



**Acquisition of Premier Financial Corp.** 

July 2024

### **Forward-Looking Statements**



This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that are subject to risks and uncertainties and are made pursuant to the safe harbor provisions of Section 27A of the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended. Any statements about our expectations, beliefs, plans, predictions, protections, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. Forward-looking statements are typically, but not exclusively, identified by the use of forward-looking terminology such as "believes," "expects," "anticipate," "intend," "potential," "could," "may," "will, "should," "seeks," "likely," "intends" "plans," "pro forma," "projects," "estimates" or "anticipates" or the negative of these words and phrases or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. You can also identify forward-looking statements by discussions of strategy, plans or intentions. Forward-looking statements involve numerous risks and uncertainties and you should not rely on them as predictions of future events. The statements in this presentation that are not historical facts, in particular the statements with respect to the expected timing of and benefits of the proposed merger between WesBanco, Inc. ("WSBC" or "WesBanco") and Premier Financial Corp. ("PFC" or "Premier"), the parties' plans, obligations, expectations, and intentions, and the statements with respect to accretion, earn back of tangible book value, tangible book value dilution and internal rate of return, constitute forward-looking statements as defined by federal securities laws. Such statements are subject to numerous assumptions, risks, and uncertainties. Actual results could differ materially from those contained or implied by such statements for a variety of factors including: the businesses of WesBanco and Premier may not be integrated successfully or such integration may take longer to accomplish than expected; the expected cost savings and any revenue synergies from the proposed merger may not be fully realized within the expected timeframes; disruption from the proposed merger may make it more difficult to maintain relationships with clients, associates, or suppliers; the required governmental approvals of the proposed merger may not be obtained on the expected terms and schedule; Premier's stockholders and/or WesBanco's shareholders may not approve the proposed merger and the merger agreement and issuance of shares of WesBanco common stock in the proposed merger, respectively; changes in economic conditions; movements in interest rates; competitive pressures on product pricing and services; success and timing of other business strategies; the nature, extent, and timing of governmental actions and reforms; extended disruption of vital infrastructure; and other factors described in WesBanco's 2023 Annual Report on Form 10-K, Premier's 2023 Annual Report on Form 10-K, and documents subsequently filed by WesBanco and Premier with the Securities and Exchange Commission. While forward-looking statements reflect our good-faith beliefs, they are not guarantees of future performance. All forward-looking statements are necessarily only estimates of future results. Accordingly, actual results may differ materially from those expressed in or contemplated by the particular forward-looking statement, and, therefore, you are cautioned not to place undue reliance on such statements. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events or circumstances, except as required by applicable law.

Use of Non-GAAP Financial Measures. This presentation contains certain pro forma and projected information, including projected pro forma information that reflects WesBanco's current expectations and assumptions. This pro forma information does not purport to present the results that WesBanco will ultimately realize. In addition to financial measures presented in material compliance with Generally Accepted Accounted Principles of the United States of America ("GAAP"), this presentation contains certain non-GAAP financial measures, including tangible common equity ("TCE"), tangible book value per share ("TBVPS"), and the return on average TCE ("ROATCE"). The presentation of non-GAAP financial information is not intended to be considered in isolation or as a substitute for any measure prepared in accordance with GAAP. WesBanco's management believes that these non-GAAP measures provide a greater understanding of ongoing operations and WesBanco's balance sheet, and enhance comparability of results of operations with prior periods. This non-GAAP data should be considered in addition to results prepared in accordance with GAAP. Limitations associated with non-GAAP financial measures include the risks that persons might disagree as to the appropriateness of items included in these measures and that different companies might calculate these measures differently.

# Merger rationale





- With ~\$27B in assets, the combined organization will benefit from significant economies of scale
- Complementary geographic footprints in familiar markets
- Rise to #8 from #15 in Ohio deposit market share



# Boosted Performance

- 2025 EPS Accretion of 40%+ driven by cost synergies and margin improvement from marking Premier's assets to market<sup>(1)</sup>
- Significant improvement in profitability metrics<sup>(1)</sup>:
  - ROAA improving from 0.9% to 1.3%
  - ROATCE improves from 11.3% to 18.6%
  - NIM improves from to 3.06% to 3.46%



- Both companies have highly compatible cultures and similar business models
- WesBanco has strong familiarity with Premier's management team, lenders, customers, and markets



- P/ Pro Forma 2025 EPS of 9.3x<sup>(1)(2)</sup> vs. 12.2x to peers<sup>(3)</sup>
- 61% pro forma increase in market cap.<sup>(2)(4)</sup>

<sup>(1) 2025</sup> estimates include shares from capital raise and excludes one-time charges, Non-PCD CECL Day-2 double count, and assumes fully phased-in cost savings (2) Utilizing WSBC's closing price of \$33.32 as of 7/24/2024 (3) Peers defined as Mid-Atlantic, Midwest and Southeast major exchange-traded banks and thrifts with most recent quarter total assets between \$20 billion and \$40 billion, excluding merger targets, mutuals, and merger-of-equals participants. (4) Increase calculated by taking the pro forma market cap. at close including the \$200mm gross equity raise divided by the pro forma market cap. as of 7/24/2024

# Similar cultures and complementary strengths



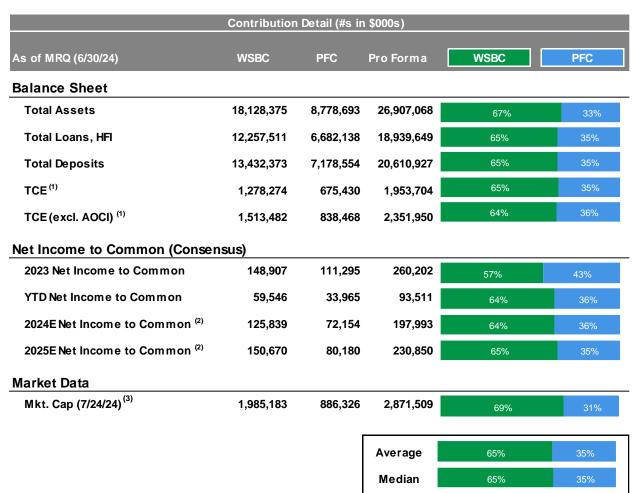
		WesBanco	premier financial corp.
Long History	Founded	1870	1920
Geographic Focus	Operating States	IN, KY, MD, OH, PA, TN, VA, WV	IN, MI, OH, PA
Business Mix	Loan Mix  NOO CRE, C&D, Multifar  C&I & OO CRE  Mortgage  Consumer / Other	21% 45% 26%	26% 38%
	Strong Wealth Business \$	5.6B Trust Assets   \$1.8B Brokerage	\$1.5B AUM / AUA
Low Risk Balance	NPAs / Loans & OREO	0.30 %	0.97%
Sheet	Charge-offs / Avg. Loans	0.07%	0.16%
Low-Cost Deposit	Cost of Deposits (Q2)	1.95%	2.47%
Base	Non-Int Bearing Deps. / Total Deps.	(Q2) 28.5%	20.0%
CRA Rating		Outstanding	Satisfactory
Commonsial Facus	Average C&I Loans Size	<b>\$0.3</b> mm	<b>\$0.3</b> mm
Commercial Focus	Commercial Loans / Total Loans <sup>(1)</sup>	71%	64%

<sup>(1)</sup> Commercial loans include C&I, C&D, Multifamily, NOO CRE, and OO CRE loans Note: Financial data as of June 30, 2024 Source: S&P Capital IQ Pro

#### Relative contribution



# **Contribution Analysis**



<sup>(1)</sup> TCE shown net of deferred tax liability

Source: S&P Capital IQ Pro

<sup>2024</sup> and 2025 estimates based on mean consensus estimates adjusted for 2024Q2 actual results

<sup>(3)</sup> Utilizing WSBC's closing price of \$33.32 as of 7/24/2024

# Pro forma company profile



#### Projected Balance Sheet Highlights at Close











\$27B \$21B **Total Assets** 

**Total Deposits** 

\$19B **Net Loans** 

\$1.8B TCE(1)

13.2% **TRBC Ratio** 

#### Projected 2025Y Performance Highlights<sup>(2)</sup>







1.3% **ROAA** 

+0.4% vs.

Standalone

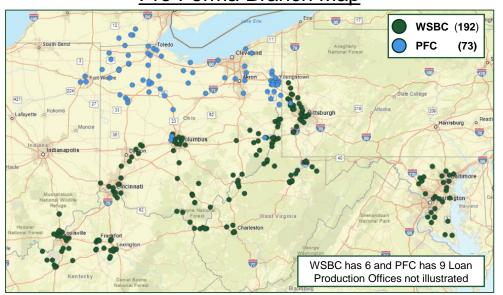




18.6% 3.46% MIN

+7.2% vs. Standalone +0.35% vs. Standalone

#### Pro Forma Branch Map



#### Ohio Deposit Market Share<sup>(3)</sup>

Rank	Company Name	2023 Deposits (\$000)	Deposit Mkt. Share (%)
1	U.S. Bancorp	111,162,979	20.7
2	Huntington Bancshares Inc.	78,345,735	14.6
3	Fifth Third Bancorp	71,187,180	13.3
4	KeyCorp	70,359,034	13.1
5	JPMorgan Chase & Co.	45,465,285	8.5
6	PNC Financial Services Group Inc.	35,940,627	6.7
7	Citizens Financial Group Inc.	10,884,721	2.0
	Pro Forma	8,496,476	1.6
8	Park National Corp.	7,300,287	1.4
9	Bank of America Corp.	7,036,493	1.3
10	First Financial Bancorp.	6,623,765	1.2
11	TFS Financial Corp.	6,542,973	1.2
12	Premier Financial Corp.	6,010,131	1.1
13	Peoples Bancorp Inc.	3,711,063	0.7
14	Farmers National Banc Corp.	3,535,055	0.7
15	WesBanco Inc.	2,486,345	0.5
16	New York Community Bancorp Inc.	2,403,221	0.4
17	Civista Bancshares Inc.	2,363,851	0.4
18	Union Savings Bank	2,360,470	0.4
19	Dollar Mutual Bancorp	2,302,927	0.4
20	First Mutual Holding Co.	2,004,016	0.4

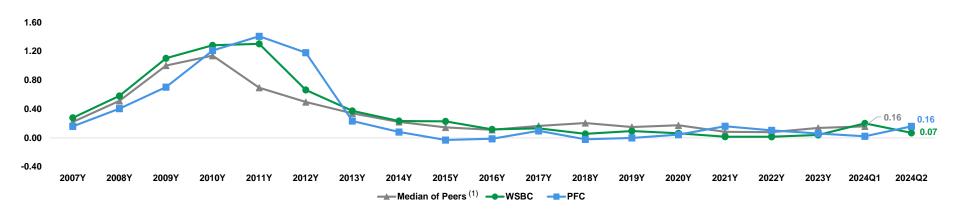
<sup>(1)</sup> TCE shown net of deferred tax liability; includes net proceeds from capital raise (2) Excludes one time deal charges, Non-PCD CECL Day-2 double count, and assumes fully phased in cost saves (3) Deposit market share data as of June 30, 2023; excludes National Consumer Cooperative due to differentiated business model

#### Acquisition of Premier Financial Corp.

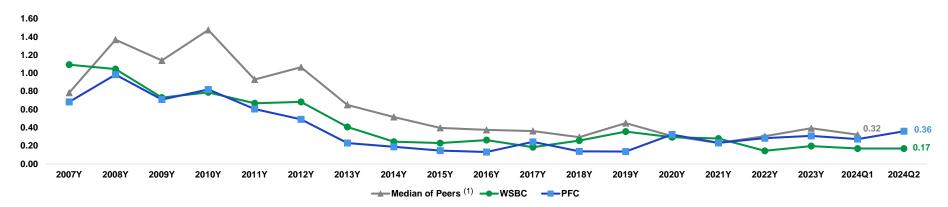
#### Conservative credit culture



#### **Net Charge-Offs / Average Loans**



#### Loans 30-89 Days Past Due / Total Loans<sup>(2)</sup>



<sup>(1)</sup> Peers defined as Mid-Atlantic, Midwest and Southeast major exchange-traded banks and thrifts with most recent quarter total assets between \$20 billion and \$40 billion, excluding merger targets, mutuals, and merger-of-equals participants.

<sup>(2)</sup> Bank level data utilized where consolidated unavailable Source: S&P Capital IQ Pro

# **Merger terms**



# Structure & Consideration

- 100% stock consideration
- Fixed exchange ratio 0.80 WSBC shares to be issued for each PFC share
- Pro forma ownership: 62% WSBC, 30% PFC, 8% new shareholders

# Transaction Value

- Deal value of \$959 million, or \$26.66 per PFC share<sup>(1)</sup>
- Pricing metrics include: 12.0x DV/2025E EPS, 8.6x DV/2025E EPS with fully phased-in cost savings and excluding deal charges and CECL double count
- Anticipated TBV earnback period of <3 years<sup>(2)</sup>

#### **Equity Raise**

\$200 million of common equity issued in conjunction with the transaction

# Management & Employees

- No anticipated changes to the WSBC executive management team
- 4 PFC directors to be appointed to the WSBC Board of Directors
- Key headcount additions in Compliance, BSA/AML, Fraud Prevention, Loan Review, and other second-line-of-defense functions
- Plans to retain PFC Market Presidents in Ohio

# **Approvals**

- Approval of WSBC and PFC shareholders required
- Customary regulatory approvals required

# Summary of due diligence



#### **Select Due Diligence Focus Areas** Deposits & Risk Human **Accounting &** Credit Borrowings **Management** Resources Tax **Technology &** Commercial Legal & Marketing & **Retail Banking Banking** Compliance **Operations Branding**

# **Credit** Review

- WesBanco's internal credit team reviewed 52% (\$2.8 billion) of Premier's commercial portfolio, as well as 100% of all classified loans and NPAs, and identified \$49.8 million in credit marks related to PCD loans and \$70.7 million related to non-PCD loans (\$120.5 million total credit mark)
- WesBanco has hired a third-party valuation services firm to assist in the credit review and valuing transaction-related fair value marks (\$324.5 million; 4.9% of 6/30 Loans HFI)

# Both parties use the same core system (FIS IBS) and BSA/AML/anti-fraud platform, which will benefit integration and conversion

# Other Key Findings

- Additional resources (i.e., expanded Compliance department) will allow the pro forma company to better address underserved markets; the combined customer base will benefit from WesBanco's heightened CRA standards
- Comprehensive due diligence review was performed by 78 members of WSBC management, with a focus on commercial banking, retail banking, wealth management, operations, facilities, human resources, risk management, customer experiences, and IT

# **Key transaction assumptions**



Earnings	<ul> <li>Projections for WSBC and PFC based on consensus estimates through 2025;</li> <li>5% growth thereafter</li> </ul>
Cost Savings	<ul> <li>~26% of PFC's NIE expense base (\$41.4 million on a fully phased basis)</li> <li>75% to be realized in 2025 and 100% to be realized thereafter</li> </ul>
Merger Expenses	<ul> <li>\$71.6 million of pre-tax, non-capitalized, merger-related charges</li> <li>\$12.6 million of capitalized expenses at close, amortized over 15 years</li> </ul>
Key Fair Value Marks <sup>(1)</sup>	<ul> <li>Credit mark: 1.80% (\$120.5 million); 41% PCD (\$49.8M) and 59% non-PCD (\$70.7M)</li> <li>Interest rate mark: 4.9% (\$324.5 million)</li> <li>TruPS write-down: \$5.3 million (14.6%)</li> <li>Core Deposit Intangible: \$147.9 million (3.38% of PFC's non-time deposits)<sup>(2)</sup></li> </ul>
Other Assumptions	<ul> <li>~\$400 million of borrowings paid down at close</li> <li>~\$213 million of Premier's securities to be sold at close</li> <li>Net proceeds from capital raise to be down-streamed to the bank</li> <li>PFC's cash flow hedges to be settled at close</li> </ul>

<sup>(1)</sup> Fair value marks based on metrics as of June 30, 2024

# **Impact summary**



# **Earnings and TBV Impact**

<u>Core</u>	Excluding Rate <u>Marks/CDI<sup>(1)(2)</sup></u>	Excluding Rate Marks/ CDI/CECL(1)(2)(3)
~40%+ <sup>(1)</sup> 2025 EPS Accretion	~28% 2025 EPS Accretion	~21% 2025 EPS Accretion
~13% <sup>(4)</sup> TBV Dilution	~1% <sup>(4)</sup> TBV Dilution	Accretive TBV Accretion
<3 <sup>(4)</sup> years TBV Earnback	<1 <sup>(4)</sup> year TBV Earnback	Accretive  TBV  Earnback

# **Strong Capital Ratios**

Metrics shown at closing <sup>(5)</sup>							
10.9% 9.0% 12.1%							
Tier 1	Tier 1	Total Risk-					
Common	Leverage	Based					
Ratio	Ratio	Capital Ratio					
(Bank)	(Bank)	(Bank)					

# Enhanced Profitability(1)

1.3% 2025E ROAA	18.6% 2025E ROATCE	<b>51%</b> 2025E Efficiency Ratio

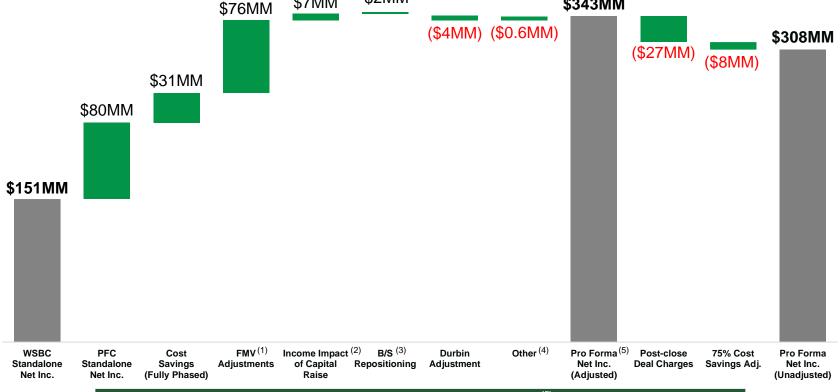
<sup>(1)</sup> Excludes one time deal charges, Non-PCD CECL Day-2 double count, and assumes fully phased in cost saves. (2) Rate marks include interest rate mark on loans and write-down of trust preferred securities. (3) Excludes all impacts from CECL, including accretion of the Non-PCD mark. (4) Pro forma tangible book value includes Non-PCD CECL Day-2 double count. (5) Inclusive of MTM adjustments and ~\$191mm of net proceeds from capital raise down-streamed to the bank to pay off bank level borrowings.

11

# Pro forma earnings power







	Standalone	Pro Forma (Adjusted) <sup>(5)</sup>	Pro Forma (Unadjusted)
ROAA	0.9%	1.3%	1.1%
ROATCE	11.3%	18.6%	16.9%
NIM	3.11%	3.46%	3.46%
Efficiency Ratio	64%	51%	55%

FMV adjustments include accretion of PFC's AOCI at closing, net loan mark accretion, TruPS mark amortization, and amortization of CDI. (2) Assumes equity raise proceeds are down-streamed to the bank and used to redeem bank-level borrowings at 4.50%. (3) Balance sheet repositioning includes adjustments from the sale of securities, paydown of borrowings, and sale of MSRs. (4) Other adjustments include but not limited to: increase in service fee income, opportunity cost of cash, additional branch savings, and PPE & Capitalized Expense amortization. (5) Excludes one time deal charges, Non-PCD CECL Day-2 double count, and assumes fully phased in cost saves.

# Positioned for upside market performance



	<b></b>	premier (1)	Above	Pro Fo	rma Peers <sup>(2)</sup>
	WesBanco	premier (1) financial corp.	Peer Median?	Median	Top Quartile
Profitability <sup>(3)</sup>	Es	stimated			
Net Interest Margin	~	-3.5%	<b>~</b>	3.3%	3.6%
Efficiency Ratio	_	-51%	<b>~</b>	55%	52%
Core ROAA	~	-1.3%	<b>✓</b>	1.2%	1.3%
Core ROATCE	~	-19%	<b>~</b>	15%	17%
Implied Trading Multiples					
Stock Price <sup>(4)</sup>	4	33.32			
Price / TBV at Closing (5)		1.75x ←		<b> ▶</b> 1.61x	2.11x
Trade Multiple Differential				(8%)	21%
Price / 2025 EPS (6)		9.3x ←		▶ 12.2x	13.5x
Trading Multiple Differential				32%	45%

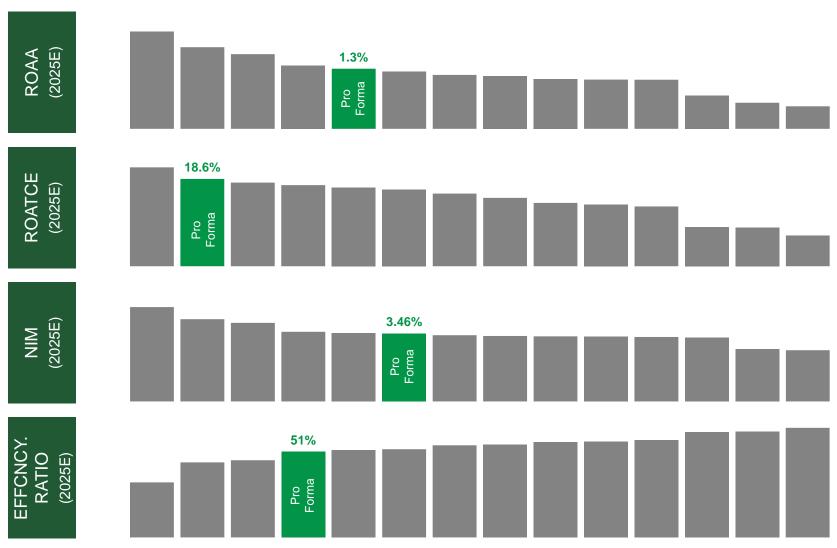
Source: S&P Capital IQ Pro; FactSet // Note: 2025 figures for peers utilize consensus estimates as of 7/15/2024 prior to earnings releases

<sup>(1)</sup> Pro forma ratios are estimated at deal closing and include purchase accounting and other merger adjustments. (2) Mid-Atlantic, Midwest and Southeast major exchange-traded banks and thrifts with most recent quarter total assets between \$20 billion and \$40 billion, excluding merger targets, mutuals, and merger-of-equals participants. (3) 2025 profitability metrics for WSBC/PFC exclude one-time charges, Non-PCD CECL Day-2 double count, and assumes fully phased-in cost savings; utilizing last-twelve-months for Peers. (4) Utilizing WSBC's closing price of \$33.32 as of 7/24/2024. (5) Pro forma TBVPS of \$19.05 at close; pro forma tangible book value includes Non-PCD CECL Day-2 double count. (6) Pro forma 2025E EPS of \$3.59; includes shares from capital raise and excludes one-time charges, Non-PCD CECL Day-2 double count, and assumes fully phased-in cost savings.

# **Enhanced profitability and capital generation**



# Comparison with \$20B - \$40B Peers



#### Acquisition of Premier Financial Corp.

# **Capital adequacy**



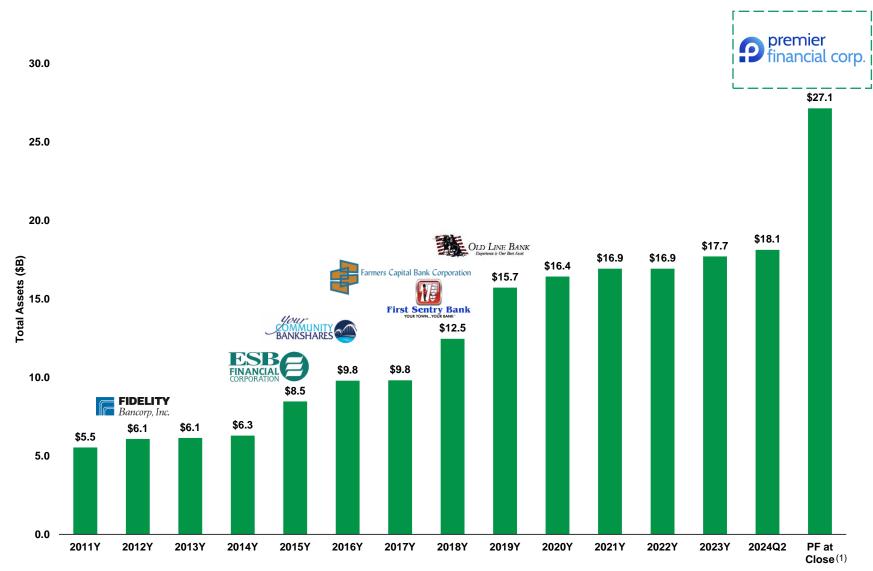
Pro forma capital ratios remain strong, supported by additional common equity and balance sheet repositioning

	WesBanco 06/30/2024	Premier 06/30/2024	Pro- Forma <sup>(1)</sup>
Tier 1 Leverage Ratio (Consolidated)	9.7%	10.3%	8.6%
Tier 1 Common Ratio (Consolidated)	10.6%	11.9%	9.6%
Tier 1 Risk-Based Capital (Consolidated)	11.6%	12.4%	10.3%
Total Risk-Based Capital (Consolidated)	14.4%	14.3%	13.2%
Tier 1 Leverage Ratio (Bank)	10.0%	10.4%	9.0%
Tier 1 Common Ratio (Bank)	11.9%	12.6%	10.9%
Tier 1 Risk-Based Capital (Bank)	11.9%	12.6%	10.9%
Total Risk-Based Capital (Bank)	12.8%	13.7%	12.1%
C&D Concentration (Bank)	61%	68%	66%
CRE Concentration (Bank)	290%	264%	299%

<sup>(1)</sup> Pro-forma capital ratios inclusive of MTM adjustments and ~\$191mm of net proceeds from capital raise down-streamed to the bank to pay off bank level borrowings; C&D loans grown at an annualized rate of 3%; PFC CRE concentration decreases \$100m from June 30, 2024 levels; WSBC increases by \$150mm from June 30, 2024 levels

# Demonstrated history of successful acquisitions







# **Premier Overview**

# **Overview of Premier Financial Corp.**



**\$8.8B**Assets

**\$7.2B**Deposits

**2.46%** NIM **\$1.5B**Wealth AUA

**0.36%**Delinquent Loans

14.3% Total Cap. Ratio 120% ACL/NPLs

#### **Premier Financial Highlights**

	<u>2024Q2</u>
Total Assets (\$B)	\$8.8
Total Gross Loans (\$B)	\$6.8
Total Deposits (\$B)	\$7.2
Non Interest-Bearing Deposits	20.0%
Uninsured Deposits (adjusted) (1)	17.0%
Loan Delinquencies / Loans	0.36%
NPAs / Assets	0.74%
NCOs / Avg. Loans	0.16%
ALL / Gross Loans	1.13%
TCE / TA	8.0%
Tangible Book Value per Share	\$18.79

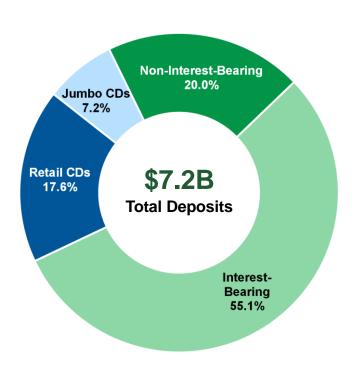
#### Complementary Business Model

- Strong Ohio-based banking team with growth capacity
- Balance sheet soundness with strong coverage ratios, an attractive core deposit base, and solid capital levels
- Diversified loan portfolio with a disciplined approach to lending
- Wealth management division augments
   WesBanco's investment division

# Premier: stable and granular deposit base



#### **PFC Deposits by Account Type**



#### **Deposit Characteristics**

Deposit Trends<sup>(1)</sup> 5-Yr CAGR ~22%

27% Noninterest Bearing and Interest Bearing Demand Deposits

Deposit Costs: Total Deposits: 2.47% Customer Dep.: 2.33%<sup>(2)</sup>

17% Adjusted Uninsured Deposits<sup>(3)</sup>

Source: S&P Capital IQ Pro

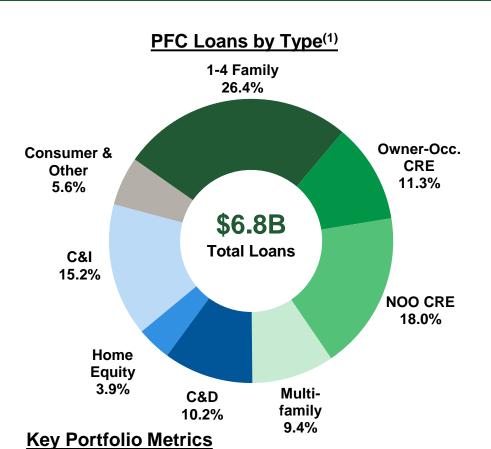
<sup>(1) 5</sup> years ended June 30, 2024

<sup>(2)</sup> Customer Deposits exclude brokered deposits and acquisition marks

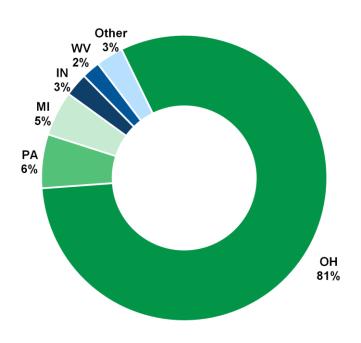
<sup>(3)</sup> Percentage of total deposits; adjusted for collateralized deposits, other insured deposits and intra-company accounts Note: Financial information as of June 30,2024

# Premier: diverse loan portfolio





#### **PFC Geographic Diversification**



Loan Trends<sup>(2)</sup> 5-Yr CAGR ~20% Total Loan Yield 2Q'24: 5.26%

51.3% of loans are floating and adjustable Rate

Avg. C&I Loan \$0.3mm

NOO CRE Avg. Loan \$1.6mm
OO CRE Avg. Loan \$0.7mm

Source: Company Documents

<sup>(1)</sup> Utilizing bank-level loan data

<sup>(2) 5</sup> years ended June 30, 2024 Note: Loan data as of June 30, 2024

# Premier: CRE portfolio details

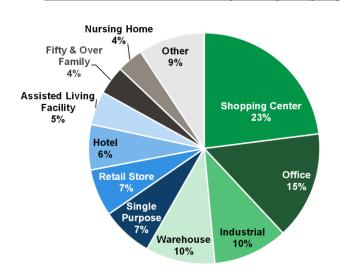


### **Diverse NOO CRE Portfolio**

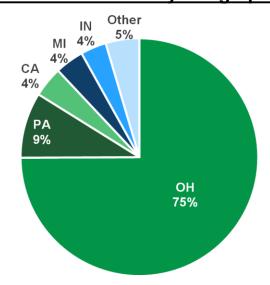
\$1.6mm

Avg. Loan Size 0.09% Nonaccrual

**NOO CRE Portfolio by Property Type** 



#### **NOO CRE Portfolio by Geography**



- PFC's total office portfolio (OO and NOO) is \$294mm, which represents 4.2% of gross loans
  - As of June 30, 2024, pro forma total office loans (OO and NOO) represents 5.3% of the proforma loan portfolio



# **WesBanco Overview**

# **WSBC** management team



#### Experienced Executive Management Team



Jeffrey H. Jackson
President & CEO
30+ years in banking



Daniel K. Weiss
Senior EVP, CFO
20+ years in banking/finance



Robert H. Friend Senior EVP, Chief Credit Officer 30+ years in banking



Michael L. Perkins Senior EVP, Chief Risk & Administrative Officer 30+ years in banking



Jayson M. Zatta
Senior EVP, Chief Banking Officer
35+ years in banking

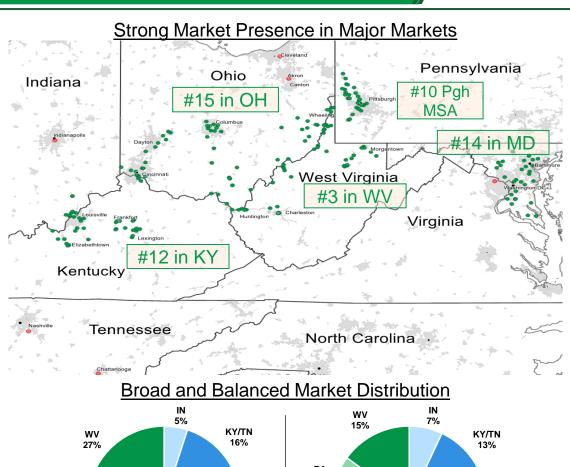


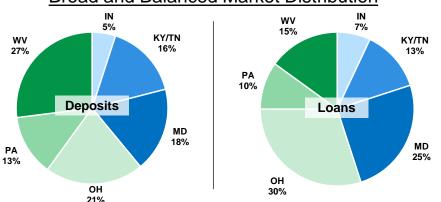
Kimberly L. Griffith
Senior EVP, Group Head Human
Resources & Facilities
20+ years in banking

# Diversified business model with strong market presence



- Strong and balanced market presence across diverse geographies that supports disciplined organic growth
- Granular core deposit funding base supports robust commercial and consumer business model
- Diversified revenue streams built upon unique long-term advantages
- Distinct long-term growth strategies built upon prudent credit, capital, and risk management





# Unique advantages, sustainable growth, shareholder focus



Balanced and
Diversified with
Unique Long-Term
Advantages

- Balanced loan and deposit distribution across contiguous eight state footprint, with complementary loan production office strategy
- Full suite of commercial and consumer banking capabilities, complemented by a
  wealth management business with a 100+ year track-record of success
  managing assets of \$5.6B under trust and \$1.8B under securities brokerage
- Robust legacy deposit base provides core funding and pricing advantages
- Streamlining through digitization and technology investments

Disciplined Growth from Distinct
Long-Term Growth
Strategies

- Organic growth-oriented business model supported by strategic acquisition and loan and production office strategies that support positive operating leverage
- Relationship-focused model that meets customer needs efficiently and effectively
- Leveraging digital capabilities to drive customer relationship value
- Focus on positive operating leverage built upon a culture of expense management

Legacy of Credit

Quality, Risk

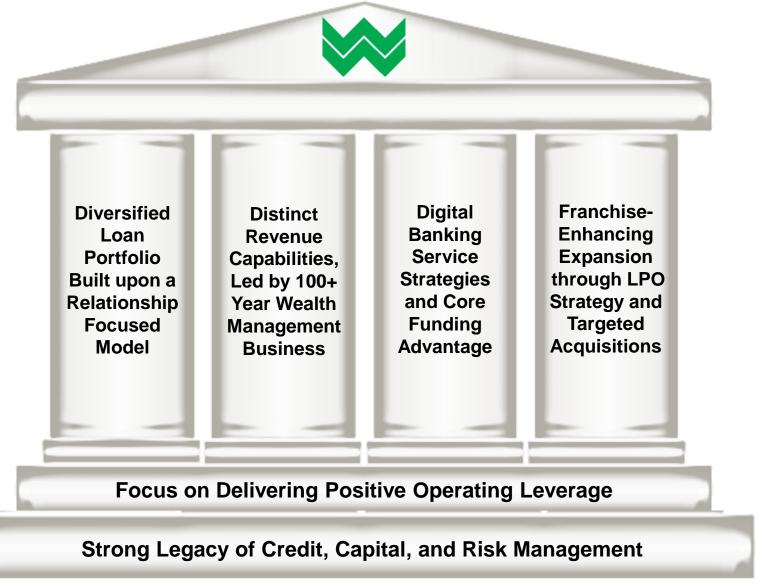
Management, and

Shareholder Focus

- Uncompromising approach to risk management, regulatory compliance, credit underwriting, and capital management
- Eight consecutive "outstanding" CRA ratings from the FDIC since 2003
- Senior unsecured debt ratings of BBB+ to WesBanco, Inc. and A- to WesBanco Bank, Inc., from Kroll Bond Rating Agency
- Critical, long-term focus on shareholder return through earnings growth and effective capital management

# **Organic growth-oriented business model**



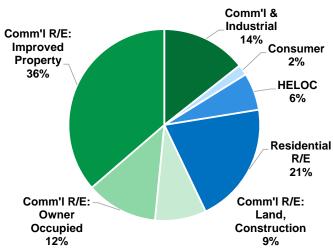


# Focus on stable loan growth with strong underwriting standards



- Focus on strategic diversification, growth, and credit quality
  - Balance disciplined loan origination with prudent underwriting standards
  - Focus on relationship lending, especially for C&I
  - Key offerings include loan swaps, treasury management, foreign exchange, cyber security, and lockbox services
  - Strong residential mortgage program, including home equity lending
  - Loan production office strategy

# \$12.3 Billion Loan Portfolio



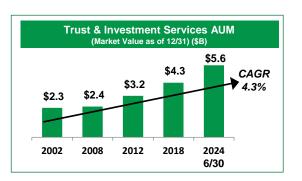
- Average loans to average deposits ratio of 89.4% provides opportunity for continued loan growth
  - Peer-leading non-interest bearing deposit levels drives competitive funding advantage
- Manageable lending exposures
  - De-emphasized consumer and several CRE categories in recent years
  - Office investment loan portfolio ~\$475 million, representing 4% of the total loan portfolio
    - Geographically diverse (no Tier 1 cities); >99% "pass" risk grade classifications
    - Average loan-to-value ~61%; average debt service coverage ratio ~1.7x

# Strong capabilities built upon a century of success



#### Trust & Investment Services

- \$5.6B of trust and mutual fund assets under management
- 6,800+ relationships
- Legacy market private wealth management growth opportunities
- Expansion opportunities in the Mid-Atlantic market
- WesMark Funds six proprietary funds across equities, bonds, and tactical assets

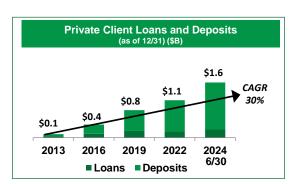


annuities and managed accounts)



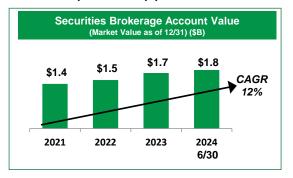
# **Private Client**

- \$1.6B in private client loans and deposits
- 5,300+ relationships
- Private wealth management growth opportunities across all markets



# Securities Brokerage

- \$1.8B in account value
- 11,600+ accounts
- Securities investment sales
- Investment advisory services
- Licensed banker and regional player/coach programs
- Expansion opportunities in KY, IN, and Mid-Atlantic markets, as well as external business development opportunities



<u>Insurance</u>: personal, commercial, title, health, and life; expand title business in all markets; digital insurance agency for both personal and commercial property & casualty; and third-party administrator (TPA) services for small business healthcare plans

# New capabilities with long-term growth opportunities



- Focus on building comprehensive business customer relationships by providing individualized services to improve cash flow management, increase earning power, and strengthen fraud protection for clients
- Key Treasury Management services
  - Online and mobile access
  - Deposit services
  - Payables
  - Sweep products
  - Fraud and risk mitigation
- New Treasury Management products
  - Multi-card (purchasing, T&E, fleet, virtual cards)
  - Deposit escrow sub-accounting capabilities
  - Integrated payables
  - Integrated receivables
- During 2023, transformed the Treasury Management business line into a sales-oriented organization that strategically partners with commercial and business bankers to strengthen customer relationships
- Represents an untapped market for our business clients, as current focus is on building a strong pipeline to drive future fee-based revenues



Industry experts estimate that 40% of all B2B payments in the U.S. are still made with a check ... costing companies \$25 billion of processing costs annually

# Utilizing digital to drive customer value and enterprise efficiency













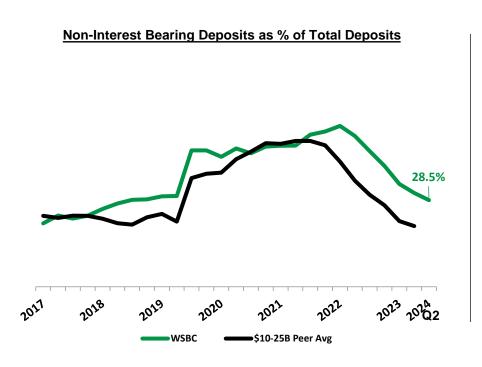


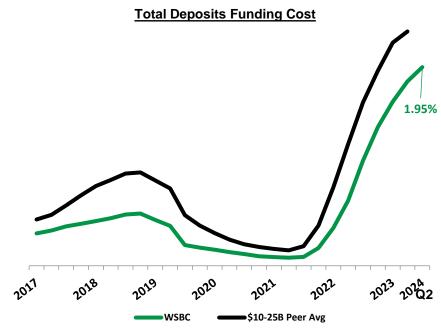
- Digital banking utilization
  - ~75% of retail customers utilize online digital banking services
  - ~5.0 million web and mobile logins per month
  - Mobile ~50% of total, with an average of 16 monthly logins per customer
  - >260,000 mobile wallet transactions, >40,000 Zelle® payments, and ~10,000 mobile deposits per month
- Digital acquisition
  - >45% of residential mortgage applications submitted via online portal
  - >280 deposit accounts opened online per month
  - WesBanco Insurance Services launched white-label insurance capabilities with a web-based term-life insurance platform, and a fully-integrated digital property and casualty insurance for consumers and small businesses
- State-of-the-art core banking software system
  - Omni-channel presence real-time account activity across all channels
  - Improved customer service through reduced manual activities
  - More efficient processing cost structure
- Cloud-based architecture utilization
  - Early adoption to leverage modernized data and application platforms, combined with significant expense and performance benefits
  - Actively harnessing advanced artificial intelligence (AI) and robotic process automation (RPA) technologies to automate business processes

# Differentiated and peer-leading deposit profile



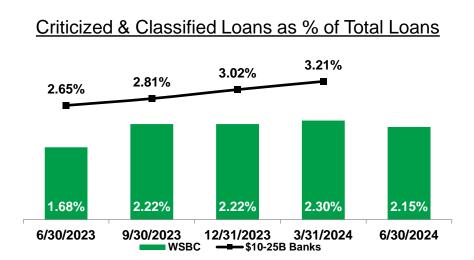
- Granular core deposit funding base supports diversified commercial and retail strategy
- Peer-leading non-interest bearing deposit levels drives competitive funding advantage
  - Total demand deposits (~55% of total deposits) and non-interest bearing demand deposits (~28% of total deposits) have grown organically 7% and 5%, respectively (5-year CAGR)
- Average loans to average deposits ratio of 89.4% provides opportunity for continued loan growth

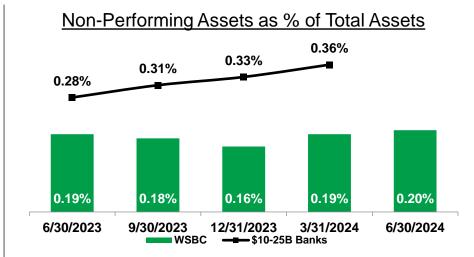




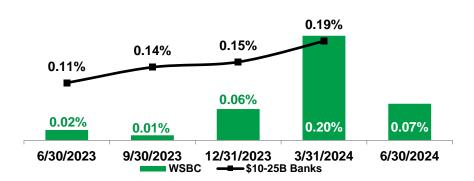
# Favorable asset quality measures compared to peer bank group



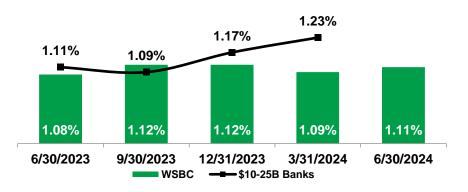




#### Net Charge-Offs as % of Average Loans (Annualized)



#### Allowance for Credit Losses as % of Total Loans



# Ensuring a strong financial institution for all of our stakeholders





#### \$2.3 billion

Community Development Lending (2019-2023)



#### 8 consecutive

"Outstanding" composite ratings from the FDIC for CRA performance, a period spanning more than 20 years



#### ~70% female

Employees identifying as female, including ~55% of Bank Officers



### >6,800 jobs

Created by New Markets Loan Program (Tax Credit Allocations 2004, 2007, 2017, 2018)



# 36% supplies

Green office supplies (compared to <1% in 2019)



#### >36% female

Key senior executive leadership positions identifying as female



#### \$124 million

Community Reinvestment Act Investments (2023)



#### ~30% facilities

Converted to LED lighting; will continue conversions, over time, as remodel facilities



#### 31% diverse

**Board of Directors** identifying as diverse (gender, ethnicity)



#### \$4.9 million

Community Development Philanthropic Donations (2019-2023)



#### 50% workforce

Including 90% of support areas, in either a 100% remote or hybrid schedule



#### ~10% diverse

Employees identifying as ethnically diverse, including ~7% of Bank Officers



# ~59,500 hours

Community Development Service Hours (2019-2023)



#### >20% reduction

In financial center footprint, while continuing to serve customers effectively



# 154 years

Strong culture of credit quality, risk management, and compliance

#### WesBanco Overview

# National accolades a testament to strong performance & foundation



 Newsweek named WesBanco one of America's Greatest Workplaces, based on an employee survey covering topics like compensation and benefits, training and career progression, work-life balance, and company culture



• For the 14<sup>th</sup> time since the rankings inception in 2010, WesBanco Bank was again named one of the Best Banks in America by Forbes based on soundness, capital, credit quality, and profitability



• Newsweek named WesBanco Bank one of America's Best Regional Banks, based on soundness, profitability, and customer reviews



• For the third consecutive year, WesBanco was named one of the best performing 100 largest banks by S&P Global Market Intelligence



 Bauer Financial again awarded WesBanco Bank their highest rating as a "five-star" bank – for the 40<sup>th</sup> consecutive quarter



• WesBanco Bank received the America Saves Designation of Savings Excellence for Banks, a designation from America Saves, for the 9<sup>th</sup> consecutive year



 Kroll Bond Rating Agency affirmed senior unsecured debt ratings of BBB+ to WesBanco, Inc. and A- to WesBanco Bank, Inc.



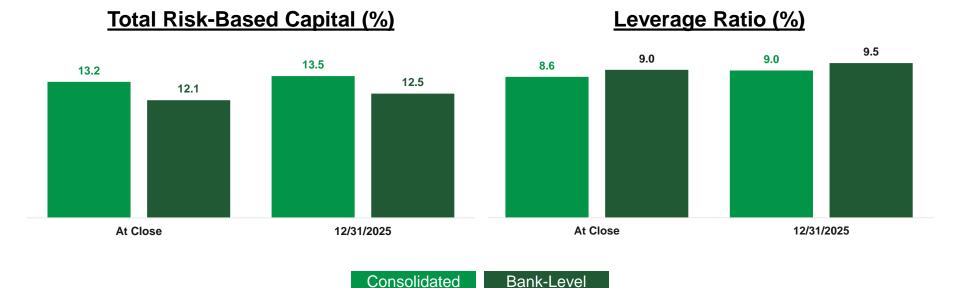
# **Appendix**

to the bank

# **Capital accretion post transaction**







# Illustrative pro forma earnings accretion reconciliation



# Illustrative Fully Phased-In EPS Accretion

	Adjusted		adjusted
Dollars in millions; excluding per share data	<b>2025E</b> (1	)	2025E
WSBC Earnings	\$ 150.7	\$	150.7
PFC Earnings	80.2		80.2
Combined Earnings	\$ 230.8	\$	230.8
Run-Rate Cost Savings	\$ 31.5	\$	23.6 (75% phas
MV Adjustments <sup>(2)</sup>	76.4		76.4
Balance Sheet Repositioning (3)	8.9		8.9
Ourbin Adjustment	(4.0)		(4.0)
Post-closing Transaction Expenses	-		(27.1)
Other Adjustments <sup>(4)</sup>	(0.6)		(0.6)
lerger Related Income (after-tax)	\$ 112.1	\$	77.1
ro Forma Earnings	\$ 343.0	\$	308.0
standalone Avg. Diluted Shares Outstanding (Millions)	59.6		59.6
Standalone EPS	\$ 2.53	\$	2.53
Pro Forma Avg. Diluted Shares Outstanding (Millions)	95.6		95.6
Pro Forma EPS	\$ 3.59	\$	3.22
EPS Accretion (\$)	\$ 1.06	\$	0.69
EPS Accretion (%)	42%		27%

<sup>(1)</sup> Excludes one time deal charges, Non-PCD CECL Day-2 double count, and assumes fully phased in cost saves. (2) FMV adjustments include accretion of PFC's AOCI at closing, net loan mark accretion, TruPS mark amortization, and amortization of CDI. (3) Balance sheet repositioning includes adjustments from the sale of securities, paydown of borrowings, and sale of MSRs. (4) Other adjustments include but not limited to: increase in service fee income, opportunity cost of cash, additional branch savings, and PPE & Capitalized Expense amortization.

# Tangible book value dilution reconciliation



#### Estimated Tangible Book Value Dilution Detail

	\$ Millions	Shares (Millions)	\$ per Share
WSBC TBV at Close (12/31/2024)	\$ 1,305	60	\$ 21.90
Net Proceeds from Equity Raise (1)	190	7	26.06
Stock Consideration to PFC	959	29	33.32
Total Goodwill Created	(450)	◆	
Core Deposit Intangibles	(148)		
After-tax DTL Created From CDI	31		
CECL Day-1 Non-PCD Double Count	(56)		
WSBC After-Tax Deal Charges	(8)		
Pro Forma TBV at close	\$ 1,822	96	\$ 19.05
\$ dilution to WSBC			\$ (2.85)
% dilution to WSBC			 13.0%)

#### Calculation of Estimated Intangibles Created

	\$ M	illions
Aggregate Transaction Value	\$	959
PFC Tangible Common Equity at Close (12/31/2024)		691
Other Intangibles Deferred Tax Liability		2
Restructuring Cost Attributable to PFC (2)		(20)
Adjusted PFC Tangible Common Equity	\$	673
Net Credit Mark		6
PCD Loan Mark		(50)
Rate Marks		(319)
FMV Adjustment to Fixed Assets		(2)
Gain on Sale of MSRs		9
Core Deposit Intangible		148
Deferred Tax Asset / (Liability) Created		44
Goodwill Created	\$	450

<sup>(1)</sup> Net proceeds based on a \$200mm capital raise (gross) in 2024Q3, utilizing an issuance price of \$27.50/share

<sup>(2)</sup> Restructuring cost includes the RSU acceleration and cash out of options tax benefits

# **Non-GAAP reconciliations**



#### WSBC Tangible Book Value

	\$ Millions
Total Shareholders' Equity	\$ 2,544.3
Less: Goodwill and Other Intangible Assets, net of DTL	 (1,121.5)
Tangible Equity	1,422.8
Less: Preferred Shareholder's Equity	 (144.5)
Tangible Common Equity	 1,278.3
Add back: Accumulated Other Comprehensive Loss	235.2
Tangible Common Equity excluding AOCI	\$ 1,513.5

# PFC Tangible Common Equity / Tangible Assets

	\$ Millions
Total Shareholders' Equity	\$ 979.1
Add back: DTL	2.2
Less: Goodwill and Other Intangible Assets	(305.9)
Tangible Equity	675.4
Less: Preferred Shareholder's Equity	-
Tangible Common Equity	675.4
Total Assets	8,778.7
Add back: DTL	2.2
Less: Goodwill and Other Intangible Assets	(305.9)
Tangible Assets	\$ 8,475.0
Tangible Common Equity / Tangible Assets	8.0%

# PFC Tangible Book Value

	\$ Millions
Total Shareholders' Equity	\$ 979.1
Add back: DTL	2.2
Less: Goodwill and Other Intangible Assets	 (305.9)
Tangible Equity	675.4
Less: Preferred Shareholder's Equity	-
Tangible Common Equity	 675.4
Add back: Accumulated Other Comprehensive Loss	163.0
Tangible Common Equity excluding AOCI	\$ 838.5

# PFC Tangible Book Value per Share

	\$ Millions except p	er Share Data
Total Shareholders' Equity	\$	979.1
Add back: DTL		2.2
Less: Goodwill and Other Intangible Assets		(305.9)
Less: Preferred Shareholder's Equity		-
Tangible Common Equity	\$	675.4
Common Shares Outstanding (actual)		35,839,000
Tangible Book Value per Share	\$	18.85