



# Earnings Presentation

Fourth Quarter 2025

NBTB



# 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”) and international trade disputes (including threatened or implemented tariffs imposed by the U.S. and threatened or implemented tariffs imposed by foreign countries in retaliation); (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 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) 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, and the Economic Growth, Regulatory Relief, and Consumer Protection Act of 2018; (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 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; and (20) the Company’s success at managing the risks involved in the foregoing items.

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.

# Q4 2025 Results Highlights

## Generated Positive Year-Over-Year Operating Leverage

- Revenues<sup>(3)</sup> grew 24.7% while expenses<sup>(4)</sup> grew 11.9% from the fourth quarter of 2024
- Full year revenues<sup>(3)</sup> increased 21.4% while expenses<sup>(4)</sup> grew 13.1% from the previous year
- Net interest margin<sup>(1)</sup> increased 31 bps from the fourth quarter of 2024

## Well Positioned Balance Sheet

- Diversified portfolios with desirable balance of commercial and consumer loans and deposits
- Loans to deposits ratio was 85.9% at December 31, 2025, providing considerable balance sheet optionality

## Capital Strength

- Announced first-quarter cash dividend of \$0.37 per share, an 8.8% increase over the prior year first quarter
- Purchased 250,000 shares of common stock during the fourth quarter of 2025 at an average price of \$40.74 per share
- Stockholders' equity grew \$370.1 million, or 24.2%, from December 31, 2024, including the issuance of 5.1 million shares for the Evans acquisition valued at \$221.8 million as of the close date
- Total risk-based capital of 14.24%
- Tangible equity to assets of 8.95%<sup>(1)</sup> and tangible book value per share of \$26.54<sup>(1)</sup>

|  |                             |
|--|-----------------------------|
| Reported                                 | Operating <sup>(1)</sup>    |
| <b>\$1.06</b>                            | <b>\$1.05</b>               |
| <i>Earnings per share</i>                |                             |
| Reported <sup>(1)(2)</sup>               | Operating <sup>(1)(2)</sup> |
| <b>17.05%</b>                            | <b>17.02%</b>               |
| <i>Return on average tangible equity</i> |                             |
| <b>\$185 million</b>                     |                             |
| <i>Total revenue <sup>(3)</sup></i>      |                             |
| <b>\$11.60 billion</b>                   |                             |
| <i>Period end loans</i>                  |                             |
| <b>\$13.50 billion</b>                   |                             |
| <i>Period end deposits</i>               |                             |
| <b>\$26.54</b> ▲ 266 bps vs. Q4 2024     |                             |
| <i>TBV per share <sup>(1)</sup></i>      |                             |

1. Non-GAAP measure; refer to appendix for reconciliation of Non-GAAP Measures. | 2. Annualized. | 3. Excludes net securities gains (losses). | 4. Excludes acquisition expenses.

# Results Overview

## Q4 2025

### HIGHLIGHTS<sup>(1)</sup>

#### Balance Sheet

- Average total interest-earning assets grew 16.2% from Q4 2024
- Loans grew 16.3% from Q4 2024
- Deposits grew 16.9% from Q4 2024
- Tangible equity ratio was 8.95%<sup>(2)</sup>

#### Earnings & Capital

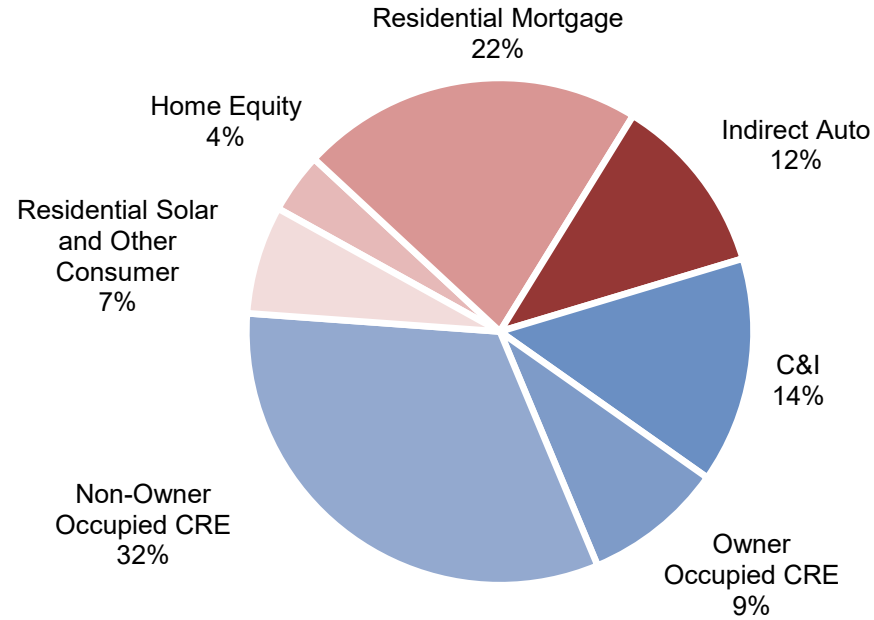
- Net income of \$55.5 million and diluted earnings per share of \$1.06
- Operating net income<sup>(2)</sup> of \$55.4 million and operating diluted earnings per share<sup>(2)</sup> of \$1.05
  - Operating ROAA<sup>(2)</sup> of 1.37%
  - Operating ROTCE<sup>(2)</sup> of 17.02%
- Net interest margin<sup>(2)(3)</sup> down 1 bp to 3.65%
- Tangible book value per share<sup>(2)</sup> at \$26.54, up 11% from fourth quarter 2024

| (\$ in millions except per share data)           | Q4 2025     | Change<br>Q3 2025 | Q4 2024     | % Change<br>Q3 2025 | Q4 2024      |
|--|-------------|-------------------|-------------|---------------------|--------------|
| <b>Period End Balance Sheet</b>                  |             |                   |             |                     |              |
| Total loans                                      | \$ 11,598.1 | \$ 3.0            | \$ 1,628.2  | -%                  | 16.3%        |
| Total deposits                                   | 13,499.2    | (161.7)           | 1,952.4     | (1.2%)              | 16.9%        |
| <b>Income Statement</b>                          |             |                   |             |                     |              |
| FTE net interest income <sup>(2)</sup>           | \$ 136.0    | \$ 0.8            | \$ 29.3     | 0.6%                | 27.5%        |
| Net income                                       | 55.5        | 1.0               | 19.5        | 1.9%                | 54.2%        |
| <b>Earnings per share, diluted</b>               | <b>1.06</b> | <b>0.03</b>       | <b>0.30</b> | <b>2.9%</b>         | <b>39.5%</b> |
| <b>Performance Ratios</b>                        |             |                   |             |                     |              |
| Net interest margin <sup>(2)(3)</sup>            | 3.65%       | (0.01%)           | 0.31%       | (0.3%)              | 9.3%         |
| ROAA <sup>(3)</sup>                              | 1.37%       | 0.02%             | 0.33%       | 1.5%                | 31.7%        |
| ROATCE <sup>(2)(3)</sup>                         | 17.05%      | (0.30%)           | 3.69%       | (1.7%)              | 27.6%        |
| NCOs/ Avg loans (%)( <sup>3</sup> )              | 0.16%       | 0.01%             | (0.07%)     | 6.7%                | (30.4%)      |
| <b>Operating Results</b>                         |             |                   |             |                     |              |
| Net income <sup>(2)</sup>                        | \$ 55.4     | \$ 0.1            | \$ 18.8     | 0.1%                | 51.3%        |
| <b>Earnings per share, diluted<sup>(2)</sup></b> | <b>1.05</b> | <b>-</b>          | <b>0.28</b> | <b>-%</b>           | <b>36.4%</b> |
| ROAA <sup>(2)(3)</sup>                           | 1.37%       | -%                | 0.31%       | -%                  | 29.2%        |
| ROATCE <sup>(2)(3)</sup>                         | 17.02%      | (0.59%)           | 3.45%       | (3.4%)              | 25.4%        |
| <b>Capital</b>                                   |             |                   |             |                     |              |
| Tangible book value per share <sup>(2)</sup>     | \$ 26.54    | \$ 1.03           | \$ 2.66     | 4.0%                | 11.1%        |
| Tangible equity ratio <sup>(2)</sup>             | 8.95%       | 0.37%             | 0.53%       | 4.3%                | 6.3%         |
| Leverage ratio                                   | 9.48%       | 0.14%             | (0.76%)     | 1.5%                | (7.4%)       |
| Common equity tier 1 capital ratio               | 12.07%      | 0.27%             | 0.14%       | 2.3%                | 1.2%         |
| Tier 1 capital ratio                             | 12.07%      | 0.27%             | (0.76%)     | 2.3%                | (5.9%)       |
| Total risk-based capital ratio                   | 14.24%      | 0.27%             | (0.79%)     | 1.9%                | (5.3%)       |

1. Comparison to Q3 2025 unless otherwise stated. | 2. Non-GAAP measure; refer to appendix for reconciliation of Non-GAAP measures. | 3. Annualized.

# Loans

**Total Loans**  
**\$11.60 billion**

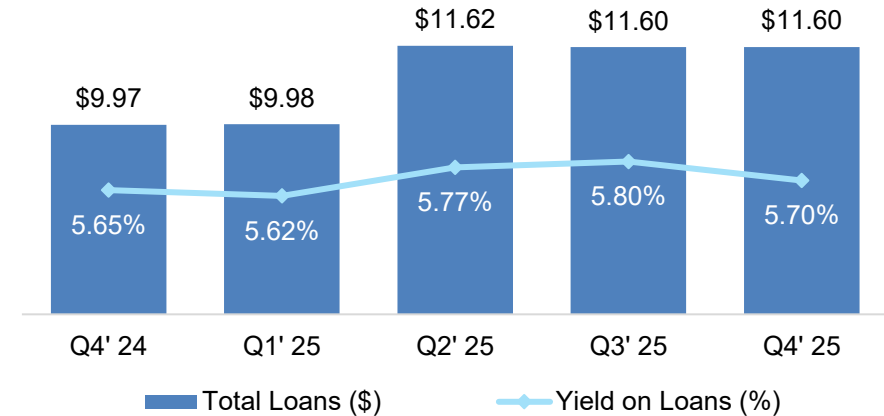


| Quarterly Loan Yields |           |                                |
|-----------------------|-----------|--------------------------------|
| Line of Business      | Portfolio | New Origination <sup>(2)</sup> |
| Commercial            | 6.19%     | 6.21%                          |
| Consumer              | 5.10%     | 5.58%                          |

## HIGHLIGHTS<sup>(1)</sup>

- Loans increased \$1.63 billion, or 16.3% from December 31, 2024
  - Total commercial loans increased \$1.17 billion to \$6.47 billion
  - Total consumer loans increased \$0.46 billion to \$5.13 billion
  - Loan Mix: Commercial 56% / Consumer 44%
- 58% Fixed and 42% Adjustable / Floating
  - \$2.4 billion in variable rate loans
- Quarterly yields on total loans decreased 10 bps

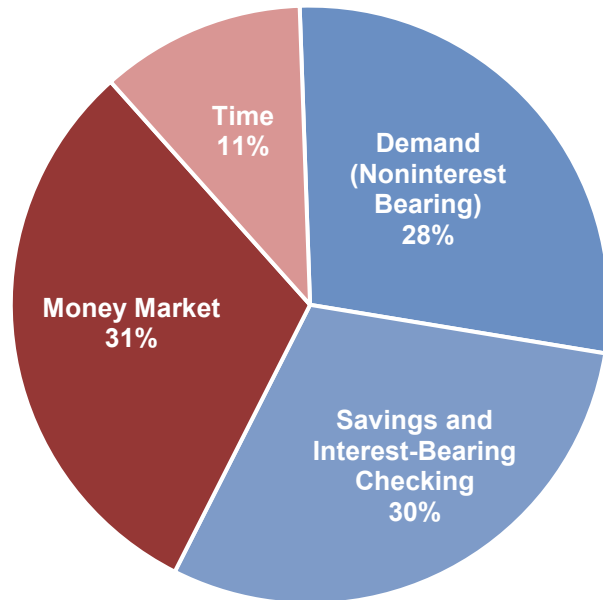
## Yield on Loans (%) / Total Loans (\$ in billions)



1. Comparison to Q3 2025 unless otherwise stated. | 2. New origination yields for the fourth quarter of 2025.

# Deposits

▶ **Total Deposits**  
**\$13.50 billion**



| Cost of Interest-Bearing Deposits     |              |
|---------------------------------------|--------------|
| Savings and Interest-Bearing Checking | 0.80%        |
| Money Market                          | 2.78%        |
| Time                                  | 3.05%        |
| <b>Total Interest-Bearing</b>         | <b>2.01%</b> |

## HIGHLIGHTS<sup>(1)</sup>

- Cost of total deposits of 1.44%, down 8 bps
- Total cost of funds was 1.51%, down 9 bps
- Period end deposits increased \$1.95 billion, or 16.9%, from December 31, 2024
- Low-cost deposits were 58% of total deposits with a cost of 80 bps
- Total deposits represented 98% of funding
- Loan to deposit ratio of 85.9%

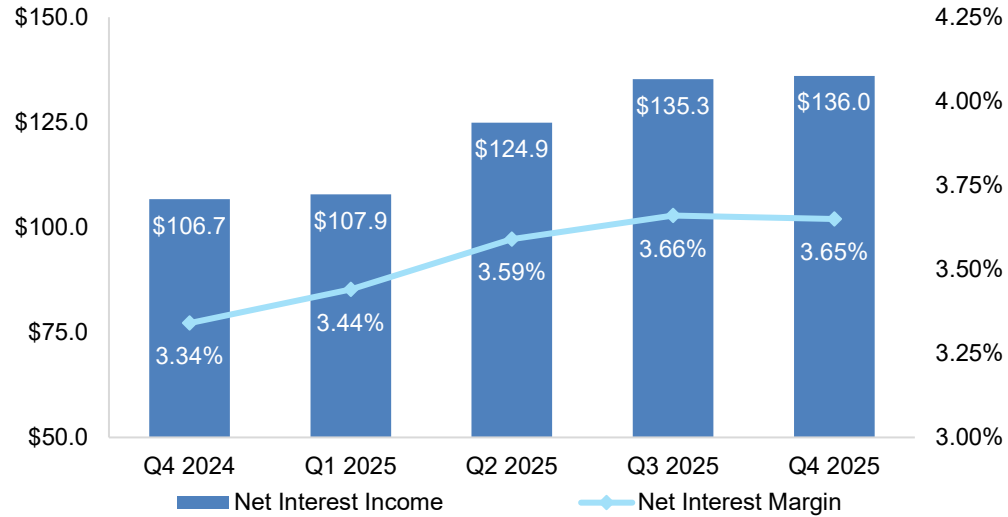
## Diverse & Granular Deposit Mix

| Deposit Mix               | Balance as of December 31, 2025 | Number of Accounts | Average Balance per Account |
|---------------------------|---------------------------------|--------------------|-----------------------------|
| Consumer                  | \$ 7.04 billion                 | 523,534            | \$ 13,450                   |
| Commercial <sup>(2)</sup> | \$ 6.46 billion                 | 89,679             | \$ 72,007                   |
| <b>Total</b>              | <b>\$ 13.50 billion</b>         | <b>613,213</b>     | <b>\$ 22,014</b>            |

1. Comparison to Q3 2025 unless otherwise stated. | 2. Includes commercial, business banking and municipal customers.

# Net Interest Income & Net Interest Margin

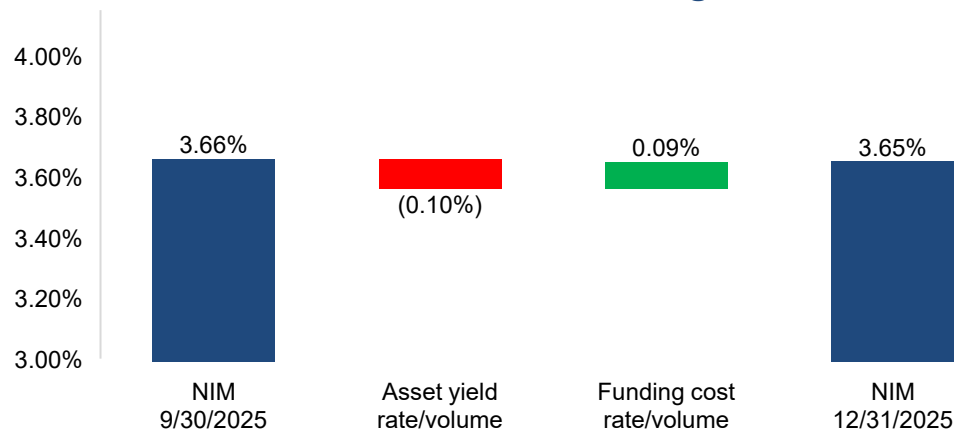
Net Interest Income (\$ in millions) & Net Interest Margin (%)



## HIGHLIGHTS<sup>(1)</sup>

- Net interest income increased \$0.8 million to \$136.0 million
- Net interest margin decreased 1 bp to 3.65%
  - Interest-earning asset yields decreased 10 bps with loan yields down 10 bps
  - Total cost of funds decreased 9 bps to 1.51%
  - Net accretion of acquired loans and borrowings was \$7.4 million

## Q4 2025 Net Interest Margin



| Year 1 Interest Rate Sensitivity |                     |
|----------------------------------|---------------------|
|                                  | Net Interest Income |
| Change in Interest Rates         | % Change from Base  |
| Up 200 bps                       | 1.01%               |
| Up 100 bps                       | 0.78%               |
| Down 100 bps                     | (0.73)%             |
| Down 200 bps                     | (0.94)%             |

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 Q3 2025 unless otherwise stated.

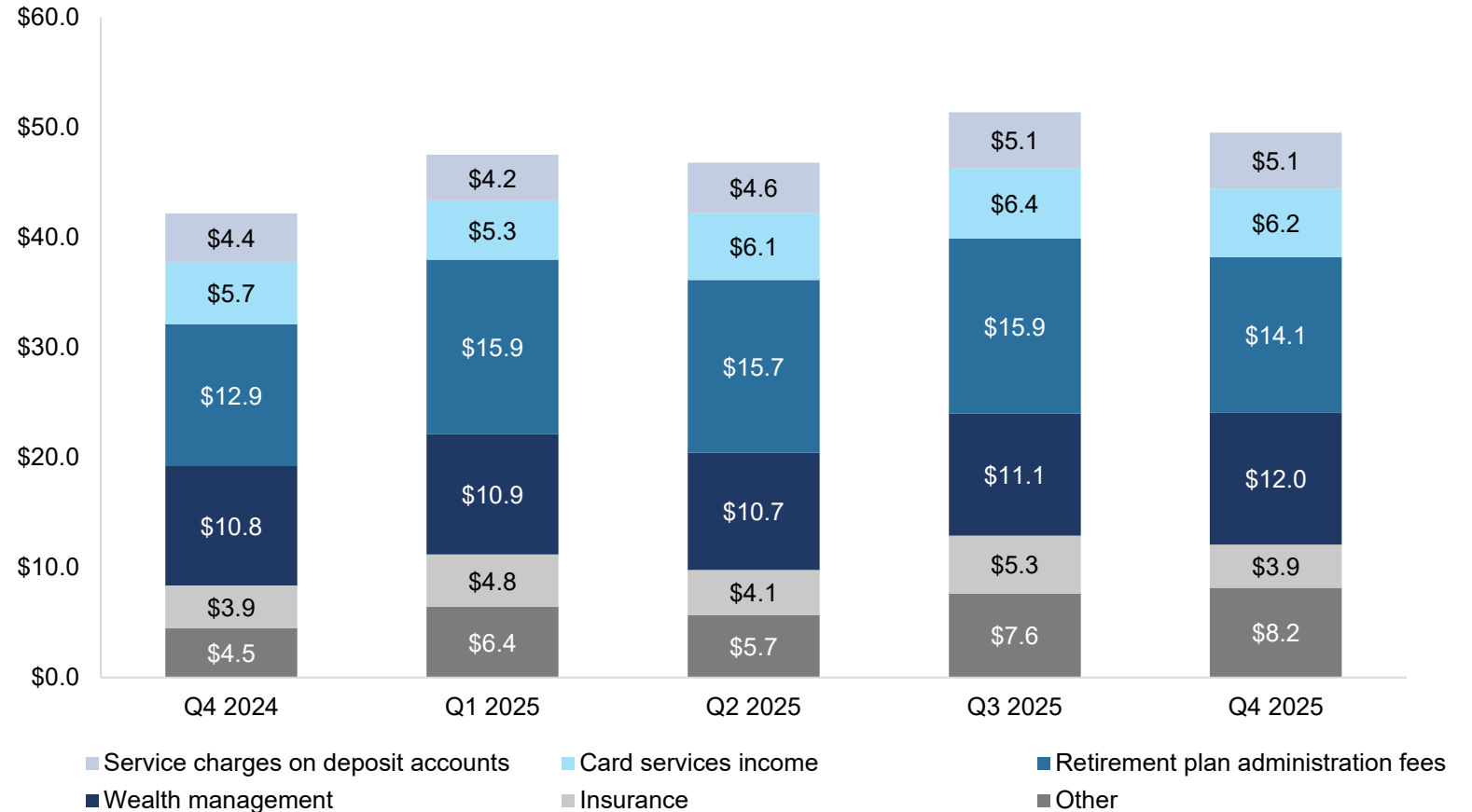
# Noninterest Income

## HIGHLIGHTS<sup>(1)</sup> <sup>(2)</sup>

- \$49.6 million in noninterest income
- Noninterest income increased \$7.4 million or 17% from Q4 2024 with:
  - Retirement plan administration fees up 9.1%
  - Wealth management fees up 10.9%
  - Insurance revenues up 0.9%
- Noninterest income to total revenue was 27% (above peer levels)

## Noninterest Income Trend<sup>(2)</sup>

(\$ in millions)



Peer Source Data: S&P Global Market Intelligence.

Refer to appendix for Peer Group.

1. Comparison to Q3 2025 unless otherwise stated.

2. Excludes net securities gains (losses).

# Noninterest Expense

## HIGHLIGHTS<sup>(1)</sup>

### Salaries & Benefits

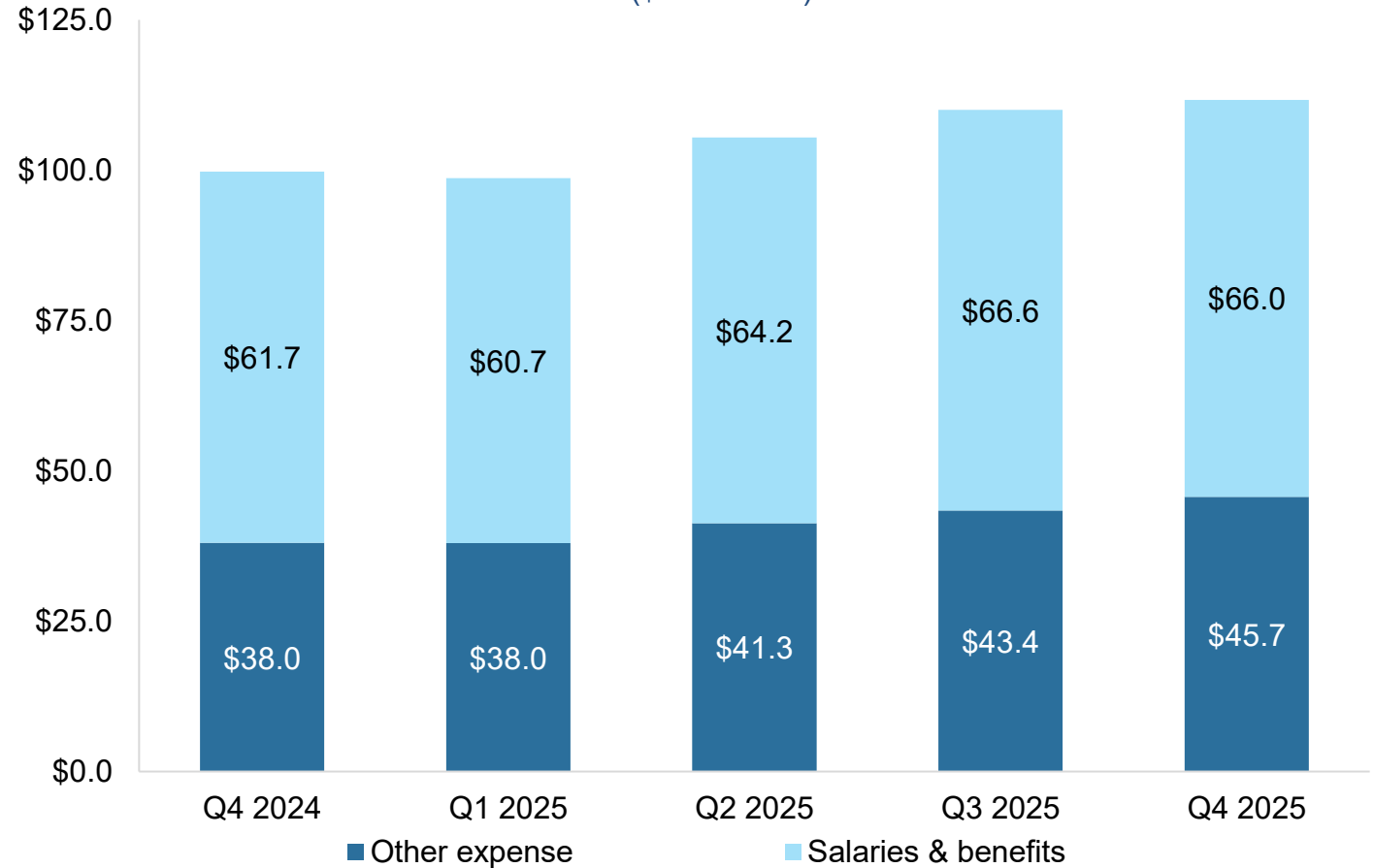
- Decreased by 1.0% driven by lower incentive compensation expenses partially offset by higher medical expenses

### Other Expenses

- Other expenses increased primarily due to technology and data services, marketing and other expenses.

## Noninterest Expense Trend<sup>(2)</sup>

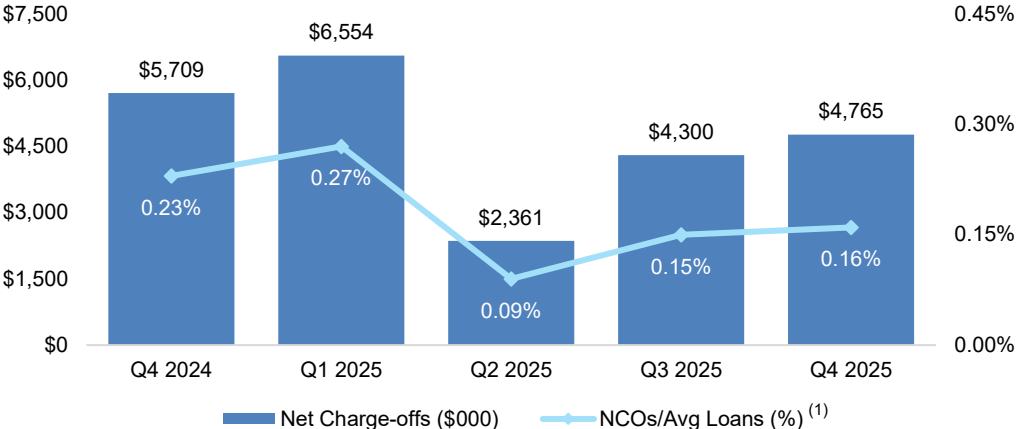
(\$ in millions)



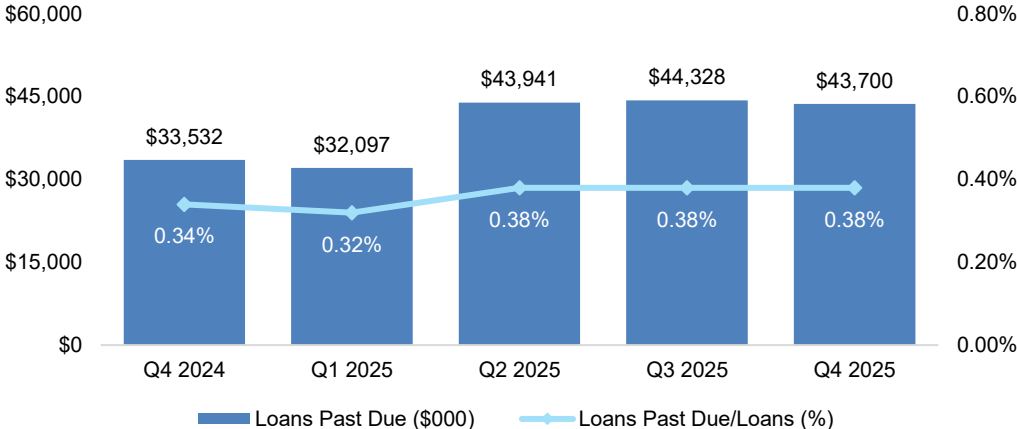
1. Comparisons to Q3 2025 unless otherwise stated. | 2. Other expense excludes acquisition expenses in all quarters: \$1.1 million for Q3 2025, \$17.2 million for Q2 2025, \$1.2 million for Q1 2025 and \$1.0 million for Q4 2024.

# Asset Quality

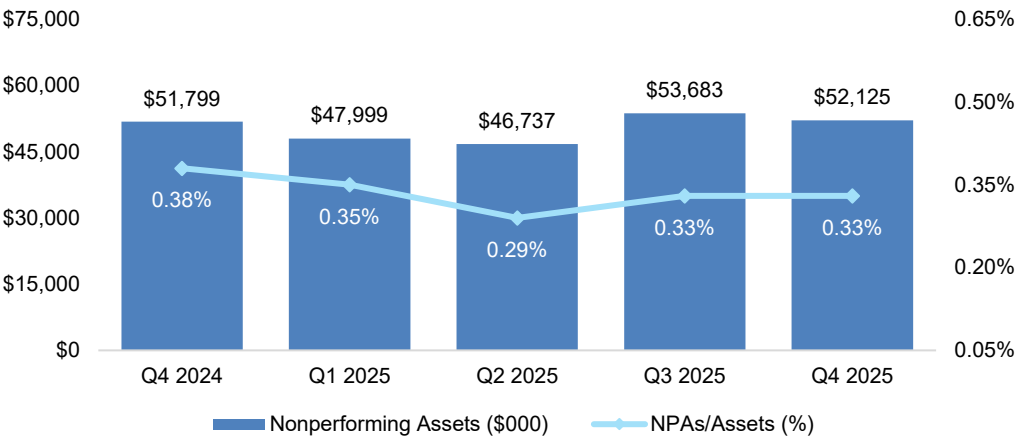
## Net Charge-Offs



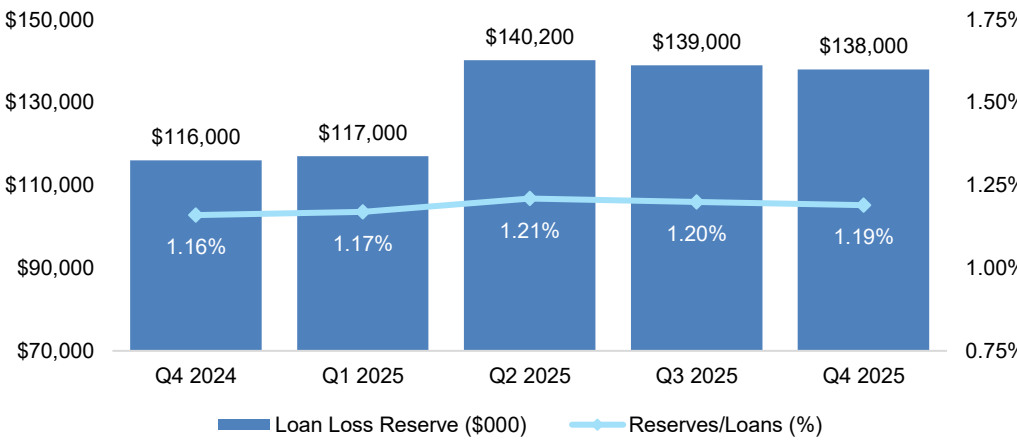
## Loans Past Due<sup>(2)</sup>



## Nonperforming Assets<sup>(3)</sup>



## Loan Loss Reserves



1. Annualized. | 2. Loans past due and still accruing. | 3. Nonperforming assets include nonaccrual loans, loans ninety days past due and still accruing and other real estate owned.



# APPENDIX

# Evans Merger Builds On Growth Opportunities



- Merger completed May 2, 2025
- Successful simultaneous conversion of all operating systems
- Issued 5.1 million shares valued at \$221.8 million as of the closing date
- Expanded NBT's presence into Upstate New York's<sup>(1)</sup> two largest markets by population – Buffalo and Rochester
- Significant opportunity for NBT Bank to accelerate growth in Rochester

|                                      |                               |                  |  |                |
|--------------------------------------|-------------------------------|------------------|--|----------------|
| <b>Purchase Accounting Impacts</b> ► | <b>Fair Value Adjustments</b> |                  | <b>Core Deposit Intangible<sup>(3)</sup></b> | \$33.2 million |
|                                      | Loans <sup>(2)</sup>          | (\$95.2 million) |  |                |
|                                      | Net Long-Term Debt            | \$0.6 million    |  |                |

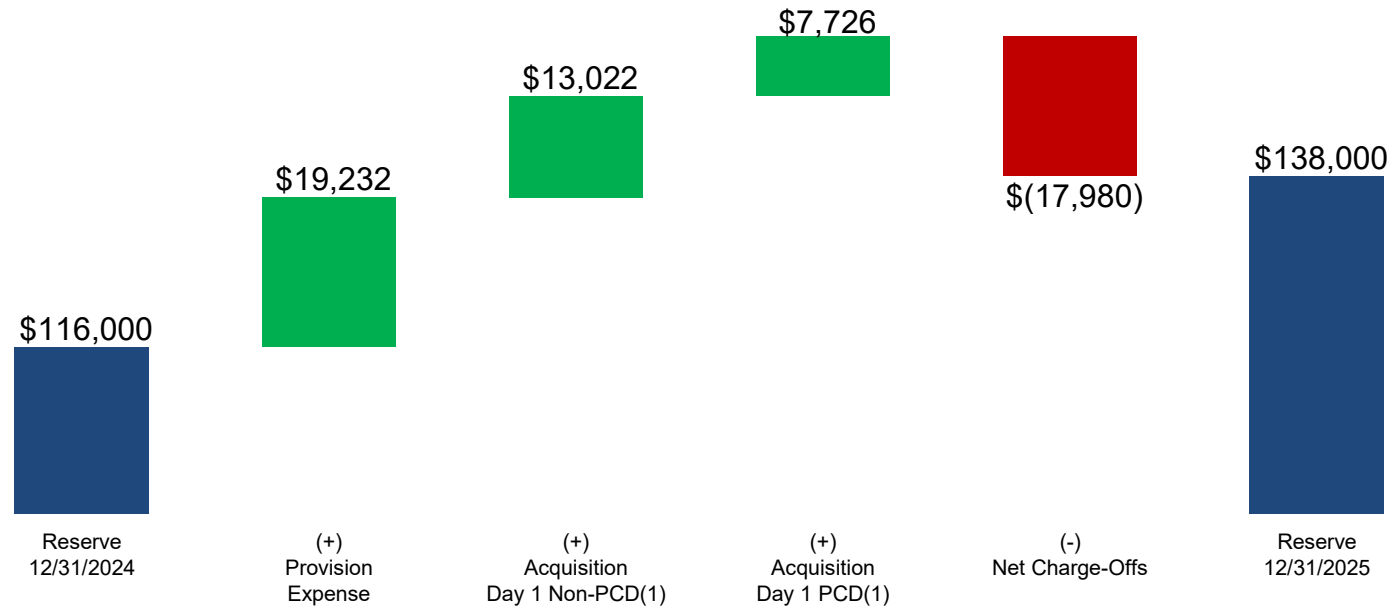
1. Excludes the New York City MSA and select counties (Kings, Nassau, New York, Queens, Richmond, Suffolk, and Westchester counties).  
 2. Accreted over the estimated life of the loans of approximately 5 to 6 years using current prepayments speed assumptions. | 3. Amortized using the sum of years digits method over 10 years.

# Loan Loss Reserve (CECL)

## Reserve / Loans by Segment

| Loan Type                            | 12/31/2024   | 3/31/2025    | 6/30/2025    | 9/30/2025    | 12/31/2025   |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Commercial & Industrial              | 0.73%        | 0.76%        | 0.79%        | 0.81%        | 0.76%        |
| Commercial Real Estate               | 0.95%        | 1.02%        | 1.14%        | 1.13%        | 1.06%        |
| Residential Mortgage and Home Equity | 1.00%        | 1.00%        | 1.05%        | 1.05%        | 1.06%        |
| Auto                                 | 0.81%        | 0.72%        | 0.70%        | 0.70%        | 0.68%        |
| Residential Solar and Other Consumer | 3.64%        | 3.61%        | 3.64%        | 3.62%        | 4.09%        |
| <b>Total</b>                         | <b>1.16%</b> | <b>1.17%</b> | <b>1.21%</b> | <b>1.20%</b> | <b>1.19%</b> |

## Loan Loss Reserve Activity (\$ in thousands)

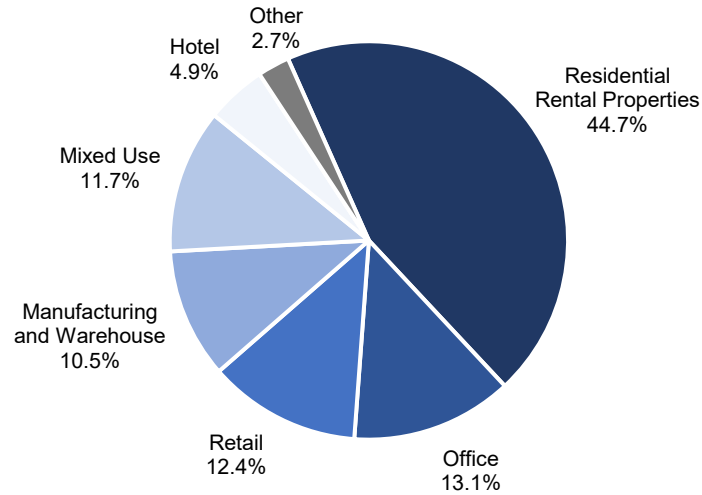


# Commercial Portfolio Detail

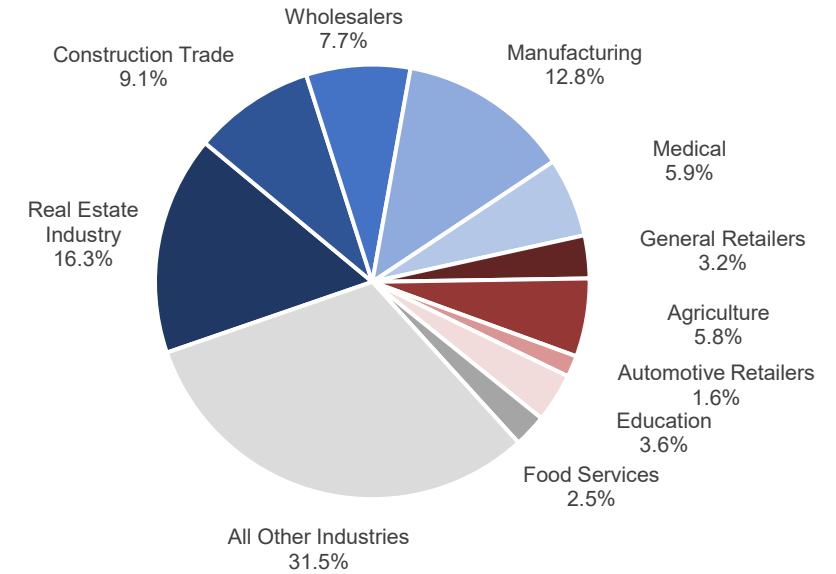
## Commercial Loan Portfolio \$6.47 billion

### Non-Owner Occupied CRE (\$3.76 billion)

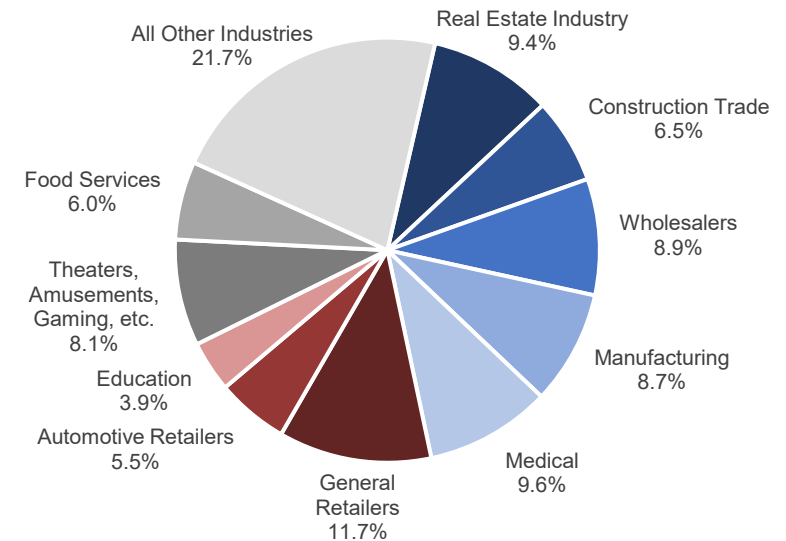
Non-Owner Occupied CRE to Capital was 214.7%



### Commercial & Industrial (\$1.67 billion)

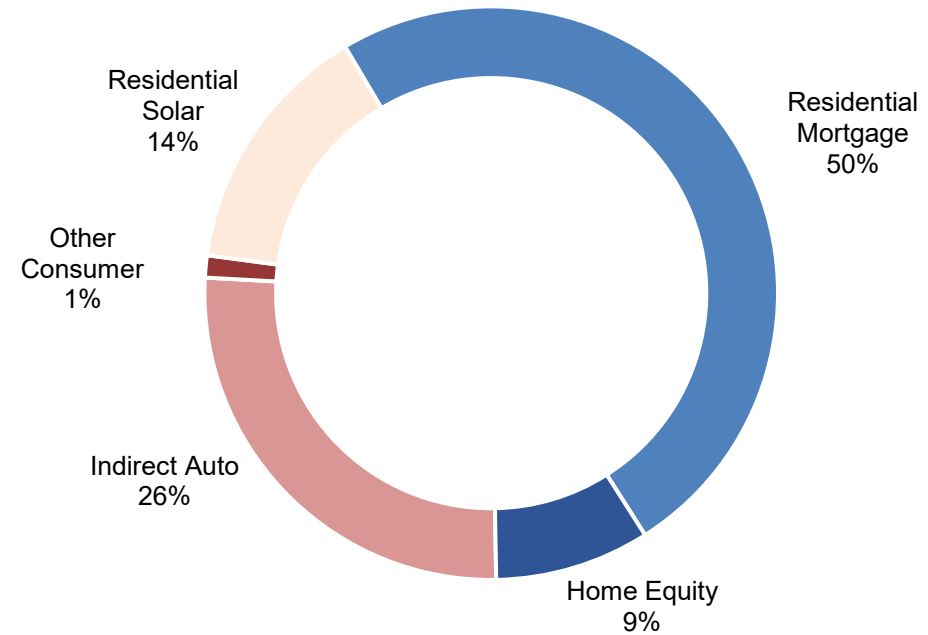


### Owner Occupied CRE (\$1.04 billion)



# Consumer & Residential Portfolio Detail

Consumer Lending Portfolio  
**\$5.13 billion**



| Category             | Consumer Lending Portfolio Metrics |               |                 |                       |             |
|----------------------|------------------------------------|---------------|-----------------|-----------------------|-------------|
|                      | Total Outstandings (\$000s)        | # of Accounts | Average Balance | Weighted Average FICO | Average DTI |
| Residential Mortgage | \$ 2,537,593                       | 16,135        | \$ 157,273      | 764                   | 35          |
| Indirect Auto        | \$ 1,340,524                       | 62,096        | \$ 21,588       | 763                   | 31          |
| Residential Solar    | \$ 736,970                         | 24,852        | \$ 29,654       | 761                   | 35          |
| Home Equity          | \$ 448,113                         | 12,761        | \$ 35,116       | 782                   | 33          |
| Other Consumer       | \$ 63,983                          | 33,878        | \$ 1,889        | 753                   | 28          |

# Investment Securities Portfolio

## HIGHLIGHTS

- Total net unrealized loss on investment securities was down 39% from December 31, 2024
- \$375 to \$400 million of annual expected cash flows

| AFS Securities<br>(In thousands)    | December 31, 2025   |                                  |                         | December 31, 2024   |                                  |                         |
|-------------------------------------|---------------------|----------------------------------|-------------------------|---------------------|----------------------------------|-------------------------|
|                                     | Amortized<br>Cost   | Net Unrealized<br>(Losses)/Gains | Estimated<br>Fair Value | Amortized<br>Cost   | Net Unrealized<br>(Losses)/Gains | Estimated<br>Fair Value |
| U.S. treasury & federal agency      | \$ 327,642          | \$ (19,544)                      | \$ 308,098              | \$ 357,186          | \$ (35,879)                      | \$ 321,307              |
| State & municipal                   | 90,654              | (3,927)                          | 86,727                  | 95,457              | (7,967)                          | 87,490                  |
| U.S. government sponsored:          |                     |                                  |                         |                     |                                  |                         |
| Mortgage-backed                     | 616,442             | (24,880)                         | 591,562                 | 512,353             | (47,988)                         | 464,365                 |
| Collateralized mortgage obligations | 901,420             | (45,934)                         | 855,486                 | 725,821             | (69,333)                         | 656,488                 |
| Corporate                           | 22,500              | (1,535)                          | 20,965                  | 48,482              | (3,468)                          | 45,014                  |
| <b>Total securities</b>             | <b>\$ 1,958,658</b> | <b>\$ (95,820)</b>               | <b>\$ 1,862,838</b>     | <b>\$ 1,739,299</b> | <b>\$ (164,635)</b>              | <b>\$ 1,574,664</b>     |

| HTM Securities<br>(In thousands)    | December 31, 2025 |                                  |                         | December 31, 2024 |                                  |                         |
|-------------------------------------|-------------------|----------------------------------|-------------------------|-------------------|----------------------------------|-------------------------|
|                                     | Amortized<br>Cost | Net Unrealized<br>(Losses)/Gains | Estimated<br>Fair Value | Amortized<br>Cost | Net Unrealized<br>(Losses)/Gains | Estimated<br>Fair Value |
| U.S. treasury & federal agency      | \$ 100,000        | \$ (10,705)                      | \$ 89,295               | \$ 100,000        | \$ (16,656)                      | \$ 83,344               |
| State & municipal                   | 266,382           | (11,522)                         | 254,860                 | 289,807           | (18,657)                         | 271,150                 |
| U.S. government sponsored:          |                   |                                  |                         |                   |                                  |                         |
| Mortgage-backed                     | 202,601           | (23,378)                         | 179,223                 | 224,190           | (34,864)                         | 189,326                 |
| Collateralized mortgage obligations | 193,773           | (14,574)                         | 179,199                 | 228,924           | (22,799)                         | 206,125                 |
| Corporate                           | -                 | -                                | -                       | -                 | -                                | -                       |
| <b>Total securities</b>             | <b>\$ 762,756</b> | <b>\$ (60,179)</b>               | <b>\$ 702,577</b>       | <b>\$ 842,921</b> | <b>\$ (92,976)</b>               | <b>\$ 749,945</b>       |

# Reconciliation of Non-GAAP Measures

| (Dollars in Thousands, Except Per Share Data)                 | Q4 2025         | Q3 2025         | Q4 2024         |
|---|-----------------|-----------------|-----------------|
| Net Income  | \$ 55,509       | \$ 54,471       | \$ 36,005       |
| Amortization of Intangible Assets (Net of Tax)                | 2,522           | 2,572           | 1,560           |
| Net Income, Excluding Intangibles Amortization                | \$ 58,031       | \$ 57,043       | \$ 37,565       |
| Average Tangible Common Equity                                | \$ 1,350,307    | \$ 1,304,322    | \$ 1,118,649    |
| <b>Return on Average Tangible Common Equity<sup>(1)</sup></b> | <b>17.05%</b>   | <b>17.35%</b>   | <b>13.36%</b>   |
| Total Stockholders' Equity                                    | \$ 1,896,216    | \$ 1,853,146    | \$ 1,526,141    |
| Goodwill and Other Intangibles                                | (510,934)       | (515,090)       | (399,023)       |
| Tangible Common Equity  | \$ 1,385,282    | \$ 1,338,056    | \$ 1,127,118    |
| Total Assets  | \$ 15,995,121   | \$ 16,112,584   | \$ 13,786,666   |
| Goodwill and Other Intangibles                                | (510,934)       | (515,090)       | (399,023)       |
| Tangible Assets   | \$ 15,484,187   | \$ 15,597,494   | \$ 13,387,643   |
| <b>Tangible Common Equity to Tangible Assets</b>              | <b>8.95%</b>    | <b>8.58%</b>    | <b>8.42%</b>    |
| Common Shares Outstanding                                     | 52,202,955      | 52,448,654      | 47,194,517      |
| <b>Book Value Per Share</b>                                   | <b>\$ 36.32</b> | <b>\$ 35.33</b> | <b>\$ 32.34</b> |
| <b>Tangible Book Value Per Share</b>                          | <b>\$ 26.54</b> | <b>\$ 25.51</b> | <b>\$ 23.88</b> |

1. Annualized.

# Reconciliation of Non-GAAP Measures

| (Dollars in Thousands)                                   | Q4 2025       | Q3 2025       | Q2 2025       | Q1 2025       | Q4 2024       |
|--|---------------|---------------|---------------|---------------|---------------|
| Net Interest Income                                      | \$ 135,440    | \$ 134,663    | \$ 124,220    | \$ 107,223    | \$ 106,105    |
| FTE Adjustment   | 581           | 594           | 655           | 636           | 619           |
| Net Interest Income, Tax Equivalent                      | \$ 136,021    | \$ 135,257    | \$ 124,875    | \$ 107,859    | \$ 106,724    |
| Average Total Interest Earning Assets                    | \$ 14,768,404 | \$ 14,643,524 | \$ 13,958,413 | \$ 12,701,136 | \$ 12,704,655 |
| <b>Net Interest Margin, Tax Equivalent<sup>(1)</sup></b> | <b>3.65%</b>  | <b>3.66%</b>  | <b>3.59%</b>  | <b>3.44%</b>  | <b>3.34%</b>  |

| (Dollars in Thousands, Except Per Share Data)                           | Q4 2025          | Q3 2025          | Q4 2024          |
|---|------------------|------------------|------------------|
| Net Income  | \$ 55,509        | \$ 54,471        | \$ 36,005        |
| Acquisition Expenses  | -                | 1,125            | 988              |
| Securities (Gains) Losses   | (142)            | 2                | (222)            |
| Adjustments to Net Income   | \$ (142)         | \$ 1,127         | \$ 776           |
| Adjustments to Net Income (Net of Tax)                                  | \$ (113)         | \$ 851           | \$ 604           |
| <b>Operating Net Income</b>   | <b>\$ 55,396</b> | <b>\$ 55,322</b> | <b>\$ 36,609</b> |
| <b>Operating Diluted Earnings Per Share</b>                             | <b>\$ 1.05</b>   | <b>\$ 1.05</b>   | <b>\$ 0.77</b>   |
| <b>Operating Return on Average Assets<sup>(1)</sup></b>                 | <b>1.37%</b>     | <b>1.37%</b>     | <b>1.06%</b>     |
| <b>Operating Return on Average Tangible Common Equity<sup>(1)</sup></b> | <b>17.02%</b>    | <b>17.61%</b>    | <b>13.57%</b>    |

1. Annualized.

# Peer Group

| Name                                     | HQ City     | State | Ticker |
|--|-------------|-------|--------|
| Beacon Financial Corporation             | Boston      | MA    | BBT    |
| Community Financial System, Inc.         | Dewitt      | NY    | CBU    |
| Dime Community Bancshares, Inc.          | Hauppauge   | NY    | DCOM   |
| Eastern Bankshares, Inc.                 | Boston      | MA    | EBC    |
| First Busey Corporation                  | Leawood     | KS    | 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    |
| 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   |