



SECOND QUARTER 2022 RESULTS

NASDAQ: FULT

FULTON FINANCIAL
CORPORATION

Data as of or for the period ended June 30, 2022 unless otherwise noted

FORWARD-LOOKING STATEMENTS

This presentation may contain forward-looking statements with respect to the Corporation's financial condition, results of operations and business. Do not unduly rely on forward-looking statements. Forward-looking statements can be identified by the use of words such as "may," "should," "will," "could," "estimates," "predicts," "potential," "continue," "anticipates," "believes," "plans," "expects," "future," "intends," "projects," the negative of these terms and other comparable terminology. These forward-looking statements may include projections of, or guidance on, the Corporation's future financial performance, expected levels of future expenses, including future credit losses, anticipated growth strategies, descriptions of new business initiatives and anticipated trends in the Corporation's business or financial results. Management's "2022 Outlook" contained herein is comprised of forward-looking statements.

Forward-looking statements are neither historical facts, nor assurance of future performance. Instead, the statements are based on current beliefs, expectations and assumptions regarding the future of the Corporation's business, future plans and strategies, projections, anticipated events and trends, 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 and many of which are outside of the Corporation's control, and actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not unduly rely on any of these forward-looking statements. Any forward-looking statement is based only on information currently available and speaks only as of the date when made. The Corporation undertakes no obligation, other than as required by law, to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

A discussion of certain risks and uncertainties affecting the Corporation, and some of the factors that could cause the Corporation's actual results to differ materially from those described in the forward-looking statements, can be found in the sections entitled "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Corporation's Annual Report on Form 10-K for the year ended December 31, 2021, Quarterly Report on Form 10-Q for the quarter ended March 31, 2022 and other current and periodic reports, which have been or will be filed with the Securities and Exchange Commission (the "SEC") and are or will be available in the Investor Relations section of the Corporation's website (www.fultonbank.com) and on the SEC's website (www.sec.gov).

The Corporation uses certain financial measures in this presentation that have been derived by methods other than Generally Accepted Accounting Principles ("GAAP"). These non-GAAP financial measures are reconciled to the most comparable GAAP measures at the end of this presentation.

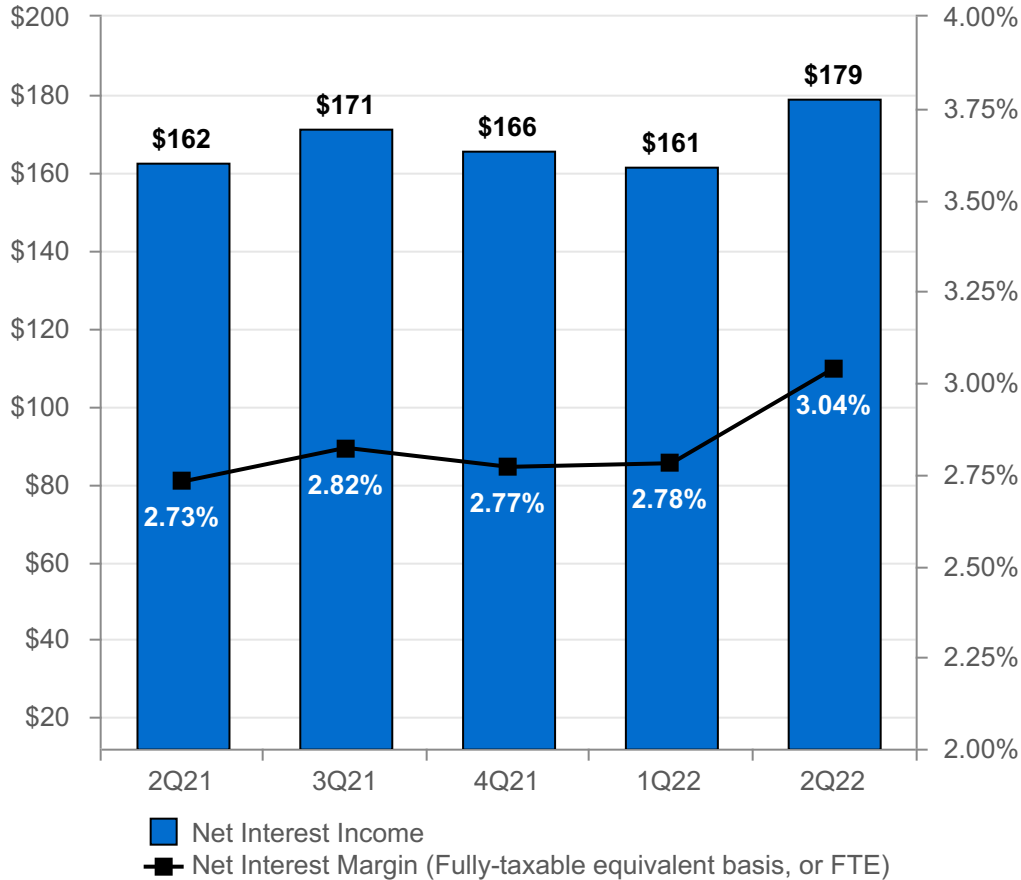
INCOME STATEMENT SUMMARY

	<u>2Q22</u>	<u>1Q22</u>	<u>2Q21</u>
	<i>(dollars in thousands, except per-share data)</i>		
Net Interest Income	\$178,831	\$161,310	\$162,399
Provision for Credit Losses	1,500	(6,950)	(3,500)
Non-Interest Income	58,383	55,237	51,854
Securities Gains	8	19	36
Non-Interest Expense	148,703	145,577	140,831
Merger-Related Expenses	1,027	401	—
Income before Income Taxes	85,992	77,538	76,958
Income Taxes	16,003	13,250	11,994
Net Income	69,989	64,288	64,964
Preferred Stock Dividends	(2,562)	(2,562)	(2,562)
Net Income Available to Common Shareholders	\$67,427	\$61,726	\$62,402
Net income available to common shareholders, per share (diluted)	\$0.42	\$0.38	\$0.38
ROAA	1.10%	1.02%	1.00%
ROAA, excluding merger-related expenses⁽¹⁾	1.11%	1.02%	1.00%
ROAE	11.57%	10.03%	10.11%
ROAE, excluding merger-related expenses⁽¹⁾	11.70%	10.08%	10.11%
ROAE (tangible)⁽¹⁾	15.23%	12.88%	12.93%
Efficiency ratio⁽¹⁾	61.4%	65.8%	63.8%

NET INTEREST INCOME AND MARGIN

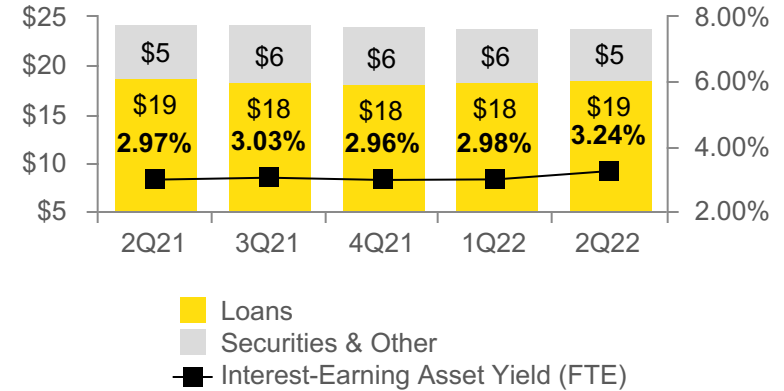
Net Interest Income & Net Interest Margin

(\$ IN MILLIONS)



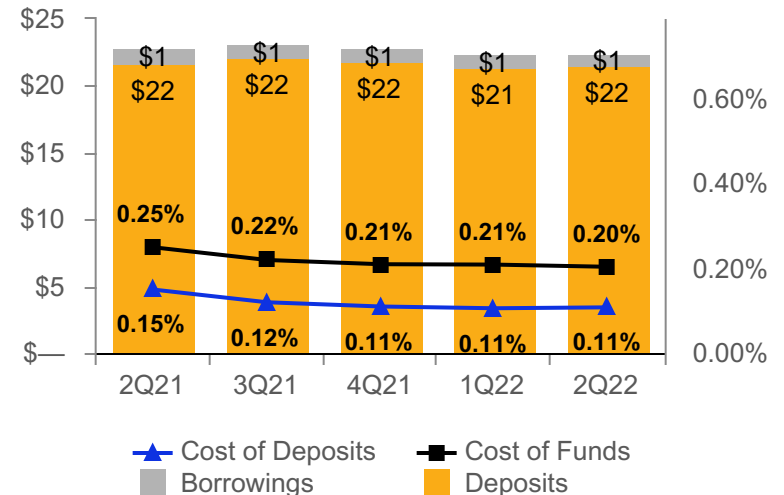
Average Interest-Earning Assets & Yields

(\$ IN BILLIONS)



Average Deposits and Borrowings & Cost of Funds

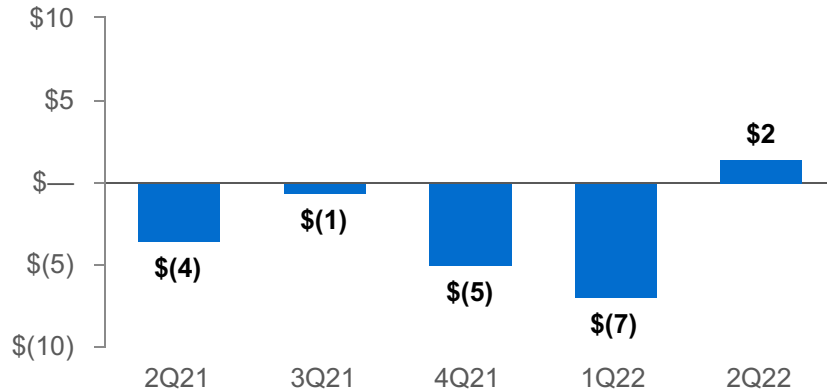
(\$ IN BILLIONS)



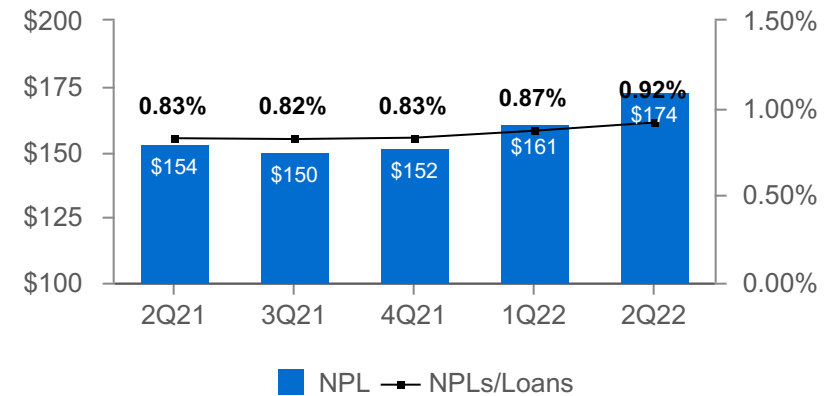
ASSET QUALITY

(\$ IN MILLIONS)

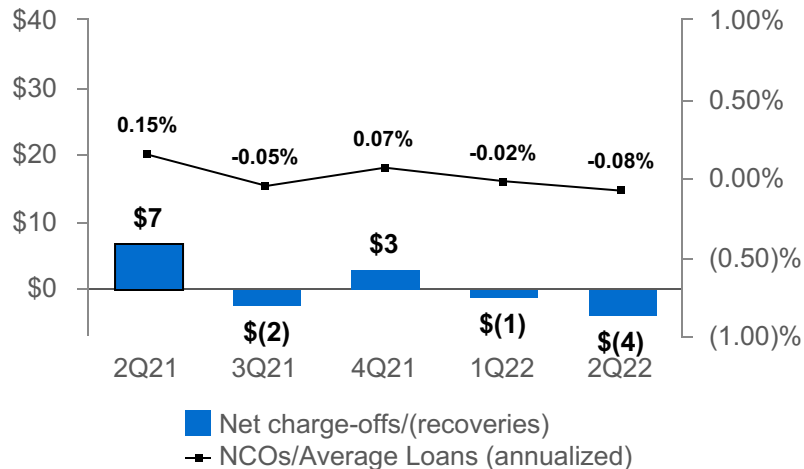
Provision for Credit Losses



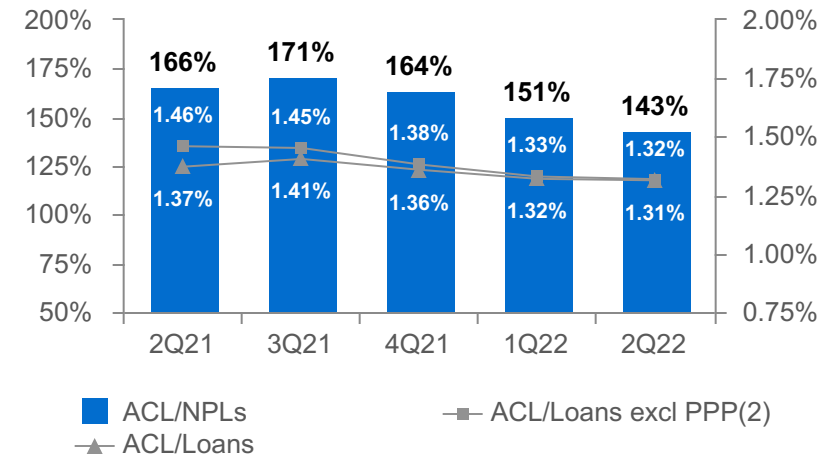
Non-Performing Loans (NPLs) & NPLs to Loans



Net Charge-offs (NCOs) and NCOs to Average Loans

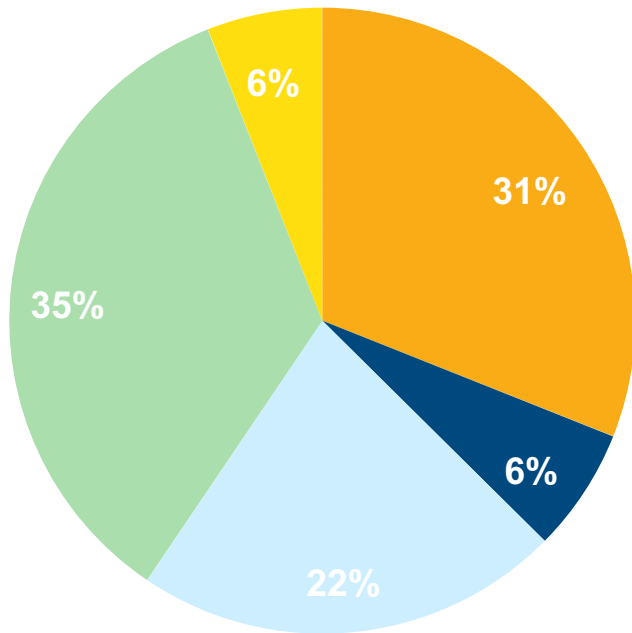


ACL⁽¹⁾ to NPLs & Loans



NON-INTEREST INCOME⁽¹⁾

Three months ended June 30, 2022
(percent of total non-interest income)



	<u>2Q22</u>	<u>1Q22</u>	<u>Change</u>
	<i>(dollars in thousands)</i>		
■ Wealth Management	\$18,274	\$19,428	(\$1,154)
■ Commercial Banking	20,359	16,008	4,351
■ Consumer Banking	12,472	11,674	798
■ Mortgage Banking	3,768	4,576	(808)
■ Other	3,510	3,551	(41)
Total	<u>\$58,383</u>	<u>\$55,237</u>	<u>\$3,146</u>

Non-interest income increased 6% from 1Q22⁽¹⁾

Increases in:

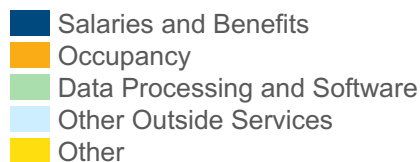
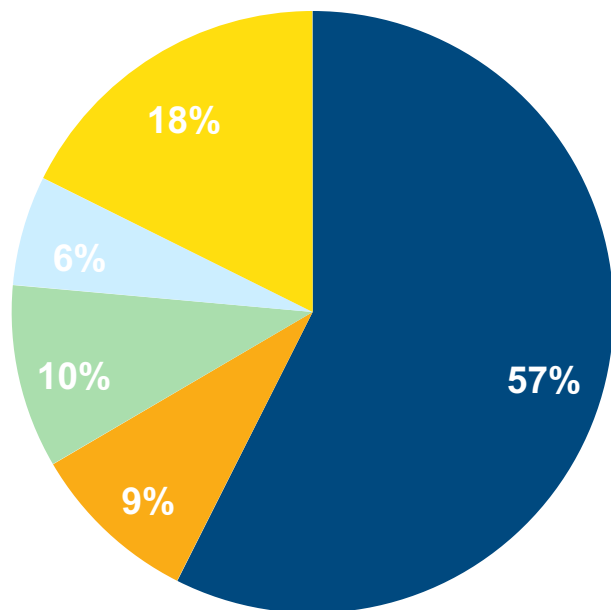
- Commercial banking primarily due to a increase in customer interest rate swap fee income and merchant and card income.

Decreases in:

- Wealth Management revenues due to a decline in the market value of assets under management.
- Mortgage banking income due to a decline in volume, offset by an increase on gain-on-sale spreads on mortgage loan sales.

NON-INTEREST EXPENSE⁽¹⁾

Three months ended June 30, 2022
(percent of total non-interest expense)



	<u>2Q22</u>	<u>1Q22</u>	<u>Change</u>
	<i>(dollars in thousands)</i>		
■ Salaries and Benefits	\$85,404	\$84,464	\$940
■ Data Processing and Software	14,685	14,315	370
■ Occupancy	13,587	14,522	(935)
■ Other Outside Services	8,764	8,167	597
■ Other	26,263	24,109	2,154
<i>Total</i>	<u>\$148,703</u>	<u>\$145,577</u>	<u>\$3,126</u>

Non-interest expense increased 3% from 1Q22

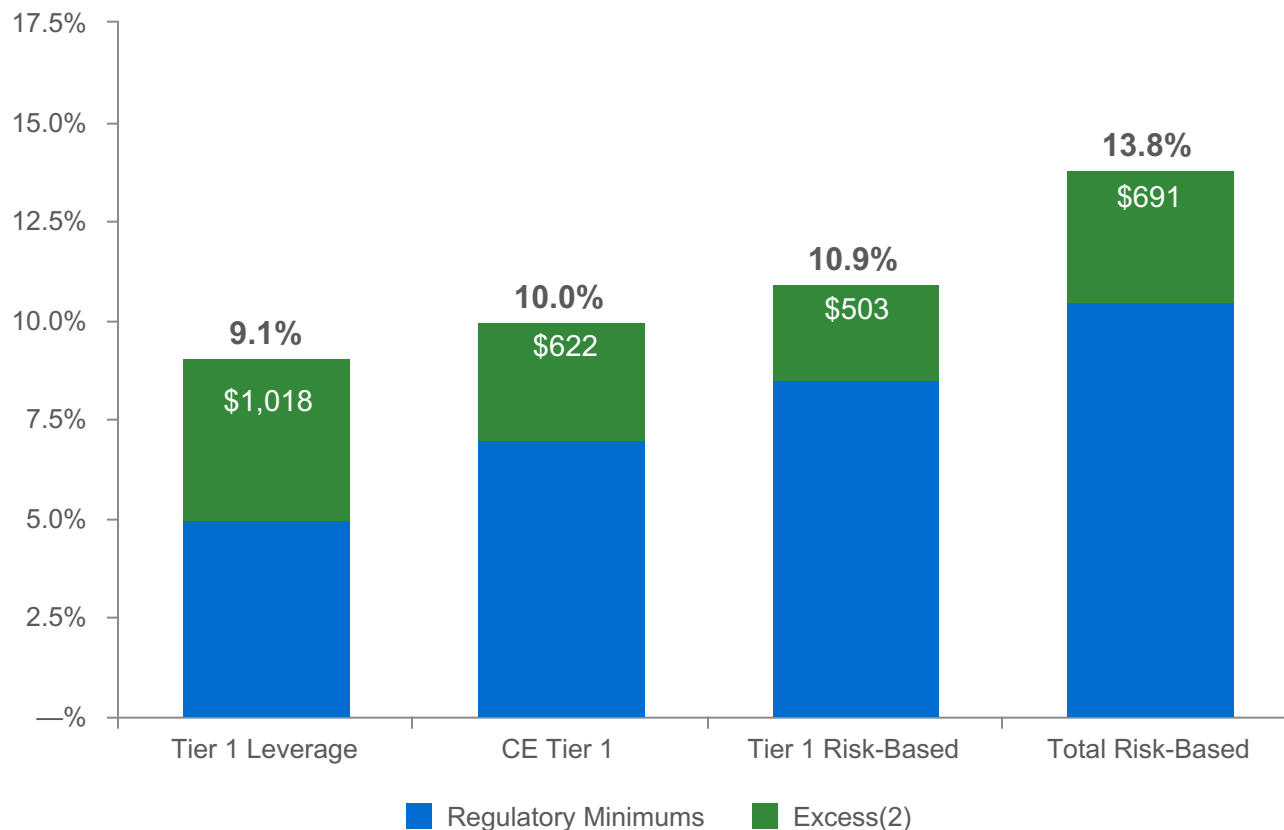
Driven primarily by:

- Other expense primarily due to increases of \$1.0 million and \$0.5 million from a decline in net gains on sale of owned-fixed assets and state-related taxes, respectively.
- Salaries and benefits primarily as a result of annual merit increases and one additional day in the quarter.
- Other outside services driven by technology-related services.

CAPITAL POSITION REMAINS STRONG⁽¹⁾

(as of June 30, 2022)

(\$ in millions)



2022 OUTLOOK⁽⁵⁾

Net interest income: \$745 - \$760 million⁽¹⁾

Non-interest income: \$220 - \$230 million⁽²⁾

Non-interest expense: \$600 - \$610 million⁽³⁾

Effective tax rate: 18.0% +/-⁽⁴⁾

⁽¹⁾ Assumes Fed Funds Rate increases of: 75 bps in July 2022, 25 bps in September 2022 and 25 bps in December 2022.

Updated as of 2Q 2022; previously \$690 - \$705 million.

⁽²⁾ Excludes investment securities gains. Updated as of 2Q 2022; previously \$225 - \$235 million.

⁽³⁾ Updated as of 2Q 2022; previously \$595 - \$605 million.

⁽⁴⁾ Updated as of 2Q 2022; previously 17.0% - 17.5%.

⁽⁵⁾ Incorporates impact of the acquisition of Prudential Bancorp, Inc. on July 1, 2022. Non-interest expense excludes merger-related expenses of \$17 million to \$18.0 million.

NON-GAAP RECONCILIATION

Note: The Corporation has presented the following non-GAAP financial measures because it believes that these measures provide useful and comparative information to assess trends in the Corporation's results of operations and financial condition. Presentation of these non-GAAP financial measures is consistent with how the Corporation evaluates its performance internally and these non-GAAP financial measures are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in the Corporation's industry. Investors should recognize that the Corporation's presentation of these non-GAAP financial measures might not be comparable to similarly-titled measures of other companies. These non-GAAP financial measures should not be considered a substitute for GAAP basis measures and the Corporation strongly encourages a review of its condensed consolidated financial statements in their entirety.

(dollars in thousands)

	Three months ended		
	June 30	Mar 31	Jun 30
	2022	2022	2021
<u>Return on average assets, excluding merger-related expenses</u>			
Net income	\$69,989	\$64,288	\$64,964
Plus: Merger-related expenses, net of tax	811	317	—
Net income (numerator)	<u>\$70,800</u>	<u>\$64,605</u>	<u>\$64,964</u>
Total average assets (denominator)	<u>\$25,578,432</u>	<u>\$25,622,462</u>	<u>\$26,017,542</u>
Return on average assets, excluding merger-related expenses, annualized	<u>1.11 %</u>	<u>1.02 %</u>	<u>1.00 %</u>

NON-GAAP RECONCILIATION

(dollars in thousands)

Three months ended

Return on average common shareholders' equity, excluding merger-related expenses

	<u>June 30</u> <u>2022</u>	<u>Mar 31</u> <u>2022</u>	<u>Jun 30</u> <u>2021</u>
Net income available to common shareholders	\$67,427	\$61,726	\$62,402
Plus: Merger-related expenses, net of tax	811	317	—
Net income available to common shareholders (numerator)	<u>\$68,238</u>	<u>\$62,043</u>	<u>\$62,402</u>
Average shareholders' equity	\$2,531,346	\$2,688,834	\$2,669,413
Less: Average preferred stock	(192,878)	(192,878)	(192,878)
Return on average common shareholders' equity (denominator)	<u>\$2,338,468</u>	<u>\$2,495,956</u>	<u>\$2,476,535</u>
Return on average common shareholders' equity, excluding merger-related expenses, annualized	<u>11.70 %</u>	<u>10.08 %</u>	<u>10.11 %</u>

Three months ended

Return on average common shareholders' equity (tangible)

	<u>June 30</u> <u>2022</u>	<u>Mar 31</u> <u>2022</u>	<u>Jun 30</u> <u>2021</u>
Net income available to common shareholders	\$67,427	\$61,726	\$62,402
Plus: Merger-related expenses, net of tax	811	317	—
Plus: Intangible amortization, net of tax	140	138	140
Net income available to common shareholders (numerator)	<u>\$68,378</u>	<u>\$62,181</u>	<u>\$62,542</u>
Average shareholders' equity	\$2,531,346	\$2,688,834	\$2,669,413
Less: Average preferred stock	(192,878)	(192,878)	(192,878)
Less: Average goodwill and intangible assets	(537,786)	(537,976)	(536,470)
Average tangible common shareholders' equity (denominator)	<u>\$1,800,682</u>	<u>\$1,957,980</u>	<u>\$1,940,065</u>
Return on average common shareholders' equity (tangible), annualized	<u>15.23 %</u>	<u>12.88 %</u>	<u>12.93 %</u>

NON-GAAP RECONCILIATION

(dollars in thousands)

	Three months ended		
	June 30 2022	Mar 31 2022	Jun 30 2021
Efficiency ratio			
Non-interest expense	\$149,730	\$145,978	\$140,831
Less: Amortization of tax credit investments	(696)	(696)	(1,563)
Less: Intangible amortization	(177)	(176)	(178)
Less: Merger-related expenses	(1,027)	(401)	—
Less: Debt extinguishment costs	—	—	(412)
Non-interest expense (numerator)	<u>\$147,830</u>	<u>\$144,705</u>	<u>\$138,678</u>
Net interest income	\$178,831	\$161,310	\$162,399
Tax equivalent adjustment	3,427	3,288	3,018
Plus: Total non-interest income	58,391	55,256	51,890
Less: Investment securities gains, net	(8)	(19)	(36)
Total revenue (denominator)	<u>\$240,641</u>	<u>\$219,835</u>	<u>\$217,271</u>
Efficiency ratio	<u>61.4%</u>	<u>65.8%</u>	<u>63.8%</u>

	June 30 2022	Mar 31 2022	Dec 31 2021	Sep 30 2021	Jun 30 2021
Asset Quality, excluding PPP					
ACL - loans (numerator)	<u>\$248,564</u>	<u>\$243,705</u>	<u>\$249,001</u>	<u>\$256,727</u>	<u>\$255,032</u>
Net loans	\$18,920,950	\$18,476,119	\$18,325,350	\$18,269,407	\$18,586,756
Less: PPP loans	(72,423)	(164,277)	(301,253)	(590,447)	(1,114,401)
Total adjusted loans (denominator)	<u>\$18,848,527</u>	<u>\$18,311,842</u>	<u>\$18,024,097</u>	<u>\$17,678,960</u>	<u>\$17,472,355</u>
ACL - loans to total adjusted loans	<u>1.32%</u>	<u>1.33%</u>	<u>1.38%</u>	<u>1.45%</u>	<u>1.46%</u>