



Earnings Conference Call

Fourth Quarter 2023
January 23, 2024

Full Year 2023 Highlights

- Substantial strategic accomplishments:
 - Completion of core conversion and merger related initiatives
 - Expanded deposit diversification
 - interLINK closed in January 2023
 - Ametros announced in December 2023
 - Growth in core deposits
- Adjusted EPS of \$5.99, up 6.6% from prior year, primarily related to balance sheet growth and optimization, and incremental efficiencies
- Record EPS and tangible book value per share
 - Significant increase in profitability reflects the strength of the merger and balance sheet positioning
- Adjusted return on average tangible common equity of 20.5%
- Full year efficiency ratio of 42.2%

REPORTED	ADJUSTED
\$1.2B PPNR	\$1.5B PPNR
\$0.9B NET INCOME AVAILABLE TO COMMON	\$1.0B NET INCOME AVAILABLE TO COMMON
\$4.91 DILUTED EPS	\$5.99 DILUTED EPS
1.18% ROAA	1.43% ROAA
10.59% ROACE	12.91% ROACE
16.95% ROATCE	20.54% ROATCE

Note: Adjusted results are non-GAAP. See non-GAAP reconciliation on pages 36 through 38.

Fourth Quarter 2023 Highlights

- Highlighted results:
 - Period end balance sheet growth:
 - Loans up \$0.6 billion or 1.3%
 - Deposits up \$0.5 billion or 0.7%
 - Efficiency ratio of 43.0%
 - ROAA 1.39%
 - ROATCE 19.83%
- Reported results include (pre-tax):
 - FDIC special assessment of \$47.2 million
 - Merger related expense of \$30.7 million
 - Securities repositioning loss of \$16.8 million
- Adjusted results include a CVA charge of \$4.2 million
- NIM of 3.42%, down 7 bps, reflective of loan mix and period end loan growth
- Capital:
 - CET1 of 11.12%¹
 - TCE of 7.73%

Adjusted results are non-GAAP. See non-GAAP reconciliations on pages 7 and 33 through 38.

¹ Preliminary. Represents the estimated ratios for the current period inclusive of CECL regulatory capital transition provisions.

REPORTED

\$257.6M

PPNR

\$181.2M

NET INCOME AVAILABLE TO COMMON

\$1.05

DILUTED EPS

1.01%

ROAA

9.03%

ROACE

14.49%

ROATCE

ADJUSTED

\$352.3M

PPNR

\$250.5M

NET INCOME AVAILABLE TO COMMON

\$1.46

DILUTED EPS

1.39%

ROAA





12.48%

ROACE

19.83%

ROATCE

Diversified and Stable Deposit Profile

	 Consumer Bank / briodirect <small>powered by Webster Bank, N.A.</small>	Commercial Bank	 hsabank <small>own your health.</small>	 interLINK <small>an affiliate of Webster Bank, N.A.</small>	Corporate	 AMETROS <i>(Pending close)</i>
Business Description	<ul style="list-style-type: none"> 200+ financial centers serving consumers and small businesses in the highly populated Northeast corridor and Long-Island 	<ul style="list-style-type: none"> Sophisticated treasury services offering for commercial clients Full credit and deposit relationships with targeted deposit gathering in select verticals 	<ul style="list-style-type: none"> Longstanding top player nationally, with strong growth characteristics Offers a comprehensive consumer-directed healthcare solution 	<ul style="list-style-type: none"> Tech-enabled cash sweep program administrator for broker-dealers 	<ul style="list-style-type: none"> Specialized treasury activities 	<ul style="list-style-type: none"> Leading professional administrator of medical insurance claim settlements
Volume of Deposits	\$24.1bn <i>40% of Total</i>	\$18.2bn <i>30% of Total</i>	\$8.3bn <i>14% of Total</i>	\$5.7bn <i>9% of Total</i>	\$4.5bn <i>7% of Total</i>	\$0.8bn
Key Benefits	<ul style="list-style-type: none"> Branch deposits are sticky and low cost, complemented by low all-in cost digital channel 	<ul style="list-style-type: none"> Lower cost, operating deposits Includes \$2.3 billion in business banking and \$4.0 billion of collateralized public funds deposits 	<ul style="list-style-type: none"> High growth, sticky, low cost 	<ul style="list-style-type: none"> Access to core deposits Significant flexibility based on liquidity needs Highly scalable with low operating costs 	<ul style="list-style-type: none"> Low operating cost Provides liquidity optionality 	<ul style="list-style-type: none"> Long duration Low cost Strong growth prospects

Ametros Leads an Emerging Market

Ametros, through its proprietary platform CareGuard, is the leading professional administrator of medical insurance claim settlements, servicing the vast majority of the professionally administered cases in the country

Typical member is the recipient of a workers compensation settlement for a chronic injury

Value-added services to claim recipients:

- Custodian of claim settlements
- Facilitates settlement process and navigation of benefits
- Discounted medical services
- Bill payment
- Medicare disbursement reporting

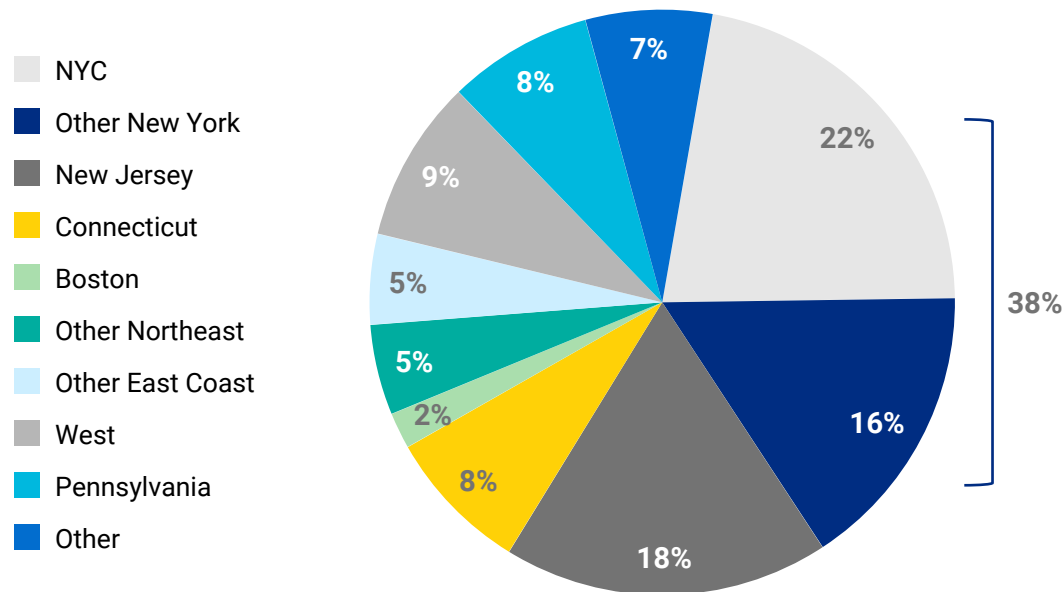
Member deposits exhibit a 20-year duration, have an average cost of deposits less than 10bp, and are anticipated to grow at a 25% CAGR

Income is generated on custodied funds, negotiated medical expense arrangements, and administrative fees



Office CRE 2.1% of Total Loans

Office Portfolio by Geography



Note: Office CRE excludes Medical Office and Owner Occupied CRE

Portfolio Profile and Metrics

- Portfolio balance of \$1.04 billion
 - Actively reducing exposure (~\$615 million / -35% vs. 4Q22)
- Origination WA LTV: ~54%
- Current WA Debt Service Coverage Ratio (DSCR): 1.90x
- Classified rate: 7.7%
- Accruing Delinquency / Non-Accruals: 0.0% / 0.0%
- 12-month NCO: 2.4% (all attributed to note sales)
- Average Commitment: \$5.2 million
- 2024 Maturities: \$276 million
- Class A vs. Class B: ~53/47 split
- Urban vs. Suburban: ~55/45 split
- '24 Lease Roll: ~8%
- '25 Lease Roll: ~12%
- Loan support ~60% of exposure (reserve or guaranty)

4Q23 Net Income Available to Common

GAAP to Adjusted Reconciliation

(\$ in millions)

	Pre-Tax	After Tax	EPS
Reported (GAAP)	\$ 221.6	\$ 181.2	\$ 1.05
FDIC special assessment	47.2	34.5	0.21
Merger related expense ¹	30.7	22.5	0.13
Securities repositioning loss	16.8	12.3	0.07
Adjusted (non-GAAP)	\$ 316.3	\$ 250.5	\$ 1.46

Impact of FDIC special assessment, merger related expense, and securities repositioning loss:

- \$94.7 million of pre-tax income
- \$69.3 million of after tax income
- Impact of the above on EPS is \$0.41 per share

¹ Merger related expense is primarily comprised of compensation & benefits of \$13.1 million, occupancy of \$0.2 million, technology & equipment of \$4.4 million, professional & outside services of \$10.2 million, and other expenses of \$2.8 million.

Balance Sheet – End of Period

(\$ in millions)	4Q23	Increase / (Decrease)	
		3Q23	4Q22
Interest-bearing deposits	\$ 1,286	\$ (480)	\$ 711
Securities	16,035	1,505	1,577
Commercial loans	40,930	655	826
Consumer loans	9,796	(17)	136
Total loans	\$ 50,726	\$ 638	\$ 962
Total assets	\$ 74,945	\$ 1,814	\$ 3,668
Transactional deposits	\$ 19,727	\$ (510)	\$ (2,486)
HSA deposits	8,288	58	343
All other deposits	32,769	904	8,872
Total deposits	\$ 60,784	\$ 452	\$ 6,729
Borrowings	3,867	849	(3,818)
Common equity	\$ 8,406	\$ 491	\$ 634
Total liabilities and equity	\$ 74,945	\$ 1,814	\$ 3,668
Key Ratios:		<u>Favorable / (Unfavorable)</u>	
Loans / total deposits	83.5 %	(48) bps	856 bps
Transactional & HSAs / total deposits	46.1 %	(109) bps	(970) bps
Common Equity Tier 1 ¹	11.12 %	(1) bps	41 bps
Tangible common equity ²	7.73 %	51 bps	35 bps
Tangible book value / common share ²	\$ 32.39	\$ 2.91	\$ 3.32

Key Observations

- Securities portfolio:
 - AFS \$9.0 billion, 3.51% yield, duration of 3.9 years
 - HTM \$7.1 billion, 3.13% yield, duration of 5.2 years
 - Executed \$0.4 billion securities repositioning in 4Q
 - Grew securities portfolio by \$1.1 billion, in an incremental action to reduce asset sensitivity
- Loan balances LQ:
 - Commercial loan growth of \$0.7 billion or 1.6%
 - Consumer loans flat
- Total deposits grew \$0.5 billion, with growth across business lines and product types
- Loan-to-deposit ratio of 83%
- Borrowings composed of:
 - \$2.4 billion FHLB advances
 - \$1.0 billion long-term debt
 - \$0.5 billion in Fed funds and repurchase agreements
- Capital ratios remain strong
- AOCI losses on available-for-sale securities of \$517.5 million, a decrease of \$301.7 million after-tax from prior quarter
- Tangible book value per common share of \$32.39, up 9.9% LQ and 11.4% YOY

¹ Preliminary. Represents the estimated common equity tier 1 ("CET1") ratio for the current period inclusive of CECL regulatory capital transition provisions.

² See non-GAAP reconciliation on pages 33 through 34.

Loans

(\$ in millions, balances end of period)

Loan Growth of 1.3% LQ

	4Q23	3Q23	4Q22	LQ Change	YOY Change
C&I	\$ 13,246	\$ 13,064	\$ 13,322	1.4 %	(0.6)%
Sponsor & Specialty	6,779	6,765	6,707	0.2	1.1
Warehouse	—	119	642	(100.0)	(100.0)
CRE	20,905	20,327	19,433	2.8	7.6
Residential	8,228	8,228	7,963	—	3.3
Consumer	1,568	1,585	1,697	(1.1)	(7.6)
Total	\$ 50,726	\$ 50,088	\$ 49,764	1.3 %	1.9 %
Yield	6.24%	6.20%	5.25%	4 bps	99 bps

LQ growth of \$0.6 billion or 1.3%

- Total loans up \$0.6 billion from the prior quarter, with growth driven by commercial categories
- Floating and periodic to total loans ratio¹ of 59%
- Loan balance comprised of 81% commercial loans and 19% consumer loans
- Loan yield increased 4 bps

YOY growth of \$1.0 billion or 1.9%

- Growth in commercial loans of 2.1% and consumer loans of 1.4%
- Loan yield increased 99 bps

¹ Floating rate loans totaled \$23.3 billion and reset in 1 month or less; periodic loans totaled \$6.5 billion and reset in greater than 1 month but before final maturity.

Deposits

(\$ in millions, balances end of period)

Deposit Growth of 0.7% LQ

By Product	4Q23	3Q23	4Q22	LQ Change	YOY Change
Demand	\$ 10,733	\$ 11,410	\$ 12,975	(5.9)%	(17.3)%
Health savings accounts	8,288	8,230	7,945	0.7	4.3
Interest-bearing checking	8,994	8,826	9,238	1.9	(2.6)
interLINK	5,689	5,170	—	10.0	100.0
Money market	11,973	12,585	11,063	(4.9)	8.2
Savings	6,643	6,623	8,673	0.3	(23.4)
Time deposits	8,464	7,488	4,161	13.0	103.4
Total	\$ 60,784	\$ 60,332	\$ 54,054	0.7 %	12.5 %
Deposit cost	2.15 %	1.96 %	0.60 %	19 bps	155 bps
By Line of Business					
Consumer Banking	\$ 24,060	\$ 23,624	\$ 23,610	1.8 %	1.9 %
Commercial Banking	14,474	14,272	14,722	1.4	(1.7)
Public funds	3,772	5,139	4,841	(26.6)	(22.1)
HSA Bank	8,288	8,230	7,945	0.7	4.3
Corporate ¹	10,190	9,067	2,936	12.4	247.1
Total	\$ 60,784	\$ 60,332	\$ 54,054	0.7 %	12.5 %

¹ Includes interLINK

LQ growth of \$0.5 billion or 0.7%

- Deposits grew across multiple product categories and types, offset by seasonal decline in public funds
- Deposit costs increased 19 bps to 2.15%, which reflects growth in higher rate categories replacing seasonal public funds outflows
- Period end deposit composition: 32% transactional, 14% HSA, and 54% non-transactional deposits

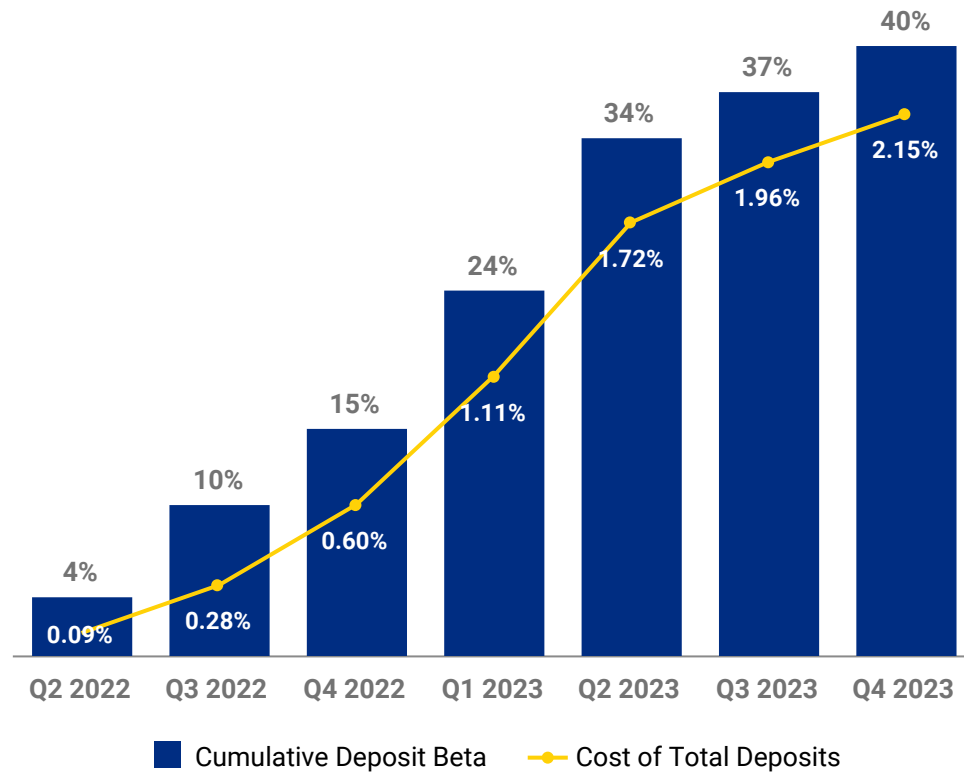
YOY growth of \$6.7 billion or 12.5%

- Public funds decreased \$1.1 billion
- Commercial Banking decreased \$0.2 billion
- HSA up \$0.3 billion; up \$0.4 billion excluding TPA deposits
- Deposit costs increased 155 bps to 2.15%, driven by a rising rate environment and growth in higher rate categories
- Cumulative cycle to date total beta of 40%

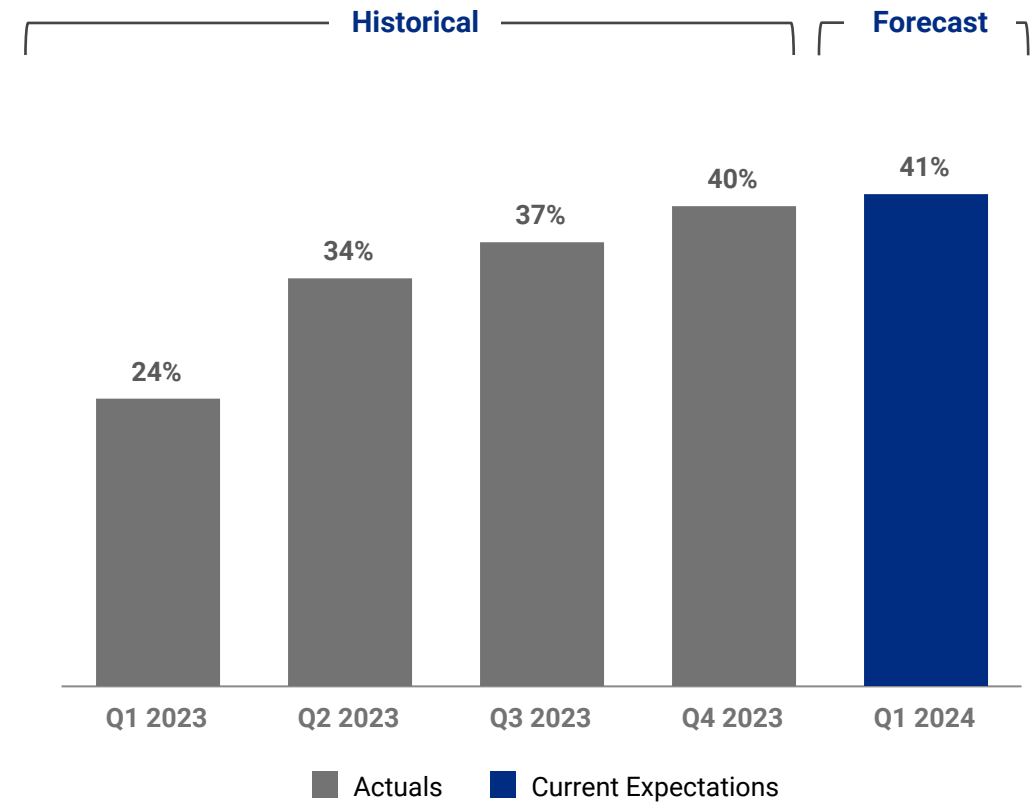
Deposits – Beta Outlook

Historical Cost of Total Deposits

Betas Lagged Early in the Cycle



Forecasted Cumulative Deposit Beta



Note: The cycle starts in Q1 2022

Income Statement

Reported to Adjusted

(\$ in millions, except EPS)	Reported 4Q23	Adjustments ¹	Adjusted 4Q23	Favorable / (Unfavorable) 3Q23 ²
Net interest income	\$ 571.0	\$ —	\$ 571.0	\$ (16.1)
Non-interest income	63.8	16.8	80.6	(9.8)
Total revenue	\$ 634.8	\$ 16.8	\$ 651.7	\$ (25.8)
Non-interest expense	377.2	(77.8)	299.4	1.6
Pre-provision net revenue	\$ 257.6	\$ 94.7	\$ 352.3	\$ (24.2)
Provision for credit losses	36.0	—	36.0	0.5
Pre-tax income	\$ 221.6	\$ 94.7	\$ 316.3	\$ (23.7)
Income tax expense	36.2	25.4	61.6	6.9
Reported net income	\$ 185.4	\$ 69.3	\$ 254.7	\$ (16.9)
Net income available to common	\$ 181.2	\$ 69.3	\$ 250.5	\$ (16.9)
Diluted earnings per share	\$ 1.05	\$ 0.41	\$ 1.46	\$ (0.09)
Net interest margin	3.42 %	—	3.42 %	(7) bps
Efficiency ratio ³	43.0 %	—	43.0 %	(129) bps
Tax rate	16.3 %	—	19.5 %	62 bps

¹ Includes FDIC special assessment, merger related expense, and securities repositioning loss.

² 3Q23 results adjusted for \$61.6 million of net merger related expense and strategic initiatives.

³ See non-GAAP reconciliation on page 33.

Key Observations

Reported GAAP:

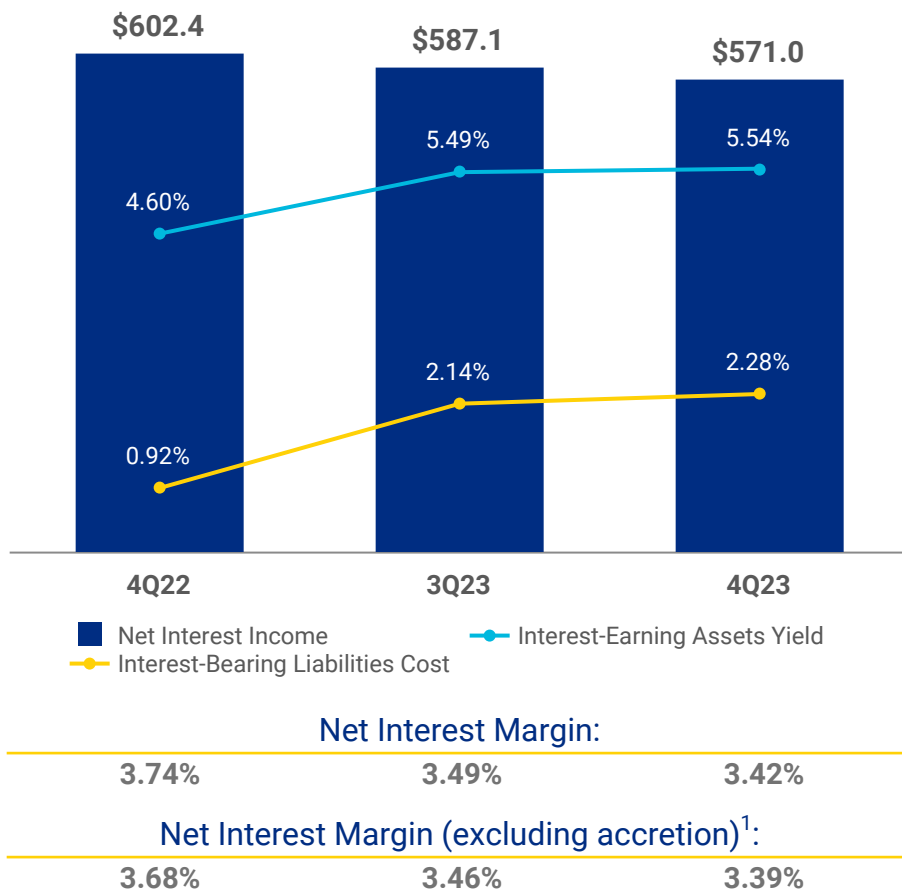
- Net income of \$185.4 million, down from \$226.5 million in 3Q23
- Includes net FDIC special assessment, merger related expense, and securities repositioning loss totaling \$94.7 million
- \$36.0 million provision expense attributable to portfolio composition and loan growth

Adjusted:

- Net income of \$254.7 million, down from \$271.6 million in 3Q23
- Results driven by pre-tax NII (-\$16.1 million), offset by expense control (+\$1.6 million), lower provision (-\$0.5 million), and a lower tax rate (19.5% vs. 20.1%)
- \$1.46 earnings per share
- ROAA of 1.39% and ROATCE of 19.8%
- Efficiency ratio of 43.0%

Net Interest Income

(\$ in millions)



Linked Quarter NII

- Net interest income totaled \$571.0 million, down from prior quarter by \$16.1 million or 2.7%, driven by timing of asset growth and reduction in non-strategic portfolios
- Net interest income excluding accretion totaled \$565.7 million, down \$16.5 million or 2.8% from 3Q23

Linked Quarter NIM

- Reported NIM decreased 7 bps; decline in NIM related to mix and timing of asset growth
- Excluding accretion, NIM decreased 7 bps

Year over Year NII

- Decreased by \$31.4 million or 5.2%
- Excluding accretion, net interest income down \$27.2 million or 4.6% from \$592.9 million in 4Q22 (\$5.3 million in total yield accretion in 4Q23, \$9.4 million total accretion in 4Q22)

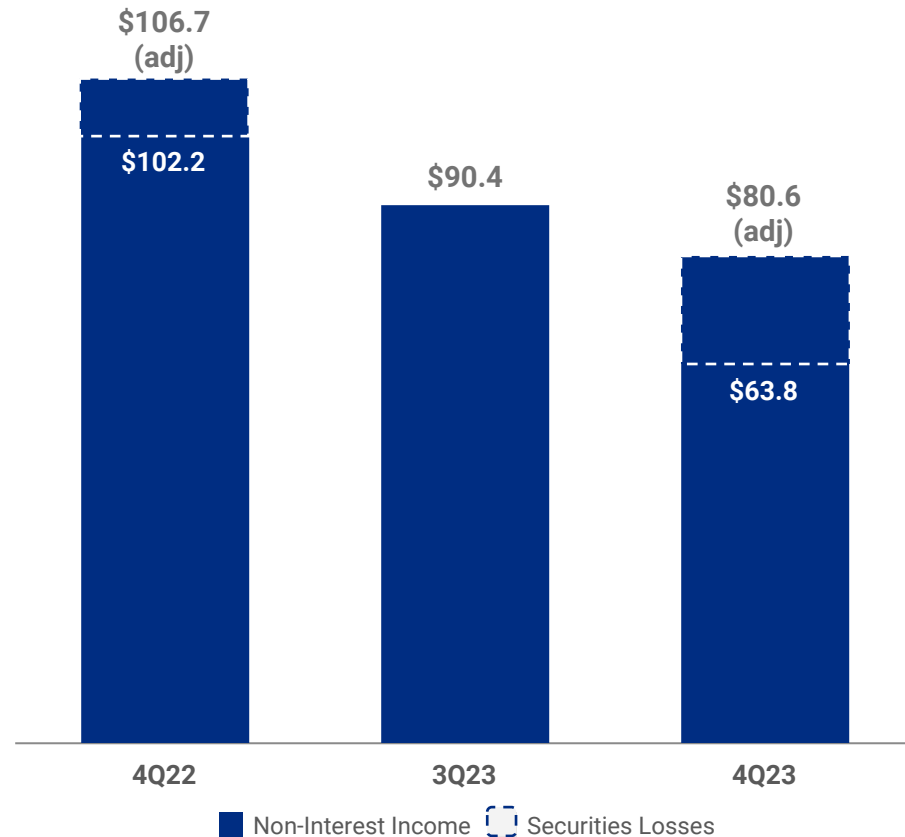
Year over Year NIM

- Reported NIM decreased 32 bps
- Excluding accretion, NIM decreased 29 bps

¹ Adjusted NIM excludes the impact of merger related accounting fair value marks. See impact on page 21.

Non-Interest Income

(\$ in millions)



Adjusted non-interest income decreased \$9.8 million LQ

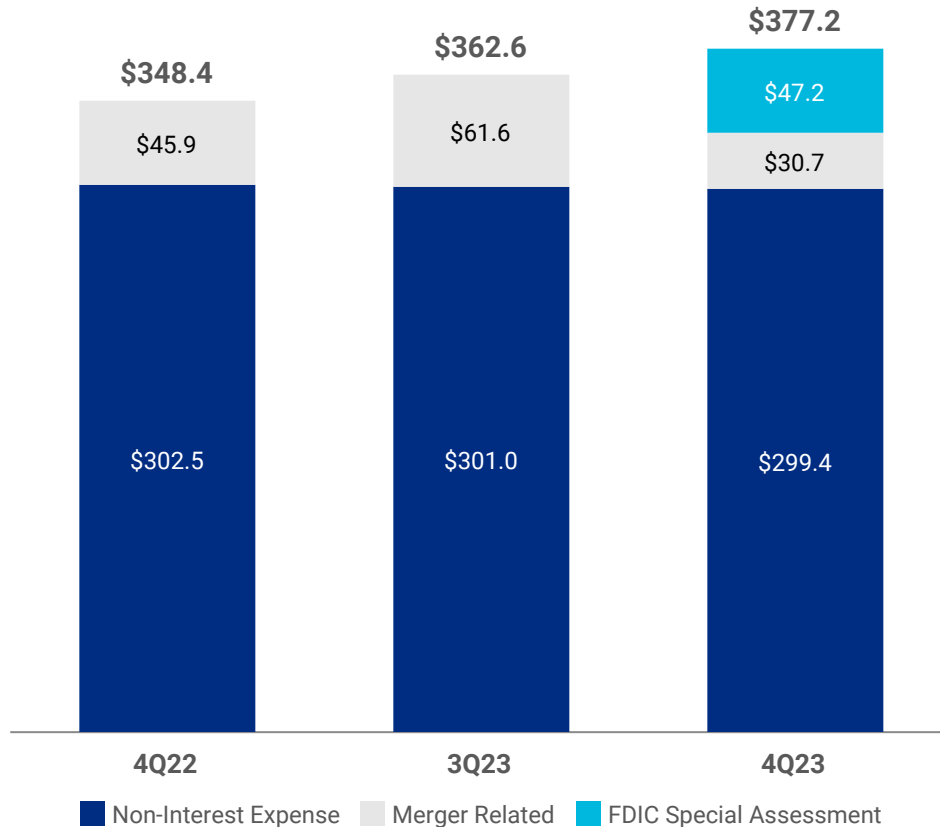
- 4Q23 has been adjusted for a \$16.8 million loss on sale of investment securities
- Income declined \$8.0 million due to a non-cash swing in our modeled credit valuation adjustment (CVA) on customer derivatives
- Income also declined due to a seasonal decline in HSA interchange

Adjusted non-interest income decreased \$26.1 million YOY

- 4Q22 has been adjusted for a \$4.5 million loss on sale of investment securities
- Deposit fees declined due to lower HSA termination fees, overdraft, and other transaction fees
- Loan fees declined due to lower syndication, prepayment, and other transaction fees
- Other non-interest income declined due to the CVA charge, direct investment income, and BOLI income

Non-Interest Expense

(\$ in millions)



Adjusted expense decreased \$1.6 million LQ

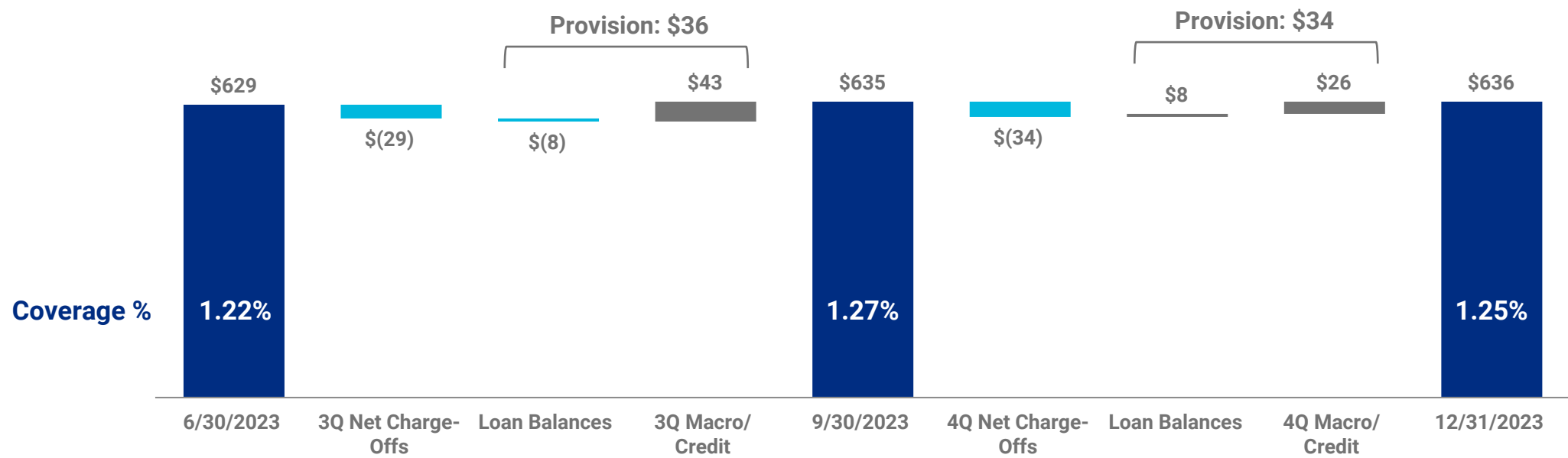
- 4Q23 has been adjusted for \$47.2 million for a FDIC special assessment and \$30.7 million for merger related expense
- Increased marketing and employee benefit costs were offset by lower deposit insurance expense and technology costs

Adjusted expense decreased \$3.1 million YOY

- Increases in compensation and deposit insurance expense were offset by lower consulting, project, and loan related expenses

Allowance for Credit Losses on Loans & Leases

(\$ in millions)



Coverage %

1.22%

1.27%

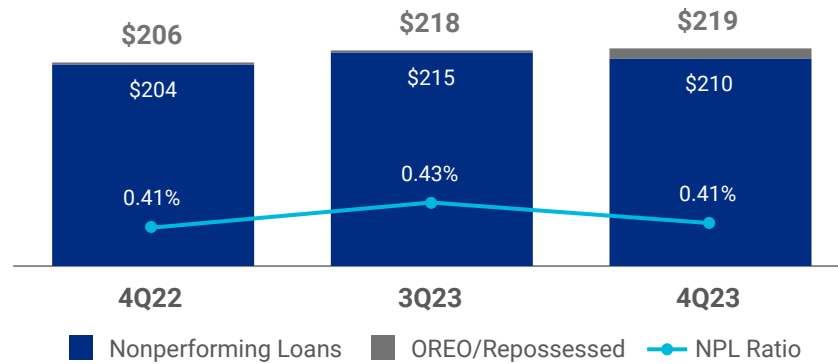
1.25%

	3Q23 Assumptions			4Q23 Assumptions			4Q23 vs 3Q23		
	2023	2024	2025	2023	2024	2025	2023	2024	2025
Avg Unemployment	3.7%	4.1%	4.2%	3.6%	4.0%	4.1%	(0.1)%	(0.1)%	(0.1)%
EOP Unemployment	3.9%	4.2%	4.1%	3.8%	4.0%	4.1%	(0.1)%	(0.2)%	—%
Real GDP Growth %	2.1%	1.4%	1.9%	2.4%	1.7%	1.7%	0.3%	0.3%	(0.2)%

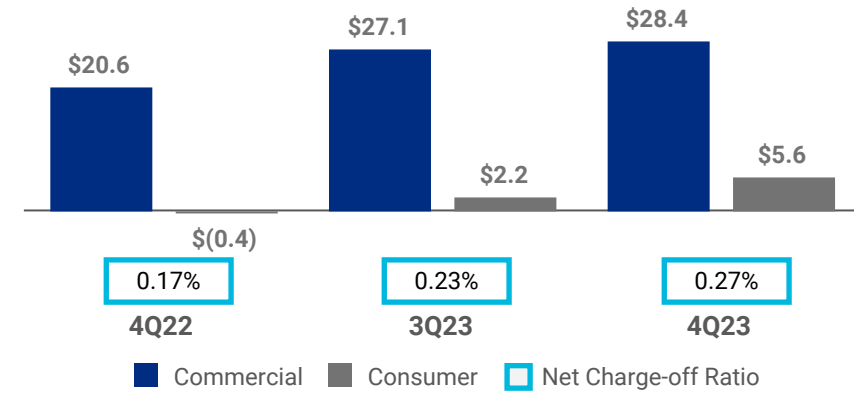
Key Asset Quality Metrics

(\$ in millions)

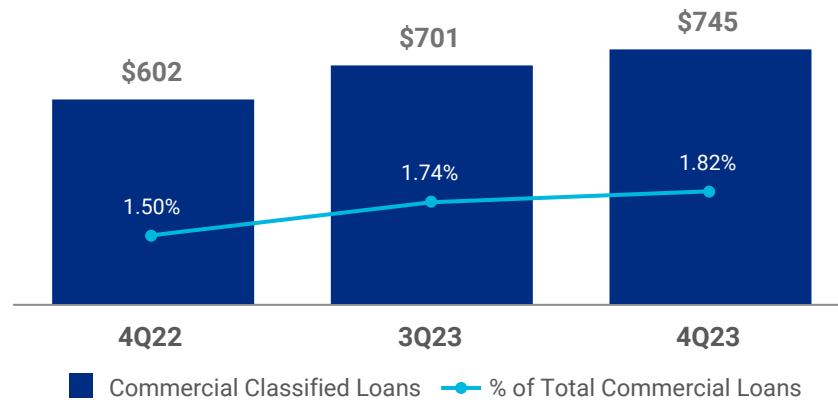
Nonperforming Loans, OREO, NPL Ratio



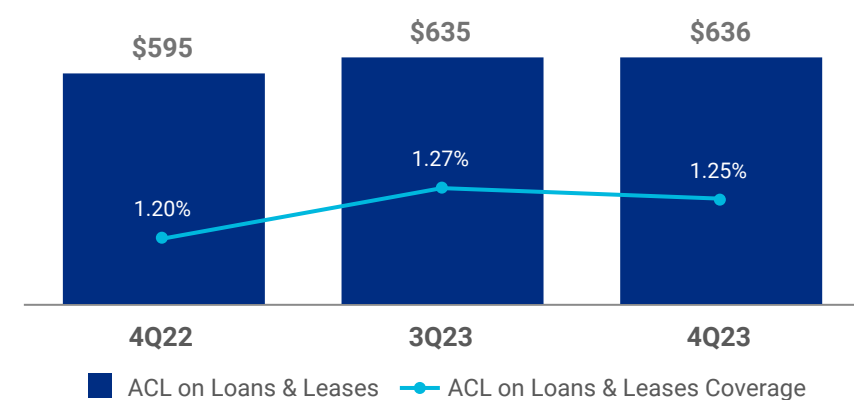
Net Charge-Offs (Recoveries)



Commercial Classified Loans

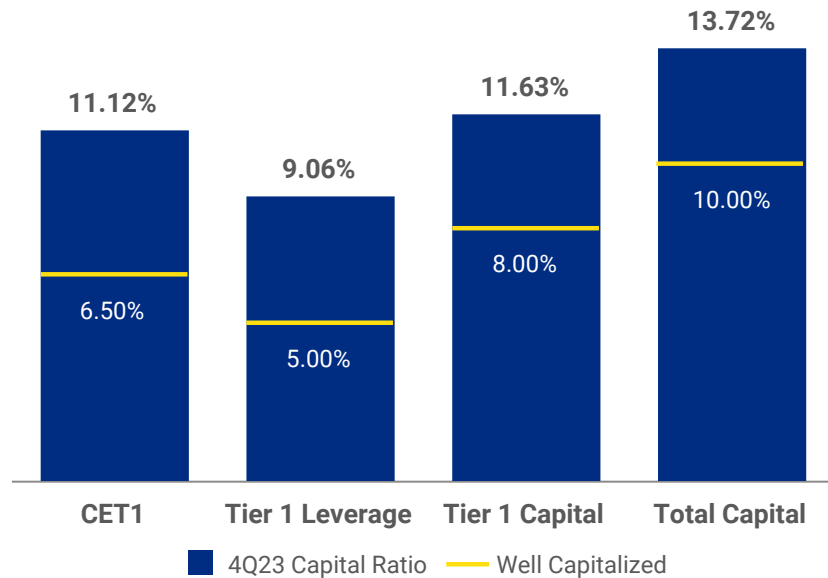


Allowance for Credit Losses on Loans and Leases



Strong Capital Levels

Hold Co Capital Levels



Hold Co Capital Ratios

	At Dec 31, 2023*	At Sep 30, 2023	At Dec 31, 2022
Common Equity Tier 1 risk-based capital	11.12%	11.12%	10.71%
Tangible common equity	7.73%	7.22%	7.38%
Tangible equity	8.12%	7.62%	7.79%
Tier 1 leverage	9.06%	8.83%	8.95%
Tier 1 risk-based capital	11.63%	11.64%	11.23%
Total risk-based capital	13.72%	13.79%	13.25%
Tangible book value / common share	\$32.39	\$29.48	\$29.07

* Preliminary. Represents the estimated ratios for the current period inclusive of CECL regulatory capital transition provisions.

2024 Full Year Outlook

Outlook includes pro forma Ametros financials assuming January close; assumes no material changes to the regulatory environment or macro environment / rate assumptions

Loan Growth	<ul style="list-style-type: none">• Full year loan growth of 5% to 7%
Deposit Growth	<ul style="list-style-type: none">• Deposit growth of 5% to 7%
NII	<ul style="list-style-type: none">• Full year NII of \$2.40 to \$2.45 billion (GAAP), excluding ~\$75 million of FTE adjustments• Assumes 4 Fed funds rate cuts beginning in May
Non-Interest Income	<ul style="list-style-type: none">• In the range of \$375 to \$400 million
Expenses	<ul style="list-style-type: none">• Expect full year expenses to be in the range of \$1.30 to \$1.325 billion• Efficiency ratio in the low to mid 40% range
Tax Rate	<ul style="list-style-type: none">• ~21%
Capital Management	<ul style="list-style-type: none">• Continued prudent management of capital given market conditions• Long-term common equity tier 1 capital ratio target of 10.5%

Supplemental Information

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Impact of Purchase Accounting

Purchase Accounting Accretion (PAA) Summary

(\$ in thousands)			Actuals		FY23	Scheduled ¹		
	1Q23	2Q23	3Q23	4Q23		FY24	FY25	Thereafter
Loans & leases	\$ 9,317	\$ 8,507	\$ 7,561	\$ 7,919	\$ 33,304	\$ 19,141	\$ 10,339	\$ 13,872
Securities	(3,241)	(3,205)	(3,181)	(3,167)	(12,794)	(12,264)	(10,399)	(12,185)
Subordinated debt	532	532	532	532	2,128	2,128	2,128	9,546
Time deposits	156	—	—	—	156	—	—	—
Subtotal: Net interest income impact	6,764	5,834	4,912	5,284	22,794	9,005	2,068	11,233
Core deposit intangible (non-interest expense)	(3,841)	(3,698)	(3,561)	(3,430)	(14,530)	(12,495)	(10,826)	(65,859)
Other intangibles (non-interest expense)	(2,935)	(2,826)	(2,721)	(2,620)	(11,102)	(9,547)	(8,272)	(50,320)
Purchase accounting pre-tax net impact	\$ (12)	\$ (690)	\$ (1,370)	\$ (766)	\$ (2,838)	\$ (13,037)	\$ (17,030)	\$ (104,946)

PAA NIM Impact

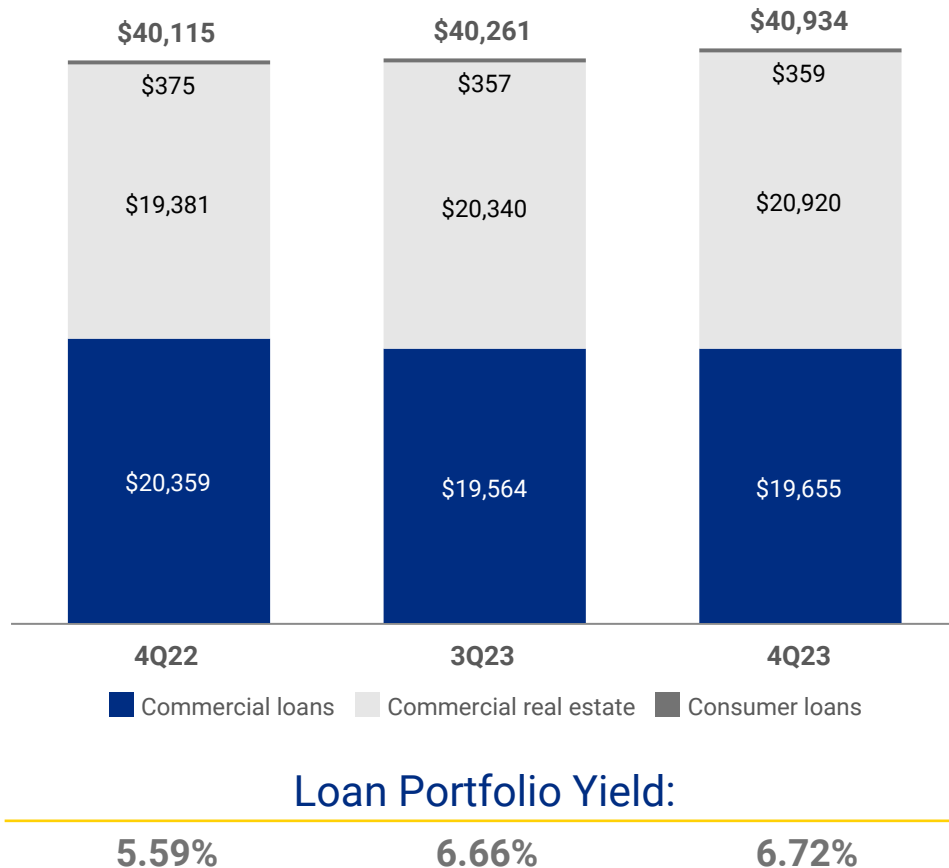
(in basis points)			Actuals	
	1Q23	2Q23	3Q23	4Q23
Loans & Leases	6 bps	5 bps	5 bps	5 bps
Securities	(2) bps	(2) bps	(2) bps	(2) bps
Total PAA NIM Impact	4 bps	3 bps	3 bps	3 bps

¹ Full years 2024 & 2025, and thereafter are based on contractual maturity.

Commercial Banking

(\$ in millions)

Total Loans



Key Business Metrics

	Increase / (Decrease)		
	4Q23	3Q23	4Q22
Loan originations	\$ 2,938	\$ 1,779	\$ (1,167)
Loan fundings	\$ 1,991	\$ 1,308	\$ (789)
Coupon on fundings	7.52 %	0.29 %	1.37 %
Deposits	\$ 18,246	\$ (1,165)	\$ (1,318)
AUM / AUA*	\$ 2,911	\$ 185	\$ 653

*AUM = Assets under management AUA = Assets under administration

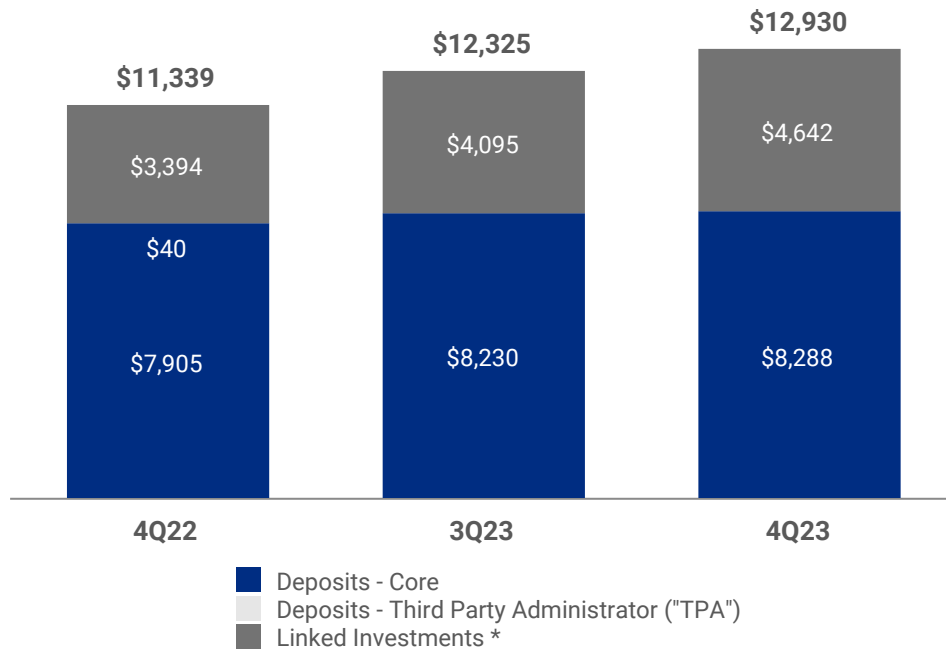
PPNR

	Favorable / (Unfavorable)		
	4Q23	3Q23	4Q22
Net interest income	\$ 377.7	\$ (13.7)	\$ (14.6)
Non-interest income	34.4	3.8	(8.4)
Operating revenue	\$ 412.1	\$ (9.9)	\$ (23.0)
Operating expenses	109.9	0.4	(6.2)
Pre-provision net revenue	\$ 302.2	\$ (9.5)	\$ (29.2)

HSA Bank

(\$ in millions)

Total Footings



Deposit Cost:

0.15%

0.15%

0.15%

* Investments include Bend's off-balance sheet HSA deposits and investments of \$107 million, \$104 million, and \$95 million for 4Q23, 3Q23, and 4Q22, respectively.

Key Business Metrics

	4Q23	Increase / (Decrease)	
		3Q23	4Q22
HSA accounts ('000) ¹	3,184	(2)	169
Percent of unfunded accounts ¹	5.91 %	0.06 %	0.03 %
Footings per account	\$ 4,061	\$ 193	\$ 334
Deposits per account ¹	\$ 2,603	\$ 20	\$ (19)
Investments as a % of total footings	35.90 %	2.68 %	5.97 %
New accounts ('000)	104	(12)	(14)
PTNR / avg account (annualized)	\$ 70.82	\$ (2.83)	\$ 5.71

¹ Excludes impact of TPA accounts in 2022 periods. Investments linked to TPA accounts were \$16 million for 4Q22.

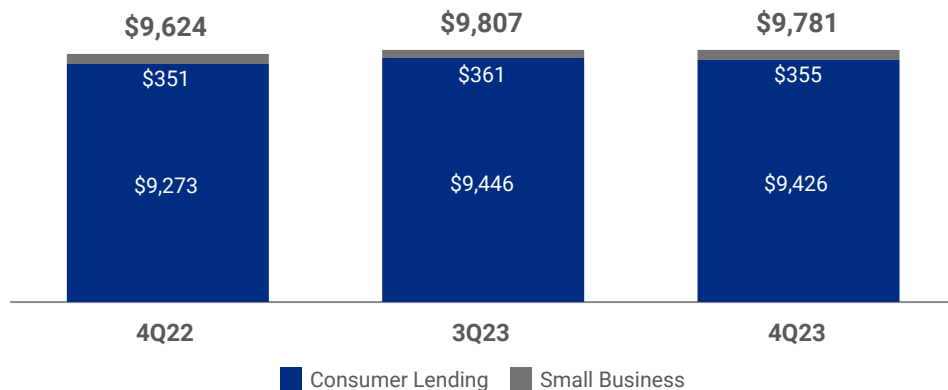
PTNR

	4Q23	Favorable / (Unfavorable)	
		3Q23	4Q22
Net interest income	\$ 78.1	\$ 0.4	\$ 12.6
Interchange revenue	11.1	(0.7)	0.6
Account and other fees	9.1	0.1	(5.6)
Operating revenue	\$ 98.3	\$ (0.2)	\$ 7.6
Operating expenses	42.0	(2.1)	(1.3)
Pre-tax net revenue	\$ 56.3	\$ (2.3)	\$ 6.3

Consumer Banking

(\$ in millions)

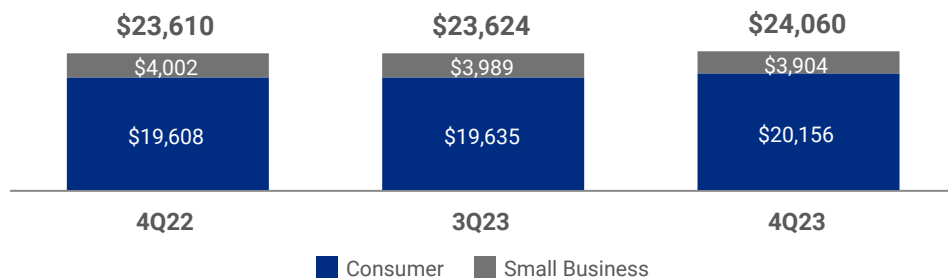
Total Loans



Loan Portfolio Yield:

3.91% 4.33% 4.45%

Total Deposits



Deposit Cost:

0.26% 1.41% 1.66%

Key Business Metrics

	Increase / (Decrease)		
	4Q23	3Q23	4Q22
Loan originations - Consumer Lending	\$ 218	\$ (111)	\$ (388)
Loan originations - Small Business	\$ 13	\$ (5)	\$ (15)
Coupon on fundings	7.72 %	0.72 %	2.08 %
Transactional deposits / total deposits	32.92 %	(1.15)%	(6.94)%
Assets under administration	\$ 7,876	\$ 262	\$ 4

PPNR

	Favorable / (Unfavorable)		
	4Q23	3Q23	4Q22
Net interest income	\$ 188.1	\$ (7.2)	\$ (21.0)
Non-interest income	25.7	(1.2)	(1.5)
Operating revenue	\$ 213.8	\$ (8.4)	\$ (22.5)
Operating expenses	103.8	1.9	9.9
Pre-provision net revenue	\$ 110.0	\$ (6.5)	\$ (12.6)

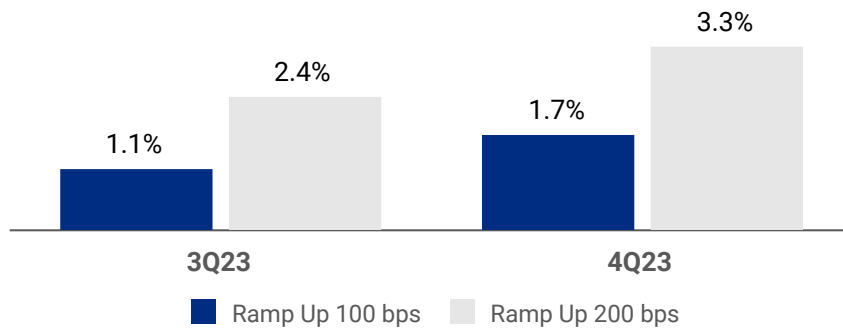
Net Interest Margin – Linked Quarter

(\$ in millions)	4Q23				3Q23			
	Average Balance	Interest	Yield/Rate	Adjusted Yield/Rate ¹	Average Balance	Interest	BP	Adjusted BP
Securities	\$ 15,254	\$ 135.5	3.35 %	3.43 %	\$ 567	\$ 15.5	26	26
Money market & other	958	14.5	5.96	5.96	(584)	(9.2)	(9)	(9)
Loans held for sale	7	0.3	15.70	15.70	–	0.3	1,467	1,467
Commercial loans	40,535	693.3	6.69	6.62	(582)	(7.6)	2	2
Consumer loans	9,818	107.4	4.37	4.37	23	3.3	13	13
Total loans & leases	50,352	800.7	6.24 %	6.18 %	(559)	(4.3)	4	3
Interest-earning assets	\$ 66,571	\$ 951.0	5.54 %	5.52 %	\$ (577)	\$ 2.3	5	6
Deposits	\$ 59,982	\$ 325.8	2.15 %	2.15 %	\$ 394	\$ 31.8	19	19
Borrowings	3,087	36.3	4.68	4.75	(1,080)	(13.4)	(4)	(2)
Interest-bearing liabilities	\$ 63,068	\$ 362.1	2.28 %	2.28 %	\$ (687)	\$ 18.5	14	14
Tax-equivalent net interest income		\$ 588.9				\$ (16.2)		
Less: tax-equivalent adjustment		(17.8)				0.1		
Net interest income		\$ 571.0				\$ (16.1)		
Net interest margin			3.42 %	3.39 %			(7)	(7)

¹ Adjusted yield/rate excludes the impact of merger related accounting fair value marks.

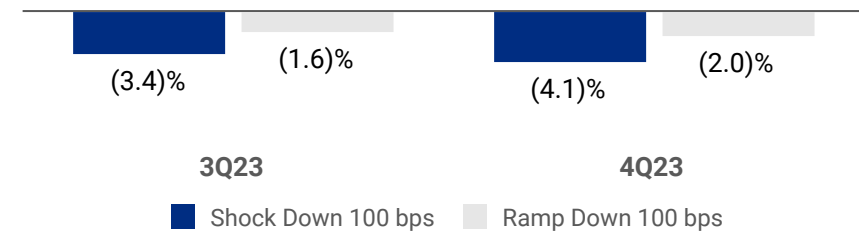
Interest Rate NII Sensitivity

Rising vs. Flat Rate Scenarios



* Assumes given rate ramps occur over first 12 months of forecast period

Falling vs. Flat Rate Scenarios



- Continue to actively manage asset sensitivity
- Projections are proforma for the pending Ametros transaction
- Took actions to prepare balance sheet for all rate scenarios and reduce asset sensitivity

Earning Asset & Funding Mix

(\$ in millions, end of period balances)

Earning Asset Mix

Type	Balance	Total %	Floating %	Periodic %	Fixed %
Securities	\$ 17,648	26 %	13 %	2 %	85 %
Loans HFS	7	—	100	—	—
Resi / HE Loans	8,651	13	—	30	70
HE Lines	1,094	1	85	—	15
C&I Loans	19,772	29	56	13	31
CRE Loans	21,158	31	54	6	40
Total	\$ 68,330	100 %	38 %	10 %	52 %

- Floating and periodic rate loans represent 59% of total loans:
 - Floating rate loans represent 46% of total loans
 - Periodic rate loans represent 13% of total loans
- SOFR indexed loans represent 43% of total loans
- HSA deposits represent 13% of our funding mix

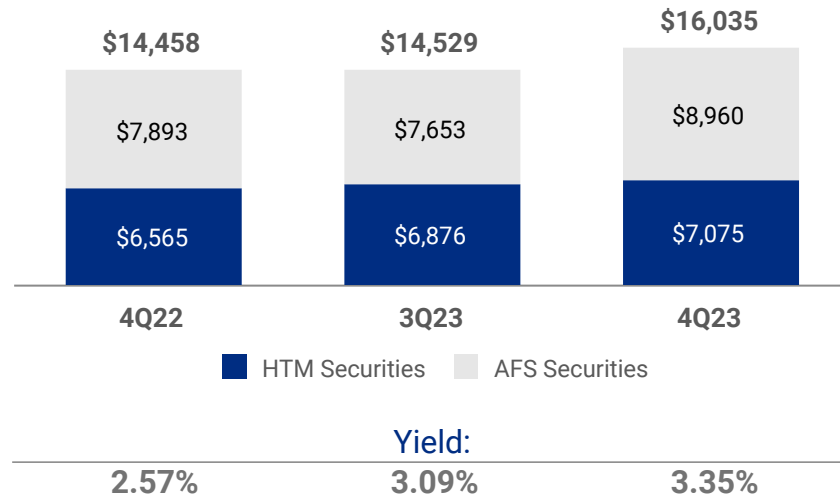
Funding Mix

Type	Balance	Total	< 1 Year	> 1 Year
Checking	\$ 19,727	31 %		
HSA	8,288	13		
Savings	6,642	10		
Money Market	17,663	27		
Time	8,464	13	95 %	5 %
Borrowings	3,867	6	70 %	30 %
Total	\$ 64,651	100 %		

Investment Portfolio

(\$ in millions, end of period balances)

Investment Securities



- Grew investment portfolio in the quarter to take advantage of market opportunities and decrease asset sensitivity
- Available-for-sale portfolio includes \$0.7 billion of net unrealized losses at 4Q23 compared to \$1.1 billion at 3Q23
- Held-to-maturity portfolio excludes \$0.8 billion of net unrealized losses at 4Q23 compared to \$1.2 billion at 3Q23

Duration / Yield



- Securities yields increased 26 bps LQ primarily from new purchases and the reinvestment of maturities/paydowns/sales into higher yielding securities
- Portfolio duration remained relatively unchanged both LQ and compared to a year ago
- LQ purchase yield increased 29 bps to 6.79%, and LQ purchase duration increased by 0.5 years

Investment Securities

(\$ in millions, end of period balances; duration in years)

Available-for-Sale

	December 31, 2023		September 30, 2023		Increase / (Decrease)	
	Balances	Portfolio Duration	Balances	Portfolio Duration	Balances	Portfolio Duration
U.S. Treasury Notes	\$ —		\$ 387		\$ (387)	
Government Agency Debentures	265		248		17	
Municipal Bonds & Notes	1,573		1,523		50	
Agency CMO	49		50		(1)	
Agency MBS	3,347		2,253		1,094	
Agency CMBS	2,288		1,755		533	
Non-Agency CMBS - Floating	764		787		(23)	
Corporate Debt Securities	622		601		21	
Private Label MBS	43		40		3	
Other	9		9		—	
Total Available-for-Sale	\$ 8,960	3.9	\$ 7,653	3.8	\$ 1,307	0.1

Held-to-Maturity

Agency CMO	\$ 23		\$ 25		\$ (2)	
Agency MBS	2,410		2,470		(60)	
Agency CMBS	3,626		3,363		263	
Non-Agency CMBS - Fixed	100		100		—	
Municipal Bonds & Notes	916		918		(2)	
Total Held-to-Maturity	\$ 7,075	5.2	\$ 6,876	5.3	\$ 199	-0.1

Loan Originations & Mix

(\$ in millions)

Originations by Loan Portfolio

	4Q23		3Q23		4Q22	
	Balance	Originations	Balance	Originations	Balance	Originations
<i>End of period balances</i>						
<i>Full quarter originations</i>						
Commercial non-mortgage	\$ 18,214	\$ 1,563	\$ 18,059	\$ 720	\$ 18,663	\$ 2,267
Asset-based lending	1,558	25	1,633	25	1,822	106
Total Commercial	\$ 19,772	\$ 1,588	\$ 19,691	\$ 745	\$ 20,485	\$ 2,373
Commercial real estate	21,158	1,357	20,583	431	19,619	1,760
Residential mortgages	8,228	143	8,228	238	7,963	468
Consumer	1,568	79	1,585	90	1,697	137
Portfolio Total	\$ 50,726	\$ 3,167	\$ 50,088	\$ 1,504	\$ 49,764	\$ 4,739
Residential mortgages originated for sale		3		2		3
Total Originations		\$ 3,170		\$ 1,506		\$ 4,742

Loan Mix & Yield

	4Q23		3Q23		4Q22	
	Balance	Yield	Balance	Yield	Balance	Yield
<i>End of period balances</i>						
<i>Full quarter yield</i>						
Commercial	\$ 19,772	7.33 %	\$ 19,691	7.25 %	\$ 20,485	5.95 %
Commercial real estate	21,158	6.09	20,583	6.09	19,619	5.24
Residential	8,228	3.84	8,228	3.71	7,963	3.38
Consumer	1,568	7.10	1,585	6.97	1,697	5.84
Total Loans	\$ 50,726	6.24 %	\$ 50,088	6.20 %	\$ 49,764	5.25 %

Deposit Mix & Rate

(\$ in millions)

By Product

End of period balances Full quarter cost	4Q23		3Q23		4Q22	
	Balance	Rate	Balance	Rate	Balance	Rate
Demand	\$ 10,733	— %	\$ 11,410	— %	\$ 12,975	— %
Health savings accounts	8,288	0.15	8,230	0.15	7,945	0.15
Interest-bearing checking	8,994	—	8,826	1.57	9,238	0.77
interLINK	5,689	5.52	5,170	5.44	—	—
Money market	11,973	3.47	12,585	3.25	11,063	1.46
Savings	6,643	1.07	6,623	0.83	8,673	0.31
Core Deposits	\$ 52,320	1.84 %	\$ 52,844	1.66 %	\$ 49,893	0.54 %
Time deposits	8,464	4.36	7,488	4.10	4,161	1.40
Total Deposits	\$ 60,784	2.15 %	\$ 60,332	1.96 %	\$ 54,054	0.60 %
Core / Total		86 %		88 %		92 %

By Line of Business

Commercial Banking	\$ 18,246	2.05 %	\$ 19,411	1.92 %	\$ 19,563	0.88 %
HSA Bank	8,288	0.15	8,230	0.15	7,945	0.15
Consumer Banking	24,060	1.66	23,624	1.41	23,610	0.26
Corporate ¹	10,190	5.45	9,067	5.24	2,936	3.59
Total Deposits	\$ 60,784	2.15 %	\$ 60,332	1.96 %	\$ 54,054	0.60 %

¹ Includes interLINK

Income Statement – GAAP

(\$ in millions, except EPS)	4Q23	Favorable / (Unfavorable)	
		3Q23	4Q22
Net interest income	\$ 571.0	\$ (16.1)	\$ (31.4)
Non-interest income	63.8	(26.6)	(38.4)
Total revenue	\$ 634.8	\$ (42.7)	\$ (69.7)
Non-interest expense	377.2	(14.6)	(28.8)
Pre-provision net revenue	\$ 257.6	\$ (57.3)	\$ (98.5)
Provision for credit losses	36.0	0.5	7.0
Pre-tax income	\$ 221.6	\$ (56.8)	\$ (91.5)
Net income available to common	\$ 181.2	\$ (41.1)	\$ (59.4)
Diluted earnings per share	\$ 1.05	\$ (0.23)	\$ (0.33)
Net interest margin	3.42 %	(7) bps	(32) bps
Efficiency ratio ¹	43.04 %	(129) bps	(277) bps
Tax rate	16.3 %	232 bps	550 bps

¹ See non-GAAP reconciliation on pages 33 through 34.

Non-GAAP Reconciliations

(\$ in thousands, except per share amounts)

Efficiency Ratio

	4Q23	3Q23	4Q22
Non-interest expense	\$ 377,221	\$ 362,578	\$ 348,390
Less: Foreclosed property activity	(96)	(492)	(80)
Intangible assets amortization	8,618	8,899	8,240
Operating lease depreciation	900	1,146	2,021
FDIC special assessment	47,164	—	—
Merger related expense	30,679	61,625	45,790
Strategic initiatives	—	—	143
Non-interest expense	\$ 289,956	\$ 291,400	\$ 292,276
Net interest income	571,021	587,136	602,375
Add: Tax-equivalent adjustment	17,830	17,906	13,991
Non-interest income	63,815	90,382	102,179
Other income	5,099	3,614	4,814
Less: Operating lease depreciation	900	1,146	2,021
(Loss) on sale of investment securities	(16,825)	—	(4,517)
Income	\$ 673,690	\$ 697,892	\$ 725,855
Efficiency Ratio	43.04 %	41.75 %	40.27 %

Tangible Book Value per Common Share

Tangible common stockholders' equity	\$ 5,571,417	\$ 5,072,005	\$ 5,058,761
Common shares outstanding	172,022	172,056	174,008
Tangible Book Value per Common Share	\$ 32.39	\$ 29.48	\$ 29.07

Non-GAAP Reconciliations

(\$ in thousands)

Tangible Common Equity Ratio

	4Q23	3Q23	4Q22
Stockholders' equity	\$ 8,689,996	\$ 8,199,201	\$ 8,056,186
Less: Goodwill and other intangible assets	2,834,600	2,843,217	2,713,446
Tangible stockholders' equity	5,855,396	5,355,984	5,342,740
Less: Preferred stock	283,979	283,979	283,979
Tangible common stockholders' equity	\$ 5,571,417	\$ 5,072,005	\$ 5,058,761
Total assets	\$ 74,945,249	\$ 73,130,851	\$ 71,277,521
Less: Goodwill and other intangible assets	2,834,600	2,843,217	2,713,446
Tangible assets	\$ 72,110,649	\$ 70,287,634	\$ 68,564,075
Tangible Common Equity Ratio	7.73 %	7.22 %	7.38 %

Return on Average Tangible Common Stockholders' Equity

Average stockholders' equity	\$ 8,312,798	\$ 8,370,469	\$ 7,960,900
Less: Average goodwill and other intangible assets	2,838,770	2,847,560	2,716,981
Average preferred stock	283,979	283,979	283,979
Average tangible common stockholders' equity	\$ 5,190,049	\$ 5,238,930	\$ 4,959,940
Net income	\$ 185,393	\$ 226,475	\$ 244,751
Less: Preferred stock dividends	4,163	4,162	4,163
Add: Intangible assets amortization, tax-effected	6,808	7,030	6,510
Income adjusted for preferred stock dividends & intangible assets amortization	188,038	229,343	247,098
Adjusted income, annualized basis	\$ 752,152	\$ 917,372	\$ 988,392
Return on Average Tangible Common Stockholders' Equity	14.49 %	17.51 %	19.93 %

Non-GAAP Reconciliations – Adjusted

(\$ in thousands)

Adjusted Return on Average Assets

	4Q23	2023
Net income	\$ 185,393	\$ 867,840
Add: FDIC special assessment, tax-effected	34,509	34,509
Merger related expense, tax-effected	22,447	124,466
Loss on sale of investment securities, tax-effected	12,310	27,596
Adjusted income	254,659	1,054,411
Adjusted income, annualized basis	\$ 1,018,636	\$ 1,054,411
Average assets	\$ 73,132,063	\$ 73,823,882
Adjusted Return on Average Assets	1.39 %	1.43 %

Adjusted Return on Average Common Stockholders' Equity

Average stockholders' equity	\$ 8,312,798	\$ 8,323,955
Less: Average preferred stock	283,979	283,979
Average common stockholders' equity	\$ 8,028,819	\$ 8,039,976
Net income	\$ 185,393	\$ 867,840
Less: Preferred stock dividends	4,163	16,650
Add: FDIC special assessment, tax-effected	34,509	34,509
Merger related expense, tax-effected	22,447	124,466
Loss on sale of investment securities, tax-effected	12,310	27,596
Adjusted income	250,496	1,037,761
Adjusted income, annualized basis	\$ 1,001,984	\$ 1,037,761
Adjusted Return on Average Common Stockholders' Equity	12.48 %	12.91 %

Non-GAAP Reconciliations – Adjusted

(\$ in thousands)

Adjusted Return on Average Tangible Common Stockholders' Equity

	4Q23	2023
Average stockholders' equity	\$ 8,312,798	\$ 8,323,955
Less: Average goodwill and other intangible assets	2,838,770	2,848,114
Average preferred stock	283,979	283,979
Average tangible common stockholders' equity	\$ 5,190,049	\$ 5,191,862
Net income	\$ 185,393	\$ 867,840
Less: Preferred stock dividends	4,163	16,650
Add: Intangible assets amortization, tax-effected	6,808	28,604
FDIC special assessment, tax-effected	34,509	34,509
Merger related expense, tax-effected	22,447	124,466
Loss on sale of investment securities, tax-effected	12,310	27,596
Adjusted income	257,304	1,066,365
Adjusted income, annualized basis	\$ 1,029,216	\$ 1,066,365
Adjusted Return on Average Tangible Common Stockholders' Equity	19.83 %	20.54 %

Non-GAAP Reconciliations – YTD

(\$ in thousands)

Full Year Efficiency Ratio

	2023	2022
Non-interest expense	\$ 1,416,355	\$ 1,396,473
Less: Foreclosed property activity	(1,282)	(906)
Intangible assets amortization	36,207	31,940
Operating lease depreciation	5,569	8,193
FDIC special assessment	47,164	—
Merger related expense	162,517	246,461
Strategic initiatives and other	—	7,468
Non-interest expense	\$ 1,166,180	\$ 1,103,317
Net interest income	2,337,269	2,034,286
Add: Tax-equivalent adjustment	68,939	47,128
Non-interest income	314,337	440,783
Other income	18,059	22,887
Less: Operating lease depreciation	5,569	8,193
(Loss) on sale of investment securities	(33,620)	(6,751)
Other	—	2,548
Income	\$ 2,766,655	\$ 2,541,094
Efficiency Ratio	42.15 %	43.42 %

Non-GAAP Reconciliation

Full Year 2023 GAAP to Adjusted

(\$ in millions)

	Pre-Tax	After Tax	EPS
Reported (GAAP)	\$ 1,084.5	\$ 851.2	\$ 4.91
FDIC special assessment	47.2	34.5	0.21
Merger related expense ¹	169.2	124.5	0.72
Securities repositioning loss	37.3	27.6	0.15
Adjusted (non-GAAP)	\$ 1,338.2	\$ 1,037.8	\$ 5.99

Impact of FDIC special assessment, merger related expense, and securities repositioning loss:

- \$253.7 million of pre-tax income
- \$186.6 million of after tax income
- Impact of the above on EPS is \$1.08 per share

¹ Merger related expense is primarily comprised of compensation & benefits of \$40.5 million, occupancy of \$1.3 million, technology & equipment of \$19.1 million, professional & outside services of \$67.3 million, \$6.7 million provision adjustment for acquired unfunded lending commitments and other expenses of \$34.3 million.

WBS 4Q23 Financial Review

Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “believes,” “anticipates,” “expects,” “intends,” “targeted,” “continue,” “remain,” “will,” “should,” “may,” “plans,” “estimates,” and similar references to future periods; however, such words are not the exclusive means of identifying such statements. Examples of forward-looking statements include, but are not limited to: (i) projections of revenues, expenses, expense savings, income or loss, earnings or loss per share, and other financial items; (ii) statements of plans, objectives, and expectations of Webster or its management or Board of Directors; (iii) statements of future economic performance; and (iv) statements of assumptions underlying such statements. Forward-looking statements are based on Webster’s current expectations and assumptions regarding its business, the economy, and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks, and changes in circumstances that are difficult to predict. Webster’s actual results may differ materially from those contemplated by the forward-looking statements, which are neither statements of historical fact nor guarantees or assurances of future performance. Factors that could cause actual results to differ from those discussed in the forward-looking statements include our ability to successfully integrate the operations of Webster and Sterling Bancorp and realize the anticipated benefits of the merger, including validation of our recently completed core conversion and any issues that may arise therefrom; our ability to successfully execute our business plan and strategic initiatives, and manage any risks or uncertainties; and the other factors that are described in the “Forward-Looking Statements”, “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” sections of the Company’s Annual Report on Form 10-K and Quarterly Reports on Form 10-Q and the “Forward-Looking Statements” section and other information contained in our earnings release for the fourth quarter of 2023 furnished as an exhibit to our most recent Current Report on Form 8-K. Any forward-looking statement made by the Company in this presentation speaks only as of the date on which it is made. Factors or events that could cause the Company’s actual results to differ may emerge from time to time, and it is not possible for the Company to predict all of them. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments, or otherwise, except as may be required by law.

Non-GAAP Financial Measures

This presentation contains both financial measures based on accounting principles generally accepted in the United States (“GAAP”) and non-GAAP based financial measures, which are used where management believes them to be helpful in understanding the Company’s results of operations or financial position. Reconciliations of these non-GAAP financial measures, to the most comparable GAAP measures are included in this presentation and the Company’s earnings release available in the Investor Relations portion of the Company’s website at www.wbst.com. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. For additional information see reconciliation to GAAP financial measures presented in the Company’s Press Release.

