



Fourth Quarter and Full Year 2014 Results

Forward-Looking Statement

Certain statements contained in this release are forward-looking in nature. These include all statements about People's United Financial's plans, objectives, expectations and other statements that are not historical facts, and usually use words such as "expect," "anticipate," "believe," "should" and similar expressions. Such statements represent management's current beliefs, based upon information available at the time the statements are made, with regard to the matters addressed. All forward-looking statements are subject to risks and uncertainties that could cause People's United Financial's actual results or financial condition to differ materially from those expressed in or implied by such statements. Factors of particular importance to People's United Financial include, but are not limited to: (1) changes in general, national or regional economic conditions; (2) changes in interest rates; (3) changes in loan default and charge-off rates; (4) changes in deposit levels; (5) changes in levels of income and expense in non-interest income and expense related activities; (6) changes in accounting and regulatory guidance applicable to banks; (7) price levels and conditions in the public securities markets generally; (8) competition and its effect on pricing, spending, third-party relationships and revenues; and (9) changes in regulation resulting from or relating to financial reform legislation. People's United Financial does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Full Year 2014 Overview

(All comparisons versus full year 2013)

- Operating earnings of \$245 million or \$0.82 per share, an increase from \$241 million or \$0.77 per share
 - Fifth consecutive year of growth in operating earnings per share
- Net interest income¹ of \$912 million, an increase of 3%
- Net interest margin of 3.09%, a decrease of 22 basis points
- Loan growth of \$2.2 billion, or 9%, to \$26.6 billion
- Deposit growth of \$3.6 billion, or 16% to \$26.1 billion
 - Excluding brokered deposits, deposit growth of \$1.1 billion, or 5%
- Non-interest income, excluding the \$20.6 million gain on the merchant services joint venture, of \$330 million compared to \$342 million
- Operating expenses remained flat at \$832 million
- Efficiency ratio was 62.1%, an improvement from 62.3%
- Asset quality remained strong with net loan charge-offs at 0.12%, compared to 0.19%

Full Year 2014: Goals Versus Actuals

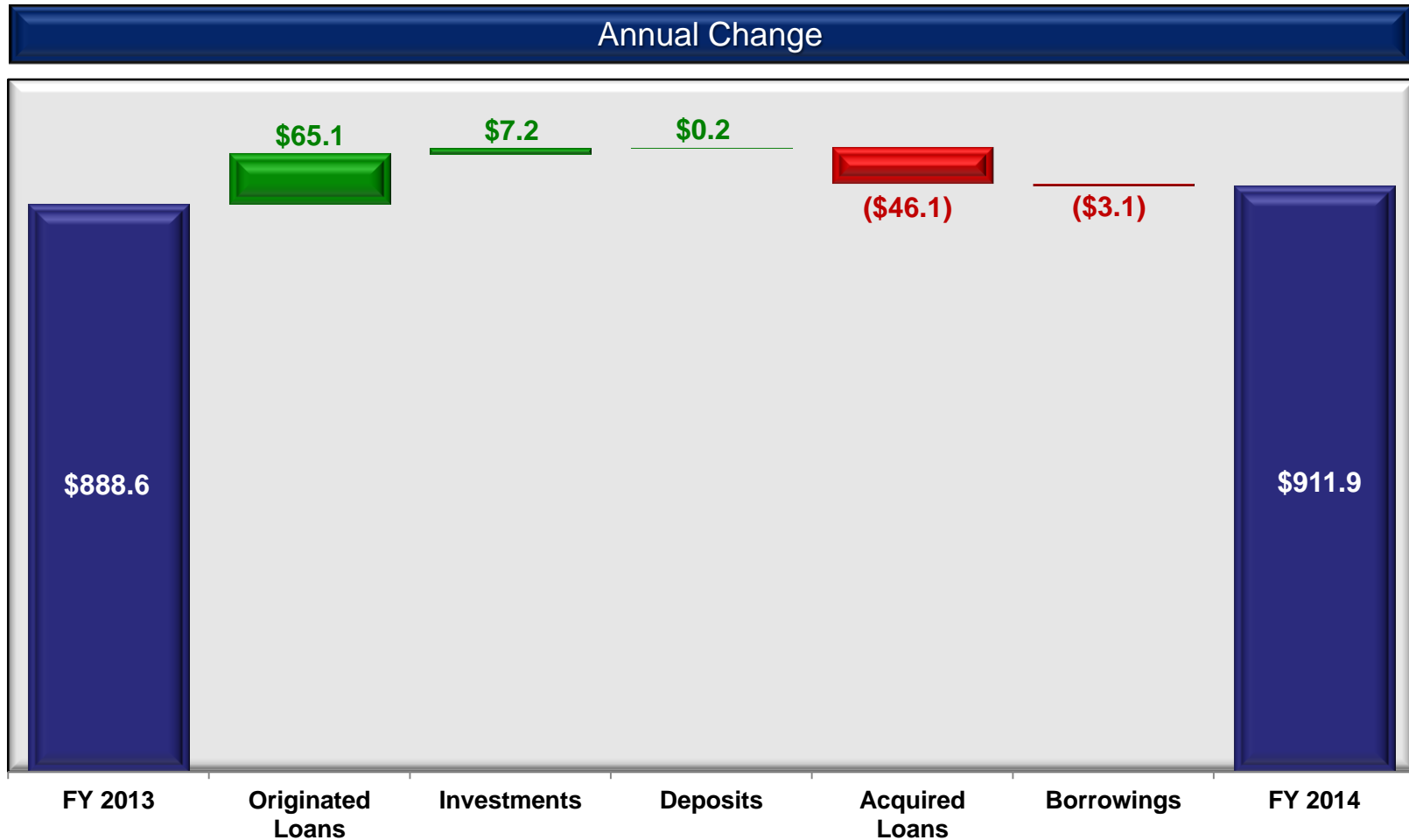
	Goals	Actual
Loan Growth	High single digits to mid-teens	9%
Deposit Growth	Mid-teens <i>(including \$2.0 billion in brokered deposits)</i>	16% <i>(including \$2.6 billion in brokered deposits)</i>
Net Interest Margin	3.10% - 3.20%	3.09%
Net Interest Income	\$930 million - \$960 million	\$912 million ¹
Non-Interest Income	Maintain fee income levels	\$330 million ²
Operating Expenses	\$830 million - \$840 million	\$832 million
Asset Quality	Excellent credit quality	Excellent credit quality
Capital Levels	Strong capital levels	Strong capital levels

¹ Net interest income on a fully taxable equivalent basis was \$931 million.

² Excludes \$20.6 million non-operating gain on merchant services joint venture.

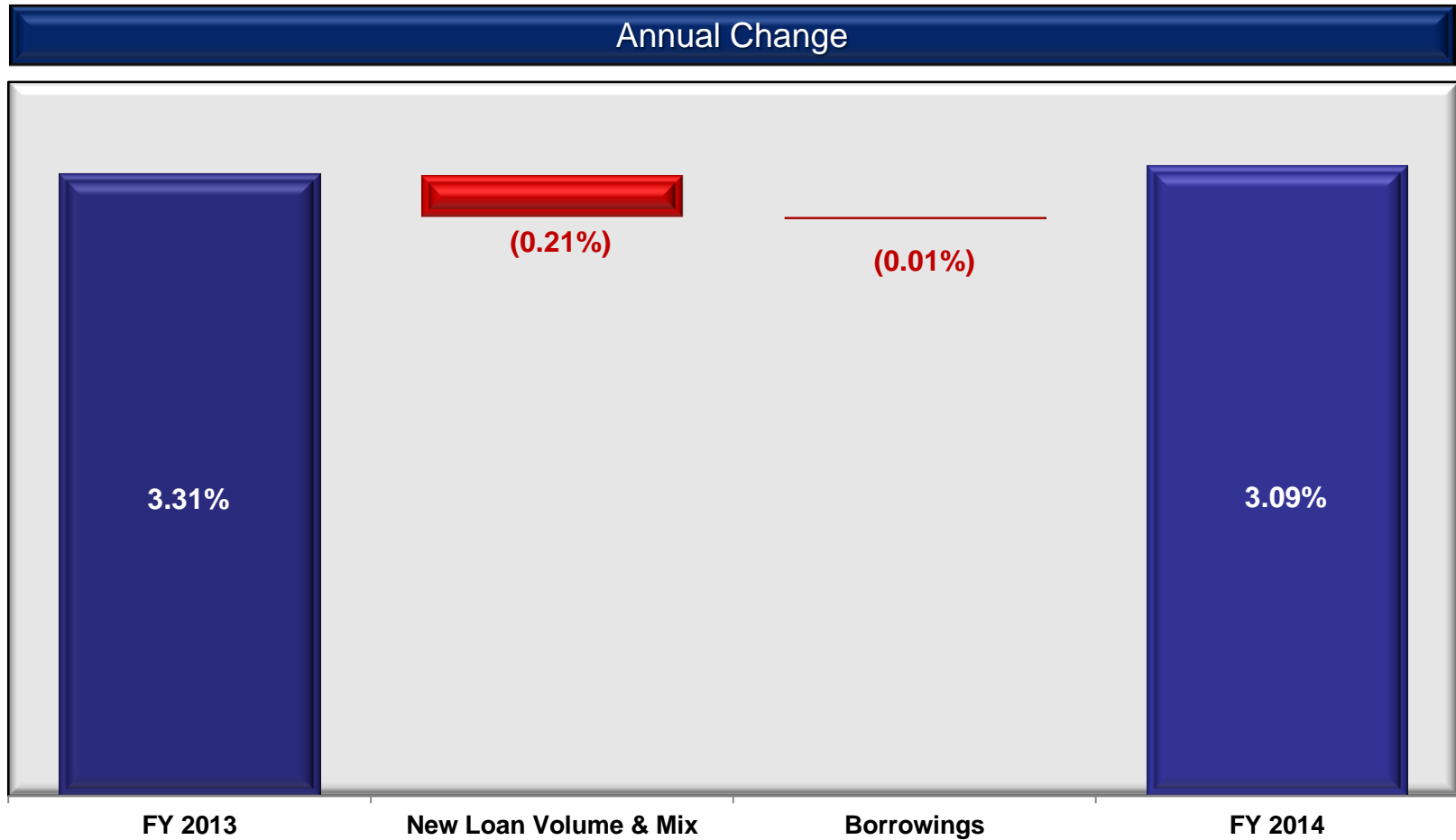
Net Interest Income¹

(\$ in millions)



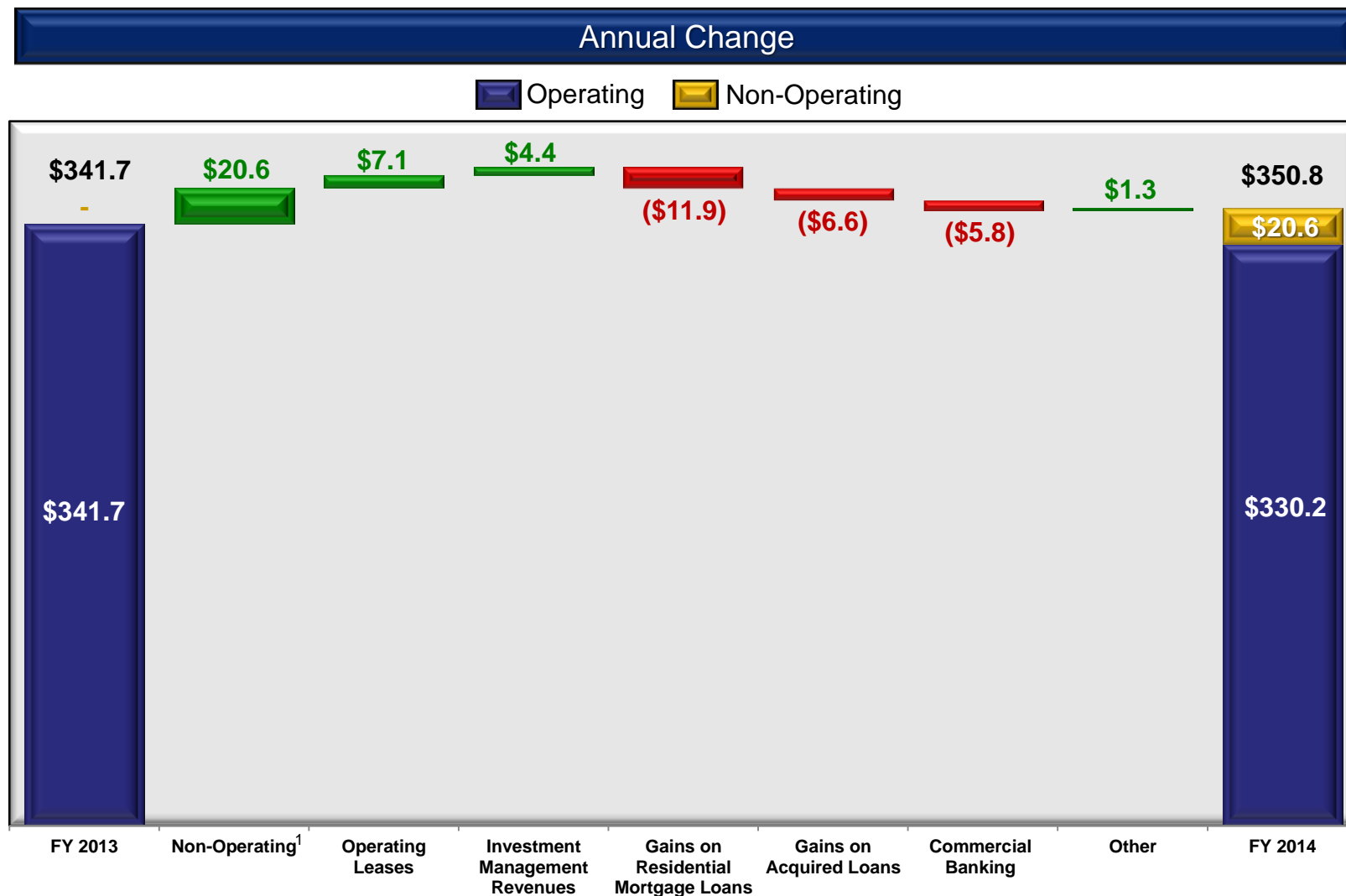
¹ Net interest income on a fully taxable equivalent basis for 2013 and 2014 was \$905.8 million and \$931.1 million, respectively.

Net Interest Margin



Non-Interest Income

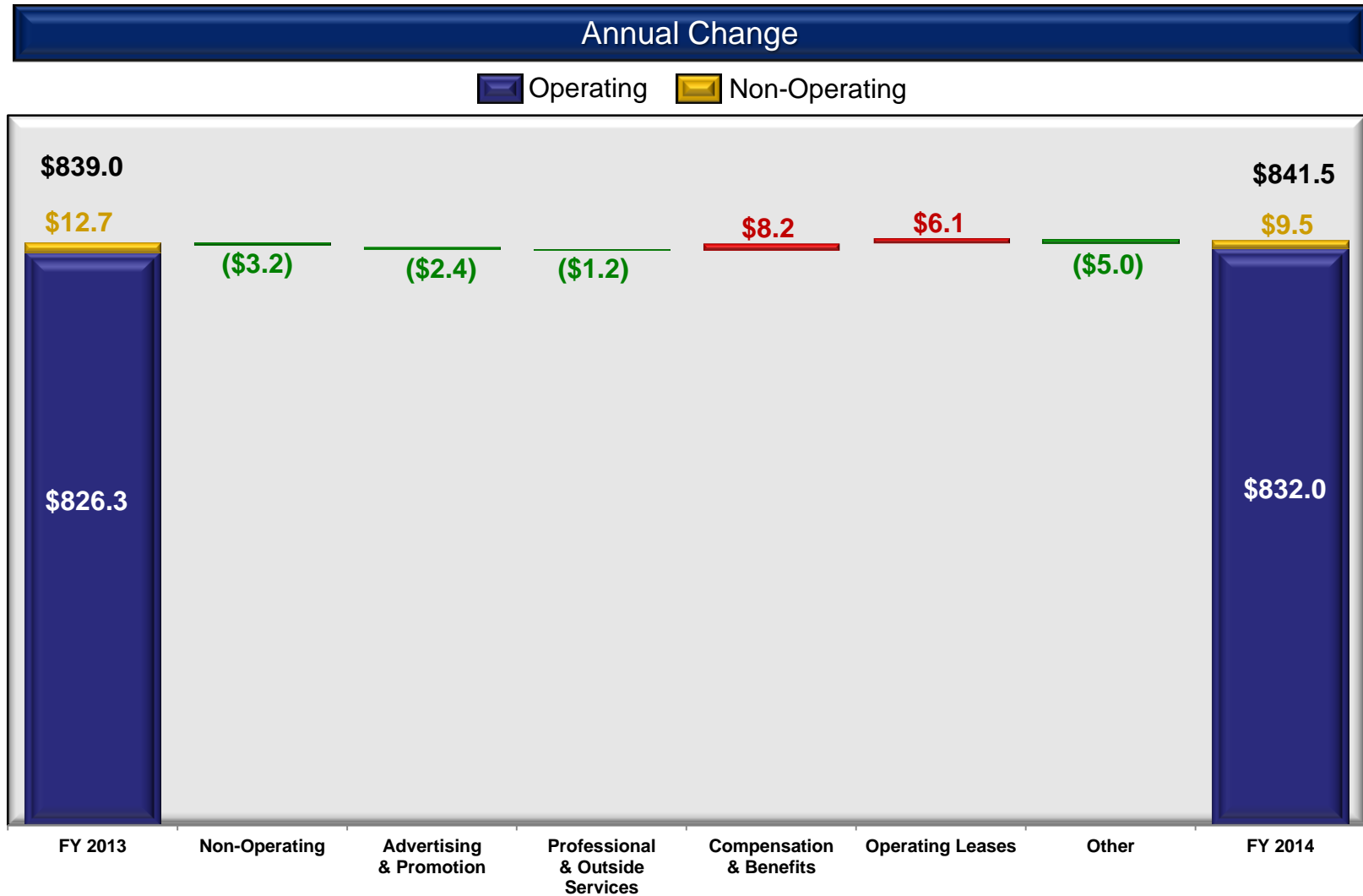
(\$ in millions)



¹ Non-operating income represents the 2Q 2014 gain on the merchant services joint venture, net of related expenses

Non-Interest Expense

(\$ in millions)



2015 Goals

- Loan growth in the high-single to low-double digits
- Deposit growth in the mid to high-single digits
- Net interest income growth in the low to mid-single digits
- Net interest margin range of 2.85% - 2.95%
- Non-interest income¹ growth in the low-single digits
- Full year operating expense range of \$835 million to \$845 million
- Maintain excellent credit quality & strong capital levels

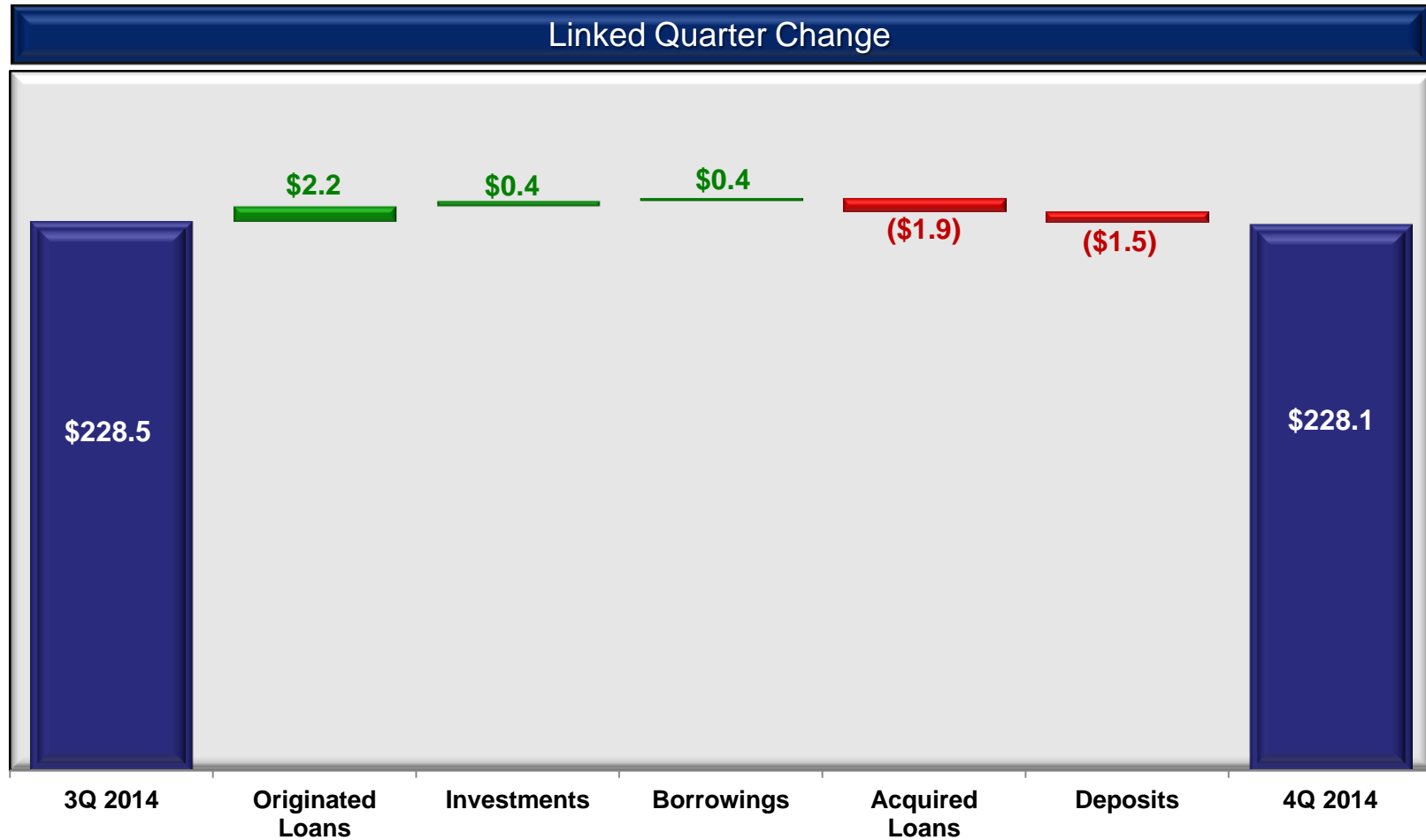
Fourth Quarter 2014 Overview

(All comparisons versus third quarter 2014)

- Operating earnings of \$65.1 million or \$0.22 per share, compared to \$63.0 million or \$0.21 per share
- Net interest income¹ of \$228 million, consistent with the third quarter of 2014
- Net interest margin of 3.00%, a decrease of 5 basis points
- Loan growth of \$638 million, 10% annualized growth rate
- Deposit growth of \$877 million, 14% annualized growth rate
 - Excluding brokered deposits, deposit growth of \$472 million, 8% annualized growth rate
- Non-interest income of \$86.8 million, increased from \$84.0 million
- Operating expenses remained flat at \$207 million
- Efficiency ratio was 61.3%, improved from 61.4%
- Net loan charge-offs were 0.13%, consistent with the third quarter 2014

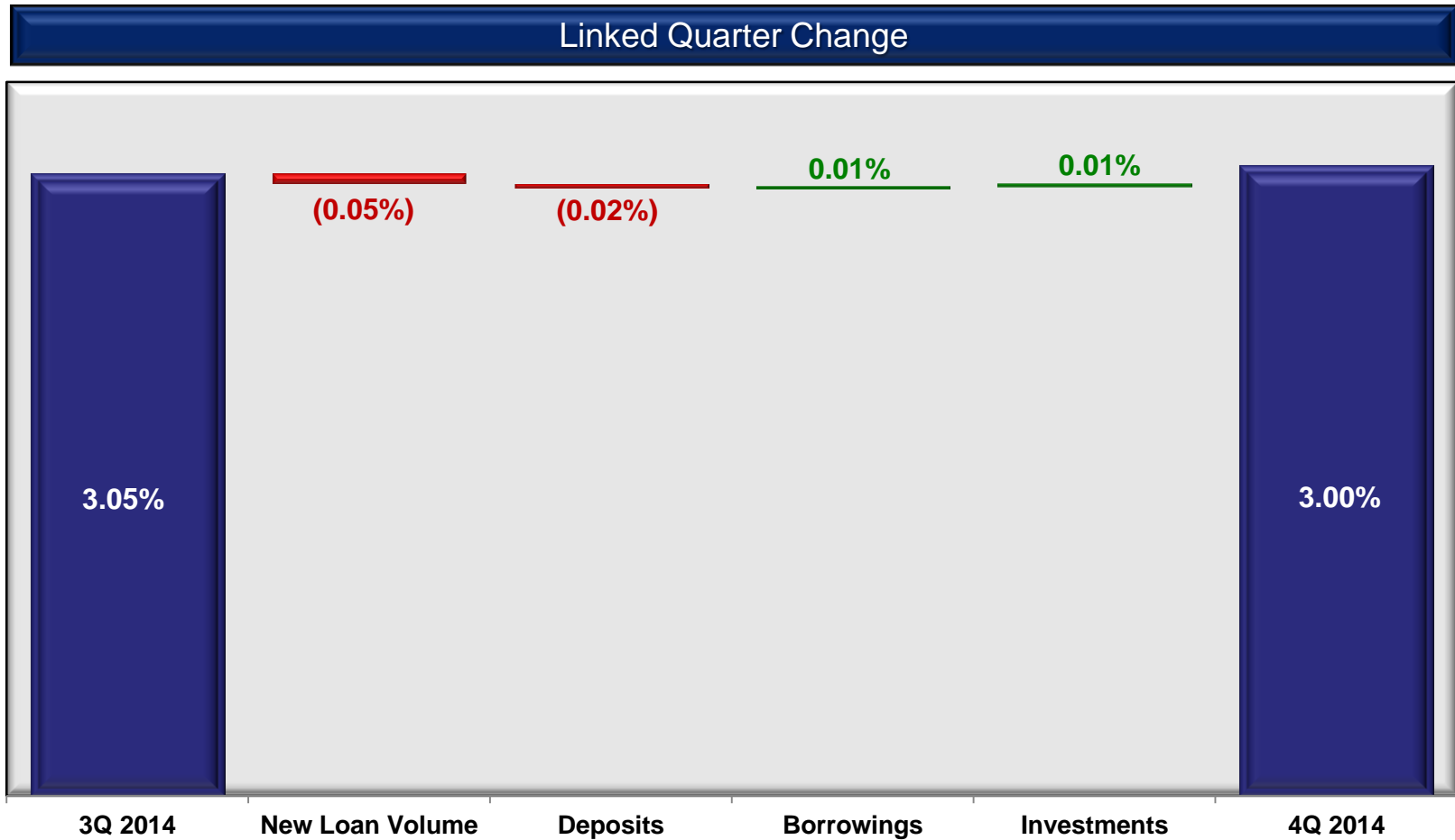
Net Interest Income¹

(\$ in millions)



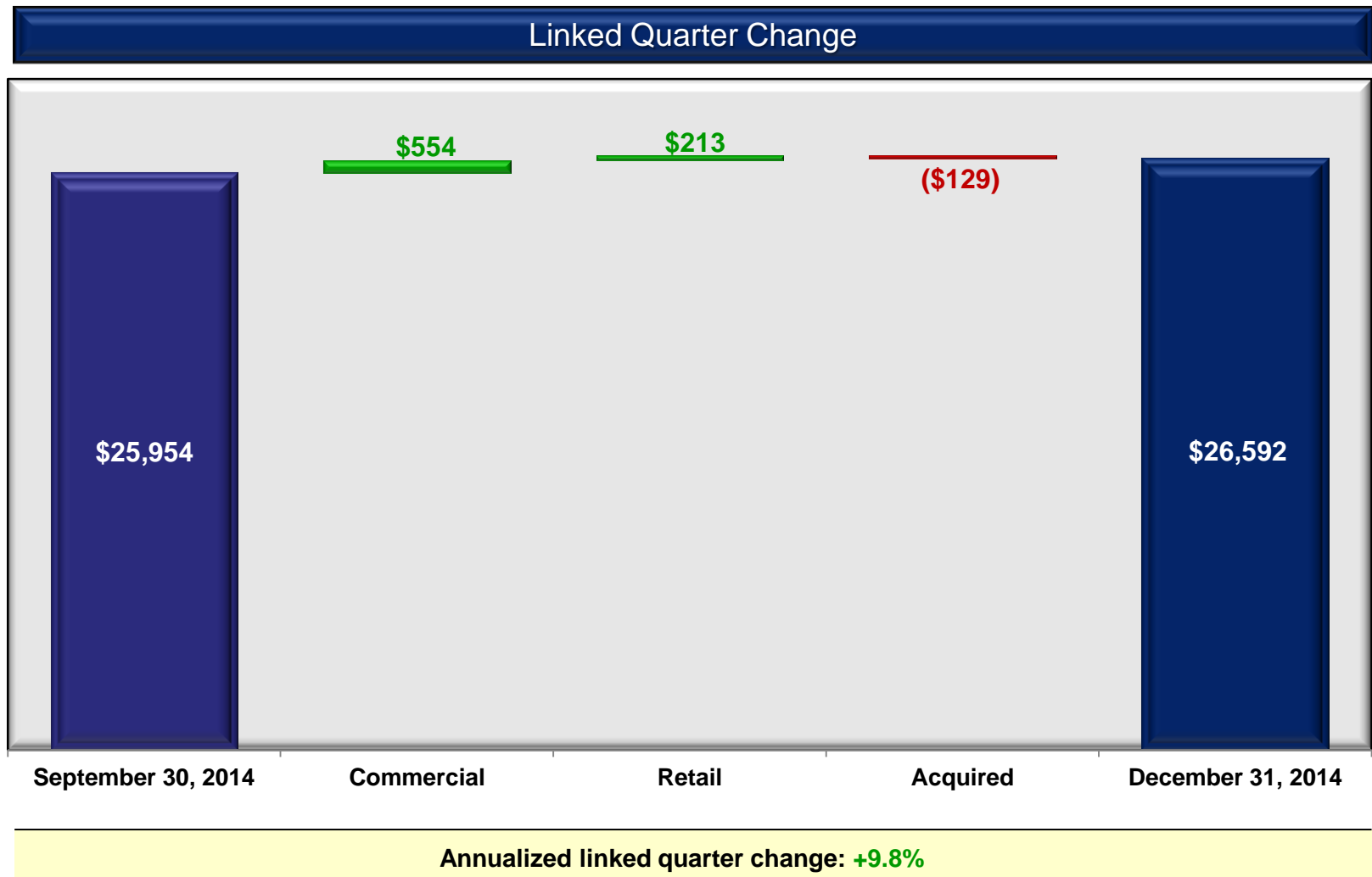
¹ Net interest income on a fully taxable equivalent basis for 3Q 2014 and 4Q 2014 was \$233.3 million and \$233.2 million, respectively.

Net Interest Margin



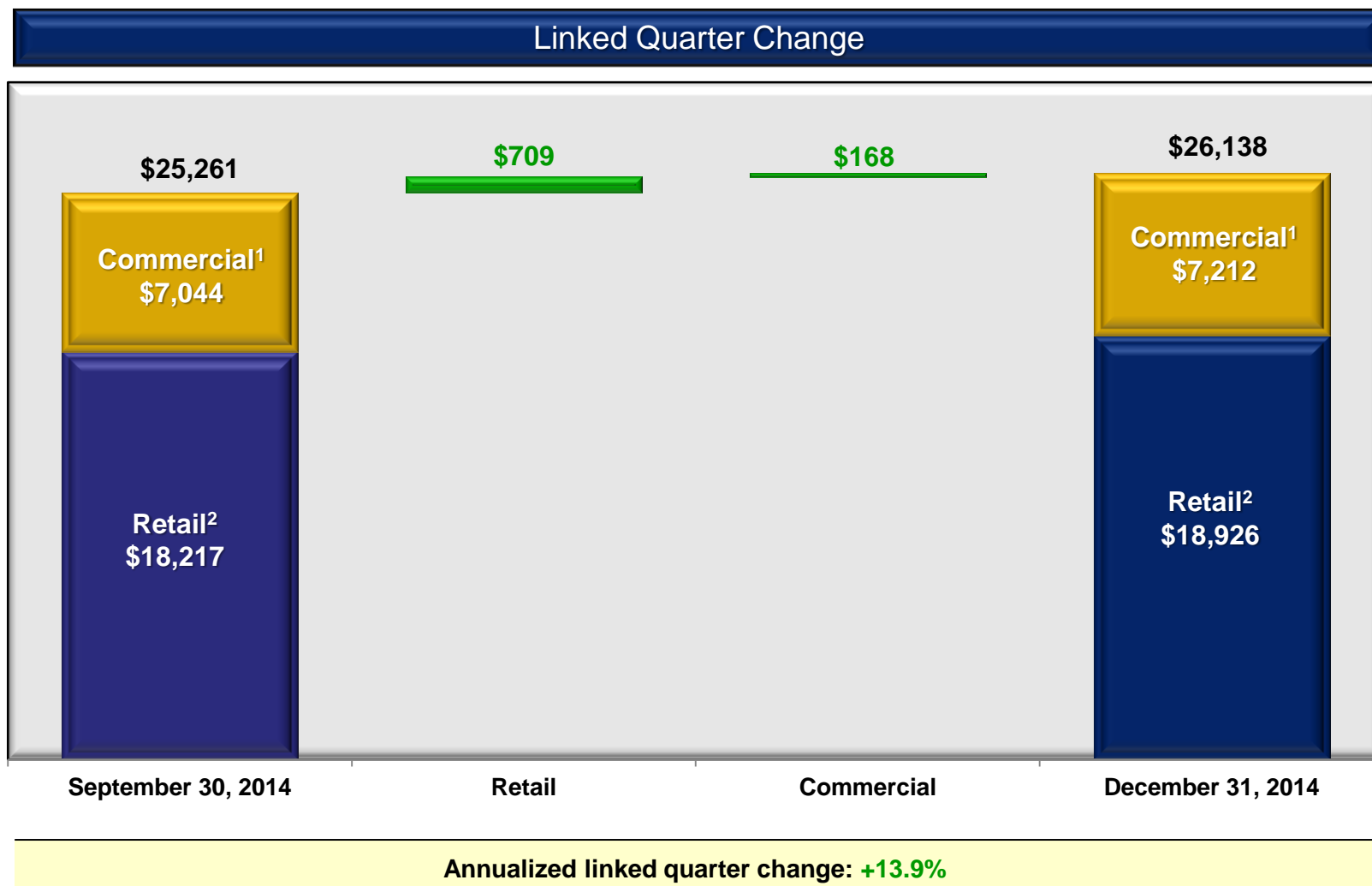
Loans

(\$ in millions)



Deposits

(\$ in millions)

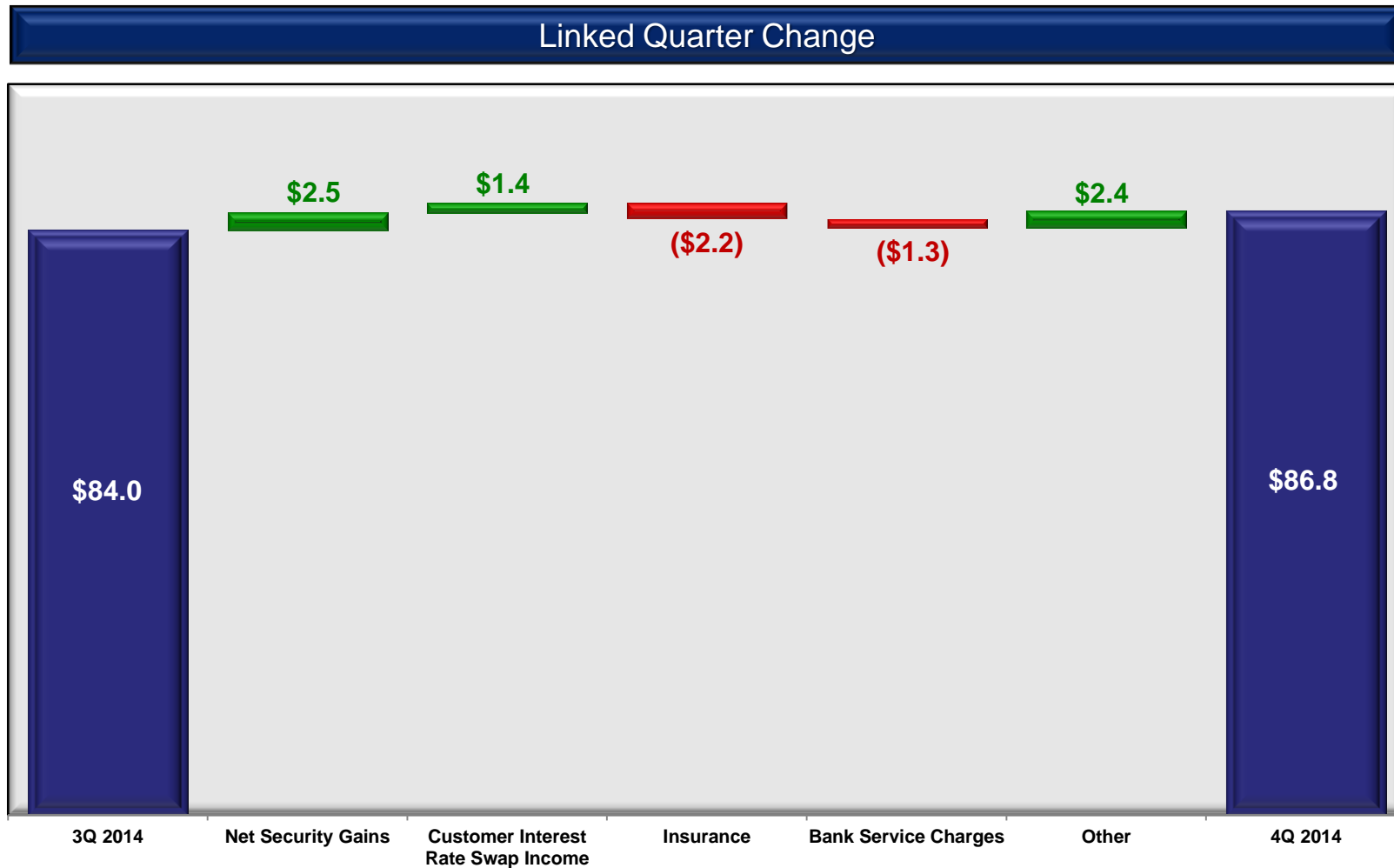


¹Commercial includes Municipal deposits of \$1,397 at 09/30/2014 and \$1,458 at 12/31/2014

²Retail includes brokered deposits of \$2,228 at 09/30/2014 and \$2,633 at 12/31/2014

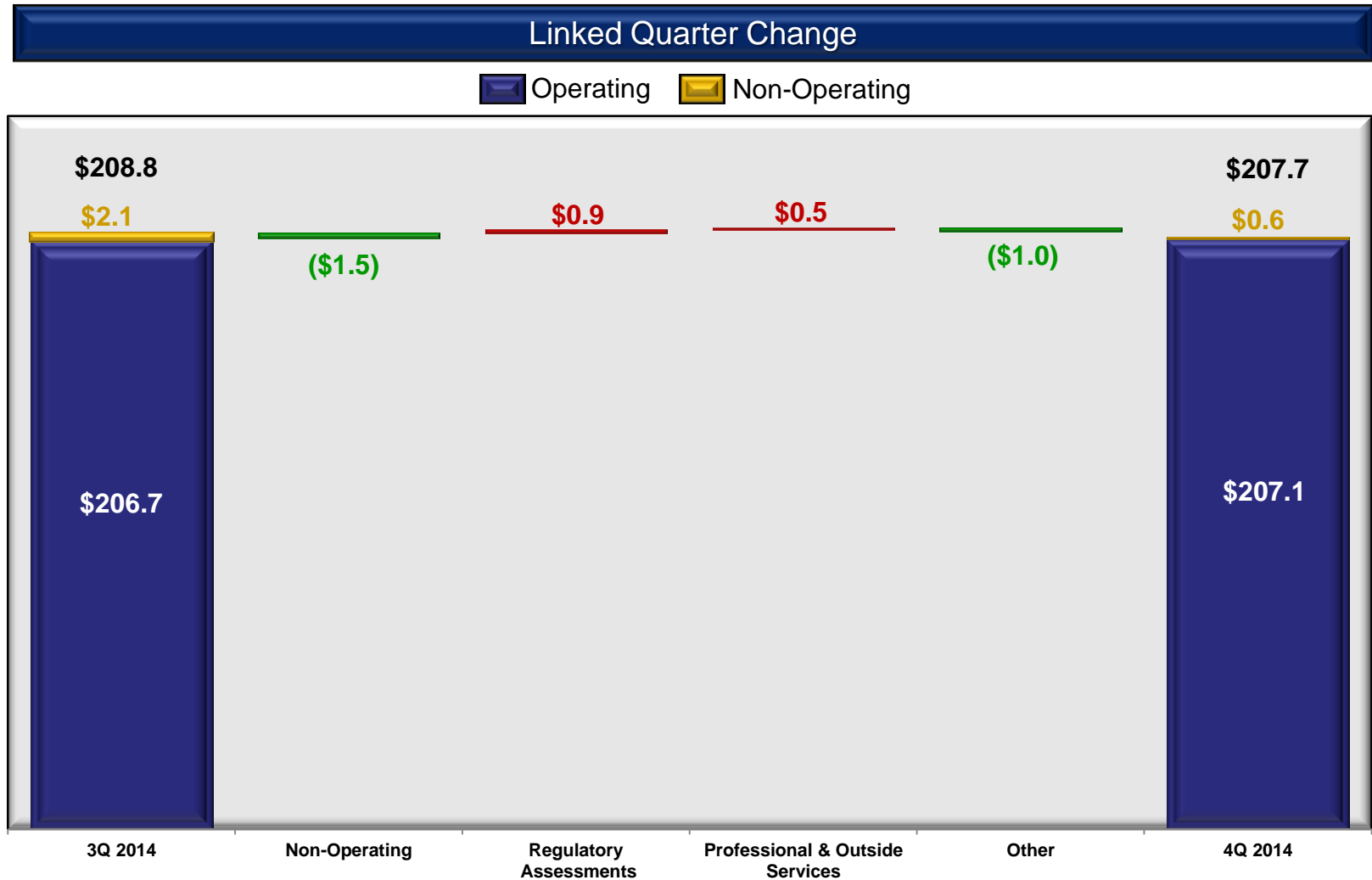
Non-Interest Income

(\$ in millions)

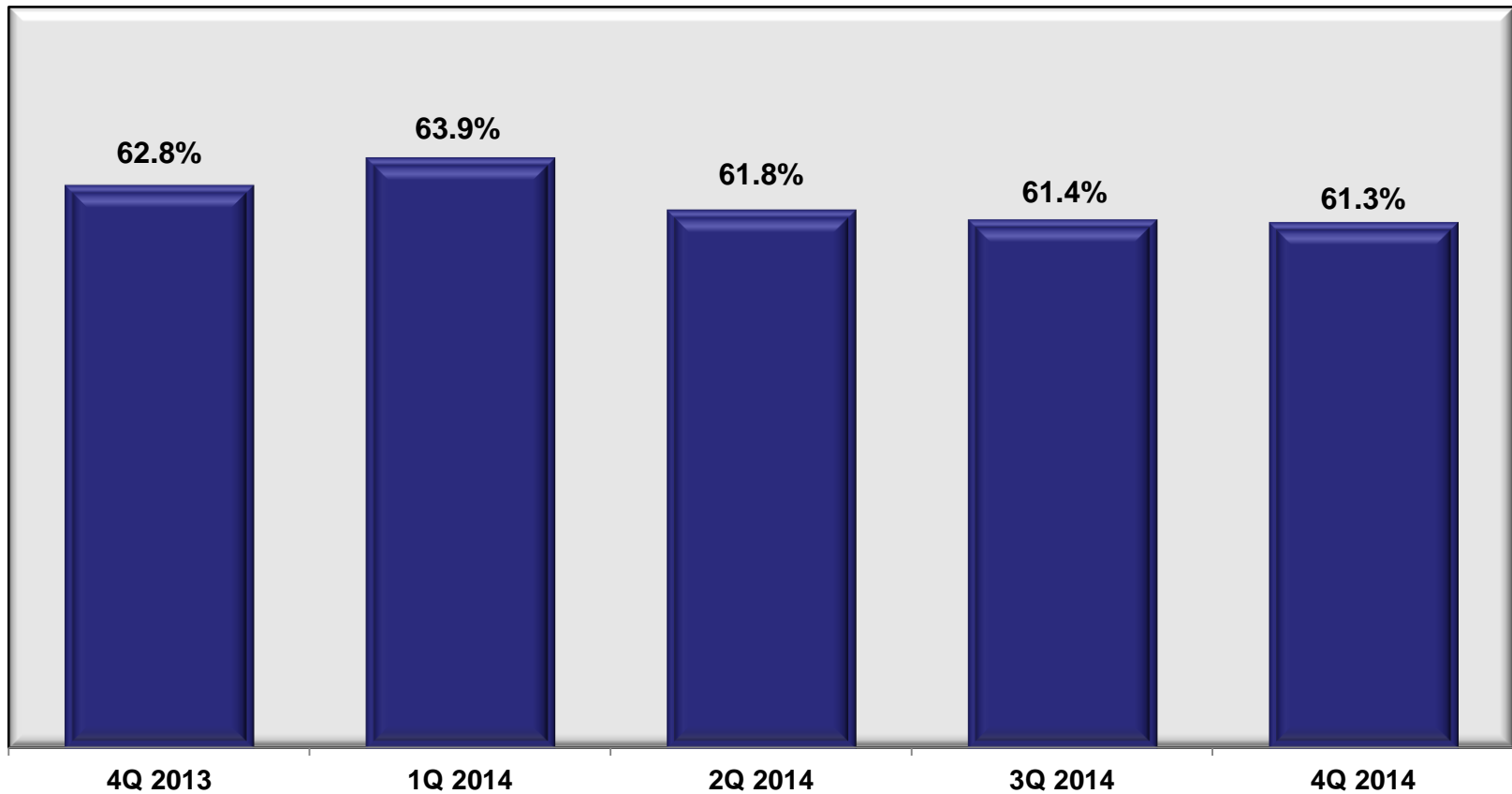


Non-Interest Expense

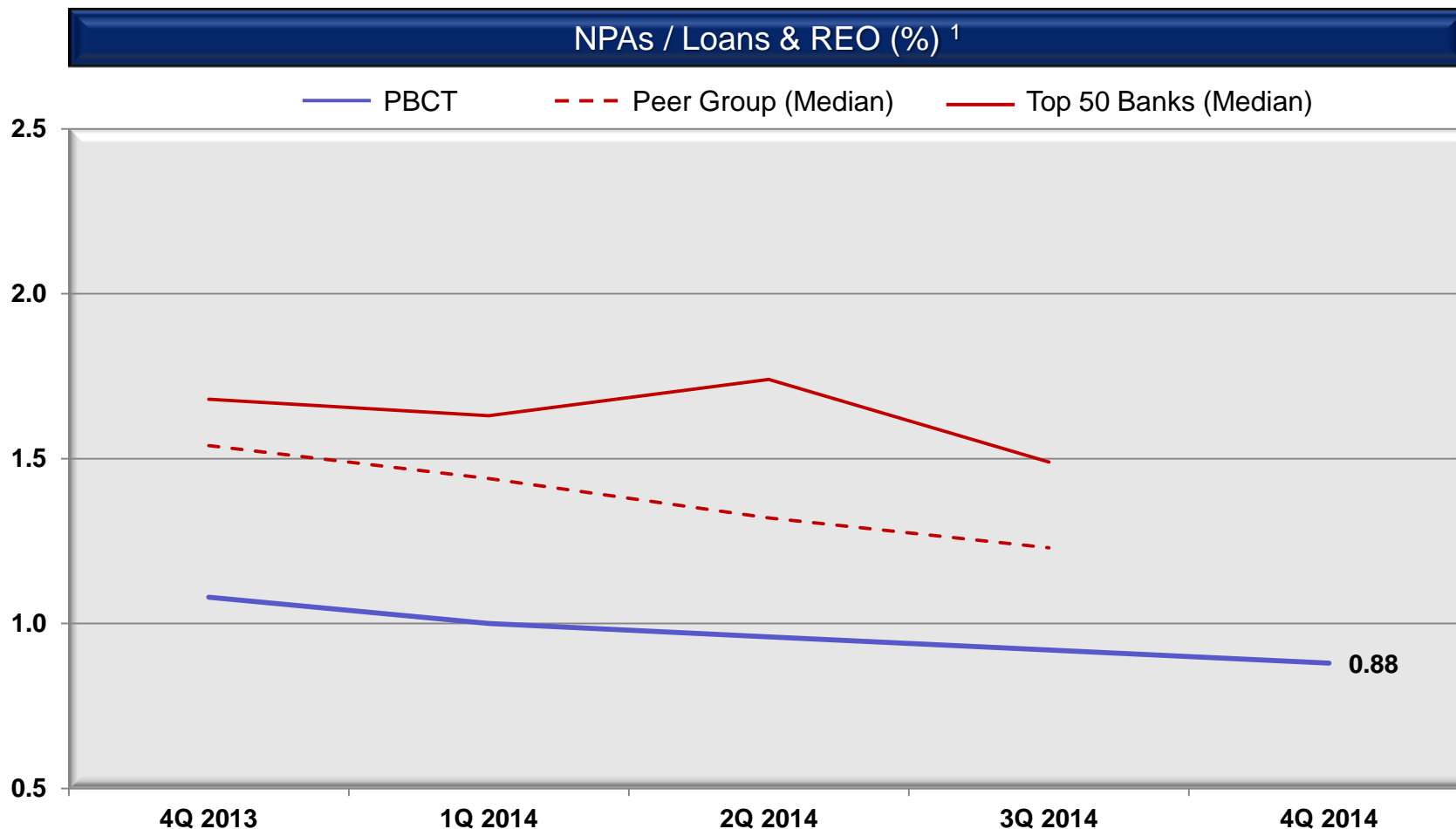
(\$ in millions)



Efficiency Ratio

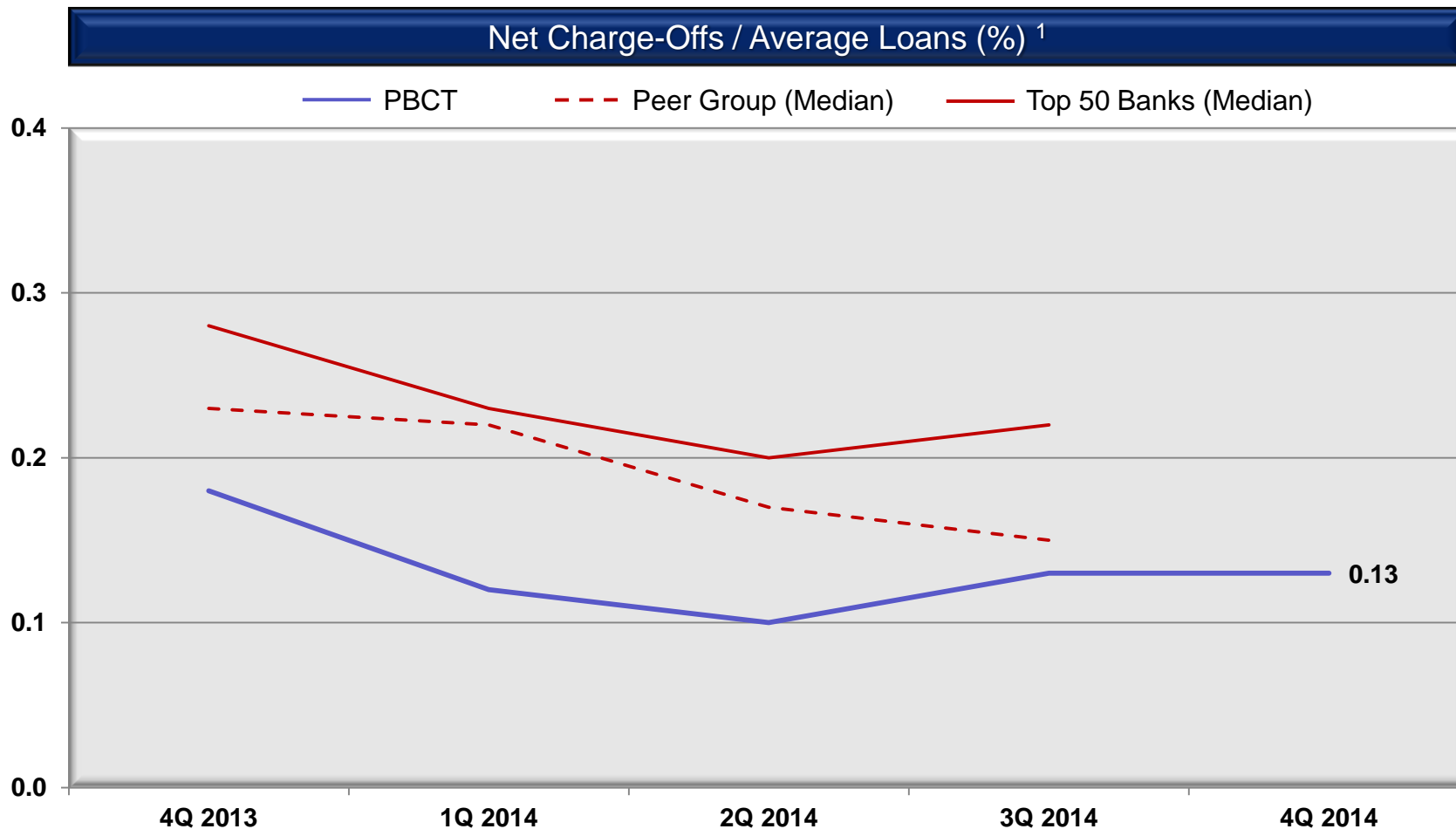


Asset Quality



¹Non-performing assets (excluding acquired non-performing loans) as a percentage of *originated* loans plus *all* REO and repossessed assets; acquired non-performing loans excluded as risk of loss has been considered by virtue of (i) our estimate of acquisition-date fair value, (ii) the existence of an FDIC loss sharing agreement, and/or (iii) allowance for loan losses established subsequent to acquisition

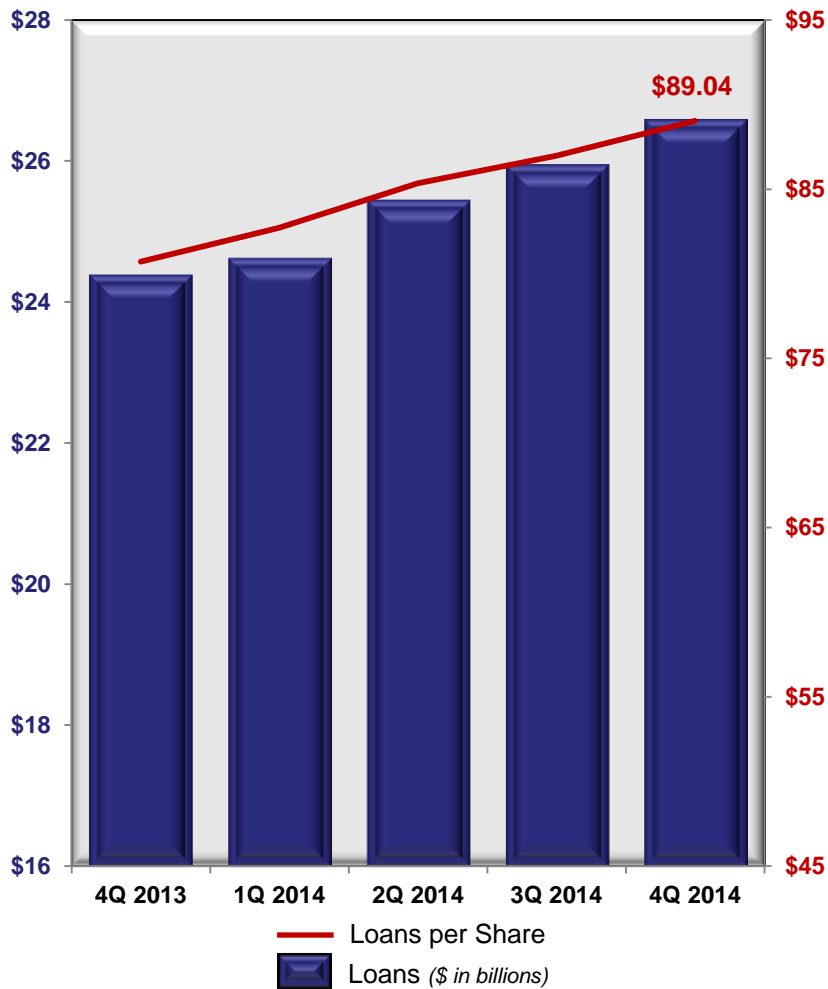
Asset Quality



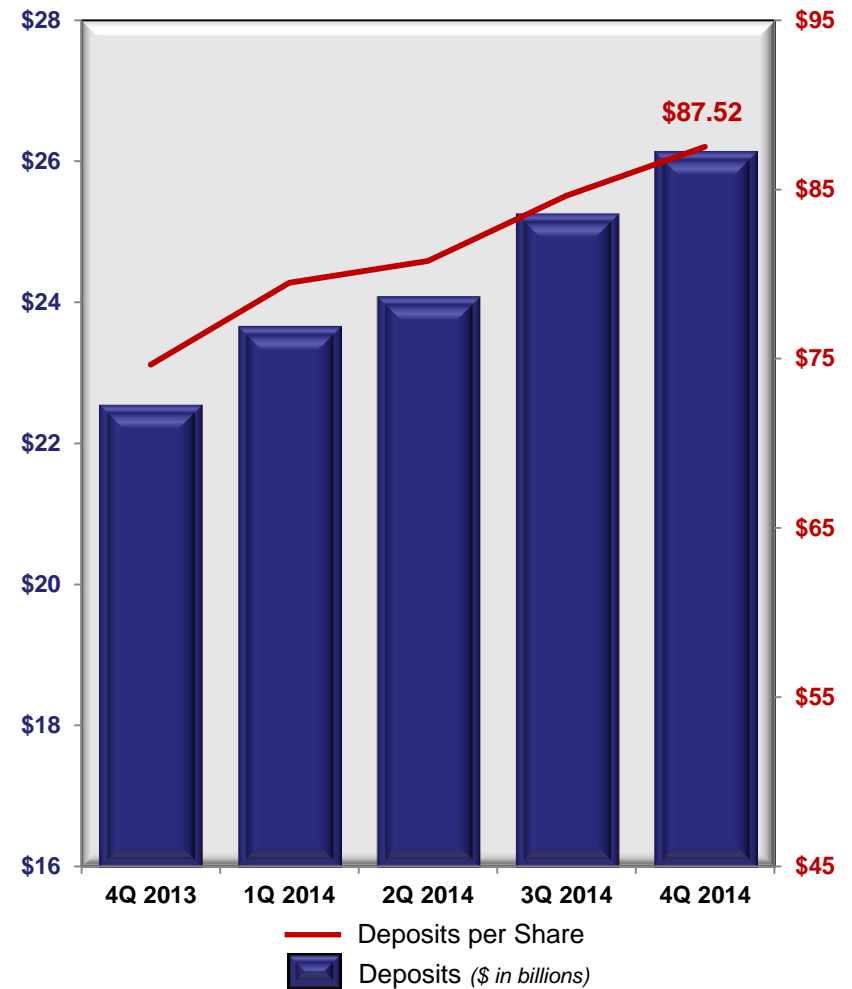
¹Excluding acquired loan charge-offs, PBCT's charge-off ratio was 0.13%, 0.12%, 0.09%, 0.09%, and 0.17% in 4Q 2014, 3Q 2014, 2Q 2014, 1Q 2014, and 4Q 2013, respectively

Growing Future Earnings Per Share

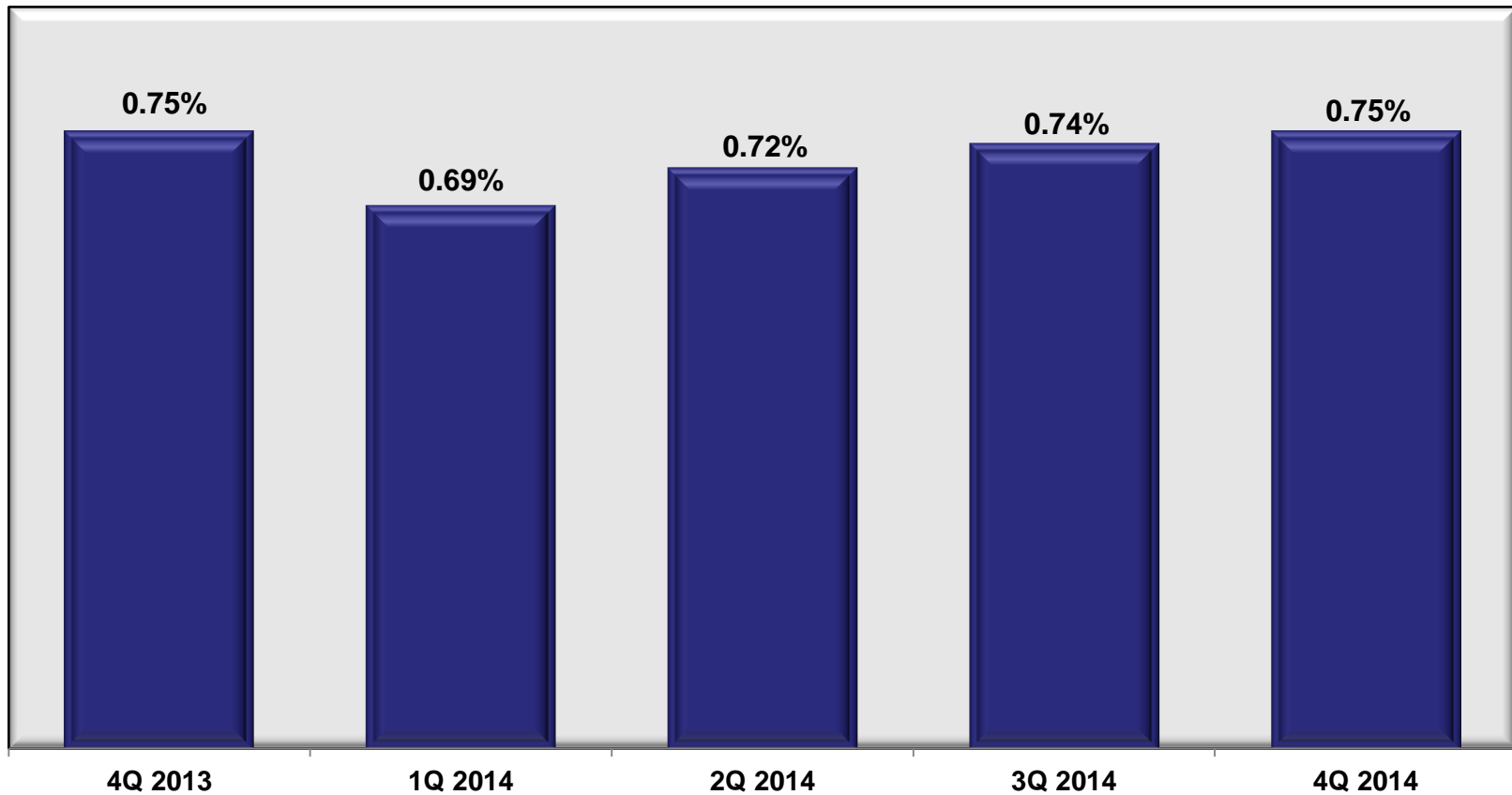
Loans



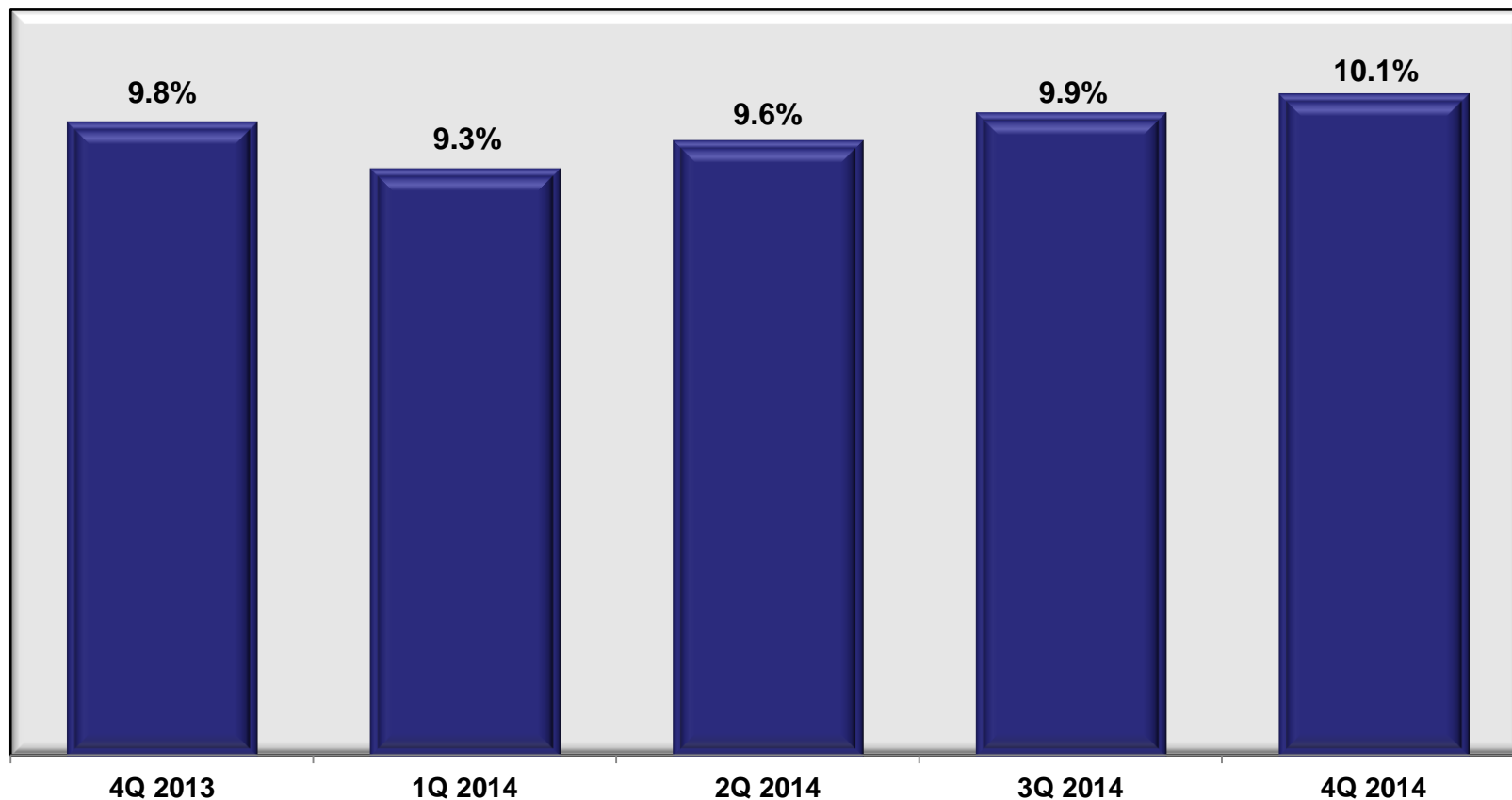
Deposits



Operating Return on Average Assets



Operating Return on Average Tangible Equity



Capital Ratios

	4Q 2013	1Q 2014	2Q 2014	3Q 2014	4Q 2014
People's United Financial					
Tang. Com. Equity/Tang. Assets	7.9%	8.0%	7.9%	7.8%	7.5%
Leverage Ratio ^{1, 5}	8.3%	8.4%	8.3%	8.1%	7.9%
Tier 1 Common ²	10.2%	10.1%	10.0%	9.9%	9.8%
Tier 1 Risk-Based Capital ^{3, 5}	10.2%	10.1%	10.0%	9.9%	9.8%
Total Risk-Based Capital ^{4, 5}	11.3%	11.2%	12.5%	12.3%	12.2%
People's United Bank					
Leverage Ratio ^{1, 5}	9.1%	9.1%	9.0%	8.8%	8.5%
Tier 1 Risk-Based Capital ^{3, 5}	11.1%	11.0%	10.8%	10.7%	10.5%
Total Risk-Based Capital ^{4, 5}	12.4%	12.2%	13.5%	13.3%	13.1%

Notes:

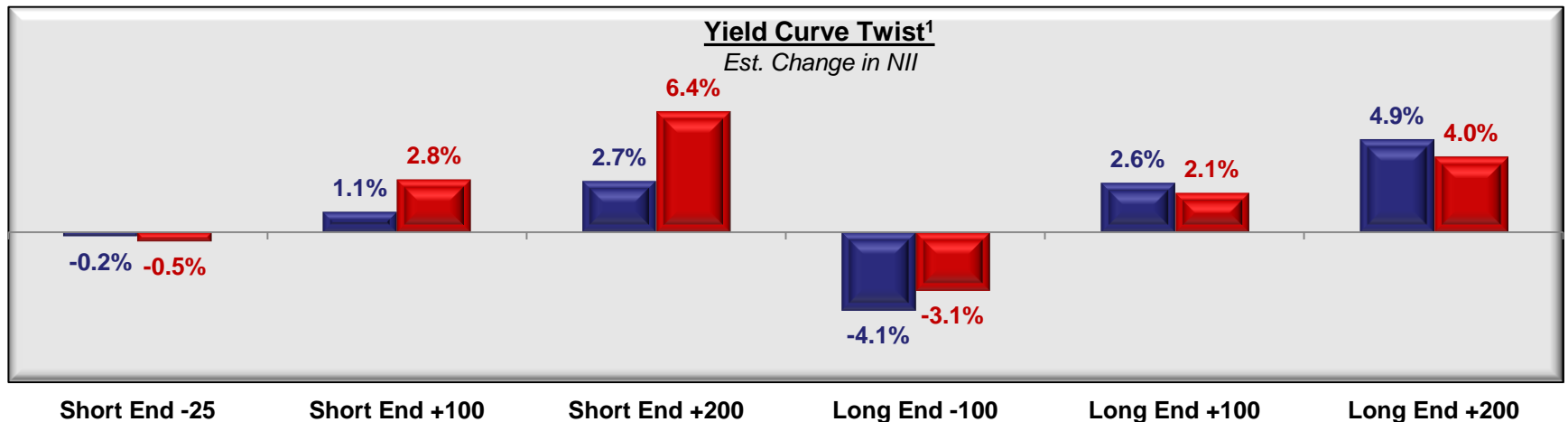
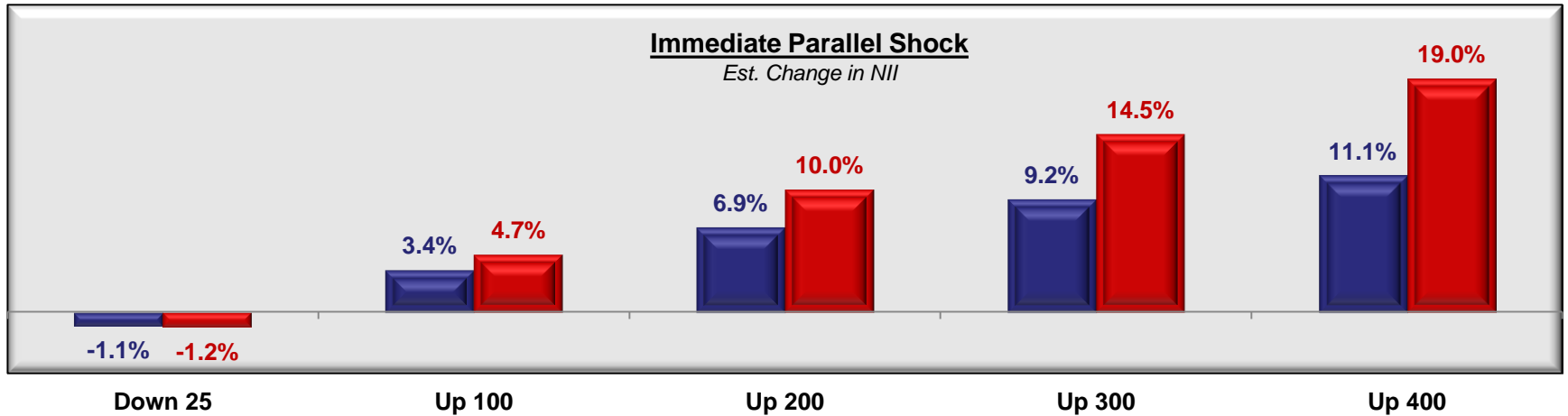
1. Leverage (core) Capital represents Tier 1 Capital (total stockholder's equity, excluding: (i) after-tax net unrealized gains (losses) on certain securities classified as available for sale; (ii) goodwill and other acquisition-related intangibles; and (iii) the amount recorded in accumulated other comprehensive income (loss) relating to pension and other postretirement benefits), divided by Adjusted Total Assets (period end total assets less goodwill and other acquisition-related intangibles)
2. Tier 1 Common represents Common Equity Tier 1 Capital (calculated in accordance with the Basel III Final Rule issued in July 2013) divided by Total Risk-Weighted Assets
3. Tier 1 Risk-Based Capital represents Tier 1 Capital divided by Total Risk-Weighted Assets
4. Total Risk-Based Capital represents Tier 1 Capital plus subordinated notes and debentures, up to certain limits, and the allowance for loan losses, up to 1.25% of total risk weighted assets, divided by Total Risk-Weighted Assets
5. Well capitalized limits under current capital rules for the Bank are: Leverage Ratio, 5%; Tier 1 Risk-Based Capital, 6%; and Total Risk-Based Capital, 10%

Interest Rate Risk Profile

Dec. 31, 2014

Sept. 30, 2014

Net Interest Income (NII) Sensitivity



Summary

Sustainable Competitive Advantages

- **Premium brand built over 170 years**
- **High quality Northeast footprint characterized by wealth, density and commercial activity**
- **Strong leadership team**
- **Superior asset quality**
- **Focus on relationship-based banking**
- **Growing loans and deposits within footprint – in two of the largest MSAs in the country (New York City, #1 and Boston, #10)**
- **Improving profitability**
- **Strong capital base**

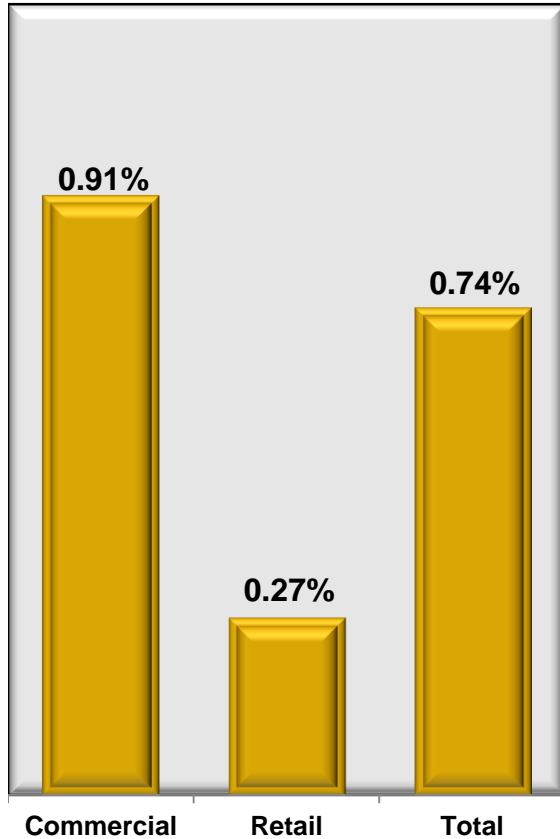


Appendix

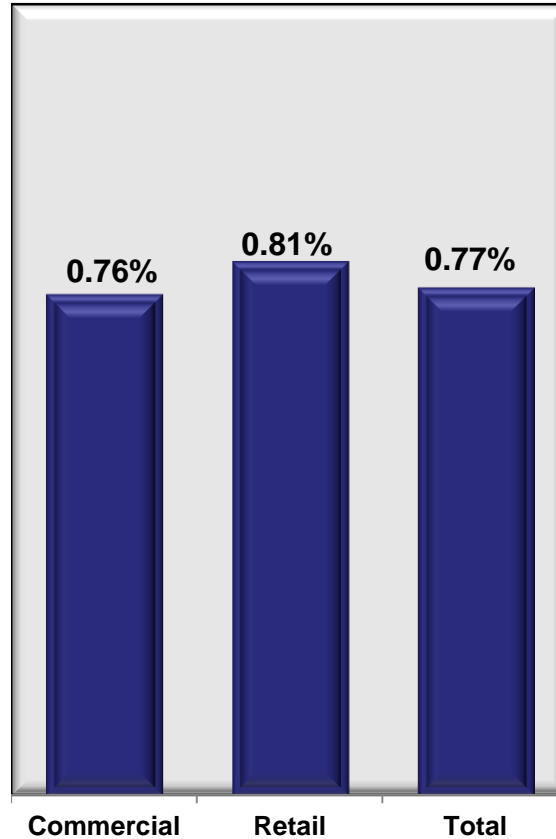
Asset Quality

Originated Portfolio Coverage Detail as of December 31, 2014

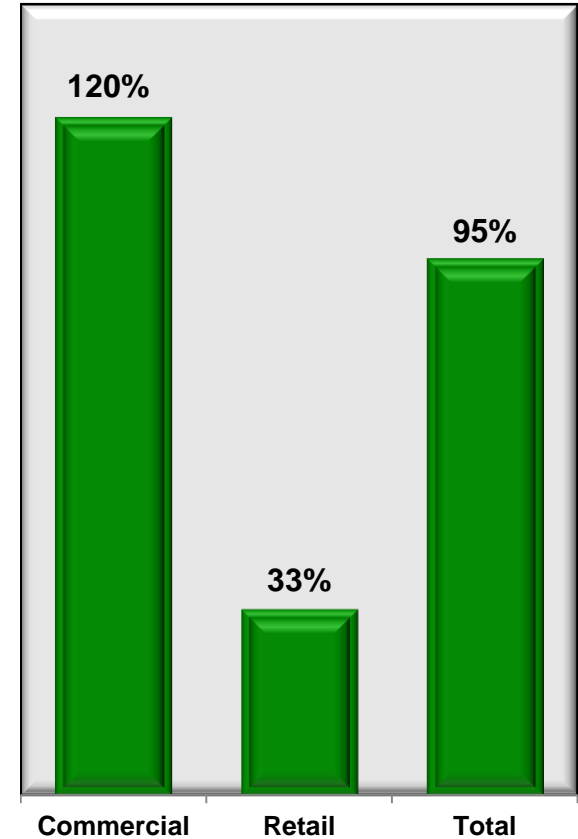
ALLLs / Loans



NPLs / Loans



ALLLs / NPLs



Acquired Loan Portfolio

- Acquired loans initially recorded at fair value (inclusive of related credit mark) without carryover of historical ALLL
- Accounting model is cash-flow based:
 - Contractual cash flows (principal & interest) less expected cash flows (principal & interest) = non-accretable difference (effectively utilized to absorb actual portfolio losses)
 - Expected cash flows (principal & interest) less fair value = accretable yield
 - Expected cash flows are regularly reassessed and compared to actual cash collections

As of 12/31/14 (in \$ millions)	Carrying Amount ^{a, b}	Carrying Amount Component ^b		NPLs ^c	Non-Accretable Difference/NPLs	Charge-offs Incurred Since Acquisition ^d
		Accretable Yield	Non-Accretable Difference			
Danvers (7/1/11)	\$554.6	\$169.2	\$9.4	\$35.7	26%	\$27.5
Smithtown (11/30/10)	313.2	181.1	89.7	54.9	163%	130.2
Others (various dates)	183.1	46.0	15.9	13.0	122%	33.6
Total	\$1,050.9	\$396.3	\$115.0	\$103.6		

- (a) Initial carrying amounts of acquired portfolios are as follows: FinFed, \$1.2BN; Butler, \$141MM; RiverBank, \$518MM; Smithtown, \$1.6BN; and Danvers, \$1.9BN.
- (b) Carrying amount and related components reflect loan sale, settlement and payoff activity which have occurred since acquisition.
- (c) Represent contractual amounts; loans meet People's United Financial's definition of a non-performing loan but are not subject to classification as non-accrual in the same manner as originated loans. Rather, these loans are considered to be accruing loans because their interest income relates to the accretable yield recognized at the pool level and not to contractual interest payments at the loan level.
- (d) Includes approximately \$9.5MM of charge-offs applied against reserves established subsequent to acquisition.

Acquired Loan Portfolio

(\$ in millions)

Amortization of Original Discount on Acquired Loan Portfolio

Amortization of Original Discount on Acquired Loan Portfolio

Impact on Net Interest Margin

4Q14 Total Accretion (All interest income on acquired loans)	17
4Q14 Average Acquired Loan Portfolio	1,121
Effective Yield on Acquired Loan Portfolio	6.07%
Weighted Average Coupon on Acquired Loan Portfolio	4.35%
Incremental Yield Attributable to Amortiz. of Discount on Acq. Loan Portfolio	1.72%
Incremental Interest Income from Amortiz. of Discount on Acq. Loan Portfolio	4.8
4Q14 Average Earning Assets	31,130
Add: Average unamortized loan discount ¹	139
Adjusted 4Q14 Average Earning Assets ¹	31,269
Impact on Overall Net Interest Margin (bps)	6
Net Interest Margin	3.00%
Adjusted Net Interest Margin	2.94%

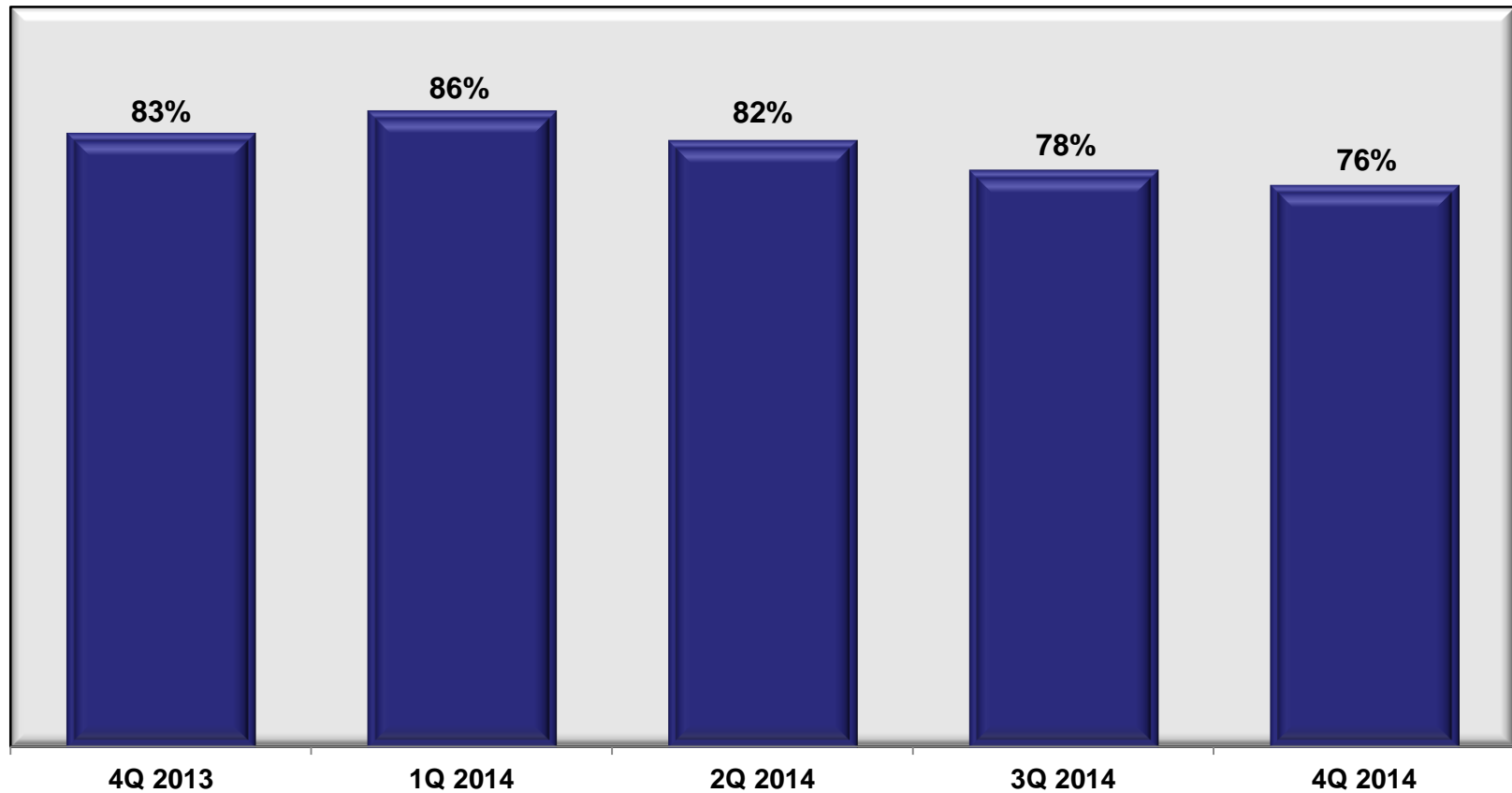
Amortization of Original Discount on Acquired Loan Portfolio

Impact on Earnings Per Share

Interest Income from Amortization of Original Discount on Acq. Loan Portfolio	4.8
4Q14 Effective Tax Rate	33.5%
4Q14 Earnings from Amortiz. of Original Discount on Acq. Loan Portfolio	3.2
4Q14 Weighted Average Shares Outstanding	298.6
4Q14 EPS Impact from Amortiz. of Discount on Acq. Loan Portfolio	\$0.01

¹Adjusted to include the discount on acquired loans (the difference between the outstanding balance of the acquired loan portfolio and the carrying amount of the acquired loan portfolio)

Operating Dividend Payout Ratio



Peer Group

	Firm	Ticker	City	State
1	Associated	ASB	Green Bay	WI
2	BancorpSouth	BXS	Tupelo	MS
3	City National	CYN	Los Angeles	CA
4	Comerica	CMA	Dallas	TX
5	Commerce	CBSH	Kansas City	MO
6	Cullen/Frost	CFR	San Antonio	TX
7	East West	EWBC	Pasadena	CA
8	First Niagara	FNFG	Buffalo	NY
9	FirstMerit	FMER	Akron	OH
10	Fulton	FULT	Lancaster	PA
11	Huntington	HBAN	Columbus	OH
12	M&T	MTB	Buffalo	NY
13	New York Community	NYCB	Westbury	NY
14	Signature	SBNY	New York	NY
15	Susquehanna	SUSQ	Lititz	PA
16	Synovus	SNV	Columbus	GA
17	Valley National	VLV	Wayne	NJ
18	Webster	WBS	Waterbury	CT
19	Wintrust	WTFC	Lake Forest	IL
20	Zions	ZION	Salt Lake City	UT



For more information, investors may contact:

Andrew S. Hersom

(203) 338-4581

andrew.hersom@peoples.com
