

NBT Bancorp Inc.

Q2 2022 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, including international military conflicts, 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 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, treatment developments, public adoption rates of COVID-19 vaccines, including booster shots, and their effectiveness against emerging variants of COVID-19, the impact of the COVID-19 pandemic 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, 2021 as being heightened as a result of the ongoing and numerous adverse impacts of the COVID-19 pandemic.

The Company cautions readers not to 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.

Q2 2022 Highlights

EARNINGS

- Net income of \$37.8 million, or diluted earnings per share of \$0.88
- Return on average tangible common equity^{1 2} of 17.00% for 2Q 2022, up from 16.87% in prior quarter
- Noninterest income, excluding securities gains (losses) up 8% from prior year; represents 33% of total revenues
- Loan growth of \$363.2 million, or 9.9%², excluding Paycheck Protection Program (“PPP”) loans

BALANCE SHEET & ASSET QUALITY

- Period end total loans were \$7.78 billion, including \$17.3 million in PPP outstandings
- Deposits were \$10.03 billion at June 30, 2022 with total cost of deposits at 0.07% for Q2 2022, consistent with 0.07% for Q1 2022 and 0.12% for Q2 2021
- Allowance for loan losses to total loans of 1.20%, compared to 1.18% in Q1 2022 (compared to 1.07% at January 1, 2020)
- Net charge-offs of \$0.8 million, or 0.04%² of average loans
- Continued decline in nonperforming loans, down 7% from previous quarter to \$25.8 million

CAPITAL STRENGTH

- Board of Directors approved a \$0.30 per share dividend, a \$0.02, or 7.1% increase, from prior quarter
- Tangible book value per share¹ of \$20.99 at Q2 2022, \$21.25 at Q1 2022 and \$21.50 at Q2 2021
- Leverage ratio was 9.77% at June 30, 2022
- Total risk-based capital was 15.50% at June 30, 2022

1. Non-GAAP measure; refer to appendix for reconciliation of Non-GAAP measures.

2. Annualized.

Q2 2022 Results Overview

Financial Highlights

(\$ in millions except per share data)	Q2 2022	Change		% Change	
		Q1 2022	Q2 2021	Q1 2022	Q2 2021
Period End Balance Sheet					
Total loans	\$ 7,777.7	\$ 127.9	\$ 260.1	1.7%	3.5%
Total loans, excluding PPP	7,760.4	161.5	602.5	2.1%	8.4%
Total deposits	10,028.7	(432.9)	243.5	(4.1%)	2.5%
Income Statement					
FTE net interest income ²	87.9	7.2	8.4	9.0%	10.6%
Provision for loan losses ³	4.4	3.8	9.6	636.6%	184.2%
Total noninterest income ³	42.2	(0.6)	3.1	(1.4%)	8.0%
Total noninterest expense	76.1	4.0	4.7	5.5%	6.6%
Provision for taxes	11.0	(0.2)	(1.0)	(1.7%)	(8.7%)
Net income	37.8	(1.4)	(2.5)	(3.5%)	(6.3%)
Pre-provision net revenue ²	54.2	3.3	5.3	6.6%	10.8%
Performance Ratios					
Earnings per share, diluted	\$ 0.88	\$ (0.02)	\$ (0.04)	(2.2%)	(4.3%)
Net interest margin ^{2,4}	3.21%	0.26%	0.21%	8.8%	7.0%
ROAA ⁴	1.28%	(0.04%)	(0.11%)	(3.0%)	(7.9%)
PPNR ROAA ^{2,4}	1.83%	0.12%	0.14%	7.0%	8.3%
ROATCE ^{2,4}	17.00%	0.13%	(0.93%)	0.8%	(5.2%)
NCOs/ Avg loans (%) ⁴	0.04%	(0.10%)	(0.03%)	(71.4%)	(42.9%)
NCOs/ Avg loans (%), excluding PPP ⁴	0.04%	(0.10%)	(0.03%)	(71.4%)	(42.9%)
Tangible book value per share ²	\$ 20.99	\$ (0.26)	\$ (0.51)	(1.2%)	(2.4%)
Tangible equity ratio ²	7.87%	0.17%	(0.41%)	2.2%	(5.0%)
Capital Ratios					
Leverage ratio	9.77%	0.25%	0.37%	2.6%	3.9%
Common equity tier 1 capital ratio	12.14%	(0.09%)	0.02%	(0.7%)	0.2%
Tier 1 capital ratio	13.27%	(0.12%)	(0.07%)	(0.9%)	(0.5%)
Total risk-based capital ratio	15.50%	(0.14%)	(0.28%)	(0.9%)	(1.8%)

1. Comparison to Q1 2022 unless otherwise stated.
2. Non-GAAP measure; refer to appendix for reconciliation of Non-GAAP measures.
3. Excludes net securities gains (losses).
4. Annualized.

Quarterly Highlights¹



Balance Sheet

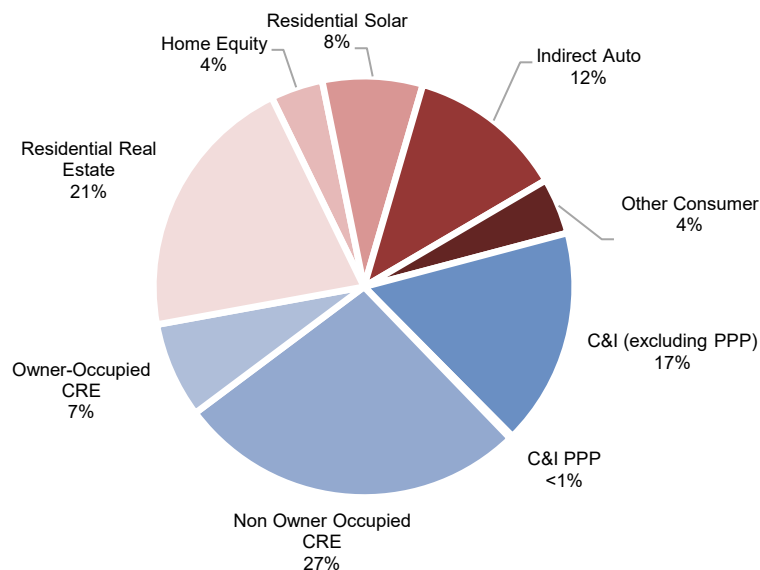
- Loans were up \$161.5 million, excluding PPP
- Deposits decreased \$432.9 million, as seasonally expected
- Tangible book value per share² of \$20.99

Earnings & Capital

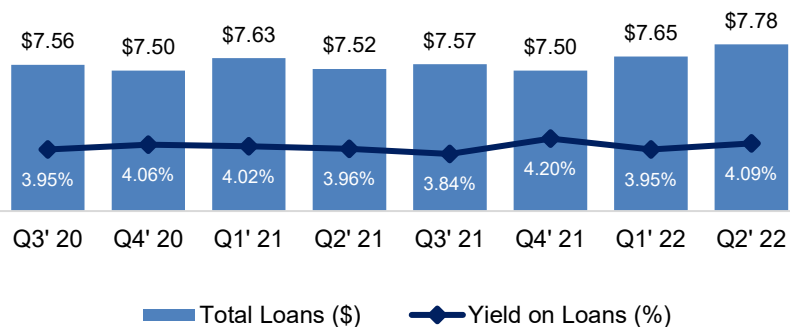
- Net income was \$37.8 million and diluted earnings per share was \$0.88
- Provision expense of \$4.4 million, increasing allowance for loan losses to total loans to 1.20%
- Net interest margin² up 26 bps with 13 bps related to higher earning asset yields
- Fee income³ down 1.4% from a seasonally strong first quarter
- Noninterest expense up 5.5%
- Effective tax rate of 22.5%

Loans

Total Loans: \$7.78 billion¹



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



Quarterly Highlights

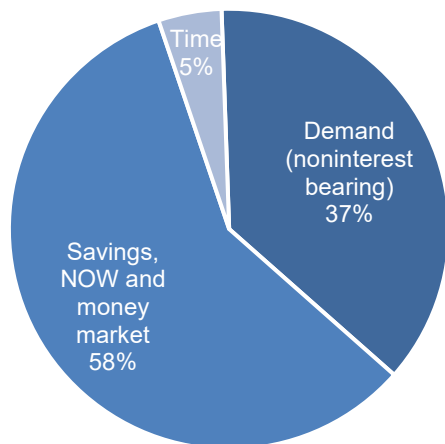


- Loans, excluding PPP, were up \$161.5 million from Q1 2022, or 2.1%
 - Total commercial loans, excluding PPP loans, increased \$44.3 million to \$4.0 billion
 - Total consumer loans increased \$117.3 million to \$3.8 billion
- Yields on loans increased 14 bps from Q1 2022
 - Excluding PPP loans, yields increased 16 bps
- Quarterly portfolio loan yields
 - Commercial (excluding PPP): 4.08%
 - Consumer: 4.21%
 - Residential mortgage: 3.74%

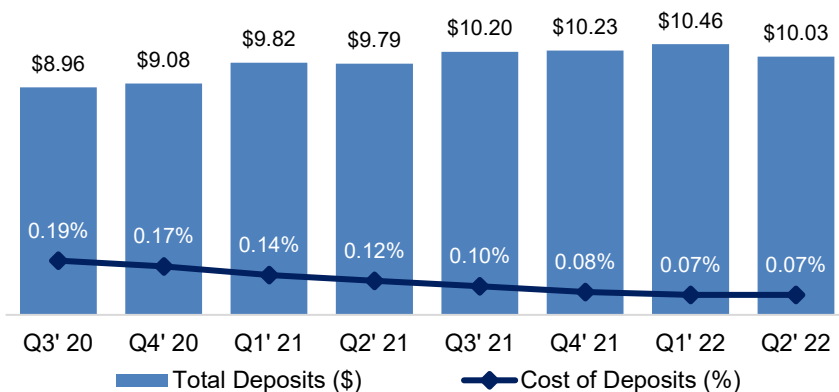
1. As of 6/30/22. Total loans included PPP loans of \$17.3 million net of \$0.4 million in unearned fees.

Deposits

Total Deposits: \$10.03 billion¹



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



Quarterly Highlights²

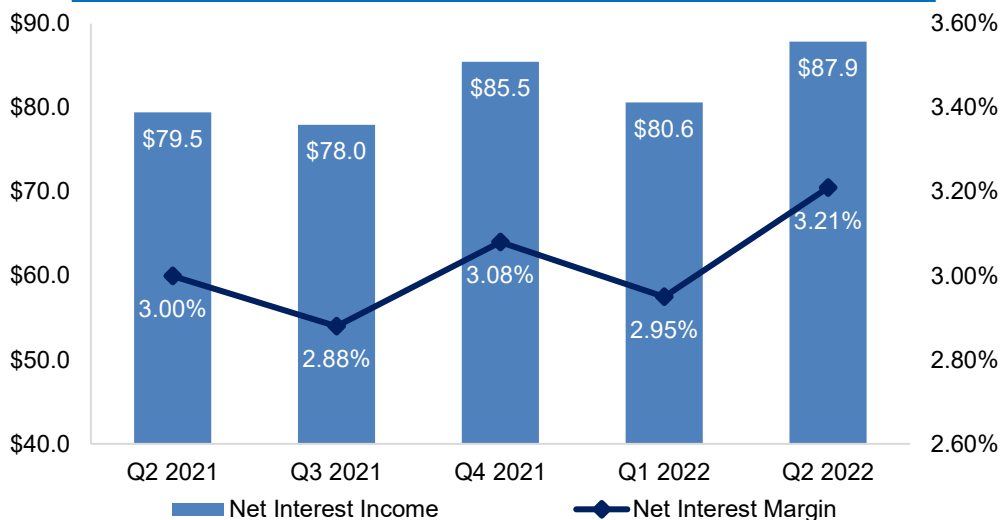


- Cost of total deposits of 0.07%, consistent with prior quarter
- Cost of interest-bearing deposits was 0.11%, consistent with prior quarter
- Period end deposits decreased \$432.9 million, or 4.1% with season declines in municipal deposits and a \$100 million brokered deposit maturing during the quarter
- Core deposits³ represent 95% of total deposit funding
- Noninterest bearing deposits were 37% of total deposits at Q2 2022
- Loan to deposit ratio was 77.6%

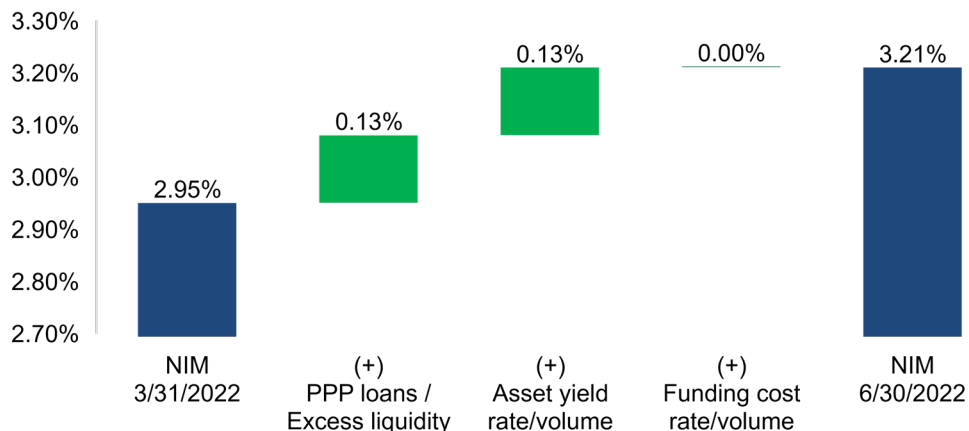
1. As of 6/30/2022.
 2. Comparison to Q1 2022 unless otherwise stated.
 3. Core deposits defined as total deposits less all time.

Net Interest Income & Net Interest Margin

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



Q2 2022 Net Interest Margin



Quarterly Highlights¹



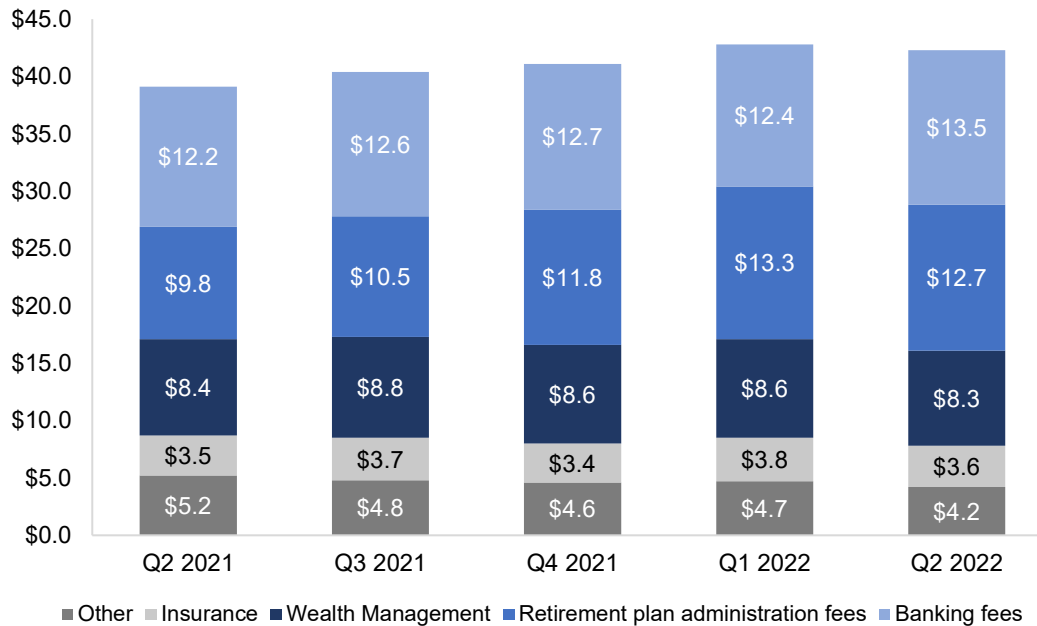
- Net interest income increased \$7.2 million to \$87.9 million
- PPP income decreased \$0.7 million
- Net interest margin increased 26 bps to 3.21%
 - Net impact of excess liquidity and PPP lending negatively impacted NIM by 9 bps, net compared to negative 22 bps in 1Q 2022
 - Normalized margin, excluding PPP and excess liquidity, increased 13 bps from prior quarter primarily due to higher earning asset yields
 - The cost of interest-bearing liabilities remained consistent

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.

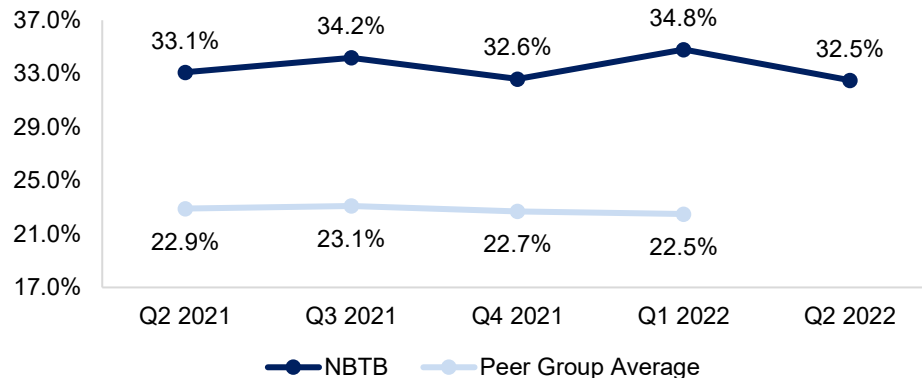
1. Comparison to Q1 2022 unless otherwise stated.

Noninterest Income

Noninterest Income Trend¹ (\$ in millions)



Total Noninterest Income¹ / Total Revenue¹



Quarterly Highlights²

- Noninterest income to total revenue was 32.5%¹
- \$42.2 million¹ in noninterest income, down \$0.6 million
- Retail banking fees (service charges and card services) up \$1.1 million
- Retirement plan administration fees down \$0.6 million
- Wealth management fees down \$0.4 million

Peer Source Data: S&P Global Market Intelligence.

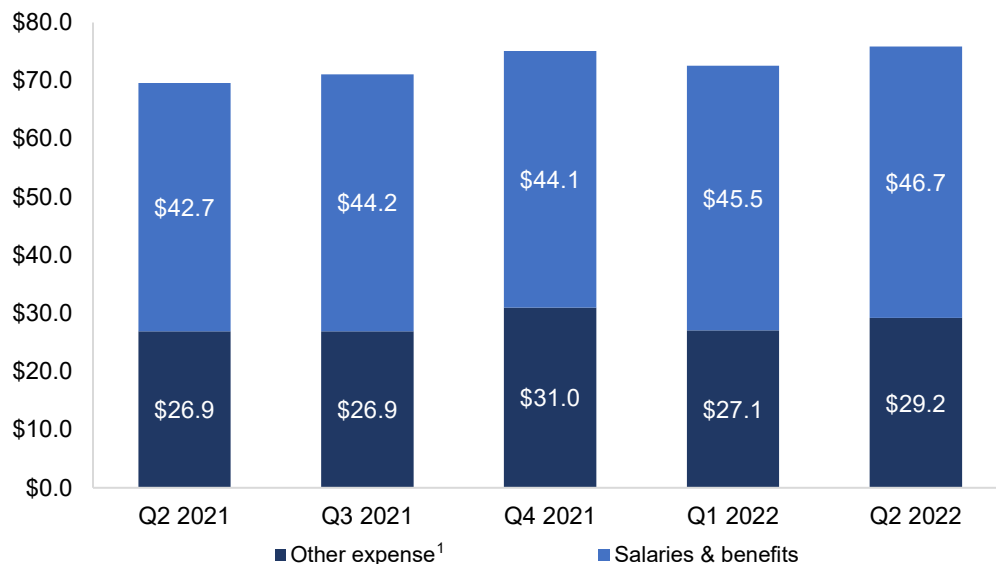
Refer to appendix for Peer Group.

1. Excludes net securities gains (losses).

2. Comparison to Q1 2022 unless otherwise stated.

Noninterest Expense

Noninterest Expense Trend (\$ in millions)



1. Other Expense includes Technology and data services, Occupancy, 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 provision for unfunded commitment reserves and other non-recurring expense.
2. Comparisons to Q1 2022 unless otherwise stated.

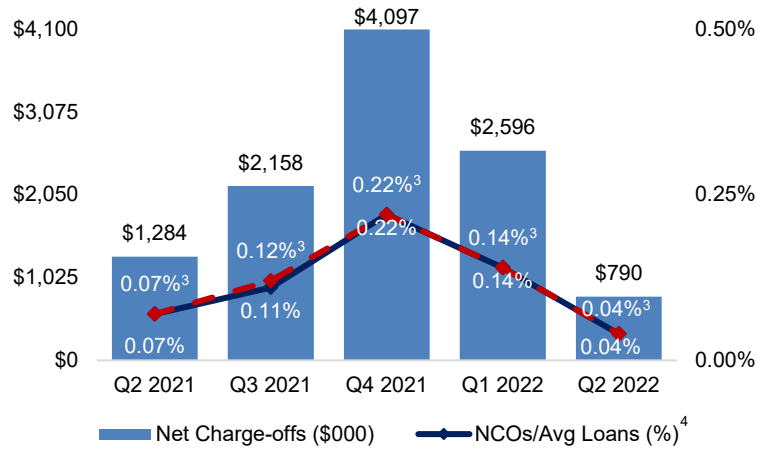
Quarterly Highlights²



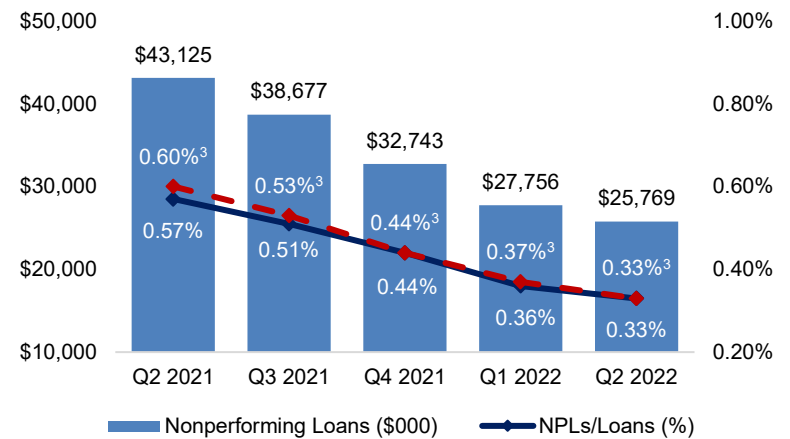
- Noninterest expense of \$76.1 million
 - Up \$4.0 million (5.5%)
- Salaries & Benefits increase driven by one more payroll day, annual merit pay increases and higher medical expenses
- Technology and data services increased due to digital platform investments
- Loan collection and other real estate owned increased due to higher collection expense and gain on the sale of a property in 1Q 2022
- Other expenses increased due to the increase in the reserve for unfunded commitments, higher travel and training costs, and timing of charitable contributions and other expenses

Asset Quality

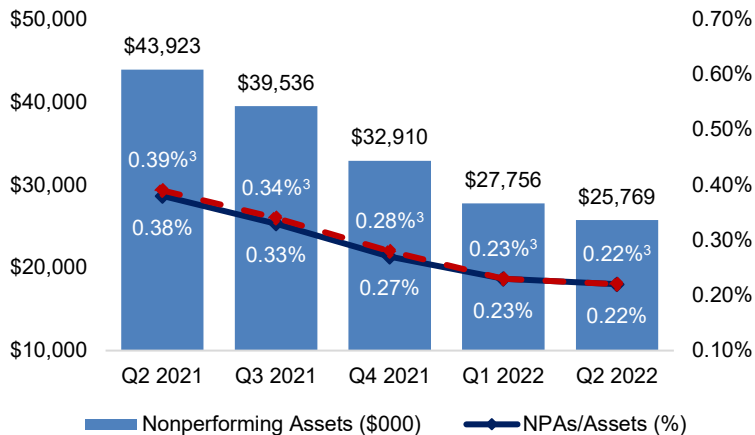
Net Charge-Offs



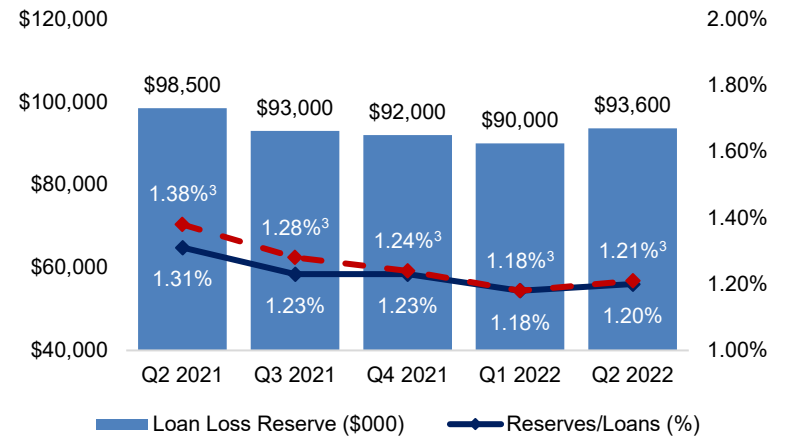
Nonperforming Loans¹



Nonperforming Assets²



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 \$359.7 million and related allowance of \$18 thousand as of June 30, 2021, PPP loans of \$276.2 million and related allowance of \$14 thousand as of September 30, 2021, PPP loans of \$101.2 million and related allowance of \$5 thousand as of December 31, 2021, PPP loans of \$51.0 million and related allowance of \$3 thousand as of March 31, 2022 and PPP loans of \$17.3 million and related allowance of \$1 thousand as of June 30, 2022.
4. Annualized.

APPENDIX



Second Quarter Trends

(\$ in thousands except per share data)	Q2 2022	Q2 2021	Q2 2020	Q2 2019
Income Statement				
Loan interest income, excluding PPP income	\$ 77,238	\$ 70,063	\$ 73,396	\$ 81,271
PPP interest income and fees	1,301	4,732	3,874	-
Securities	11,502	8,858	9,526	11,120
Other interest income	1,442	391	650	842
Total interest income	91,483	84,044	87,446	93,233
Total interest expense	3,898	4,866	7,000	14,606
Net interest income	87,585	79,178	80,446	78,627
Noninterest income	41,656	39,316	35,011	34,241
Total net revenue	129,241	118,494	115,457	112,868
Noninterest expense	76,119	71,419	65,340	66,231
Income before provision and income taxes	53,122	47,075	50,117	46,637
Provision for credit losses	4,390	(5,216)	18,840	7,277
Income before taxes	48,732	52,291	31,277	39,360
Income taxes	10,957	11,995	6,564	8,805
Net Income	\$ 37,775	40,296	\$ 24,713	\$ 30,555
Performance Ratios				
<i>Diluted earnings per share</i>	\$ 0.88	\$ 0.92	\$ 0.56	\$ 0.69
<i>Net interest margin</i> ^{1,2}	3.21%	3.00%	3.38%	3.61%
<i>ROATCE</i> ^{1,2}	17.00%	17.93%	12.14%	16.38%
<i>NCOs/Avg loans</i> ²	0.04%	0.07%	0.28%	0.38%

1. Non-GAAP measure; refer to appendix for reconciliation of Non-GAAP measures.

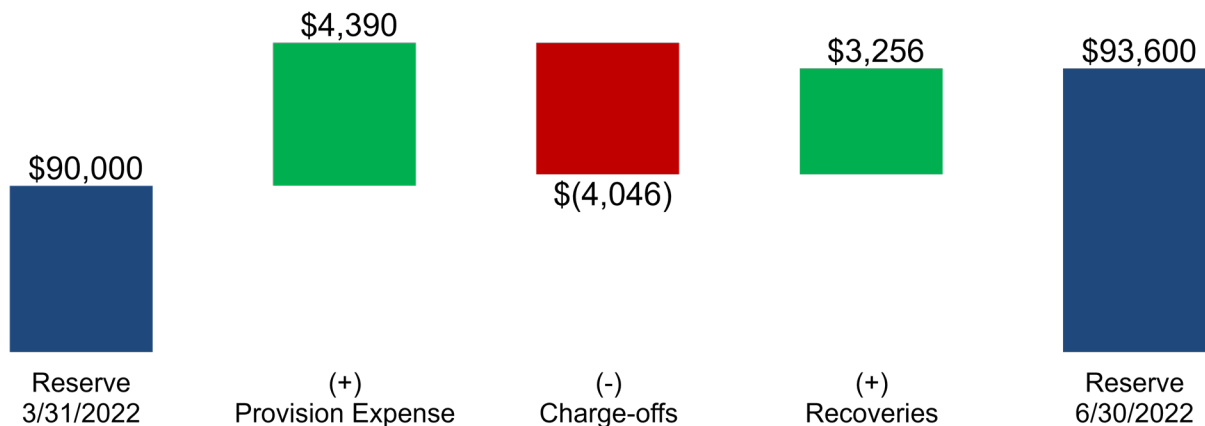
2. Annualized.

Loan Loss Reserve (CECL)

Reserve / Loans by Segment

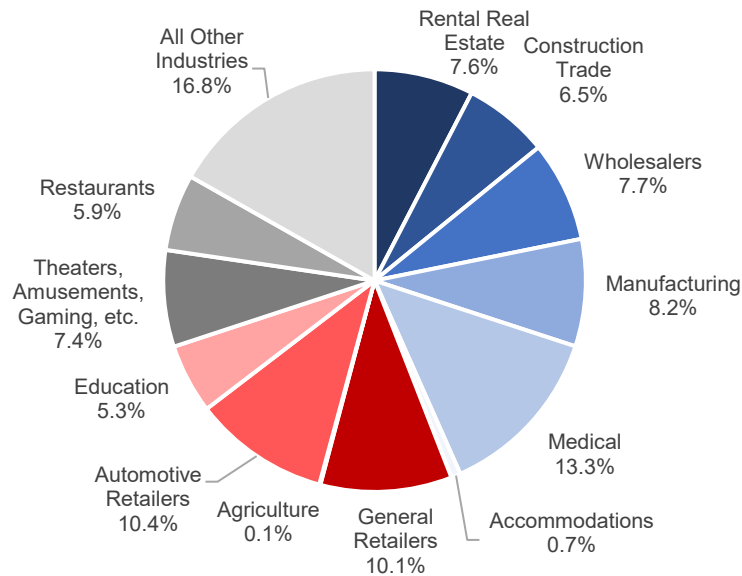
Loan Type	1/1/2020	6/30/2021	9/30/2021	12/31/2021	3/31/2022	6/30/2022
Commercial & Industrial	0.98%	1.11%	0.83%	0.78%	0.66%	0.75%
Paycheck Protection Program	0.00%	0.01%	0.01%	0.01%	0.01%	0.01%
Commercial Real Estate	0.74%	1.26%	0.93%	0.78%	0.79%	0.89%
Residential Real Estate	0.83%	0.98%	0.93%	0.92%	0.88%	0.79%
Auto	0.78%	0.76%	0.78%	0.79%	0.76%	0.79%
Other Consumer	3.66%	4.27%	4.57%	4.49%	4.14%	3.98%
Total	1.07%	1.31%	1.23%	1.23%	1.18%	1.20%
Total excluding PPP loans	1.07%	1.38%	1.28%	1.24%	1.18%	1.21%

6/30/2022 Loan Loss Reserve Activity (\$ in Thousands)

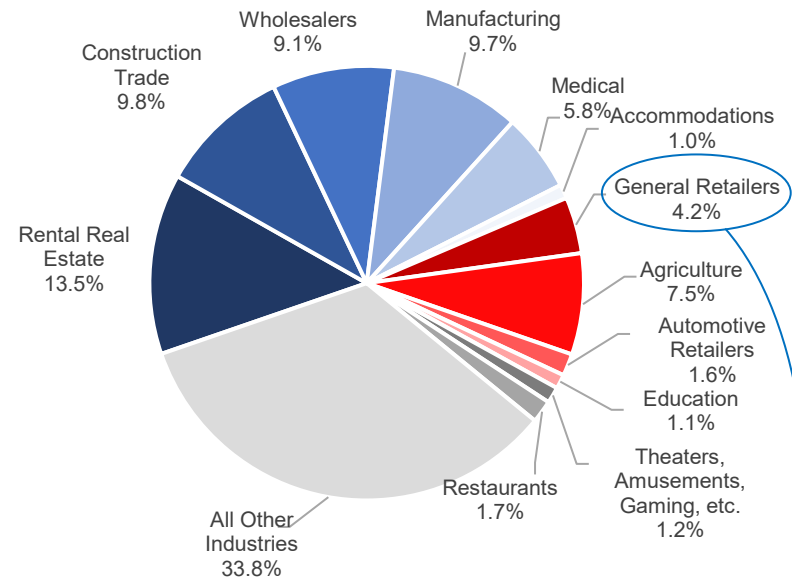


Commercial Loan Portfolio Detail

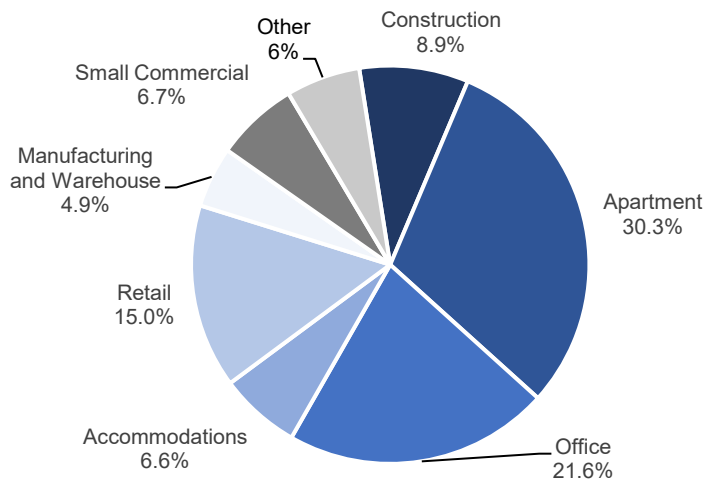
Owner Occupied CRE (\$0.57 billion)¹



Commercial & Industrial (\$1.30 billion)¹



Non-Owner Occupied CRE (\$2.10 billion)¹



Retail	
•	20% Building Materials / Home Centers
•	19% Grocery Stores / Pharmacies
•	10% Gasoline / C Stores
•	20% Home Furnishings

1. Data as of 6/30/2022, excludes PPP balances.

Interest Rate & Liquidity Risk

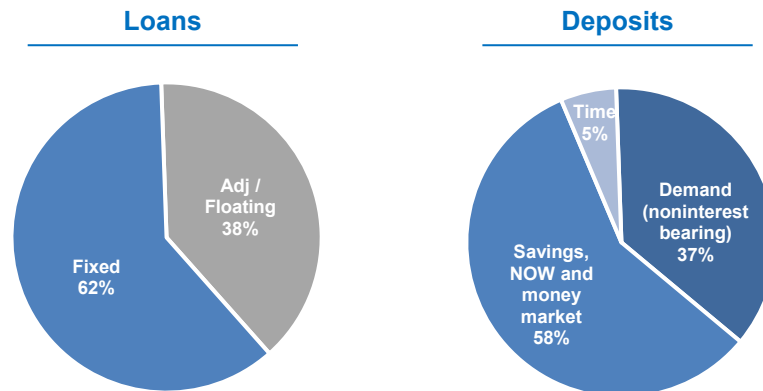
Interest Rate Risk Position¹

- Loan portfolio:
 - 62% Fixed / 38% Adjustable/Floating
- Deposit repricing information:
 - \$122 million CDs re-price in Q3 2022
- Offsets to low-rate environment: \$743 million adjustable/floating loans with floors and resets
 - \$180 million loans with in-the-money interest rate floors
 - \$537 million loans with interest rate floors out-of-the-money
 - \$26 million loans at introductory rates expected to reset higher by approximately 50 bps
- Investments:
 - 4.7 year modified duration, 0.5% of portfolio floating rate

Liquidity¹

- Excess liquidity has declined but remains above historical levels
 - \$307 million of excess reserves at Fed
- Loan-to-deposit ratio of 77.6%
- Available lines of credit:
 - \$1.68 billion FHLB (secured)
 - \$0.61 billion Fed discount window (secured)
 - \$0.25 billion Fed funds (unsecured)

Loan & Deposit Mix¹



Year 1 Interest Rate Sensitivity¹

	Net Interest Income
Change in interest rates	% Change from base
Up 200 bps	4.32%
Up 100 bps	2.37%
Down 50 bps	-1.40%

1. Data as of 06/30/2022.

Corporate Social Responsibility

The highlights featured here depict some of the many ways the Company and our people are focused on what matters.

SUSTAINABLE FINANCING

\$670 million
in consumer solar loan originations

Paper reduction
and recycling
efforts saved
4,377 trees
in 2021



FREE TAX PREP

Assisted over 750 families in need in 2020 and 2021, returning more than \$3.2 million to communities served by Colgate University's VITA program



FINANCIAL WELLNESS
\$582,804 contributed to
student loan repayment
for **200+** employees



SAY ON PAY:
97% of shares **voted** to
approve compensation of
named executive officers



Proxy Advisor **Governance**
Score of "1" from ISS
Corporate Solutions

ENERGY CONSUMPTION

Driving and lighting
initiatives in 2021
compare to removing

106 cars
from the road



AFFORDABLE HOUSING

Over **\$750 million**
provided to construct
over 125 projects creating

5.5k+
HOUSING UNITS

HELPING AMERICA RETIRE
with **300,000+** retirement
plan participants nationwide



FOCUSED ON WHAT MATTERS



Donated nearly
\$2 million

to community organizations in 2021

8,500

employee **VOLUNTEER**
hours in 2021



EMPLOYEE & BOARD TRAINING
●●●●● **96%** completed **Ethics** training
●●●●● **99%** completed **Information Security** training



SBA's Paycheck Protection Program
Funded 6,100+ loans for \$835 million in relief
supporting more than
96,000 jobs



Elected 2 women and
1 African American to
Board of Directors
in past two years

External Recognition

Forbes **2022**
**WORLD'S
BEST BANKS**

POWERED BY STATISTA

J.D. Power
**2022 U.S. Retail Banking
Satisfaction Study**

Ranked #2 in the New York
Tri-State Region

Includes New York, Connecticut and New Jersey.



Reconciliation of Non-GAAP Measures

(Dollars in Thousands)	Q2 2022	Q1 2022	Q2 2021
Net Income	\$ 37,775	\$ 39,126	\$ 40,296
Income Tax Expense	10,957	11,142	11,995
Provision Expense	4,390	596	(5,216)
FTE Adjustment	290	285	299
Net Securities Losses (Gains)	587	179	(201)
Provision for Unfunded Loan Commitments Reserve	240	(260)	(80)
Nonrecurring Expense ¹	-	(172)	1,880
Pre-Provision Net Revenue ("PPNR")²	\$ 54,239	\$ 50,896	\$ 48,973
Average Assets	\$ 11,866,518	\$ 12,036,688	\$ 11,602,757
Return on Average Assets³	1.28%	1.32%	1.39%
PPNR Return on Average Assets³	1.83%	1.71%	1.69%

(Dollars in Thousands)	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021
Net Interest Income	\$ 87,585	\$ 80,348	\$ 85,181	\$ 77,674	\$ 79,178
FTE Adjustment	290	285	292	298	299
Net Interest Income, Tax Equivalent	\$ 87,875	\$ 80,633	\$ 85,473	\$ 77,972	\$ 79,477
Average Total Interest Earning Assets	\$ 10,983,020	\$ 11,089,110	\$ 11,017,224	\$ 10,727,498	\$ 10,631,071
Net Interest Margin, Tax Equivalent³	3.21%	2.95%	3.08%	2.88%	3.00%

1. Items per S&P Global Market Intelligence.

2. Net interest income, on a fully tax-equivalent basis if available, fees and other noninterest income, net of non-credit-related expenses. Represents earnings capacity that can be applied to capital or loan losses per S&P Global Market Intelligence calculation.

3. Annualized.

Reconciliation of Non-GAAP Measures

(Dollars in Thousands, Except Per Share Data)	Q2 2022	Q1 2022	Q2 2021
Net Income	\$ 37,775	\$ 39,126	\$ 40,296
Amortization of Intangible Assets (Net of Tax)	409	477	512
Net Income, Excluding Intangibles Amortization	\$ 38,184	\$ 39,603	\$ 40,808
Average Tangible Common Equity	\$ 901,001	\$ 951,970	\$ 912,841
Return on Average Tangible Common Equity¹	17.00%	16.87%	17.93%
Total Stockholder's Equity	\$ 1,188,556	\$ 1,202,250	\$ 1,225,056
Goodwill and Other Intangibles	(289,259)	(288,832)	(290,782)
Tangible Common Equity	\$ 899,297	\$ 913,418	\$ 934,274
Total Assets	\$ 11,720,459	\$ 12,147,833	\$ 11,574,947
Goodwill and Other Intangibles	(289,259)	(288,832)	(290,782)
Tangible Assets	\$ 11,431,200	\$ 11,859,001	\$ 11,284,165
Tangible Common Equity to Tangible Assets	7.87%	7.70%	8.28%
Common Shares Outstanding	42,836,406	42,992,323	43,455,363
Book Value Per Share	\$ 27.75	\$ 27.96	\$ 28.19
Tangible Book Value Per Share	\$ 20.99	\$ 21.25	\$ 21.50

1. Annualized.

Reconciliation of Non-GAAP Measures

(Dollars in Thousands)	Q2 2022	Q2 2021	Q2 2020	Q2 2019
Net Interest Income	\$ 87,585	\$ 79,178	\$ 80,446	\$ 78,627
FTE Adjustment	290	299	329	445
Net Interest Income, Tax Equivalent	\$ 87,875	\$ 79,477	\$ 80,775	\$ 79,072
Average Total Interest Earning Assets	\$ 10,983,020	\$ 10,631,071	\$ 9,605,356	\$ 8,781,991
Net Interest Margin, Tax Equivalent¹	3.21%	3.00%	3.38%	3.61%

(Dollars in Thousands)	Q2 2022	Q2 2021	Q2 2020	Q2 2019
Net Income	\$ 37,775	\$ 40,296	\$ 24,713	\$ 30,555
Amortization of Intangible Assets (Net of Tax)	409	512	662	670
Net Income, Excluding Intangibles Amortization	\$ 38,184	\$ 40,808	\$ 25,375	\$ 31,225
Average Tangible Common Equity	\$ 901,001	\$ 912,841	\$ 840,371	\$ 764,820
Return on Average Tangible Common Equity¹	17.00%	17.93%	12.14%	16.38%

1. Annualized.

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.	West Reading	PA	CUBI
First Commonwealth Financial Corporation	Indiana	PA	FCF
First Financial Bancorp	Cincinnati	OH	FFBC
First Merchants Corporation	Muncie	IN	FRME
Heartland Financial USA, Inc.	Dubuque	IA	HTLF
Independent Bank Corp.	Rockland	MA	INDB
Merchants Bancorp	Carmel	IN	MBIN
Northwest Bancshares, Inc	Columbus	OH	NWBI
OceanFirst Financial Corp.	Red Bank	NJ	OCFC
Premier Financial Corp	Defiance	OH	PFC
Provident Financial Services, Inc	Jersey City	NJ	PFS
Park National Corporation	Newark	OH	PRK
S&T Bancorp, Inc.	Indiana	PA	STBA
Tompkins Financial Corporation	Ithaca	NY	TMP
WesBanco, Inc.	Wheeling	WV	WSBC