

People's United Financial, Inc.

FINANCIAL HIGHLIGHTS

| (dollars in millions, except per common share data) | As of and for the Three Months Ended | | | | |
|--|--------------------------------------|------------------|-------------------|------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
| Earnings Data: | | | | | |
| Net interest income (fully taxable equivalent) | \$ 398.7 | \$ 413.0 | \$ 403.7 | \$ 390.3 | \$ 356.0 |
| Net interest income | 391.4 | 405.6 | 396.0 | 382.7 | 348.7 |
| Provision for credit losses (1) | 26.8 | 80.8 | 33.5 | 7.3 | 7.8 |
| Non-interest income (2) | 101.1 | 89.6 | 123.8 | 124.2 | 106.0 |
| Non-interest expense (2) | 293.6 | 304.0 | 320.1 | 325.7 | 281.4 |
| Income before income tax expense | 172.1 | 110.4 | 166.2 | 173.9 | 165.5 |
| Net income | 144.6 | 89.9 | 130.4 | 137.5 | 135.1 |
| Net income available to common shareholders (2) | 141.1 | 86.4 | 126.9 | 134.0 | 131.6 |
| Selected Statistical Data: | | | | | |
| Net interest margin (3) | 2.97 % | 3.05 % | 3.12 % | 3.14 % | 3.12 % |
| Return on average assets (2), (3) | 0.94 | 0.58 | 0.89 | 0.98 | 1.05 |
| Return on average common equity (3) | 7.5 | 4.6 | 6.7 | 7.2 | 7.7 |
| Return on average tangible common equity (2), (3) | 13.1 | 8.1 | 11.8 | 12.8 | 14.0 |
| Efficiency ratio (2) | 53.8 | 53.5 | 54.0 | 53.7 | 56.8 |
| Common Share Data: | | | | | |
| Earnings per common share: | | | | | |
| Basic | \$ 0.34 | \$ 0.21 | \$ 0.30 | \$ 0.31 | \$ 0.34 |
| Diluted (2) | 0.34 | 0.21 | 0.30 | 0.31 | 0.33 |
| Dividends paid per common share | 0.1800 | 0.1800 | 0.1775 | 0.1775 | 0.1775 |
| Common dividend payout ratio (2) | 53.6 % | 87.4 % | 60.9 % | 52.2 % | 53.1 % |
| Book value per common share | \$ 18.11 | \$ 17.95 | \$ 17.87 | \$ 17.60 | \$ 17.54 |
| Tangible book value per common share (2) | 10.37 | 10.18 | 10.07 | 10.12 | 9.74 |
| Stock price: | | | | | |
| High | 12.36 | 13.99 | 17.00 | 17.22 | 17.10 |
| Low | 9.74 | 9.37 | 10.40 | 14.73 | 13.81 |
| Close | 10.31 | 11.57 | 11.05 | 16.90 | 15.64 |
| Common shares outstanding (in millions) (2) | 424.67 | 424.59 | 424.47 | 443.66 | 398.58 |
| Weighted average diluted common shares (in millions) | 420.29 | 420.15 | 429.77 | 424.98 | 394.45 |

(1) Provision for credit losses in 2020 reflects the application of the CECL standard and the impact of COVID-19.

(2) See Non-GAAP Financial Measures and Reconciliation to GAAP beginning on page 16.

(3) Annualized.

People's United Financial, Inc.

FINANCIAL HIGHLIGHTS

| | As of and for the Nine Months Ended September 30, | |
|--|---|------------|
| (dollars in millions, except per common share data) | 2020 | 2019 |
| Earnings Data: | | |
| Net interest income (fully taxable equivalent) | \$ 1,215.4 | \$ 1,051.4 |
| Net interest income | 1,193.0 | 1,029.6 |
| Provision for credit losses (1) | 141.1 | 21.0 |
| Non-interest income | 314.5 | 306.9 |
| Non-interest expense (2) | 917.7 | 837.0 |
| Income before income tax expense | 448.7 | 478.5 |
| Net income | 364.9 | 383.0 |
| Net income available to common shareholders (2) | 354.4 | 372.5 |
| Selected Statistical Data: | | |
| Net interest margin (3) | 3.05 % | 3.14 % |
| Return on average assets (2), (3) | 0.80 | 1.02 |
| Return on average common equity (3) | 6.3 | 7.5 |
| Return on average tangible common equity (2), (3) | 11.0 | 13.7 |
| Efficiency ratio (2) | 53.8 | 56.6 |
| Common Share Data: | | |
| Earnings per common share: | | |
| Basic | \$ 0.84 | \$ 0.97 |
| Diluted (2) | 0.84 | 0.96 |
| Dividends paid per common share | 0.5375 | 0.5300 |
| Common dividend payout ratio (2) | 64.5 % | 55.0 % |
| Book value per common share | \$ 18.11 | \$ 17.54 |
| Tangible book value per common share (2) | 10.37 | 9.74 |
| Stock price: | | |
| High | 17.00 | 18.03 |
| Low | 9.37 | 13.81 |
| Close | 10.31 | 15.64 |
| Common shares outstanding (in millions) (2) | 424.67 | 398.58 |
| Weighted average diluted common shares (in millions) | 423.28 | 387.78 |

(1) Provision for credit losses in 2020 reflects the application of the CECL standard and the impact of COVID-19.

(2) See Non-GAAP Financial Measures and Reconciliation to GAAP beginning on page 16.

(3) Annualized.

People's United Financial, Inc.
FINANCIAL HIGHLIGHTS - Continued

| (dollars in millions) | As of and for the Three Months Ended | | | | |
|---|--------------------------------------|------------------|-------------------|------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
| Financial Condition Data: | | | | | |
| Total assets | \$ 60,871 | \$ 61,510 | \$ 60,433 | \$ 58,590 | \$ 52,072 |
| Loans | 45,231 | 45,452 | 44,284 | 43,596 | 38,781 |
| Securities | 8,270 | 8,233 | 8,552 | 7,790 | 7,135 |
| Short-term investments | 439 | 987 | 744 | 317 | 158 |
| Allowance for credit losses (1) | 424 | 414 | 342 | 247 | 246 |
| Goodwill and other acquisition-related intangible assets | 3,244 | 3,254 | 3,264 | 3,275 | 3,065 |
| Deposits | 49,637 | 49,934 | 44,741 | 43,590 | 38,574 |
| Borrowings | 1,237 | 1,782 | 5,911 | 5,155 | 4,629 |
| Notes and debentures | 1,012 | 1,015 | 1,013 | 993 | 916 |
| Stockholders' equity | 7,831 | 7,763 | 7,726 | 7,947 | 7,131 |
| Total risk-weighted assets (2): | | | | | |
| People's United Financial, Inc. | 45,647 | 45,657 | 46,408 | 45,208 | 39,794 |
| People's United Bank, N.A. | 45,577 | 45,615 | 46,397 | 45,174 | 39,742 |
| Non-accrual loans | 306 | 296 | 240 | 224 | 176 |
| Net loan charge-offs | 17.3 | 8.5 | 10.6 | 6.7 | 5.8 |
| Average Balances: | | | | | |
| Loans | \$ 44,853 | \$ 45,153 | \$ 43,460 | \$ 42,006 | \$ 38,317 |
| Securities (3) | 7,922 | 8,240 | 8,022 | 7,372 | 7,041 |
| Short-term investments | 842 | 774 | 289 | 294 | 219 |
| Total earning assets | 53,617 | 54,168 | 51,772 | 49,673 | 45,577 |
| Total assets | 61,293 | 61,841 | 58,604 | 56,130 | 51,524 |
| Deposits | 49,542 | 48,447 | 44,163 | 42,195 | 38,657 |
| Borrowings | 1,283 | 2,911 | 4,353 | 4,146 | 3,855 |
| Notes and debentures | 1,014 | 1,014 | 1,000 | 974 | 914 |
| Total funding liabilities | 51,839 | 52,372 | 49,515 | 47,314 | 43,427 |
| Stockholders' equity | 7,801 | 7,757 | 7,804 | 7,654 | 7,079 |
| Ratios: | | | | | |
| Net loan charge-offs to average total loans (annualized) | 0.15 % | 0.08 % | 0.10 % | 0.06 % | 0.06 % |
| Non-performing assets to total loans, real estate owned and repossessed assets | 0.71 | 0.69 | 0.59 | 0.57 | 0.52 |
| Allowance for credit losses to (1): | | | | | |
| Total loans | 0.94 | 0.91 | 0.77 | 0.57 | 0.63 |
| Non-accrual loans | 138.4 | 139.8 | 142.2 | 110.0 | 139.5 |
| Average stockholders' equity to average total assets | 12.7 | 12.5 | 13.3 | 13.6 | 13.7 |
| Stockholders' equity to total assets | 12.9 | 12.6 | 12.8 | 13.6 | 13.7 |
| Tangible common equity to tangible assets (4) | 7.5 | 7.3 | 7.4 | 8.0 | 7.8 |
| Total risk-based capital (2): | | | | | |
| People's United Financial, Inc. | 11.9 | 11.8 | 11.3 | 12.0 | 12.0 |
| People's United Bank, N.A. | 12.3 | 12.3 | 12.0 | 12.1 | 12.2 |

(1) Allowance for credit losses and asset quality ratios for 2020 reflect the initial adoption and application of the CECL standard.

(2) September 30, 2020 amounts and ratios are preliminary.

(3) Average balances for securities are based on amortized cost.

(4) See Non-GAAP Financial Measures and Reconciliation to GAAP beginning on page 16.

People's United Financial, Inc.
CONSOLIDATED STATEMENTS OF CONDITION

| (in millions) | Sept. 30, 2020 | June 30, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
|--|-------------------|------------------|------------------|-------------------|
| Assets | | | | |
| Cash and due from banks | \$ 616.8 | \$ 491.9 | \$ 484.2 | \$ 635.2 |
| Short-term investments | 438.6 | 987.4 | 316.8 | 157.8 |
| Securities: | | | | |
| Trading debt securities, at fair value | - | - | 7.1 | 9.3 |
| Equity securities, at fair value | 5.6 | 5.8 | 8.2 | 7.8 |
| Debt securities available-for-sale, at fair value | 4,080.7 | 4,080.3 | 3,564.3 | 2,978.7 |
| Debt securities held-to-maturity, at amortized cost | 3,916.5 | 3,848.6 | 3,869.2 | 3,805.4 |
| Federal Home Loan Bank and Federal Reserve Bank stock, at cost | 267.1 | 298.3 | 341.1 | 334.0 |
| Total securities | 8,269.9 | 8,233.0 | 7,789.9 | 7,135.2 |
| Loans held-for-sale | 21.4 | 12.2 | 511.3 | 24.8 |
| Loans: | | | | |
| Commercial and industrial (1) | 15,295.0 | 14,593.9 | 11,041.6 | 10,545.9 |
| Commercial real estate (1) | 13,713.3 | 13,999.5 | 14,762.3 | 12,186.9 |
| Equipment financing | 4,887.6 | 4,880.1 | 4,910.4 | 4,735.6 |
| Total Commercial Portfolio | 33,895.9 | 33,473.5 | 30,714.3 | 27,468.4 |
| Residential mortgage | 9,095.6 | 9,623.7 | 10,318.1 | 9,308.7 |
| Home equity and other consumer | 2,239.1 | 2,354.3 | 2,563.7 | 2,004.3 |
| Total Retail Portfolio | 11,334.7 | 11,978.0 | 12,881.8 | 11,313.0 |
| Total loans | 45,230.6 | 45,451.5 | 43,596.1 | 38,781.4 |
| Less allowance for credit losses | (423.8) | (414.0) | (246.6) | (246.0) |
| Total loans, net | 44,806.8 | 45,037.5 | 43,349.5 | 38,535.4 |
| Goodwill and other acquisition-related intangible assets | 3,243.5 | 3,253.7 | 3,274.6 | 3,064.9 |
| Bank-owned life insurance | 710.5 | 708.1 | 705.0 | 505.6 |
| Premises and equipment, net | 281.3 | 285.7 | 305.5 | 258.5 |
| Other assets | 2,482.4 | 2,500.2 | 1,853.0 | 1,754.4 |
| Total assets | \$ 60,871.2 | \$ 61,509.7 | \$ 58,589.8 | \$ 52,071.8 |
| Liabilities | | | | |
| Deposits: | | | | |
| Non-interest-bearing | \$ 14,101.9 | \$ 13,656.9 | \$ 9,803.7 | \$ 9,129.3 |
| Savings | 5,846.3 | 5,759.4 | 4,987.7 | 4,616.6 |
| Interest-bearing checking and money market | 23,361.8 | 22,943.6 | 19,592.6 | 16,727.2 |
| Time | 6,326.5 | 7,574.4 | 9,205.5 | 8,100.4 |
| Total deposits | 49,636.5 | 49,934.3 | 43,589.5 | 38,573.5 |
| Borrowings: | | | | |
| Federal Home Loan Bank advances | 579.8 | 1,289.7 | 3,125.4 | 2,948.5 |
| Customer repurchase agreements | 432.5 | 342.1 | 409.1 | 315.6 |
| Federal funds purchased | 225.0 | 150.0 | 1,620.0 | 1,365.0 |
| Total borrowings | 1,237.3 | 1,781.8 | 5,154.5 | 4,629.1 |
| Notes and debentures | 1,012.0 | 1,014.5 | 993.1 | 915.7 |
| Other liabilities | 1,153.9 | 1,016.1 | 905.5 | 822.8 |
| Total liabilities | 53,039.7 | 53,746.7 | 50,642.6 | 44,941.1 |
| Stockholders' Equity | | | | |
| Preferred stock | 244.1 | 244.1 | 244.1 | 244.1 |
| Common stock | 5.3 | 5.3 | 5.3 | 4.9 |
| Additional paid-in capital | 7,657.3 | 7,651.2 | 7,639.4 | 6,901.5 |
| Retained earnings | 1,589.1 | 1,524.6 | 1,512.8 | 1,449.3 |
| Accumulated other comprehensive loss | (77.9) | (73.9) | (166.9) | (182.3) |
| Unallocated common stock of Employee Stock Ownership Plan, at cost | (117.4) | (119.3) | (122.9) | (124.7) |
| Treasury stock, at cost | (1,469.0) | (1,469.0) | (1,164.6) | (1,162.1) |
| Total stockholders' equity | 7,831.5 | 7,763.0 | 7,947.2 | 7,130.7 |
| Total liabilities and stockholders' equity | \$ 60,871.2 | \$ 61,509.7 | \$ 58,589.8 | \$ 52,071.8 |

(1) In connection with the United Bank core system conversion in April 2020, approximately \$400 million of loans secured by owner-occupied commercial properties were prospectively reclassified, at that time, from commercial real estate loans to commercial and industrial loans. Prior period loan balances were not restated to conform to the current presentation.

People's United Financial, Inc.
CONSOLIDATED STATEMENTS OF INCOME

| (in millions, except per common share data) | Three Months Ended | | | | |
|---|--------------------|------------------|-------------------|------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
| Interest and dividend income: | | | | | |
| Commercial real estate (1) | \$ 110.5 | \$ 122.4 | \$ 149.6 | \$ 147.2 | \$ 136.6 |
| Commercial and industrial (1) | 110.7 | 112.4 | 106.4 | 114.9 | 113.4 |
| Equipment financing | 65.4 | 67.6 | 68.2 | 66.7 | 65.3 |
| Residential mortgage | 82.1 | 84.8 | 90.4 | 88.2 | 84.7 |
| Home equity and other consumer | 19.9 | 20.1 | 28.0 | 30.8 | 24.7 |
| Total interest on loans | 388.6 | 407.3 | 442.6 | 447.8 | 424.7 |
| Securities | 47.5 | 49.8 | 51.2 | 47.8 | 44.7 |
| Short-term investments | 0.4 | 0.2 | 2.0 | 1.0 | 1.3 |
| Loans held-for-sale | 0.3 | 0.3 | 3.3 | 0.3 | 0.2 |
| Total interest and dividend income | 436.8 | 457.6 | 499.1 | 496.9 | 470.9 |
| Interest expense: | | | | | |
| Deposits | 36.5 | 41.7 | 78.9 | 86.9 | 92.2 |
| Borrowings | 1.5 | 2.0 | 15.4 | 18.5 | 21.5 |
| Notes and debentures | 7.4 | 8.3 | 8.8 | 8.8 | 8.5 |
| Total interest expense | 45.4 | 52.0 | 103.1 | 114.2 | 122.2 |
| Net interest income | 391.4 | 405.6 | 396.0 | 382.7 | 348.7 |
| Provision for credit losses on loans (2) | 27.1 | 80.8 | 33.5 | 7.3 | 7.8 |
| Provision for credit losses on securities (2) | (0.3) | - | - | - | - |
| Net interest income after provision for credit losses | 364.6 | 324.8 | 362.5 | 375.4 | 340.9 |
| Non-interest income: | | | | | |
| Bank service charges | 24.5 | 20.3 | 28.0 | 28.9 | 27.0 |
| Investment management fees | 18.8 | 17.4 | 18.1 | 19.3 | 19.9 |
| Commercial banking lending fees | 12.7 | 10.6 | 12.1 | 12.9 | 11.8 |
| Operating lease income | 12.4 | 11.8 | 12.6 | 12.7 | 12.9 |
| Insurance revenue | 9.7 | 9.0 | 10.9 | 7.5 | 10.3 |
| Cash management fees | 8.8 | 8.1 | 7.4 | 7.1 | 7.3 |
| Customer interest rate swap income, net | 1.2 | 2.7 | 8.8 | 8.5 | 5.5 |
| Other non-interest income (3) | 13.0 | 9.7 | 25.9 | 27.3 | 11.3 |
| Total non-interest income | 101.1 | 89.6 | 123.8 | 124.2 | 106.0 |
| Non-interest expense: | | | | | |
| Compensation and benefits | 166.5 | 167.8 | 173.9 | 171.4 | 158.1 |
| Occupancy and equipment | 49.1 | 48.0 | 51.0 | 52.2 | 45.0 |
| Professional and outside services | 24.1 | 25.7 | 38.5 | 29.6 | 23.7 |
| Amortization of other acquisition-related intangible assets | 10.2 | 10.2 | 10.7 | 9.8 | 8.0 |
| Operating lease expense | 9.3 | 8.8 | 9.8 | 9.6 | 9.9 |
| Regulatory assessments | 8.4 | 8.7 | 8.7 | 7.3 | 5.3 |
| Other non-interest expense | 26.0 | 34.8 | 27.5 | 45.8 | 31.4 |
| Total non-interest expense (3) | 293.6 | 304.0 | 320.1 | 325.7 | 281.4 |
| Income before income tax expense | 172.1 | 110.4 | 166.2 | 173.9 | 165.5 |
| Income tax expense | 27.5 | 20.5 | 35.8 | 36.4 | 30.4 |
| Net income | 144.6 | 89.9 | 130.4 | 137.5 | 135.1 |
| Preferred stock dividend | 3.5 | 3.5 | 3.5 | 3.5 | 3.5 |
| Net income available to common shareholders | \$ 141.1 | \$ 86.4 | \$ 126.9 | \$ 134.0 | \$ 131.6 |
| Earnings per common share: | | | | | |
| Basic | \$ 0.34 | \$ 0.21 | \$ 0.30 | \$ 0.31 | \$ 0.34 |
| Diluted | 0.34 | 0.21 | 0.30 | 0.31 | 0.33 |

(1) In connection with the United Bank core system conversion in April 2020, approximately \$400 million of loans secured by owner-occupied commercial properties were prospectively reclassified, at that time, from commercial real estate loans to commercial and industrial loans. Prior period interest income amounts were not restated to conform to the current presentation.

(2) Provision for credit losses in 2020 reflects the application of the CECL standard and the impact of COVID-19.

(3) Other non-interest income includes \$7.6 million of non-operating income for the three months ended December 31, 2019. Total non-interest expense includes \$4.6 million, \$18.5 million, \$17.9 million, \$39.1 million and \$5.0 million of non-operating expenses for the three months ended September 30, 2020, June 30, 2020, March 31, 2020, December 31, 2019 and September 30, 2019, respectively. See Non-GAAP Financial Measures and Reconciliation to GAAP beginning on page 16.

People's United Financial, Inc.
CONSOLIDATED STATEMENTS OF INCOME

| (in millions, except per common share data) | Nine Months Ended | |
|---|-------------------|----------|
| | September 30, | |
| | 2020 | 2019 |
| Interest and dividend income: | | |
| Commercial real estate | \$ 382.5 | \$ 409.2 |
| Commercial and industrial | 329.5 | 328.7 |
| Equipment financing | 201.2 | 187.0 |
| Residential mortgage | 257.3 | 240.9 |
| Home equity and other consumer | 68.0 | 75.4 |
| Total interest on loans | 1,238.5 | 1,241.2 |
| Securities | 148.5 | 138.7 |
| Loans held-for-sale | 3.9 | 0.6 |
| Short-term investments | 2.6 | 3.8 |
| Total interest and dividend income | 1,393.5 | 1,384.3 |
| Interest expense: | | |
| Deposits | 157.1 | 270.0 |
| Borrowings | 18.9 | 58.6 |
| Notes and debentures | 24.5 | 26.1 |
| Total interest expense | 200.5 | 354.7 |
| Net interest income | 1,193.0 | 1,029.6 |
| Provision for credit losses on loans (1) | 141.4 | 21.0 |
| Provision for credit losses on securities (1) | (0.3) | - |
| Net interest income after provision for credit losses | 1,051.9 | 1,008.6 |
| Non-interest income: | | |
| Bank service charges | 72.8 | 78.6 |
| Investment management fees | 54.3 | 58.9 |
| Operating lease income | 36.8 | 38.1 |
| Commercial banking lending fees | 35.4 | 29.8 |
| Insurance revenue | 29.6 | 29.5 |
| Cash management fees | 24.3 | 21.2 |
| Customer interest rate swap income, net | 12.7 | 16.2 |
| Other non-interest income | 48.6 | 34.6 |
| Total non-interest income | 314.5 | 306.9 |
| Non-interest expense: | | |
| Compensation and benefits | 508.2 | 474.8 |
| Occupancy and equipment | 148.1 | 133.7 |
| Professional and outside services | 88.3 | 68.6 |
| Amortization of other acquisition-related intangible assets | 31.1 | 22.7 |
| Operating lease expense | 27.9 | 29.2 |
| Regulatory assessments | 25.8 | 18.8 |
| Other non-interest expense | 88.3 | 89.2 |
| Total non-interest expense (2) | 917.7 | 837.0 |
| Income before income tax expense | 448.7 | 478.5 |
| Income tax expense | 83.8 | 95.5 |
| Net income | 364.9 | 383.0 |
| Preferred stock dividend | 10.5 | 10.5 |
| Net income available to common shareholders | \$ 354.4 | \$ 372.5 |
| Earnings per common share: | | |
| Basic | \$ 0.84 | \$ 0.97 |
| Diluted | 0.84 | 0.96 |

(1) Provision for credit losses in 2020 reflects the application of the CECL standard and the impact of COVID-19.

(2) Total non-interest expense includes \$41.0 million and \$26.5 million of non-operating expenses for the nine months ended September 30, 2020 and 2019, respectively. See Non-GAAP Financial Measures and Reconciliation to GAAP beginning on page 16.

People's United Financial, Inc.
AVERAGE BALANCE SHEET, INTEREST AND YIELD/RATE ANALYSIS (1)

| Three months ended (dollars in millions) | September 30, 2020 | | | June 30, 2020 | | | September 30, 2019 | | |
|--|--------------------|----------------|----------------|--------------------|----------------|----------------|--------------------|-----------------|----------------|
| | Average Balance | Interest | Yield/ Rate | Average Balance | Interest | Yield/ Rate | Average Balance | Interest | Yield/ Rate |
| Assets: | | | | | | | | | |
| Short-term investments | \$ 841.5 | \$ 0.4 | 0.19% | \$ 774.0 | \$ 0.2 | 0.14% | \$ 218.7 | \$ 1.3 | 2.33% |
| Securities (2) | 7,922.4 | 52.5 | 2.65 | 8,240.4 | 54.8 | 2.66 | 7,041.3 | 49.4 | 2.80 |
| Loans: | | | | | | | | | |
| Commercial real estate | 13,853.1 | 110.5 | 3.19 | 14,095.2 | 122.4 | 3.48 | 12,194.8 | 136.6 | 4.48 |
| Commercial and industrial | 14,419.8 | 113.0 | 3.13 | 13,895.6 | 114.8 | 3.30 | 10,059.2 | 116.0 | 4.61 |
| Equipment financing | 4,876.4 | 65.4 | 5.37 | 4,933.8 | 67.6 | 5.48 | 4,640.6 | 65.3 | 5.63 |
| Residential mortgage | 9,408.0 | 82.4 | 3.51 | 9,821.4 | 85.1 | 3.46 | 9,392.7 | 84.9 | 3.62 |
| Home equity and other consumer | 2,296.0 | 19.9 | 3.47 | 2,407.1 | 20.1 | 3.34 | 2,029.2 | 24.7 | 4.88 |
| Total loans | 44,853.3 | 391.2 | 3.49 | 45,153.1 | 410.0 | 3.63 | 38,316.5 | 427.5 | 4.46 |
| Total earning assets | 53,617.2 | \$ 444.1 | 3.31% | 54,167.5 | \$ 465.0 | 3.43% | 45,576.5 | \$ 478.2 | 4.20% |
| Other assets | 7,676.2 | | | 7,673.9 | | | 5,947.8 | | |
| Total assets | \$ 61,293.4 | | | \$ 61,841.4 | | | \$ 51,524.3 | | |
| Liabilities and stockholders' equity: | | | | | | | | | |
| Deposits: | | | | | | | | | |
| Non-interest-bearing | \$ 13,753.8 | \$ - | - % | \$ 12,852.8 | \$ - | - % | \$ 8,777.3 | \$ - | - % |
| Savings, interest-bearing checking and money market | 28,970.0 | 16.4 | 0.23 | 27,402.5 | 17.0 | 0.25 | 21,758.5 | 53.4 | 0.98 |
| Time | 6,817.8 | 20.1 | 1.18 | 8,191.4 | 24.7 | 1.21 | 8,121.6 | 38.8 | 1.91 |
| Total deposits | 49,541.6 | 36.5 | 0.29 | 48,446.7 | 41.7 | 0.34 | 38,657.4 | 92.2 | 0.95 |
| Borrowings: | | | | | | | | | |
| Federal Home Loan Bank advances | 640.5 | 1.3 | 0.79 | 1,858.8 | 1.5 | 0.32 | 2,363.0 | 14.1 | 2.39 |
| Customer repurchase agreements | 382.6 | 0.2 | 0.18 | 357.2 | 0.2 | 0.24 | 290.1 | 0.6 | 0.86 |
| Federal funds purchased | 260.1 | - | 0.08 | 695.5 | 0.3 | 0.15 | 1,202.3 | 6.8 | 2.26 |
| Total borrowings | 1,283.2 | 1.5 | 0.46 | 2,911.5 | 2.0 | 0.27 | 3,855.4 | 21.5 | 2.23 |
| Notes and debentures | 1,014.0 | 7.4 | 2.92 | 1,013.8 | 8.3 | 3.29 | 913.8 | 8.5 | 3.73 |
| Total funding liabilities | 51,838.8 | \$ 45.4 | 0.35% | 52,372.0 | \$ 52.0 | 0.40% | 43,426.6 | \$ 122.2 | 1.13% |
| Other liabilities | 1,653.3 | | | 1,712.6 | | | 1,019.1 | | |
| Total liabilities | 53,492.1 | | | 54,084.6 | | | 44,445.7 | | |
| Stockholders' equity | 7,801.3 | | | 7,756.8 | | | 7,078.6 | | |
| Total liabilities and stockholders' equity | \$ 61,293.4 | | | \$ 61,841.4 | | | \$ 51,524.3 | | |
| Net interest income/spread (3) | | \$ 398.7 | 2.96% | | \$ 413.0 | 3.03% | | \$ 356.0 | 3.07% |
| Net interest margin | | | 2.97% | | | 3.05% | | | 3.12% |

(1) Average yields earned and rates paid are annualized.

(2) Average balances and yields for securities are based on amortized cost.

(3) The fully taxable equivalent adjustment was \$7.3 million, \$7.4 million and \$7.3 million for the three months ended September 30, 2020, June 30, 2020 and September 30, 2019, respectively.

People's United Financial, Inc.

AVERAGE BALANCE SHEET, INTEREST AND YIELD/RATE ANALYSIS (1)

| Nine months ended (dollars in millions) | September 30, 2020 | | | September 30, 2019 | | |
|--|--------------------|-------------------|----------------|--------------------|-------------------|----------------|
| | Average Balance | Interest | Yield/ Rate | Average Balance | Interest | Yield/ Rate |
| Assets: | | | | | | |
| Short-term investments | \$ 635.9 | \$ 2.6 | 0.55% | \$ 211.9 | \$ 3.8 | 2.37% |
| Securities (2) | 8,061.0 | 163.3 | 2.70 | 7,165.4 | 152.6 | 2.84 |
| Loans: | | | | | | |
| Commercial real estate | 14,219.8 | 382.5 | 3.59 | 12,037.6 | 409.2 | 4.53 |
| Commercial and industrial | 13,065.7 | 337.6 | 3.44 | 9,561.1 | 336.6 | 4.69 |
| Equipment financing | 4,908.5 | 201.2 | 5.47 | 4,504.1 | 187.0 | 5.54 |
| Residential mortgage | 9,820.4 | 258.0 | 3.50 | 9,077.5 | 241.5 | 3.55 |
| Home equity and other consumer | 2,475.7 | 70.7 | 3.81 | 2,029.1 | 75.4 | 4.95 |
| Total loans | 44,490.1 | 1,250.0 | 3.75 | 37,209.4 | 1,249.7 | 4.48 |
| Total earning assets | 53,187.0 | \$ 1,415.9 | 3.55% | 44,586.7 | \$ 1,406.1 | 4.20% |
| Other assets | 7,395.1 | | | 5,564.3 | | |
| Total assets | \$ 60,582.1 | | | \$ 50,151.0 | | |
| Liabilities and stockholders' equity: | | | | | | |
| Deposits: | | | | | | |
| Non-interest-bearing | \$ 12,233.7 | \$ - | - % | \$ 8,563.2 | \$ - | - % |
| Savings, interest-bearing checking and money market | 27,111.2 | 77.5 | 0.38 | 21,708.6 | 159.6 | 0.98 |
| Time | 8,046.8 | 79.6 | 1.32 | 7,842.4 | 110.4 | 1.88 |
| Total deposits | 47,391.7 | 157.1 | 0.44 | 38,114.2 | 270.0 | 0.94 |
| Borrowings: | | | | | | |
| Federal Home Loan Bank advances | 1,639.6 | 12.6 | 1.02 | 2,034.1 | 38.7 | 2.54 |
| Federal funds purchased | 847.7 | 5.4 | 0.85 | 1,005.6 | 18.2 | 2.41 |
| Customer repurchase agreements | 356.0 | 0.9 | 0.35 | 272.1 | 1.6 | 0.76 |
| Other borrowings | - | - | - | 4.4 | 0.1 | 1.86 |
| Total borrowings | 2,843.3 | 18.9 | 0.89 | 3,316.2 | 58.6 | 2.35 |
| Notes and debentures | 1,009.1 | 24.5 | 3.24 | 904.7 | 26.1 | 3.85 |
| Total funding liabilities | 51,244.1 | \$ 200.5 | 0.52% | 42,335.1 | \$ 354.7 | 1.12% |
| Other liabilities | 1,550.5 | | | 941.0 | | |
| Total liabilities | 52,794.6 | | | 43,276.1 | | |
| Stockholders' equity | 7,787.5 | | | 6,874.9 | | |
| Total liabilities and stockholders' equity | \$ 60,582.1 | | | \$ 50,151.0 | | |
| Net interest income/spread (3) | | \$ 1,215.4 | 3.03% | | \$ 1,051.4 | 3.08% |
| Net interest margin | | | 3.05% | | | 3.14% |

(1) Average yields earned and rates paid are annualized.

(2) Average balances and yields for securities are based on amortized cost.

(3) The fully taxable equivalent adjustment was \$22.4 million and \$21.8 million for the nine months ended September 30, 2020 and 2019, respectively.

People's United Financial, Inc.

As a result of adopting the CECL standard on January 1, 2020, People's United's prior distinction between the originated loan portfolio and the acquired loan portfolio is no longer necessary. Accordingly, prior period disclosures have been revised to conform to the current period presentation.

NON-PERFORMING ASSETS

| (dollars in millions) | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
|--|-------------------|------------------|-------------------|------------------|-------------------|
| Non-accrual loans: | | | | | |
| Commercial: | | | | | |
| Commercial real estate | \$ 85.3 | \$ 73.6 | \$ 53.5 | \$ 53.8 | \$ 28.6 |
| Commercial and industrial | 86.7 | 88.8 | 55.6 | 38.5 | 39.0 |
| Equipment financing | 49.0 | 48.6 | 42.5 | 47.7 | 43.2 |
| Total Commercial | 221.0 | 211.0 | 151.6 | 140.0 | 110.8 |
| Retail: | | | | | |
| Residential mortgage | 62.9 | 62.6 | 66.6 | 63.3 | 48.8 |
| Home equity | 22.1 | 22.5 | 22.1 | 20.8 | 16.7 |
| Other consumer | 0.2 | 0.1 | 0.1 | - | 0.1 |
| Total Retail | 85.2 | 85.2 | 88.8 | 84.1 | 65.6 |
| Total non-accrual loans (1) | 306.2 | 296.2 | 240.4 | 224.1 | 176.4 |
| Real estate owned: | | | | | |
| Commercial | 3.6 | 7.3 | 7.3 | 7.3 | 7.7 |
| Residential | 1.9 | 4.9 | 9.5 | 11.9 | 12.3 |
| Total real estate owned | 5.5 | 12.2 | 9.5 | 11.9 | 12.3 |
| Reposessed assets | 9.7 | 6.2 | 4.6 | 4.2 | 6.3 |
| Total non-performing assets | \$ 321.4 | \$ 314.6 | \$ 254.5 | \$ 240.2 | \$ 195.0 |
| Non-accrual loans as a percentage of total loans | 0.68 % | 0.65 % | 0.54 % | 0.51 % | 0.45 % |
| Non-performing assets as a percentage of: | | | | | |
| Total loans, real estate owned and reposessed assets | 0.71 | 0.69 | 0.59 | 0.57 | 0.52 |
| Tangible stockholders' equity and allowance for credit losses | 6.41 | 6.39 | 5.45 | 5.03 | 4.70 |

(1) Reported net of government guarantees totaling \$2.4 million at September 30, 2020, \$2.9 million at June 30, 2020, \$1.2 million at March 31, 2020, \$1.3 million at December 31, 2019 and \$1.4 million at September 30, 2019.

People's United Financial, Inc.

PROVISION AND ALLOWANCE FOR CREDIT LOSSES ON LOANS

| (dollars in millions) | Three Months Ended | | | | |
|-------------------------------------|--------------------|------------------|-------------------|------------------|-------------------|
| | Sept 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
| Allowance for credit losses: | | | | | |
| Balance at beginning of period | \$ 414.0 | \$ 341.7 | \$ 246.6 | \$ 246.0 | \$ 244.0 |
| Charge-offs | (19.3) | (10.3) | (12.6) | (8.5) | (8.2) |
| Recoveries | 2.0 | 1.8 | 2.0 | 1.8 | 2.4 |
| Net loan charge-offs | (17.3) | (8.5) | (10.6) | (6.7) | (5.8) |
| Provision for credit losses | 27.1 | 80.8 | 33.5 | 7.3 | 7.8 |
| CECL transition adjustment | - | - | 72.2 | N/A | N/A |
| Balance at end of period | \$ 423.8 | \$ 414.0 | \$ 341.7 | \$ 246.6 | \$ 246.0 |

Allowance for credit losses as a percentage of:

| | | | | | |
|-------------------|--------|--------|--------|--------|--------|
| Total loans | 0.94 % | 0.91 % | 0.77 % | 0.57 % | 0.63 % |
| Non-accrual loans | 138.4 | 139.8 | 142.2 | 110.0 | 139.5 |

N/A - not applicable

NET LOAN CHARGE-OFFS (RECOVERIES)

| (dollars in millions) | Three Months Ended | | | | |
|----------------------------|--------------------|------------------|-------------------|------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
| Commercial: | | | | | |
| Commercial real estate | \$ 4.1 | \$ 1.8 | \$ 3.4 | \$ (0.1) | \$ (0.2) |
| Commercial and industrial | 6.9 | - | 1.0 | 2.3 | 1.6 |
| Equipment financing | 6.2 | 5.2 | 3.9 | 4.2 | 4.2 |
| Total | 17.2 | 7.0 | 8.3 | 6.4 | 5.6 |
| Retail: | | | | | |
| Residential mortgage | (0.2) | - | 0.8 | (0.2) | - |
| Home equity | - | 0.6 | 0.1 | 0.3 | - |
| Other consumer | 0.3 | 0.9 | 1.4 | 0.2 | 0.2 |
| Total | 0.1 | 1.5 | 2.3 | 0.3 | 0.2 |
| Total net loan charge-offs | \$ 17.3 | \$ 8.5 | \$ 10.6 | \$ 6.7 | \$ 5.8 |

Net loan charge-offs to

| | | | | | |
|----------------------------------|--------|--------|--------|--------|--------|
| average total loans (annualized) | 0.15 % | 0.08 % | 0.10 % | 0.06 % | 0.06 % |
|----------------------------------|--------|--------|--------|--------|--------|

NON-GAAP FINANCIAL MEASURES AND RECONCILIATION TO GAAP

In addition to evaluating People's United Financial Inc. ("People's United") results of operations in accordance with U.S. generally accepted accounting principles ("GAAP"), management routinely supplements its evaluation with an analysis of certain non-GAAP financial measures, such as the efficiency and tangible common equity ratios, tangible book value per common share and operating earnings metrics. Management believes these non-GAAP financial measures provide information useful to investors in understanding People's United's underlying operating performance and trends, and facilitates comparisons with the performance of other financial institutions. Further, the efficiency ratio and operating earnings metrics are used by management in its assessment of financial performance, including non-interest expense control, while the tangible common equity ratio and tangible book value per common share are used to analyze the relative strength of People's United's capital position.

The efficiency ratio, which represents an approximate measure of the cost required by People's United to generate a dollar of revenue, is the ratio of (i) total non-interest expense (excluding operating lease expense, goodwill impairment charges, amortization of other acquisition-related intangible assets, losses on real estate assets and non-recurring expenses) (the numerator) to (ii) net interest income on a fully taxable equivalent ("FTE") basis plus total non-interest income (including the FTE adjustment on bank-owned life insurance ("BOLI") income, the netting of operating lease expense and excluding gains and losses on sales of assets other than residential mortgage loans and acquired loans, and non-recurring income) (the denominator). People's United generally considers an item of income or expense to be non-recurring if it is not similar to an item of income or expense of a type incurred within the last two years and is not similar to an item of income or expense of a type reasonably expected to be incurred within the following two years.

Operating earnings exclude from net income available to common shareholders those items that management considers to be of such a non-recurring or infrequent nature that, by excluding such items (net of income taxes), People's United's results can be measured and assessed on a more consistent basis from period to period. Items excluded from operating earnings, which include, but are not limited to: (i) non-recurring gains/losses; (ii) merger-related expenses, including acquisition integration and other costs; (iii) writedowns of banking house assets and related lease termination costs; (iv) severance-related costs; and (v) charges related to executive-level management separation costs, are generally also excluded when calculating the efficiency ratio. Operating earnings per common share ("EPS") is derived by determining the per common share impact of the respective adjustments to arrive at operating earnings and adding (subtracting) such amounts to (from) diluted EPS, as reported. Operating return on average assets is calculated by dividing operating earnings (annualized) by average total assets. Operating return on average tangible common equity is calculated by dividing operating earnings (annualized) by average tangible common equity. The operating common dividend payout ratio is calculated by dividing common dividends paid by operating earnings for the respective period.

Pre-provision net revenue is a useful financial measure as it enables an assessment of the Company's ability to generate earnings to cover credit losses through a credit cycle as well as providing an additional basis for comparing the Company's results of operation between periods by isolating the impact of the provision for credit losses, which can vary significantly between periods.

The tangible common equity ratio is the ratio of (i) tangible common equity (total stockholders' equity less preferred stock, goodwill and other acquisition-related intangible assets) (the numerator) to (ii) tangible assets (total assets less goodwill and other acquisition-related intangible assets) (the denominator). Tangible book value per common share is calculated by dividing tangible common equity by common shares (total common shares issued, less common shares classified as treasury shares and unallocated Employee Stock Ownership Plan ("ESOP") common shares).

In light of diversity in presentation among financial institutions, the methodologies used by People's United for determining the non-GAAP financial measures discussed above may differ from those used by other financial institutions.

People's United Financial, Inc.

NON-GAAP FINANCIAL MEASURES AND RECONCILIATION TO GAAP - Continued

OPERATING NON-INTEREST EXPENSE AND EFFICIENCY RATIO

| (dollars in millions) | Three Months Ended | | | | Nine Months Ended | | |
|---|--------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 | Sept. 30, 2020 | Sept. 30, 2019 |
| Total non-interest expense | \$ 293.6 | \$ 304.0 | \$ 320.1 | \$ 325.7 | \$ 281.4 | \$ 917.7 | \$ 837.0 |
| Adjustments to arrive at operating non-interest expense: | | | | | | | |
| Merger-related expenses | (4.6) | (18.5) | (17.9) | (22.6) | (5.0) | (41.0) | (26.5) |
| Intangible asset write-down | - | - | - | (16.5) | - | - | - |
| Total | (4.6) | (18.5) | (17.9) | (39.1) | (5.0) | (41.0) | (26.5) |
| Operating non-interest expense | 289.0 | 285.5 | 302.2 | 286.6 | 276.4 | 876.7 | 810.5 |
| Adjustments: | | | | | | | |
| Amortization of other acquisition-related intangible assets | (10.2) | (10.2) | (10.7) | (9.8) | (8.0) | (31.1) | (22.7) |
| Operating lease expense | (9.3) | (8.8) | (9.8) | (9.6) | (9.9) | (27.9) | (29.2) |
| Other (1) | (5.1) | (1.9) | (1.9) | (1.6) | (1.4) | (8.9) | (4.6) |
| Total non-interest expense for efficiency ratio | \$ 264.4 | \$ 264.6 | \$ 279.8 | \$ 265.6 | \$ 257.1 | \$ 808.8 | \$ 754.0 |
| Net interest income (FTE basis) | \$ 398.7 | \$ 413.0 | \$ 403.7 | \$ 390.3 | \$ 356.0 | \$ 1,215.4 | \$ 1,051.4 |
| Total non-interest income | 101.1 | 89.6 | 123.8 | 124.2 | 106.0 | 314.5 | 306.9 |
| Total revenues | 499.8 | 502.6 | 527.5 | 514.5 | 462.0 | 1,529.9 | 1,358.3 |
| Adjustments: | | | | | | | |
| Operating lease expense | (9.3) | (8.8) | (9.8) | (9.6) | (9.9) | (27.9) | (29.2) |
| BOLI FTE adjustment | 0.8 | 1.0 | 0.8 | 0.7 | 0.5 | 2.6 | 1.8 |
| Gain on sale of branches, net of expenses | - | - | - | (7.6) | - | - | - |
| Net security gains | - | - | - | (0.1) | - | - | (0.1) |
| Other (2) | (0.1) | - | (0.3) | (3.2) | 0.1 | (0.4) | 0.4 |
| Total revenues for efficiency ratio | \$ 491.2 | \$ 494.8 | \$ 518.2 | \$ 494.7 | \$ 452.7 | \$ 1,504.2 | \$ 1,331.2 |
| Efficiency ratio | 53.8% | 53.5% | 54.0% | 53.7% | 56.8% | 53.8% | 56.6% |

(1) Items classified as "other" and deducted from non-interest expense for purposes of calculating the efficiency ratio include certain franchise taxes and real estate owned expenses.

(2) Items classified as "other" and (deducted from) added to total revenues for purposes of calculating the efficiency ratio include, as applicable, asset write-offs and gains/losses associated with the sale of branch locations.

PRE-PROVISION NET REVENUE

| (in millions) | Three Months Ended | | | | Nine Months Ended | | |
|--|--------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 | Sept. 30, 2020 | Sept. 30, 2019 |
| Net interest income | \$ 391.4 | \$ 405.6 | \$ 396.0 | \$ 382.7 | \$ 348.7 | \$ 1,193.0 | \$ 1,029.6 |
| Non-interest income | 101.1 | 89.6 | 123.8 | 124.2 | 106.0 | 314.5 | 306.9 |
| Non-interest expense | (293.6) | (304.0) | (320.1) | (325.7) | (281.4) | (917.7) | (837.0) |
| Pre-provision net revenue | 198.9 | 191.2 | 199.7 | 181.2 | 173.3 | 589.8 | 499.5 |
| Non-operating income | - | - | - | (7.6) | - | - | - |
| Non-operating expense | 4.6 | 18.5 | 17.9 | 39.1 | 5.0 | 41.0 | 26.5 |
| Operating pre-provision net revenue | \$ 203.5 | \$ 209.7 | \$ 217.6 | \$ 212.7 | \$ 178.3 | \$ 630.8 | \$ 526.0 |

People's United Financial, Inc.

NON-GAAP FINANCIAL MEASURES AND RECONCILIATION TO GAAP - Continued

OPERATING EARNINGS

| (dollars in millions, except per common share data) | Three Months Ended | | | | Nine Months Ended | | |
|--|--------------------|------------------|-------------------|------------------|-------------------|-----------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 | Sept. 30, 2020 (1) | Sept. 30, 2019 |
| Net income available to common shareholders | \$ 141.1 | \$ 86.4 | \$ 126.9 | \$ 134.0 | \$ 131.6 | \$ 354.4 | \$ 372.5 |
| Adjustments to arrive at operating earnings: | | | | | | | |
| Merger-related expenses | 4.6 | 18.5 | 17.9 | 22.6 | 5.0 | 41.0 | 26.5 |
| Intangible asset write-down | - | - | - | 16.5 | - | - | - |
| Gain on sale of branches, net of expenses | - | - | - | (7.6) | - | - | - |
| Total pre-tax adjustments | 4.6 | 18.5 | 17.9 | 31.5 | 5.0 | 41.0 | 26.5 |
| Tax effect | (1.0) | (3.9) | (3.7) | (6.7) | (1.1) | (8.6) | (5.6) |
| Total adjustments, net of tax | 3.6 | 14.6 | 14.2 | 24.8 | 3.9 | 32.4 | 20.9 |
| Operating earnings | \$ 144.7 | \$ 101.0 | \$ 141.1 | \$ 158.8 | \$ 135.5 | \$ 386.8 | \$ 393.4 |
| Diluted EPS, as reported | \$ 0.34 | \$ 0.21 | \$ 0.30 | \$ 0.31 | \$ 0.33 | \$ 0.84 | \$ 0.96 |
| Adjustments to arrive at operating EPS: | | | | | | | |
| Merger-related expenses | - | 0.03 | 0.03 | 0.04 | 0.01 | 0.07 | 0.05 |
| Intangible asset write-down | - | - | - | 0.03 | - | - | - |
| Gain on sale of branches, net of expenses | - | - | - | (0.01) | - | - | - |
| Total adjustments per common share | - | 0.03 | 0.03 | 0.06 | 0.01 | 0.07 | 0.05 |
| Operating EPS | \$ 0.34 | \$ 0.24 | \$ 0.33 | \$ 0.37 | \$ 0.34 | \$ 0.91 | \$ 1.01 |
| Average total assets | \$61,293 | \$61,841 | \$58,603 | \$56,130 | \$51,524 | \$60,582 | \$50,151 |
| Operating return on average assets (annualized) | 0.94% | 0.65% | 0.96% | 1.13% | 1.05% | 0.85% | 1.05% |

(1) The sum of the quarterly amounts for certain line items may not equal the nine months amounts due to rounding.

OPERATING RETURN ON AVERAGE TANGIBLE COMMON EQUITY

| (dollars in millions) | Three Months Ended | | | | Nine Months Ended | | |
|--|--------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 | Sept. 30, 2020 | Sept. 30, 2019 |
| Operating earnings | \$ 144.7 | \$ 101.0 | \$ 141.1 | \$ 158.8 | \$ 135.5 | \$ 386.8 | \$ 393.4 |
| Average stockholders' equity | \$ 7,801 | \$ 7,757 | \$ 7,804 | \$ 7,654 | \$ 7,079 | \$ 7,788 | \$ 6,875 |
| Less: Average preferred stock | 244 | 244 | 244 | 244 | 244 | 244 | 244 |
| Average common equity | 7,557 | 7,513 | 7,560 | 7,410 | 6,835 | 7,544 | 6,631 |
| Less: Average goodwill and average other acquisition-related intangible assets | 3,249 | 3,259 | 3,269 | 3,226 | 3,069 | 3,259 | 3,005 |
| Average tangible common equity | \$ 4,308 | \$ 4,254 | \$ 4,291 | \$ 4,184 | \$ 3,766 | \$ 4,285 | \$ 3,626 |
| Operating return on average tangible common equity (annualized) | 13.4% | 9.5% | 13.2% | 15.2% | 14.4% | 12.0% | 14.5% |

People's United Financial, Inc.

NON-GAAP FINANCIAL MEASURES AND RECONCILIATION TO GAAP - Continued

OPERATING COMMON DIVIDEND PAYOUT RATIO

| (dollars in millions) | Three Months Ended | | | | Nine Months Ended | | |
|---|--------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|
| | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 | Sept. 30, 2020 | Sept. 30, 2019 |
| Common dividends paid | \$ 75.7 | \$ 75.5 | \$ 77.3 | \$ 69.9 | \$ 69.9 | \$ 228.5 | \$ 204.9 |
| Operating earnings | \$ 144.7 | \$ 101.0 | \$ 141.1 | \$ 158.8 | \$ 135.5 | \$ 386.8 | \$ 393.4 |
| Operating common dividend payout ratio | 52.3% | 74.8% | 54.8% | 44.0% | 51.6% | 59.1% | 52.1% |

TANGIBLE COMMON EQUITY RATIO

| (dollars in millions) | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
|---|-------------------|------------------|-------------------|------------------|-------------------|
| Total stockholders' equity | \$ 7,831 | \$ 7,763 | \$ 7,726 | \$ 7,947 | \$ 7,131 |
| Less: Preferred stock | 244 | 244 | 244 | 244 | 244 |
| Common equity | 7,587 | 7,519 | 7,482 | 7,703 | 6,887 |
| Less: Goodwill and other acquisition-related intangible assets | 3,244 | 3,254 | 3,264 | 3,275 | 3,065 |
| Tangible common equity | \$ 4,343 | \$ 4,265 | \$ 4,218 | \$ 4,428 | \$ 3,822 |
| Total assets | \$ 60,871 | \$ 61,510 | \$ 60,433 | \$ 58,590 | \$ 52,072 |
| Less: Goodwill and other acquisition-related intangible assets | 3,244 | 3,254 | 3,264 | 3,275 | 3,065 |
| Tangible assets | \$ 57,627 | \$ 58,256 | \$ 57,169 | \$ 55,315 | \$ 49,007 |
| Tangible common equity ratio | 7.5% | 7.3% | 7.4% | 8.0% | 7.8% |

TANGIBLE BOOK VALUE PER COMMON SHARE

| (in millions, except per common share data) | Sept. 30, 2020 | June 30, 2020 | March 31, 2020 | Dec. 31, 2019 | Sept. 30, 2019 |
|---|-------------------|------------------|-------------------|------------------|-------------------|
| Tangible common equity | \$ 4,343 | \$ 4,265 | \$ 4,218 | \$ 4,428 | \$ 3,822 |
| Common shares issued | 533.67 | 533.59 | 533.47 | 532.83 | 487.59 |
| Less: Shares classified as treasury shares | 109.00 | 109.00 | 109.00 | 89.17 | 89.01 |
| Common shares outstanding | 424.67 | 424.59 | 424.47 | 443.66 | 398.58 |
| Less: Unallocated ESOP shares | 5.66 | 5.75 | 5.84 | 5.92 | 6.01 |
| Common shares | 419.01 | 418.84 | 418.63 | 437.74 | 392.57 |
| Tangible book value per common share | \$ 10.36 | \$ 10.18 | \$ 10.07 | \$ 10.12 | \$ 9.74 |