

FNB CORP/PA/
Form 10-Q
May 10, 2018
Table of Contents

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

Quarterly Report Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

For the quarterly period ended March 31, 2018

Transition Report Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

For the transition period from _____ to _____

Commission file number 001-31940

F.N.B. CORPORATION

(Exact name of registrant as specified in its charter)

Pennsylvania 25-1255406

(State or other jurisdiction of (I.R.S. Employer
incorporation or organization) Identification No.)

One North Shore Center, 12 Federal Street, Pittsburgh, PA 15212

(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: 800-555-5455

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See definition of "large accelerated filer," "accelerated

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filer,” “smaller reporting company,” and “emerging growth company” in Rule 12b-2 of the Exchange Act. (Check one):
Large Accelerated Filer Accelerated Filer

Non-accelerated Filer Smaller reporting company

Emerging Growth Company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

APPLICABLE ONLY TO CORPORATE ISSUERS:

Indicate the number of shares outstanding of each of the issuer’s classes of common stock, as of the latest practicable date.

Class	Outstanding at April 30, 2018
Common Stock, \$0.01 Par Value	323,851,407 Shares

Table of Contents

F.N.B. CORPORATION
 FORM 10-Q
 March 31, 2018
 INDEX

	PAGE
PART I – FINANCIAL INFORMATION	
<u>Glossary of Acronyms and Terms</u>	<u>3</u>
Item 1. Financial Statements	
<u>Consolidated Balance Sheets</u>	<u>4</u>
<u>Consolidated Statements of Income</u>	<u>5</u>
<u>Consolidated Statements of Comprehensive Income</u>	<u>6</u>
<u>Consolidated Statements of Stockholders' Equity</u>	<u>7</u>
<u>Consolidated Statements of Cash Flows</u>	<u>8</u>
<u>Notes to Consolidated Financial Statements</u>	<u>9</u>
Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	<u>52</u>
Item 3. <u>Quantitative and Qualitative Disclosures About Market Risk</u>	<u>75</u>
Item 4. <u>Controls and Procedures</u>	<u>75</u>
PART II – OTHER INFORMATION	
Item 1. <u>Legal Proceedings</u>	<u>76</u>
Item 1A. <u>Risk Factors</u>	<u>76</u>
Item 2. <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	<u>76</u>
Item 3. <u>Defaults Upon Senior Securities</u>	<u>76</u>
Item 4. <u>Mine Safety Disclosures</u>	<u>76</u>
Item 5. <u>Other Information</u>	<u>76</u>
Item 6. <u>Exhibits</u>	<u>77</u>
<u>Signatures</u>	<u>77</u>

Table of Contents

Glossary of Acronyms and Terms
AFS Available for sale
ALCO Asset/Liability Committee
AOCI Accumulated other comprehensive income
ASC Accounting Standards Codification
ASU Accounting Standards Update
BOLI Bank owned life insurance
Basel III Basel III Capital Rules
EVE Economic value of equity
FDIC Federal Deposit Insurance Corporation
FHLB Federal Home Loan Bank
FNBF.N.B. Corporation
FNBPA First National Bank of Pennsylvania
FRB Board of Governors of the Federal Reserve System
FTE Fully taxable equivalent
FVO Fair value option
GAAP U.S. generally accepted accounting principles
HTM Held to maturity
IRLC Interest rate lock commitments
LCR Liquidity Coverage Ratio
LIBOR London Inter-bank Offered Rate
MCH Months of Cash on Hand
MSR Mortgage servicing rights
OCC Office of the Comptroller of the Currency
OREO Other real estate owned
OTTI Other-than-temporary impairment
Regency Regency Finance Company
SBA Small Business Administration
SEC Securities and Exchange Commission
TCJA Tax Cuts and Jobs Act of 2017
TDR Troubled debt restructuring
TPS Trust preferred securities
UST U.S. Department of the Treasury
YDKN Yadkin Financial Corporation

Table of Contents

PART I – FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

F.N.B. CORPORATION AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

Dollars in thousands, except share and per share data

	March 31, 2018 (Unaudited)	December 31, 2017
Assets		
Cash and due from banks	\$325,101	\$408,718
Interest bearing deposits with banks	61,228	70,725
Cash and Cash Equivalents	386,329	479,443
Securities available for sale	2,927,463	2,764,562
Debt securities held to maturity (fair value of \$3,131,964 and \$3,218,379)	3,224,000	3,242,268
Loans held for sale (includes \$21,610 and \$56,458 measured at fair value) ⁽¹⁾	37,982	92,891
Loans and leases, net of unearned income of \$43,791 and \$50,680	21,262,397	20,998,766
Allowance for credit losses	(179,247)	(175,380)
Net Loans and Leases	21,083,150	20,823,386
Premises and equipment, net	333,424	336,540
Goodwill	2,251,281	2,249,188
Core deposit and other intangible assets, net	87,858	92,075
Bank owned life insurance	529,843	526,818
Other assets	791,023	810,464
Total Assets	\$31,652,353	\$31,417,635
Liabilities		
Deposits:		
Non-interest-bearing demand	\$5,748,568	\$5,720,030
Interest-bearing demand	9,407,111	9,571,038
Savings	2,600,151	2,488,178
Certificates and other time deposits	4,741,259	4,620,479
Total Deposits	22,497,089	22,399,725
Short-term borrowings	3,802,480	3,678,337
Long-term borrowings	659,890	668,173
Other liabilities	259,441	262,206
Total Liabilities	27,218,900	27,008,441
Stockholders' Equity		
Preferred stock - \$0.01 par value; liquidation preference of \$1,000 per share		
Authorized – 20,000,000 shares		
Issued – 110,877 shares	106,882	106,882
Common stock - \$0.01 par value		
Authorized – 500,000,000 shares		
Issued – 325,319,503 and 325,095,055 shares	3,255	3,253
Additional paid-in capital	4,037,847	4,033,567
Retained earnings	413,340	367,658
Accumulated other comprehensive loss	(108,724)	(83,052)
Treasury stock – 1,632,510 and 1,629,915 shares at cost	(19,147)	(19,114)
Total Stockholders' Equity	4,433,453	4,409,194

Total Liabilities and Stockholders' Equity	\$31,652,353	\$31,417,635
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(1) Amount represents loans for which we have elected the fair value option. See Note 18.
See accompanying Notes to Consolidated Financial Statements (unaudited)

4

Table of ContentsF.N.B. CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME

Dollars in thousands, except per share data

Unaudited

	Three Months Ended March 31,	
	2018	2017
Interest Income		
Loans and leases, including fees	\$239,094	\$168,629
Securities:		
Taxable	26,879	22,466
Tax-exempt	6,594	3,401
Dividends	—	9
Other	360	188
Total Interest Income	272,927	194,693
Interest Expense		
Deposits	26,469	11,740
Short-term borrowings	15,207	6,674
Long-term borrowings	5,146	3,527
Total Interest Expense	46,822	21,941
Net Interest Income	226,105	172,752
Provision for credit losses	14,495	10,850
Net Interest Income After Provision for Credit Losses	211,610	161,902
Non-Interest Income		
Service charges	30,077	24,581
Trust services	6,448	5,747
Insurance commissions and fees	5,135	5,141
Securities commissions and fees	4,319	3,623
Capital markets income	5,214	3,847
Mortgage banking operations	5,529	3,790
Bank owned life insurance	3,285	2,153
Net securities gains	—	2,625
Other	7,496	3,609
Total Non-Interest Income	67,503	55,116
Non-Interest Expense		
Salaries and employee benefits	89,326	73,578
Net occupancy	15,568	11,349
Equipment	14,465	9,630
Amortization of intangibles	4,218	3,098
Outside services	14,725	13,043
FDIC insurance	8,834	5,387
Supplies	1,684	2,196
Bank shares and franchise taxes	3,452	2,980
Merger-related	—	52,724
Other	18,811	13,570
Total Non-Interest Expense	171,083	187,555
Income Before Income Taxes	108,030	29,463
Income taxes	21,268	6,484
Net Income	86,762	22,979

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Preferred stock dividends	2,010	2,010
Net Income Available to Common Stockholders	\$84,752	\$20,969
Earnings per Common Share		
Basic	\$0.26	\$0.09
Diluted	\$0.26	\$0.09
Cash Dividends per Common Share	\$0.12	\$0.12
See accompanying Notes to Consolidated Financial Statements (unaudited)		

5

Table of ContentsF.N.B. CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Dollars in thousands

Unaudited

	Three Months Ended March 31,	
	2018	2017
Net income	\$86,762	\$22,979
Other comprehensive (loss) income:		
Securities available for sale:		
Unrealized (losses) gains arising during the period, net of tax (benefit) expense of \$(8,467) and \$3,248	(29,787)	6,032
Reclassification adjustment for gains included in net income, net of tax expense of \$0 and \$424	—	(787)
Derivative instruments:		
Unrealized gains (losses) arising during the period, net of tax expense (benefit) of \$1,082 and \$(550)	3,804	(1,022)
Reclassification adjustment for gains included in net income, net of tax expense of \$49 and \$125	(173)	(233)
Pension and postretirement benefit obligations:		
Unrealized (losses) gains arising during the period, net of tax (benefit) expense of \$136 and \$221	484	410
Other comprehensive (loss) income	(25,672)	4,400
Comprehensive income	\$61,090	\$27,379
See accompanying Notes to Consolidated Financial Statements (unaudited)		

Table of ContentsF.N.B. CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

Dollars in thousands, except per share data

Unaudited

	Preferred Stock	Common Stock	Additional Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Treasury Stock	Total
Balance at January 1, 2017	\$ 106,882	\$ 2,125	\$ 2,234,366	\$ 304,397	\$ (61,369)	\$ (14,784)	\$ 2,571,617
Comprehensive income				22,979	4,400		27,379
Dividends declared:							
Preferred stock				(2,010)			(2,010)
Common stock: \$0.12/share				(25,548)			(25,548)
Issuance of common stock		5	2,117			(2,925)	(803)
Issuance of common stock - acquisitions		1,116	1,780,891				1,782,007
Restricted stock compensation			1,394				1,394
Tax benefit of stock-based compensation			1,759				1,759
Balance at March 31, 2017	\$ 106,882	\$ 3,246	\$ 4,020,527	\$ 299,818	\$ (56,969)	\$ (17,709)	\$ 4,355,795
Balance at January 1, 2018	\$ 106,882	\$ 3,253	\$ 4,033,567	\$ 367,658	\$ (83,052)	\$ (19,114)	\$ 4,409,194
Comprehensive income				86,762	(25,672)		61,090
Dividends declared:							
Preferred stock				(2,010)			(2,010)
Common stock: \$0.12/share				(39,070)			(39,070)
Issuance of common stock		2	2,341			(33)	2,310
Restricted stock compensation			1,939				1,939
Balance at March 31, 2018	\$ 106,882	\$ 3,255	\$ 4,037,847	\$ 413,340	\$ (108,724)	\$ (19,147)	\$ 4,433,453

See accompanying Notes to Consolidated Financial Statements (unaudited)

Table of ContentsF.N.B. CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS

Dollars in thousands

Unaudited

	Three Months Ended March 31,	
	2018	2017
Operating Activities		
Net income	\$86,762	\$22,979
Adjustments to reconcile net income to net cash flows provided by operating activities:		
Depreciation, amortization and accretion	23,676	17,276
Provision for credit losses	14,495	10,850
Deferred tax expense	1,864	11,224
Net securities gains	—	(2,625)
Tax benefit of stock-based compensation	(233)	(720)
Loans originated for sale	(208,990)	(182,771)
Loans sold	269,235	135,405
Gain on sale of loans	(5,336)	(3,344)
Net change in:		
Interest receivable	(828)	(1,527)
Interest payable	282	444
Bank owned life insurance	(3,093)	(1,962)
Other, net	32,559	13,403
Net cash flows provided by operating activities	210,393	18,632
Investing Activities		
Net change in loans and leases	(284,196)	(208,958)
Securities available for sale:		
Purchases	(357,784)	(492,227)
Sales	—	549,460
Maturities	153,401	119,867
Debt securities held to maturity:		
Purchases	(63,918)	(531,560)
Sales	—	1,574
Maturities	80,492	119,324
Increase in premises and equipment	(9,347)	(23,186)
Net cash received in business combinations	—	197,682
Net cash flows used in investing activities	(481,352)	(268,024)
Financing Activities		
Net change in:		
Demand (non-interest bearing and interest bearing) and savings accounts	(23,416)	73,291
Time deposits	122,040	11,421
Short-term borrowings	124,143	286,765
Proceeds from issuance of long-term borrowings	10,122	65,998
Repayment of long-term borrowings	(18,213)	(82,506)
Net proceeds from issuance of common stock	4,249	957
Cash dividends paid:		
Preferred stock	(2,010)	(2,010)
Common stock	(39,070)	(25,548)

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Net cash flows provided by financing activities	177,845	328,368
Net Increase (Decrease) in Cash and Cash Equivalents	(93,114)	78,976
Cash and cash equivalents at beginning of period	479,443	371,407
Cash and Cash Equivalents at End of Period	\$386,329	\$450,383
See accompanying Notes to Consolidated Financial Statements (unaudited)		

8

Table of Contents

F.N.B. CORPORATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

March 31, 2018

The terms “FNB,” “the Corporation,” “we,” “us” and “our” throughout this Report mean F.N.B. Corporation and our consolidated subsidiaries, unless the context indicates that we refer only to the parent company, F.N.B. Corporation. When we refer to “FNBPA” in this Report, we mean our only bank subsidiary, First National Bank of Pennsylvania, and its subsidiaries.

NATURE OF OPERATIONS

F.N.B. Corporation, headquartered in Pittsburgh, Pennsylvania, is a diversified financial services company operating in eight states. Through FNBPA, we have over 150 years of serving the financial and banking needs of our customers. We hold a significant retail deposit market share in attractive markets including: Pittsburgh, Pennsylvania; Baltimore, Maryland; Cleveland, Ohio; and Charlotte, Raleigh-Durham and the Piedmont Triad (Winston-Salem, Greensboro and High Point) in North Carolina. As of March 31, 2018, we had 417 banking offices throughout Pennsylvania, Ohio, Maryland, West Virginia, North Carolina and South Carolina. We provide a full range of commercial banking, consumer banking and wealth management solutions through our subsidiary network which is led by our largest affiliate, FNBPA. Commercial banking solutions include corporate banking, small business banking, investment real estate financing, business credit, capital markets and lease financing. Consumer banking provides a full line of consumer banking products and services including deposit products, mortgage lending, consumer lending and a complete suite of mobile and online banking services. Wealth management services include fiduciary and brokerage services, asset management, private banking and insurance. We also operate Regency Finance Company, which had 77 consumer finance offices in Pennsylvania, Ohio, Kentucky and Tennessee as of March 31, 2018.

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

Our accompanying Consolidated Financial Statements and these Notes to the Financial Statements include subsidiaries in which we have a controlling financial interest. We own and operate FNBPA, First National Trust Company, First National Investment Services Company, LLC, F.N.B. Investment Advisors, Inc., First National Insurance Agency, LLC, Regency, Bank Capital Services, LLC and F.N.B. Capital Corporation, LLC, and include results for each of these entities in the accompanying Consolidated Financial Statements.

The accompanying Consolidated Financial Statements include all adjustments that are necessary, in the opinion of management, to fairly reflect our financial position and results of operations in accordance with U.S. generally accepted accounting principles. All significant intercompany balances and transactions have been eliminated. Certain prior period amounts have been reclassified to conform to the current period presentation. Such reclassifications had no impact on our net income and stockholders’ equity. Events occurring subsequent to the date of the March 31, 2018 Balance Sheet have been evaluated for potential recognition or disclosure in the Consolidated Financial Statements through the date of the filing of the Consolidated Financial Statements with the Securities and Exchange Commission. Certain information and Note disclosures normally included in Consolidated Financial Statements prepared in accordance with GAAP have been condensed or omitted pursuant to the rules and regulations of the SEC. The interim operating results are not necessarily indicative of operating results FNB expects for the full year. These interim unaudited Consolidated Financial Statements should be read in conjunction with the audited Consolidated Financial Statements and Notes thereto included in FNB’s 2017 Annual Report on Form 10-K filed with the SEC on February 28, 2018. For a detailed description of our significant accounting policies, see Note 1 “Summary of Significant Accounting Policies” in the 2017 Form 10-K. The accounting policies presented below have been added or amended for newly material items or the adoption of new accounting standards.

Use of Estimates

Our accounting and reporting policies conform with GAAP. The preparation of Financial Statements in conformity with GAAP requires us to make estimates and assumptions that affect the amounts reported in the Consolidated Financial Statements and accompanying Notes. Actual results could materially differ from those estimates. Material

estimates that are particularly

9

Table of Contents

susceptible to significant changes include the allowance for credit losses, accounting for acquired loans, fair value of financial instruments, goodwill and other intangible assets, income taxes and deferred tax assets and litigation.

Revenue from Contracts with Customers

We earn certain revenues from contracts with customers. These revenues are recognized when control of the promised services is transferred to the customers in an amount that reflects the consideration we expect to be entitled to in an exchange for those services.

In determining the appropriate revenue recognition for our contracts with customers, we consider whether the contract has commercial substance and is approved by both parties with identifiable contractual rights, payment terms, and the collectability of consideration is probable. Generally, we satisfy our performance obligations upon the completion of services at the amount to which we have the right to invoice or charge under contracts with an original expected duration of one year or less. We apply this guidance on a portfolio basis to contracts with similar characteristics and for which we believe the results would not differ materially from applying this guidance to individual contracts. Our services provided under contracts with customers are transferred at the point in time when the services are rendered. Generally, we do not defer incremental direct costs to obtain contracts with customers that would be amortized in one year or less under the practical expedient. These costs are recognized as expense, primarily salary and benefit expense, in the period incurred.

Deposit Services. We recognize revenue on deposit services based on published fees for services provided. Demand and savings deposit customers have the right to cancel their depository arrangements and withdraw their deposited funds at any time without prior notice. When services involve deposited funds that can be retrieved by customers without penalties, we consider the service contract term to be day-to-day, where each day represents the renewal of the contract. The contract does not extend beyond the services performed and revenue is recognized at the end of the contract term (daily) as the performance obligation is satisfied.

No deposit services fees exist for long-term deposit products beyond early withdrawal penalties, which are earned on these products at the time of early termination.

Revenue from deposit services fees are reduced where we have a history of waived or reduced fees by customer request or due to a customer service issue, by historical experience, or another acceptable method in the same period as the related revenues. Revenues from deposit services are reported in the Consolidated Statements of Income as service charges and in the Community Banking segment as non-interest income.

Wealth Management Services. Wealth advisory and trust services are provided on a month-to-month basis and invoiced as services are rendered. Fees are based on a fixed amount or a scale based on the level of services provided or assets under management. The customer has the right to terminate their services agreement at any time. We determine the value of services performed based on the fee schedule in effect at the time the services are performed. Revenues from wealth advisory and trust services are reported in the Consolidated Statements of Income as trust services and securities commissions and fees, and in the Wealth segment as non-interest income.

Insurance Services. Insurance services include full-service insurance brokerage services offering numerous lines of commercial and personal insurance through major carriers to businesses and individuals within our geographic markets. We recognize revenue on insurance contracts in effect based on contractually specified commission payments on premiums that are paid by the customer to the insurance carrier. Contracts are cancellable at any time and we have no performance obligation to the customers beyond the time the insurance is placed into effect. Revenues from insurance services are reported in the Consolidated Statements of Income as insurance commissions and fees, and in the Insurance segment as non-interest income.

Debt Securities

Debt securities comprise a significant portion of our Consolidated Balance Sheets. Such securities can be classified as trading, HTM or AFS. As of March 31, 2018 and 2017, we did not hold any trading debt securities.

Debt securities HTM are the securities that management has the positive intent and ability to hold until their maturity. Such securities are carried at cost, adjusted for related amortization of premiums and accretion of discounts through interest income from securities, and subject to evaluation for OTTI.

Table of Contents

Debt securities that are not classified as trading or HTM are classified as AFS. Such securities are carried at fair value with net unrealized gains and losses deemed to be temporary and OTTI attributable to non-credit factors reported separately as a component of other comprehensive income, net of tax.

We evaluate our debt securities in a loss position for OTTI on a quarterly basis at the individual security level based on our intent to sell. If we intend to sell the debt security or it is more likely than not we will be required to sell the security before recovery of its amortized cost basis, OTTI must be recognized in earnings equal to the entire difference between the investments' amortized cost basis and its fair value. If we do not intend to sell the debt security and it is not more likely than not that we will be required to sell the security before recovery of its amortized cost basis, OTTI must be separated into the amount representing credit loss and the amount related to all other market factors. The amount related to credit loss will be recognized in earnings. The amount related to other market factors will be recognized in other comprehensive income, net of applicable taxes.

We perform our OTTI evaluation process in a consistent and systematic manner and include an evaluation of all available evidence. This process considers factors such as length of time and anticipated recovery period of the impairment, recent events specific to the issuer and recent experience regarding principal and interest payments.

Low Income Housing Tax Credit (LIHTC) Partnerships

We invest in various affordable housing projects that qualify for LIHTCs. The net investments are recorded in other assets on the Consolidated Balance Sheets. These investments generate a return through the realization of federal tax credits. We use the proportional amortization method to account for a majority of our investments in these entities. LIHTCs that do not meet the requirements of the proportional amortization method are recognized using the equity method. Our net investment in LIHTCs was \$26.1 million and \$20.9 million at March 31, 2018 and December 31, 2017, respectively. Our unfunded commitments in LIHTCs were \$60.1 million and \$67.2 million at March 31, 2018 and December 31, 2017, respectively.

NOTE 2. NEW ACCOUNTING STANDARDS

The following table summarizes accounting pronouncements issued by the Financial Accounting Standards Board that we recently adopted or will be adopting in the future.

Standard	Description	Required Date of Adoption	Financial Statements Impact
Derivative and Hedging Activities			
ASU 2017-12, Derivatives and Hedging (Topic 815): Targeted Improvements to Accounting for Hedging Activities	This Update improves the financial reporting of hedging to better align with a company's risk management activities. In addition, this Update makes certain targeted improvements to simplify the application of the current hedge accounting guidance.	January 1, 2019 Early adoption is permitted.	This Update is to be applied using a modified retrospective method. The presentation and disclosure guidance are applied prospectively. We are currently assessing the potential impact to our Consolidated Financial Statements.
Securities			
ASU 2017-08, Receivables-Nonrefundable Fees and Other Costs (Subtopic 310-20): Premium Amortization on Purchased Callable Debt Securities	This Update shortens the amortization period for the premium on certain purchased callable securities to the earliest call date. The accounting for purchased callable debt securities held at a discount does not change.	January 1, 2019 Early adoption is permitted.	This Update is to be applied using a modified retrospective transition method. The adoption of this Update is not expected to have a material effect on our Consolidated Financial Statements.

Table of Contents

Standard	Description	Required Date of Adoption	Financial Statements Impact
Retirement Benefits ASU 2017-07, Compensation - Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost	This Update requires that an employer disaggregate the service cost component from the other components of net benefit cost. The amendments also provide explicit guidance on how to present the service cost component and the other components of net benefit cost in the income statement and allows only the service cost component of net benefit cost to be eligible for capitalization.	January 1, 2018	We adopted this Update in the first quarter of 2018 by a retrospective transition method. The adoption of this Update did not have a material effect on our Consolidated Financial Statements.
Statement of Cash Flows ASU 2016-15, Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments (a consensus of the Emerging Issues Task Force)	This Update adds or clarifies guidance on eight cash flow issues.	January 1, 2018	We adopted this Update in the first quarter of 2018 by retrospective application. The adoption of this Update did not have a material effect on our Consolidated Financial Statements.
Credit Losses ASU 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments	This Update replaces the current incurred loss impairment methodology with a methodology that reflects current expected credit losses (commonly referred to as CECL) for most financial assets measured at amortized cost and certain other instruments, including loans, HTM debt securities, net investments in leases and off-balance sheet credit exposures. CECL requires loss estimates for the remaining life of the financial asset at the time the asset is originated or acquired, considering historical experience, current conditions and reasonable and supportable forecasts. In addition, the Update will require the use of a modified AFS debt security impairment model and eliminate the current accounting for purchased credit impaired loans and debt securities.	January 1, 2020 Early adoption is permitted for fiscal years beginning after December 15, 2018	This Update is to be applied using a cumulative-effect adjustment to retained earnings. The CECL model is a significant change from existing GAAP and may result in a material change to our accounting for financial instruments. We are reviewing our business processes, information systems and controls to support recognition and disclosures under this Update. This review includes an assessment of our existing credit models and the financial statement disclosure requirements. The impact of this Update will be dependent on the portfolio composition, credit quality and economic conditions at the time of adoption.

Extinguishments of
Liabilities
ASU 2016-04,
Liabilities -
Extinguishments of
Liabilities (Subtopic
405-20): Recognition
of Breakage for Certain
Prepaid Stored-Value
Products (a consensus
of the Emerging Issues
Task Force)

This Update requires entities that sell
prepaid stored-value products
redeemable for goods, services or cash
at third-party merchants to recognize
breakage.

January 1,
2018

We adopted this Update in the first
quarter of 2018. The adoption of this
Update did not have a material effect
on our Consolidated Financial
Statements.

Table of Contents

Standard	Description	Required Date of Adoption	Financial Statements Impact
Leases			
ASU 2016-02, Leases (Topic 842)	This Update requires lessees to put most leases on their balance sheets but recognize expenses in the income statement similar to current accounting. In addition, the Update changes the guidance for sale-leaseback transactions, initial direct costs and lease executory costs for most entities. All entities will classify leases to determine how to recognize lease related revenue and expense.	January 1, 2019 Early adoption is permitted.	This Update is to be applied using a modified retrospective application including a number of optional practical expedients. We are in the process of reviewing our existing lease portfolios, implementing a software solution and assessing the potential impact to our Consolidated Financial Statements.
Financial Instruments – Recognition and Measurement			
ASU 2016-01, Financial Instruments - Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities	This Update amends the presentation and accounting for certain financial instruments, including liabilities measured at fair value under the FVO, and equity investments. The guidance also updates fair value presentation and disclosure requirements for financial instruments measured at amortized cost.	January 1, 2018	We adopted this Update in the first quarter of 2018 by a cumulative-effect adjustment. The adoption of this Update did not have a material effect on our Consolidated Financial Statements. During the first quarter of 2018, we transferred marketable equity securities totaling \$1.1 million from securities AFS to other assets.
Revenue Recognition			
ASU 2014-09, Revenue from Contracts with Customers (Topic 606)	This Update modifies the guidance used to recognize revenue from contracts with customers for transfers of goods and services and transfers of nonfinancial assets, unless those contracts are within the scope of other guidance. The guidance also requires new qualitative and quantitative disclosures about contract balances and performance obligations.	January 1, 2018	We adopted this Update in the first quarter of 2018 under the modified retrospective method. The adoption of this Update did not have a material effect on our Consolidated Financial Statements.

NOTE 3. MERGERS AND ACQUISITIONS**Yadkin Financial Corporation**

On March 11, 2017, we completed our acquisition of YDKN, a bank holding company based in Raleigh, North Carolina. YDKN's banking affiliate, Yadkin Bank, was merged into FNBPA on March 11, 2017. YDKN's results of operations have been included in our Consolidated Statements of Income since that date. The acquisition enabled us to enter several North Carolina markets, including Raleigh, Charlotte and the Piedmont Triad, which is comprised of Winston-Salem, Greensboro and High Point. We also completed the core systems conversion activities during the first quarter of 2017.

On the acquisition date, the fair values of YDKN included \$6.8 billion in assets, of which there was \$5.1 billion in loans, and \$5.2 billion in deposits. The acquisition was valued at \$1.8 billion based on the acquisition date FNB common stock closing price of \$15.97 and resulted in FNB issuing 111,619,622 shares of our common stock in exchange for 51,677,565 shares of YDKN common stock. Under the terms of the merger agreement, shareholders of

YDKN received 2.16 shares of FNB common stock for each share of YDKN common stock and cash in lieu of fractional shares. YDKN's fully vested and outstanding stock options were converted into options to purchase and receive FNB common stock. In conjunction with the acquisition, we assumed a warrant that was issued by YDKN to the UST under the Capital Purchase Program. Based on the exchange ratio, this

Table of Contents

warrant, which expires in 2019, was converted into a warrant to purchase up to 207,320 shares of FNB common stock with an exercise price of \$9.63.

The acquisition of YDKN constituted a business combination and has been accounted for using the acquisition method of accounting, and accordingly, assets acquired, liabilities assumed and consideration exchanged were recorded at estimated fair value on the acquisition date. The determination of estimated fair values required management to make certain estimates about discount rates, future expected cash flows, market conditions, and other future events that are highly subjective in nature and may require adjustments, which can be updated for up to a year following the acquisition. As of March 31, 2018, all fair values and related adjustments to goodwill have been recorded.

NOTE 4. SECURITIES

The amortized cost and fair value of securities are as follows:

(in thousands)	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
Securities Available for Sale:				
March 31, 2018				
U.S. government-sponsored entities	\$364,600	\$ —	\$(5,952)	\$358,648
Residential mortgage-backed securities:				
Agency mortgage-backed securities	1,713,036	458	(41,921)	1,671,573
Agency collateralized mortgage obligations	860,902	28	(28,580)	832,350
Non-agency collateralized mortgage obligations	1	—	—	1
Commercial mortgage-backed securities	39,183	30	—	39,213
States of the U.S. and political subdivisions	21,138	3	(118)	21,023
Other debt securities	4,916	—	(261)	4,655
Total debt securities available for sale	\$3,003,776	\$ 519	\$(76,832)	\$2,927,463
December 31, 2017				
U.S. government-sponsored entities	\$347,767	\$ 52	\$(3,877)	\$343,942
Residential mortgage-backed securities:				
Agency mortgage-backed securities	1,615,168	1,225	(17,519)	1,598,874
Agency collateralized mortgage obligations	813,034	—	(18,077)	794,957
Non-agency collateralized mortgage obligations	1	—	—	1
States of the U.S. and political subdivisions	21,151	6	(64)	21,093
Other debt securities	4,913	—	(243)	4,670
Total debt securities	2,802,034	1,283	(39,780)	2,763,537
Equity securities	587	438	—	1,025
Total securities available for sale	\$2,802,621	\$ 1,721	\$(39,780)	\$2,764,562

Table of Contents

(in thousands)	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
Debt Securities Held to Maturity:				
March 31, 2018				
U.S. Treasury	\$500	\$ 114	\$—	\$614
U.S. government-sponsored entities	247,272	81	(5,716)	241,637
Residential mortgage-backed securities:				
Agency mortgage-backed securities	1,174,426	491	(27,472)	1,147,445
Agency collateralized mortgage obligations	783,151	257	(29,971)	753,437
Commercial mortgage-backed securities	79,476	32	(1,245)	78,263
States of the U.S. and political subdivisions	939,175	2,483	(31,090)	910,568
Total debt securities held to maturity	\$3,224,000	\$ 3,458	\$(95,494)	\$3,131,964
December 31, 2017				
U.S. Treasury	\$500	\$ 134	\$—	\$634
U.S. government-sponsored entities	247,310	93	(4,388)	243,015
Residential mortgage-backed securities:				
Agency mortgage-backed securities	1,219,802	3,475	(9,058)	1,214,219
Agency collateralized mortgage obligations	777,146	32	(20,095)	757,083
Commercial mortgage-backed securities	80,786	414	(575)	80,625
States of the U.S. and political subdivisions	916,724	13,209	(7,130)	922,803
Total debt securities held to maturity	\$3,242,268	\$ 17,357	\$(41,246)	\$3,218,379

Gross gains and gross losses were realized on securities as follows:

	Three Months Ended March 31, 2018
(in thousands)	2017
Gross gains	\$—\$3,400
Gross losses	—(775)
Net gains	\$—\$2,625

As of March 31, 2018, the amortized cost and fair value of debt securities, by contractual maturities, were as follows:

(in thousands)	Available for Sale		Held to Maturity	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
Due in one year or less	\$65,814	\$65,498	\$45,461	\$45,221
Due from one to five years	262,236	256,811	210,014	204,580
Due from five to ten years	7,876	7,725	94,022	93,225
Due after ten years	54,728	54,292	837,450	809,793
	390,654	384,326	1,186,947	1,152,819
Residential mortgage-backed securities:				
Agency mortgage-backed securities	1,713,036	1,671,573	1,174,426	1,147,445
Agency collateralized mortgage obligations	860,902	832,350	783,151	753,437
Non-agency collateralized mortgage obligations	1	1	—	—
Commercial mortgage-backed securities	39,183	39,213	79,476	78,263
Total debt securities	\$3,003,776	\$2,927,463	\$3,224,000	\$3,131,964

Table of Contents

Maturities may differ from contractual terms because borrowers may have the right to call or prepay obligations with or without penalties. Periodic payments are received on residential mortgage-backed securities based on the payment patterns of the underlying collateral.

Following is information relating to securities pledged:

(dollars in thousands)	March 31, 2018	December 31, 2017
Securities pledged (carrying value):		
To secure public deposits, trust deposits and for other purposes as required by law	\$3,532,023	\$3,491,634
As collateral for short-term borrowings	298,233	263,756
Securities pledged as a percent of total securities	62.3	% 62.5 %

Following are summaries of the fair values and unrealized losses of temporarily impaired debt securities, segregated by length of impairment:

(dollars in thousands)	Less than 12 Months			12 Months or More			Total		
	#	Fair Value	Unrealized Losses	#	Fair Value	Unrealized Losses	#	Fair Value	Unrealized Losses
Debt Securities Available for Sale									
March 31, 2018									
U.S. government-sponsored entities	8	\$158,212	\$(1,389)	10	\$200,436	\$(4,563)	18	\$358,648	\$(5,952)
Residential mortgage-backed securities:									
Agency mortgage-backed securities	59	1,212,767	(25,545)	28	444,583	(16,376)	87	1,657,350	(41,921)
Agency collateralized mortgage obligations	16	470,878	(13,274)	33	312,687	(15,306)	49	783,565	(28,580)
States of the U.S. and political subdivisions	7	11,434	(108)	1	877	(10)	8	12,311	(118)
Other debt securities	—	—	—	3	4,655	(261)	3	4,655	(261)
Total temporarily impaired debt securities AFS	90	\$1,853,291	\$(40,316)	75	\$963,238	\$(36,516)	165	\$2,816,529	\$(76,832)
December 31, 2017									
U.S. government-sponsored entities	7	\$106,809	\$(363)	10	\$201,485	\$(3,514)	17	\$308,294	\$(3,877)
Residential mortgage-backed securities:									
Agency mortgage-backed securities	43	976,738	(7,723)	28	473,625	(9,796)	71	1,450,363	(17,519)
Agency collateralized mortgage obligations	14	409,005	(6,231)	33	335,452	(11,846)	47	744,457	(18,077)
States of the U.S. and political subdivisions	7	11,254	(55)	1	879	(9)	8	12,133	(64)
Other debt securities	—	—	—	3	4,670	(243)	3	4,670	(243)
Total temporarily impaired debt securities AFS	71	\$1,503,806	\$(14,372)	75	\$1,016,111	\$(25,408)	146	\$2,519,917	\$(39,780)

Table of Contents

(dollars in thousands)	Less than 12 Months			12 Months or More			Total		
	#	Fair Value	Unrealized Losses	#	Fair Value	Unrealized Losses	#	Fair Value	Unrealized Losses
Debt Securities Held to Maturity									
March 31, 2018									
U.S. government-sponsored entities	4	\$54,558	\$(465)	10	\$184,750	\$(5,251)	14	\$239,308	\$(5,716)
Residential mortgage-backed securities:									
Agency mortgage-backed securities	73	935,246	(20,410)	11	173,759	(7,062)	84	1,109,005	(27,472)
Agency collateralized mortgage obligations	16	267,299	(5,862)	35	444,572	(24,109)	51	711,871	(29,971)
Commercial mortgage-backed securities	6	48,737	(637)	3	19,909	(608)	9	68,646	(1,245)
States of the U.S. and political subdivisions	148	517,101	(16,245)	37	112,879	(14,845)	185	629,980	(31,090)
Total temporarily impaired debt securities HTM	247	\$1,822,941	\$(43,619)	96	\$935,869	\$(51,875)	343	\$2,758,810	\$(95,494)
December 31, 2017									
U.S. government-sponsored entities	4	\$54,790	\$(239)	10	\$185,851	\$(4,149)	14	\$240,641	\$(4,388)
Residential mortgage-backed securities:									
Agency mortgage-backed securities	36	648,485	(4,855)	11	183,989	(4,203)	47	832,474	(9,058)
Agency collateralized mortgage obligations	14	275,290	(1,701)	35	473,257	(18,394)	49	748,547	(20,095)
Commercial mortgage-backed securities	3	26,399	(123)	2	19,443	(452)	5	45,842	(575)
States of the U.S. and political subdivisions	16	56,739	(933)	37	121,536	(6,197)	53	178,275	(7,130)
Total temporarily impaired debt securities HTM	73	\$1,061,703	\$(7,851)	95	\$984,076	\$(33,395)	168	\$2,045,779	\$(41,246)

We do not intend to sell the debt securities and it is not more likely than not that we will be required to sell the securities before recovery of their amortized cost basis.

Other-Than-Temporary Impairment

We evaluate our investment securities portfolio for OTTI on a quarterly basis. Impairment is assessed at the individual security level. We consider an investment security impaired if the fair value of the security is less than its cost or amortized cost basis. We did not recognize any OTTI losses on securities for the three months ended March 31, 2018 or 2017.

States of the U.S. and Political Subdivisions

Our municipal bond portfolio with a carrying amount of \$960.2 million as of March 31, 2018 is highly rated with an average entity-specific rating of AA and 100% of the portfolio rated A or better. All of the securities in the municipal portfolio except one are general obligation bonds. Geographically, municipal bonds support our primary footprint as 65% of the securities are from municipalities located throughout Pennsylvania, Ohio, Maryland, North Carolina and South Carolina. The average holding size of the securities in the municipal bond portfolio is \$3.0 million. In addition to the strong stand-alone ratings, 62% of the municipalities have some formal credit enhancement insurance that strengthens the creditworthiness of their issue. Management reviews the credit profile of each issuer on a quarterly

basis.

17

Table of Contents

NOTE 5. LOANS AND LEASES

Following is a summary of loans and leases, net of unearned income:

(in thousands)	Originated Loans and Leases	Acquired Loans	Total Loans and Leases
March 31, 2018			
Commercial real estate	\$5,465,150	\$3,346,325	\$8,811,475
Commercial and industrial	3,688,120	591,849	4,279,969
Commercial leases	279,582	—	279,582
Other	39,347	—	39,347
Total commercial loans and leases	9,472,199	3,938,174	13,410,373
Direct installment	1,737,242	134,397	1,871,639
Residential mortgages	2,131,338	630,763	2,762,101
Indirect installment	1,524,330	171	1,524,501
Consumer lines of credit	1,135,488	558,295	1,693,783
Total consumer loans	6,528,398	1,323,626	7,852,024
Total loans and leases, net of unearned income	\$16,000,597	\$5,261,800	\$21,262,397
December 31, 2017			
Commercial real estate	\$5,174,783	\$3,567,081	\$8,741,864
Commercial and industrial	3,495,247	675,420	4,170,667
Commercial leases	266,720	—	266,720
Other	17,063	—	17,063
Total commercial loans and leases	8,953,813	4,242,501	13,196,314
Direct installment	1,755,713	149,822	1,905,535
Residential mortgages	2,036,226	666,465	2,702,691
Indirect installment	1,448,268	165	1,448,433
Consumer lines of credit	1,151,470	594,323	1,745,793
Total consumer loans	6,391,677	1,410,775	7,802,452
Total loans and leases, net of unearned income	\$15,345,490	\$5,653,276	\$20,998,766

The loans and leases portfolio categories are comprised of the following:

• Commercial real estate includes both owner-occupied and non-owner-occupied loans secured by commercial properties;

• Commercial and industrial includes loans to businesses that are not secured by real estate;

• Commercial leases consist of leases for new or used equipment;

• Other is comprised primarily of credit cards and mezzanine loans;

• Direct installment is comprised of fixed-rate, closed-end consumer loans for personal, family or household use, such as home equity loans and automobile loans;

• Residential mortgages consist of conventional and jumbo mortgage loans for 1-4 family properties;

• Indirect installment is comprised of loans originated by approved third parties and underwritten by us, primarily automobile loans; and

• Consumer lines of credit include home equity lines of credit and consumer lines of credit that are either unsecured or secured by collateral other than home equity.

Table of Contents

The loans and leases portfolio consists principally of loans to individuals and small- and medium-sized businesses within our primary market areas of Pennsylvania, eastern Ohio, Maryland, North Carolina, South Carolina and northern West Virginia.

The following table shows certain information relating to commercial real estate loans:

(dollars in thousands)	March 31, 2018	December 31, 2017		
Commercial construction, acquisition and development loans	\$1,167,699	\$1,170,175		
Percent of total loans and leases	5.5	% 5.6	%	
Commercial real estate:				
Percent owner-occupied	35.2	% 35.3	%	
Percent non-owner-occupied	64.8	% 64.7	%	

Acquired Loans

All acquired loans were initially recorded at fair value at the acquisition date. Refer to the Acquired Loans section in Note 1 of our 2017 Annual Report on Form 10-K for a discussion of ASC 310-20 and ASC 310-30 loans. The outstanding balance and the carrying amount of acquired loans included in the Consolidated Balance Sheets are as follows:

(in thousands)	March 31, 2018	December 31, 2017
Accounted for under ASC 310-30:		
Outstanding balance	\$4,853,516	\$ 5,176,015
Carrying amount	4,521,926	4,834,256
Accounted for under ASC 310-20:		
Outstanding balance	754,251	835,130
Carrying amount	733,037	812,322
Total acquired loans:		
Outstanding balance	5,607,767	6,011,145
Carrying amount	5,254,963	5,646,578

The outstanding balance is the undiscounted sum of all amounts owed under the loan, including amounts deemed principal, interest, fees, penalties and other, whether or not currently due and whether or not any such amounts have been written or charged-off.

The carrying amount of purchased credit impaired loans included in the table above totaled \$1.7 million at March 31, 2018 and \$1.9 million at December 31, 2017, representing 0.03% of the carrying amount of total acquired loans as of each date.

The following table provides changes in accretable yield for all acquired loans accounted for under ASC 310-30.

Loans accounted for under ASC 310-20 are not included in this table.

(in thousands)	Three Months Ended March 31,	
	2018	2017
Balance at beginning of period	\$708,481	\$467,070
Acquisitions	—	443,261
Reduction due to unexpected early payoffs	(25,833)	(20,560)
Reclass from non-accretable difference	64,216	23,106
Disposals/transfers	(57)	(36)
Other	(403)	—
Accretion	(59,079)	(25,241)
Balance at end of period	\$687,325	\$887,600

Table of Contents

Cash flows expected to be collected on acquired loans are estimated quarterly by incorporating several key assumptions similar to the initial estimate of fair value. These key assumptions include probability of default and the amount of actual prepayments after the acquisition date. Prepayments affect the estimated life of the loans and could change the amount of interest income, and possibly principal expected to be collected. In reforecasting future estimated cash flows, credit loss expectations are adjusted as necessary. Improved cash flow expectations for loans or pools are recorded first as a reversal of previously recorded impairment, if any, and then as an increase in prospective yield when all previously recorded impairment has been recaptured. Decreases in expected cash flows are recognized as impairment through a charge to the provision for credit losses and credit to the allowance for credit losses. During the three months ended March 31, 2018, there was an overall improvement in cash flow expectations which resulted in a net reclassification of \$64.2 million from the non-accretable difference to accretable yield. This reclassification was \$23.1 million for the three months ended March 31, 2017. The reclassification from the non-accretable difference to the accretable yield results in prospective yield adjustments on the loan pools.

Credit Quality

Management monitors the credit quality of our loan portfolio using several performance measures to do so based on payment activity and borrower performance.

Non-performing loans include non-accrual loans and non-performing TDRs. Past due loans are reviewed on a monthly basis to identify loans for non-accrual status. We place originated loans on non-accrual status and discontinue interest accruals on originated loans generally when principal or interest is due and has remained unpaid for a certain number of days or when the full amount of principal and interest is due and has remained unpaid for a certain number of days, unless the loan is both well secured and in the process of collection. Commercial loans and leases are placed on non-accrual at 90 days, installment loans are placed on non-accrual at 120 days and residential mortgages and consumer lines of credit are generally placed on non-accrual at 180 days, though we may place a loan on non-accrual prior to these past due thresholds as warranted. When a loan is placed on non-accrual status, all unpaid accrued interest is reversed. Non-accrual loans may not be restored to accrual status until all delinquent principal and interest have been paid and the ultimate ability to collect the remaining principal and interest is reasonably assured. The majority of TDRs are loans in which we have granted a concession on the interest rate or the original repayment terms due to the borrower's financial distress.

Following is a summary of non-performing assets:

(dollars in thousands)	March 31, 2018	December 31, 2017		
Non-accrual loans	\$77,684	\$ 74,635		
Troubled debt restructurings	24,452	23,481		
Total non-performing loans	102,136	98,116		
Other real estate owned	40,980	40,606		
Total non-performing assets	\$ 143,116	\$ 138,722		
Asset quality ratios:				
Non-performing loans / total loans and leases	0.48	%	0.47	%
Non-performing loans + OREO / total loans and leases + OREO	0.67	%	0.66	%
Non-performing assets / total assets	0.45	%	0.44	%

The carrying value of residential other real estate owned held as a result of obtaining physical possession upon completion of a foreclosure or through completion of a deed in lieu of foreclosure amounted to \$4.8 million at March 31, 2018 and \$3.6 million at December 31, 2017. The recorded investment of consumer mortgage loans secured by residential real estate properties for which formal foreclosure proceedings are in process at March 31, 2018 and December 31, 2017 totaled \$13.8 million and \$15.2 million, respectively.

Table of Contents

The following tables provide an analysis of the aging of loans by class segregated by loans and leases originated and loans acquired:

(in thousands)	30-89 Days Past Due	> 90 Days Past Due and Still Accruing	Non- Accrual	Total Past Due	Current	Total Loans and Leases
Originated Loans and Leases						
March 31, 2018						
Commercial real estate	\$ 8,345	\$ 1	\$27,349	\$35,695	\$5,429,455	\$5,465,150
Commercial and industrial	6,793	3	19,705	26,501	3,661,619	3,688,120
Commercial leases	692	—	1,399	2,091	277,491	279,582
Other	183	73	1,000	1,256	38,091	39,347
Total commercial loans and leases	16,013	77	49,453	65,543	9,406,656	9,472,199
Direct installment	8,129	3,913	8,411	20,453	1,716,789	1,737,242
Residential mortgages	14,870	1,982	5,254	22,106	2,109,232	2,131,338
Indirect installment	6,850	511	2,234	9,595	1,514,735	1,524,330
Consumer lines of credit	4,550	821	2,769	8,140	1,127,348	1,135,488
Total consumer loans	34,399	7,227	18,668	60,294	6,468,104	6,528,398
Total originated loans and leases	\$ 50,412	\$ 7,304	\$68,121	\$125,837	\$15,874,760	\$16,000,597
December 31, 2017						
Commercial real estate	\$ 8,273	\$ 1	\$24,773	\$33,047	\$5,141,736	\$5,174,783
Commercial and industrial	8,948	3	17,077	26,028	3,469,219	3,495,247
Commercial leases	1,382	41	1,574	2,997	263,723	266,720
Other	83	153	1,000	1,236	15,827	17,063
Total commercial loans and leases	18,686	198	44,424	63,308	8,890,505	8,953,813
Direct installment	13,192	4,466	8,896	26,554	1,729,159	1,755,713
Residential mortgages	14,096	2,832	5,771	22,699	2,013,527	2,036,226
Indirect installment	10,313	611	2,240	13,164	1,435,104	1,448,268
Consumer lines of credit	5,859	1,014	2,313	9,186	1,142,284	1,151,470
Total consumer loans	43,460	8,923	19,220	71,603	6,320,074	6,391,677
Total originated loans and leases	\$ 62,146	\$ 9,121	\$63,644	\$134,911	\$15,210,579	\$15,345,490

Table of Contents

(in thousands)	30-89 Days Past Due	> 90 Days Past Due and Still Accruing	Non- Accrual	Total Past Due (1) (2)	Current	(Discount) Premium	Total Loans
Acquired Loans							
March 31, 2018							
Commercial real estate	\$32,697	\$ 64,550	\$3,735	\$ 100,982	\$3,433,231	\$(187,888)	\$3,346,325
Commercial and industrial	5,135	4,617	4,652	14,404	612,354	(34,909)	591,849
Total commercial loans	37,832	69,167	8,387	115,386	4,045,585	(222,797)	3,938,174
Direct installment	2,826	1,746	—	4,572	128,754	1,071	134,397
Residential mortgages	15,113	13,059	—	28,172	642,966	(40,375)	630,763
Indirect installment	—	1	—	1	7	163	171
Consumer lines of credit	5,357	2,139	1,176	8,672	561,906	(12,283)	558,295
Total consumer loans	23,296	16,945	1,176	41,417	1,333,633	(51,424)	1,323,626
Total acquired loans	\$61,128	\$ 86,112	\$9,563	\$ 156,803	\$5,379,218	\$(274,221)	\$5,261,800
December 31, 2017							
Commercial real estate	\$34,928	\$ 63,092	\$3,975	\$ 101,995	\$3,657,152	\$(192,066)	\$3,567,081
Commercial and industrial	3,187	6,452	5,663	15,302	698,265	(38,147)	675,420
Total commercial loans	38,115	69,544	9,638	117,297	4,355,417	(230,213)	4,242,501
Direct installment	5,267	2,013	—	7,280	141,386	1,156	149,822
Residential mortgages	17,191	15,139	—	32,330	675,499	(41,364)	666,465
Indirect installment	—	1	—	1	10	154	165
Consumer lines of credit	6,353	3,253	1,353	10,959	596,298	(12,934)	594,323
Total consumer loans	28,811	20,406	1,353	50,570	1,413,193	(52,988)	1,410,775
Total acquired loans	\$66,926	\$ 89,950	\$10,991	\$ 167,867	\$5,768,610	\$(283,201)	\$5,653,276

(1) Past due information for acquired loans is based on the contractual balance outstanding at March 31, 2018 and December 31, 2017.

Acquired loans are considered performing upon acquisition, regardless of whether the customer is contractually delinquent, if we can reasonably estimate the timing and amount of expected cash flows on such loans. In these instances, we do not consider acquired contractually delinquent loans to be non-accrual or non-performing and (2) continue to recognize interest income on these loans using the accretion method. Acquired loans are considered non-accrual or non-performing when, due to credit deterioration or other factors, we determine we are no longer able to reasonably estimate the timing and amount of expected cash flows on such loans. We do not recognize interest income on acquired loans considered non-accrual or non-performing.

We utilize the following categories to monitor credit quality within our commercial loan and lease portfolio:

Rating Category	Definition
Pass	in general, the condition of the borrower and the performance of the loan is satisfactory or better
Special Mention	in general, the condition of the borrower has deteriorated, requiring an increased level of monitoring
Substandard	in general, the condition of the borrower has significantly deteriorated and the performance of the loan could further deteriorate if deficiencies are not corrected
Doubtful	in general, the condition of the borrower has significantly deteriorated and the collection in full of both principal and interest is highly questionable or improbable

The use of these internally assigned credit quality categories within the commercial loan and lease portfolio permits management's use of transition matrices to estimate a quantitative portion of credit risk. Our internal credit risk grading system

22

Table of Contents

is based on past experiences with similarly graded loans and leases and conforms with regulatory categories. In general, loan and lease risk ratings within each category are reviewed on an ongoing basis according to our policy for each class of loans and leases. Each quarter, management analyzes the resulting ratings, as well as other external statistics and factors such as delinquency, to track the migration performance of the commercial loan and lease portfolio. Loans and leases within the Pass credit category or that migrate toward the Pass credit category generally have a lower risk of loss compared to loans and leases that migrate toward the Substandard or Doubtful credit categories. Accordingly, management applies higher risk factors to Substandard and Doubtful credit categories. The following tables present a summary of our commercial loans and leases by credit quality category, segregated by loans and leases originated and loans acquired:

(in thousands)	Commercial Loan and Lease Credit Quality Categories				
	Pass	Special Mention	Substandard	Doubtful	Total
Originated Loans and Leases					
March 31, 2018					
Commercial real estate	\$5,195,183	\$148,120	\$121,542	\$305	\$5,465,150
Commercial and industrial	3,412,745	191,627	80,803	2,945	3,688,120
Commercial leases	269,837	3,518	6,227	—	279,582
Other	38,231	43	1,073	—	39,347
Total originated commercial loans and leases	\$8,915,996	\$343,308	\$209,645	\$3,250	\$9,472,199
December 31, 2017					
Commercial real estate	\$4,922,872	\$152,744	\$98,728	\$439	\$5,174,783
Commercial and industrial	3,266,966	132,975	92,091	3,215	3,495,247
Commercial leases	260,235	4,425	2,060	—	266,720
Other	15,866	43	1,154	—	17,063
Total originated commercial loans and leases	\$8,465,939	\$290,187	\$194,033	\$3,654	\$8,953,813
Acquired Loans					
March 31, 2018					
Commercial real estate	\$2,877,345	\$225,364	\$243,402	\$214	\$3,346,325
Commercial and industrial	520,361	28,166	43,314	8	591,849
Total acquired commercial loans	\$3,397,706	\$253,530	\$286,716	\$222	\$3,938,174
December 31, 2017					
Commercial real estate	\$3,102,788	\$250,987	\$213,089	\$217	\$3,567,081
Commercial and industrial	603,611	26,059	45,661	89	675,420
Total acquired commercial loans	\$3,706,399	\$277,046	\$258,750	\$306	\$4,242,501

Credit quality information for acquired loans is based on the contractual balance outstanding at March 31, 2018 and December 31, 2017.

We use delinquency transition matrices within the consumer and other loan classes to enable management to estimate a quantitative portion of credit risk. Each month, management analyzes payment and volume activity, Fair Isaac Corporation (FICO) scores and other external factors such as unemployment, to determine how consumer loans are performing.

Table of Contents

Following is a table showing consumer loans by payment status:

(in thousands)	Consumer Loan Credit Quality by Payment Status		
	Performing	Non- Performing	Total
Originated loans			
March 31, 2018			
Direct installment	\$ 1,721,589	\$ 15,653	\$ 1,737,242
Residential mortgages	2,115,204	16,134	2,131,338
Indirect installment	1,521,906	2,424	1,524,330
Consumer lines of credit	1,130,978	4,510	1,135,488
Total originated consumer loans	\$ 6,489,677	\$ 38,721	\$ 6,528,398
December 31, 2017			
Direct installment	\$ 1,739,060	\$ 16,653	\$ 1,755,713
Residential mortgages	2,019,816	16,410	2,036,226
Indirect installment	1,445,833	2,435	1,448,268
Consumer lines of credit	1,147,576	3,894	1,151,470
Total originated consumer loans	\$ 6,352,285	\$ 39,392	\$ 6,391,677
Acquired loans			
March 31, 2018			
Direct installment	\$ 134,327	\$ 70	\$ 134,397
Residential mortgages	630,763	—	630,763
Indirect installment	171	—	171
Consumer lines of credit	556,633	1,662	558,295
Total acquired consumer loans	\$ 1,321,894	\$ 1,732	\$ 1,323,626
December 31, 2017			
Direct installment	\$ 149,751	\$ 71	\$ 149,822
Residential mortgages	666,465	—	666,465
Indirect installment	165	—	165
Consumer lines of credit	592,384	1,939	594,323
Total acquired consumer loans	\$ 1,408,765	\$ 2,010	\$ 1,410,775

Loans and leases are designated as impaired when, in the opinion of management, based on current information and events, the collection of principal and interest in accordance with the loan and lease contract is doubtful. Typically, we do not consider loans and leases for impairment unless a sustained period of delinquency (i.e., 90-plus days) is noted or there are subsequent events that impact repayment probability (i.e., negative financial trends, bankruptcy filings, imminent foreclosure proceedings, etc.). Impairment is evaluated in the aggregate for consumer installment loans, residential mortgages, consumer lines of credit and commercial loan and lease relationships less than \$0.5 million based on loan and lease segment loss given default. For commercial loan and lease relationships greater than or equal to \$0.5 million, a specific valuation allowance is allocated, if necessary, so that the loan is reported net, at the present value of estimated future cash flows using a market interest rate or at the fair value of collateral if repayment is expected solely from the collateral. Consistent with our existing method of income recognition for loans and leases, interest income on impaired loans, except those classified as non-accrual, is recognized using the accrual method. Impaired loans, or portions thereof, are charged off when deemed uncollectible.

Table of Contents

Following is a summary of information pertaining to originated loans and leases considered to be impaired, by class of loan and lease:

(in thousands)	Unpaid Contractual Principal Balance	Recorded Investment With No Specific Reserve	Recorded Investment With Specific Reserve	Total Recorded Investment	Specific Reserve	Average Recorded Investment
At or for the Three Months Ended March 31, 2018						
Commercial real estate	\$ 30,584	\$ 25,478	\$ 1,751	\$ 27,229	\$ 305	\$ 25,988
Commercial and industrial	26,034	15,859	5,007	20,866	2,945	20,479
Commercial leases	1,399	1,399	—	1,399	—	1,486
Other	—	—	—	—	—	—
Total commercial loans and leases	58,017	42,736	6,758	49,494	3,250	47,953
Direct installment	18,623	15,653	—	15,653	—	16,153
Residential mortgages	17,448	16,134	—	16,134	—	16,272
Indirect installment	4,648	2,424	—	2,424	—	2,429
Consumer lines of credit	5,698	4,510	—	4,510	—	4,202
Total consumer loans	46,417	38,721	—	38,721	—	39,056
Total	\$ 104,434	\$ 81,457	\$ 6,758	\$ 88,215	\$ 3,250	\$ 87,009
At or for the Year Ended December 31, 2017						
Commercial real estate	\$ 27,718	\$ 21,748	\$ 2,906	\$ 24,654	\$ 439	\$ 24,413
Commercial and industrial	29,307	11,595	4,457	16,052	3,215	23,907
Commercial leases	1,574	1,574	—	1,574	—	1,386
Other	—	—	—	—	—	—
Total commercial loans and leases	58,599	34,917	7,363	42,280	3,654	49,706
Direct installment	19,375	16,653	—	16,653	—	16,852
Residential mortgages	17,754	16,410	—	16,410	—	15,984
Indirect installment	5,709	2,435	—	2,435	—	2,279
Consumer lines of credit	5,039	3,894	—	3,894	—	3,815
Total consumer loans	47,877	39,392	—	39,392	—	38,930
Total	\$ 106,476	\$ 74,309	\$ 7,363	\$ 81,672	\$ 3,654	\$ 88,636

Table of Contents

Interest income continued to accrue on certain impaired loans and totaled approximately \$1.6 million and \$1.9 million for the three months ended March 31, 2018 and 2017, respectively. The above tables do not reflect the additional allowance for credit losses relating to acquired loans. Following is a summary of the allowance for credit losses required for acquired loans due to changes in credit quality subsequent to the acquisition date:

(in thousands)	March 31, December 31,	
	2018	2017
Commercial real estate	\$ 2,732	\$ 4,976
Commercial and industrial	1,785	(415)
Total commercial loans	4,517	4,561
Direct installment	1,804	1,553
Residential mortgages	518	484
Indirect installment	240	177
Consumer lines of credit	(242)	(77)
Total consumer loans	2,320	2,137
Total allowance on acquired loans	\$ 6,837	\$ 6,698

Troubled Debt Restructurings

TDRs are loans whose contractual terms have been modified in a manner that grants a concession to a borrower experiencing financial difficulties. TDRs typically result from loss mitigation activities and could include the extension of a maturity date, interest rate reduction, principal forgiveness, deferral or decrease in payments for a period of time and other actions intended to minimize the economic loss and to avoid foreclosure or repossession of collateral.

Following is a summary of the composition of total TDRs:

(in thousands)	Originated	Acquired	Total
March 31, 2018			
Accruing:			
Performing	\$ 19,525	\$ 249	\$ 19,774
Non-performing	21,283	3,169	24,452
Non-accrual	10,668	357	11,025
Total TDRs	\$ 51,476	\$ 3,775	\$ 55,251
December 31, 2017			
Accruing:			
Performing	\$ 19,538	\$ 266	\$ 19,804
Non-performing	20,173	3,308	23,481
Non-accrual	10,472	234	10,706
Total TDRs	\$ 50,183	\$ 3,808	\$ 53,991

TDRs that are accruing and performing include loans that met the criteria for non-accrual of interest prior to restructuring for which we can reasonably estimate the timing and amount of the expected cash flows on such loans and for which we expect to fully collect the new carrying value of the loans. During the three months ended March 31, 2018, we returned to performing status \$1.2 million in restructured residential mortgage loans that have consistently met their modified obligations for more than six months. TDRs that are accruing and non-performing are comprised of consumer loans that have not demonstrated a consistent repayment pattern on the modified terms for more than six months, however it is expected that we will collect all future principal and interest payments. TDRs that are on non-accrual are not placed on accruing status until all delinquent principal and interest have been paid and the ultimate collectability of the remaining principal and interest is reasonably assured. Some loan modifications classified as TDRs may not ultimately result in the full collection of principal and interest, as modified, and may result in potential incremental losses which are factored into the allowance for credit losses.

Table of Contents

Excluding purchased impaired loans, commercial loans over \$0.5 million whose terms have been modified in a TDR are generally placed on non-accrual, individually analyzed and measured for estimated impairment based on the fair value of the underlying collateral. Our allowance for credit losses included specific reserves for commercial TDRs and pooled reserves for individually impaired loans under \$0.5 million based on loan segment loss given default. Upon default, the amount of the recorded investment in the TDR in excess of the fair value of the collateral, less estimated selling costs, is generally considered a confirmed loss and is charged-off against the allowance for credit losses. The reserve for commercial TDRs included in the allowance for credit losses is presented in the following table:

(in thousands)	March 31, December 31,	
	2018	2017
Specific reserves for commercial TDRs	\$ 726	\$ 95
Pooled reserves for individual commercial loans	519	469

All other classes of loans, which are primarily secured by residential properties, whose terms have been modified in a TDR are pooled and measured for estimated impairment based on the expected net present value of the estimated future cash flows of the pool. Our allowance for credit losses included pooled reserves for these classes of loans of \$4.0 million for both March 31, 2018 and December 31, 2017. Upon default of an individual loan, our charge-off policy is followed accordingly for that class of loan.

Following is a summary of TDR loans, by class:

(dollars in thousands)	Three Months Ended March 31, 2018		
	Number of Contracts	Pre-	Post-
		Modification	Modification
		of Outstanding Recorded Investment	of Outstanding Recorded Investment
Commercial real estate	1	\$ 328	\$ 328
Commercial and industrial	1	1,687	1,230
Total commercial loans	2	2,015	1,558
Direct installment	182	1,135	1,056
Residential mortgages	11	501	504
Indirect installment	9	13	12
Consumer lines of credit	21	352	287
Total consumer loans	223	2,001	1,859
Total	225	\$ 4,016	\$ 3,417

(dollars in thousands)	Three Months Ended March 31, 2017		
	Number of Contracts	Pre-	Post-
		Modification	Modification
		of Outstanding Recorded Investment	of Outstanding Recorded Investment
Commercial real estate	1	\$ 114	\$ 109
Commercial and industrial	—	—	—
Total commercial loans	1	114	109
Direct installment	171	1,488	1,412
Residential mortgages	8	163	176
Indirect installment	5	17	14
Consumer lines of credit	22	742	729

Total consumer loans	206	2,410	2,331
Total	207	\$ 2,524	\$ 2,440

27

Table of Contents

Following is a summary of originated TDRs, by class, for which there was a payment default, excluding loans that were either charged-off or cured by period end. Default occurs when a loan is 90 days or more past due and is within 12 months of restructuring.

	Three Months Ended March 31, 2018	Number of Revised Contracts	Investment
(dollars in thousands)			
Direct installment	45	\$	130
Residential mortgages	4		190
Indirect installment	5		10
Consumer lines of credit	1		196
Total consumer loans	55		526
Total	55	\$	526

	Three Months Ended March 31, 2017	Number of Revised Contracts	Investment
(dollars in thousands)			
Direct installment	29	\$	82
Residential mortgages	2		224
Indirect installment	6		10
Consumer lines of credit	1		34
Total consumer loans	38		350
Total	38	\$	350

NOTE 6. ALLOWANCE FOR CREDIT LOSSES

The allowance for credit losses addresses credit losses inherent in the existing loan and lease portfolio and is presented as a reserve against loans and leases on the Consolidated Balance Sheets. Loan and lease losses are charged off against the allowance for credit losses, with recoveries of amounts previously charged off credited to the allowance for credit losses. Provisions for credit losses are charged to operations based on management's periodic evaluation of the adequacy of the allowance for credit losses.

Table of Contents

Following is a summary of changes in the allowance for credit losses, by loan and lease class:

(in thousands)	Balance at Beginning of Period	Charge- Offs	Recoveries	Net Charge- Offs	Provision for Credit Losses	Balance at End of Period
Three Months Ended March 31, 2018						
Commercial real estate	\$ 50,281	\$(225)	\$ 337	\$ 112	\$ 3,123	\$ 53,516
Commercial and industrial	51,963	(5,920)	369	(5,551)	6,601	53,013
Commercial leases	5,646	(171)	10	(161)	630	6,115
Other	1,843	(797)	297	(500)	652	1,995
Total commercial loans and leases	109,733	(7,113)	1,013	(6,100)	11,006	114,639
Direct installment	20,936	(3,470)	440	(3,030)	2,222	20,128
Residential mortgages	15,507	(79)	91	12	(239)	15,280
Indirect installment	11,967	(2,409)	895	(1,514)	1,502	11,955
Consumer lines of credit	10,539	(531)	121	(410)	279	10,408
Total consumer loans	58,949	(6,489)	1,547	(4,942)	3,764	57,771
Total allowance on originated loans and leases	168,682	(13,602)	2,560	(11,042)	14,770	172,410
Purchased credit-impaired loans	635	—	—	—	(13)	622
Other acquired loans	6,063	(309)	723	414	(262)	6,215
Total allowance on acquired loans	6,698	(309)	723	414	(275)	6,837
Total allowance for credit losses	\$ 175,380	\$(13,911)	\$ 3,283	\$(10,628)	\$ 14,495	\$ 179,247

(in thousands)	Balance at Beginning of Period	Charge- Offs	Recoveries	Net Charge- Offs	Provision for Credit Losses	Balance at End of Period
Three Months Ended March 31, 2017						
Commercial real estate	\$ 46,635	\$(988)	\$ 361	\$(627)	\$ 381	\$ 46,389
Commercial and industrial	47,991	(2,463)	474	(1,989)	7,568	53,570
Commercial leases	3,280	(506)	1	(505)	738	3,513
Other	1,392	(973)	327	(646)	1,063	1,809
Total commercial loans and leases	99,298	(4,930)	1,163	(3,767)	9,750	105,281
Direct installment	21,391	(2,874)	628	(2,246)	1,065	20,210
Residential mortgages	10,082	(180)	161	(19)	147	10,210
Indirect installment	10,564	(2,370)	781	(1,589)	655	9,630
Consumer lines of credit	9,456	(458)	165	(293)	(280)	8,883
Total consumer loans	51,493	(5,882)	1,735	(4,147)	1,587	48,933
Total allowance on originated loans and leases	150,791	(10,812)	2,898	(7,914)	11,337	154,214
Purchased credit-impaired loans	572	—	—	—	88	660
Other acquired loans	6,696	(482)	269	(213)	(575)	5,908
Total allowance on acquired loans	7,268	(482)	269	(213)	(487)	6,568
Total allowance for credit losses	\$ 158,059	\$(11,294)	\$ 3,167	\$(8,127)	\$ 10,850	\$ 160,782

Table of Contents

Following is a summary of the individual and collective originated allowance for credit losses and corresponding originated loan and lease balances by class:

(in thousands)	Originated Allowance		Originated Loans and Leases Outstanding		
	Individually Evaluated for Impairment	Collectively Evaluated for Impairment	Loans and Leases	Individually Evaluated for Impairment	Collectively Evaluated for Impairment
March 31, 2018					
Commercial real estate	\$305	\$ 53,211	\$5,465,150	\$ 12,292	\$5,452,858
Commercial and industrial	2,945	50,068	3,688,120	10,880	3,677,240
Commercial leases	—	6,115	279,582	—	279,582
Other	—	1,995	39,347	—	39,347
Total commercial loans and leases	3,250	111,389	9,472,199	23,172	9,449,027
Direct installment	—	20,128	1,737,242	—	1,737,242
Residential mortgages	—	15,280	2,131,338	—	2,131,338
Indirect installment	—	11,955	1,524,330	—	1,524,330
Consumer lines of credit	—	10,408	1,135,488	—	1,135,488
Total consumer loans	—	57,771	6,528,398	—	6,528,398
Total	\$3,250	\$ 169,160	\$16,000,597	\$ 23,172	\$15,977,425
December 31, 2017					
Commercial real estate	\$439	\$ 49,842	\$5,174,783	\$ 11,114	\$5,163,669
Commercial and industrial	3,215	48,748	3,495,247	9,872	3,485,375
Commercial leases	—	5,646	266,720	—	266,720
Other	—	1,843	17,063	—	17,063
Total commercial loans and leases	3,654	106,079	8,953,813	20,986	8,932,827
Direct installment	—	20,936	1,755,713	—	1,755,713
Residential mortgages	—	15,507	2,036,226	—	2,036,226
Indirect installment	—	11,967	1,448,268	—	1,448,268
Consumer lines of credit	—	10,539	1,151,470	—	1,151,470
Total consumer loans	—	58,949	6,391,677	—	6,391,677
Total	\$3,654	\$ 165,028	\$15,345,490	\$ 20,986	\$15,324,504

The above table excludes acquired loans that were pooled into groups of loans for evaluating impairment.

NOTE 7. LOAN SERVICING**Mortgage Loan Servicing**

We retain the servicing rights on certain mortgage loans sold. The unpaid principal balance of mortgage loans serviced for others, as of March 31, 2018 and December 31, 2017, is listed below:

(in thousands)	March 31, 2018	December 31, 2017
Mortgage loans sold with servicing retained	\$3,417,642	\$ 3,256,548

Table of Contents

The following table summarizes activity relating to mortgage loans sold with servicing retained:

(in thousands)	Three Months Ended March 31,	
	2018	2017
Mortgage loans sold with servicing retained	\$236,893	\$129,843
Pretax gains resulting from above loan sales ⁽¹⁾	3,798	3,638
Mortgage servicing fees ⁽¹⁾	2,174	1,603

(1) Recorded in mortgage banking operations.

Following is a summary of the MSR activity:

(in thousands)	Three Months Ended March 31,	
	2018	2017
Balance at beginning of period	\$29,053	\$13,521
Fair value of MSR's acquired	—	8,553
Additions	2,710	1,454
Payoffs and curtailments	(405)	(139)
Amortization	(567)	(523)
Balance at end of period	\$30,791	\$22,866
Fair value, beginning of period	\$32,419	\$17,546
Fair value, end of period	36,445	26,962

We did not have a valuation allowance for MSR's for any of the periods presented in the table above.

The fair value of MSR's is highly sensitive to changes in assumptions and is determined by estimating the present value of the asset's future cash flows utilizing market-based prepayment rates, discount rates and other assumptions validated through comparison to trade information, industry surveys and with the use of independent third party appraisals. Changes in prepayment speed assumptions have the most significant impact on the fair value of MSR's. Generally, as interest rates decline, mortgage loan prepayments accelerate due to increased refinance activity, which results in a decrease in the fair value of the MSR and as interest rates increase, mortgage loan prepayments decline, which results in an increase in the fair value of the MSR. Measurement of fair value is limited to the conditions existing and the assumptions utilized as of a particular point in time, and those assumptions may not be appropriate if they are applied at a different time.

Following is a summary of the sensitivity of the fair value of MSR's to changes in key assumptions:

(dollars in thousands)	March 31, December 31,			
	2018	2017		
Weighted average life (months)	84.5	80.4		
Constant prepayment rate (annualized)	9.1	% 9.9	%	
Discount rate	9.9	% 9.9	%	
Effect on fair value due to change in interest rates:				
+0.25%	\$1,179	\$1,737		
+0.50%	2,131	3,220		
-0.25%	(1,476)	(1,937)		
-0.50%	(3,237)	(4,007)		

The sensitivity calculations above are hypothetical and should not be considered to be predictive of future performance. Changes in fair value based on adverse changes in assumptions generally cannot be extrapolated because the relationship of the changes in assumptions to fair value may not be linear. Also, in this table, the effects of an adverse variation in a particular assumption on the fair value of the MSR's is calculated without changing any other assumptions, while in reality, changes in one factor may result in changing another, which may magnify or contract the effect of the change.

Table of Contents

SBA-Guaranteed Loan Servicing

Beginning in March 2017, as a result of the YDKN acquisition, we retain the servicing rights on SBA-guaranteed loans sold to investors. The standard sale structure under the SBA Secondary Participation Guaranty Agreement provides for us to retain a portion of the cash flow from the interest payment received on the loan, which is commonly known as a servicing spread. The unpaid principal balance of SBA-guaranteed loans serviced for investors, as of March 31, 2018 and December 31, 2017, was as follows:

(in thousands)	March 31, December 31,	
	2018	2017
SBA loans sold to investors with servicing retained	\$ 300,857	\$ 305,977

The following table summarizes activity relating to SBA loans sold with servicing retained:

(in thousands)	Three Months Ended	
	March 31,	
	2018	2017
SBA loans sold with servicing retained	\$12,288	\$ —
Pretax gains resulting from above loan sales ⁽¹⁾	1,101	—
SBA servicing fees ⁽¹⁾	750	115

(1) Recorded in non-interest income.

Following is a summary of the activity in SBA servicing rights:

(in thousands)	Three Months Ended	
	March 31,	
	2017	2017
Balance at beginning of period	\$5,058	\$—
Fair value of servicing rights acquired	—	5,399
Additions	388	—
Impairment (charge) / recovery	(90)	—
Amortization	(294)	(60)
Balance at end of period	\$5,062	\$5,339
Fair value, beginning of period	\$5,058	\$—
Fair value, end of period	5,062	5,339

Following is a summary of key assumptions and the sensitivity of the SBA loan servicing rights to changes in these assumptions:

(dollars in thousands)	March 31, 2018				December 31, 2017					
	Actual	Decline in fair value due to				Actual	Decline in fair value due to			
		10%	20%	1%	2%		10%	20%	1%	2%
Weighted-average life (months)	61.0					63.5				
Constant prepayment rate (annualized)	10.01 %	\$(158)	\$(309)	\$ —	\$ —	9.29 %	\$(145)	\$(284)	\$ —	\$ —
Discount rate	14.76	—	—	(148)	(287)	14.87	—	—	(147)	(286)

The fair value of the SBA servicing rights is compared to the amortized basis. If the amortized basis exceeds the fair value, the asset is considered impaired and is written down to fair value through a valuation allowance on the asset and a charge against SBA income. We had a \$0.4 million valuation allowance for SBA servicing rights as of March 31, 2018.

Table of Contents

NOTE 8. BORROWINGS

Following is a summary of short-term borrowings:

(in thousands)	March 31, 2018	December 31, 2017
Securities sold under repurchase agreements	\$280,492	\$ 256,017
Federal Home Loan Bank advances	1,555,000	2,285,000
Federal funds purchased	1,830,000	1,000,000
Subordinated notes	136,988	137,320
Total short-term borrowings	\$3,802,480	\$ 3,678,337

Borrowings with original maturities of one year or less are classified as short-term. Securities sold under repurchase agreements are comprised of customer repurchase agreements, which are sweep accounts with next day maturities utilized by larger commercial customers to earn interest on their funds. Securities are pledged to these customers in an amount equal to the outstanding balance.

Following is a summary of long-term borrowings:

(in thousands)	March 31, 2018	December 31, 2017
Federal Home Loan Bank advances	\$ 300,053	\$ 310,061
Subordinated notes	89,523	87,614
Junior subordinated debt	110,466	110,347
Other subordinated debt	159,848	160,151
Total long-term borrowings	\$ 659,890	\$ 668,173

Our banking affiliate has available credit with the FHLB of \$7.8 billion, of which \$1.9 billion was utilized as of March 31, 2018. These advances are secured by loans collateralized by residential mortgages, home equity lines of credit, commercial real estate and FHLB stock and are scheduled to mature in various amounts periodically through the year 2021. Effective interest rates paid on the long-term advances ranged from 1.39% to 4.19% for the three months ended March 31, 2018 and 0.95% to 4.19% for the year ended December 31, 2017.

The junior subordinated debt is comprised of the debt securities issued by FNB in relation to our unconsolidated subsidiary trusts (collectively, the Trusts), which are unconsolidated variable interest entities, and is included on the balance sheet in long-term borrowings. Since third-party investors are the primary beneficiaries, the Trusts are not consolidated in our financial statements. We record the distributions on the junior subordinated debt issued to the Trusts as interest expense.

Table of Contents

The following table provides information relating to the Trusts as of March 31, 2018:

(dollars in thousands)	Trust Preferred Securities	Common Securities	Junior Subordinated Debt	Stated Maturity Date	Interest Rate	Rate Reset Factor
F.N.B. Statutory Trust II	\$21,500	\$ 665	\$ 22,165	6/15/2036	3.77 %	LIBOR + 165 basis points (bps)
Omega Financial Capital Trust I	26,000	1,114	26,483	10/18/2034	3.92 %	LIBOR + 219 bps
Yadkin Valley Statutory Trust I	25,000	774	20,925	12/15/2037	3.44 %	LIBOR + 132 bps
FNB Financial Services Capital Trust I	25,000	774	21,859	9/30/2035	3.79 %	LIBOR + 146 bps
American Community Capital Trust II	10,000	310	10,446	12/15/2033	5.11 %	LIBOR + 280 bps
Crescent Financial Capital Trust I	8,000	248	8,588	10/7/2033	4.82 %	LIBOR + 310 bps
Total	\$115,500	\$ 3,885	\$ 110,466			

NOTE 9. DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES

We are exposed to certain risks arising from both our business operations and economic conditions. We principally manage our exposures to a wide variety of business and operational risks through management of our core business activities. We manage economic risks, including interest rate risk, primarily by managing the amount, source, and duration of our assets and liabilities, and through the use of derivative instruments. Derivative instruments are used to reduce the effects that changes in interest rates may have on net income and cash flows. We also use derivative instruments to facilitate transactions on behalf of our customers.

All derivatives are carried on the Consolidated Balance Sheets at fair value and do not take into account the effects of master netting arrangements we have with other financial institutions. Credit risk is included in the determination of the estimated fair value of derivatives. Derivative assets are reported in the Consolidated Balance Sheets in other assets and derivative liabilities are reported in the Consolidated Balance Sheets in other liabilities. Changes in fair value are recognized in earnings except for certain changes related to derivative instruments designated as part of a cash flow hedging relationship.

Table of Contents

The following table presents notional amounts and gross fair values of our derivative assets and derivative liabilities which are not offset in the balance sheet.

(in thousands)	March 31, 2018			December 31, 2017		
	Notional Amount	Fair Value Asset	Liability	Notional Amount	Fair Value Asset	Liability
Gross Derivatives						
Subject to master netting arrangements:						
Interest rate contracts – designated	\$705,000	\$—	\$3,662	\$705,000	\$228	\$1,982
Interest rate swaps – not designated	2,422,236	3,481	9,117	2,245,442	1,169	11,599
Equity contracts – not designated	1,180	26	—	1,180	51	—
Total subject to master netting arrangements	3,128,416	3,507	12,779	2,951,622	1,448	13,581
Not subject to master netting arrangements:						
Interest rate swaps – not designated	2,422,236	15,176	38,787	2,245,442	27,233	15,303
Interest rate lock commitments – not designated	78,368	1,380	5	88,107	1,594	5
Forward delivery commitments – not designated	94,996	209	231	106,572	233	148
Credit risk contracts – not designated	206,747	20	64	235,196	39	109
Equity contracts – not designated	1,180	—	26	1,180	—	51
Total not subject to master netting arrangements	2,803,527	16,785	39,113	2,676,497	29,099	15,616
Total	\$5,931,943	\$20,292	\$51,892	\$5,628,119	\$30,547	\$29,197

Beginning in the first quarter of 2017, certain derivative exchanges have enacted a rule change which in effect results in the legal characterization of variation margin payments for certain derivative contracts as settlement of the derivatives mark-to-market exposure and not collateral. This rule change became effective for us in the first quarter of 2017. Accordingly, we have changed our reporting of certain derivatives to record variation margin on trades cleared through exchanges that have adopted the rule change as settled where we had previously recorded cash collateral. The daily settlement of the derivative exposure does not change or reset the contractual terms of the instrument.

Derivatives Designated as Hedging Instruments under GAAP

Interest Rate Contracts. We entered into interest rate derivative agreements to modify the interest rate characteristics of certain commercial loans and five of our FHLB advances from variable rate to fixed rate in order to reduce the impact of changes in future cash flows due to market interest rate changes. These agreements are designated as cash flow hedges (i.e., hedging the exposure to variability in expected future cash flows). The effective portion of the derivative's gain or loss is initially reported as a component of other comprehensive income and subsequently reclassified into earnings in the same line item associated with the forecasted transaction when the forecasted transaction affects earnings. Any ineffective portion of the gain or loss is reported in earnings immediately.

Following is a summary of key data related to interest rate contracts:

(in thousands)	March 31, 2018	December 31, 2017
Notional amount	\$705,000	\$705,000
Fair value included in other assets	—	228
Fair value included in other liabilities	3,662	1,982

Table of Contents

The following table shows amounts reclassified from accumulated other comprehensive income for the three months ended March 31, 2018:

(in thousands)	Total Net of Tax	
Reclassified from AOCI to interest income	\$93	\$ 73
Reclassified from AOCI to interest expense	(129)	(102)

As of March 31, 2018, the maximum length of time over which forecasted interest cash flows are hedged is 5 years. In the twelve months that follow March 31, 2018, we expect to reclassify from the amount currently reported in AOCI net derivative gains of \$3.2 million (\$2.5 million net of tax), in association with interest on the hedged loans and FHLB advances. This amount could differ from amounts actually recognized due to changes in interest rates, hedge de-designations, and the addition of other hedges subsequent to March 31, 2018.

There were no components of derivative gains or losses excluded from the assessment of hedge effectiveness related to these cash flow hedges. For the three months ended March 31, 2018 and 2017, there was no hedge ineffectiveness. Also, during the three months ended March 31, 2018 and 2017, there were no gains or losses from cash flow hedge derivatives reclassified to earnings because it became probable that the original forecasted transactions would not occur.

Derivatives Not Designated as Hedging Instruments under GAAP

Interest Rate Swaps. We enter into interest rate swap agreements to meet the financing, interest rate and equity risk management needs of qualifying commercial loan customers. These agreements provide the customer the ability to convert from variable to fixed interest rates. The credit risk associated with derivatives executed with customers is essentially the same as that involved in extending loans and is subject to normal credit policies and monitoring. Swap derivative transactions with customers are not subject to enforceable master netting arrangements and are generally secured by rights to non-financial collateral, such as real and personal property.

We enter into positions with a derivative counterparty in order to offset our exposure on the fixed components of the customer interest rate swap agreements. We seek to minimize counterparty credit risk by entering into transactions only with high-quality financial dealer institutions. These arrangements meet the definition of derivatives, but are not designated as hedging instruments under ASC 815, Derivatives and Hedging.

Following is a summary of key data related to interest rate swaps:

(in thousands)	March 31, 2018	December 31, 2017
Notional amount	\$4,844,472	\$ 4,490,884
Fair value included in other assets	18,657	28,402
Fair value included in other liabilities	47,904	26,902

The interest rate swap agreement with the loan customer and with the counterparty is reported at fair value in other assets and other liabilities on the Consolidated Balance Sheets with any resulting gain or loss recorded in current period earnings as other income or other expense.

Interest Rate Lock Commitments. Interest rate lock commitments represent an agreement to extend credit to a mortgage loan borrower, or an agreement to purchase a loan from a third-party originator, whereby the interest rate on the loan is set prior to funding. We are bound to fund the loan at a specified rate, regardless of whether interest rates have changed between the commitment date and the loan funding date, subject to the loan approval process. The borrower is not obligated to perform under the commitment. As such, outstanding IRLCs subject us to interest rate risk and related price risk during the period from the commitment to the borrower through the loan funding date, or commitment expiration. The IRLCs generally range between 30 to 270 days. The IRLCs are reported at fair value in other assets and other liabilities on the Consolidated Balance Sheets with any resulting gain or loss recorded in current period earnings as mortgage banking operations income.

Forward Delivery Commitments. Forward delivery commitments on mortgage-backed securities are used to manage the interest rate and price risk of our IRLCs and mortgage loan held for sale inventory by fixing the forward sale price that will be realized upon sale of the mortgage loans into the secondary market. Historical commitment-to-closing ratios are considered to estimate the quantity of mortgage loans that will fund within the terms of the IRLCs. The

forward delivery contracts are reported at fair

36

Table of Contents

value in other assets and other liabilities on the Consolidated Balance Sheets with any resulting gain or loss recorded in current period earnings as mortgage banking operations income.

Credit Risk Contracts. We purchase and sell credit protection under risk participation agreements to share with other counterparties some of the credit exposure related to interest rate derivative contracts or to take on credit exposure to generate revenue. We will make/receive payments under these agreements if a customer defaults on their obligation to perform under certain derivative swap contracts.

Risk participation agreements sold with notional amounts totaling \$128.7 million as of March 31, 2018 have remaining terms ranging from three months to nine years. Under these agreements, our maximum exposure assuming a customer defaults on their obligation to perform under certain derivative swap contracts with third parties would be \$0.06 million and \$0.1 million at March 31, 2018 and December 31, 2017, respectively. The fair values of risk participation agreements purchased and sold were \$0.02 million and \$(0.06) million, respectively, at December 31, 2018 and \$0.04 million and \$(0.1) million, respectively at December 31, 2017.

Counterparty Credit Risk

We are party to master netting arrangements with most of our swap derivative dealer counterparties. Collateral, usually marketable securities and/or cash, is exchanged between FNB and our counterparties, and is generally subject to thresholds and transfer minimums. For swap transactions that require central clearing, we post cash to our clearing agency. Collateral positions are settled or valued daily, and adjustments to amounts received and pledged by us are made as appropriate to maintain proper collateralization for these transactions.

Certain master netting agreements contain provisions that, if violated, could cause the counterparties to request immediate settlement or demand full collateralization under the derivative instrument. If we had breached our agreements with our derivative counterparties we would be required to settle our obligations under the agreements at the termination value and would be required to pay an additional \$0.6 million and \$0.9 million as of March 31, 2018 and December 31, 2017, respectively, in excess of amounts previously posted as collateral with the respective counterparty.

Table of Contents

The following table presents a reconciliation of the net amounts of derivative assets and derivative liabilities presented in the balance sheets to the net amounts that would result in the event of offset:

(in thousands)	Amount Not Offset in the Balance Sheet			
	Net Amount Presented in the Balance Sheet	Financial Instruments	Cash Collateral	Net Amount
March 31, 2018				
Derivative Assets				
Interest rate contracts:				
Designated	\$ —	\$ —	\$	—\$ —
Not designated	3,481	3,451	—	30
Equity contracts – not designated	26	26	—	—
Total	\$ 3,507	\$ 3,477	\$	—\$ 30
Derivative Liabilities				
Interest rate contracts:				
Designated	\$3,662	\$3,662	\$—	\$—
Not designated	9,117	8,592	—	525
Total	\$12,779	\$12,254	\$—	\$525
December 31, 2017				
Derivative Assets				
Interest rate contracts:				
Designated	\$228	\$228	\$—	\$—
Not designated	1,169	1,169	—	—
Equity contracts – not designated	51	51	—	—
Total	\$1,448	\$1,448	\$—	\$—
Derivative Liabilities				
Interest rate contracts:				
Designated	\$1,982	\$1,982	\$—	\$—
Not designated	11,599	10,940	—	659
Total	\$13,581	\$12,922	\$—	\$659

The following table presents the effect of certain derivative financial instruments on the income statement:

(in thousands)	Income Statement Location	Three Months Ended March 31,	
		2018	2017
Interest Rate Contracts	Interest income - loans and leases	\$93	\$506
Interest Rate Contracts	Interest expense – short-term borrowings	(129)	148
Interest Rate Swaps	Other income	(160)	(219)
Credit Risk Contracts	Other income	27	19

Table of Contents

NOTE 10. COMMITMENTS, CREDIT RISK AND CONTINGENCIES

We have commitments to extend credit and standby letters of credit that involve certain elements of credit risk in excess of the amount stated in the Consolidated Balance Sheets. Our exposure to credit loss in the event of non-performance by the customer is represented by the contractual amount of those instruments. The credit risk associated with commitments to extend credit and standby letters of credit is essentially the same as that involved in extending loans and leases to customers and is subject to normal credit policies. Since many of these commitments expire without being drawn upon, the total commitment amounts do not necessarily represent future cash flow requirements.

Following is a summary of off-balance sheet credit risk information:

(in thousands)	March 31, 2018	December 31, 2017
Commitments to extend credit	\$7,097,958	\$ 6,957,822
Standby letters of credit	136,661	132,904

At March 31, 2018, funding of 76.4% of the commitments to extend credit was dependent on the financial condition of the customer. We have the ability to withdraw such commitments at our discretion. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Based on management's credit evaluation of the customer, collateral may be deemed necessary. Collateral requirements vary and may include accounts receivable, inventory, property, plant and equipment and income-producing commercial properties. Standby letters of credit are conditional commitments issued by us that may require payment at a future date. The credit risk involved in issuing letters of credit is actively monitored through review of the historical performance of our portfolios.

In addition to the above commitments, subordinated notes issued by FNB Financial Services, LP, a wholly-owned finance subsidiary, are fully and unconditionally guaranteed by FNB. These subordinated notes are included in the summaries of short-term borrowings and long-term borrowings in Note 8.

Other Legal Proceedings

In the ordinary course of business, we are routinely named as defendants in, or made parties to, pending and potential legal actions. Also, as regulated entities, we are subject to governmental and regulatory examinations, information-gathering requests, and may be subject to investigations and proceedings (both formal and informal). Such threatened claims, litigation, investigations, regulatory and administrative proceedings typically entail matters that are considered incidental to the normal conduct of business. Claims for significant monetary damages may be asserted in many of these types of legal actions, while claims for disgorgement, restitution, penalties and/or other remedial actions or sanctions may be sought in regulatory matters. In these instances, if we determine that we have meritorious defenses, we will engage in an aggressive defense. However, if management determines, in consultation with counsel, that settlement of a matter is in the best interest of our Company and our shareholders, we may do so. It is inherently difficult to predict the eventual outcomes of such matters given their complexity and the particular facts and circumstances at issue in each of these matters. However, on the basis of current knowledge and understanding, and advice of counsel, we do not believe that judgments, sanctions, settlements or orders, if any, that may arise from these matters (either individually or in the aggregate, after giving effect to applicable reserves and insurance coverage) will have a material adverse effect on our financial position or liquidity, although they could have a material effect on net income in a given period.

In view of the inherent unpredictability of outcomes in litigation and governmental and regulatory matters, particularly where (i) the damages sought are indeterminate, (ii) the proceedings are in the early stages, or (iii) the matters involve novel legal theories or a large number of parties, as a matter of course, there is considerable uncertainty surrounding the timing or ultimate resolution of litigation and governmental and regulatory matters, including a possible eventual loss, fine, penalty, business or adverse reputational impact, if any, associated with each such matter. In accordance with applicable accounting guidance, we establish accruals for litigation and governmental and regulatory matters when those matters proceed to a stage where they present loss contingencies that are both probable and reasonably estimable. In such cases, there may be a possible exposure to loss in excess of any amounts

accrued. We will continue to monitor such matters for developments that could affect the amount of the accrual, and will adjust the accrual amount as appropriate. If the loss contingency in question is not both probable and reasonably estimable, we do not establish an accrual and the matter will continue to be monitored for any developments that would make the loss contingency both probable and reasonably estimable. We believe that our accruals for legal proceedings

Table of Contents

are appropriate and, in the aggregate, are not material to our consolidated financial position, although future accruals could have a material effect on net income in a given period.

NOTE 11. STOCK INCENTIVE PLANS

Restricted Stock

We issue restricted stock awards, consisting of both restricted stock and restricted stock units, to key employees under our Incentive Compensation Plan (Plan). We issue time-based awards and performance-based awards under this Plan, both of which are based on a three-year vesting period. The grant date fair value of the time-based awards is equal to the price of our common stock on the grant date. The fair value of the performance-based awards is based on a Monte-Carlo simulation valuation of our common stock as of the grant date. The assumptions used for this valuation include stock price volatility, risk-free interest rate and dividend yield.

For performance-based restricted stock awards granted, the recipients will earn shares, totaling between 0% and 175% of the number of units issued, based on our total stockholder return relative to a specified peer group of financial institutions over the three-year period. These market-based restricted stock units are included in the table below as if the recipients earned shares equal to 100% of the units issued, regardless of the actual vesting percentages.

As of March 31, 2018, we had available up to 2,636,450 shares of common stock to issue under this Plan.

The unvested restricted stock awards are eligible to receive cash dividends or dividend equivalents which are ultimately used to purchase additional shares of stock and are subject to forfeiture if the requisite service period is not completed or the specified performance criteria are not met. These awards are subject to certain accelerated vesting provisions upon retirement, death, disability or in the event of a change of control as defined in the award agreements. The following table summarizes the activity relating to restricted stock awards during the periods indicated:

	Three Months Ended March 31,			
	2018		2017	
	Awards	Weighted Average Grant Price per Share	Awards	Weighted Average Grant Price per Share
Unvested awards outstanding at beginning of period	1,975,862	\$ 13.64	1,836,363	\$ 12.97
Vested	(7,631)	12.83	(243,982)	11.83
Forfeited/expired	(19,893)	14.02	(2,950)	13.00
Dividend reinvestment	16,373	14.37	12,253	14.54
Unvested awards outstanding at end of period	1,964,711	13.65	1,601,684	13.16

The following table provides certain information related to restricted stock awards:

(in thousands)	Three Months Ended March 31,	
	2018	2017
Stock-based compensation expense	\$1,939	\$1,760
Tax benefit related to stock-based compensation expense	407	616
Fair value of awards vested	110	3,802

Table of Contents

As of March 31, 2018, there was \$9.8 million of unrecognized compensation cost related to unvested restricted stock awards, including \$0.6 million that is subject to accelerated vesting under the Plan's immediate vesting upon retirement. The components of the restricted stock awards as of March 31, 2018 are as follows:

(dollars in thousands)	Service- Based Awards	Performance- Based Awards	Total
Unvested restricted stock awards	1,050,062	914,649	1,964,711
Unrecognized compensation expense	\$ 5,691	\$ 4,061	\$ 9,752
Intrinsic value	\$ 14,123	\$ 12,302	\$ 26,425
Weighted average remaining life (in years)	1.76	1.50	1.64

Stock Options

All outstanding stock options were assumed from acquisitions and are fully vested. Upon consummation of our acquisitions, all outstanding stock options issued by the acquired companies were converted into equivalent FNB stock options. We issue shares of treasury stock or authorized but unissued shares to satisfy stock options exercised. The following table summarizes the activity relating to stock options during the periods indicated:

	Three Months Ended March 31,			
	2018		2017	
	Shares	Weighted Average Exercise Price per Share	Shares	Weighted Average Exercise Price per Share
Options outstanding at beginning of period	722,650	\$ 7.96	892,532	\$ 8.95
Assumed from acquisitions	—	—	207,645	8.92
Exercised	(163,035)	7.79	(131,792)	9.44
Forfeited/expired	(237)	10.72	(49,281)	10.91
Options outstanding and exercisable at end of period	559,378	8.03	919,104	8.77

The intrinsic value of outstanding and exercisable stock options at March 31, 2018 was \$3.0 million. The aggregate intrinsic value represents the amount by which the fair value of underlying stock exceeds the option exercise price.

NOTE 12. RETIREMENT PLANS

Our subsidiaries participate in a qualified 401(k) defined contribution plan under which employees may contribute a percentage of their salary. Employees are eligible to participate upon their first day of employment. Under this plan, we match 100% of the first six percent that the employee defers. Additionally, we may provide a performance-based company contribution of up to three percent if we exceed annual financial goals. Our contribution expense is presented in the following table:

(in thousands)	Three Months Ended March 31,	
	2018	2017
401(k) contribution expense	\$3,610	\$2,767

We also sponsor an Employee Retirement Income Security Act of 1974 (ERISA) Excess Lost Match Plan for certain officers. This plan provides retirement benefits equal to the difference, if any, between the maximum benefit allowable under the Internal Revenue Code and the amount that would have been provided under the qualified 401(k) defined contribution plan, if no limits were applied.

Table of Contents

Additionally, we sponsor a qualified non-contributory defined benefit pension plan and two supplemental non-qualified retirement plans that have been frozen. The net periodic benefit credit for these plans includes the following components:

	Three Months Ended March 31,	
(in thousands)	2018	2017
Service cost	\$(4)	\$(4)
Interest cost	1,560	1,477
Expected return on plan assets	(2,895)	(2,427)
Amortization:		
Unrecognized prior service cost	—	2
Unrecognized loss	623	628
Net periodic pension credit	\$(716)	\$(324)

NOTE 13. INCOME TAXES

The TCJA includes several changes to existing U.S. tax laws that impact us, most notably a reduction of the U.S. corporate income tax rate from 35% to 21%, which became effective January 1, 2018. We recognized the initial income tax effects of the TCJA in our 2017 financial statements in accordance with Staff Accounting Bulletin No. 118, which provides SEC staff guidance for the application of ASC 740, Income Taxes, in the reporting period in which the TCJA was signed into law. As such, our financial results reflect the income tax effects of the TCJA for which the accounting under ASC 740 is complete, as well as for provisional amounts for those specific income tax effects under ASC 740 that are incomplete, but a reasonable estimate could be determined. We did not identify any items for which the income tax effects of the TCJA have not been completed and a reasonable estimate could not be determined as of December 31, 2017, which was our first reporting date after the TCJA enactment. Examples of unavailable or unanalyzed information for which we have provisional estimates include deferred taxes related to depreciation (including lease financing), partnership earnings, and realized built-in losses from a prior acquisition. These estimates are subject to change as additional data is gathered, as interpretations and guidance are received, and as the final analyses are completed. The measurement period ends when we have analyzed the information necessary to finalize our accounting, but cannot extend beyond one year from the TCJA enactment date.

Income Tax Expense

Federal and state income tax expense and the statutory tax rate and the actual effective tax rate consist of the following:

	Three Months Ended March 31,	
(in thousands)	2018	2017
Current income taxes:		
Federal taxes	\$17,700	\$6,688
State taxes	1,704	499
Total current income taxes	19,404	7,187
Deferred income taxes:		
Federal taxes	1,902	1,690
State taxes	(38)	(2,393)
Total deferred income taxes	1,864	(703)
Total income taxes	\$21,268	\$6,484
Statutory tax rate	21.0 %	35.0 %
Effective tax rate	19.7 %	22.0 %

The effective tax rate for the quarter ended March 31, 2018 under the 21% TCJA statutory federal tax rate was 19.7%. The effective tax rate for the quarter ended March 31, 2017 under the former 35% statutory federal tax rate was

22.0%. The effective tax rate for the quarter ended March 31, 2018 was lower than the statutory tax rate of 21% due to tax benefits resulting

42

Table of Contents

from tax-exempt income on investments, loans, tax credits and income from BOLI. The lower effective tax rate for the quarter ended March 31, 2017 primarily related to merger expenses from the Yadkin acquisition.

In the fourth quarter of 2017, we elected to change our accounting policy under ASU 2018-02, Income Statement - Reporting Comprehensive Income (Topic 220) to reclassify the income tax effects related to the TCJA from AOCI to retained earnings.

Deferred Income Taxes

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and tax purposes. Deferred tax assets and liabilities are measured based on the enacted tax rates that will apply in the years in which the temporary differences are expected to be recovered or paid. As such, during December 2017, we remeasured our deferred tax assets and liabilities as a result of the passage of the TCJA. The primary impact of this remeasurement was a reduction in deferred tax assets and liabilities in connection with the reduction of the U.S. corporate income tax rate from 35% to 21%.

NOTE 14. OTHER COMPREHENSIVE INCOME

The following table presents changes in AOCI, net of tax, by component:

(in thousands)	Unrealized Net Losses on Debt Securities Available for Sale	Unrealized Net Gains (Losses) on Derivative Instruments	Unrecognized Pension and Postretirement Obligations	Total
Three Months Ended March 31, 2018				
Balance at beginning of period	\$(29,626)	\$ 5,407	\$ (58,833)	\$(83,052)
Other comprehensive (loss) income before reclassifications	(29,787)	3,804	484	(25,499)
Amounts reclassified from AOCI	—	(173)	—	(173)
Net current period other comprehensive (loss) income	(29,787)	3,631	484	(25,672)
Balance at end of period	\$(59,413)	\$ 9,038	\$ (58,349)	\$(108,724)

The amounts reclassified from AOCI related to debt securities available for sale are included in net securities gains on the Consolidated Income Statements, while the amounts reclassified from AOCI related to derivative instruments are included in interest income on loans and leases on the Consolidated Income Statements.

The tax (benefit) expense amounts reclassified from AOCI in connection with the debt securities available for sale and derivative instruments reclassifications are included in income taxes on the Consolidated Statements of Income.

NOTE 15. EARNINGS PER COMMON SHARE

Basic earnings per common share is calculated by dividing net income available to common stockholders by the weighted average number of shares of common stock outstanding net of unvested shares of restricted stock.

Diluted earnings per common share is calculated by dividing net income available to common stockholders by the weighted average number of shares of common stock outstanding, adjusted for the dilutive effect of potential common shares issuable for stock options, warrants and restricted shares, as calculated using the treasury stock method.

Adjustments to the weighted average number of shares of common stock outstanding are made only when such adjustments dilute earnings per common share.

Table of Contents

The following table sets forth the computation of basic and diluted earnings per common share:

(dollars in thousands, except per share data)	Three Months Ended	
	March 31,	
	2018	2017
Net income	\$86,762	\$ 22,979
Less: Preferred stock dividends	2,010	2,010
Net income available to common stockholders	\$84,752	\$ 20,969
Basic weighted average common shares outstanding	323,740,956	379,260
Net effect of dilutive stock options, warrants and restricted stock	2,026,012	1,882,423
Diluted weighted average common shares outstanding	325,766,968	381,142,683
Earnings per common share:		
Basic	\$0.26	\$ 0.09
Diluted	\$0.26	\$ 0.09

The following table shows the average shares excluded from the above calculation as their effect would have been anti-dilutive:

	Three
	Months
	Ended
	March 31,
	2018
	2017
Average shares excluded from the diluted earnings per common share calculation	21 81,755

NOTE 16. CASH FLOW INFORMATION

Following is a summary of supplemental cash flow information:

(in thousands)	Three Months	
	Ended	
	March 31,	
	2018	2017
Interest paid on deposits and other borrowings	\$46,540	\$18,606
Transfers of loans to other real estate owned	3,954	20,517

NOTE 17. BUSINESS SEGMENTS

We operate in four reportable segments: Community Banking, Wealth Management, Insurance and Consumer Finance.

The Community Banking segment provides commercial and consumer banking services. Commercial banking solutions include corporate banking, small business banking, investment real estate financing, international banking, business credit, capital markets and lease financing. Consumer banking products and services include deposit products, mortgage lending, consumer lending and a complete suite of mobile and online banking services.

The Wealth Management segment provides a broad range of personal and corporate fiduciary services including the administration of decedent and trust estates. In addition, it offers various alternative products, including securities brokerage and investment advisory services, mutual funds and annuities.

The Insurance segment includes a full-service insurance agency offering all lines of commercial and personal insurance through major carriers. The Insurance segment also includes a reinsurer.

The Consumer Finance segment primarily makes installment loans to individuals and purchases installment sales finance contracts from retail merchants. The Consumer Finance segment activity is funded through the sale of subordinated notes, which are issued by a wholly-owned subsidiary and guaranteed by us.

Table of Contents

The following tables provide financial information for these segments of FNB. The information provided under the caption "Parent and Other" represents operations not considered to be reportable segments and/or general operating expenses of FNB, and includes the parent company, other non-bank subsidiaries and eliminations and adjustments to reconcile to the Consolidated Financial Statements.

(in thousands)	Community Banking	Wealth Management	Insurance	Consumer Finance	Parent and Other	Consolidated
At or for the Three Months Ended March 31, 2018						
Interest income	\$ 263,587	\$ —	—\$ 20	\$ 9,294	\$ 26	\$ 272,927
Interest expense	42,360	—	—	910	3,552	46,822
Net interest income	221,227	—	20	8,384	(3,526)	226,105
Provision for credit losses	12,412	—	—	2,083	—	14,495
Non-interest income	53,312	11,002	4,303	638	(1,752)	67,503
Non-interest expense ⁽¹⁾	148,667	8,278	3,711	5,230	979	166,865
Amortization of intangibles	4,105	61	52	—	—	4,218
Income tax expense (benefit)	21,720	589	124	474	(1,639)	21,268
Net income (loss)	87,635	2,074	436	1,235	(4,618)	86,762
Total assets	31,424,150	25,129	20,529	169,737	12,808	31,652,353
Total intangibles	2,315,127	10,128	12,075	1,809	—	2,339,139
At or for the Three Months Ended March 31, 2017						
Interest income	\$ 185,381	\$ —	—\$ 20	\$ 9,902	\$ (610)	\$ 194,693
Interest expense	18,865	—	—	922	2,154	21,941
Net interest income	166,516	—	20	8,980	(2,764)	172,752
Provision for credit losses	9,064	—	—	1,786	—	10,850
Non-interest income	40,716	9,549	4,325	710	(184)	55,116
Non-interest expense ⁽¹⁾	168,283	7,540	3,315	5,231	88	184,457
Amortization of intangibles	2,982	61	55	—	—	3,098
Income tax expense (benefit)	6,311	711	347	1,067	(1,952)	6,484
Net income (loss)	20,592	1,237	628	1,606	(1,084)	22,979
Total assets	29,978,061	22,130	20,514	184,006	(14,016)	30,190,695
Total intangibles	2,332,352	10,353	12,285	1,809	—	2,356,799

(1) Excludes amortization of intangibles, which is presented separately.

NOTE 18. FAIR VALUE MEASUREMENTS

Refer to Note 24 "Fair Value Measurements" to the Consolidated Financial Statements of the Annual Report on Form 10-K for the year ended December 31, 2017 filed with the SEC on February 28, 2018 for a description of additional valuation methodologies for assets and liabilities measured at fair value on a recurring and non-recurring basis. Assets and liabilities measured at fair value rarely transfer between Level 1 and Level 2 measurements. There were no such transfers during the three-month periods ended March 31, 2018 and 2017.

Table of Contents

The following table presents the balances of assets and liabilities measured at fair value on a recurring basis:

(in thousands)	Level 1	Level 2	Level 3	Total
March 31, 2018				
Assets Measured at Fair Value				
Debt securities available for sale				
U.S. government-sponsored entities	\$	—\$358,648	\$	—\$358,648
Residential mortgage-backed securities:				
Agency mortgage-backed securities	—	1,671,573	—	1,671,573
Agency collateralized mortgage obligations	—	832,350	—	832,350
Non-agency collateralized mortgage obligations	—	1	—	1
Commercial mortgage-backed securities	—	39,213	—	39,213
States of the U.S. and political subdivisions	—	21,023	—	21,023
Other debt securities	—	4,655	—	4,655
Total debt securities available for sale	—	2,927,463	—	2,927,463
Loans held for sale	—	21,610	—	21,610
Marketable equity securities				
Fixed income mutual fund	177	—	—	177
Financial services industry	—	944	—	944