



# Barclays Global Financial Services Conference

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Chairman, Chief Executive Officer and President

September 11, 2024



# Cautionary statement

*This presentation contains statements that we believe are “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Rule 175 promulgated thereunder, and Section 21E of the Securities Exchange Act of 1934, as amended, and Rule 3b-6 promulgated thereunder. All statements other than statements of historical fact are forward-looking statements. These statements relate to our financial condition, results of operations, plans, objectives, future performance, capital actions or business. They usually can be identified by the use of forward-looking language such as “will likely result,” “may,” “are expected to,” “is anticipated,” “potential,” “estimate,” “forecast,” “projected,” “intends to,” or may include other similar words or phrases such as “believes,” “plans,” “trend,” “objective,” “continue,” “remain,” or similar expressions, or future or conditional verbs such as “will,” “would,” “should,” “could,” “might,” “can,” or similar verbs. You should not place undue reliance on these statements, as they are subject to risks and uncertainties, including but not limited to the risk factors set forth in our most recent Annual Report on Form 10-K as updated by our filings with the U.S. Securities and Exchange Commission (“SEC”).*

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*Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.*

*In this presentation, we may sometimes provide non-GAAP financial information. Please note that although non-GAAP financial measures provide useful insight to analysts, investors and regulators, they should not be considered in isolation or relied upon as a substitute for analysis using GAAP measures. We provide a discussion of non-GAAP measures and reconciliations to the most directly comparable GAAP measures in later slides in this presentation, as well as on pages 27 through 29 of our 2Q24 earnings release.*

*Management does not provide a reconciliation for forward-looking non-GAAP financial measures where it is unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the inherent difficulty of forecasting the occurrence and the financial impact of various items that have not yet occurred, are out of the Bancorp’s control or cannot be reasonably predicted. For the same reasons, Bancorp’s management is unable to address the probable significance of the unavailable information. Forward-looking non-GAAP financial measures provided without the most directly comparable GAAP financial measures may vary materially from the corresponding GAAP financial measures.*

*This presentation incorporates the following peers: CFG, CMA, FCNCA, FHN, HBAN, KEY, MTB, PNC, RF, TFC, USB, & ZION.*

# Disciplined execution guided by core principles

## #1 Stability

- Defensive balance sheet positioning
- Strong credit profile

## #2 Profitability

- Diverse fee mix with high total revenue contribution
- Expense discipline
- Drive NIM expansion

## #3 Growth

- Southeast demographics
- Midwest & renewables infrastructure investments
- Tech-enabled product innovation

**Consistent and disciplined management, with a long-term focus throughout the company**

# Top performing regional bank with local scale and national reach

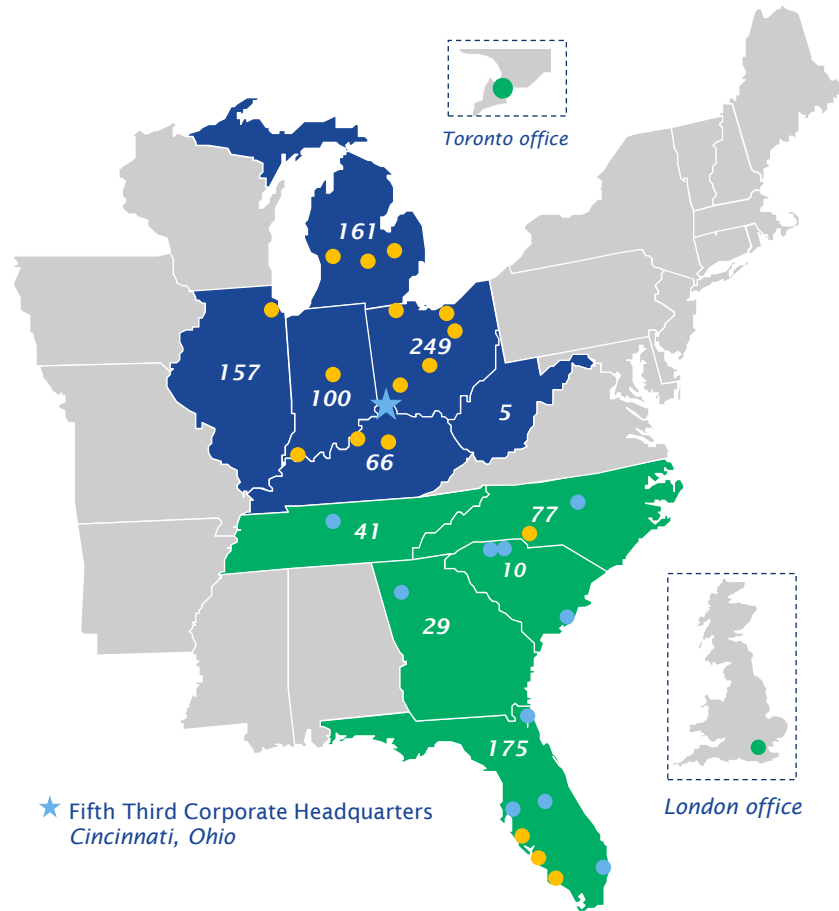


**Assets**  
**\$213 billion**  
 Ranked 10<sup>th</sup> in the U.S.<sup>1</sup>

**Deposits**  
**\$167 billion**  
 Ranked 9<sup>th</sup> in the U.S.<sup>1</sup>

**U.S. branches**  
**1,070**  
 Ranked 8<sup>th</sup> in the U.S.<sup>1</sup>

**Commercial Payments**  
**Top 5 market share**  
 across several product categories<sup>5</sup>



★ Fifth Third Corporate Headquarters  
 Cincinnati, Ohio

London office

- Midwest footprint (branch count in white)
- Southeast footprint (branch count in white)
- Key Southeast MSAs of focus
- Major FITB markets<sup>2</sup> with a top 5 deposit share

## Leading position in the markets we compete in<sup>3</sup>

### Deposit share rankings<sup>4</sup>

**#3 Fifth Third footprint**  
 improved 1 spot YoY

**#2 Midwest**  
 unchanged YoY

**#6 Southeast**  
 improved 2 spots YoY

Top 10 deposit share in ~90% of retail footprint

### Significant locational share in notable MSAs

Chicago, IL #3

Tampa, FL #6

Nashville, TN #3

Grand Rapids, MI #1

Charlotte, NC #4

Columbus, OH #3

Cincinnati, OH #1

Indianapolis, IN #3

Assets, deposits, and branches as of 6/30/24; <sup>1</sup>Rankings consist of US commercial banks and exclude foreign, trust, & traditional investment banks; <sup>2</sup>Includes MSAs with \$5BN+ in deposits on a capped basis (deposits per branch capped at \$250MM per June 2023 FDIC data); <sup>3</sup>Data sourced from S&P Global Market Intelligence; <sup>4</sup>Deposits per branch capped at \$250MM per June 2023 FDIC data; Midwest and Southeast rankings represent in footprint deposit market share; <sup>5</sup>Source: 2023 Cash Management Services Survey administered by EY

# A simple, diversified business portfolio



## Commercial Banking



## Consumer & Small Business Banking



## Wealth & Asset Management



NII contribution<sup>1</sup>

39%

58%

3%

Fee contribution<sup>1</sup>

47%

39%

14%

Loans / Deposits  
*2Q24 avg.*

**\$67B loans**  
**\$63B deposits**

**\$46B loans**  
**\$88B deposits**

**\$4B loans**  
**\$11B deposits**

**Business Offerings**

Lending / Deposits / Capital Markets / Treasury Management & Payments

Lending / Deposits / Payments

Wealth Management / Trust / Custody

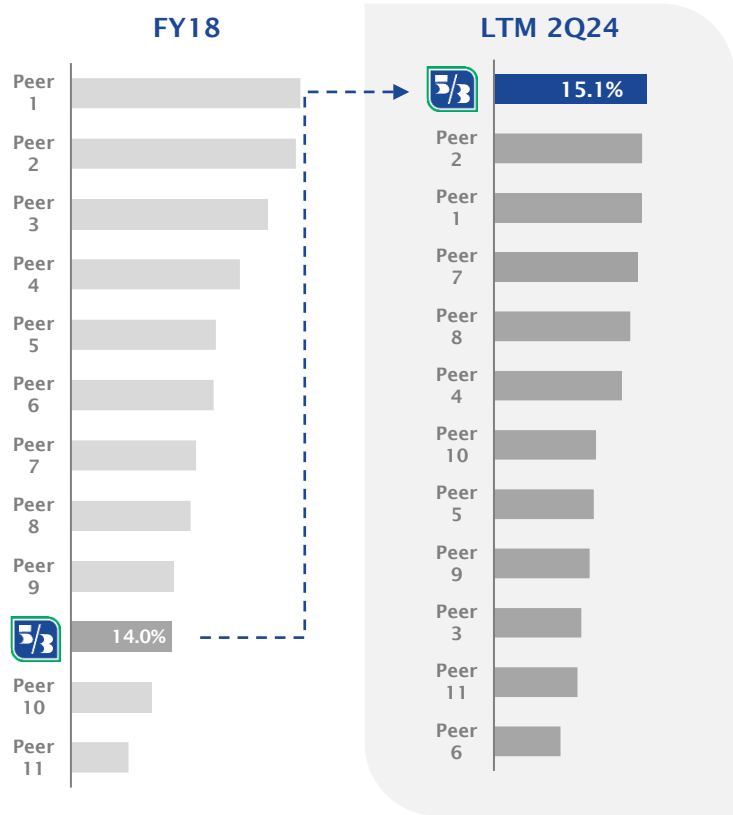
Select Awards & accolades



# Driving to consistently generate top quartile results

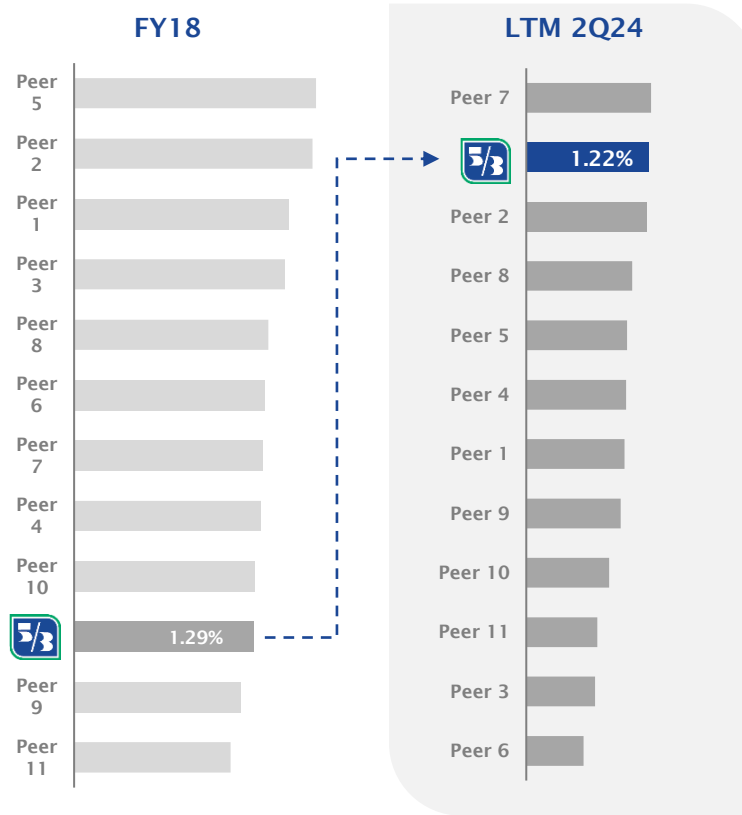
## Return on tangible common equity<sup>1,2</sup>

Adjusted basis



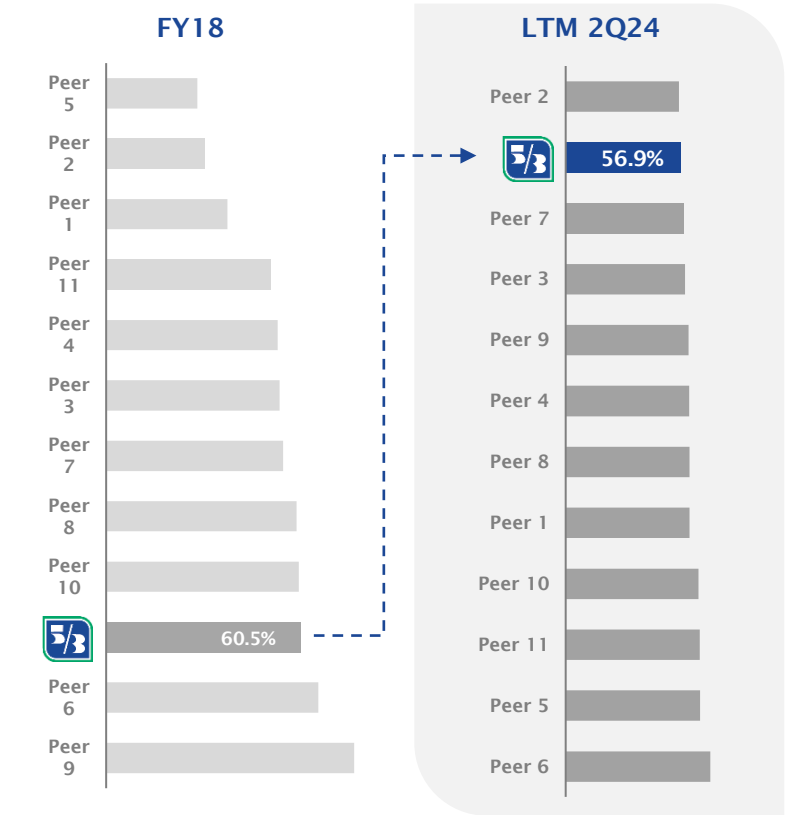
## Return on assets<sup>1</sup>

Adjusted basis



## Efficiency ratio<sup>1</sup>

Adjusted basis



Remain focused on long-term horizon

Expect to continue generating top-tier financial results<sup>3</sup>



# Leading to top returns for our shareholders

## Total shareholder return

Trailing TSR as of 8/31/2024; Excludes FCNCA

**Top quartile performer in both a low-rate and rising rate environment**

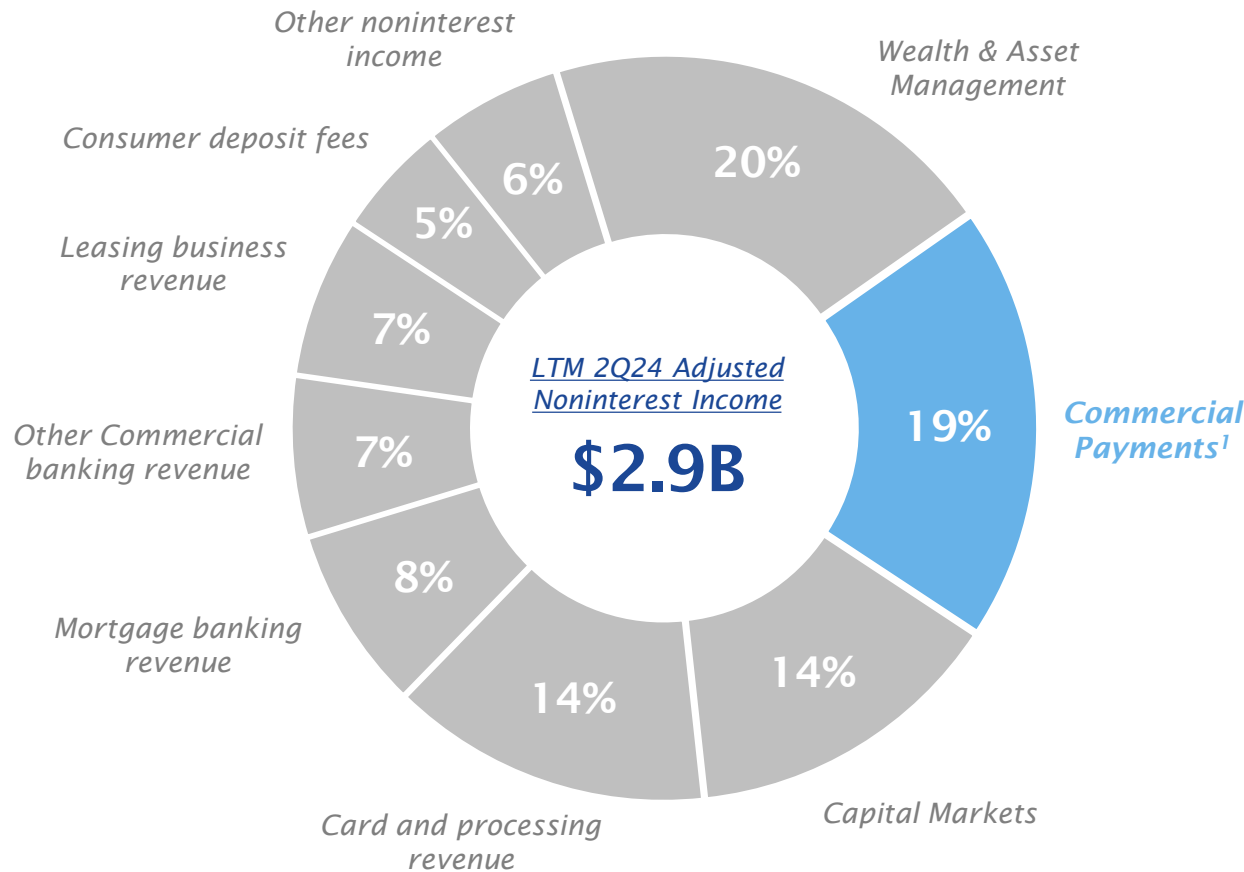
1 Year		3 Year		5 Year		7 Year		10 Year	
<b>FITB</b>	<b>64%</b>	Peer 5	36%	<b>FITB</b>	<b>103%</b>	<b>FITB</b>	<b>61%</b>	Peer 10	219%
Peer 1	60%	Peer 10	32%	Peer 10	101%	Peer 1	55%	Peer 1	195%
Peer 2	58%	<b>FITB</b>	<b>24%</b>	Peer 1	76%	Peer 10	55%	<b>FITB</b>	<b>191%</b>
Peer 3	55%	Peer 8	15%	Peer 2	65%	Peer 2	35%	Peer 2	182%
Peer 4	54%	Peer 2	14%	Peer 7	48%	Peer 7	31%	Peer 7	122%
Peer 5	44%	Peer 7	12%	Peer 6	48%	Peer 9	17%	Peer 6	115%
Peer 6	40%	Peer 1	8%	Peer 5	41%	Peer 5	15%	Peer 8	84%
Peer 7	39%	Peer 3	(2%)	Peer 3	34%	Peer 3	12%	Peer 3	82%
Peer 8	37%	Peer 6	(5%)	Peer 8	32%	Peer 8	8%	Peer 5	81%
Peer 9	33%	Peer 9	(6%)	Peer 11	22%	Peer 4	5%	Peer 4	73%
Peer 10	31%	Peer 4	(9%)	Peer 4	19%	Peer 6	3%	Peer 11	59%
Peer 11	22%	Peer 11	(11%)	Peer 9	12%	Peer 11	(25%)	Peer 9	56%

# Intentionally diversifying fee revenue to perform well in any environment



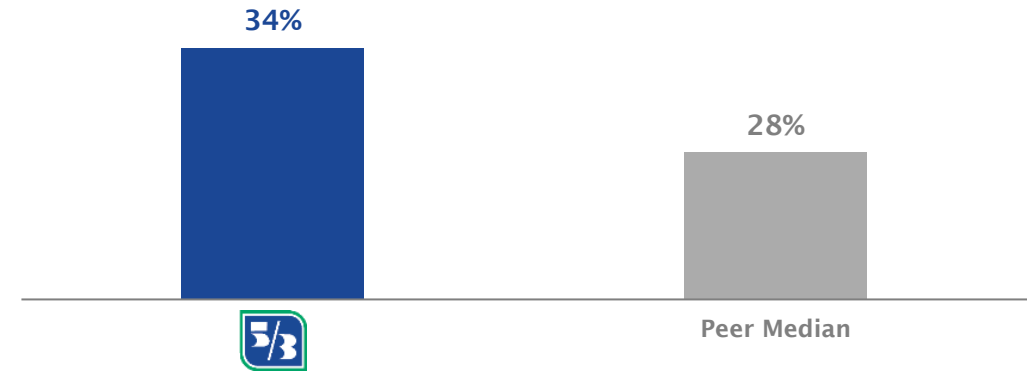
## Fee revenue mix is well-diversified

LTM 2Q24 adjusted noninterest income mix<sup>2,3</sup>



## Fee contribution as a percent of revenue stands out favorably relative to peers

LTM 2Q24; Adjusted noninterest income as a percent of adjusted revenue<sup>3</sup>

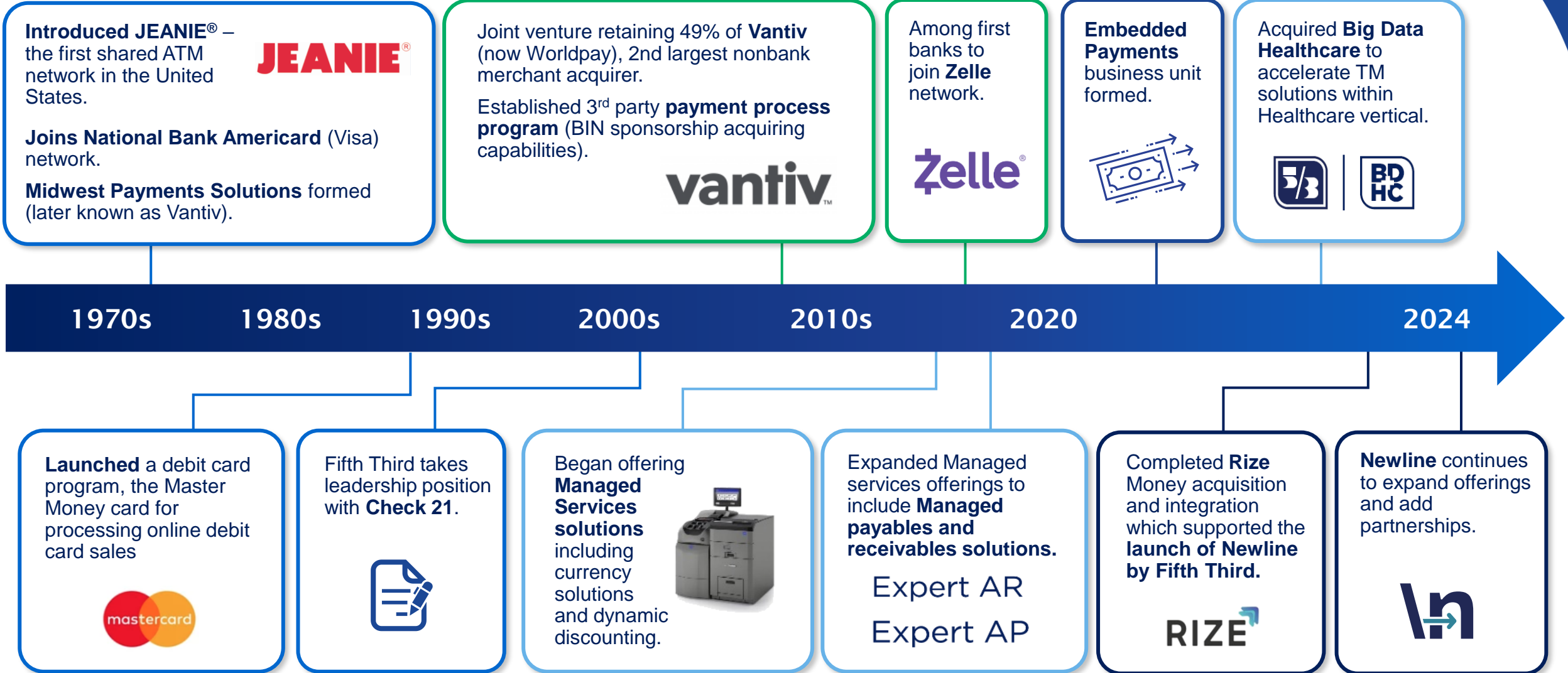


- Total adjusted fee revenue accounted for ~34% of total adjusted revenue for the last twelve months ending 6/30/24
- Focused on diversified revenue to lessen cyclical impacts, with success in Wealth & Asset Management, Capital Markets, and Commercial Payments





# Rich history of payments innovation



# Well established commercial payments organization with significant scale



## Commercial payments product lines

<p><b>Traditional treasury mgmt.</b></p> <ul style="list-style-type: none"> <li>Liquidity manager</li> <li>Escrow manager</li> <li>Commercial card</li> <li>Lockbox &amp; check</li> </ul>	<p><b>Managed Services</b></p> <ul style="list-style-type: none"> <li>A/R automation</li> <li>A/P automation</li> <li>Cash logistics</li> <li>Healthcare (Big Data HC)</li> </ul>	<p><b>Newline Embedded payments</b></p> <ul style="list-style-type: none"> <li>Platform</li> <li>Interaction channels</li> <li>Financial products</li> <li>Risk solutions</li> </ul>
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## Significant scale with national recognition

**#6** Fee equivalent revenue<sup>3</sup>  
(up from #8 in 2022)

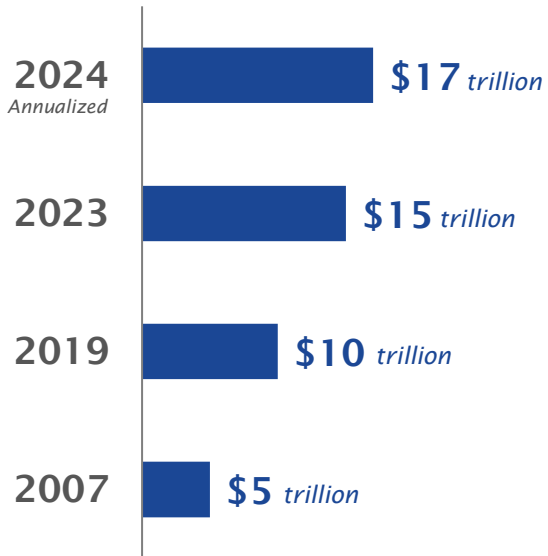
Commercial payments innovation was key differentiator for **2023 “Bank of the Year” award** by The Banker

### Top 5 market share in several product categories<sup>3</sup>

- #2 of 37 in Coin and currency revenue
- #2 of 32 in Retail lockbox remittances
- #3 of 42 in Total ACH originations
- #3 of 39 in Wholesale lockbox remittances
- #4 of 37 in Total check clearing
- #5 of 35 in Account reconciliations

### Payments processed

### Highlights



~1,300

People in the commercial payments organization

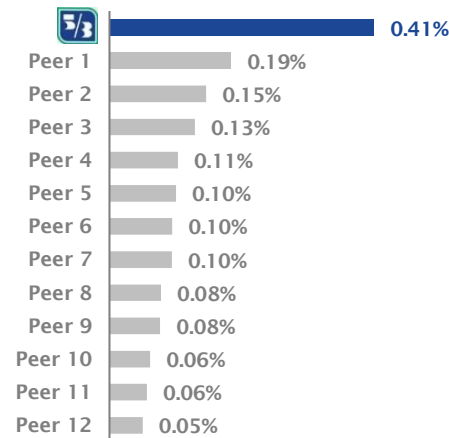
~14K

Commercial payments related clients

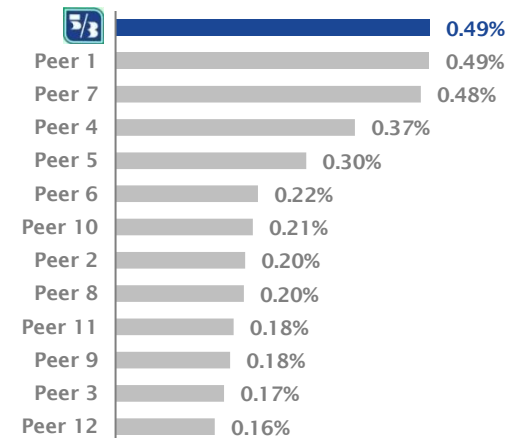
>1/3

Of new Commercial relationships are payments-led with no credit extended

### ACH Credit send / Commercial Deposits<sup>1</sup>



### Non-consumer deposit fees / Commercial Deposits<sup>2</sup>





# Significant opportunity within B2B payments

## Significant growth off a sizable base

**\$29.2**  
trillion B2B payment market in the United States

**~12%** Expected annual growth through 2030<sup>1</sup>

## Significant opportunity to automate back-office processes related to cash conversion cycle

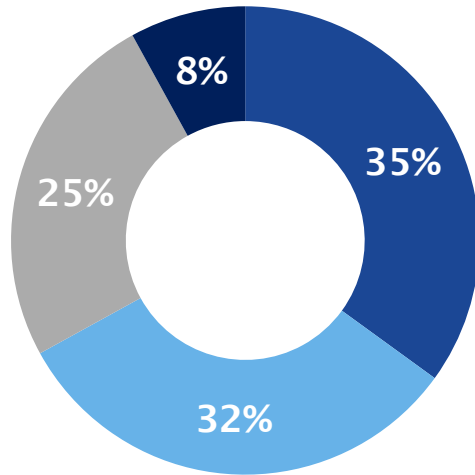
**~50%** of invoices received still require manual intervention<sup>3</sup>

**33%** Of all B2B payments still being done via check<sup>6</sup>

**68%** Deal with late payments impacting cashflows<sup>8</sup>

**80%** Experience fraud attacks/attempts<sup>7</sup>

### Interest level in automating the cash conversion cycle<sup>2</sup>



■ Currently automating    ■ Very interested  
 ■ Interested                ■ Not interested / NA

### Automating workflows and digitizing the cash conversion cycle generates significant value

	Baseline	Best-in-class	Improvement
<b>Invoice processing cost</b>	<b>\$9.87</b> <i>Average cost per invoice received and processed<sup>3</sup></i>	<b>\$2.81</b> <i>Cost per invoice received and processed<sup>3</sup></i>	<b>+72%</b>
<b>Paper vs. electronic payment</b>	<b>+\$4.00</b> <i>Average cost of issuing a paper check<sup>4</sup></i>	<b>\$0.50</b> <i>Average cost to issue an electronic payment<sup>4</sup></i>	<b>+88%</b>
<b>Cost of collecting late payments</b>	<b>+\$5.00</b> <i>Cost per \$1,000 in revenue to collect a payment greater than 30 days past due<sup>5</sup></i>	<b>\$1.00</b> <i>Cost per \$1,000 in revenue to collection a payment less than 30 days past due<sup>5</sup></i>	<b>+80%</b>

<sup>1</sup>Fortune Business Insight: B2B Market]; See forward-looking statements on page 2 of this presentation regarding forward-looking non-GAAP measures and use of non-GAAP measures on pages 27-29 of the 2Q24 earnings release <sup>2</sup>Datos: Best Practices in Receivables management 2023; <sup>3</sup>Ardent partners: Accounts payable Metrics that Matter 2024; <sup>4</sup>NACHA: "ACH costs are a Fraction of Check Costs for Business"; <sup>5</sup>High Radius: "What is the cost of collecting"; <sup>6</sup>AFP 2022 Digital Payments Survey Report; <sup>7</sup>AFP 2024 Payment Fraud and Control Report ; <sup>8</sup>PYMTS.com "Accounts Receivable Automaton Smooths O2C Continuum"

# Case studies: Managed services solutions



## Cash logistic solutions



Optimizing cash handling through managed cash automation with a single-source for end-to-end service and support



### Pre-Cash logistic solutions deployment

- ~4 hours daily were dedicated to cash management
- Concerns with safety and security of staff related to making deposits at branches
- Manual cash handling slowed down deposit and reconciliation posting processes

### Post-Cash logistic solutions deployment

- ~**50%** of daily hours spent towards cash management eliminated
- Reduced reconciliation resources and better utilization of store personnel
- Improved the automation of AP data flow resulting in FTE redeployment

## Big Data Healthcare



Optimizing healthcare payments by automating the reconciliation of claims, remittances, and deposits



### Pre-Big Data Healthcare

- Manually reconciling cash posting via spreadsheets
- High-value accounting and operations staff was dedicated to cash posting reconciliation.
- The migration to a new Electronic Medical Record (EMR) system increased workflow complexity

### Post-Big Data Healthcare

- **+95%** auto-posting rate
- Reallocated resources in accounting and operations
- Successfully automated the complex payment workflows created by the EMR migration.

## Managed payables



Robust portfolio of managed payables automation solutions that maximize client value



### Pre-Managed payables (Expert AP)

- Manual AP workflows executed through email or paper-based processes.
- AP staffed with four full-time employees
- Limited visibility into the status of invoices and pending payments.

### Post-Managed payables (Expert AP)

- **+90%** of invoices captured and processed through the Expert AP automated workflow tool
- Reallocated two full-time employees while existing AP group was able to take on expanded responsibilities
- Payment execution was outsourced increasing the adoption of electronic payments

# Embedded financial solutions driven by Newline

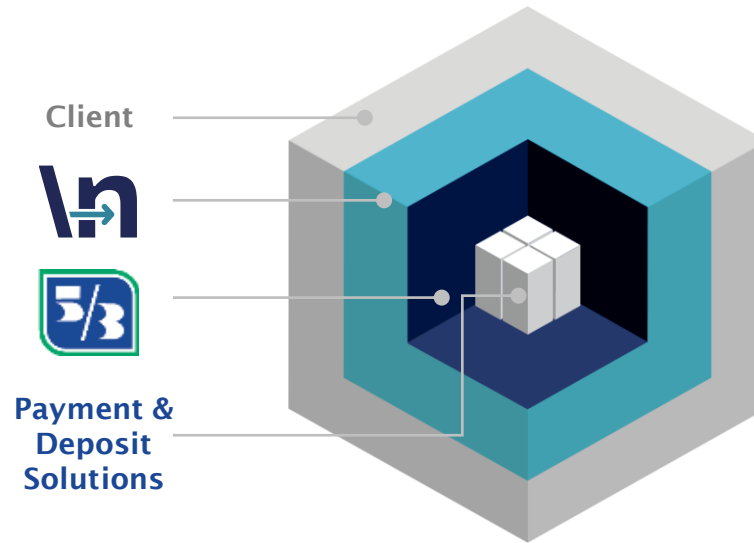


Newline offers the risk management of a large bank combined with the quality, sophistication, and product velocity of a software company

- Newline is vertically integrated API platform that enables enterprises to launch payment, card, and deposit solutions directly with Fifth Third Bank.

## Newline highlights

- 150+ clients
- Top 3 Merchant Acquiring Bank
- Top 5 Card issuing sponsor bank
- Top 10 ACH Originator
- 35% YoY deposit growth
- \$2BN+ in deposits



## Embedded payment and deposit solutions

### Payment solutions and money movement

- Full suite of batch and API payment offerings including wire, ACH, RTP, and FedNow (coming soon)

### Bank Accounts

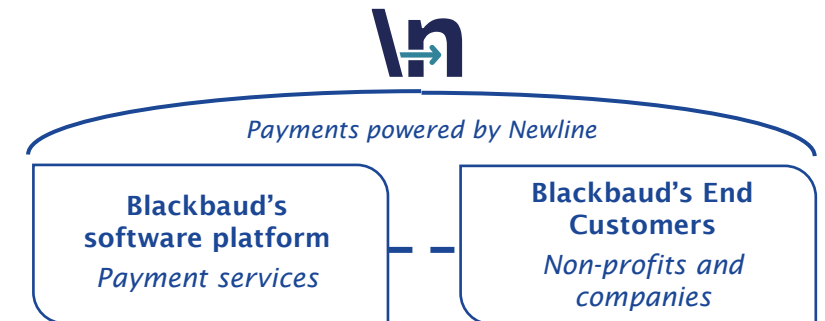
- Funds storage

### Card programs and sponsorship

- Issue consumer/commercial cards through utilization of BIN sponsorship

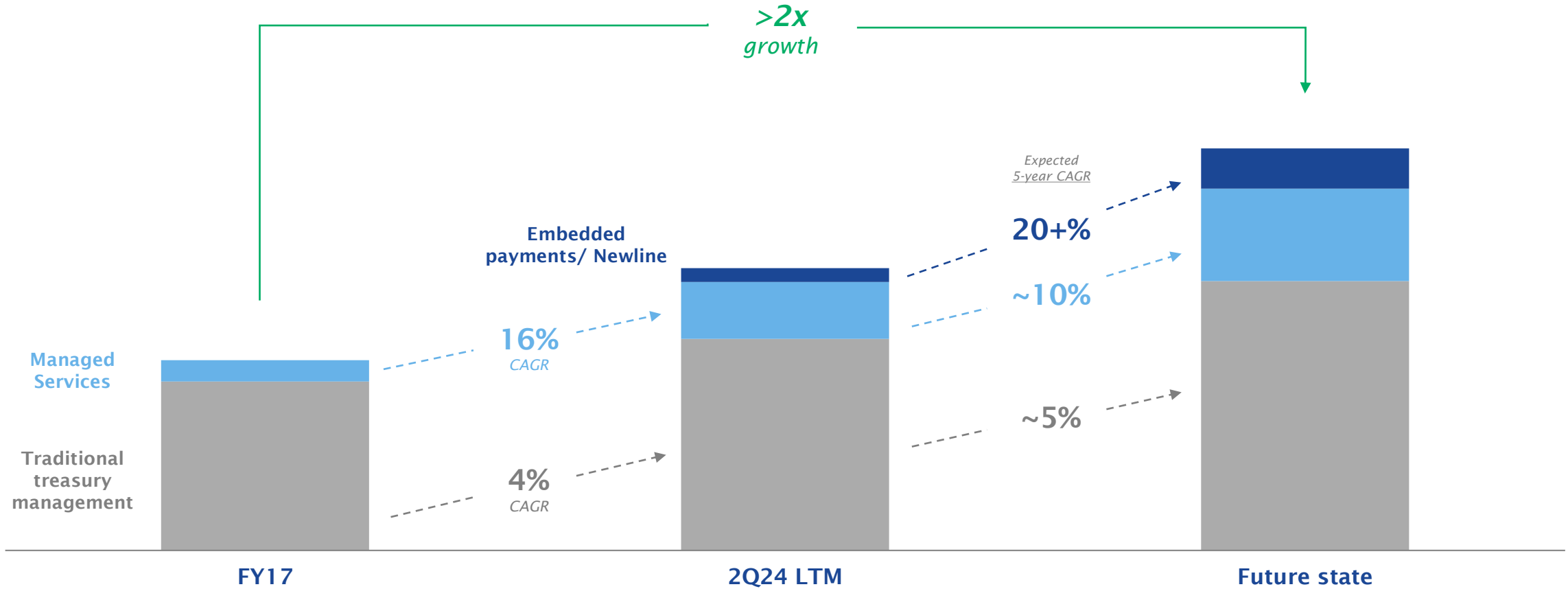
## Client list includes a broad range of category leaders

Select clients



Newline powers Blackbaud, a leading software platform for nonprofits, education, and CSRs

# Expect strong commercial payments growth



**Expect commercial payments to be a \$1 billion business in ~5 years<sup>1</sup>**



# Current expectations

## 3Q24 compared to 2Q24

As of July 19, 2024

As of September 10, 2024

**Avg. loans & leases**  
*(including HFS)*

stable to up ~1%

stable

**Total revenue<sup>1</sup>**  
*(2Q24 baseline: \$2.118 billion;  
Includes securities g/l)*

up 1 – 2%

up 2 – 3%

**Net interest income<sup>1</sup>**  
*(2Q24 baseline: \$1.398 billion)*

up ~2%

up ~2%

**Noninterest income<sup>1</sup>**  
*(2Q24 baseline: \$717 million)*

up 1 – 2%

up 3 – 4%

**Noninterest expense<sup>1</sup>**  
*(2Q24 baseline: \$1.204 billion)*

up ~1%

up ~1%

**Net charge-off ratio**

40 – 45 bps

~50 bps

**Allowance for credit losses**

**expect ~\$25MM build**  
*due to loan growth/mix and assumes no change to  
macroeconomic outlook and risk profile as of 2Q24*

**expect \$10 – \$25MM build**  
*Based on August 2024 macroeconomic  
outlook*

**Effective tax rate**

22 – 23%

~22%

As of September 10, 2024; please see cautionary statements on page 2

# Why Fifth Third

- ✓ **Well-diversified and resilient balance sheet to provide stability and profitability**
- ✓ **Consistent investments to generate balanced and growing revenue streams while maintaining peer-leading expense discipline**
- ✓ **Multi-year track record of making appropriate and preemptive changes to the business**
- ✓ **Transparent management team**

**Positioned to generate long-term sustainable value to shareholders despite the environment**