



**Investor Presentation**

**October/November 2014**

# 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.

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# Strategic Position

# Corporate Overview

## Snapshot as of September 30, 2014

<b>People's United Financial, Inc.</b>	<b>NASDAQ (PBCT)</b>
<b>Headquarters:</b>	<b>Bridgeport, CT</b>
<b>Chief Executive Officer:</b>	<b>Jack Barnes</b>
<b>Chief Financial Officer:<sup>(1)</sup></b>	<b>Kirk Walters</b>
<b>Market Capitalization (10/27/14):</b>	<b>\$4.4 billion</b>
<b>Assets:</b>	<b>\$34.8 billion</b>
<b>Loans:</b>	<b>\$26.0 billion</b>
<b>Deposits:</b>	<b>\$25.3 billion</b>
<b>Branches:</b>	<b>407</b>
<b>In-store Branches:<sup>(2)</sup></b>	<b>144</b>
<b>ATMs:</b>	<b>615</b>
<b>Standalone ATMs:<sup>(3)</sup></b>	<b>112</b>
<b>Founded:</b>	<b>1842</b>

Notes:

1. On April 16, 2014 People's United announced the transition of CFO Kirk Walters' role with the company. Walters will continue as CFO of People's United Financial, Inc., the bank's holding company, and former Treasurer David Rosato was appointed CFO of People's United Bank. Walters will continue to serve as CFO of People's United Financial, Inc. through December 31, 2014, when Rosato is expected to assume that position
2. Exclusive relationship with Stop & Shop, a subsidiary of Ahold (ENXTAM:AH)
3. Includes 19 ATMs in Stop & Shop locations where a branch is not present



# Compelling Investment Opportunity

- **Leading market position in the best commercial banking market in the US**
- **Significant growth runway within existing markets – expanding in two of the largest MSAs in the US (New York City, #1, Boston, #10)**
- **Dividend yield of ~4.5%**
- **Ability to maintain pristine credit quality – no credit “events”**
- **Improving profitability**
- **Strong liquidity**
- **Continued capital deployment via organic growth and dividends**

# Retail & Business Banking Franchise

## ■ Distribution

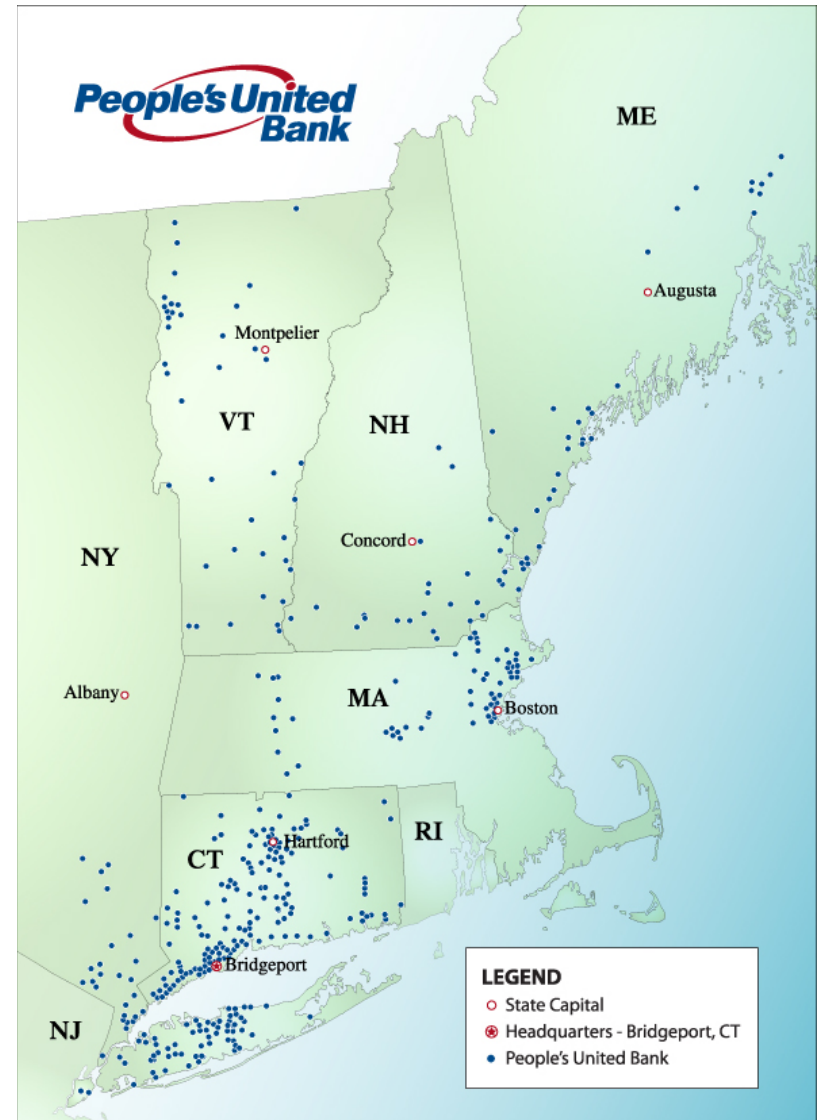
- 400+ branches over 6 states
  - ~35% of branches are in-store
- 600+ ATMs
- Online & mobile banking
- Call center operations located in Bridgeport, CT and Burlington, VT

## ■ Scale

- 5<sup>th</sup> in deposit market share in New England \*

## ■ Customer base

- Approximately 850,000 commercial, business banking, consumer and wealth management relationships



\* Source: SNL Financial

# Strategic Focus of Deposit Franchise

- **Growth**

- Core customers and deposits
- Multiple product households/relationships
- Leverage employee expertise to drive sales

- **Brand execution**

- Employee expertise
- Superior customer experience

- **In-store supermarket strategy**

- Leveraging the acquired Southern New York branches

- **Navigating a low rate environment**

- Balancing growth, retention and cost of funds
- Constant evaluation of branch-level profitability





# Strong Deposit Market Positions

- #1 in Fairfield County, CT, 65 branches, \$7.7BN deposits, 20.9% market share

## Connecticut

		Branches	\$BN	%
1	B of A	147	29.1	25.8
2	Webster	123	13.2	11.7
<b>3</b>	<b>People's United</b>	<b>162</b>	<b>13.0</b>	<b>11.5</b>
4	Wells Fargo	75	8.5	7.6
5	TD Bank	76	6.3	5.6
6	JPM Chase	54	5.1	4.5
7	First Niagara	84	4.1	3.6
8	Citi	17	3.2	2.9
9	Liberty	48	2.9	2.6
10	RBS	46	2.5	2.2

## Massachusetts

		Branches	\$BN	%
1	B of A	241	61.0	25.3
2	RBS	248	27.5	11.4
3	Santander	226	20.1	8.4
4	TD Bank	152	11.5	4.8
5	Eastern Bank	95	7.2	3.0
6	Independent Bank	87	5.8	2.4
7	First Republic	4	4.7	1.9
8	Middlesex	54	3.5	1.5
9	Boston Private	11	3.4	1.4
<b>10</b>	<b>People's United</b>	<b>53</b>	<b>3.2</b>	<b>1.3</b>

## Vermont

		Branches	\$BN	%
<b>1</b>	<b>People's United</b>	<b>42</b>	<b>2.7</b>	<b>22.7</b>
2	TD Bank	34	2.5	21.4
3	Merchants	32	1.3	11.2
4	RBS	20	0.8	6.7
5	KeyCorp	13	0.7	5.7
6	Northfield	13	0.5	4.5
7	Community	14	0.5	3.9
8	Union	12	0.4	3.6
9	Passumpsic	6	0.3	3.0
10	Berkshire Hills	6	0.3	2.7

## New York

		Branches	\$BN	%
1	JPM Chase	796	461.4	37.8
2	Citi	271	79.8	6.5
3	HSBC	154	72.7	6.0
4	B of A	314	66.0	5.4
5	Capital One	268	42.8	3.5
6	M&T	290	39.1	3.2
7	TD Bank	247	27.0	2.2
8	Wells Fargo	87	22.1	1.8
9	Signature	28	19.8	1.6
10	KeyCorp	239	18.1	1.5
<b>27</b>	<b>People's United</b>	<b>96</b>	<b>3.0</b>	<b>0.3</b>

## New Hampshire

		Branches	\$BN	%
1	RBS	74	7.0	24.1
2	TD Bank	73	5.8	20.1
3	B of A	27	4.4	15.4
<b>4</b>	<b>People's United</b>	<b>28</b>	<b>1.4</b>	<b>4.8</b>
5	NH Mutual	18	1.1	3.8
6	BNH	22	1.0	3.4
7	Santander	20	0.8	2.9
8	NH Thrift	21	0.8	2.9
9	Eastern Bank	6	0.8	2.7
10	Mascoma	19	0.7	2.6

## Maine

		Branches	\$BN	%
1	TD Bank	50	3.2	13.3
2	KeyCorp	53	3.0	12.6
3	Bangor Bancorp	59	2.1	8.9
4	Camden National	44	1.9	7.9
5	B of A	18	1.6	6.8
6	First Bancorp	16	1.0	4.3
7	Machias	17	0.9	3.8
<b>8</b>	<b>People's United</b>	<b>26</b>	<b>0.9</b>	<b>3.7</b>
9	Bar Harbor	16	0.8	3.5
10	Norway	23	0.8	3.4

Source: SNL Financial; FDIC data as of June 30, 2014; excludes trust institutions; excludes non-retail branches  
 Notes: PBCT branch count updated as of September 30, 2014



# Large and Attractive Markets

The population densities of NYC, Boston, Bridgeport and New Haven MSAs are each over ten times the national average

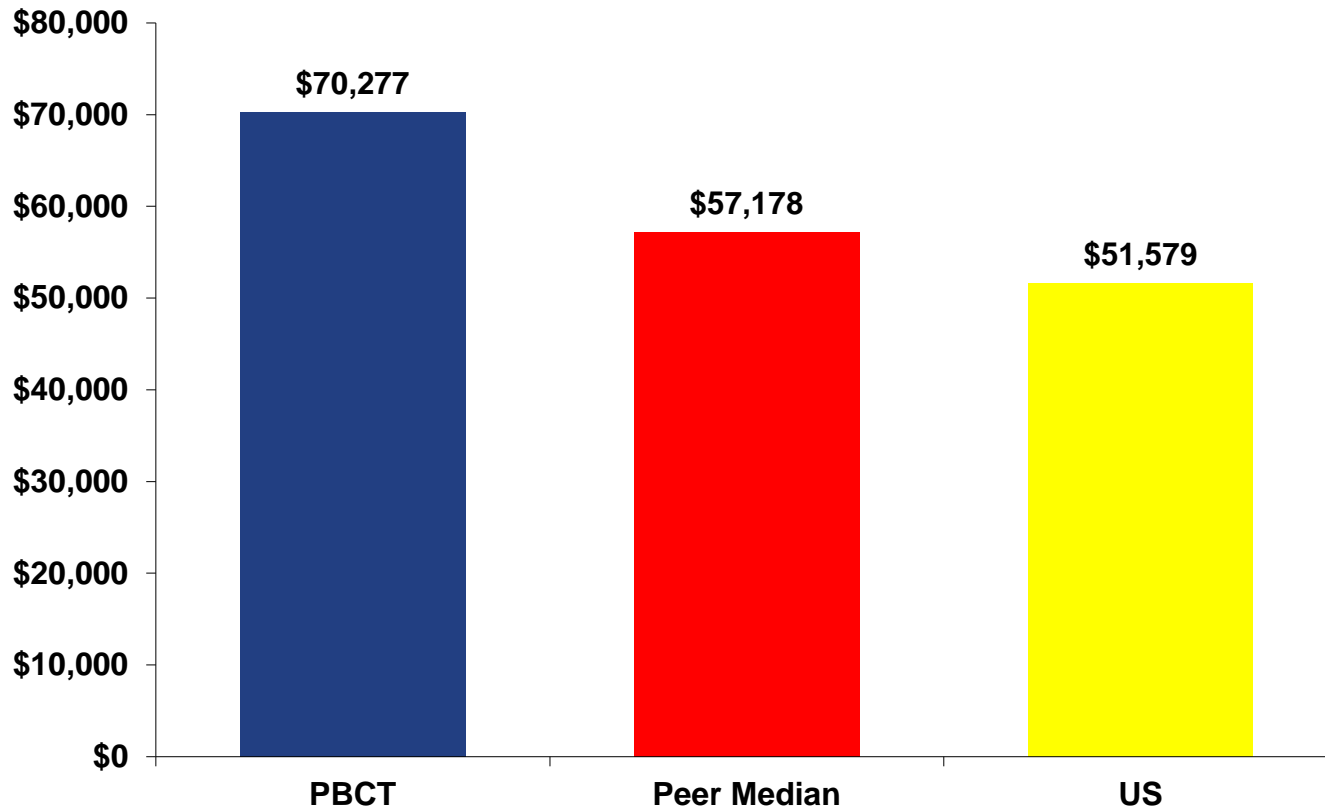
<b>NYC-Northern NJ-PA</b>	<ul style="list-style-type: none"> <li>Population: 20.0MM</li> <li>Median HH Income: \$64,538</li> <li>Businesses: 810,883</li> </ul>	<ul style="list-style-type: none"> <li>Population Density (#/sq miles): 2,411</li> <li>Unemployment Rate (%): 6.3</li> <li>\$100K+ Households (%): 31.5</li> </ul>
<b>Boston, MA</b>	<ul style="list-style-type: none"> <li>Population: 4.7MM</li> <li>Median HH Income: \$71,190</li> <li>Businesses: 203,770</li> </ul>	<ul style="list-style-type: none"> <li>Population Density (#/sq miles): 1,347</li> <li>Unemployment Rate (%): 5.5</li> <li>\$100K+ Households (%): 34.8</li> </ul>
<b>Hartford, CT</b>	<ul style="list-style-type: none"> <li>Population: 1.2MM</li> <li>Median HH Income: \$67,457</li> <li>Businesses: 52,315</li> </ul>	<ul style="list-style-type: none"> <li>Population Density (#/sq miles): 802</li> <li>Unemployment Rate (%): 6.9</li> <li>\$100K+ Households (%): 31.0</li> </ul>
<b>Bridgeport-Stamford, CT</b>	<ul style="list-style-type: none"> <li>Population: 944,000</li> <li>Median HH Income: \$78,095</li> <li>Businesses: 49,392</li> </ul>	<ul style="list-style-type: none"> <li>Population Density (#/sq miles): 1,511</li> <li>Unemployment Rate (%): 6.3</li> <li>\$100K+ Households (%): 39.6</li> </ul>
<b>New Haven, CT</b>	<ul style="list-style-type: none"> <li>Population: 862,000</li> <li>Median HH Income: \$61,762</li> <li>Businesses: 36,800</li> </ul>	<ul style="list-style-type: none"> <li>Population Density (#/sq miles): 1,428</li> <li>Unemployment Rate (%): 7.6</li> <li>\$100K+ Households (%): 28.0</li> </ul>
<b>Burlington, VT</b>	<ul style="list-style-type: none"> <li>Population: 215,000</li> <li>Median HH Income: \$65,440</li> <li>Businesses: 10,846</li> </ul>	<ul style="list-style-type: none"> <li>Population Density (#/sq miles): 172</li> <li>Unemployment Rate (%): 3.6</li> <li>\$100K+ Households (%): 27.4</li> </ul>

Notes: The current national unemployment rate is 5.9%  
 The current national population density is 90 (#/sq miles)  
 Source: SNL Financial, US Census data



# Strong Market Demographic Profile

## Weighted Average Median Household Income



# Attractive Market Demographics

- 75% of People's United's franchise deposits are in its top 5 MSAs, which are some of the most densely populated and wealthy markets in the US

People's United Top 5 MSAs	People's United's Franchise Metrics <sup>1</sup>						MSA Rank out of 917 Nationwide MSAs		
	Market Size Total Deposits (\$MM)	Market Rank	% Deposit Market Share	Number of Branches	Deposits (\$MM)	% of Franchise	Population Density (# / sq. mile)	Median Household Income	% Households with \$200k+ Income
Bridgeport-Stamford-Norwalk, CT	\$35,587	1	17.8%	65	\$6,347	28.8	6	7	2
New York-Newark-Jersey City, NY-NJ-PA	618,311	20	0.5	93	3,041	13.8	2	34	12
Boston-Cambridge-Newton, MA-NH	131,316	8	2.1	52	2,784	12.6	8	18	9
Hartford-West Hartford-East Hartford, CT	26,857	4	8.7	45	2,324	10.6	20	26	21
New Haven-Milford, CT	18,087	4	11.6	32	2,104	9.6	7	49	34
<b>Top 5 MSAs</b>	<b>\$830,159</b>	<b>–</b>	<b>2.0%</b>	<b>287</b>	<b>\$16,599</b>	<b>75.4</b>	<b>–</b>	<b>–</b>	<b>–</b>
<b>Weighted Average Rank <sup>2</sup></b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>8</b>	<b>22</b>	<b>12</b>
<b>Rank / Nationwide MSAs (917 MSAs)</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>0.8%</b>	<b>2.4%</b>	<b>1.3%</b>

Source: SNL Financial; Nielsen; FDIC data as of June 30, 2014

- Excludes deposits from trust institutions and branches with over \$750MM deposits; excludes branches and deposits located outside each MSA
- Rank weighted by percentage of franchise deposits

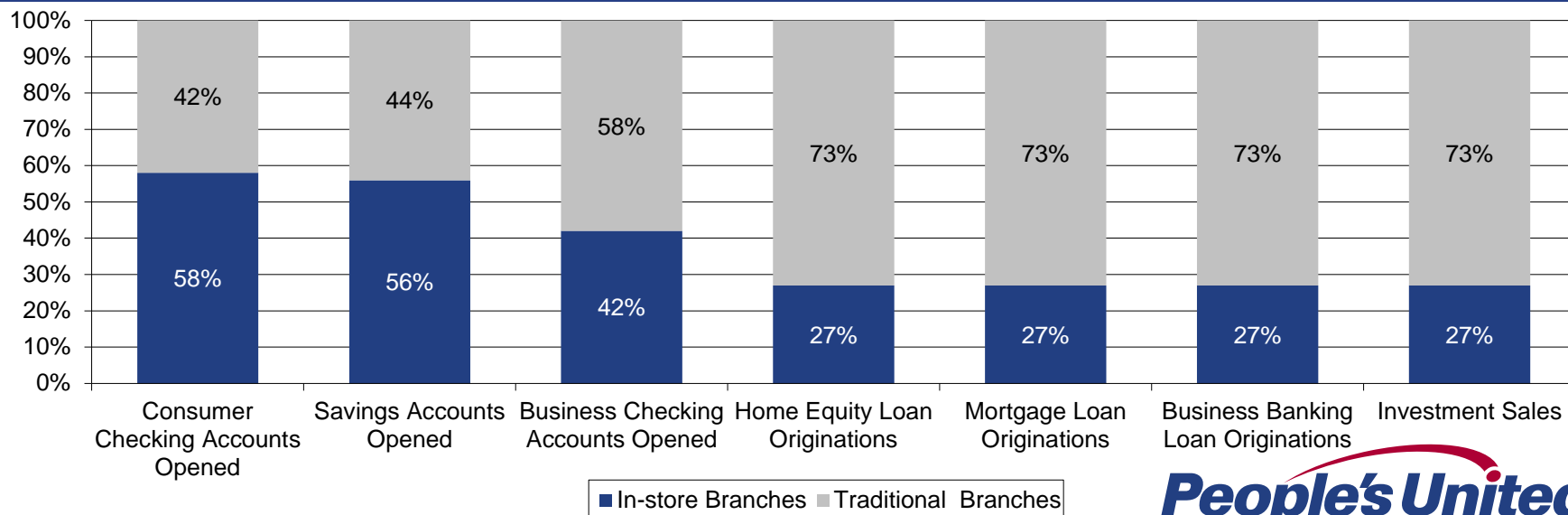


# In-store Versus Traditional Branches

## Connecticut

- **On average, in-store locations are open 37% more hours per week than traditional branches (56 hours vs. 41 hours) but are 30% less expensive to operate**
  - Partnership allows us to leverage our brand with the ~1.8 million shoppers who visit Connecticut Stop & Shop stores every week
- **In-store locations operate under the same business model as traditional branches and sell all the Bank's products and services**
  - Mortgages, Home Equity Loans, Business Loans and Investments\*
- **Connecticut in-store branches accounted for a significant portion of the new branch business booked in the market**

**Connecticut In-store Versus Traditional Branch Business (Last Twelve Months Through 9/30/14)**



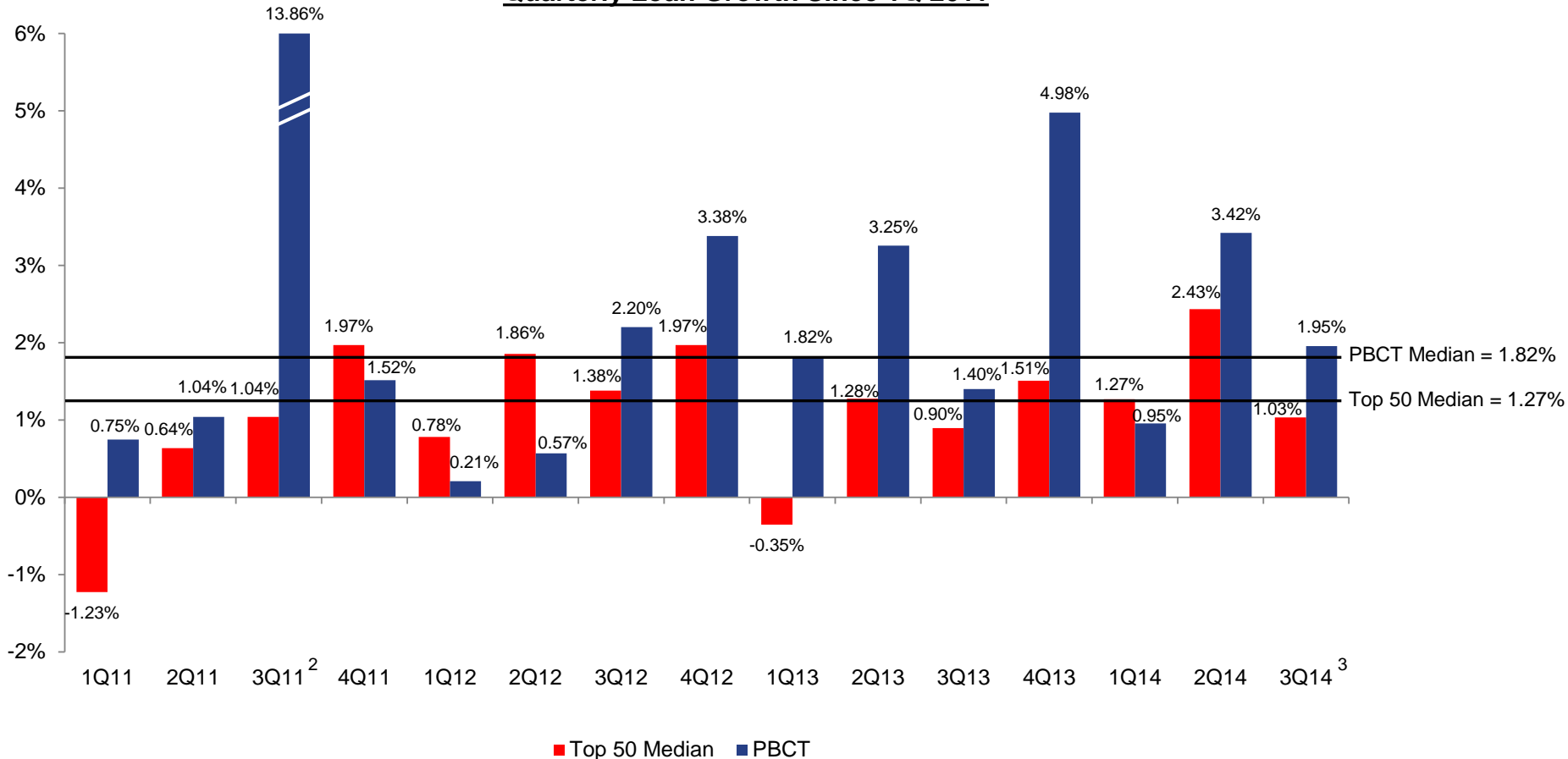
\* Sold by employees who are also licensed representatives of our brokerage affiliate

# Financial Performance

# Consistent Loan Growth

Since the end of 2010, People's United is one of only six banks within the top 50 by assets that have grown loans in each quarter <sup>1</sup>

**Quarterly Loan Growth Since 1Q 2011**



Source: SNL Financial. Excludes trust banks. Statements based on Total Gross Loans and Finance Leases, as reported, net of unearned discounts and gross of loss reserves. Does not include accrued interest on loans

Notes: <sup>1</sup> Top 50 banks by assets as of most recent year end; includes People's United, First Niagara, First Republic, Signature, UMB and Investors

<sup>2</sup> Reflects completion of Danvers Bancorp acquisition in 2Q 2011

<sup>3</sup> Based on 37 of the top 50 banks reporting



# Revenue Opportunities

- **Continue to deepen our presence in heritage markets such as Connecticut and Vermont**
- **Substantial growth prospects in larger markets such as New York metro and greater Boston**
  - New York:<sup>1</sup>
    - 20 commercial relationship managers up from zero in 1Q 2010
    - 96 branches up from 5 in 1Q 2010; 60 branches, or ~60%, are in-store locations
    - Total deposit growth of \$2.8BN, or 67% compound annual growth, since 1Q 2010
  - Massachusetts:<sup>1</sup>
    - 34 commercial relationship managers up from 14 since 2010
    - 53 branches up from 19 in 1Q 2010
    - Total deposit growth of \$2.2BN, or 32% compound annual growth, since 1Q 2010





# Revenue Opportunities

## Product Capabilities

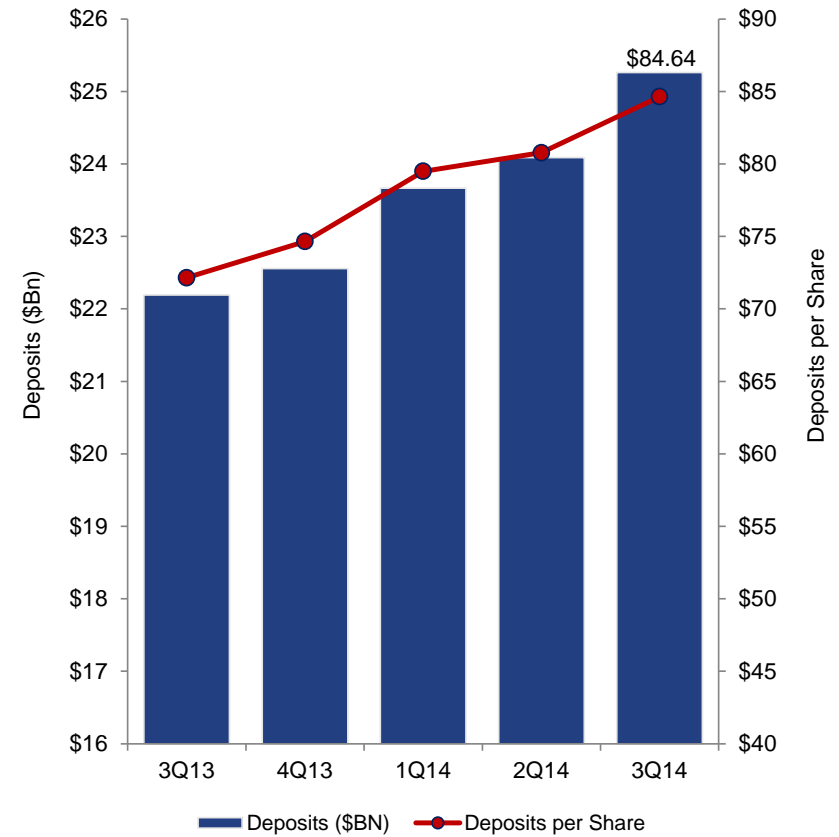
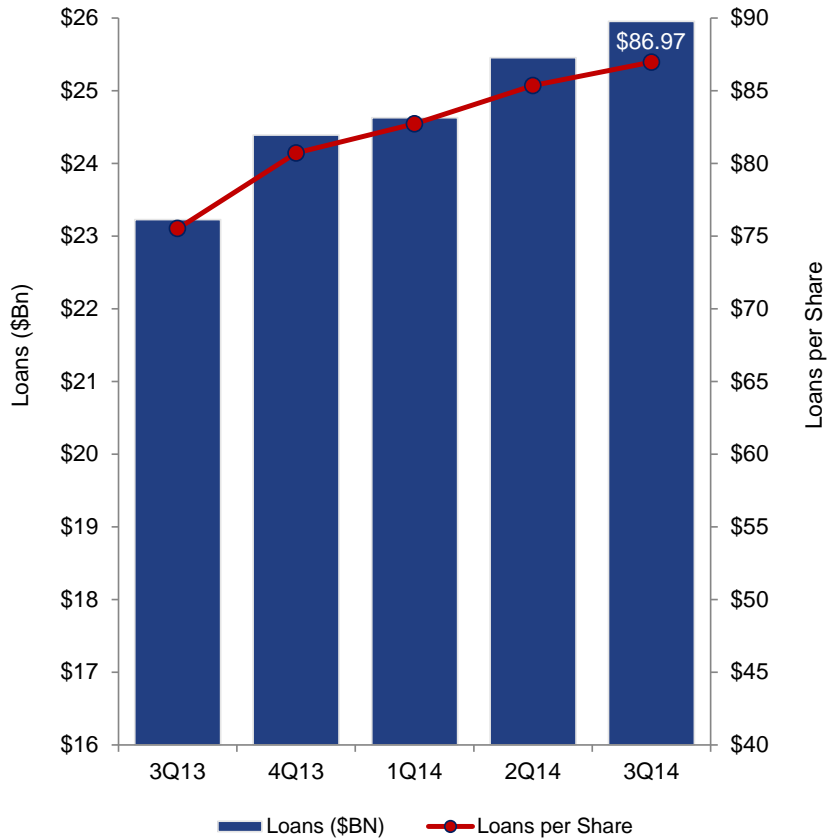
- **Under-represented asset classes ramping up**
  - Bolstered commercial banking presence in greater Boston and Long Island
  - Building mid-corporate and government banking productivity
  - Filling in New York metro Commercial Real Estate presence
  - Increased Private Banking activity with initial focus on CT, metro New York and greater Boston
  - Steady asset-based lending and mortgage warehouse lending progress
- **Enhancing wealth management offering**
  - Added seasoned wealth management team in Hartford area
  - Proprietary asset allocation and risk management strategies are implemented both internally and with a suite of external managers who represent our "best in class" recommendations
    - Unified Managed Account technology allows us to “rent” intellectual capital – no customer funds leave the bank
- **Increasing momentum in other fee income businesses with a focus on cross-sell**
  - Delivering interest rate swaps and foreign exchange products to corporate customers
  - Expanding international trade finance with the recent hire of a senior executive
  - Merchant services joint venture highlights commitment to better serve customers and drive growth
  - Growing commercial banking lending fees



# Growing Future Earnings Per Share

## Loans and Deposits per Share

We have made substantial progress over the past year, growing loans and deposits per share at compound annual growth rates of 15% and 17%, respectively



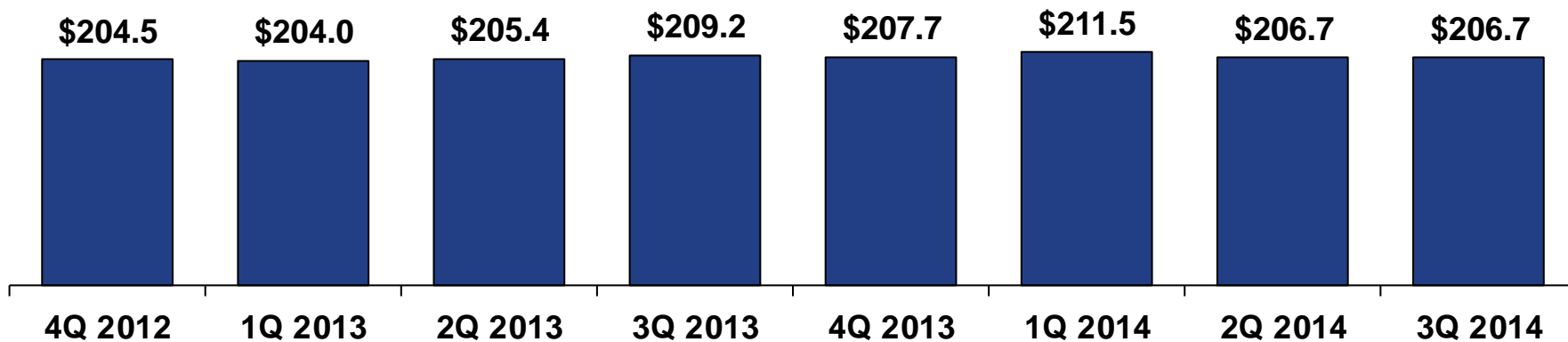
# Expense Management

- **Expense Management Oversight Committee (EMOC) has been fully operational since November 2011**
  - Committee comprised of the CEO, CFO of the Bank, Chief Administrative Officer and Chief HR Officer
- **EMOC oversees:**
  - Non-interest expense management and implements strategies to attain targeted goals
  - Revenue initiatives that require expenditures and conducts periodic progress reviews
- **Provides a horizontal view of the organization**
- **Expense Management Units (EMUs) established to facilitate EMOC functions**
  - Defined EMUs include:
    - Technology
    - Employment/Benefits
    - Depreciation/Equipment
    - Operations
    - Marketing
    - Decentralized
    - Real Estate Services
    - Regulatory/Institutional
    - Intangible Amortization
- **Spending requests above \$25,000 are submitted by EMU owners for approval**
- **Staffing models, staffing replacements and additions for mid-level positions and above require approval by the Committee**

## Expense Management (cont.)

- Operating expenses have remained relatively flat over the last two years
- People's United has managed expenses while also making significant investments in:
  - People and systems amidst a regulatory environment of heightened expectations
  - Revenue and deposit gathering initiatives
  - Improving customer experiences via enhanced delivery of products and services

### Operating Non-interest Expense (\$MM)

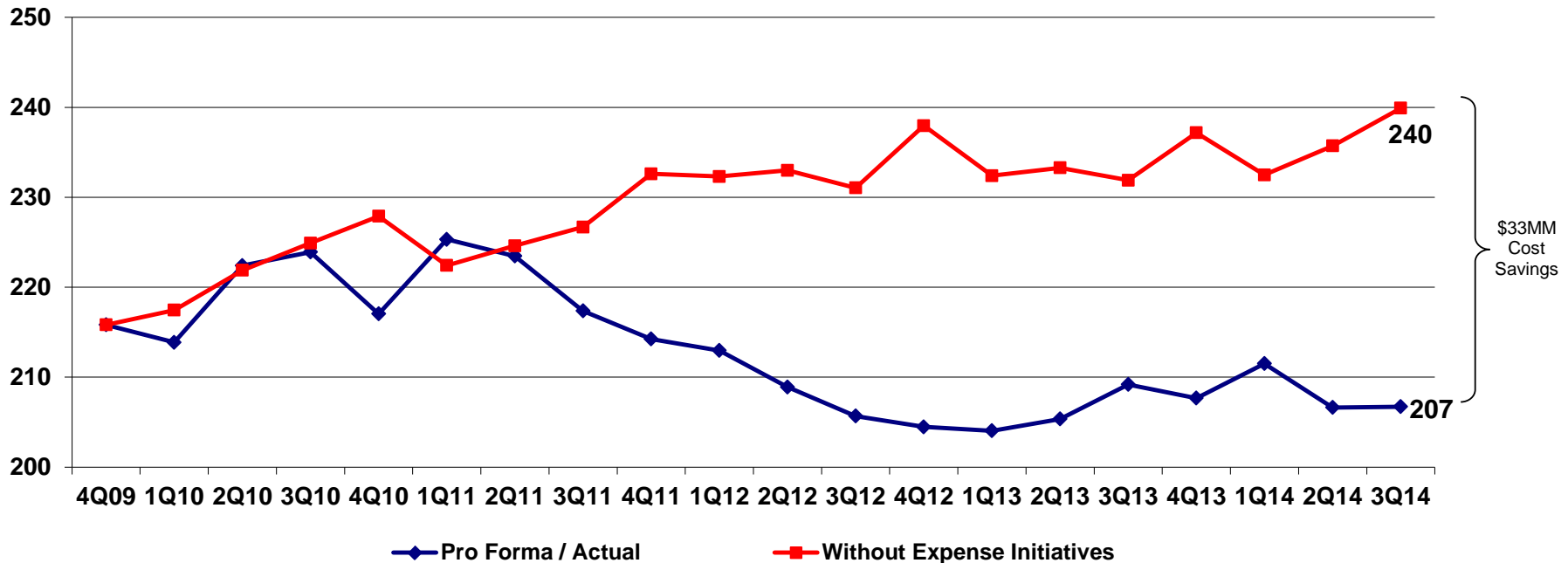


# Expense Progress

## Estimated Cost Savings Analysis

Our 3Q 2014 operating expense base of \$207MM reflects \$33MM (~\$132MM annualized) savings from successfully-executed expense initiatives

### Operating Noninterest Expense (\$MM)



Source: SNL Financial

Notes: "Pro Forma / Actual" represents PBCT operating non-interest expense and the actual expenses at the acquired institutions. Acquisition target costs fall away as the acquisitions are completed. "Without Expense Initiatives" represents PBCT operating non-interest expense and the actual expenses at the acquired institutions in 4Q09, and then applies the peer median expense growth rate in each subsequent quarter. Includes 18 of 20 peers reporting in 3Q 2014.

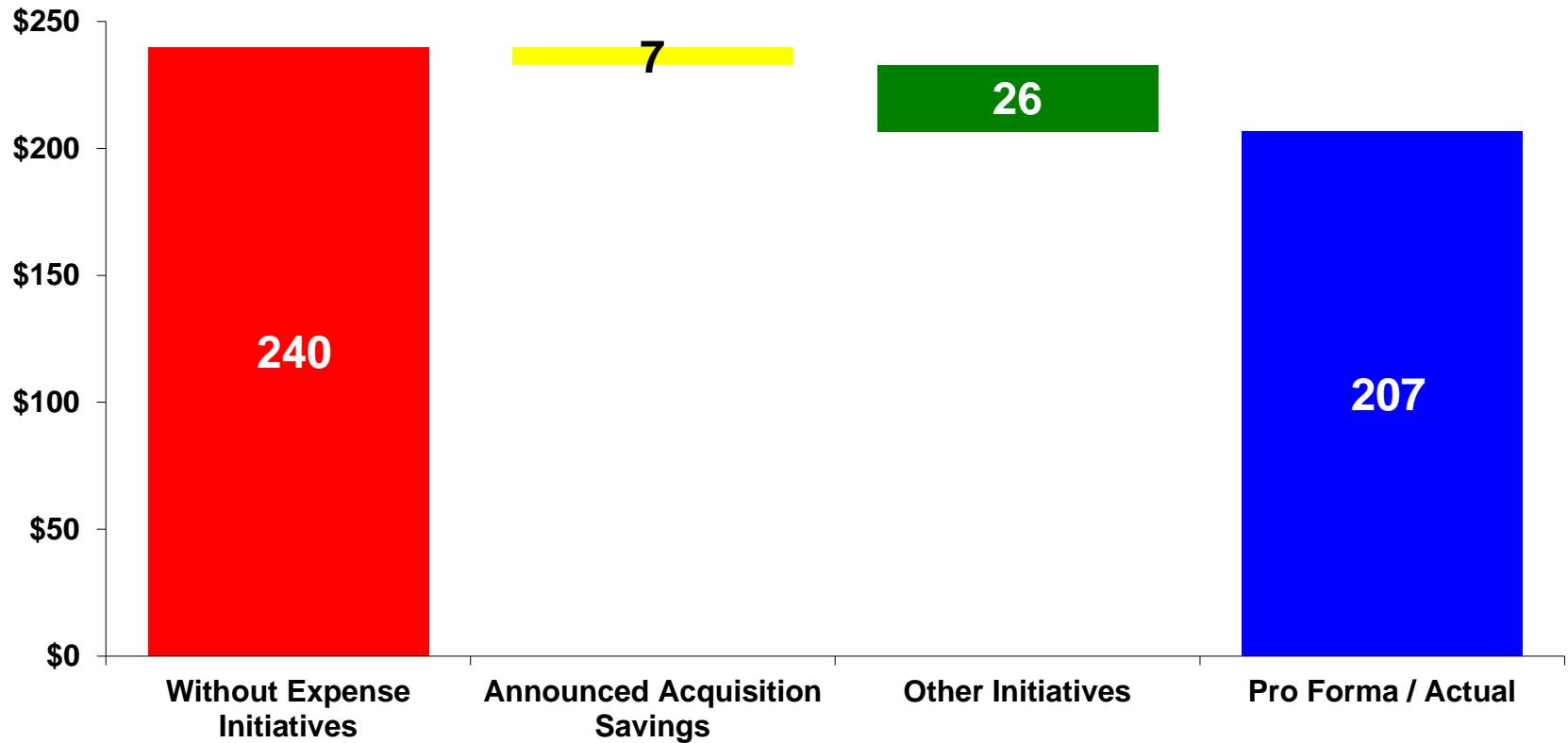


# Expense Progress

## Estimated Cost Savings Analysis

The \$33MM in quarterly cost reductions is attributable to efforts related to acquisition cost savings and other initiatives

### Operating Noninterest Expense (\$MM)



Source: SNL Financial

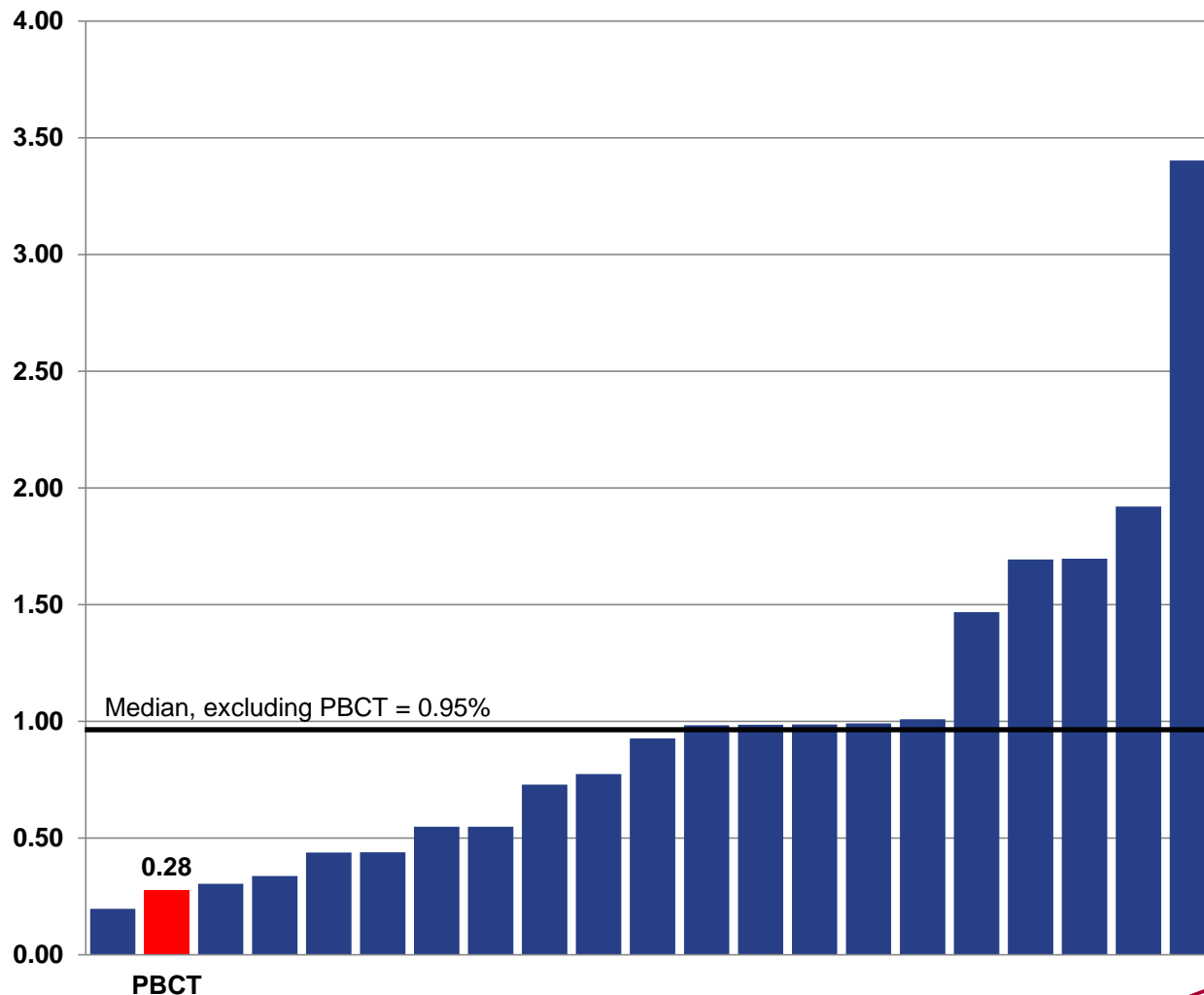
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# Average Annual Net Charge Offs / Average Loans (%)

Peer Group Comparison, 2009-2013

Conservative underwriting is a hallmark of this institution



# Summary



# Summary

## Sustainable Competitive Advantage

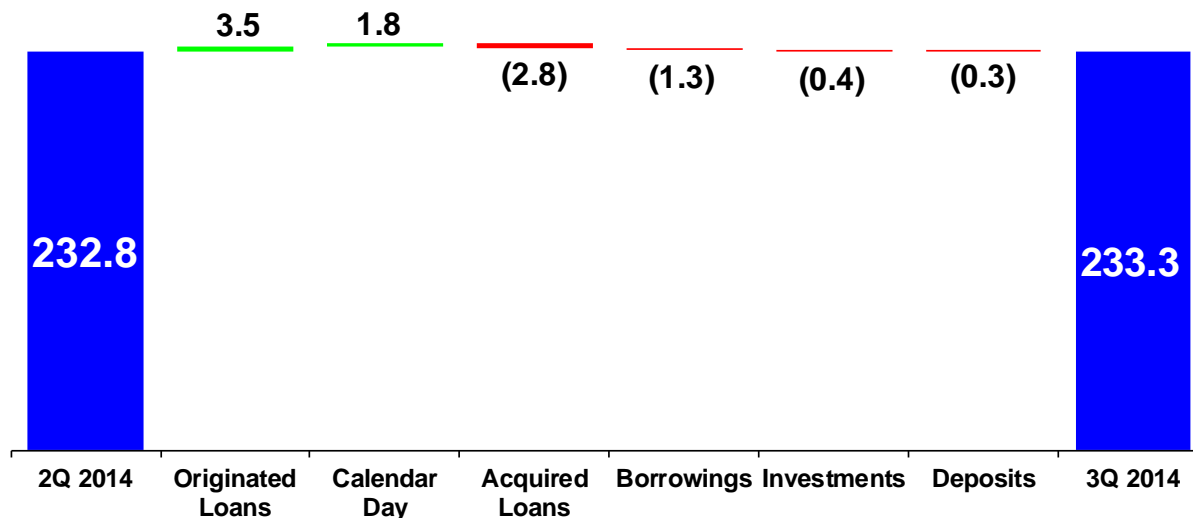
- **Premium brand built over 170 years**
- **High quality Northeast footprint characterized by wealth, density and commercial activity**
- **Strong leadership team**
- **Superior asset quality**
- **Focus on relationship-based banking**
- **Growing loans and deposits within footprint – in two of the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

# Appendix

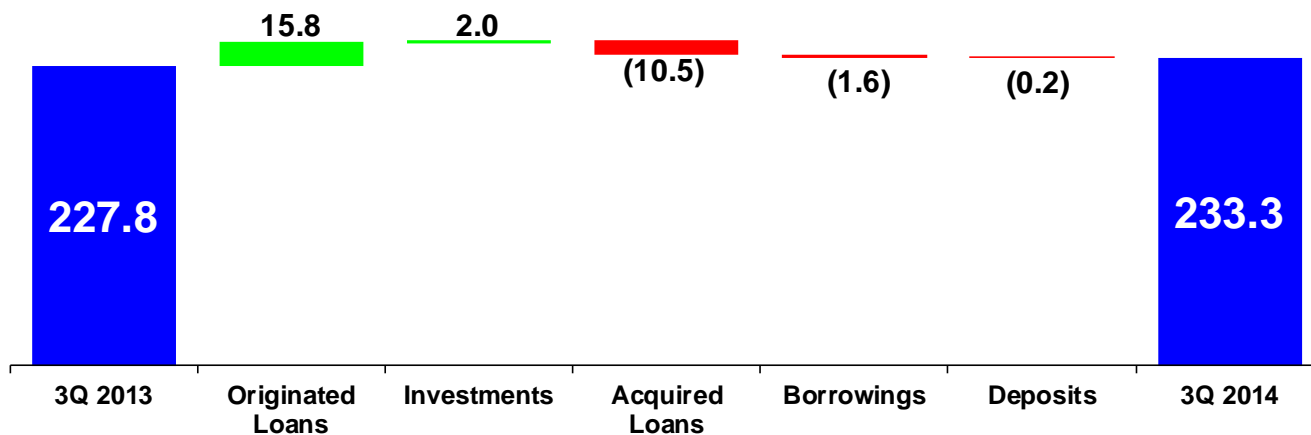
# Net Interest Income (Fully Taxable Equivalent)

Linked Change  
(in \$ millions)

vs. Prior  
Quarter



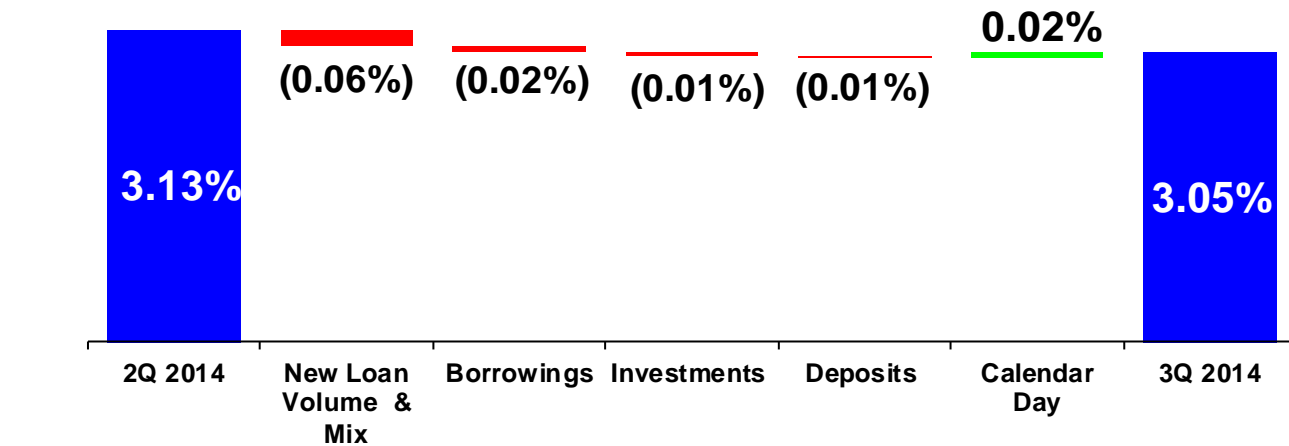
vs. Prior  
Year



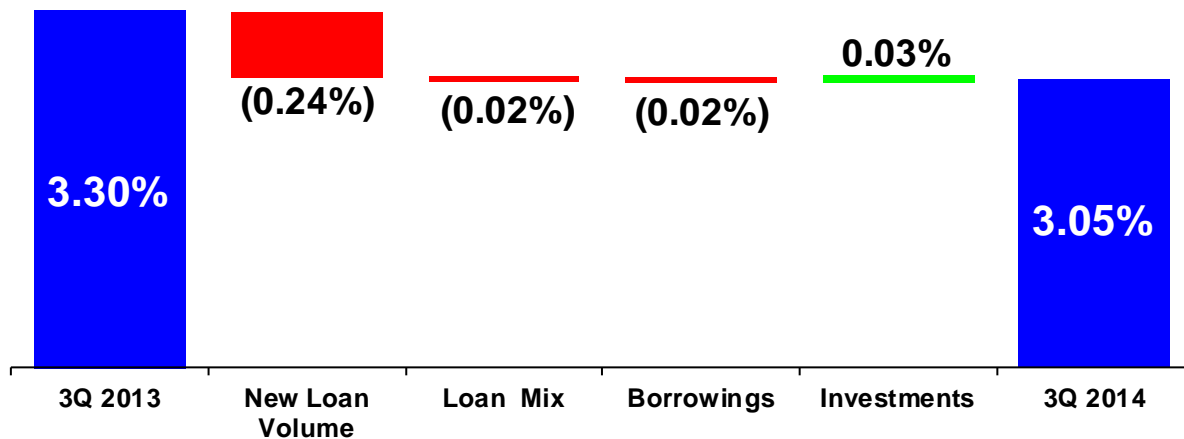
# Net Interest Margin (%)

## Linked Change

vs. Prior  
Quarter

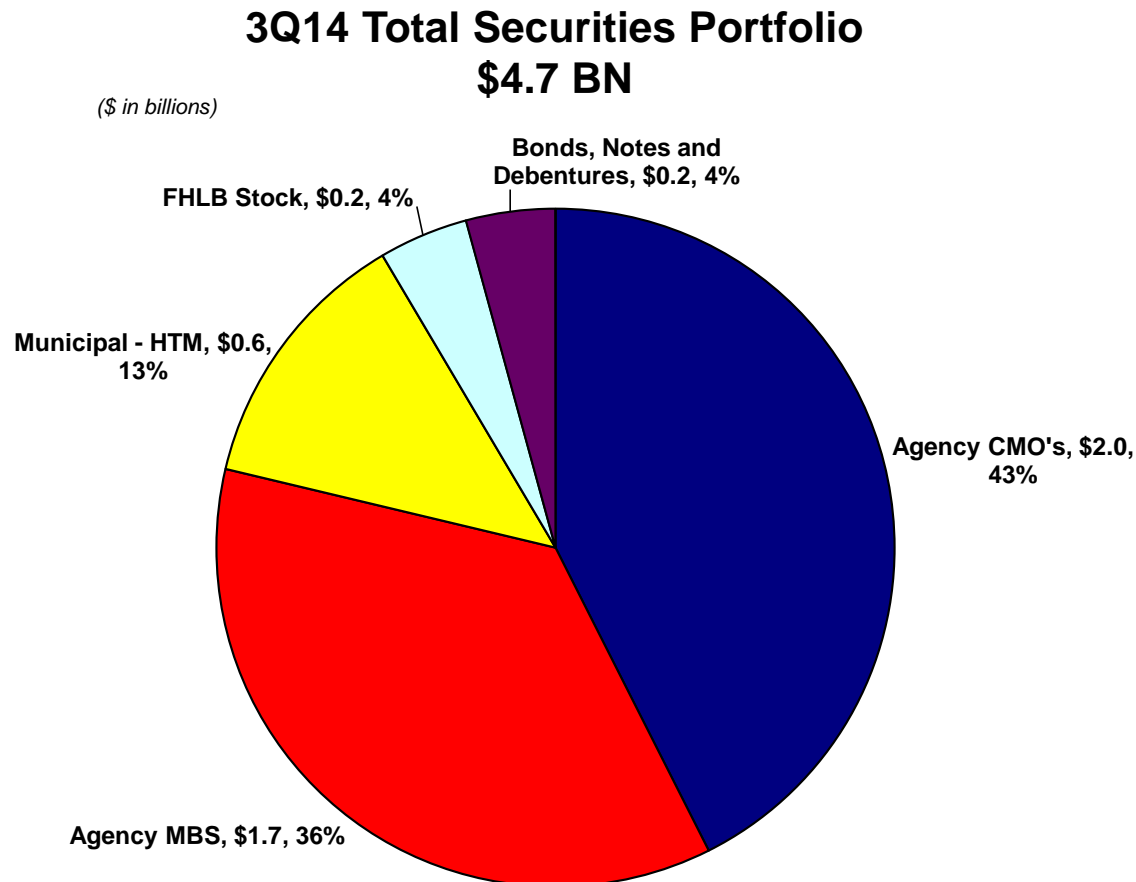


vs. Prior  
Year



# Securities Portfolio Detail

Agency MBS and Agency CMOs comprised of 10 year and 15 year collateral constitute ~80% of the portfolio. Municipal bond portfolio has an underlying weighted average credit rating above AA

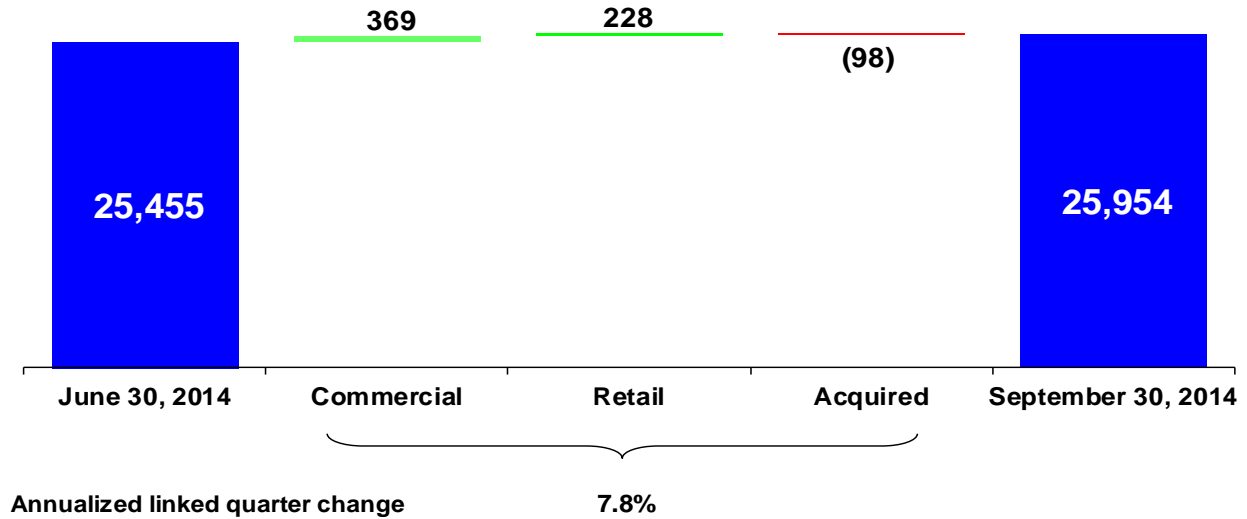


Note: Duration of the securities portfolio is ~4 years  
Securities portfolio does not contain CLOs, CDOs, trust preferred, or private-label mortgage-backed securities  
Held to maturity (HTM) securities reported on an amortized cost basis (book value). Available for sale (AFS) securities reported at fair value

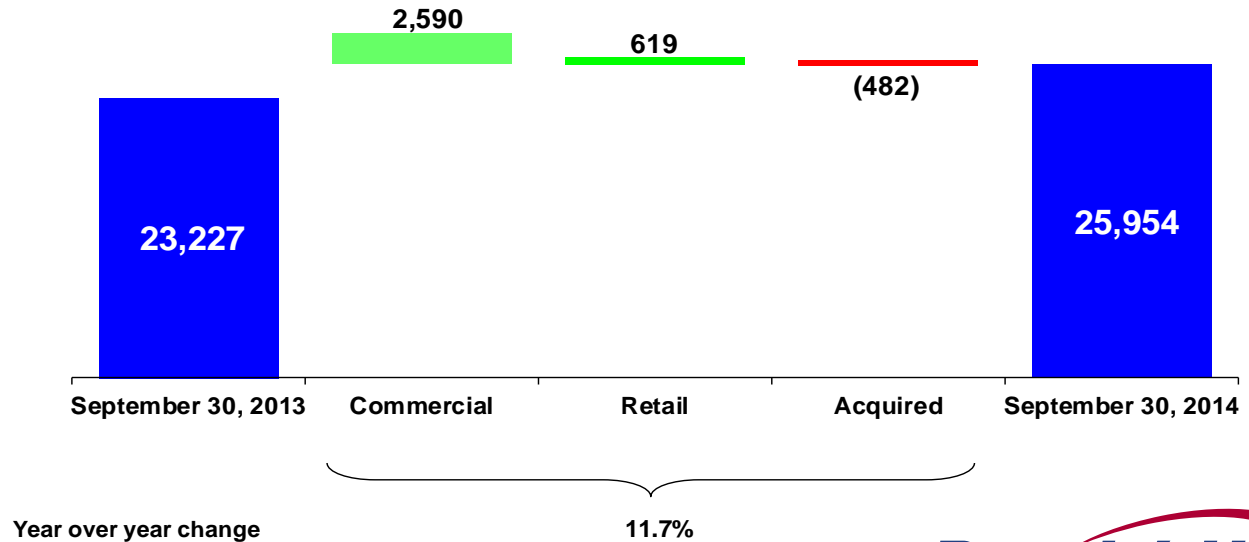
# Loans

Linked Change  
(in \$ millions)

vs. Prior  
Quarter



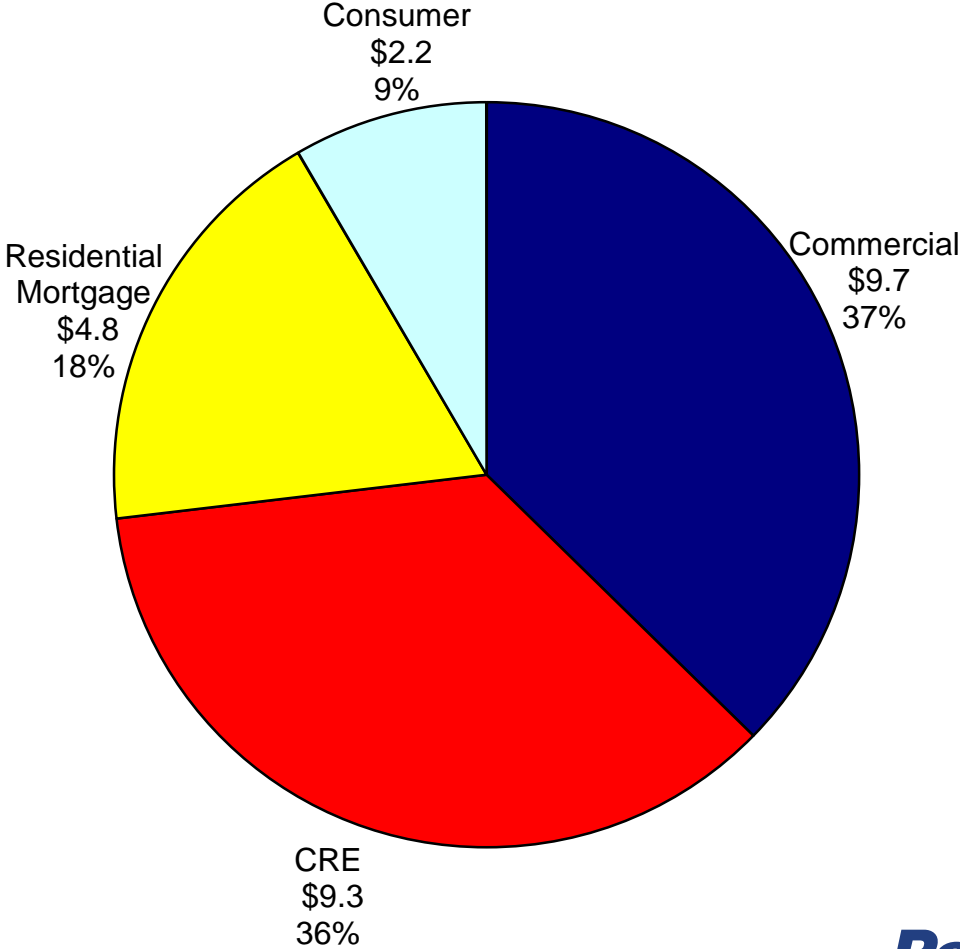
vs. Prior  
Year



# Loans by Business Line

## 3Q14 Total Loan Portfolio

\$26.0 BN

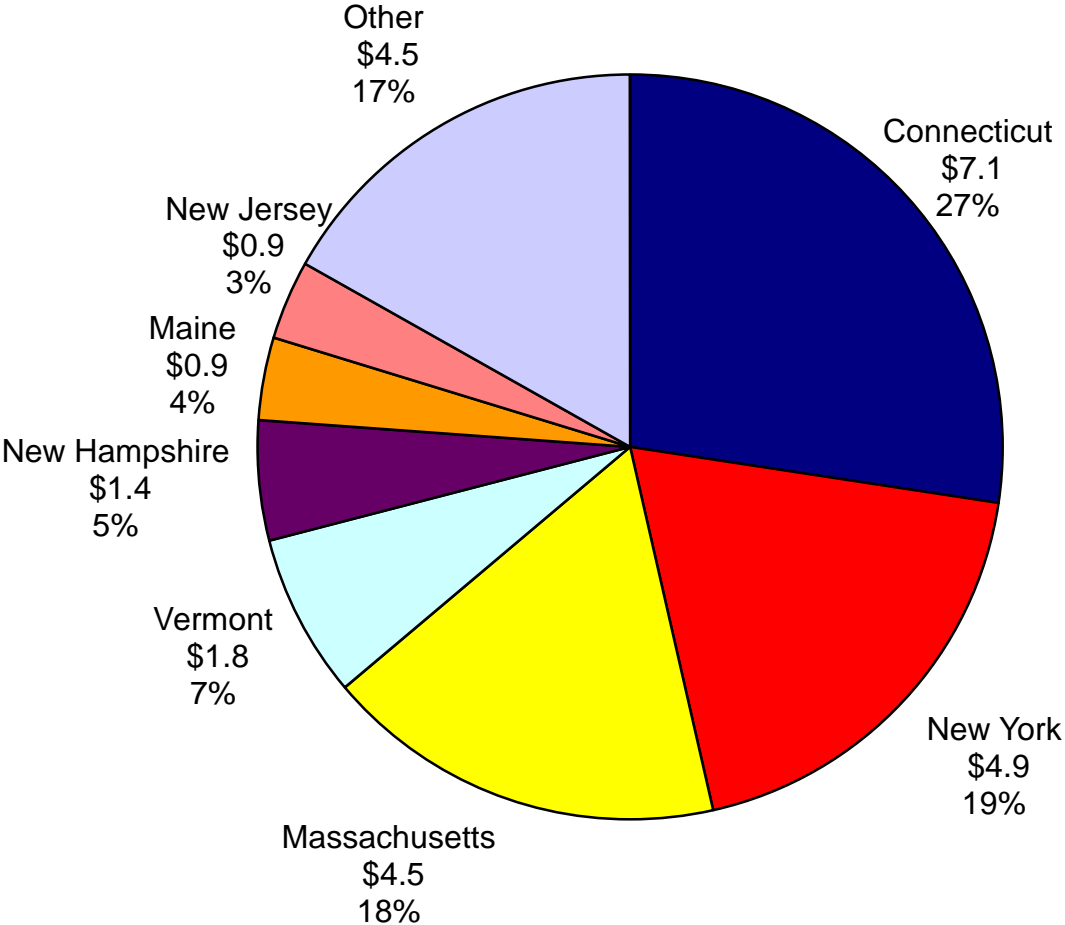


Note: Commercial represents Commercial & Industrial and Equipment Finance

# Loans by Geography

## 3Q14 Total Loan Portfolio

\$26.0 BN



*Excluding equipment finance loans, ~95% of our 3Q14 loan portfolio is within the Northeast*





# Commercial Loan Portfolio Detail

3Q 2014

- 73% of total loan portfolio

Commercial Real Estate,  
\$9.3BN, 36% of Total

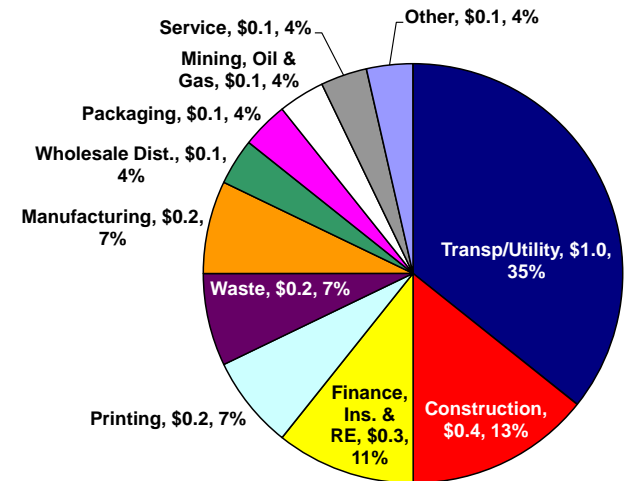
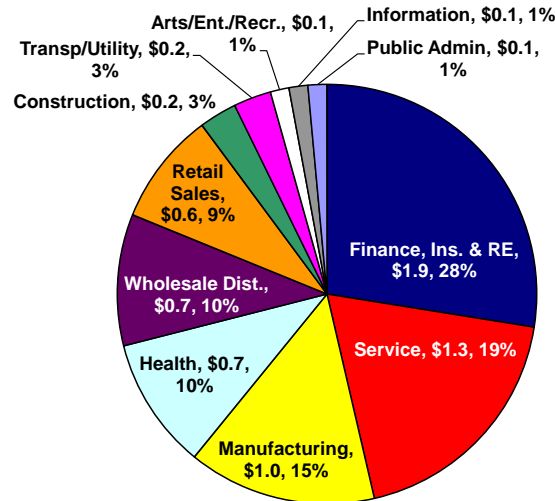
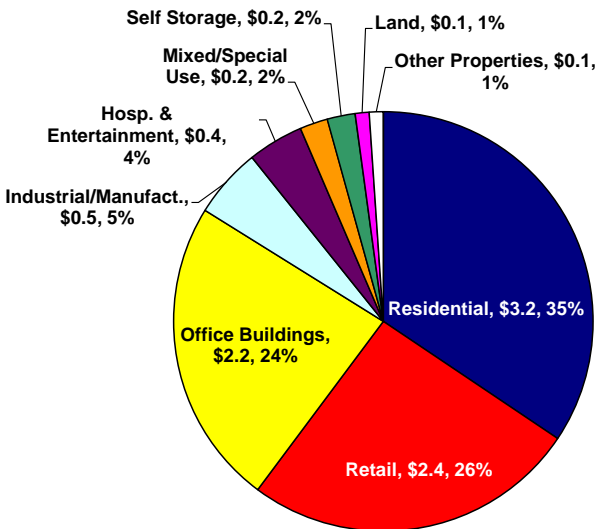
(\$ in billions)

Commercial & Industrial,  
\$6.9BN, 27% of Total

(\$ in billions)

Equipment Financing,  
\$2.8BN, 10% of Total

(\$ in billions)



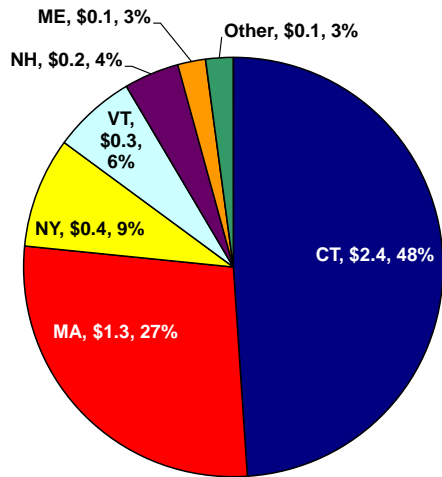
# Retail Loan Portfolio Detail

3Q 2014

- 27% of total loan portfolio

Residential Mortgage,  
\$4.8BN, 18% of Total

(\$ in billions)



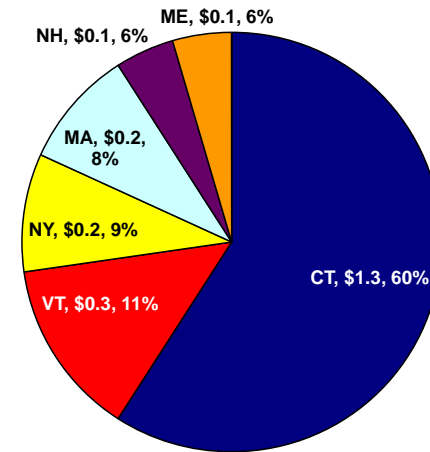
3Q 2014 originated weighted average LTV of 71%

3Q 2014 originated weighted average FICO score of 755

Hybrid ARMs represent ~90% of the portfolio

Consumer,  
\$2.2BN, 9% of Total

(\$ in billions)



3Q 2014 originated weighted average CLTV of 59%

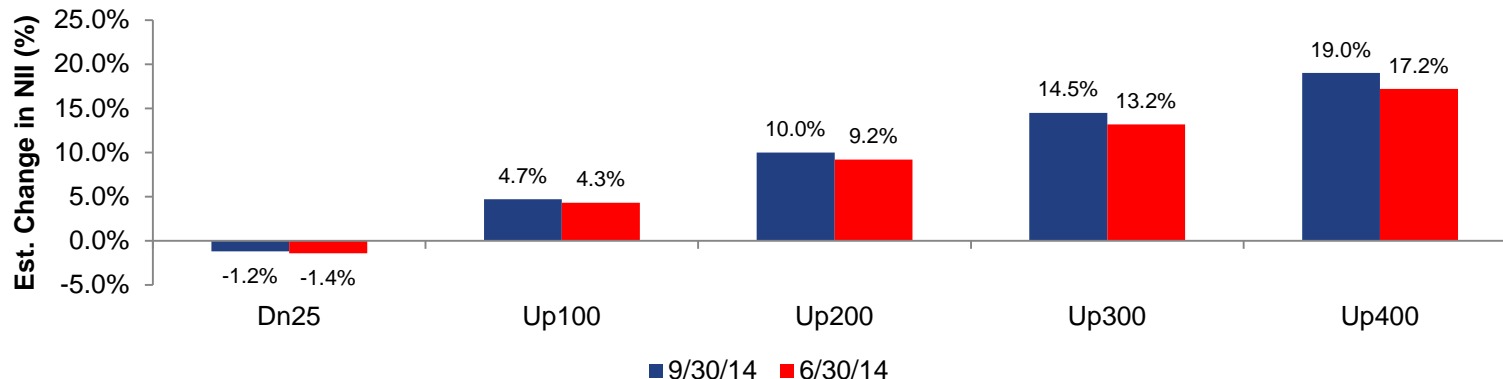
3Q 2014 originated weighted average FICO score of 768

~60% of originations during last 3 years are in a first lien position

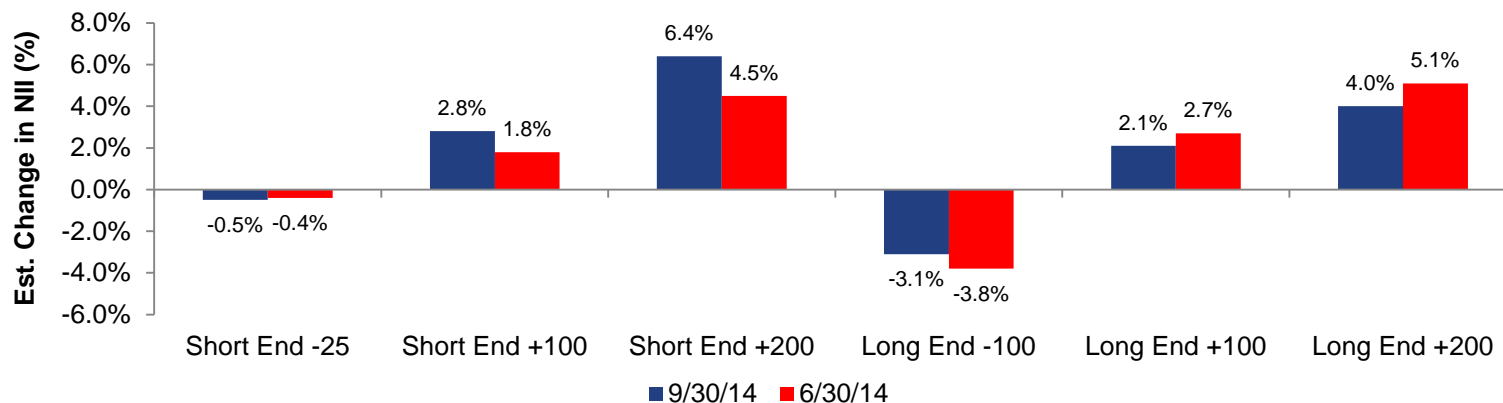
# Interest Rate Risk Profile

## Net Interest Income (NII) Sensitivity

### Immediate Parallel Shock



### Yield Curve Twist <sup>(1)</sup>



Notes:

(1) Yield curve twist pivot point is 18 month point on yield curve. Short End defined as overnight to 18 months. Long End defined as terms greater than 18 months



# 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 9/30/14 (in \$ millions)	Carrying Amount <sup>a, b</sup>	Carrying Amount Component <sup>b</sup>		NPLs <sup>c</sup>	Non-Accretable Difference/NPLs	Charge-offs Incurred Since Acquisition <sup>d</sup>
		Accretable Yield	Non-Accretable Difference			
Danvers (7/1/11)	\$602.3	\$175.4	\$9.9	\$42.8	23%	\$27.1
Smithtown (11/30/10)	377.3	188.1	93.8	59.4	158%	129.3
Others (various dates)	200.4	49.9	16.0	14.1	113%	33.4
<b>Total</b>	<b>\$1,180.0</b>	<b>\$413.4</b>	<b>\$119.7</b>	<b>\$116.3</b>		

(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

## Amortization of Original Discount on Acquired Loan Portfolio

\$ in millions, except per share data

### Amortization of Original Discount on Acquired Loan Portfolio

#### Impact on Net Interest Margin

3Q14 Total Accretion (All interest income on acquired loans)	19
3Q14 Average Acquired Loan Portfolio	1,225
Effective Yield on Acquired Loan Portfolio	6.17%
Weighted Average Coupon on Acquired Loan Portfolio <sup>1</sup>	4.37%
Incremental Yield Attributable to Amortiz. of Discount on Acq. Loan Portfolio	1.80%
Incremental Interest Income from Amortiz. of Discount on Acq. Loan Portfolio	5.5
3Q14 Average Earning Assets	30,556
Add: Average unamortized loan discount <sup>2</sup>	143
Adjusted 3Q14 Average Earning Assets <sup>2</sup>	30,699
Impact on Overall Net Interest Margin (bps)	7
Operating Net Interest Margin	3.05%
Adjusted Net Interest Margin	2.98%

### Amortization of Original Discount on Acquired Loan Portfolio

#### Impact on Earnings Per Share

Interest Income from Amortization of Original Discount on Acq. Loan Portfolio	5.5
3Q14 Effective Tax Rate	32.5%
3Q14 Earnings from Amortiz. of Original Discount on Acq. Loan Portfolio	3.7
3Q14 Weighted Average Shares Outstanding	298.4
3Q14 EPS Impact from Amortiz. of Discount on Acq. Loan Portfolio	\$0.01

#### Notes:

1. Excluding FinFed, the weighted average coupon on the acquired loan portfolio is 4.26%
2. Adjusted 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)



# Summary of Acquired Loan Accounting Events

(in \$ millions)

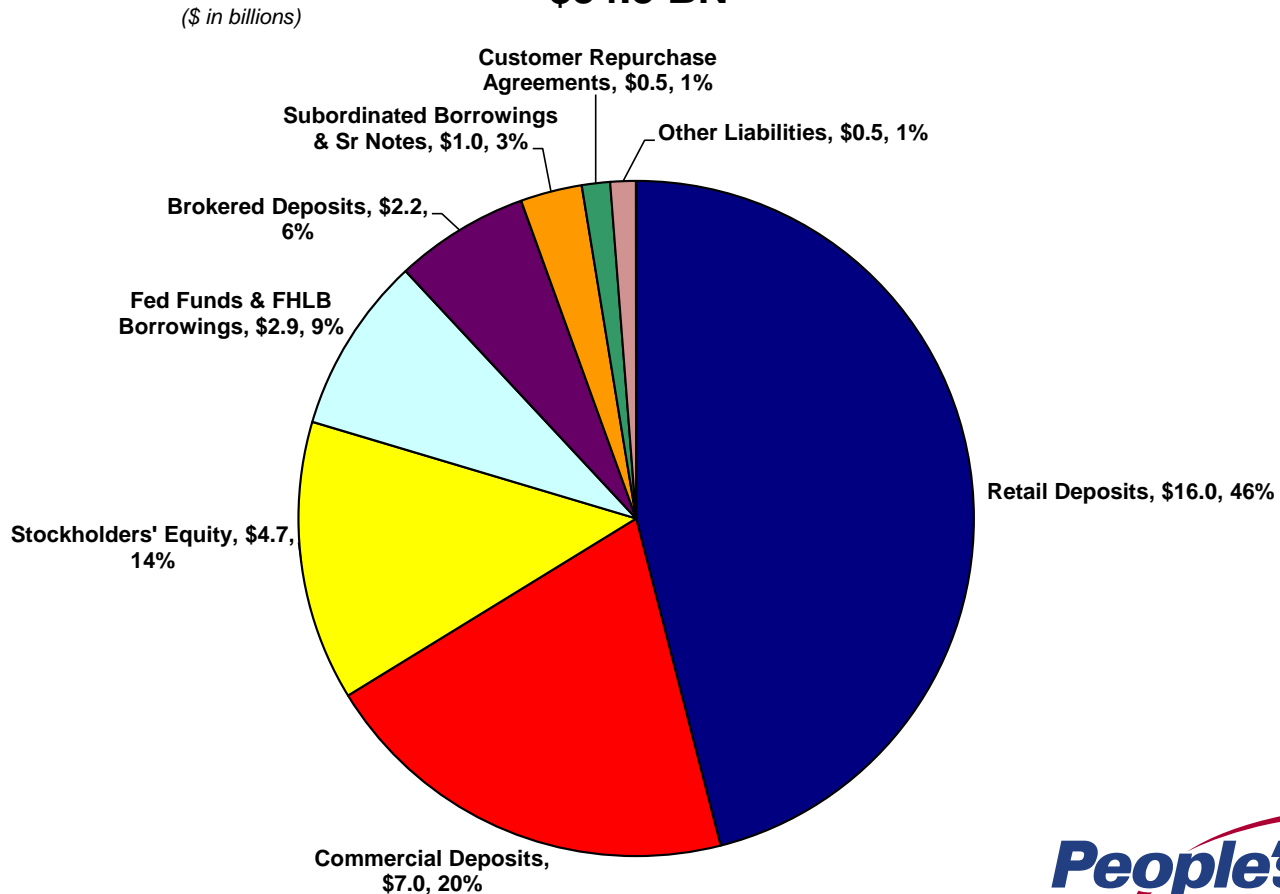
Since 2010, we have acquired \$5.4BN of loans, approximately 22% of which remain in our portfolio. We did not recognize cost recovery income, gains (losses) on sale or impairment in 2010. Since 1Q 2011, the net impact of such activity is +\$9.8MM

Period	Cost Recovery Income	Gain (Loss) on Sale of Acquired Loans	Acquired Loan Impairment	Net Impact
<b>2011</b>				
Q1	0.0	5.5	0.0	5.5
Q2	0.0	7.2	0.0	7.2
Q3	0.0	(4.8)	0.0	(4.8)
Q4	5.0	(0.4)	(7.4)	(2.8)
<b>2012</b>				
Q1	0.0	0.0	(0.3)	(0.3)
Q2	4.7	0.7	0.2	5.6
Q3	4.1	0.0	(5.7)	(1.6)
Q4	0.0	0.3	0.0	0.3
<b>2013</b>				
Q1	0.0	0.0	(2.6)	(2.6)
Q2	0.0	5.8	0.9	6.7
Q3	3.0	0.0	(2.6)	0.4
Q4	0.2	(0.1)	0.1	0.2
<b>2014</b>				
Q1	0.0	0.0	(1.5)	(1.5)
Q2	0.1	(0.4)	(0.8)	(1.1)
Q3	0.8	(0.2)	(2.0)	(1.4)
<b>Total</b>	<b>\$17.9</b>	<b>\$13.6</b>	<b>(\$21.7)</b>	<b>\$9.8</b>

# Balance Sheet Funding Detail

81% funded by organic deposits, customer repurchase agreements and common equity

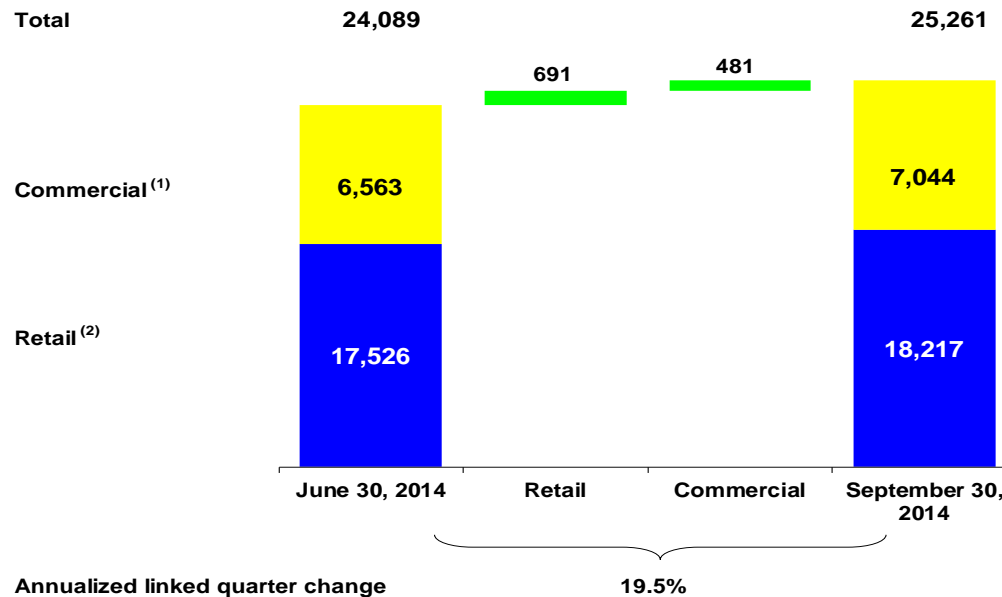
## 3Q14 Balance Sheet Funding \$34.8 BN



# Deposits

## Linked Change (in \$ millions)

vs. Prior  
Quarter

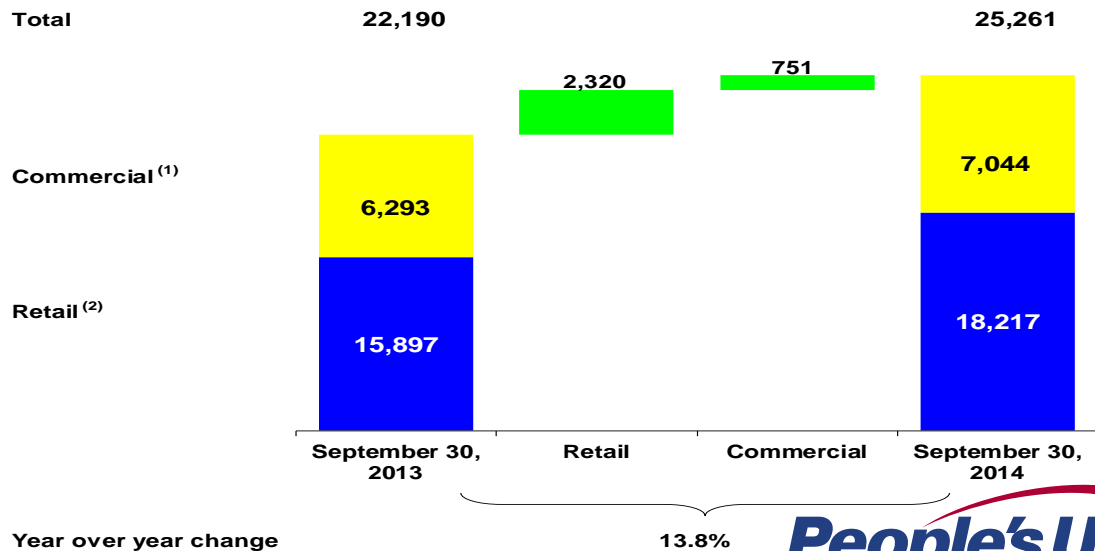


Notes:

(1) Commercial includes Municipal deposits of \$1,150MM at 06/2014 and \$1,397MM at 09/2014

(2) Retail includes brokered deposits of \$1,328MM at 06/2014 and \$2,228MM at 09/2014

vs. Prior  
Year



Notes:

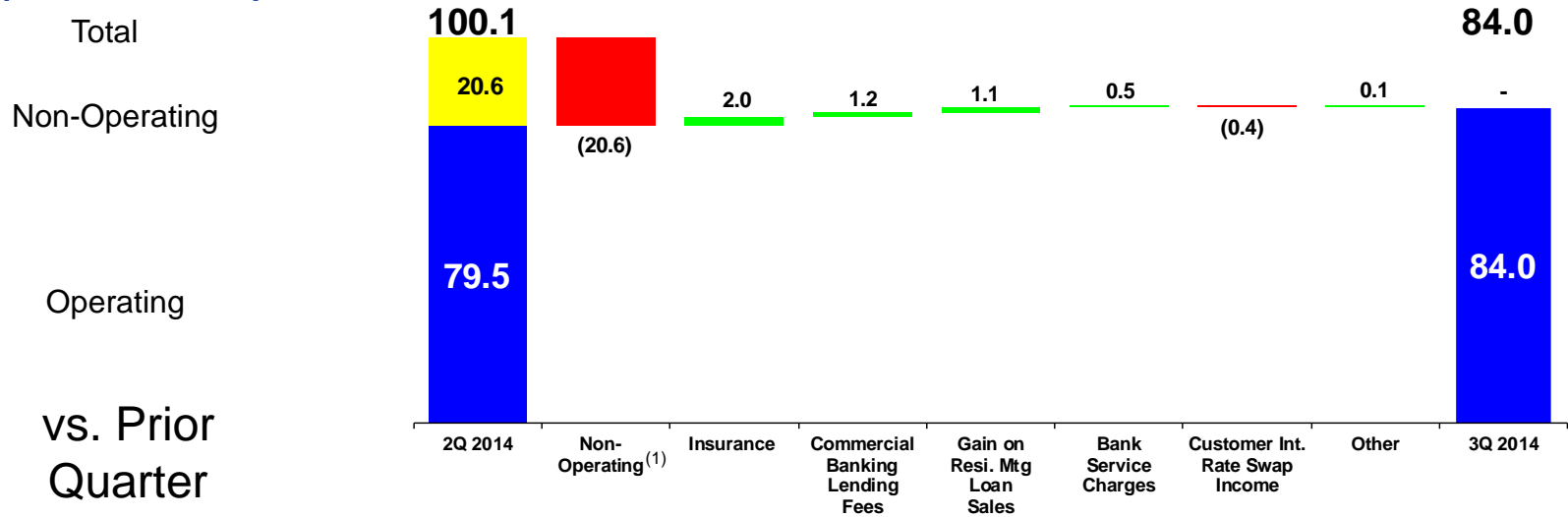
(1) Commercial includes Municipal deposits of \$1,182MM at 09/2013 and \$1,397MM at 09/2014

(2) Retail includes brokered deposits of \$2,228MM at 09/2014 (none at 09/2013)

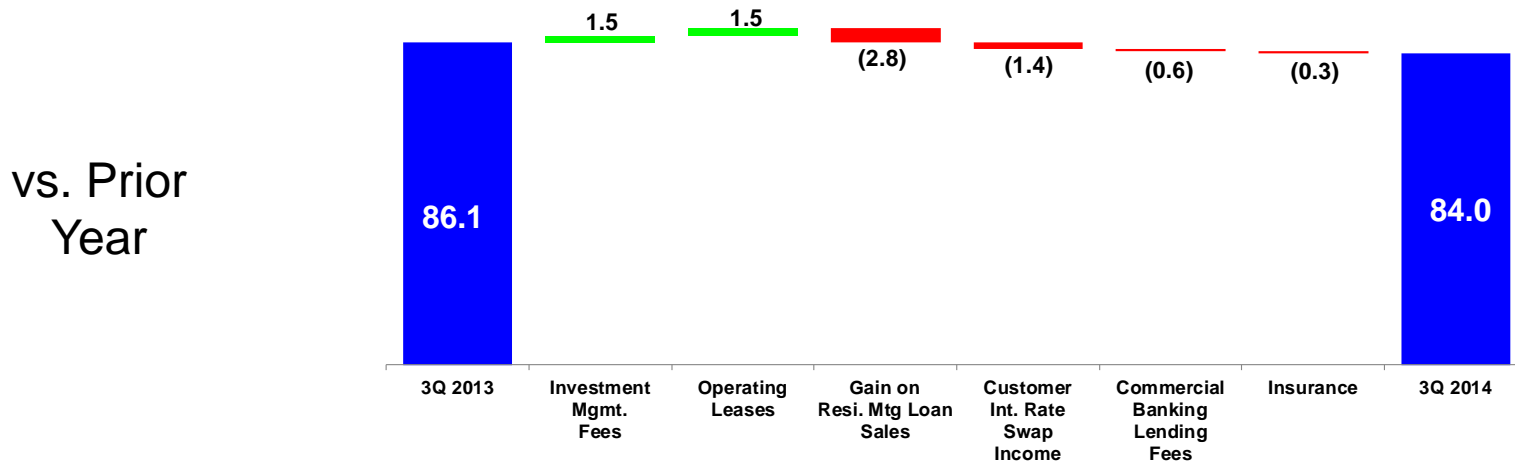


# Non-Interest Income

Linked Change  
(in \$ millions)



Note: <sup>(1)</sup> Non-operating income represents the 2Q 2014 gain on the merchant services joint venture, net of related expenses

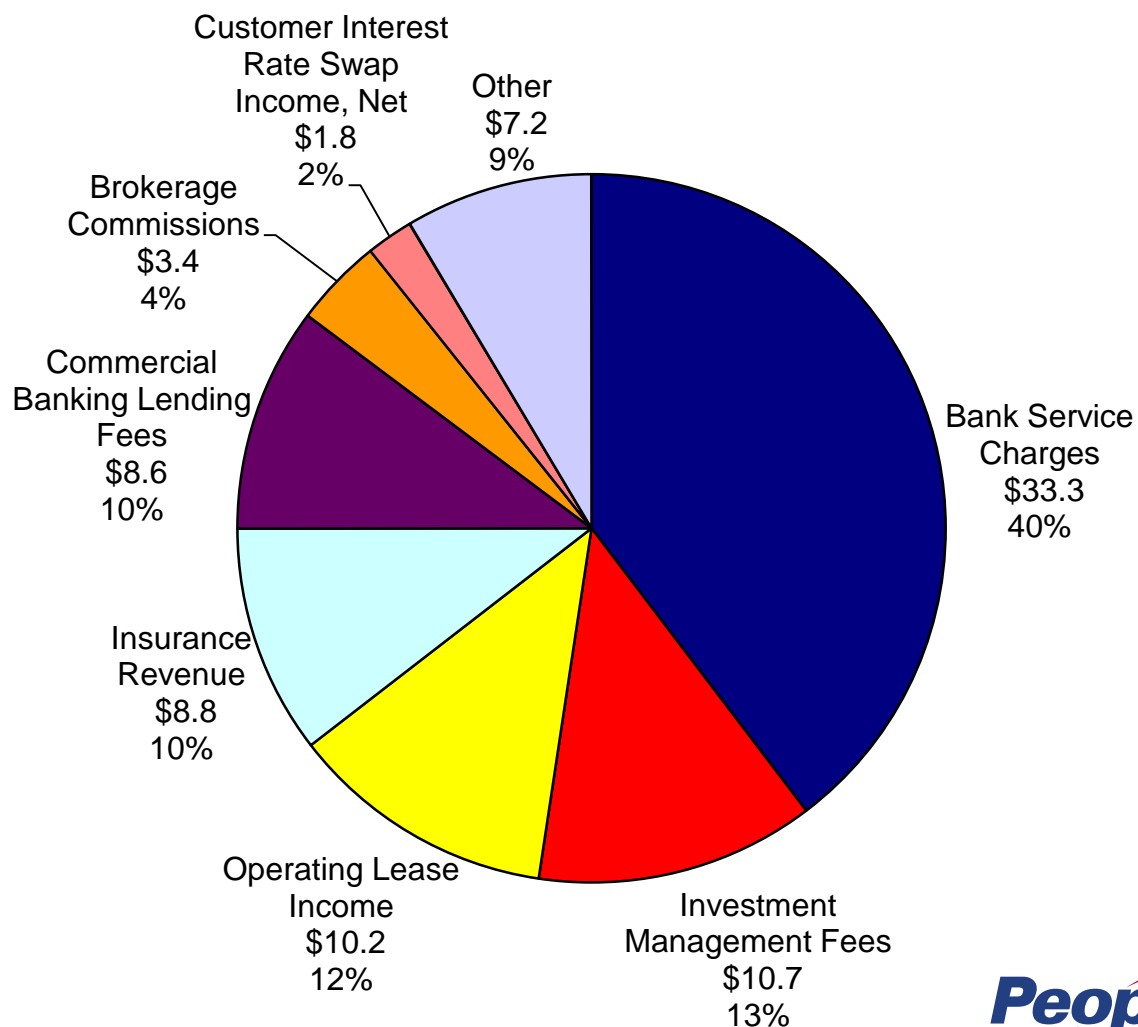


# Non-Interest Income by Category

(in \$ millions)

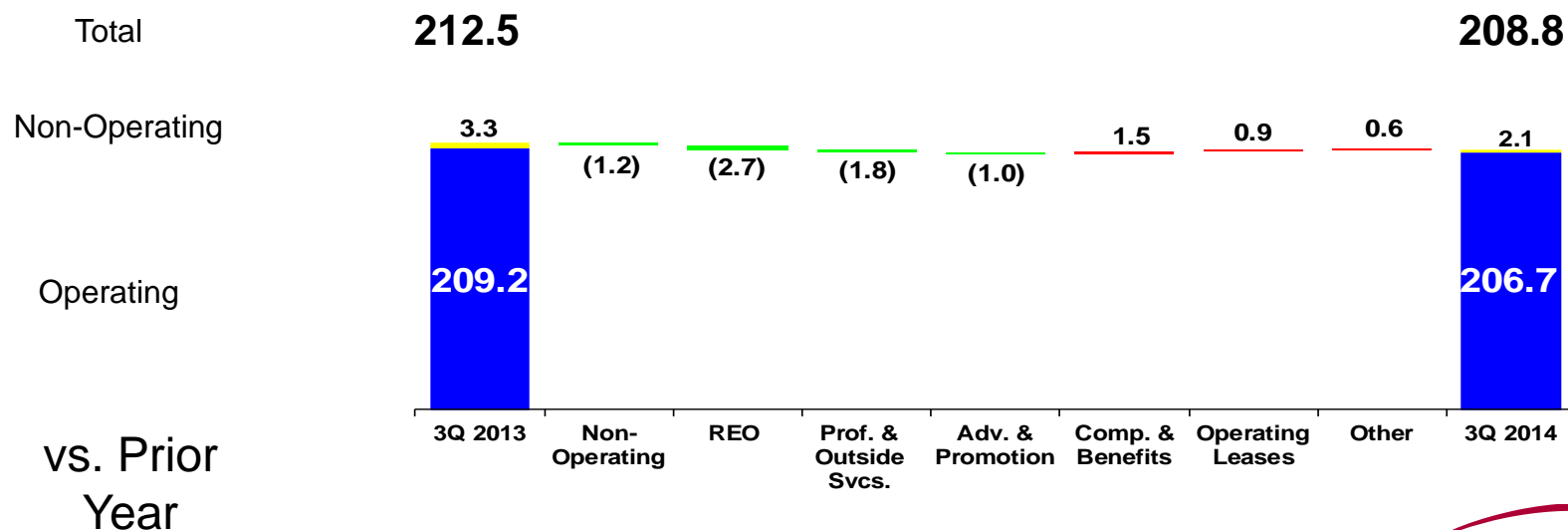
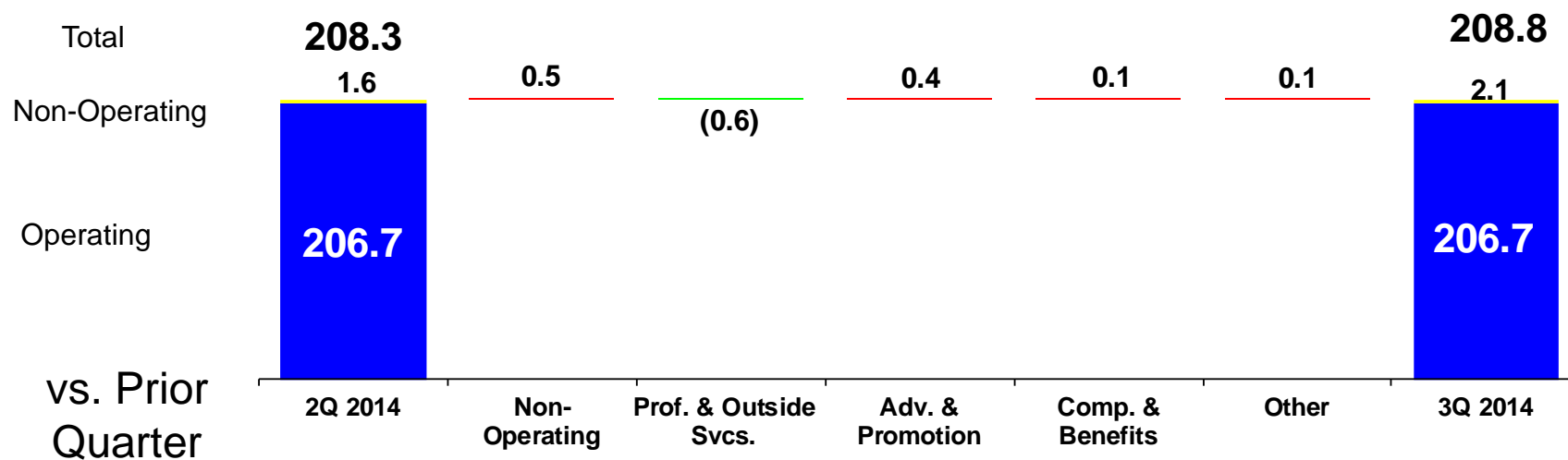
## 3Q14 Non-Interest Income

**\$84.0MM**



# Non-Interest Expense

Linked Change  
(in \$ millions)

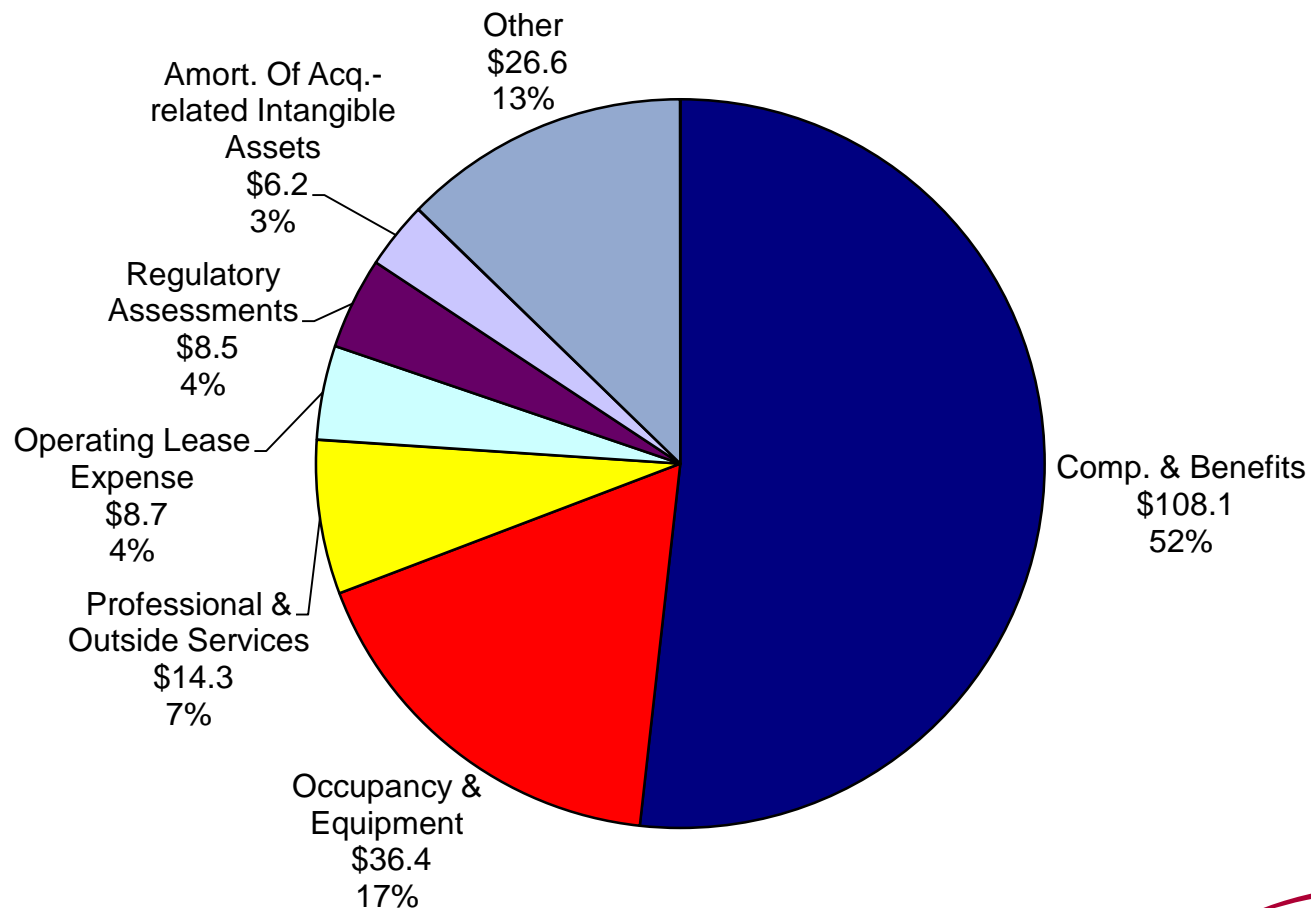


# Non-Interest Expense by Category

(in \$ millions)

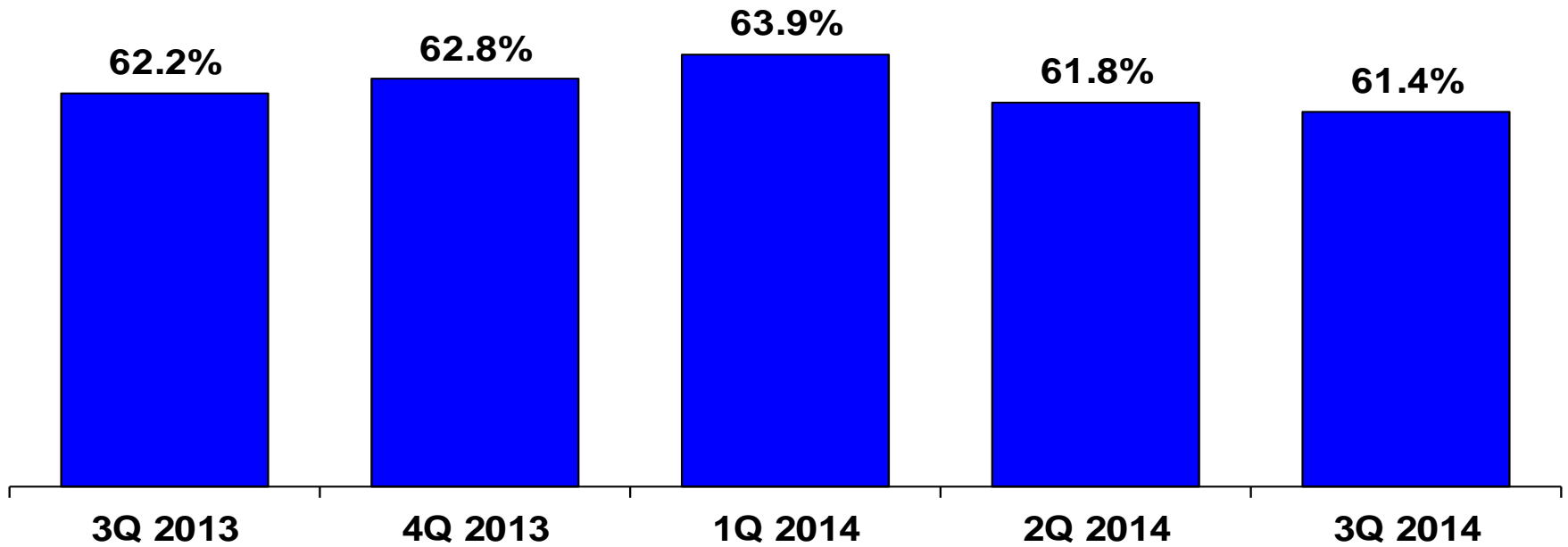
## 3Q14 Non-Interest Expense

Total: \$208.8MM; Operating: \$206.7MM



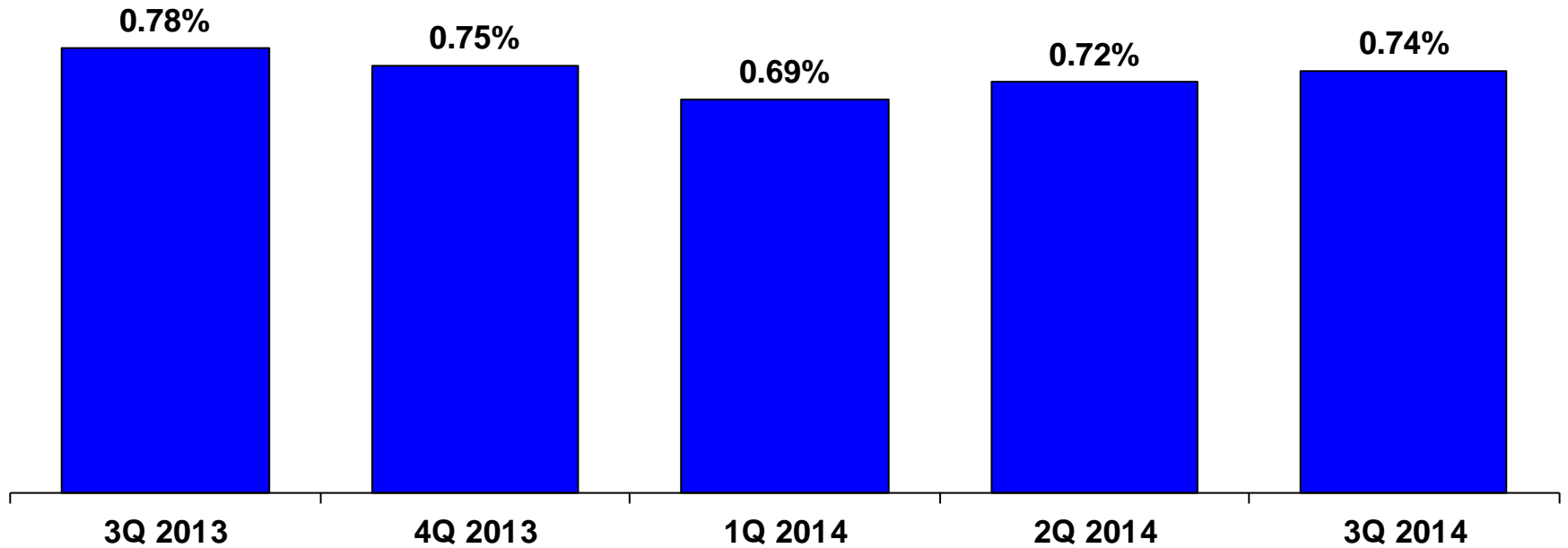
# Efficiency Ratio (%)

Last Five Quarters



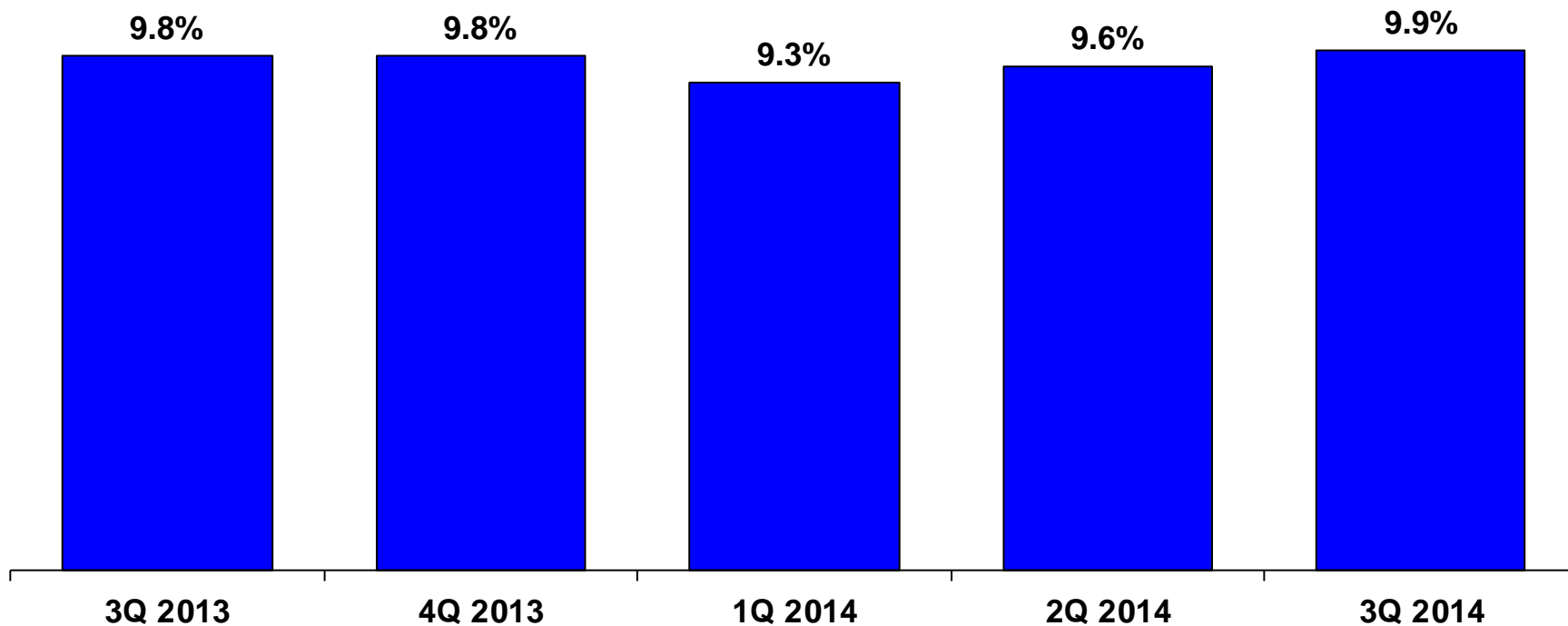
# Operating ROAA (%)

Last Five Quarters



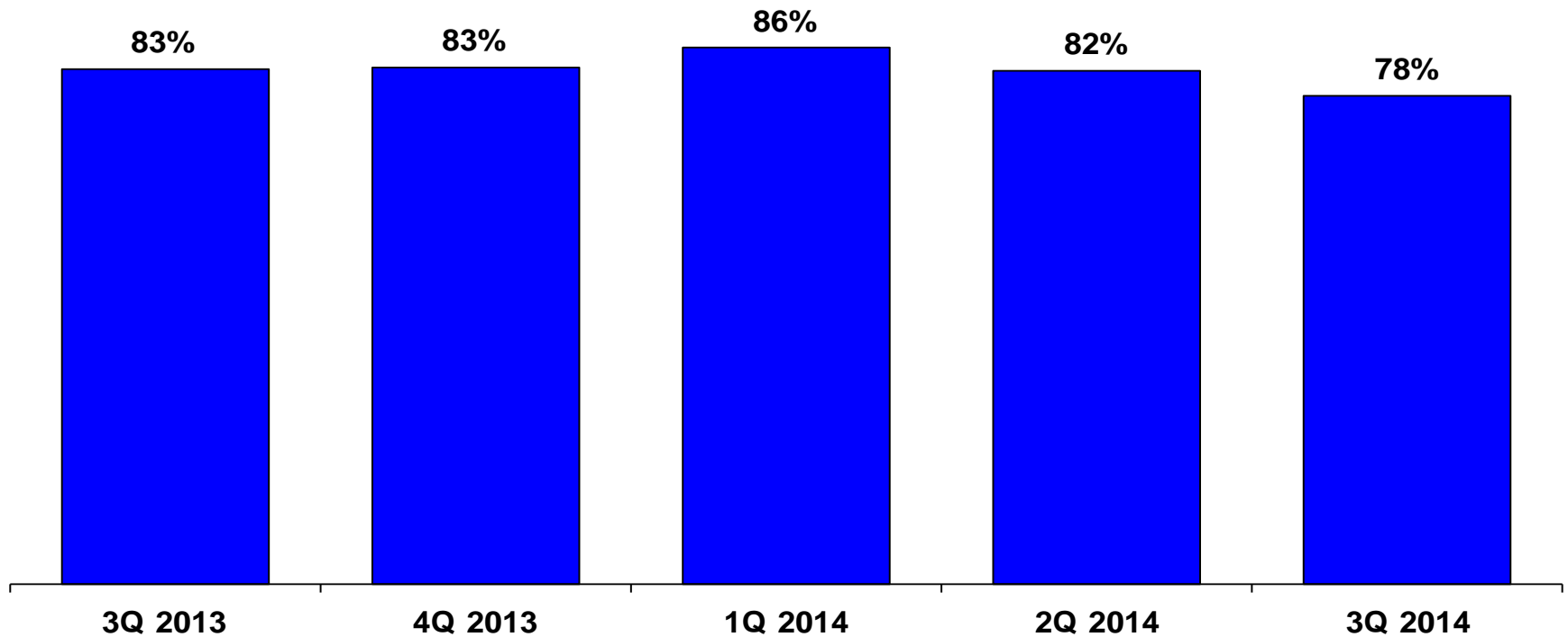
# Operating ROATE (%)

Last Five Quarters



# Operating Dividend Payout Ratio (%)

Last Five Quarters





# Substantial Progress Over the Last Five Years

## Growing Loans, Deposits and Returning Capital to Shareholders

Line Item	PBCT	Peer Median	PBCT Vs. Peers
5-Year Loans Per Share CAGR	15.3%	1.3%	+14.0%
5-Year Deposits Per Share CAGR	13.4%	3.0%	+10.4%

- **Growth has outpaced peers on the key metrics of loans per share and deposits per share**
- **This has occurred while we have returned \$2.2BN to shareholders during this period. Returns of capital were in the form of both dividends (\$1.1BN) and share repurchases (\$1.1BN) which represents approximately 50% of our current market capitalization**



Notes: 5-Year CAGR figures based on 3Q 2009 to 3Q 2014 data  
Includes 18 of 20 peers reporting in 3Q 2014

# Attractive Risk Profile

- **Ability to maintain strong credit quality**
  - Conservative credit culture marked by absence of credit “events”
  - Median net charge-offs / average loans since 2007 have been 18 bps
  - Well-diversified commercial and retail banking portfolios
  
- **Low operating risk profile**
  - Consistently profitable throughout the credit cycle
  - Straightforward portfolio of products – no complex financial exposures
  - Credit ratings of Baa1 / BBB+ / A- as rated by Moody’s, S&P and Fitch, respectively
  
- **Robust liquidity**
  - Strong deposit market share in most core markets
  - Unused FHLB of Boston borrowing capacity of \$4.9BN at 3Q 2014
  - 3Q 2014 net loan-to-deposit ratio of 102.0%



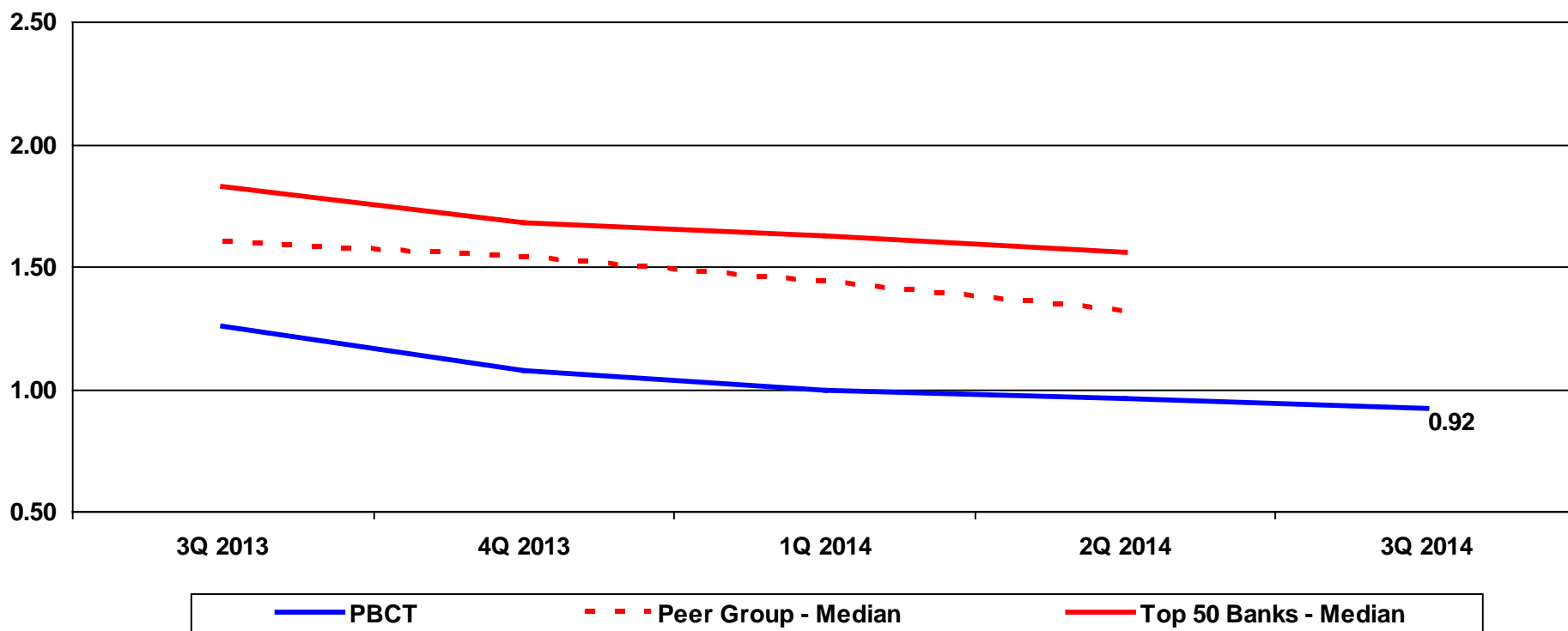
# Commercial Credit Culture and Approval Process

- **Well-defined credit culture and underwriting standards**
  - Cash flow – deal specific and global
  - Collateral / limited unsecured exposure with equity investment requirements and guarantees
  - No speculative real estate projects
- **Credit structure includes meaningful covenants, appropriate LTVs and monitored advance rates**
- **Industry knowledge and expertise (i.e. basic industries and property types)**
- **Seasoned relationship managers with considerable local market knowledge**
- **Experienced senior credit officers (SCO) average 25+ years of commercial banking experience**
- **Approval authority**
  - Local, regional and corporate credit committee structure
  - >\$25MM also requires Executive Risk Oversight Committee approval
- **Due diligence begins prior to the issuance of a proposal (market manager & SCO) and independent credit associates in Risk Management are utilized**
- **Credit analyst / relationship manager complete detailed loan submission**
- **Stress test cash flow for interest rate sensitivities, vacancy and rental rates**
- **Independent field exams and appraisal review**

# Asset Quality

NPAs / Loans & REO (%) <sup>(1)</sup>

## Last Five Quarters



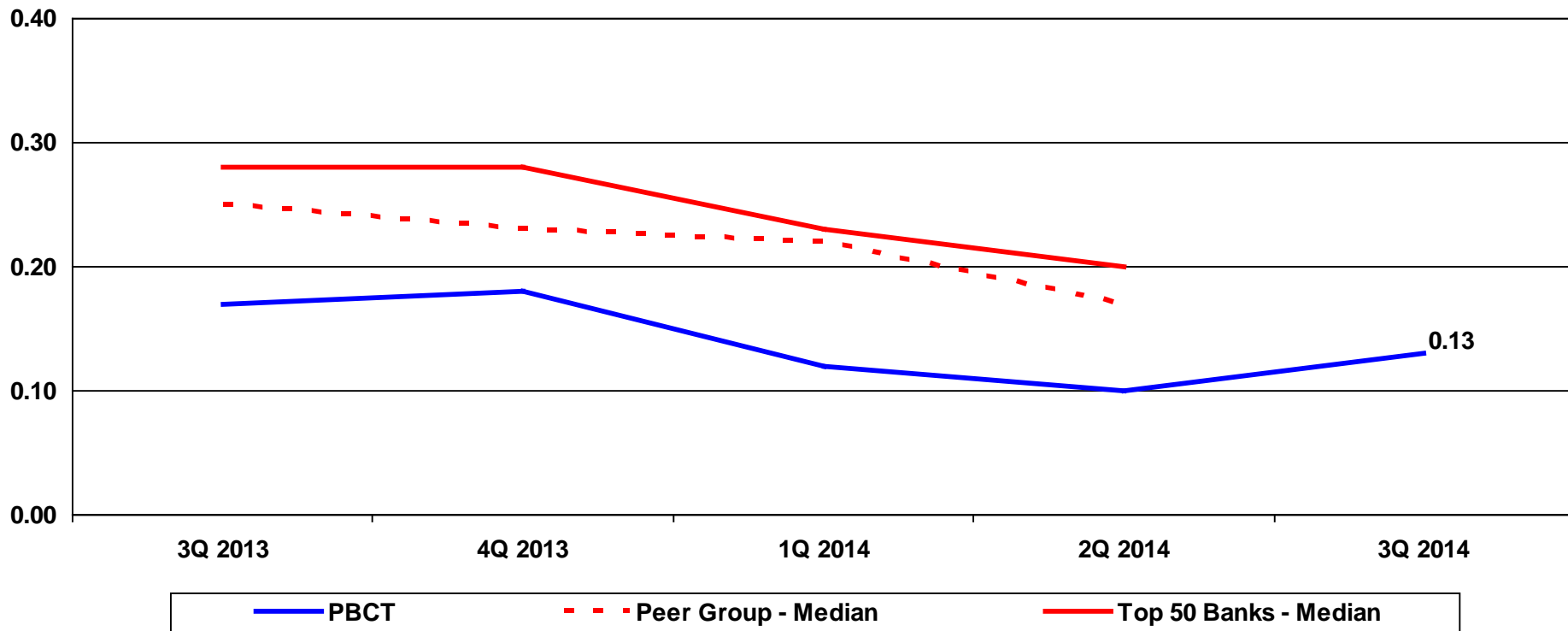
<sup>(1)</sup> Non-performing assets (excluding acquired non-performing loans) as a percentage of *originated* loans plus *all* REO and repossessed assets; acquired non-performing loans excluded as risk of loss has been considered by virtue of (i) our estimate of acquisition-date fair value, (ii) the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



# Asset Quality

Net Charge-Offs / Avg. Loans (%) <sup>(1)</sup>

## Last Five Quarters



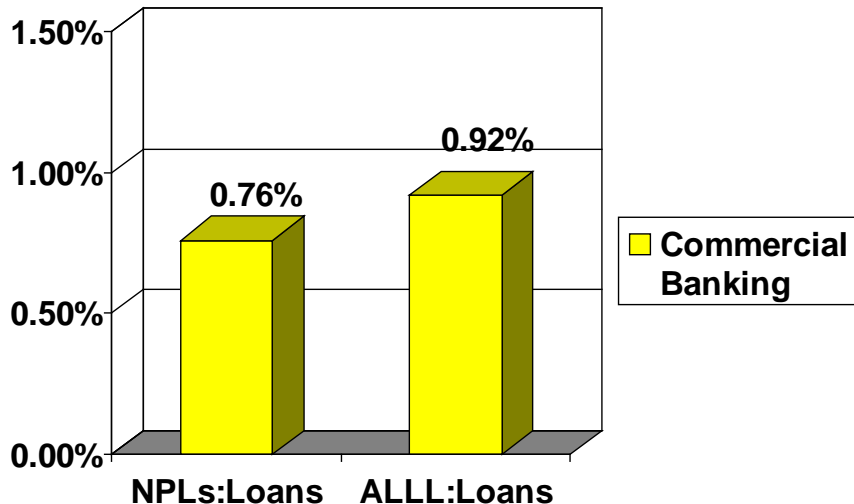
<sup>(1)</sup> Excluding acquired loan charge-offs, PBCT's charge-off ratio was 0.12%, 0.09%, 0.09%, 0.17% and 0.16% in 3Q 2014, 2Q 2014, 1Q 2014, 4Q 2013 and 3Q 2013, respectively



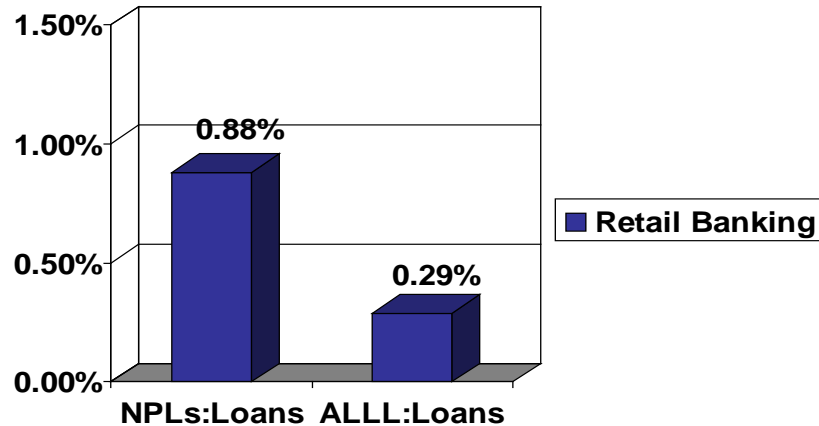
# Allowance for Loan Losses

Originated Portfolio Coverage Detail as of September 30, 2014

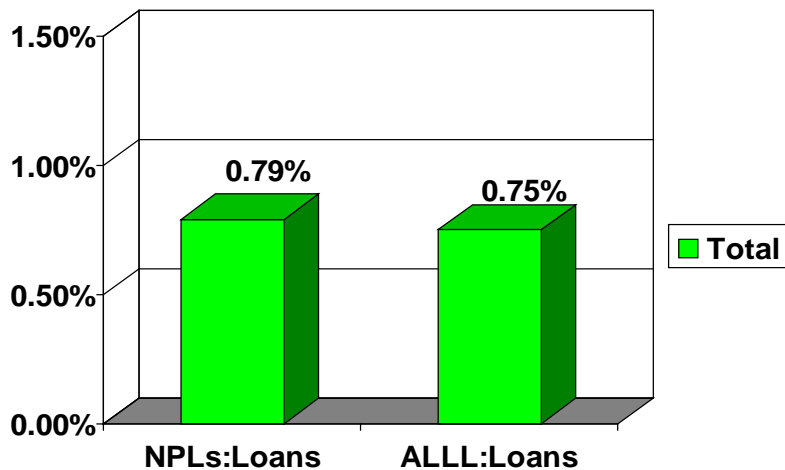
(in \$ millions)



Commercial ALLL - \$166.0 million  
120% of Commercial NPLs



Retail ALLL - \$19.0 million  
32% of Retail NPLs



Total ALLL - \$185.0 million  
94% of Total NPLs



# Capital Ratios

## Last Five Quarters

	3Q 2013	4Q 2013	1Q 2014	2Q 2014	3Q 2014
<b>People's United Financial</b>					
Tang. Com. Equity/Tang. Assets	8.5%	7.9%	8.0%	7.9%	7.8%
Leverage Ratio <sup>1, 5</sup>	9.2%	8.3%	8.4%	8.3%	8.1%
Tier 1 Common <sup>2</sup>	11.4%	10.2%	10.1%	10.0%	9.9%
Tier 1 Risk-Based Capital <sup>3, 5</sup>	11.4%	10.2%	10.1%	10.0%	9.9%
Total Risk-Based Capital <sup>4, 5</sup>	12.6%	11.3%	11.2%	12.5%	12.3%
<b>People's United Bank</b>					
Leverage Ratio <sup>1, 5</sup>	9.5%	9.1%	9.1%	9.0%	8.8%
Tier 1 Risk-Based Capital <sup>3, 5</sup>	11.8%	11.1%	11.0%	10.8%	10.7%
Total Risk-Based Capital <sup>4, 5</sup>	13.2%	12.4%	12.2%	13.5%	13.3%

### 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%



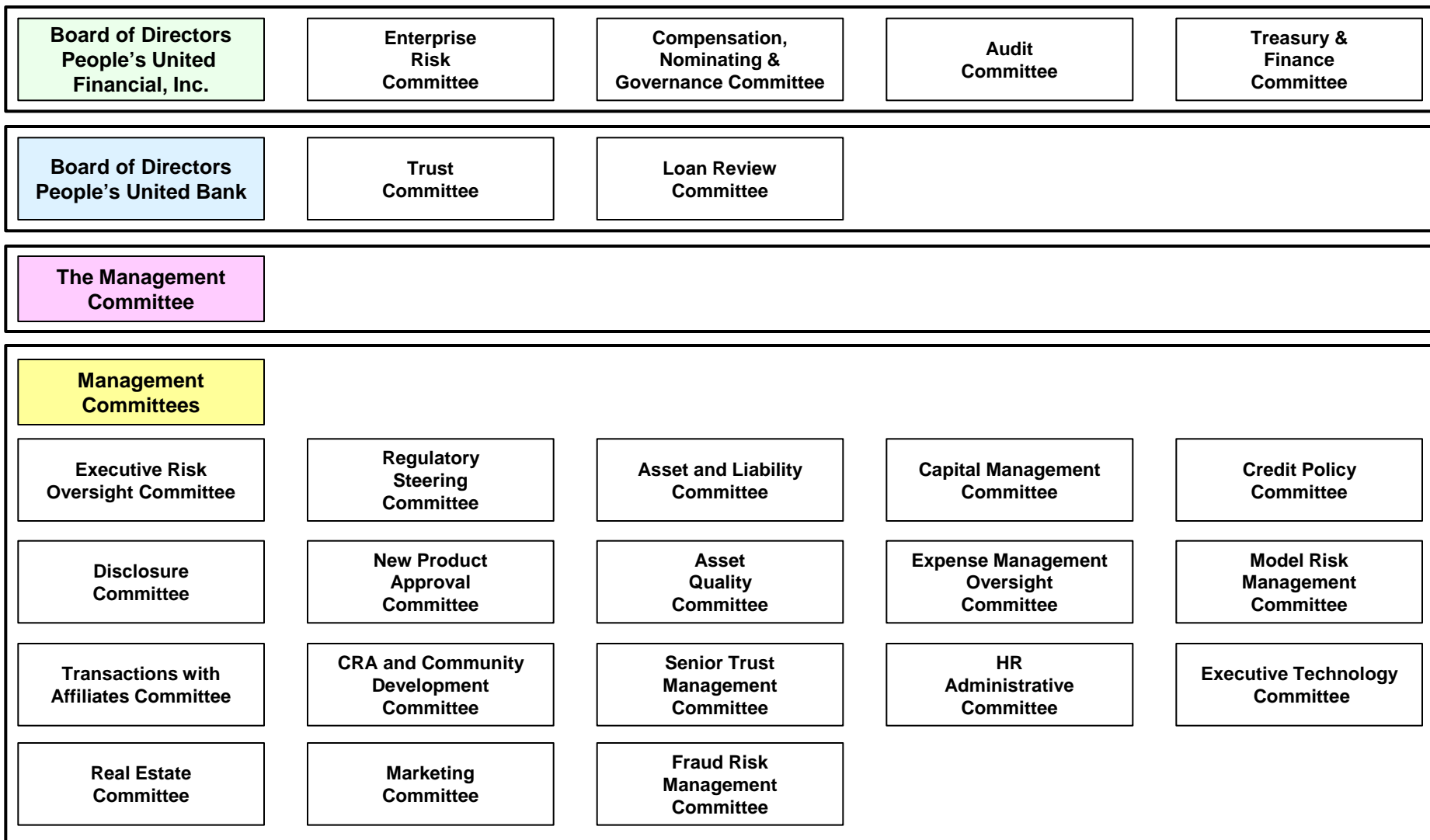
# Management Committee

Name	Position	Years in Banking	Professional Experience
Jack Barnes	President & CEO, Director	30+	People's United Bank (SEVP, CAO), Chittenden, FDIC
Kirk Walters	SEVP & CFO (People's United Financial, Inc.), Director	25+	People's United Bank, Santander, Sovereign, Chittenden, Northeast Financial
Galan Daukas	SEVP Wealth Management	25+	People's United Bank, Washington Trust, The Managers Funds, Harbor Capital Mgmt
Sara Longobardi	SEVP Retail Banking	20+	People's United Bank
Dave Norton	SEVP & Chief HR Officer	5+	People's United Bank, New York Times, Starwood, PepsiCo
Lee Powlus	SEVP & Chief Administrative Officer	25+	People's United Bank, Chittenden, Alltel
David Rosato	SEVP & CFO (People's United Bank)	25+	People's United Bank, Webster, Allfirst
Chantal Simon	SEVP & Chief Risk Officer	25+	People's United Bank, Merrill Lynch US Bank, Lazard Freres & Co.
Jeff Tengel	SEVP Commercial Banking	30+	People's United Bank, PNC, National City
Bob Trautmann	SEVP & General Counsel	20+	People's United Bank, Tyler Cooper & Alcorn





# Solid Governance Structure



# Peer Group

	<b>Firm</b>	<b>Ticker</b>	<b>City</b>	<b>State</b>
1	Associated	ASBC	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



# Non-GAAP Financial Measures and Reconciliation to GAAP

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

The efficiency ratio, which represents an approximate measure of the cost required by People's United Financial to generate a dollar of revenue, is the ratio of (i) total non-interest expense (excluding 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, and excluding gains and losses on sales of assets other than residential mortgage loans and acquired loans, and non-recurring income) (the denominator). In addition, operating lease expense is excluded from total non-interest expense and netted against operating lease income within non-interest income to conform with the reporting approach applied to our other fee-based businesses that are already presented on a net basis. People's United Financial 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.

# Non-GAAP Financial Measures and Reconciliation to GAAP

Operating earnings exclude from net income 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 Financial'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, non-recurring gains/losses, merger-related expenses (including acquisition integration and other costs), charges related to executive-level management separation costs, severance-related costs and writedowns of banking house assets, are generally also excluded when calculating the efficiency ratio. Operating earnings per share is derived by determining the per share impact of the respective adjustments to arrive at operating earnings and adding (subtracting) such amounts to (from) GAAP earnings per share. Operating return on average assets is calculated by dividing operating earnings (annualized) by average assets. Operating return on average tangible stockholders' equity is calculated by dividing operating earnings (annualized) by average tangible stockholders' equity. The operating dividend payout ratio is calculated by dividing dividends paid by operating earnings for the respective period.

The tangible equity ratio is the ratio of (i) tangible stockholders' equity (total stockholders' equity less 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 share is calculated by dividing tangible stockholders' 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 Financial for determining the non-GAAP financial measures discussed above may differ from those used by other financial institutions. Please refer to People's United Financial's latest Form 10-Q regulatory filing for detailed reconciliations to GAAP figures.





**For more information, investors may contact:**

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