

Second Quarter 2023 Earnings Call Presentation

25 July 2023

Forward-Looking Statements and Non-GAAP Financial Measures



Forward-looking statements in this report relating to WesBanco's plans, strategies, objectives, expectations, intentions and adequacy of resources, are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The information contained in this report should be read in conjunction with WesBanco's Form 10-K for the year ended December 31, 2022 and documents subsequently filed by WesBanco with the Securities and Exchange Commission ("SEC"), including Wesbanco's Form 10-Q for the guarter ended March 31, 2023, which are available at the SEC's website, www.sec.gov or at WesBanco's website, www.WesBanco.com. Investors are cautioned that forward-looking statements, which are not historical fact, involve risks and uncertainties, including those detailed in WesBanco's most recent Annual Report on Form 10-K filed with the SEC under "Risk Factors" in Part I, Item 1A. Such statements are subject to important factors that could cause actual results to differ materially from those contemplated by such statements, including, without limitation, the effects of changing regional and national economic conditions, changes in interest rates, spreads on earning assets and interest-bearing liabilities, and associated interest rate sensitivity; sources of liquidity available to WesBanco and its related subsidiary operations; potential future credit losses and the credit risk of commercial, real estate, and consumer loan customers and their borrowing activities; actions of the Federal Reserve Board, the Federal Deposit Insurance Corporation, the Consumer Financial Protection Bureau, the SEC, the Financial Institution Regulatory Authority, the Municipal Securities Rulemaking Board, the Securities Investors Protection Corporation, and other regulatory bodies: potential legislative and federal and state regulatory actions and reform, including, without limitation, the impact of the implementation of the Dodd-Frank Act; adverse decisions of federal and state courts; fraud. scams and schemes of third parties; cyber-security breaches; competitive conditions in the financial services industry; rapidly changing technology affecting financial services; marketability of debt instruments and corresponding impact on fair value adjustments; and/or other external developments materially impacting WesBanco's operational and financial performance. WesBanco does not assume any duty to update forward-looking statements.

In addition to the results of operations presented in accordance with Generally Accepted Accounting Principles (GAAP), WesBanco's management uses, and this presentation contains or references, certain non-GAAP financial measures, such as pre-tax pre-provision income, tangible common equity/tangible assets; net income excluding after-tax restructuring and merger-related expenses; efficiency ratio; return on average assets; and return on average tangible equity. WesBanco believes these financial measures provide information useful to investors in understanding our operational performance and business and performance trends which facilitate comparisons with the performance of others in the financial services industry. Although WesBanco believes that these non-GAAP financial measures enhance investors' understanding of WesBanco's business and performance, these non-GAAP financial measures should not be considered an alternative to GAAP. The non-GAAP financial measures contained therein should be read in conjunction with the audited financial statements and analysis as presented in the Annual Report on Form 10-K as well as the unaudited financial statements and analyses as presented in the Quarterly Reports on Forms 10-Q for WesBanco and its subsidiaries, as well as other filings that the company has made with the SEC.

Solid earnings & loan growth; strong capital levels; stable deposits



- Solid pre-tax, pre-provision income and net income (excluding restructuring & merger-related expenses)
- Strong, broad-based year-over-year and sequential quarter total loan growth
- Maintained deposit levels consistent to Q1 2023 through gathering efforts despite industry headwinds
- Key credit quality metrics remained at low levels and favorable to peer bank averages
- Expanded Tennessee presence with the hiring of a Chattanooga C&I lender team
- WesBanco remains well-capitalized with solid liquidity and a strong balance sheet, with capacity to fund loan growth

Pre-Tax, Pre-Provision Income⁽¹⁾ \$57.0 million, +9.1% YoY

Net Income Available to Common Shareholders and Diluted EPS⁽¹⁾

\$42.4 million; \$0.71/diluted share

Total Loan Growth +9.0% YoY; +8.0% YTD (annualized)

Average Loans to Average Deposits 85.44%

Non-Performing Assets to Total Assets 0.19%

Tangible Equity to Tangible Assets⁽¹⁾
8.24%

13% return on average tangible equity, up 63bp year-over-year



	Quarter Ending	H / (L)	H / (L)	Year-to-Date	H / (L)
	<u>06/30/23</u>	06/30/22	<u>03/31/23</u>	<u>06/30/23</u>	<u>06/30/22</u>
Return on Average Assets (1)(2)	0.98%	ЗЬр	(3bp)	1.00%	1bp
PTPP Return on Average Assets (1)(2)	1.32%	9bp	(9bp)	1.37%	13bp
Return on Average Equity (1)(2)	6.82%	39bp	(16bp)	6.90%	41bp
PTPP Return on Average Equity (1)(2)	9.17%	82bp	(57bp)	9.45%	130bp
Return on Average Tangible Equity (1)(2)	12.99%	63bp	(49bp)	13.23%	105bp
PTPP Return on Average Tangible Equity (1)(2)	17.44%	142bp	(130bp)	18.07%	277bp
Tangible Book Value per Share (\$) ⁽¹⁾	\$20.08	1.0%	(0.9%)	\$20.08	1.0%
Efficiency Ratio (1)(2)	62.33%	42bp	167bp	61.50%	(32bp)
Net Interest Margin	3.18%	15bp	(18bp)	3.27%	28bp
Average Loans to Average Deposits	85.44%	1,308bp	198bp	84.46%	1,275bp
Non-Performing Assets to Total Assets	0.19%	(2bp)	(5bp)	0.19%	(2bp)
Net Loan Charge-offs to Average Loans (annualized)	0.02%	2bp	(5bp)	0.05%	5bp

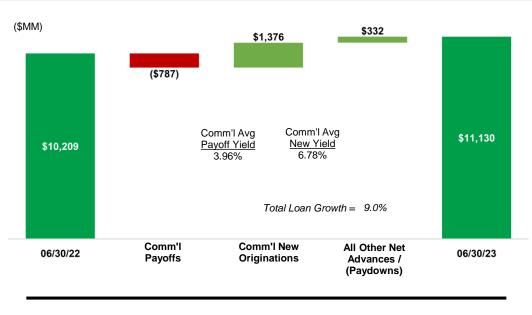
Note: PTPP = pre-tax, pre-provision

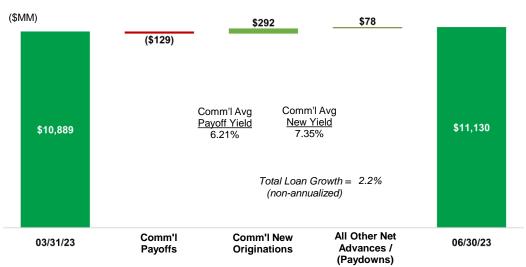
⁽¹⁾ Non-GAAP measure – please see reconciliation in appendix

⁽²⁾ Excludes restructuring and merger-related expenses

9% total loan growth quarter-over-quarter (annualized)







- Loan growth continues to demonstrate the successful execution of our expansion into higher-growth markets, including our loan production office initiative, and ability to hire top-tier lending officers across our footprint
- +9.0% year-over-year and +2.2% (or +8.9% annualized) quarter-over-quarter
- C&I loans increased 10.2% quarter-overquarter annualized, reflecting strategic loan production office and lender hiring initiatives
- CRE loan payoffs continued to moderate during Q2 2023, reflecting the current interest rate environment, totaling approximately \$35 million
- C&I line utilization, as of 6/30/2023, declined ~500 basis points year-overyear to 32.2%, or an approximate \$50 million decrease in C&I loan balances

(\$MM)

Total deposits stable, reflecting deposit gathering efforts





				
Total Deposits	\$	12,861	Total Deposits (\$MM)	\$ 12,861
less: Exclusions	_	(3)	Total Deposit Accounts (000s)	476
Adjusted Total Deposits	\$	12,858	Average Deposit Size (\$000s)	\$ 27
Uninsured Deposits	\$	3,876		
less: Exclusions		(3)		
ess: Collateralized Municipal Deposits		(847)	Total Deposit Accounts (000s)	476
Adjusted Uninsured Deposits	\$	3.026	Total Uninsured Accounts (000s)	6
•	•	-,-	Uninsured Accounts as % Total	1.2%
Uninsured Deposits as % of Total	al E	Deposits		

06/30/23

30.1%

23.5%

Before Exclusions

After Exclusions

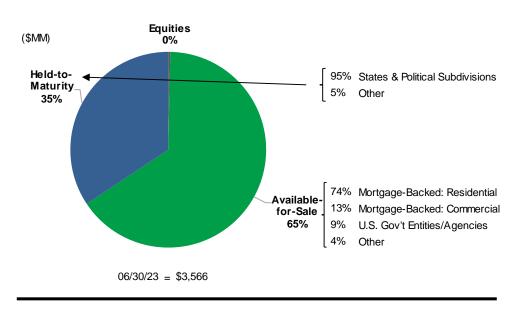
- Total deposits, as of June 30, 2023, were \$12.9 billion, flat to the level reported at March 31, 2023, reflecting benefit of deposit gathering efforts by our retail and commercial teams
 - Brokered deposits increased \$60 million sequentially
 - Distribution: consumer ~54% and business ~33% (note: public funds, which are separately collateralized, ~13%)
- Total deposits declined year-over-year due to the impact of interest rate and inflationary pressures and rising costs across the economy, combined with Federal Reserve's tightening actions to control inflation which has resulted in industry-wide deposit contraction

06/30/23

 Total demand deposits continue to represent 59% of total deposits, with the non-interest bearing component representing 33%, which is consistent with the percentage range since early 2020

Securities 20.5% of assets, down 430 basis points year-over-year





- Weighted average yield 2.46% vs.
 2.02% last year
- Weighted average duration 5.3%
- Total unrealized securities losses (after-tax):
 - Available for Sale ("AFS") = \$264M
 - Held to Maturity ("HTM") = \$115M
 - Note: HTM losses not recognized in accumulated other comprehensive income

(\$MM)	0	6/30/23	(\$MM)	<u>06</u>	3/30/23
Tangible Common Equity (1)	\$	1,192	Common Equity Tier 1 Capital (CET 1)	\$	1,468
HTM Securities Unrealized Losses	_	(115)	Capital (CET 1)	Ψ	1,400
Adjusted Tangible Common Equity	\$	1,077			
			AFS + HTM Unrealized	\$	(379)
Tangible Assets ⁽¹⁾	\$	16,229	Losses (after-tax)	Ψ	(313)
HTM Securities Unrealized Losses	_	(115)			
Adjusted Tangible Assets	\$	16,114	Unrealized Losses as % of		25.8%
			CET 1		25.070
Tangible Common Equity to Tangible					

7.35%

6.68%

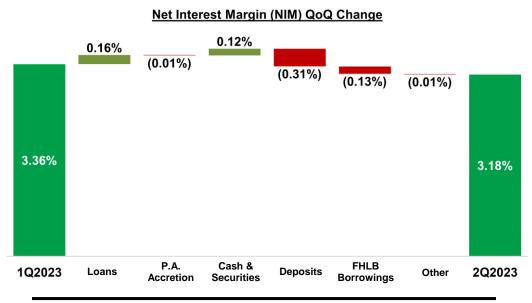
Adjusted Tangible Common Equity to

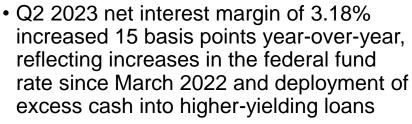
Assets (1)

Tangible Assets

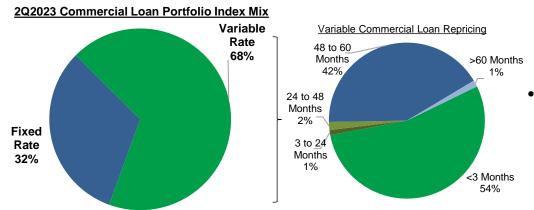
Net interest margin of 3.18%, up 15 basis points year-over-year







- The net interest margin decreased 18 basis points sequentially due to higher funding costs from increasing deposit costs and higher cost wholesale borrowings to support loan growth
 - Federal Home Loan Bank borrowings totaled \$1.4 billion at 6/30/2023, up just \$100 million from 3/31/2023



 Total deposit funding costs, including non-interest bearing deposits, were 103 basis points, increasing 38 basis points sequentially and 94 basis points yearover-year

>\$4MM new commercial loan swap fees YTD, +319% year-over-year



		1		
	Quarter Ending	% H / (L)	% H/(L)	 Commercial loan swap income, which is recorded with other income, reflects \$2.4
(\$000s)	<u>06/30/23</u>	<u>06/30/22</u>	<u>03/31/23</u>	million in new swap fees, up \$1.6 million year-over-year
Trust fees	\$6,918	6.0%	(7.7%)	■ Fair market value adjustments totaled \$0.2
Service charges on deposits	6,232	(3.9%)	1.0%	million, as compared to \$1.1 million last year
Electronic banking fees	5,010	(2.8%)	8.8%	Bank-owned life insurance increased during O2 2022 due to additional higher
Net securities brokerage revenue	2,523	11.7%	(2.1%)	during Q2 2023 due to additional higher death benefits received during the quarter
Bank-owned life insurance	3,189	33.8%	62.8%	 Net gains on other assets increased year-
Mortgage banking income	601	(54.7%)	41.1%	over-year primarily due to a \$1.1 million recovery, during Q2 2023, of an asset
Net securities gains	205	117.3%	41.4%	previously written-off, as well as, a net loss on other assets of \$1.3 million in the
Net gain on OREO & other assets	871	166.9%	nm	prior year period from the change in the
Other income	6,292	<u>18.0%</u>	<u>55.5%</u>	fair value of underlying equity investment, which was subsequently sold
Total non-interest income	\$31,841	18.0%	15.1%	
	-			 Net securities increased year-over-year

plan

due to market fluctuations from equity securities in the deferred compensation

Disciplined expense management; appropriate growth investments

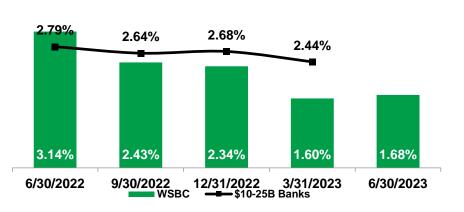


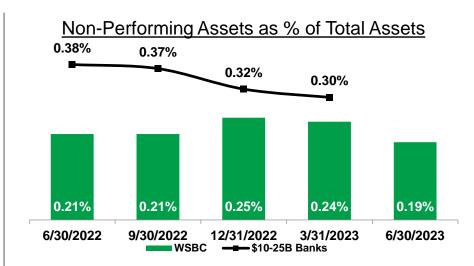
	Quarter Ending	% H / (L)	% H / (L)	 Salaries and wages increased due to higher salary expense from higher
(\$000s)	<u>6/30/2023</u>	6/30/2022	<u>3/31/2023</u>	staffing levels, primarily revenue-
Salaries and wages	\$44,471	7.9%	6.0%	producing positions, and merit increases
Employee benefits	11,511	32.0%	(4.6%)	Employee benefits increased year-over-
Net occupancy	6,132	0.2%	(7.7%)	year due to a \$1.2 million credit in the
Equipment and software	8,823	14.6%	(2.6%)	prior year period related to the deferred compensation plan, higher staffing levels,
Marketing	2,763	0.5%	18.8%	and higher health insurance contributions
FDIC insurance	2,871	48.2%	(0.5%)	Equipment and software expense
Amortization of intangible assets	2,282	(11.5%)	(0.8%)	increased due to the planned upgrade to one-third of our ATM fleet with the latest
Other operating expenses	<u>17,549</u>	<u>10.1%</u>	<u>11.5%</u>	technology and general inflationary cost
Sub-total non-interest expense	\$96,402	10.8%	3.7%	increases for existing service agreements
Restructuring & merger-related	<u>35</u>	<u>(32.7%)</u>	<u>(98.9%)</u>	FDIC insurance expense increased due
Total non-interest expense	\$96,437	10.8%	0.3%	to an increase in the minimum rate for all banks

Favorable asset quality measures compared to peer bank group

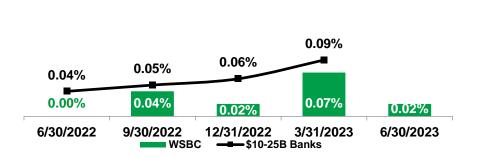


Criticized & Classified Loans as % of Total Loans

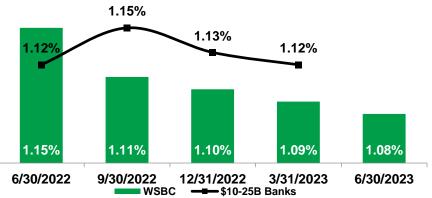




Net Charge-Offs as % of Average Loans (Annualized)



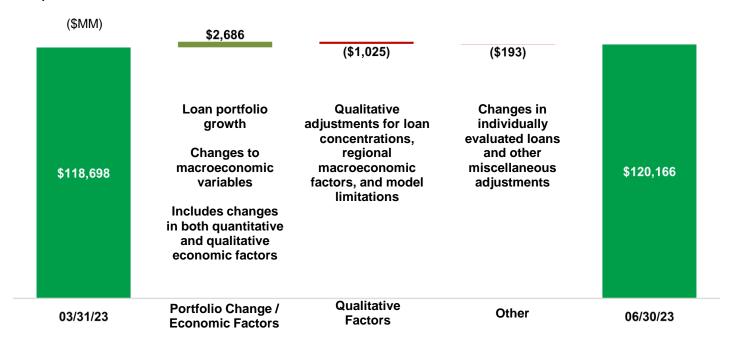
Allowance for Credit Losses as % of Total Loans



Allowance coverage ratio of 1.1%



- The increase in the allowance was primarily driven by loan growth and adjustments in regional macroeconomic factors and loan concentrations
- During Q2 2023, recorded a provision for credit losses of \$3.0 million
- Allowance coverage ratio of 1.08%
 - Excludes fair market value adjustments on previously acquired loans representing 0.14% of total portfolio loans

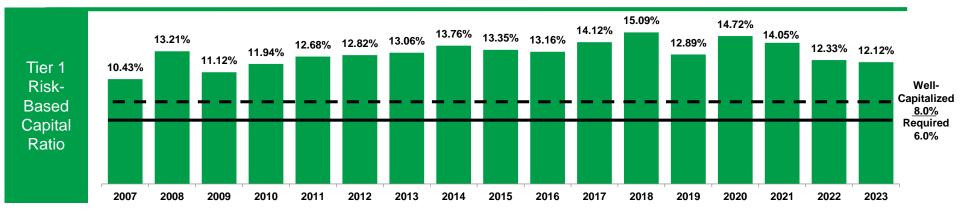


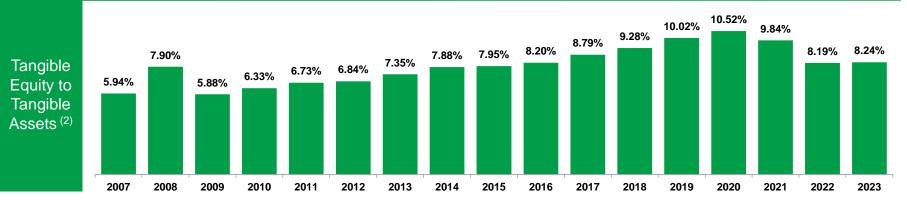
Strong Capital Position

Capital ratios above both regulatory and well-capitalized levels



- Strong regulatory capital ratios significantly above both regulatory requirements and wellcapitalized levels, with tangible equity levels above peer averages
- Purchased ~0.1 million shares of WSBC common stock on the open market during Q2 2023; ~1.0 million shares continue to remain for repurchase (as of 6/30/2023)⁽¹⁾





Note: financial data as of quarter ending 12/31; current year data as of 6/30/2023; WSBC adopted Current Expected Credit Losses ("CECL") CECL accounting standard 1/1/2020

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Appendix

Pre-Tax, Pre-Provision Income (PTPP) and Ratios



		Quarter Ending		<u>Year-t</u>	o-Date
(\$000s)	06/30/23	03/31/23	06/30/22	06/30/23	06/30/22
Income before Provision for Income Taxes	\$53,943	\$52,283	\$53,004	\$106,226	\$106,984
Provision for Credit Losses	3,028	<u>3,577</u>	(812)	<u>6,605</u>	(4,250)
Pre-Tax, Pre-Provision Income ("PTPP")	\$56,971	\$55,860	\$52,192	\$112,831	\$102,734
Restructuring and Merger-Related Expense	<u>35</u>	<u>3,153</u>	<u>52</u>	<u>3,188</u>	<u>1,646</u>
PTPP (excluding restructuring and merger-related expense)	\$57,006	\$59,013	\$52,244	\$116,019	\$104,380
PTPP (excluding restructuring and merger-related expense)	\$57,006	\$59,013	\$52,244	\$116,019	\$104,380
Average Total Assets	<u>17,294,346</u>	16,970,554	16,971,452	17,133,344	16,981,958
PTPP Return on Average Assets	1.32%	1.41%	1.23%	1.37%	1.24%
PTPP (excluding restructuring and merger-related expense)	\$57,006	\$59,013	\$52,244	\$116,019	\$104,380
Amortization of Intangibles	<u>2,282</u>	<u>2,301</u>	<u>2,579</u>	<u>4,583</u>	<u>5,178</u>
PTPP before Amortization of Intangibles (excluding restructuring and merger-related expense)	\$59,288	\$61,314	\$54,823	\$120,602	\$109,558
Average Total Shareholders' Equity	\$2,493,096	\$2,458,067	\$2,509,439	\$2,475,678	\$2,582,257
Average Goodwill and Other Intangibles (net of deferred tax liability)	(1,129,155)	<u>(1,131,027)</u>	<u>(1,137,187)</u>	<u>(1,130,086)</u>	<u>(1,138,209)</u>
Average Tangible Equity	<u>\$1,363,941</u>	<u>\$1,327,040</u>	<u>\$1,372,252</u>	<u>\$1,345,592</u>	<u>\$1,444,048</u>
PTPP Return on Average Tangible Equity	17.44%	18.74%	16.02%	18.07%	15.30%

Net Income and Diluted Earnings per Share (EPS)



		Quarter Ending	<u>Year-to-Date</u>		
(\$000s, except earnings per share)	06/30/23	03/31/23	06/30/22	06/30/23	06/30/22
Net Income Available to Common Shareholders	\$42,349	\$39,810	\$40,217	\$82,158	\$81,807
Restructuring and Merger-Related Expense (net of tax)	<u>28</u>	<u>2,491</u>	<u>41</u>	<u>2,519</u>	<u>1,300</u>
Net Income Available to Common Shareholders (excluding restructuring and merger-related expense)	\$42,377	\$42,301	\$40,258	\$84,677	\$83,107
Net Income Available to Common Shareholders per Diluted Share (\$)	\$0.71	\$0.67	\$0.67	\$1.38	\$1.34
Restructuring and Merger-Related Expense (net of tax)	0.00	0.04	0.00	<u>0.05</u>	0.02
Net Income Available to Common Shareholders per Diluted Share (\$) (excluding restructuring and merger-related expense)	\$0.71	\$0.71	\$0.67	\$1.43	\$1.36
Average Common Shares Outstanding – Diluted (000s)	59,386	59,375	60,185	59,389	60,899

Tangible Book Value per Share



		Quarter Ending		<u>Year-t</u>	o-Date
(\$000s, except shares and per share data)	06/30/23	03/31/23	06/30/22	06/30/23	06/30/22
Total Shareholders' Equity	\$2,464,998	\$2,475,457	\$2,467,951	\$2,464,998	\$2,467,951
Goodwill & Other Intangible Assets (net of deferred tax liability)	(1,128,371)	(1,130,172)	(1,136,020)	(1,128,371)	(1,136,020)
Preferred Shareholders' Equity	(144,484)	(144,484)	(144,484)	<u>(144,484)</u>	(144,484)
Tangible Common Equity (period end)	\$1,192,143	\$1,200,801	\$1,187,447	\$1,192,143	\$1,187,447
Common Shares Outstanding (period end) (000s)	<u>59,355</u>	<u>59,247</u>	<u>59,699</u>	<u>59,355</u>	<u>59,699</u>
Tangible Book Value per Share (\$)	\$20.08	\$20.27	\$19.89	\$20.08	\$19.89

Efficiency Ratio



		Quarter Ending	<u>Year-to-Date</u>		
(\$000s)	06/30/23	03/31/23	06/30/22	06/30/23	06/30/22
Non-Interest Expense	\$96,437	\$96,125	\$87,019	\$192,560	\$174,569
Restructuring & Merger-Related Expense	<u>(35)</u>	(3,153)	<u>(52)</u>	(3,188)	<u>(1,646)</u>
Non-Interest Expense (excluding restructuring and merger-related expense)	\$96,402	\$92,972	\$86,967	\$189,372	\$172,923
Net Interest Income (FTE-basis)	\$122,822	\$125,605	\$113,479	\$248,427	\$222,343
Non-Interest Income	<u>31,841</u>	<u>27,653</u>	<u>26,983</u>	<u>59,493</u>	<u>57,365</u>
Total Income	\$154,663	\$153,258	\$140,462	\$307,920	\$279,708
Efficiency Ratio	62.33%	60.66%	61.91%	61.50%	61.82%

Return on Average Assets



		Quarter Ending	<u>Year-to-Date</u>		
(\$000s)	06/30/23	03/31/23	06/30/22	06/30/23	06/30/22
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Net Income Available to Common Shareholders (excluding restructuring and merger-related expense)	\$42,377	\$42,301	\$40,258	\$84,677	\$83,107
Average Total Assets	\$17,294,346	\$16,970,554	\$16,971,452	\$17,133,344	\$16,981,958
Return on Average Assets (1)	0.98%	0.95%	0.95%	0.97%	0.97%
Return on Average Assets (excluding restructuring and merger-related expense) (1)	0.98%	1.01%	0.95%	1.00%	0.99%

Return on Average Tangible Equity



		Quarter Ending	<u>Year-t</u>	o-Date	
(\$000s)	06/30/23	03/31/23	06/30/22	06/30/23	06/30/22
Net Income Available to Common Shareholders	\$42,349	\$39,810	\$40,217	\$82,158	\$81,807
Amortization of Intangibles (tax effected at 21%)	<u>1,803</u>	<u>1,818</u>	<u>2,037</u>	<u>3,621</u>	<u>4,091</u>
Net Income Available to Common Shareholders before Amortization of Intangibles	\$44,152	\$41,628	\$42,254	\$85,779	\$85,898
Restructuring and Merger-Related Expenses (net of tax)	<u>28</u>	<u>2,491</u>	<u>41</u>	<u>2,519</u>	<u>1,300</u>
Net Income Available to Common Shareholders before Amortization of Intangibles (excluding restructuring and merger-related expense)	\$44,180	\$44,119	\$42,295	\$88,298	\$87,198
Average Total Shareholders' Equity	\$2,493,096	\$2,458,067	\$2,509,439	\$2,475,678	\$2,582,257
Average Goodwill and Other Intangibles (net of deferred tax liability)	(1,129,155)	(1,131,027)	(1,137,187)	(1,130,086)	(1,138,209)
Average Tangible Equity	\$1,363,941	\$1,327,040	\$1,372,252	\$1,345,592	\$1,444,048
Return on Average Tangible Equity ⁽¹⁾	12.98%	12.72%	12.35%	12.86%	12.00%
Return on Average Tangible Equity (excluding restructuring and merger-related expense) (1)	12.99%	13.48%	12.36%	13.23%	12.18%

Tangible Equity to Tangible Assets



									Period Endin	<u>a</u>							
(\$000s)	12/31/07	12/31/08	12/31/09	12/31/10	12/31/11	12/31/12	12/31/13	12/31/14	12/31/15	12/31/16	12/31/17	12/31/18	12/31/19	12/31/20	12/31/21	12/31/22	06/30/23
Total Shareholders' Equity	\$580,319	\$659,371	\$588,716	\$606,863	\$633,790	\$714,184	\$746,595	\$788,190	\$1,122,132	\$1,341,408	\$1,395,321	\$1,978,827	\$2,593,921	\$2,756,737	\$2,693,166	\$2,426,662	\$2,464,998
Goodwill and Other Intangible Assets (net of deferred tax liability)	(276,730)	(267,883)	(288,292)	(285,559)	(279,967)	(320,399)	(318,161)	(316,914)	(487,270)	(586,403)	(583,903)	(906,887)	(1,132,262)	(1,149,161)	(1,140,111)	(1,131,990)	(1,128,371)
Tangible Equity	\$303,589	\$391,488	\$300,424	\$321,304	\$353,823	\$393,785	\$428,434	\$471,276	\$634,862	\$755,005	\$811,418	\$1,071,940	\$1,461,659	\$1,607,576	\$1,553,055	\$1,294,672	\$1,336,627
Total Assets	\$5,384,326	\$5,222,041	\$5,397,352	\$5,361,458	\$5,536,030	\$6,078,717	\$6,144,773	\$6,296,565	\$8,470,298	\$9,790,877	\$9,816,178	\$12,458,632	\$15,720,112	\$16,425,610	\$16,927,125	\$16,931,905	\$17,356,954
Goodwill and Other Intangible Assets (net of deferred tax liability)	(276,730)	(267,883)	(288,292)	(285,559)	(279,967)	(320,399)	(318,161)	(316,914)	(487,270)	(586,403)	(583,903)	(906,887)	(1,132,262)	(1,149,161)	(1.140.111)	(1.131,990)	(1,128,371)
Tangible Assets	\$5,107,596	\$4,954,158	\$5,109,060	\$5,075,899	\$5,256,063	\$5,758,318	\$5,826,612	\$5,979,651	\$7,983,028	\$9,204,474	\$9,232,275	\$11,551,745	\$14,587,850	\$15,276,449	\$15,787,014	\$15,799,915	\$16,228,583
Tangible Equity to Tangible Assets	5.94%	7.90%	5.88%	6.33%	6.73%	6.84%	7.35%	7.88%	7.95%	8.20%	8.79%	9.28%	10.02%	10.52%	9.84%	8.19%	8.24%