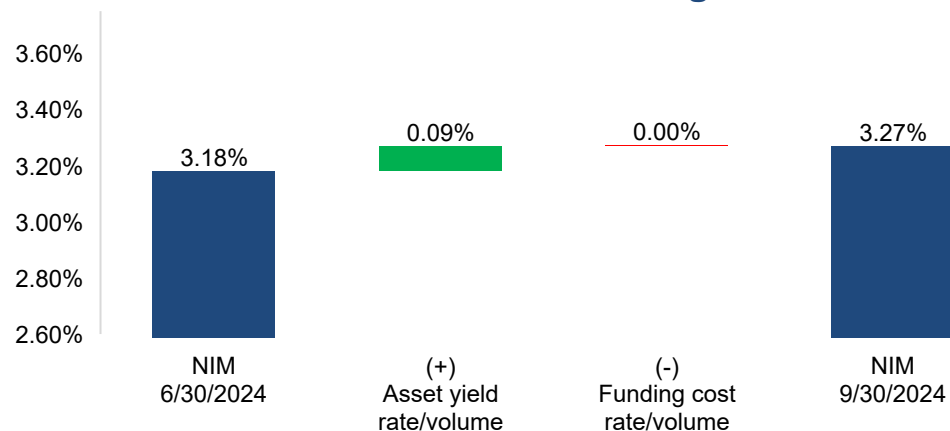
Net Interest Income (\$ in millions) & Net Interest Margin (%)



HIGHLIGHTS⁽¹⁾

- Net interest income increased \$4.5 million to \$102.3 million
- Net interest margin increased 9 bps to 3.27%
 - Interest earning asset yields increased 9 bps with loan yields up 11 bps
 - Total cost of funds were consistent at 1.85%
 - Net accretion of acquired loans and borrowings was \$2.7 million for Q3 consistent with the prior quarter

Q3 2024 Net Interest Margin



Year 1 Interest Rate Sensitivity	
	Net Interest Income
Change in Interest rates	% Change from base
Up 200 bps	+0.05%
Up 100 bps	+0.35%
Down 100 bps	-0.41%
Down 200 bps	-0.44%

Net Interest Income and annualized Net Interest Margin are shown on a fully tax equivalent basis, which is a Non-GAAP measure; refer to appendix for reconciliation of Non-GAAP measures.

1. Comparison to Q2 2024 unless otherwise stated.

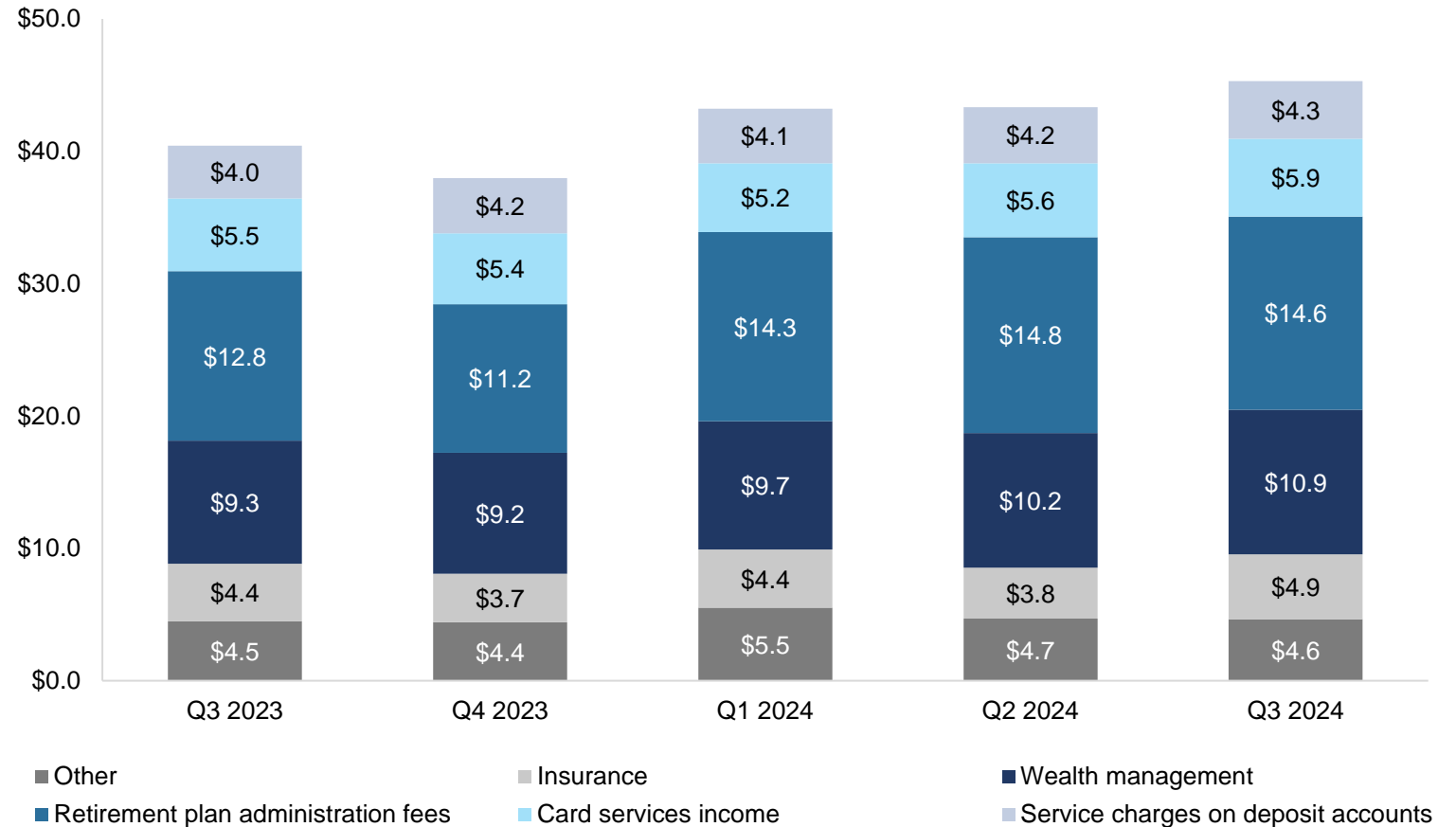
Noninterest Income

HIGHLIGHTS⁽¹⁾

- Noninterest income to total revenue was 31%⁽¹⁾ (above peer levels)
- Record high of \$45.3 million⁽¹⁾ in noninterest income
- Noninterest income increased \$4.9 million⁽¹⁾ or 12% from Q3 2023

Noninterest Income Trend⁽²⁾

(\$ in millions)



Peer Source Data: S&P Global Market Intelligence.

Refer to appendix for Peer Group.

1. Comparison to Q2 2024 unless otherwise stated.

2. Excludes net securities gains (losses).

Noninterest Expense

HIGHLIGHTS⁽¹⁾

Salaries & Benefits

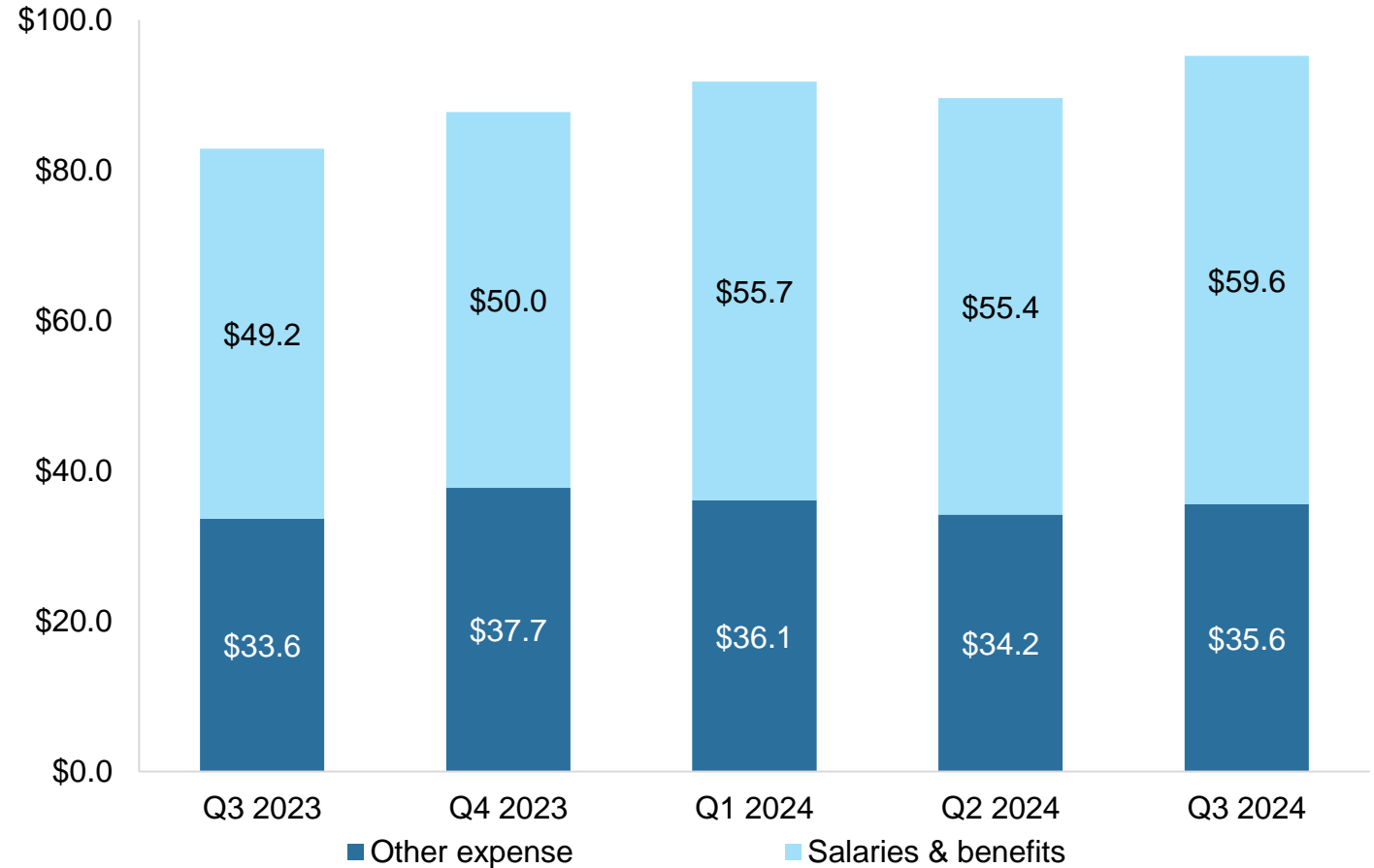
- Increased by 7.7% driven by one additional payroll day and an increase in other benefits including higher levels of incentive compensation

Other Expenses

- Technology and data services increased primarily due timing of planned initiatives and continued investment in digital platform solutions
- Acquisition expenses of \$0.5 million for Q3 2024

Noninterest Expense Trend⁽²⁾

(\$ in millions)



1. Comparisons to Q2 2024 unless otherwise stated. | 2. Other expense excludes acquisition expenses in all quarters and \$4.8 million of impairment of a minority interest equity investment in the fourth quarter 2023.

Capital Strength

Regulatory Capital Ratios	NBT 9/30/2024	Regulatory Well Capitalized Level
Tier 1 Leverage	10.29%	5.00%
Total Risk-Based Capital	15.02%	10.00%



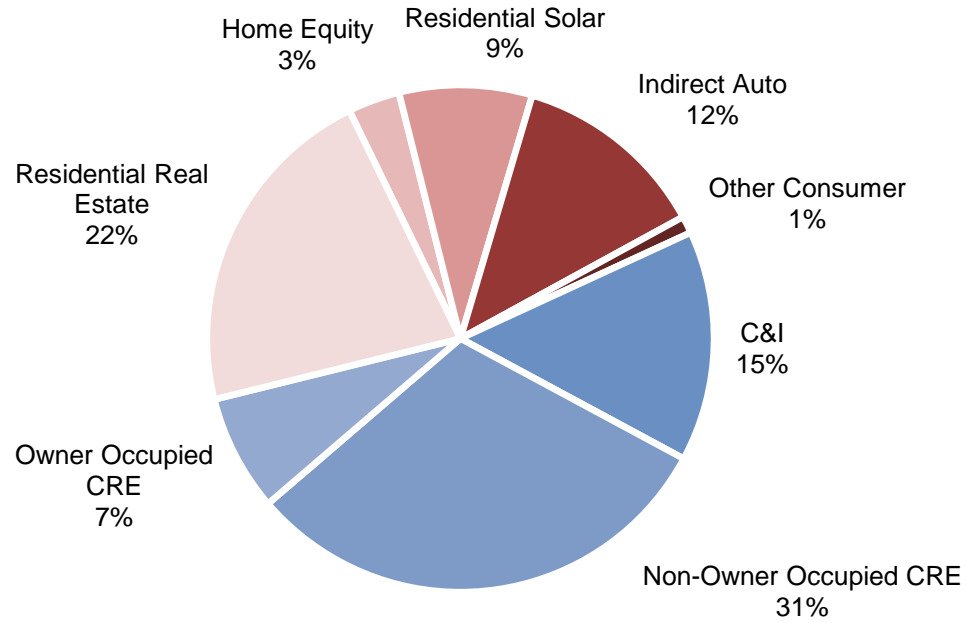
Q4 2024 dividend of \$0.34 per share – 6.3% increase



12th consecutive year of annual dividend increases in 2024

Loans

Total Loans
\$9.91 billion

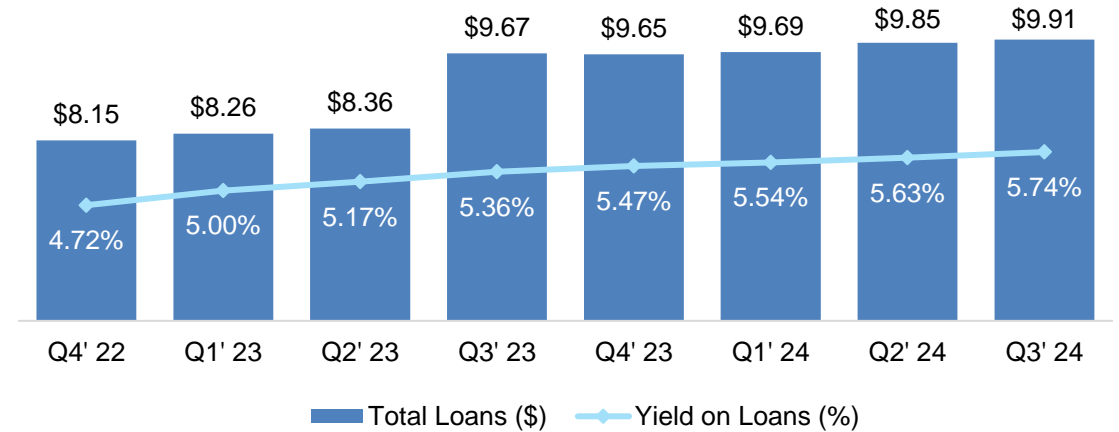


Quarterly Loan Yields		
Line of Business	Portfolio	New Origination ⁽²⁾
Commercial	6.11%	6.92%
Consumer	6.29%	7.02%
Residential real estate	4.16%	6.19%

HIGHLIGHTS⁽¹⁾

- Loans increased \$256.3 million from December 31, 2023
 - C&I loans increased \$104.7 million to \$1.46 billion
 - CRE loans increased \$165.6 million to \$3.79 billion
 - Total consumer loans decreased \$13.9 million to \$4.66 billion
 - Loan Mix: Commercial 53% / Consumer 47%
- Quarterly yields on total loans increased 11 bps
- 59% Fixed and 41% Adjustable / Floating
 - \$2.05 billion in variable rate loans

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



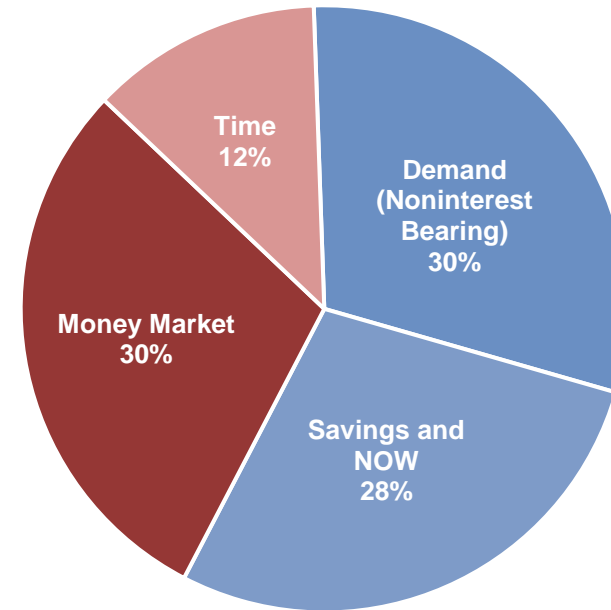
1. Comparison to Q2 2024 unless otherwise stated. | 2. New origination yields for the third quarter of 2024.

Deposits

Total Deposits
\$11.59 billion

HIGHLIGHTS⁽¹⁾

- Cost of total deposits of 1.72%, up 4 bps
- Total cost of funds was 1.85%, consistent with prior quarter
- Month of September 2024:
 - 1.72% total cost of deposits
 - 1.83% total cost of funds
- Period end deposits increased \$619.3 million, or 5.6%, from December 31, 2023
- Noninterest bearing deposits were 30% of total deposits
- Total deposits represent 96% of funding
- Full cycle-to-date deposit beta of 31%
- Loan to deposit ratio of 85.5%



Diverse & Granular Deposit Mix

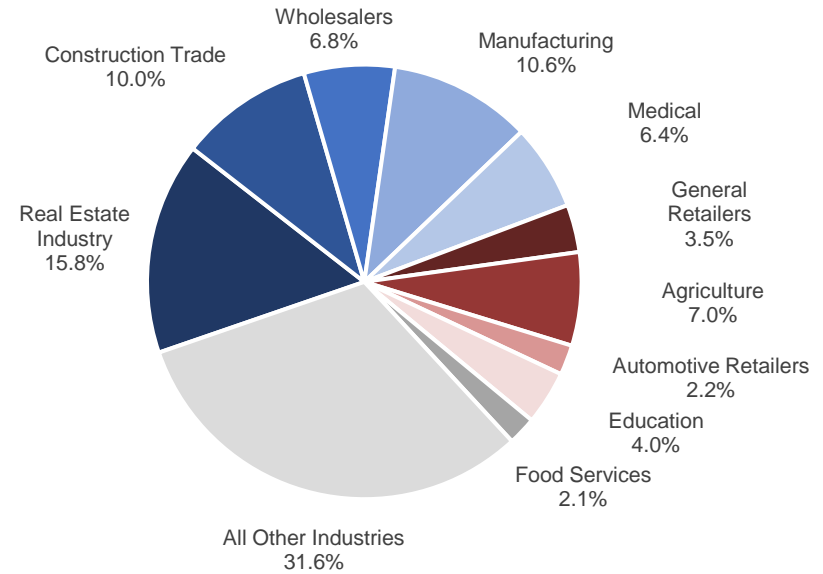
Deposit Mix	Balance as of September 30, 2024	Number of Accounts	Average Balance per Account
Consumer	\$ 6.04 billion	482,981	\$ 12,495
Commercial ⁽²⁾	\$ 5.55 billion	80,660	\$ 68,852
Total	\$ 11.59 billion	563,641	\$ 20,560

1. Comparison to Q2 2024 unless otherwise stated. | 2. Includes commercial, business banking and municipal customers.

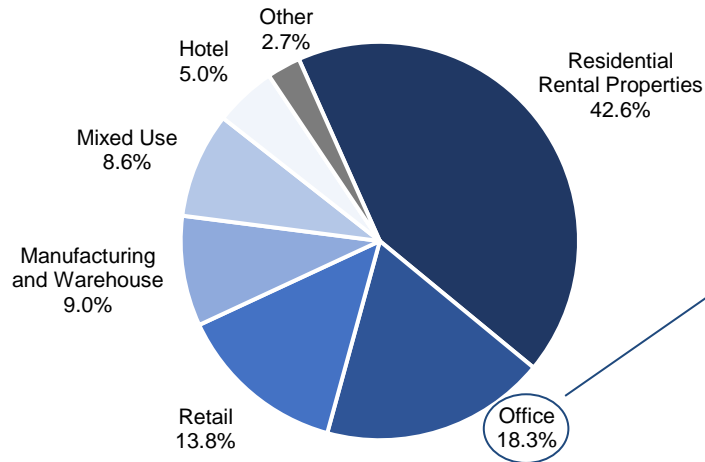
Commercial Portfolio Detail

Commercial Loan Portfolio \$5.25 billion

Commercial & Industrial (\$1.46 billion)



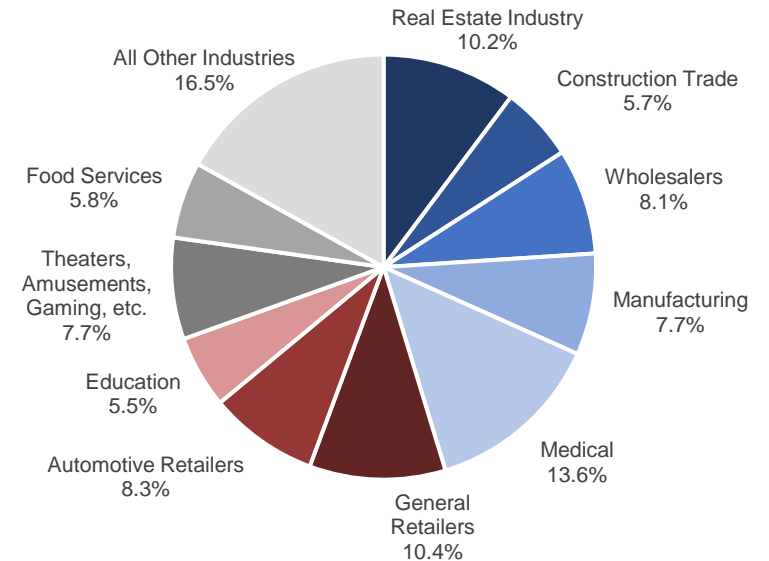
Non-Owner Occupied CRE (\$3.06 billion)



Office

- 5.6% of total outstanding loans
- Regionally diversified across our tertiary markets
- Primarily comprised of suburban medical and professional tenants
- \$1.9 million average loan size
- Only 10% of portfolio matures in next two years

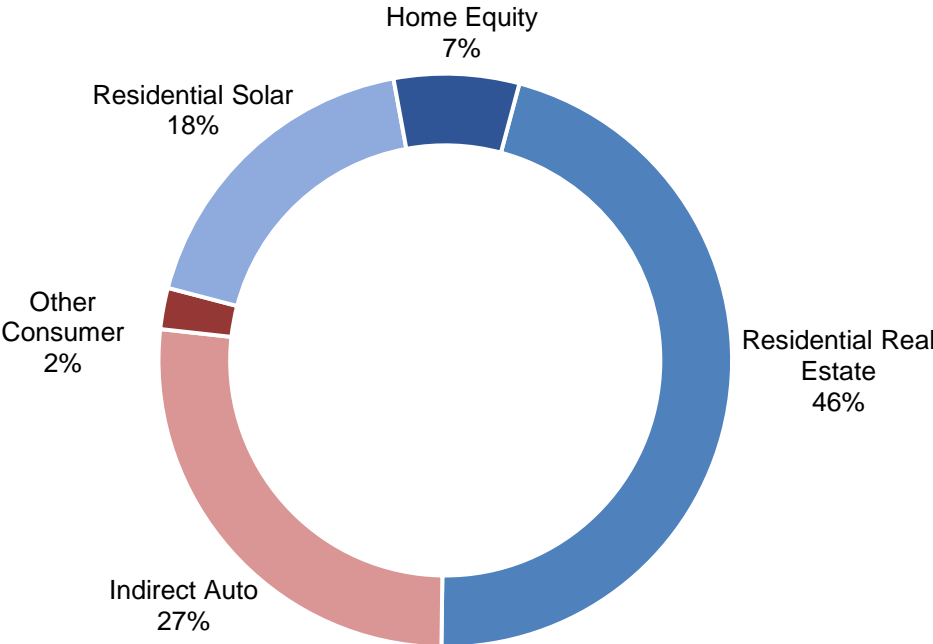
Owner Occupied CRE (\$0.73 billion)



Consumer & Residential Portfolio Detail



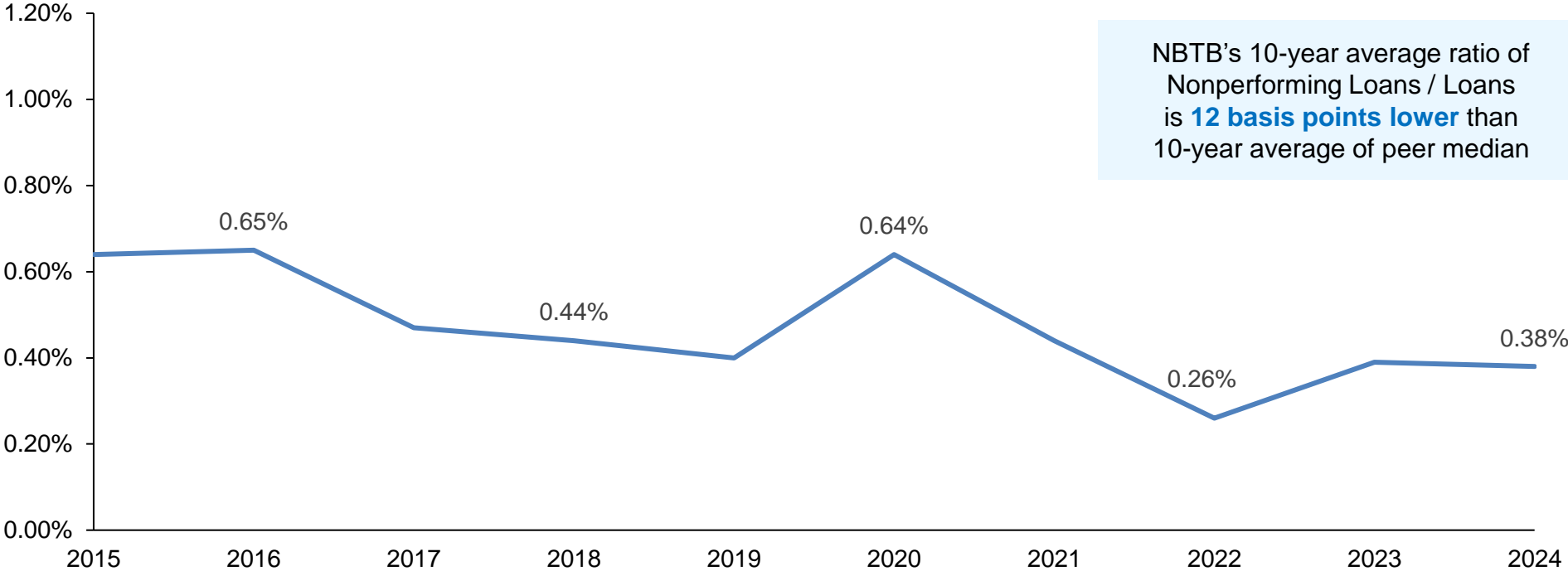
Consumer Lending Portfolio
\$4.66 billion



Category	Consumer Lending Portfolio Metrics				
	Total Outstandings (\$000s)	# of Accounts	Average Balance	Weighted Average FICO	Average DTI
Residential Real Estate	\$ 2,143,766	13,429	\$ 159,637	764	35
Indirect Auto	\$ 1,235,175	58,348	\$ 21,169	759	30
Residential Solar	\$ 839,659	26,847	\$ 31,276	762	34
Home Equity	\$ 328,687	10,657	\$ 30,842	780	33
Other Consumer	\$ 108,330	34,080	\$ 3,179	752	27

Asset Quality

Nonperforming Loans / Loans (%)

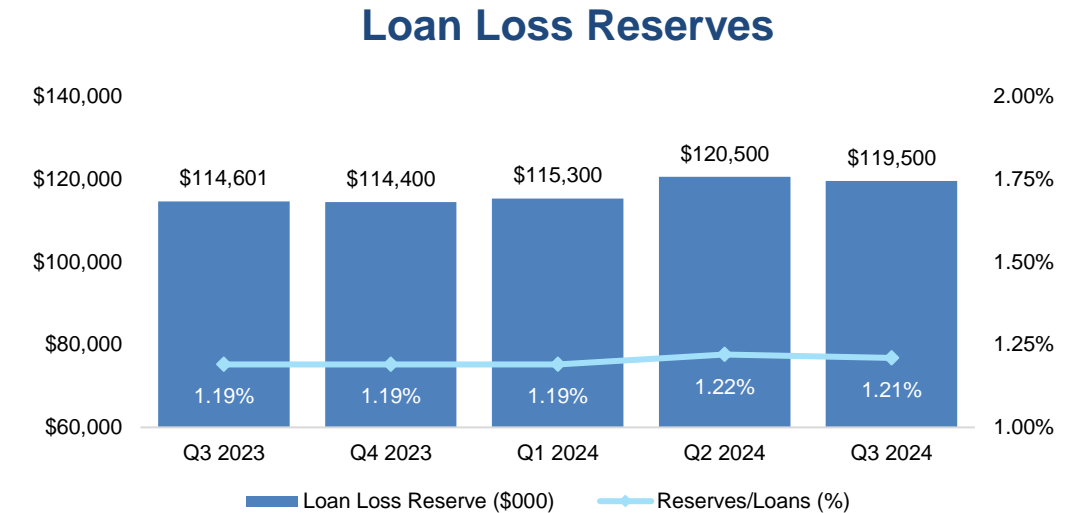
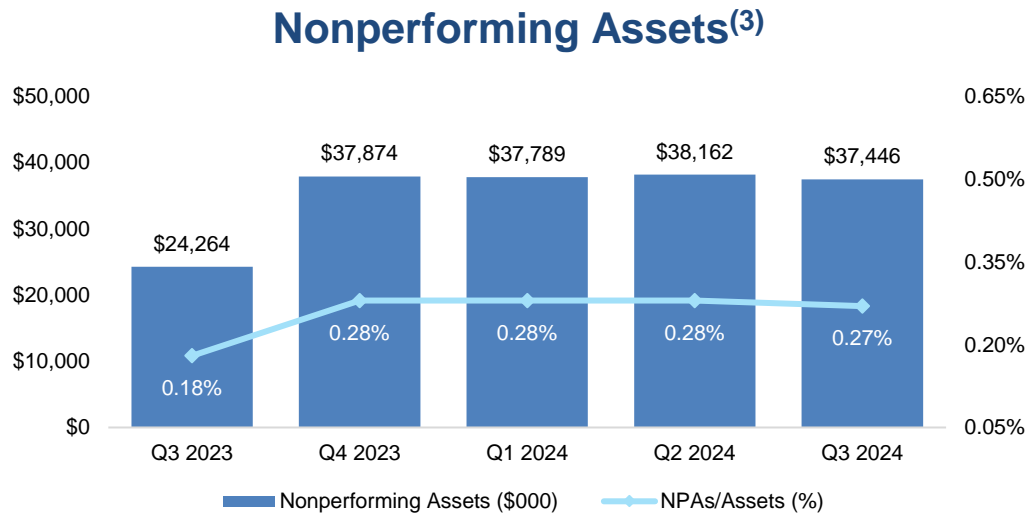
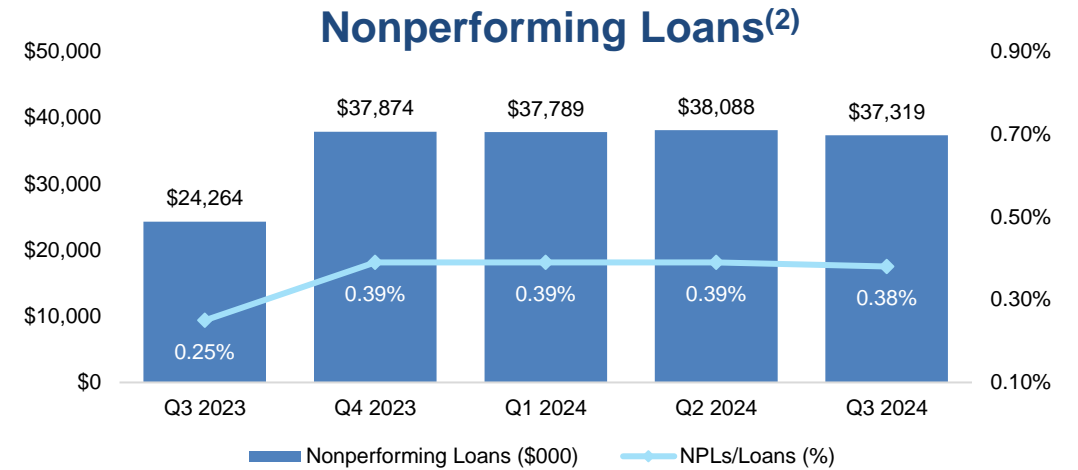
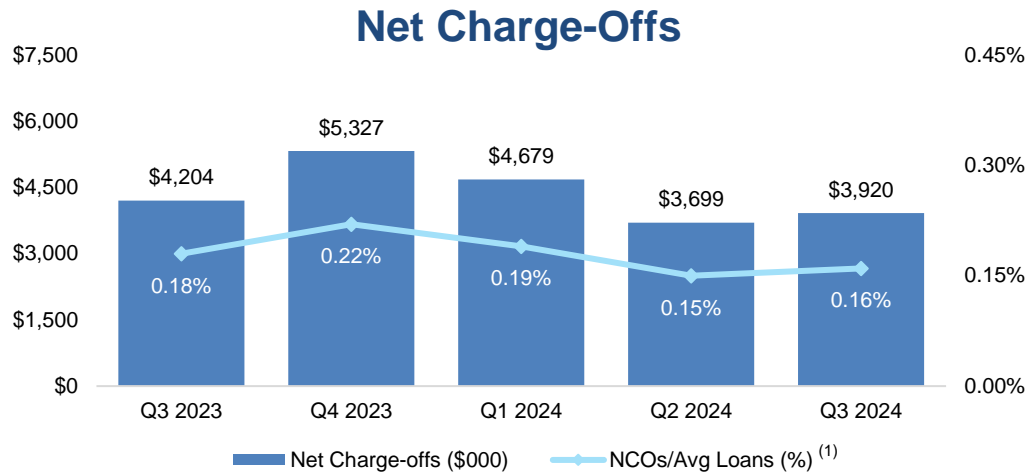


Asset Quality Trends Continue

- 0.16% Q3 2024 Net Charge-offs to Average Loans down from 0.18% in Q3 2023.
- Nonperforming loans to total loans was 0.38% consistent which was consistent with the previous three quarter ends at 0.39%.

Peer Data Source: S&P Global Market Intelligence as of the most recent quarter. Refer to appendix for Peer Group.
 Note: NBTB nonperforming loans exclude performing troubled debt restructurings / trouble loan modifications.

Asset Quality



1. Annualized. | 2. Nonperforming loans exclude performing trouble loan modifications. | 3. Nonperforming assets include nonaccrual loans, loans ninety days past due and still accruing and other real estate owned.



About NBT Bancorp
Strategic Initiatives
Financial Performance

▶ **Appendix**

Performance to Peer Group

Performance Ratios %	September 30, 2024		
	NBTB	Peer Median	Peer Average
Core ROAE ⁽¹⁾⁽²⁾	9.92%	8.91%	8.54%
Core ROATCE ⁽¹⁾⁽²⁾	13.69%	11.68%	12.36%
Net Interest Margin ⁽¹⁾	3.20%	3.16%	3.17%
Fee Income / Revenue ⁽³⁾	30.96%	19.65%	20.17%
Loans / Deposits	85.49%	92.44%	92.16%

Market Ratios	September 30, 2024		
	NBTB	Peer Median	Peer Average
Price / EPS (x)	15.01	13.28	15.82
Price / TBV (%) ⁽¹⁾	185.61%	135.88%	150.51%
Current Dividend Yield (%)	3.07%	3.76%	3.79%

Data Source: S&P Global Market Intelligence as of the most recent quarter. Refer to appendix for Peer Group.

Note: Peer data pro forma for recently announced acquisitions.

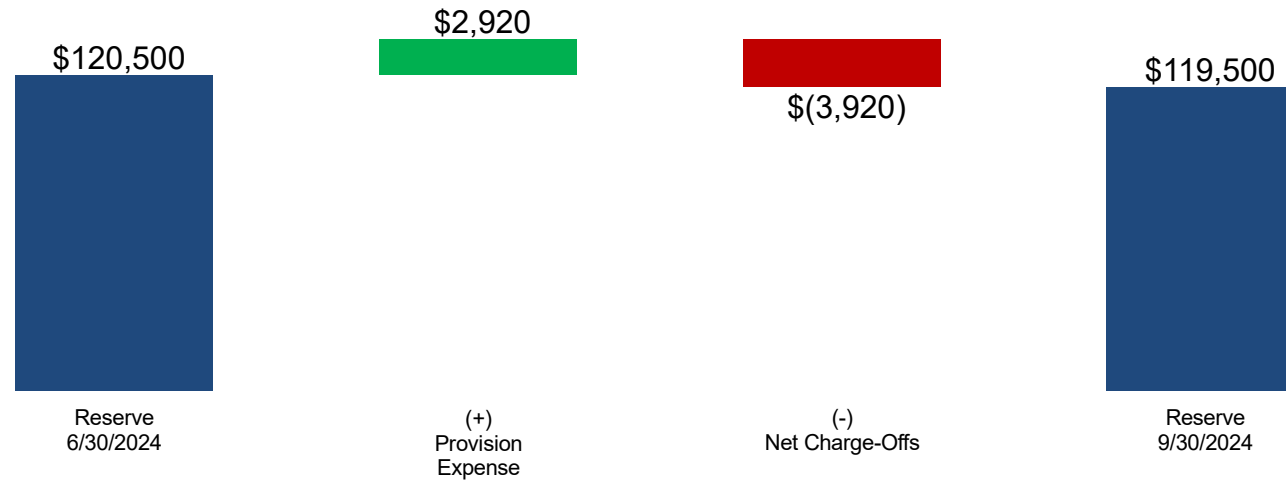
1. Refer to appendix for reconciliation of Non-GAAP measures.
2. Core Income excludes extraordinary items, non-recurring items, amortization of intangibles & goodwill impairment and gains/losses on sale of securities.
3. Excludes gains / losses on sale of securities.

Loan Loss Reserve (CECL)

Reserve / Loans by Segment

Loan Type	1/1/2020	9/30/2023	12/31/2023	3/31/2024	6/30/2024	9/30/2024
Commercial & Industrial	0.98%	0.87%	0.84%	0.79%	0.76%	0.73%
Commercial Real Estate	0.74%	1.00%	0.99%	0.97%	1.00%	1.01%
Residential Real Estate	0.83%	0.79%	0.84%	0.89%	0.98%	1.00%
Auto	0.78%	0.82%	0.83%	0.81%	0.85%	0.83%
Residential Solar	2.54%	3.19%	3.28%	3.58%	3.76%	3.70%
Other Consumer	4.74%	5.23%	4.70%	4.24%	4.09%	3.51%
Total	1.07%	1.19%	1.19%	1.19%	1.22%	1.21%

Loan Loss Reserve Activity (\$ in thousands)



Peer Group

Name	HQ City	State	Ticker
Berkshire Hills Bancorp, Inc.	Boston	MA	BHLB
Brookline Bancorp, Inc.	Boston	MA	BRKL
Community Financial System, Inc.	Dewitt	NY	CBU
Dime Community Bancshares, Inc.	Hauppauge	NY	DCOM
Eastern Bankshares, Inc.	Boston	MA	EBC
First Busey Corporation	Champaign	IL	BUSE
First Commonwealth Financial Corporation	Indiana	PA	FCF
First Financial Bancorp.	Cincinnati	OH	FFBC
First Merchants Corporation	Muncie	IN	FRME
Fulton Financial Corporation	Lancaster	PA	FULT
Independent Bank Corp.	Rockland	MA	INDB
Northwest Bancshares, Inc.	Columbus	OH	NWBI
OceanFirst Financial Corp.	Red Bank	NJ	OCFC
Park National Corporation	Newark	OH	PRK
Premier Financial Corp.	Defiance	OH	PFC
Provident Financial Services, Inc.	Jersey City	NJ	PFS
S&T Bancorp, Inc.	Indiana	PA	STBA
Tompkins Financial Corporation	Ithaca	NY	TMP
WesBanco, Inc.	Wheeling	WV	WSBC

External Recognition

In the **J.D. Power** 2024 U.S. Retail Banking Satisfaction Study, **NBT Bank ranked #2** in the NY Tri-State Region, which includes New York, Connecticut and New Jersey.

Forbes **2024**
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ALBANY BUSINESS REVIEW



2024 BEST PLACES TO WORK

Reconciliation of Non-GAAP Measures

(Dollars in Thousands)	Q3 2024	Q2 2024	Q3 2023
Net Income	\$ 38,097	\$ 32,716	\$ 24,606
Amortization of Intangible Assets (Net of Tax)	1,547	1,600	1,206
Net Income, Excluding Intangibles Amortization	\$ 39,644	\$ 34,316	\$ 25,812
Average Tangible Common Equity	\$ 1,084,885	\$ 1,043,383	\$ 954,774
Return on Average Tangible Common Equity⁽¹⁾	14.54%	13.23%	10.73%

(Dollars in Thousands, Except Per Share Data)	Q3 2024	Q2 2024	Q3 2023
Net Income	\$ 38,097	\$ 32,716	\$ 24,606
Acquisition Expenses	543	-	7,917
Acquisition-related provision for credit losses	-	-	8,750
Acquisition-related reserve for unfunded loan commitments	-	-	836
Securities (Gains) Losses	(476)	92	183
Adjustments to Net Income	\$ 67	\$ 92	\$ 17,686
Adjustments to Net Income (Net of Tax)	\$ 52	\$ 72	\$ 13,730
Operating Net Income	\$ 38,149	\$ 32,788	\$ 38,336
Operating Diluted Earnings Per Share	\$ 0.80	\$ 0.69	\$ 0.84
Operating Return on Average Assets⁽¹⁾	1.12%	0.98%	1.19%
Operating Return on Average Tangible Common Equity⁽¹⁾	14.56%	13.26%	16.43%

1. Annualized.

Reconciliation of Non-GAAP Measures

(Dollars in Thousands)	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
Net Interest Income	\$ 101,669	\$ 97,174	\$ 95,174	\$ 99,173	\$ 94,895
FTE Adjustment	639	658	658	669	568
Net Interest Income, Tax Equivalent	\$ 102,308	\$ 97,832	\$ 95,832	\$ 99,842	\$ 95,463
Average Total Interest Earning Assets	\$ 12,447,198	\$ 12,367,957	\$ 12,273,657	\$ 12,564,076	\$ 11,803,043
Net Interest Margin, Tax Equivalent⁽¹⁾	3.27%	3.18%	3.14%	3.15%	3.21%

(Dollars in Thousands, Except Per Share Data)	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
Total Stockholder's Equity	\$ 1,521,980	\$ 1,461,955	\$ 1,441,415	\$ 1,425,691	\$ 1,632,821
Goodwill and Other Intangibles	(397,853)	(398,686)	(400,819)	(402,294)	(402,745)
Tangible Common Equity	\$ 1,124,127	\$ 1,063,269	\$ 1,040,596	\$ 1,023,397	\$ 960,076
Total Assets	\$ 13,839,552	\$ 13,501,909	\$ 13,439,199	\$ 13,309,040	\$ 13,827,628
Goodwill and Other Intangibles	(397,853)	(398,686)	(400,819)	(402,294)	(402,745)
Tangible Assets	\$ 13,441,699	\$ 13,103,223	\$ 13,038,380	\$ 12,906,746	\$ 13,424,883
Tangible Common Equity to Tangible Assets	8.36%	8.11%	7.98%	7.93%	7.15%
Common Shares Outstanding	47,176,828	47,165,369			47,087,597
Book Value Per Share	\$ 32.26	\$ 31.00			\$ 28.94
Tangible Book Value Per Share	\$ 23.83	\$ 22.54			\$ 20.39

1. Annualized.

Reconciliation of Non-GAAP Measures

(Dollars in Thousands)	2024 - YTD	2023	2022	2021	2020	2019	2018	2017
Net Interest Income	\$ 294,017	\$ 378,219	\$ 362,190	\$ 321,088	\$ 315,678	\$ 311,555	\$ 305,629	\$ 283,493
FTE Adjustment	1,955	2,034	1,304	1,191	1,301	1,667	2,007	3,799
Net Interest Income, Tax Equivalent	\$ 295,972	\$ 380,253	\$ 363,494	\$ 322,279	\$ 316,979	\$ 313,222	\$ 307,636	\$ 287,292
Average Total Interest Earning Assets	\$ 12,363,245	\$ 11,570,283	\$ 10,898,871	\$ 10,631,890	\$ 9,571,777	\$ 8,739,258	\$ 8,594,469	\$ 8,274,334
Net Interest Margin, Tax Equivalent ⁽¹⁾	3.20%	3.29%	3.34%	3.03%	3.31%	3.58%	3.58%	3.47%

(Dollars in Thousands)	2024 - LTM	2023	2022	2021	2020	2019	2018	2017
Noninterest Expense	\$ 369,857	\$ 341,664	\$ 304,465	\$ 287,281	\$ 277,733	\$ 274,734	\$ 264,561	\$ 245,648
Acquisition Expenses	(797)	(9,978)	(967)	-	-	-	-	-
Adjusted Noninterest Expense	\$ 369,060	\$ 331,686	\$ 303,498	\$ 287,281	\$ 277,733	\$ 274,734	\$ 264,561	\$ 245,648

1. Annualized.

Reconciliation of Non-GAAP Measures

(Dollars in Thousands)	2024 - YTD
Net Income	\$ 104,636
Securities (Gains) (Net of Tax) ⁽¹⁾	(2,028)
Amortization of Intangibles (Net of Tax) ⁽¹⁾	5,027
Acquisition Expense (Net of Tax) ⁽¹⁾	429
Core Net Income⁽²⁾	\$ 108,064
Average Stockholders' Equity	\$ 1,452,433
Average Tangible Equity ⁽³⁾	\$ 1,052,574
Core Return on Average Equity⁽²⁾	9.92%
Core Return on Average Tangible Common Equity⁽²⁾	13.69%

1. Balance per S&P Global Market Intelligence, utilizes a 21% statutory tax rate.
2. Calculation per S&P Global Market Intelligence.
3. Balance per S&P Global Market Intelligence.

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, including actual or potential stress in the banking industry, 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 rates, securities market and monetary fluctuations; (6) political instability; (7) acts of war, including international military conflicts, or terrorism; (8) the timely development and acceptance of new products and services and the perceived overall value of these products and services by users; (9) changes in consumer spending, borrowing and saving habits; (10) changes in the financial performance and/or condition of the Company’s borrowers; (11) technological changes; (12) acquisition and integration of acquired businesses; (13) governmental approvals of the Evans Bancorp, Inc. (“Evans”) merger may not be obtained, or adverse regulatory conditions may be imposed in connection with governmental approvals of the merger; (14) the shareholders of Evans may fail to approve the merger; (15) the ability to increase market share and control expenses; (16) changes in the competitive environment among financial holding companies; (17) 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, and the Economic Growth, Regulatory Relief, and Consumer Protection Act of 2018; (18) the effect of changes in accounting policies and practices, as may be adopted by the regulatory agencies, as well as the Public Company Accounting Oversight Board, the Financial Accounting Standards Board and other accounting standard setters; (19) changes in the Company’s organization, compensation and benefit plans; (20) 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; (21) greater than expected costs or difficulties related to the integration of new products and lines of business; and (22) the Company’s success at managing the risks involved in the foregoing items.

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