Earnings
Conference Call

Third Quarter 2022
October 20, 2022

Third Quarter 2022 Highlights

- Reported results include merger/initiative related charges of $37.2 million pre-tax
- Adjusted results highlight strong performance
  - Loan growth in diverse segments
  - Modest increase in deposit costs
  - LQ growth in NII of 13.2%
  - LQ growth in PPNR of 17.6%
  - Efficiency ratio of 41%
- NIM expanded 26 bps to 3.54%
- Balance sheet well positioned for rising rates
  - 61% of loan portfolio is floating or periodic
  - Floating and periodic rate loans no longer impacted by floors
- Strong capital position; provides optionality
  - CET1 of 10.8%
  - TCE of 7.3%
  - Repurchased $100 million WBS shares

	REPORTED	ADJUSTED
PPNR	$334.6M	$371.4M
NET INCOME AVAILABLE TO COMMON	$229.8M	$257.0M
DILUTED EPS	$1.31	$1.46
ROAA	1.38%	1.54%
ROACE	11.78%	13.17%
ROATCE	18.62%	20.76%

Note: Adjusted results are non-GAAP. See non-GAAP reconciliation on pages 8 and 30 through 31.

Merger Integration Update

- Continued progress on key integration milestones, with a sharp focus on executing "business as usual"
- On track to exceed key merger deliverables, including returns, efficiency, and loan growth
- Mid-2023 systems conversion and expense saves on target
- Core businesses are investing in additional front-line colleagues and bringing on new clients

Third Quarter 2022 Accomplishments

- Combined commercial credit risk management system
- Rolled out consolidated commercial client pricing tools
- Corporate real estate consolidation >50% complete

Next Steps

- Consolidation of cloud data centers
- Transition Consumer Banking wealth and investment services operations to third-party provider
- Complete culture activation rollout to all employees in 4Q22

WBS 3Q22 Net Income Available to Common

GAAP to Adjusted Reconciliation

($ in millions)	Pre-Tax	After Tax	EPS
Reported (GAAP)	**$ 298.0**	**$ 229.8**	**$ 1.31**
Merger related [1]	25.5	19.0	0.11
Strategic initiatives and other [2]	11.3	8.2	0.04
Adjusted (non-GAAP)	**$ 334.9**	**$ 257.0**	**$ 1.46**

Impact of merger related and strategic initiative adjustments:

- $36.8 million of pre-tax income
- $27.2 million of after tax income
- Impact of the above on EPS is $0.15 per share

[1] Merger related charges is comprised of professional & outside services of $10.8 million, compensation & benefits of $5.8 million, occupancy of $4.4 million, other expenses of $3.1 million, and technology & equipment of $1.5 million.

[2] Strategic initiatives and other is comprised of a contribution to the Webster foundation of $10.5 million (included within other non-interest expense), professional & outside services of $1.4 million, occupancy of $(0.2) million, and other of $(0.3) million.

Balance Sheet — End of Period

($ in millions)	3Q22	Increase / (Decrease) 2Q22	3Q21
Securities	$ 14,591	$ (595)	$ 5,194
Interest-bearing deposits	327	(281)	(2,116)
Commercial loans	38,474	1,811	23,792
Consumer loans	9,350	366	2,452
Total loans	**$ 47,824**	$ 2,177	$ 26,244
Total assets	**$ 69,053**	$ 1,458	$ 33,678
Transactional deposits	$ 23,053	$ (71)	$ 11,716
HSA deposits	7,889	112	560
All other deposits	23,067	891	11,706
Total deposits	**$ 54,009**	$ 932	$ 23,983
Borrowings	5,851	520	4,518
Common equity	**$ 7,542**	$ (171)	$ 4,301
Total liabilities and equity	**$ 69,053**	$ 1,458	$ 33,678
Key Ratios:		Favorable / (Unfavorable)	
Loans / total deposits	88.5 %	(250) bps	(1,663) bps
Transactional & HSAs / total deposits	57.3 %	(93) bps	(487) bps
Common Equity Tier 1 [1]	10.82 %	(26) bps	(94) bps
Tangible common equity [2]	7.27 %	(42) bps	(44) bps
Tangible book value / common share [2]	$ 27.69	$ (0.62)	$ (1.94)

Key Observations

- Securities portfolio:
  - AFS $8.1 billion, 2.38% yield, duration of 3.6 years
  - HTM $6.5 billion, 2.43% yield, duration of 4.6 years
- Loan balances:
  - LQ commercial loan growth of $1.8 billion or 4.9%
  - LQ consumer loan growth of $0.4 billion or 4.1%
- Loan-to-deposit ratio of 89%
- HSA represents 15% of total deposits
- Borrowings composed of:
  - $1.1 billion long-term debt
  - $1.3 billion in Fed Funds and repurchase agreements
  - $3.5 billion FHLB advances
- Capital ratios remain strong
- Quarterly tangible book value per common share declined as a net result of the impact of merger charges on earnings, capital actions, and the incremental impact to AOCI due to higher rates

[1] 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 30 through 31.

Loans – Pro Forma

($ in millions, balances end of period)

Loan Growth of 4.8% LQ

	3Q22	2Q22	3Q21[1]	LQ Change	YOY Change
C&I, excluding PPP	**$ 12,443**	$ 11,885	$ 11,564	4.7%	7.6%
PPP	**26**	43	398	(39.4)%	(93.5)%
Sponsor & Specialty	**6,279**	5,678	3,593	10.6%	74.8%
Warehouse	**894**	915	1,302	(2.2)%	(31.3)%
CRE	**18,831**	18,142	17,456	3.8%	7.9%
Residential	**7,618**	7,224	6,563	5.5%	16.1%
Consumer	**1,732**	1,761	1,885	(1.6)%	(8.1)%
Total	**$ 47,824**	$ 45,647	$ 42,760	4.8%	11.8%
Yield	**4.52%**	3.92%	3.71%	60 bps	81 bps

[1] For illustration only. Represents historical combined balances reported by Webster Financial Corporation and Sterling Bancorp. Does not include purchase accounting adjustments.

[2] Floating rate loans totaled $23.3 billion and reset in 1 month or less; periodic loans totaled $5.7 billion and reset in greater than 1 month but before final maturity.

LQ growth of $2.2 billion or 4.8% (ex. PPP)

- LQ growth of $2.2 billion or 5.0% (ex. PPP & Warehouse)
- Total loans up $2.2 billion from the prior quarter due to diverse growth across C&I, CRE, and Residential
- Floating and periodic to total loans ratio[2] of 61% compared to 59% at 2Q22
- Loan balance comprised of 80% commercial loans and 20% consumer loans (including PPP)

YOY growth of $5.4 billion or 12.8% (ex. PPP)

- YOY growth of $5.8 billion or 14.2% excluding PPP & Warehouse
- YOY growth of $5.1 billion or 11.8% including PPP & Warehouse
- Growth in commercial loans of 13.4% and consumer loans of 10.7%

Deposits — Pro Forma

($ in millions, balances end of period)

Deposit Growth of 1.8% LQ

By Product	3Q22	2Q22	3Q21[1]	LQ Change	YOY Change
Demand	$ 13,850	$ 13,576	$ 13,898	2.0 %	(0.3)%
Health savings accounts	7,889	7,778	7,329	1.4 %	7.6 %
Interest-bearing checking	9,203	9,548	9,005	(3.6)%	2.2 %
Money market	11,157	10,885	12,376	2.5 %	(9.9)%
Savings	9,340	8,737	8,226	6.9 %	13.6 %
Time deposits	2,570	2,554	3,207	0.6 %	(19.9)%
Total	**$ 54,009**	$ 53,077	$ 54,041	1.8 %	(0.1)%
Deposit cost	**0.28 %**	0.09 %	0.08 %	19 bps	20 bps

By Line of Business	3Q22	2Q22	3Q21[1]	LQ Change	YOY Change
Commercial Banking	$ 14,853	$ 15,356	$ 15,206	(3.3)%	(2.3)%
HSA Bank	7,889	7,778	7,329	1.4 %	7.6 %
Consumer Banking	23,859	23,873	23,570	(0.1)%	1.2 %
Public Funds	5,975	5,145	6,506	16.1 %	(8.2)%
Corporate	1,433	925	1,430	54.9 %	0.2 %
Total	**$ 54,009**	$ 53,077	$ 54,041	1.8 %	(0.1)%

LQ growth of $0.9 billion or 1.8%

- Seasonal growth in public funds deposits of $0.8 billion across money market, checking, and demand; public funds seasonally weaker in 4Q
- Deposit costs increased 19 bps to 0.28%, driven by growth in higher cost deposit categories and a rising rate environment
- Period end deposit composition: 15% HSAs, 42% transactional, and 43% non-transactional deposits

YOY decline of $32.4 million or 0.1%

- Public funds deposits decreased $0.5 billion
- Commercial Banking deposits decreased $0.4 billion
- HSA deposits up $0.6 billion
- Deposit costs increased 20 bps to 0.28%, driven by growth in higher cost deposit categories and a rising rate environment

[1] For illustration only. Represents historical combined balances reported by Webster Financial Corporation and Sterling Bancorp. Does not include purchase accounting adjustments.

Income Statement

Reported to Adjusted

($ in millions, except EPS)		Reported 3Q22		Adjustments [1]		Adjusted 3Q22		Favorable / (Unfavorable) 2Q22 [2]
Net interest income	$	551.0	$	–	$	551.0	$	64.3
Non-interest income		113.6		(0.3)		113.3		(7.6)
Total revenue	$	664.6	$	(0.3)	$	664.3	$	56.7
Non-interest expense		330.1		(37.2)		292.9		(1.2)
Pre-provision net revenue	$	334.6	$	36.8	$	371.4	$	55.5
Provision for credit losses		36.5		–		36.5		(24.3)
Pre-tax income (loss)	$	298.0	$	36.8	$	334.9	$	31.3
Income tax expense		64.1		9.6		73.7		(2.9)
Reported net income (loss)	$	234.0	$	27.2	$	261.2	$	28.4
Net income (loss) available to common	$	229.8	$	27.2	$	257.0	$	28.4
Diluted earnings per share	$	1.31	$	0.15	$	1.46	$	0.17
Net interest margin		3.54 %		–		3.54 %		26 bps
Efficiency ratio [3]		41.17 %		–		41.17 %		408 bps
Tax rate (benefit)		21.5 %		–		22.0 %		130 bps

[1] Includes merger-related expenses, strategic initiatives, and other.

[2] 2Q22 results adjusted for $66.5 million of net merger-related expenses and strategic initiatives.

[3] See non-GAAP reconciliation on pages 30 and 31.

Key Observations

Reported GAAP:

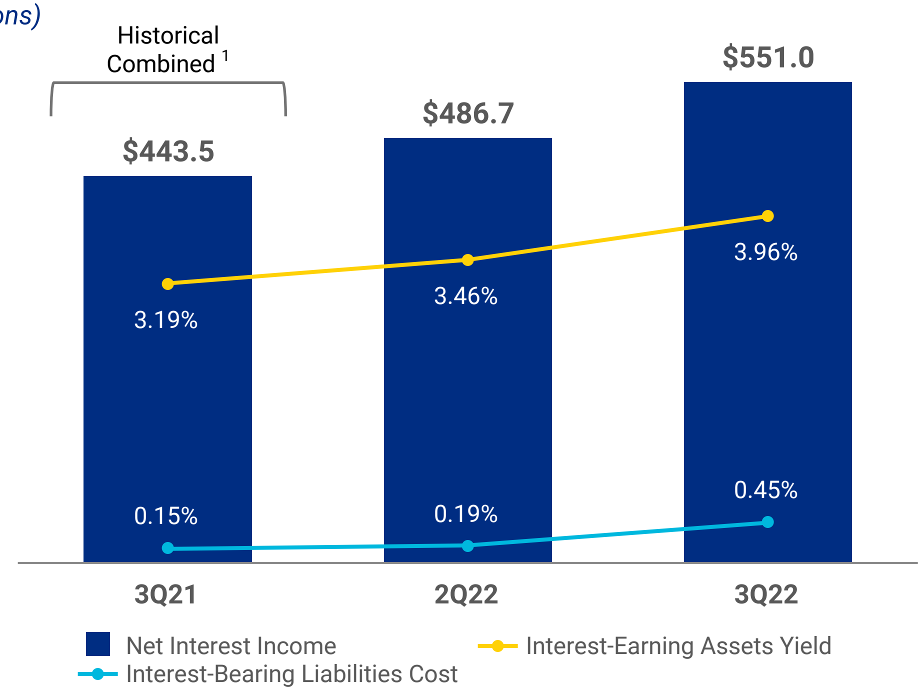
- Net income of $234.0 million, up from $182.3 million in 2Q22
- Includes net merger-related expenses and strategic initiatives of $37.2 million
- $36.5 million provision expense driven by $2.2 billion in loan growth and a decline in the macroeconomic outlook

Adjusted:

- Reported net income of $261.2 million, up from $232.8 million in 2Q22
- Performance driven by:
  - NII increase of $64.3 million or 13.2%
  - PPNR increase of $55.6 million or 17.6%
- $1.46 earnings per share, up from adjusted EPS of $1.29 in 2Q22
- ROAA of 1.54% and ROATCE of 20.8%
- Efficiency ratio of 41.2%

Net Interest Income – Pro Forma

($ in millions)



	3Q21	2Q22	3Q22
Net Interest Margin:	3.04%	3.28%	3.54%
Net Interest Margin (excluding accretion)[2]:	3.00%	3.09%	3.44%

[1] For illustration only. Represents historical combined balances reported by Webster Financial Corporation and Sterling Bancorp. Does not include purchase accounting adjustments.

[2] Adjusted NIM excludes the impact of merger related accounting fair value marks. See impact on page 18.

Linked Quarter NII

- Net interest income totaled $551.0 million, up from prior quarter by $64.3 million or 13.2%
- Net interest income excluding accretion totaled $534.6 million, up $76.8 million or 16.8% from 2Q22
- Scheduled accretion of $14.6 million in 4Q22

Linked Quarter NIM

- Stated NIM increased 26 bps
- Excluding accretion, NIM increased 35 bps

Year over Year NII

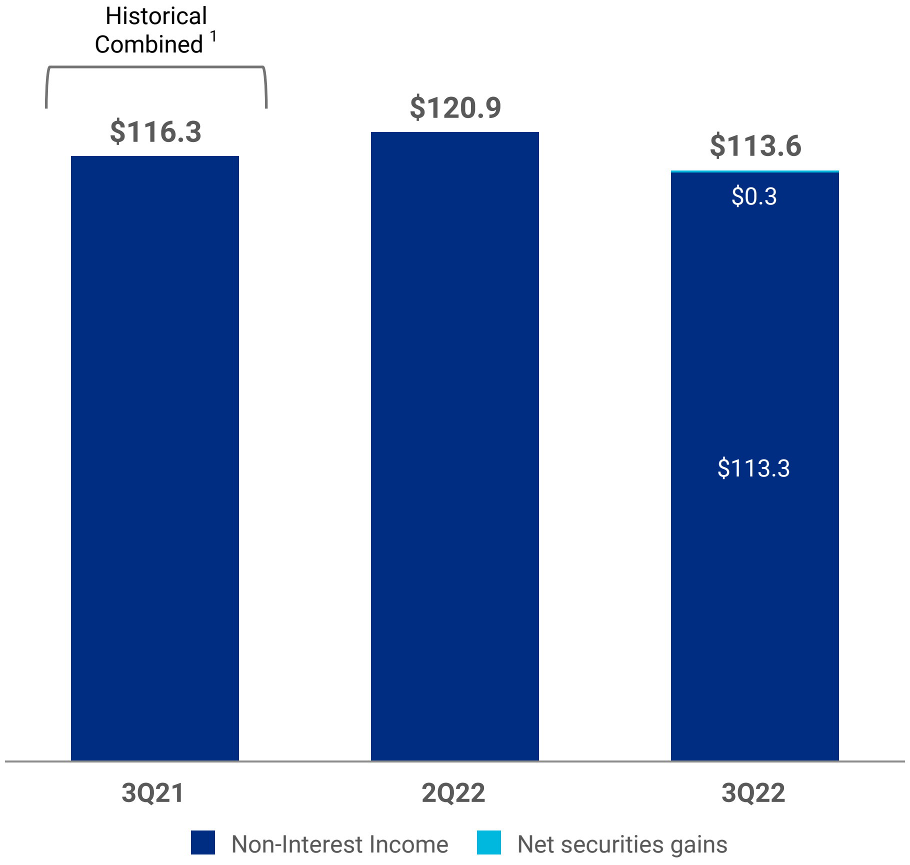
- Increased by $107.5 million or 24.2%
- Excluding accretion, net interest income up $97.3 million or 22.3% from $437.3 million in 3Q21 ($16.4 million in total yield accretion in 3Q22, $6.2 million Sterling accretion in 3Q21)

Year over Year NIM

- Stated NIM increased 50 bps
- Excluding accretion, NIM increased 44 bps

Non-Interest Income — Pro Forma

($ in millions)



Adjusted non-interest income decreased $7.3 million LQ

- Non-interest income of $113.6 million compares to $120.9 million
- Decline primarily driven by decreased customer swap activity, lower prepayments, and other transactional fees

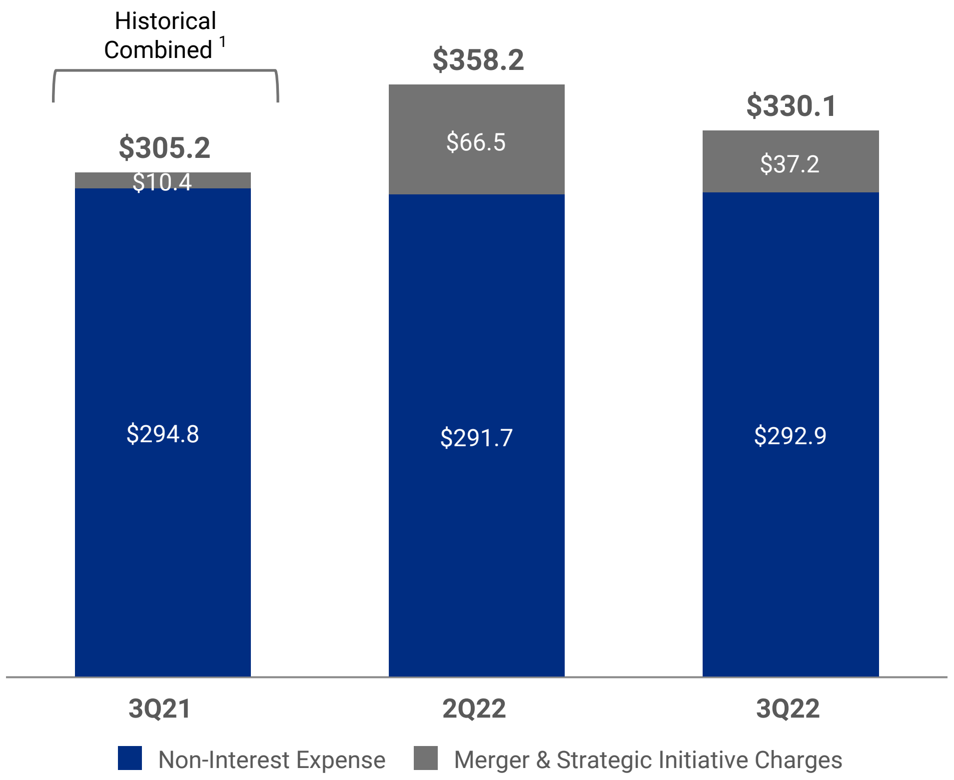
Adjusted non-interest income decreased $2.7 million YOY

- Modest year-over-year decrease as a result of lower direct investment income and mortgage banking revenue

[1] For illustration only. Represents historical combined balances reported by Webster Financial Corporation and Sterling Bancorp. Does not include purchase accounting adjustments.

Non-Interest Expense — Pro Forma

($ in millions)



[1] For illustration only. Represents historical combined balances reported by Webster Financial Corporation and Sterling Bancorp. Does not include purchase accounting adjustments.

Adjusted expense increased $1.2 million LQ

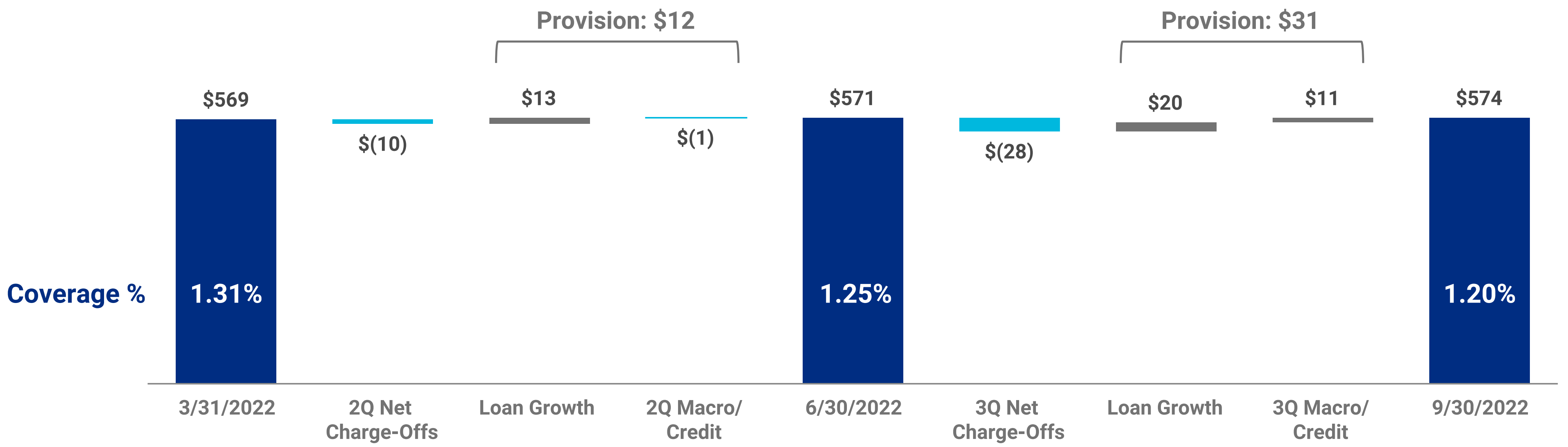
- Modest net increase due to $4.3 million of higher compensation & benefits expense, driven by higher performance-based expenses
- Technology & equipment increased $3.1 million as a result of continued investments in core systems

Adjusted expense decreased $1.9 million YOY

- In addition to the quarterly factors noted above, declining adjusted expense partially offset by increase in intangibles amortization, Bend operating expenses, and organic growth

Allowance for Credit Losses

($ in millions)

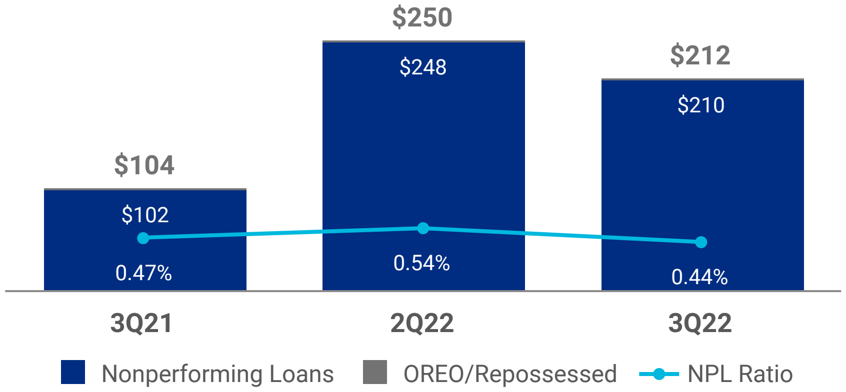


	2Q22 Assumptions			3Q22 Assumptions			3Q22 vs 2Q22		
	2022	2023	2024	2022	2023	2024	2022	2023	2024
Avg Unemployment	3.5%	3.5%	3.6%	3.7%	3.9%	3.9%	0.2%	0.4%	0.3%
EOP Unemployment	3.3%	3.5%	3.6%	3.7%	4.1%	3.8%	0.4%	0.6%	0.2%
Real GDP Growth %	2.7%	2.6%	2.8%	1.6%	1.4%	2.6%	(1.1)%	(1.2)%	(0.2)%

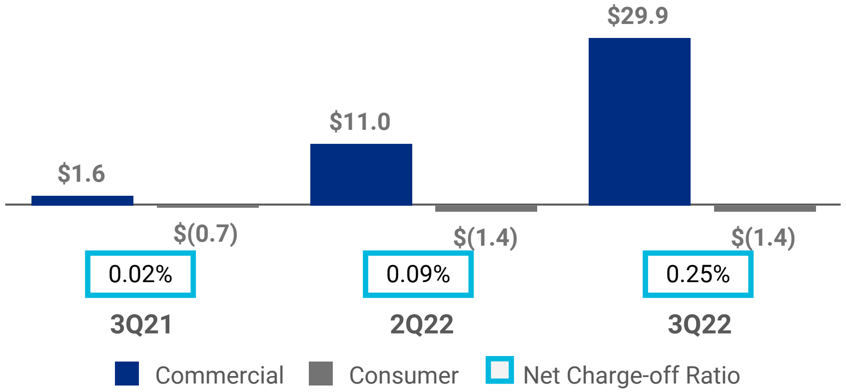
Key Asset Quality Metrics

($ in millions)

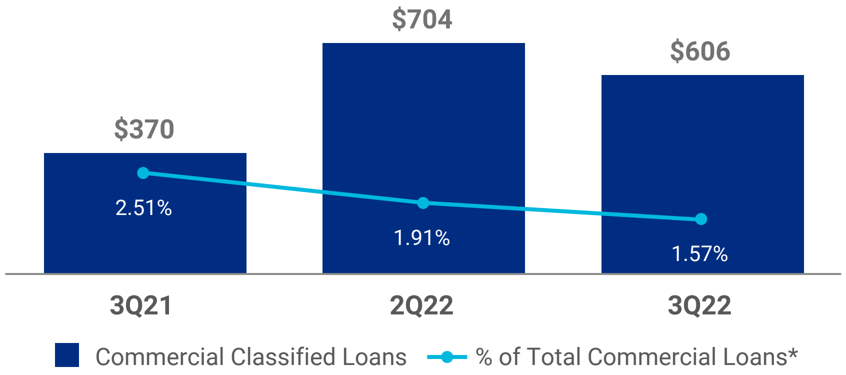
Nonperforming Loans, OREO, NPL Ratio



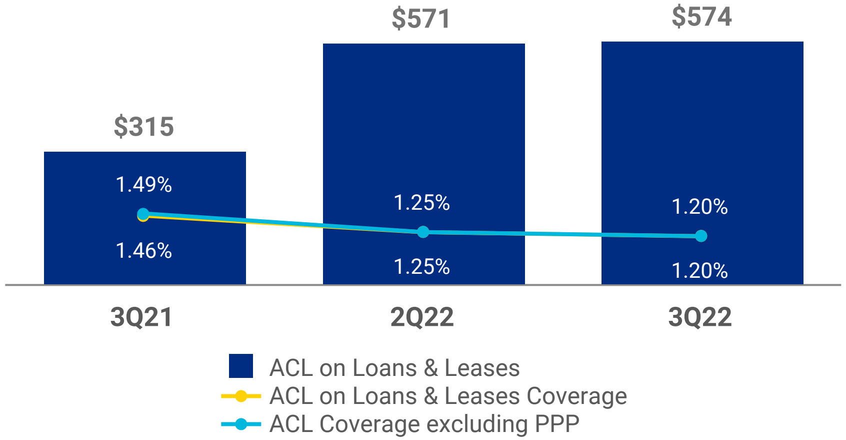
Net Charge-Offs



Commercial Classified Loans



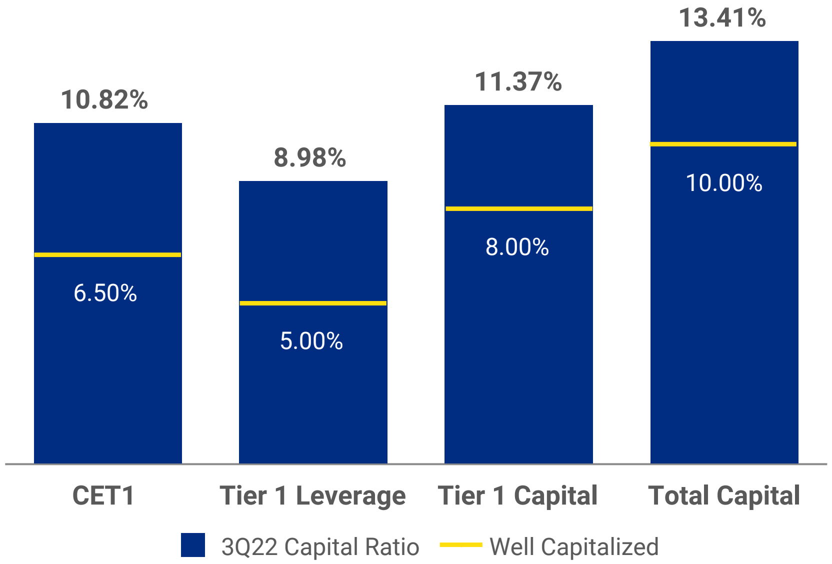
Allowance for Credit Losses on Loans and Leases



* Excludes $26 million, $43 million, and $0.4 billion of PPP loans at 9/30/2022, 6/30/2022, and 9/30/2021, respectively.

Strong Capital Levels

Hold Co Capital Levels



Hold Co Capital Ratios

	At Sep 30, 2022*	At Jun 30, 2022	At Sep 30, 2021
Common Equity Tier 1 risk-based capital	**10.82%**	11.09%	11.77%
Tangible common equity	**7.27%**	7.68%	7.71%
Tangible equity	**7.70%**	8.12%	8.12%
Tier 1 leverage	**8.98%**	9.12%	8.37%
Tier 1 risk-based capital	**11.37%**	11.65%	12.39%
Total risk-based capital	**13.41%**	13.91%	13.79%
Tangible book value / common share	**$27.69**	$28.31	$29.63

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

Fourth Quarter 2022 Outlook

Outlook assumes no material changes to the regulatory environment or macro environment / rate assumptions

NII	• Increasing our fourth quarter outlook to $570 to $590 million (non-FTE), excluding accretion; anticipate $14.6 million of accretion and a ~$14 million FTE adjustment • Assumes Federal funds year end rate of 4.25% (100 bps of further increases)
Loan Growth	• Expect period end loan growth to be 2% to 3% linked quarter • Continued growth in key segments
Fees	• In the range of $105 to $110 million
Expenses	• Core expense in the range of $290 to $295 million; efficiency ratio ~40% • Includes increased performance-based compensation
Tax Rate	• 22% to 23%
Capital Management	• Continue to be prudent and opportunistic in the deployment of capital • Includes loan growth, investments to enhance value, complementary businesses, and share repurchases • Common equity tier 1 capital ratio targeted over time at 10.5%

Merger Rationale Materializing

Physical presence

ACROSS THE NORTHEAST UNITED STATES:

dense concentration of population and wealth

Pursue growth

IN NON-COMMODITIZED LOAN CATEGORIES; ORIENTED PARTICULARLY TOWARD COMMERCIAL ASSETS:

commercial loan categories grew 15% annualized YTD (ex. mortgage warehouse and PPP)

Diverse funding

POSITIONS THE COMPANY PARTICULARLY WELL FOR A RISING RATE ENVIRONMENT:

total deposit costs 0.28% on combined basis in 3Q22, 57% of deposits in transactional & HSA accounts

Invest in digital capabilities

TO PROVIDE OUTSTANDING CLIENT EXPERIENCE AND CAPTURE NEW MARKET OPPORTUNITY:

HSA Bank rolled out a new portal to 30,000 employers and completed the Bend acquisition, announced participation in USDF Consortium, investments in digital products, enhanced data environment, and cloud migrations

Best of both approach

PICKING TOP TALENT, PRODUCTS, PROCESSES, AND SYSTEMS FROM EACH LEGACY INSTITUTION:

Executive Management Committee balanced between each legacy institution, “new” Webster will simplify our operating platform into a unified core

Significant excess capital generation

OPPORTUNITY TO FUND ORGANIC GROWTH AND RETURN TO SHAREHOLDERS:

repurchased ~$320 million of WBS shares subsequent to merger

Supplemental Information

Impact of Purchase Accounting

Purchase Accounting Accretion (PAA) Summary

($ in thousands)	Actuals 1Q22	Actuals 2Q22	Actuals 3Q22	Scheduled[1] 4Q22	Scheduled[1] FY22	Scheduled[1] FY23	Scheduled[1] FY24	Scheduled[1] Thereafter
Loans & leases	$ 36,405	$ 31,355	$ 18,841	$ 17,039	$ 103,640	$ 30,516	$ 20,660	$ 26,289
Securities	(2,338)	(3,486)	(3,456)	(3,409)	(12,689)	(13,372)	(12,830)	(21,296)
Subordinated debt	355	532	532	532	1,951	2,128	2,128	11,674
Time deposits	314	471	471	471	1,727	156	—	—
Subtotal: Net interest income impact	**34,736**	**28,872**	**16,388**	**14,633**	**94,629**	**19,428**	**9,958**	**16,667**
Core deposit intangible (non-interest expense)	(2,959)	(4,301)	(4,142)	(3,988)	(15,390)	(14,530)	(12,495)	(76,685)
Other intangibles (non-interest expense)	(2,261)	(3,286)	(3,165)	(3,047)	(11,759)	(11,102)	(9,547)	(58,592)
Purchase accounting pre-tax net impact	**$ 29,516**	**$ 21,285**	**$ 9,081**	**$ 7,598**	**$ 67,480**	**$ (6,204)**	**$ (12,084)**	**$ (118,610)**

PAA NIM Impact

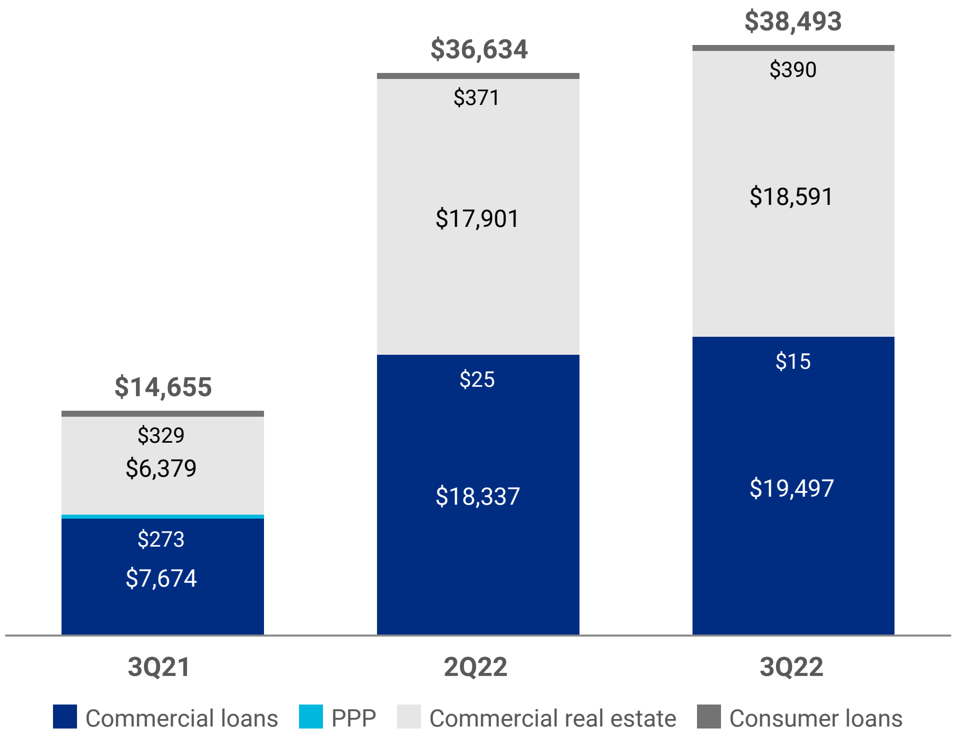
(in basis points)	Actuals 1Q22	Actuals 2Q22	Actuals 3Q22
Loans & Leases	29 bps	21 bps	11 bps
Securities	(1) bps	(2) bps	(2) bps
Other	1 bps	— bps	1 bps
Total PAA NIM Impact	**29 bps**	**19 bps**	**10 bps**

[1] 4Q22, full years 2023 & 2024, and thereafter are based on contractual maturity.

Commercial Banking

($ in millions)

Total Loans



Loan Portfolio Yield:

3Q21	2Q22	3Q22
3.50%	4.04%	4.73%

Key Business Metrics

	3Q22	Increase / (Decrease) 2Q22	3Q21
Loan originations	$ 4,366	$ 154	$ 3,136
Loan fundings	$ 3,262	$ 444	$ 2,295
Coupon on fundings	4.73 %	1.11 %	1.57 %
Deposits	$ 20,828	$ 327	$ 10,726
AUM / AUA*	$ 2,121	$ (145)	$ (726)

*AUM = Assets under management AUA = Assets under administration

PPNR

	3Q22	Favorable / (Unfavorable) 2Q22	3Q21
Net interest income [1]	$ 333.5	$ 0.1	$ 181.5
Non-interest income	40.5	(8.9)	17.7
Operating revenue	**$ 374.0**	**$ (8.9)**	**$ 199.2**
Operating expenses	102.4	0.3	(52.2)
Pre-provision net revenue	**$ 271.6**	**$ (8.5)**	**$ 147.0**

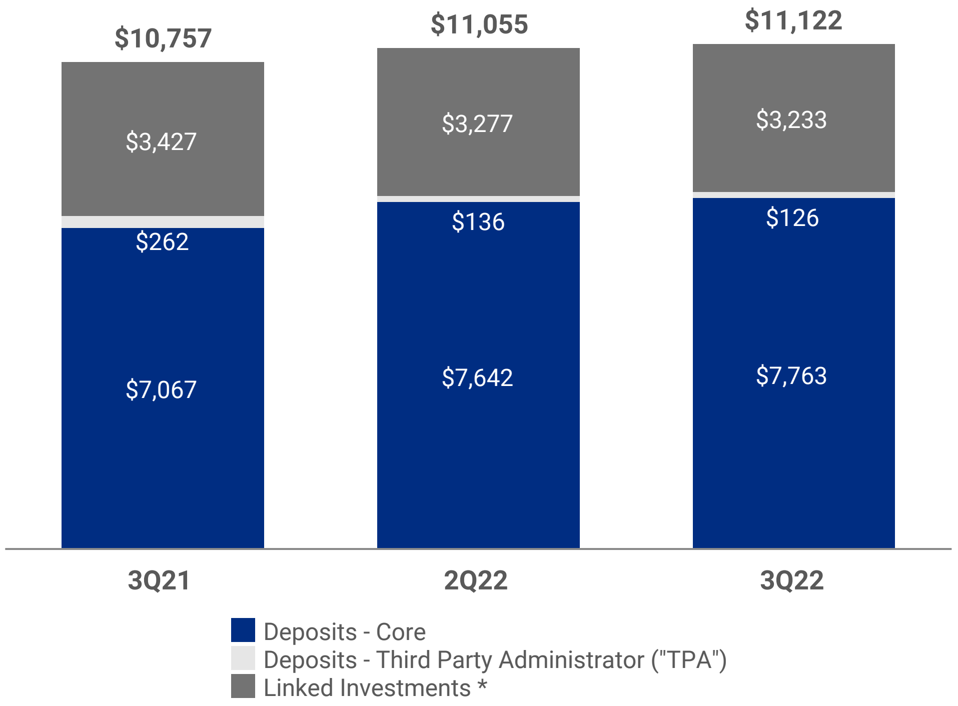
[1] Impacted by reduction of accretion income of $13 million linked quarter.

Note: Webster realigned its investment services related operations from Commercial Banking to Consumer Banking to deliver operational efficiencies and better serve its customers. As a result, effective January 1, 2022, $4.3 billion of assets under administration (off balance sheet) and $125 million of deposits were moved from Commercial Banking to Consumer Banking. In addition, the expense allocation approach was modified to exclude certain overhead and merger-related expenses that are not tied directly to segment performance. Prior period results have been recasted.

HSA Bank

($ in millions)

Total Footings



Deposit Cost:

3Q21	2Q22	3Q22
0.08%	0.06%	0.06%

* Investments include Bend's off-balance sheet HSA deposits and investments of $103 million and $106 million for 3Q22 and 2Q22, respectively.

Key Business Metrics

	3Q22	Increase / (Decrease) 2Q22	3Q21
Core accounts ('000)	3,021	61	255
TPA accounts ('000)	112	(5)	(126)
Percent of unfunded accounts - core	5.98 %	(0.19)%	(0.55)%
Footings per account	$ 3,550	$ (43)	$ (32)
Deposits per account - core	$ 2,570	$ (12)	$ 15
Investments as a % of total footings	29.07 %	(0.58)%	(2.79)%
New accounts ('000)	154	35	34
PTNR / avg account (annualized)	$ 61.31	$ 11.10	$ 15.33

Investments linked to TPA accounts were $40 million, $42 million, and $92 million for 3Q22, 2Q22, and 3Q21, respectively.

PTNR

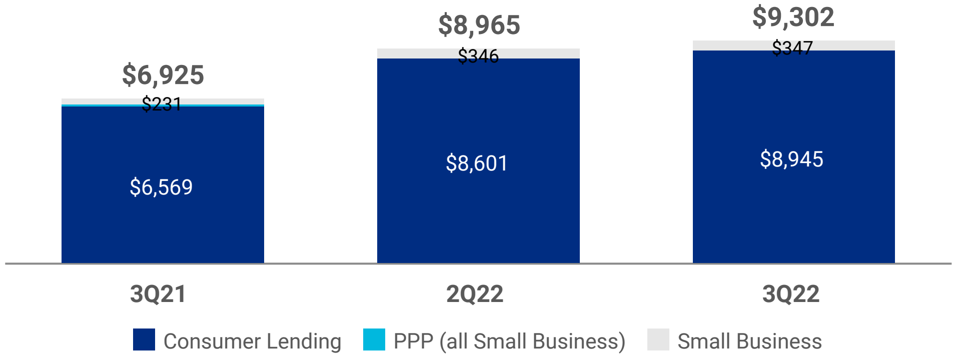
	3Q22	Favorable / (Unfavorable) 2Q22	3Q21
Net interest income	$ 58.6	$ 9.0	$ 16.5
Interchange revenue	11.2	(0.8)	0.7
Account and other fees	14.6	0.1	0.4
Operating revenue	**$ 84.4**	**$ 8.3**	**$ 17.6**
Operating expenses	36.7	0.8	(4.4)
Pre-tax net revenue	**$ 47.7**	**$ 9.1**	**$ 13.2**

Note: Effective January 1, 2022, Webster's expense allocation approach was modified to exclude certain overhead and merger-related expenses that are not tied directly to segment performance. Prior period results have been recasted.

Consumer Banking

($ in millions)

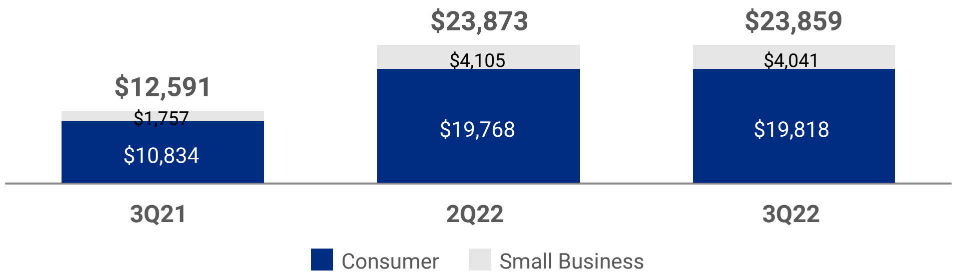
Total Loans



Loan Portfolio Yield:

3Q21	2Q22	3Q22
3.64%	3.35%	3.62%

Total Deposits



Deposit Cost:

3Q21	2Q22	3Q22
0.05%	0.06%	0.11%

Key Business Metrics

	3Q22	Increase / (Decrease) 2Q22	3Q21
Loan originations - Consumer Lending	$ 721	$ (54)	$ (80)
Loan originations - Small Business	$ 28	$ 5	$ 16
Coupon on fundings	5.01 %	1.09 %	1.98 %
Transactional deposits / total deposits	39.98 %	(1.02)%	(0.15)%
Assets under administration	$ 7,369	$ (166)	$ 3,175

PPNR

	3Q22	Favorable / (Unfavorable) 2Q22	3Q21
Net interest income	$ 195.8	$ 16.5	$ 97.2
Non-interest income	33.8	3.0	9.5
Operating revenue	**$ 229.6**	**$ 19.5**	**$ 106.8**
Operating expenses	109.6	(2.2)	(36.4)
Pre-provision net revenue	**$ 120.0**	**$ 17.3**	**$ 70.4**

Note: Webster realigned its investment services related operations from Commercial Banking to Consumer Banking to deliver operational efficiencies and better serve its customers. As a result, effective January 1, 2022, $4.3 billion of assets under administration (off balance sheet) and $125 million of deposits were moved from Commercial Banking to Consumer Banking. In addition, the expense allocation approach was modified to exclude certain overhead and merger-related expenses that are not tied directly to segment performance. Prior period results have been recasted.

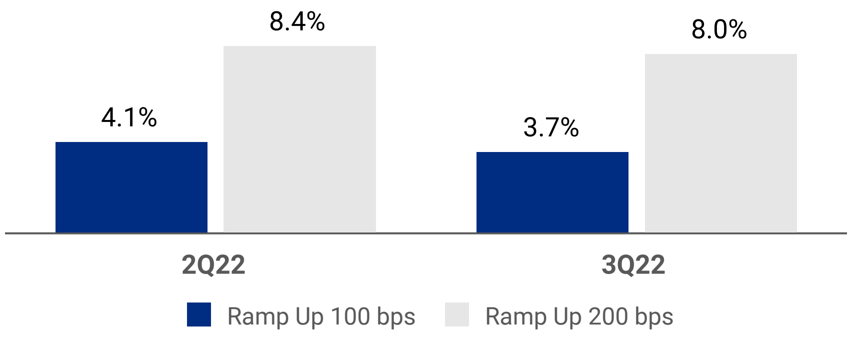
Net Interest Margin - Linked Quarter

($ in millions)	3Q22 Average Balance	3Q22 Interest	3Q22 Yield/ Rate	3Q22 Adjusted Yield/Rate *	2Q22 Increase / (Decrease) Average Balance	2Q22 Increase / (Decrease) Interest	2Q22 Increase / (Decrease) BPs	2Q22 Increase / (Decrease) Adjusted BPs
Securities	$ 15,040	$ 93.6	2.40 %	2.49 %	$ (126)	$ 7.6	18	18
Money market & other	913	5.2	2.22	2.22	161	2.1	60	60
Loans held for sale	1	—	NM	NM	(18)	—	NM	NM
Commercial loans	37,095	450.8	4.76	4.56	1,636	85.3	68	76
Consumer loans	9,135	81.3	3.55	3.55	473	10.3	27	29
Total loans & leases	46,230	532.1	4.52 %	4.36 %	2,109	95.6	60	72
Interest-earning assets	$ 62,182	$ 630.8	3.96 %	3.86 %	$ 2,126	$ 105.3	50	57
Deposits	$ 53,961	$ 37.5	0.28 %	0.28 %	$ 581	$ 25.0	19	18
Borrowings	4,847	29.1	2.38	2.42	1,549	14.4	59	59
Interest-bearing liabilities	$ 58,808	$ 66.6	0.45 %	0.45 %	$ 2,130	$ 39.5	26	25
Tax-equivalent net interest income		$ 564.3				$ 65.9		
Less: tax-equivalent adjustment		(13.2)				(1.5)		
Net interest income		$ 551.0				$ 64.3		
Net interest margin			3.54 %	3.44 %			26	35

* Adjusted yield/rate excludes the impact of merger-related accounting marks.

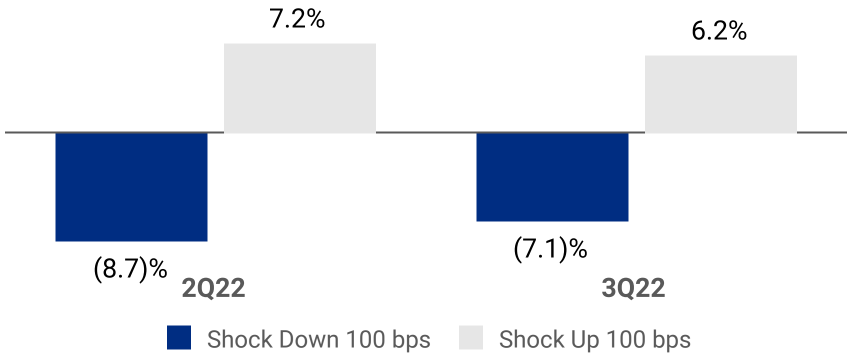
Interest Rate NII Sensitivity

Rising vs. Flat Rate Scenarios



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

Shock vs. Flat Rate Scenarios



- Rate ramp of +100 bps results in a 3.7% increase in net interest income compared to flat rates
- Rate ramp of +200 bps results in a 8.0% increase in net interest income compared to flat rates

- Floating and periodic rate loans no longer impacted by floors
- Flat rate scenario results reflect Federal Funds increases to date

Earning Asset & Funding Mix

($ in millions, end of period balances)

Earning Asset Mix

Type	Balance	Total %	Floating %	Periodic %	Fixed %
Securities	$ 15,291	24 %	10 %	3 %	87 %
Loans HFS	1	—	100	—	—
Resi / HE Loans	8,021	13	—	27	73
HE Lines	1,260	2	88	—	12
C&I Loans	19,643	31	57	12	31
CRE Loans	18,831	30	58	6	36
Total	$ 63,046	100 %	39 %	10 %	51 %

Funding Mix

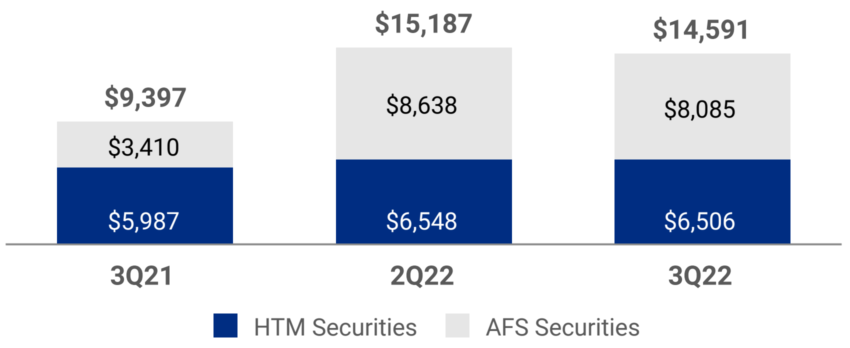
Type	Balance	Total	< 1 Year	> 1 Year
Checking	$ 23,053	39 %		
HSA	7,889	13		
Savings	9,340	15		
Money Market	11,157	19		
Time	2,570	4	78 %	22 %
Borrowings	5,851	10	78 %	22 %
Total	$ 59,860	100 %		

- Floating and periodic rate loans represent 61% of total loans:
  - Floating rate loans represent 49% of total loans
  - Periodic rate loans represent 12% of total loans
- LIBOR indexed loans represent 21% of total loans:
  - Loans indexed to 1 month LIBOR represent 15% of total loans
  - LIBOR indexed loans with rate reset frequencies greater than 1 month represent 6% of total loans
- SOFR indexed loans represent 12% of total loans
- HSA deposits represent 13% of our funding mix

Investment Portfolio

($ in millions, end of period balances)

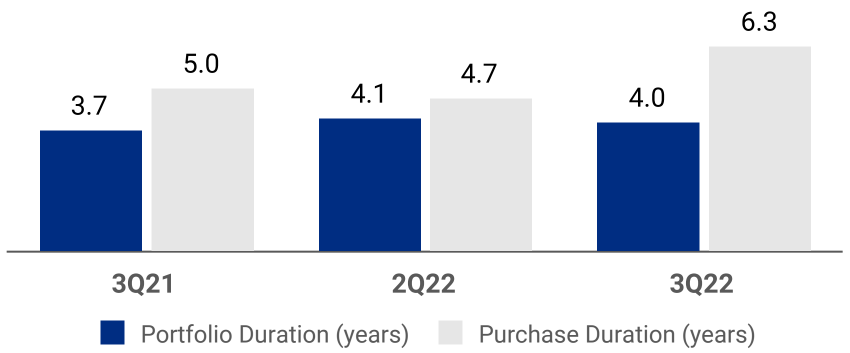
Investment Securities



Yield:

3Q21	2Q22	3Q22
2.01%	2.22%	2.40%

Duration / Yield



Purchase Yield:

3Q21	2Q22	3Q22
1.44%	4.05%	5.05%

- Available-for-sale portfolio includes $941.8 million of net unrealized losses at 3Q22 compared to $609.8 million at 2Q22
- Held-to-maturity portfolio excludes $855.9 million of net unrealized losses at 3Q22 compared to $539.4 million at 2Q22
- Securities yields increased 18 bps LQ primarily from the reinvestment of maturities/paydowns into higher yielding securities

- Portfolio duration increased by 0.3 years vs. a year ago due to merging of Sterling portfolio; LQ duration was relatively unchanged as securities have fully extended
- LQ purchase yield increased 100 bps to 5.05%, and LQ purchase duration increased by 1.6 years, both due to asset mix and rate environment

Investment Securities

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

Available-for-Sale

	September 30, 2022		June 30, 2022		Increase / (Decrease)	
	Balances	Portfolio Duration	Balances	Portfolio Duration	Balances	Portfolio Duration
U.S. Treasury Notes	**$ 713**		$ 727		$ (13)	
Government Agency Debentures	**269**		291		(22)	
Municipal Bonds & Notes	**1,697**		1,831		(133)	
Agency CMO	**64**		71		(7)	
Agency MBS	**2,198**		2,421		(224)	
Agency CMBS	**1,456**		1,562		(106)	
Non-Agency CMBS - Floating	**923**		929		(6)	
Corporate Debt Securities	**702**		737		(34)	
Collateralized Loan Obligations	**7**		10		(3)	
Private Label MBS	**44**		48		(4)	
Other	**12**		12		—	
Total Available-for-Sale	**$ 8,085**	**3.6**	$ 8,638	3.7	$ (553)	-0.1

Held-to-Maturity

	September 30, 2022		June 30, 2022		Increase / (Decrease)	
	Balances	Portfolio Duration	Balances	Portfolio Duration	Balances	Portfolio Duration
Agency CMO	**$ 30**		$ 33		$ (3)	
Agency MBS	**2,702**		2,796		(94)	
Agency CMBS	**2,692**		2,677		15	
Non-Agency CMBS - Fixed	**152**		164		(12)	
Municipal Bonds & Notes	**930**		879		51	
Total Held-to-Maturity	**$ 6,506**	**4.6**	$ 6,548	4.8	$ (42)	-0.2

Loan Originations & Mix

($ in millions)

Originations by Loan Portfolio

End of period balances / *Full quarter originations*	3Q22 Balance	3Q22 Originations	2Q22 Balance	2Q22 Originations	3Q21 Balance	3Q21 Originations
Commercial non-mortgage	$ 17,839	$ 2,464	$ 16,628	$ 2,317	$ 7,172	$ 697
Asset-based lending	1,804	27	1,892	100	987	80
Total Commercial	$ 19,643	$ 2,491	$ 18,521	$ 2,417	$ 8,159	$ 777
Commercial real estate	18,831	1,866	18,142	1,792	6,523	443
Residential mortgages	7,618	574	7,224	598	5,168	619
Consumer	1,732	183	1,761	198	1,731	147
Portfolio Total	$ 47,824	$ 5,114	$ 45,647	$ 5,005	$ 21,580	$ 1,987
Residential mortgages originated for sale		1		5		57
Total Originations		$ 5,115		$ 5,010		$ 2,044

Loan Mix & Yield

End of period balances / *Full quarter yield*	3Q22 Balance	3Q22 Yield	2Q22 Balance	2Q22 Yield	3Q21 Balance	3Q21 Yield
Commercial	$ 19,643	5.00 %	$ 18,521	4.31 %	$ 8,159	4.54 %
Commercial real estate	18,831	4.51	18,142	3.84	6,523	2.85
Residential	7,618	3.26	7,224	3.13	5,168	3.06
Consumer	1,732	4.77	1,761	3.88	1,731	3.57
Total Loans	$ 47,824	4.52 %	$ 45,647	3.92 %	$ 21,580	3.60 %

Deposit Mix & Rate

($ in millions)

By Product

End of period balances	3Q22		2Q22		3Q21	
Full quarter cost	**Balance**	**Rate**	**Balance**	**Rate**	**Balance**	**Rate**
Demand	**$ 13,850**	**— %**	$ 13,576	— %	$ 7,155	— %
Health savings accounts	**7,889**	**0.06**	7,778	0.06	7,329	0.08
Interest-bearing checking	**9,203**	**0.37**	9,548	0.12	4,182	0.04
Money market	**11,157**	**0.71**	10,885	0.22	3,959	0.11
Savings	**9,340**	**0.22**	8,737	0.05	5,517	0.02
Core Deposits	**$ 51,439**	**0.27 %**	$ 50,523	0.09 %	$ 28,142	0.05 %
Time deposits	**2,570**	**0.37**	2,554	0.17	1,884	0.27
Total Deposits	**$ 54,009**	**0.28 %**	$ 53,077	0.09 %	$ 30,026	0.06 %
Core / Total	**95 %**		95 %		94 %	

By Line of Business

	3Q22		2Q22		3Q21	
	Balance	**Rate**	**Balance**	**Rate**	**Balance**	**Rate**
Commercial Banking	**$ 20,828**	**0.47 %**	$ 20,501	0.14 %	$ 10,103	0.06 %
HSA Bank	**7,889**	**0.06**	7,778	0.06	7,329	0.08
Consumer Banking	**23,859**	**0.11**	23,873	0.06	12,591	0.05
Corporate & Reconciling	**1,433**	**1.42**	925	0.33	3	—
Total Deposits	**$ 54,009**	**0.28 %**	$ 53,077	0.09 %	$ 30,026	0.06 %

Income Statement — GAAP

($ in millions, except EPS)	3Q22	Favorable / (Unfavorable) 2Q22	3Q21
Net interest income	**$ 551.0**	$ 64.3	$ 321.3
Non-interest income	**113.6**	(7.3)	29.9
Total revenue	**$ 664.6**	$ 57.0	$ 351.2
Non-interest expense	**330.1**	28.2	(149.8)
Pre-provision net revenue	**$ 334.6**	$ 85.2	$ 201.3
Provision for credit losses	**36.5**	(24.3)	(28.8)
Pre-tax income	**$ 298.0**	$ 60.9	$ 172.6
Net income available to common	**$ 229.8**	$ 51.7	$ 136.1
Diluted earnings per share	**$ 1.31**	$ 0.31	$ 0.28
Net interest margin	**3.54 %**	26 bps	74 bps
Efficiency ratio [1]	**41.17 %**	408 bps	1,367 bps
Tax rate	**21.5 %**	162 bps	222 bps

[1] See non-GAAP reconciliation on pages 30 and 31.

Non-GAAP Reconciliations

($ in thousands, except per share amounts)

Efficiency Ratio

	3Q22		2Q22		3Q21	
Non-interest expense	**$**	**330,071**	$	358,227	$	180,237
Less: Net foreclosed (income)		**(393)**		(358)		(142)
Amortization of intangibles		**8,511**		8,802		1,124
Operating lease depreciation		**2,115**		2,425		—
Strategic initiatives and other		**11,617**		(152)		(4,011)
Merger related		**25,536**		66,640		9,847
Non-interest expense (net of above)	**$**	**282,685**	$	280,870	$	173,419
Net interest income before provision		**551,003**		486,660		229,691
Add: FTE adjustment		**13,247**		11,732		2,434
Non-interest income		**113,636**		120,933		83,775
Other income		**11,186**		3,805		327
Less: Operating lease depreciation		**2,115**		2,425		—
(Loss) on sale of investment securities, net		**(2,234)**		—		—
Other		**2,548**		—		—
Total revenue (net of above)	**$**	**686,643**	$	620,705	$	316,227
Efficiency Ratio		**41.17 %**		45.25 %		54.84 %

Tangible Book Value per Common Share

	3Q22		2Q22		3Q21	
Tangible common shareholders' equity	**$**	**4,821,391**	$	4,984,258	$	2,683,792
Common shares outstanding		**174,116**		176,041		90,588
Tangible Book Value per Common Share	**$**	**27.69**	$	28.31	$	29.63

Non-GAAP Reconciliations

($ in thousands, except per share amounts)

Tangible Common Equity Ratio

	3Q22	2Q22	3Q21
Shareholders' equity	**$ 7,826,410**	$ 7,997,788	$ 3,386,189
Less: Goodwill and other intangible assets	**2,721,040**	2,729,551	557,360
Tangible shareholders' equity	**5,105,370**	5,268,237	2,828,829
Less: Preferred stock	**283,979**	283,979	145,037
Tangible common shareholders' equity	**$ 4,821,391**	$ 4,984,258	$ 2,683,792
Total assets	**$ 69,052,566**	$ 67,595,021	$ 35,374,258
Less: Goodwill and other intangible assets	**2,721,040**	2,729,551	557,360
Tangible assets	**$ 66,331,526**	$ 64,865,470	$ 34,816,898
Tangible Common Equity Ratio	**7.27 %**	7.68 %	7.71 %

Return on Average Tangible Common Shareholders' Equity

	3Q22	2Q22	3Q21
Average shareholders' equity	**$ 8,090,044**	$ 8,125,518	$ 3,375,401
Less: Average goodwill and other intangible assets	**2,725,200**	2,733,827	557,902
Average preferred stock	**283,979**	283,979	145,037
Average tangible common shareholders' equity	**$ 5,080,865**	$ 5,107,712	$ 2,672,462
Net income	**$ 233,968**	$ 182,311	$ 95,713
Less: Preferred stock dividends	**4,162**	4,163	1,968
Add: Intangible assets amortization, tax-effected	**6,724**	6,954	888
Income adjusted for preferred stock dividends & intangible assets amortization	**236,530**	185,102	94,633
Adjusted income, annualized basis	**$ 946,120**	$ 740,408	$ 378,532
Return on Average Tangible Common Shareholders' Equity	**18.62 %**	14.50 %	14.16 %

WBS 3Q22 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; our ability to successfully execute our business plan and strategic initiatives, and manage any risks or uncertainties; our ability to successfully achieve the anticipated cost reductions and operating efficiencies from planned strategic initiatives, including process automation, organization simplification, and spending reductions, and avoid any higher than anticipated costs or delays in the ongoing implementation; 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 third quarter of 2022 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.

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