



# First Financial Bancorp

Investor Presentation  
First Quarter 2014

# **first**

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Another step on the path to success

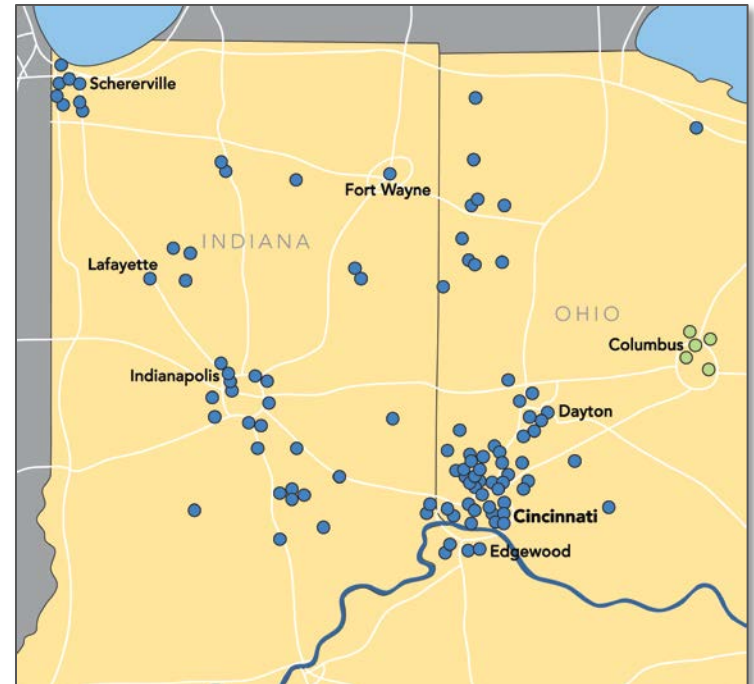
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# Forward Looking Statement Disclosure

Certain statements contained in this release which are not statements of historical fact constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act. Examples of forward-looking statements include, but are not limited to, projections of revenues, income or loss, earnings or loss per share, the payment or non-payment of dividends, capital structure and other financial items, statements of plans and objectives of First Financial or its management or board of directors and statements of future economic performances and statements of assumptions underlying such statements. Words such as “believes,” “anticipates,” “likely,” “expected,” “intends,” and other similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. Management’s analysis contains forward-looking statements that are provided to assist in the understanding of anticipated future financial performance. However, such performance involves risks and uncertainties that may cause actual results to differ materially. These factors include, but are not limited to: economic, market, liquidity, credit, interest rate, operational and technological risks associated with the Company’s business; the effect of and changes in policies and laws or regulatory agencies (notably the recently enacted Dodd-Frank Wall Street Reform and Consumer Protection Act); management’s ability to effectively execute its business plan; mergers and acquisitions, including costs or difficulties related to the integration of acquired companies, including the recently announced proposed acquisitions of The First Bexley Bank, Insight Bank and Guernsey Bancorp; the Company’s ability to comply with the terms of loss sharing agreements with the FDIC; the effect of changes in accounting policies and practices; and the costs and effects of litigation and of unexpected or adverse outcomes in such litigation. Please refer to the Company’s Annual Report on Form 10-K for the year ended December 31, 2013, as well as its other filings with the SEC, for a more detailed discussion of these risks, uncertainties and other factors that could cause actual results to differ from those discussed in the forward-looking statements. Such forward-looking statements are meaningful only on the date when such statements are made, and the Company undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such a statement is made to reflect the occurrence of unanticipated events.

# Focused Business Strategy

- Client-intimate strategy focused on long-term, profitable relationships with clients
- Strong sales culture across all business lines
- Lines of business
  - Commercial
  - Consumer
  - Wealth Management
  - Mortgage
- Target clients – individuals and small / mid-size businesses located in-market
- Ohio, Indiana and Kentucky
  - 106 locations with focus on metro and near-metro markets
- Primary focus and value creation is through organic growth in key regional markets
- Supplement organic strategy through acquisitions in current footprint as well as contiguous markets with growth opportunities



## ***New Market Expansion***

**Columbus, OH**<sup>(1)</sup> – entered the market through three announced acquisitions with combined total assets of \$664 million and total deposits of \$542 million

**Fort Wayne, IN** – added experienced and well established commercial and residential mortgage teams

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<sup>(1)</sup> First Bexley and Insight transactions expected to close during the second quarter 2014; Guernsey transaction expected to close during the second half of 2014; balances based on March 31, 2014 data



# Credit Product Diversity

- During the first quarter, the Company's comprehensive set of credit products produced solid loan growth driven through multiple channels led by C&I / owner-occupied CRE lending, franchise finance and investment CRE

Category <i>(Dollars in thousands)</i>	As of December 31, 2008	Percent of Portfolio	As of December 31, 2013 <sup>1</sup>	Percent of Portfolio	As of March 31, 2014 <sup>1</sup>	Percent of Portfolio
Commercial and CRE	\$1,887,382	70.3%	\$2,263,709	58.8%	\$2,337,001	59.4%
Franchise finance	-	0.0%	477,616	12.4%	493,918	12.5%
Business credit	-	0.0%	102,234	2.7%	100,937	2.6%
Equipment finance	50	0.0%	89,983	2.3%	91,940	2.3%
<b>Total commercial lending</b>	<b>1,887,432</b>	<b>70.3%</b>	<b>2,933,542</b>	<b>76.2%</b>	<b>3,023,796</b>	<b>76.8%</b>
Residential mortgage	383,599	14.3%	438,945	11.4%	443,236	11.3%
Home equity	286,110	10.7%	460,293	12.0%	451,733	11.5%
Other consumer	126,119	4.7%	70,968	1.8%	67,869	1.7%
<b>Total consumer lending</b>	<b>795,828</b>	<b>29.7%</b>	<b>970,206</b>	<b>25.2%</b>	<b>962,838</b>	<b>24.5%</b>
Loan mark / other	-	0.0%	(54,269)	(1.4%)	(49,710)	(1.3%)
<b>Total loans</b>	<b>\$2,683,260</b>	<b>100.0%</b>	<b>\$3,849,479</b>	<b>100.0%</b>	<b>\$3,936,924</b>	<b>100.0%</b>

<sup>1</sup> Includes all uncovered loans and unpaid principal balance of covered loans likely to retain

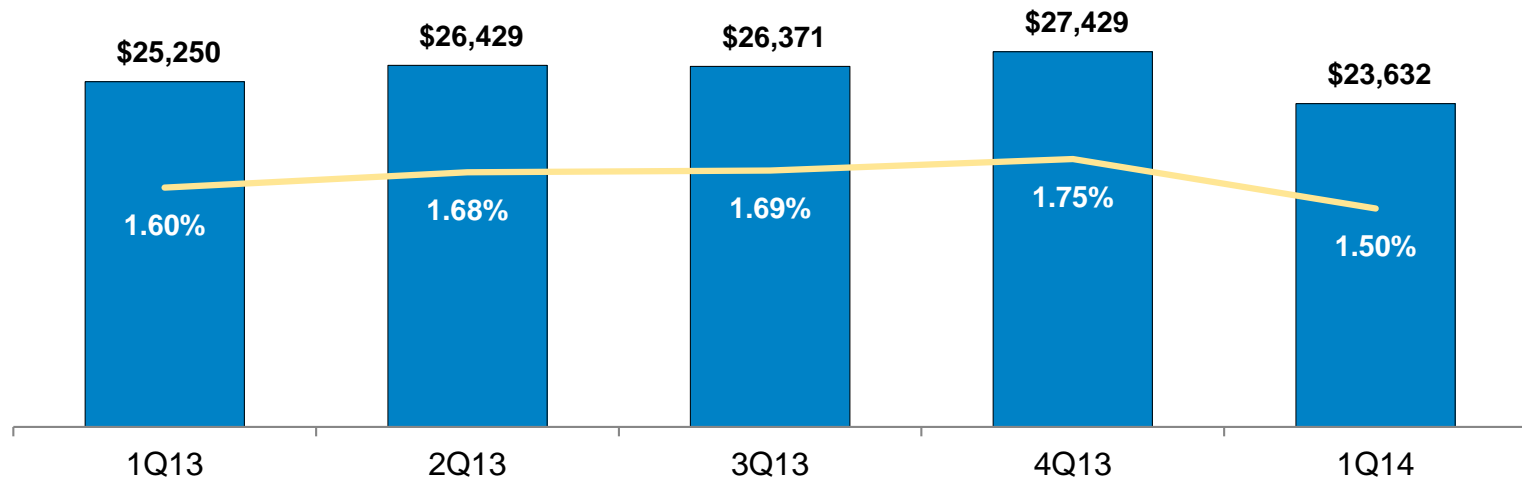
# First Quarter 2014 Financial Highlights

- ↗ Quarterly net income of \$15.1 million, or \$0.26 per diluted common share
  - ↗ Diluted earnings per share of \$0.28 adjusted for the impact of non-operating items
- ↗ Continued solid performance
  - ↗ Return on average assets of 1.02% adjusted for non-operating items
  - ↗ Return on average tangible common equity of 11.13% adjusted for non-operating items
- ↗ Quarterly net interest margin declined 8 bps to 3.82%
  - ↗ Decline was 4 bps excluding impact of loans returning to accrual status during fourth quarter 2013
  - ↗ Yield on investment securities increased 14 bps to 2.52%
- ↗ Uncovered loan balances increased \$108.6 million, or 12.6% on an annualized basis
  - ↗ Strong performance in C&I / owner-occupied CRE and franchise lending
  - ↗ Increased investment CRE lending
- ↗ Nonperforming assets declined \$11.0 million, or 15.2%, and represent 0.95% of total assets compared to 1.13% for the linked quarter
- ↗ Net charge-offs declined \$1.6 million, or 44.4%, compared to the linked quarter and totaled 23 bps of average uncovered loans on an annualized basis

# Adjusted Pre-Tax, Pre-Provision Income Trend

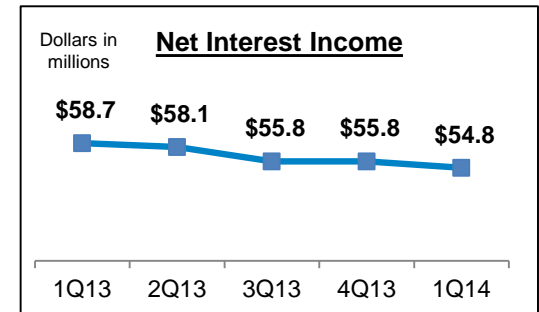
- Adjusted pre-tax, pre-provision (“PTPP”) income represents income before taxes plus provision for all loans less FDIC loss sharing income and accelerated discount adjusted for significant non-operating and non-recurring items
- First quarter adjusted PTPP income decreased \$3.8 million compared to the linked quarter due to declines in net interest income and noninterest income as well as an increase in operating expenses
- *Noninterest income and expense variances were significantly impacted by seasonal factors*

(Dollars in thousands)

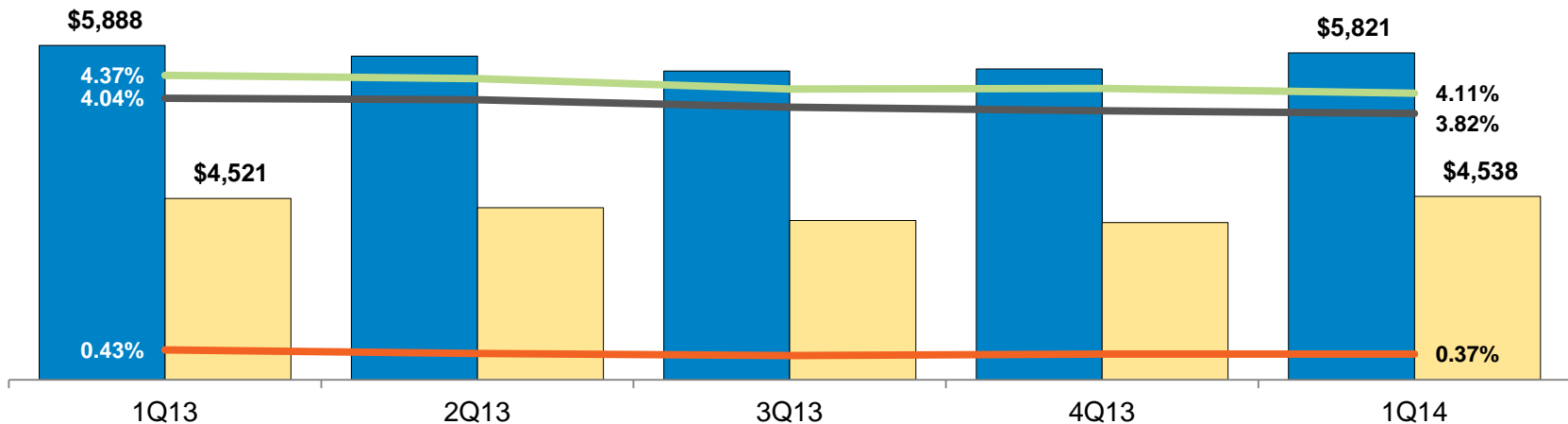


# Components of Net Interest Income

- Net interest margin decreased 4 bps during the first quarter to 3.82% <sup>(1)</sup>
- Quarterly average balance of covered loans declined 11.3% and average balance of uncovered loans increased 2.5%
- Quarterly average investment balances increased 9.3% and the portfolio yield increased 14 bps to 2.52%
- Cost of interest bearing deposits remained low at 0.36%



Dollars in millions

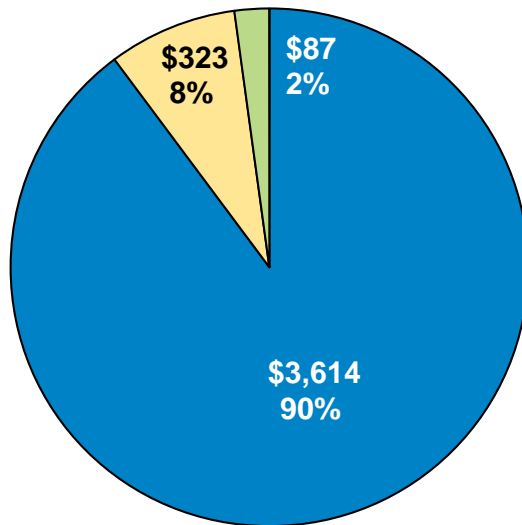


■ Average Interest-Earning Assets    
 ■ Average Interest-Bearing Liabilities    
 — Yield on Interest-Earning Assets  
— Cost of Interest-Bearing Liabilities    
 — Net Interest Margin

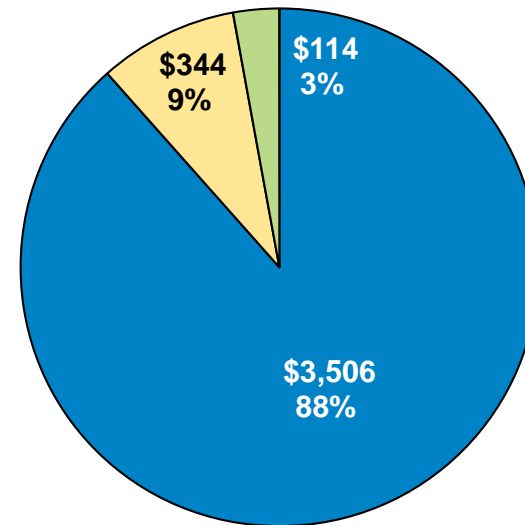
# Loan Composition

- Covered loans likely to retain – performing credits both in- and out-of-market
  - Expected to retain past the expiration of applicable loss sharing agreements with the FDIC
- Covered loans likely to exit – primarily classified credits both in- and out-of-market
  - Pursuing resolution strategies with intent to exit under loss sharing agreements with the FDIC

**Total Gross Loans – \$4.0 billion**  
**As of March 31, 2014**  
 (Dollars in millions)



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**As of December 31, 2013**  
 (Dollars in millions)

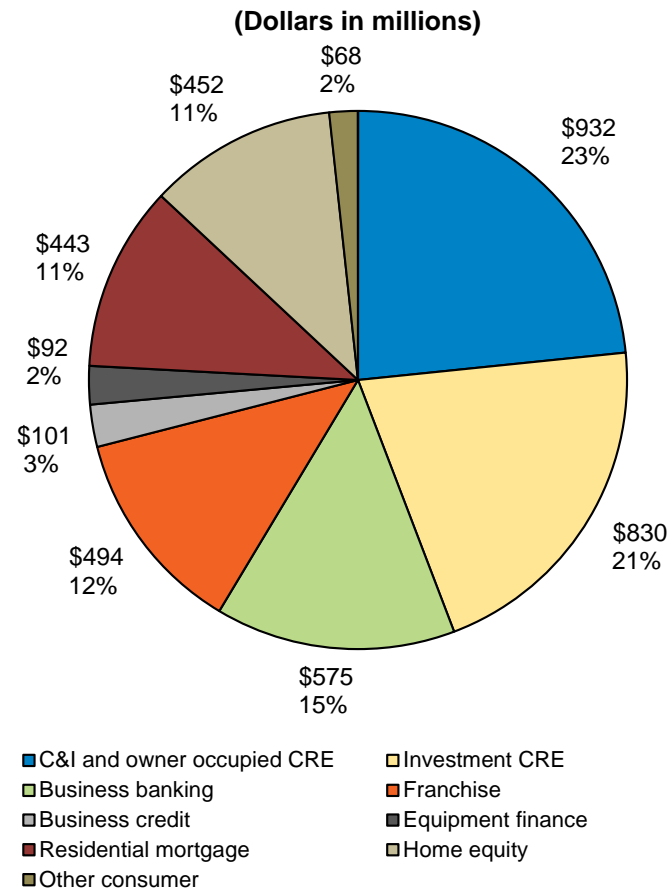




# Loan Composition

- Total uncovered loans increased \$108.6 million, or 12.6% on an annualized basis, compared to the linked quarter
- Growth driven by performance in the C&I / owner-occupied CRE, franchise and investment CRE
- Uncovered loan growth has exceeded covered loan decline for five of the past six quarters
  - Total loans increased \$60.1 million during the quarter
- 10.2% of total loans covered under FDIC loss share agreements
  - 8.0% represent loans likely to retain

## Total Uncovered Loans and Covered Loans Likely to Retain – \$3.9 billion<sup>1</sup> As of March 31, 2014



<sup>1</sup> Includes unpaid principal balance of covered loans likely to retain and excludes loan mark / other of (\$49.7) million associated with these loans

# Commercial Lending

## C&I / Owner Occupied CRE

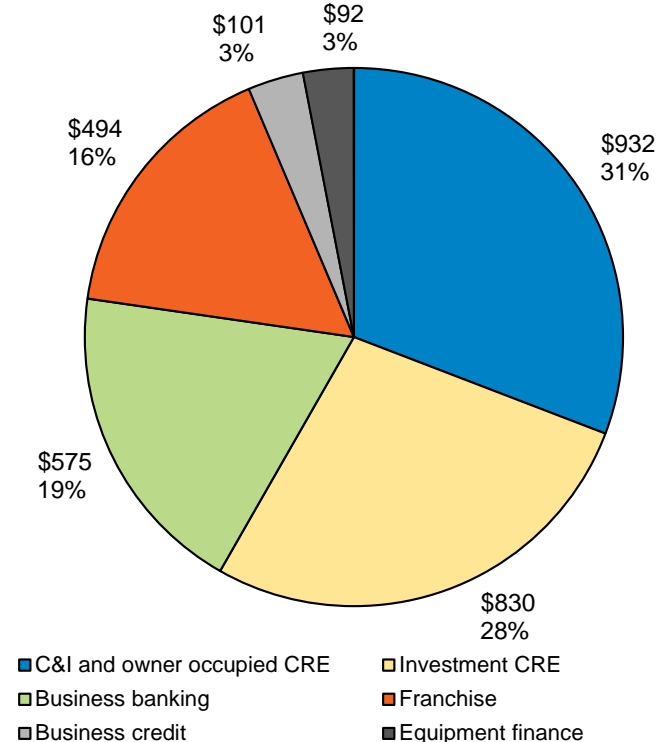
- Target loan size is \$1 million to \$15 million, with flexibility to increase based on relationship criteria
- Increased focus on middle market business clients (generally up to \$30 million of revenue)
- Specialty finance designed to expand product set and increase client base
- Business banking and SBA lending for smaller businesses

## Investment Real Estate

- Target loan size is \$1 million to \$15 million, with flexibility to increase based on relationship criteria
- Regional and local developers and investors
- Dedicated ICRE sales team of experts
- Interest rate risk management tools

## Total Commercial Loans Uncovered Loans and Covered Loans Likely to Retain – \$3.0 billion<sup>1</sup> As of March 31, 2014

(Dollars in millions)



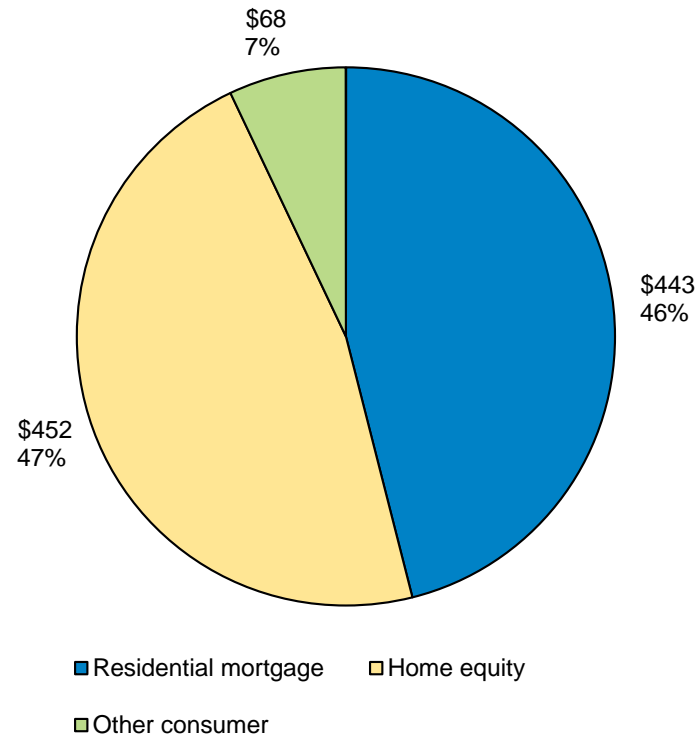
<sup>1</sup> Includes unpaid principal balance of covered loans likely to retain and excludes loan mark associated with these loans

# Consumer Lending

- Consumer lending focused primarily on residential mortgage, home equity and credit cards
- Serving consumer households in Ohio, Indiana and Kentucky markets
- Mortgage loan originators located across footprint with concentrations in Cincinnati, Dayton, Fort Wayne and Indianapolis
- Total first quarter mortgage origination volumes were down compared to the linked quarter due to industry declines and weather-related events
- However, originations of portfolio product increased over 16% during the quarter

## Total Consumer Loans Uncovered Loans and Covered Loans Likely to Retain – \$1.0 billion<sup>1</sup> As of March 31, 2014

(Dollars in millions)



# Delivery Channels and Product Innovation

- Launched new online banking platform in 2012
- Added mobile apps to accommodate client preferences with further enhancements such as Snap Deposit
- Client usage of mobile and online channels has increased significantly
- Deployed image-capture ATMs
- Sales centers focused on relationship vs. transactions
- Deliver a consistent brand experience in a cost-effective manner
- Introducing enhanced online treasury management platform
- State-of-the-art paperless mortgage process with local underwriting and processing

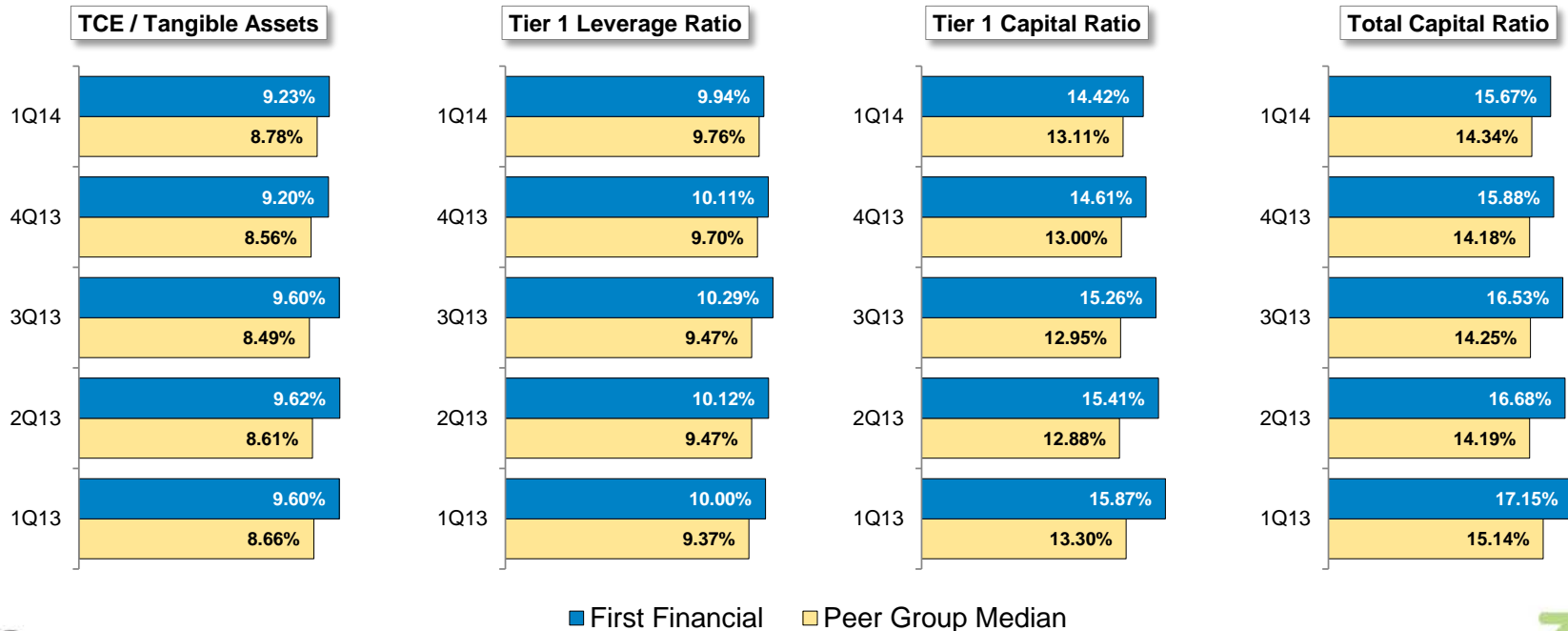


# Capital Management

- Long-term capital return target to shareholders of 60% - 80% of earnings through combination of dividends and share repurchases
- Quarterly dividend of \$0.15 per share
  - Translates into yield of 3.8% compared to current peer median dividend yield of 2.5%
- Announced a share repurchase plan targeting one million shares annually beginning fourth quarter 2012
  - Repurchased 250,000 shares during fourth quarter 2013 and first quarter 2014
  - Repurchased approximately 1,250,000 total shares to date under the plan
  - Suspending repurchases during second quarter 2014 due to cash consideration related to the Guernsey transaction and increasingly active M&A environment
- Established revised long-term capital targets based on Basel III analysis and impact
  - Tier 1 leverage ratio of 8.5%
  - Common equity tier 1 capital ratio of 9.0%
  - Tier 1 capital ratio of 10.5%
  - Total capital ratio of 12.5%

# Capitalization

- Primary component of capital is common equity
- Capitalization levels still remain high despite the strong return of capital to shareholders
- Long-term goal is to deploy capital above target levels through growth initiatives, including organic growth and acquisitions



# Credit Quality (Excluding Covered Assets)

- Classified assets have declined \$27.0 million, or 20.7%, since the first quarter 2013
- Continued problem asset resolution activity during the quarter
  - Total nonperforming assets declined \$11.0 million, 15.2%
  - Total nonperforming loans declined \$4.0 million, or 7.5%

## Select Credit Metrics

(Dollars in thousands)

	1Q14	4Q13	3Q13	2Q13	1Q13
NPLs / total loans	1.35%	1.50%	2.16%	2.22%	2.38%
NPAs / total assets	0.95%	1.13%	1.38%	1.38%	1.40%
Allowance for loan & lease losses / total loans	1.19%	1.25%	1.33%	1.39%	1.49%
Annualized NCOs / average loans & leases	0.23%	0.41%	0.34%	0.45%	0.32%
Total classified assets	\$ 103,471	\$ 110,509	\$ 120,423	\$ 129,832	\$ 130,436
% increase / (decrease)	(6.4%)	(8.2%)	(7.2%)	(0.5%)	1.1%

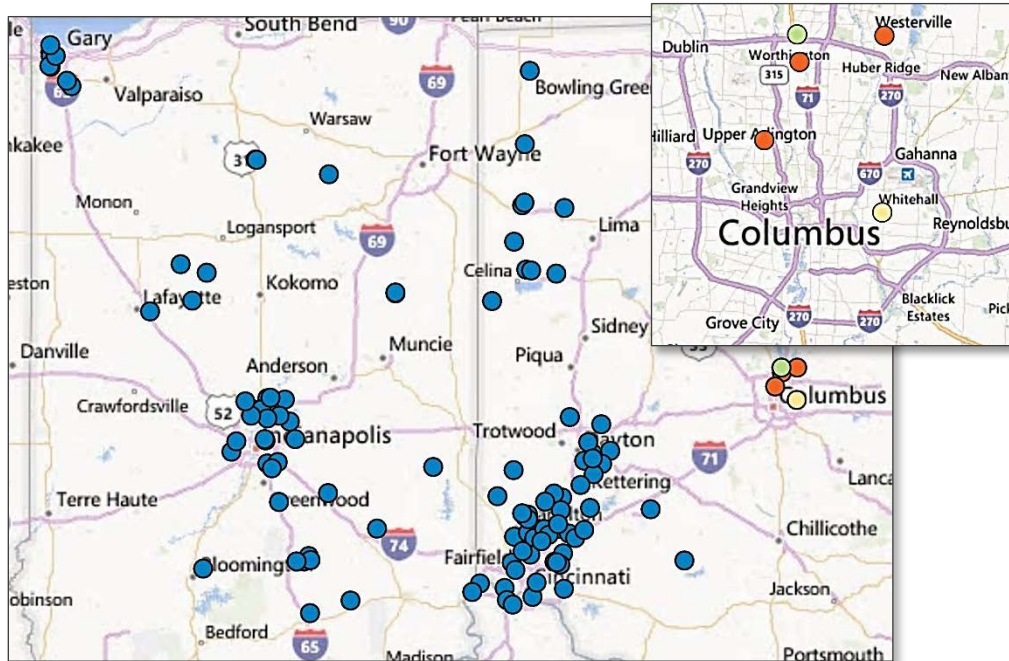
# Recent Transaction Summary

***Since December 2013, First Financial announced the acquisitions of The First Bexley Bank, Insight Bank, and Guernsey Bancorp, all headquartered in the Columbus, OH market***

- Entering the growth-oriented Columbus market through the acquisition of three highly successful and complementary institutions with client-focused business models similar to First Financial
- Strong business development teams will have access to greater resources, higher lending limits and wider commercial and consumer product sets to drive further growth and better serve their communities
- Attractive financial returns for shareholders before factoring in potential revenue synergies resulting from the enhanced product set and capabilities
- Integration risk is manageable and will not be a distraction to current and future strategic initiatives
- Pro forma capital levels are strong, leaving First Financial well positioned to capitalize on future organic growth and acquisition opportunities



# Entrance to the Columbus, Ohio Market



- First Financial
- First Bexley
- Insight Bank
- Guernsey Bank

As of March 31, 2014				
	The First Bexley Bank	Insight Bank	The Guernsey Bank	
<i>(Dollars in millions)</i>				
Total assets	\$309.6	\$233.7	\$121.0	
Total loans	282.8	198.0	72.8	
Total deposits	273.9	169.6	98.7	
TCE ratio	7.8%	8.7%	7.1%	



## Columbus MSA Market Highlights<sup>1</sup>

- Third fastest growing metropolitan market in the Midwest
- Population of 1.9 million with projected growth of 4.3% through 2017 – highest in Ohio
- Diverse economy anchored by 15 Fortune 1000 companies

## Pro Forma Deposit Market Share Columbus MSA

FDIC Deposit Data as of June 30, 2013 - Holding Company Level

2013 Rank	Name	City, State	Number of Branches	Total Deposits (\$000s)	Market Share (%)
1	Huntington Bancshares Inc.	Columbus, OH	95	14,436,412	30.8
2	JPMorgan Chase & Co.	New York, NY	80	10,889,297	23.2
3	PNC Financial Services Grp Inc.	Pittsburgh, PA	67	6,010,235	12.8
4	Fifth Third Bancorp	Cincinnati, OH	59	4,171,643	8.9
5	Park National Corp.	Newark, OH	34	1,836,099	3.9
6	KeyCorp	Cleveland, OH	27	1,671,130	3.6
7	U.S. Bancorp	Minneapolis, MN	42	1,317,578	2.8
8	<b>Pro Forma First Financial</b>	<b>Cincinnati, OH</b>	<b>5</b>	<b>517,318</b>	<b>1.1</b>
8	WesBanco Inc.	Wheeling, WV	10	506,517	1.1
9	Heartland BancCorp	Gahanna, OH	12	478,154	1.0
10	FirstMerit Corp.	Akron, OH	15	459,808	1.0
16	<b>First Bexley Bank</b>	<b>Bexley, OH</b>	<b>1</b>	<b>248,065</b>	<b>0.5</b>
22	<b>Insight Bank</b>	<b>Worthington, OH</b>	<b>1</b>	<b>166,271</b>	<b>0.4</b>
25	<b>Guernsey Bancorp Inc.</b>	<b>Westerville, OH</b>	<b>3</b>	<b>102,982</b>	<b>0.2</b>
<b>Other institutions</b>			<b>137</b>	<b>4,603,349</b>	<b>9.8</b>
<b>Market total</b>			<b>583</b>	<b>\$46,897,540</b>	<b>100.0</b>

Source: SNL Financial LC

<sup>1</sup> Source: the Columbus Chamber, SNL Financial LC



# Prior Acquisition History

- Supplements organic growth strategy through expansion in strategic markets
- Transactions met all internal criteria for acquisitions
- Loss sharing agreements provide significant protection on covered loans

## Peoples (FDIC) July 31, 2009

- 19 banking centers
- \$521mm deposits
- \$331mm in loss share covered loans<sup>1</sup>
- No first loss position

## Irwin (FDIC) September 18, 2009

- 27 banking centers
- \$2.5B deposits
- \$1.8B in loss share covered loans<sup>1</sup>
- No first loss position

## Banking Centers December 2, 2011

- 22 banking centers, primarily Indianapolis MSA
- \$342mm retail deposits

## Loan Portfolio June 30, 2009

- \$145 mm select performing commercial and consumer loans

## Banking Centers August 28, 2009

- Three banking centers in Indiana
- \$85mm deposits
- \$41mm in select performing commercial and consumer loans

## Banking Centers September 23, 2011

- 16 banking centers, primarily Dayton MSA
- \$342mm deposits
- \$127mm in select in-market performing loans

<sup>1</sup> Estimated fair market value of loans

**We will continue to evaluate opportunities but never lose sight of the core franchise**  
*Core philosophy and strategy remain unchanged*

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# Franchise Highlights

1. Strong operating fundamentals – 94 consecutive quarters of profitability
2. Investments to create long-term growth are producing results
3. Strong loan growth momentum driven by comprehensive portfolio of credit products
4. Well positioned in current markets and executing on new market expansion strategies
5. Growth strategies focused on increasing core deposits and fee revenue
6. Strong capital levels with ability to support further organic growth and acquisition opportunities
7. Balanced long-term capital management strategy returning 60% - 80% of earnings through dividends and share repurchases
8. Delivered on efficiency plan with focus on continual process improvement



# Appendix

## Investor Presentation First Quarter 2014

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Another step on the path to success

# Adjusted Pre-Tax, Pre-Provision Income

<i>(Dollars in thousands)</i>	For the three months ended				
	March 31, 2014	December 31, 2013	September 30, 2013	June 30, 2013	March 31, 2013
Pre-tax, pre-provision income <sup>1</sup>	\$ 21,660	\$ 1,947	\$ 23,707	\$ 23,794	\$ 23,324
Less: accelerated discount on covered loans	1,015	1,572	1,711	1,935	1,935
Plus: loss share and covered asset expense <sup>2</sup>	1,602	2,441	1,928	(634)	2,129
Pre-tax, pre-provision income, net of accelerated discount and loss on covered OREO	22,247	2,816	23,924	21,225	23,518
Less: gain on sales of investment securities	50	-	-	188	1,536
Less: other income not expected to recur	-	-	-	442	-
Plus: pension settlement charges	-	462	1,396	4,316	-
Plus: expenses related to efficiency initiative	350	1,450	1,051	1,518	2,878
Plus: FDIC indemnification asset valuation adjustment	-	22,417	-	-	-
Plus: acquisition-related expenses	620	284	-	-	-
Plus: other expenses not expected to recur	465	-	-	-	390
Adjusted pre-tax, pre-provision income	\$ 23,632	\$ 27,429	\$ 26,371	\$ 26,429	\$ 25,250

<sup>1</sup> Represents income before taxes plus provision for all loans less FDIC loss sharing income

<sup>2</sup> Reimbursements related to losses on covered OREO and other credit-related costs are included in FDIC loss sharing income, which is excluded from the pre-tax, pre-provision income above

# Investment Portfolio

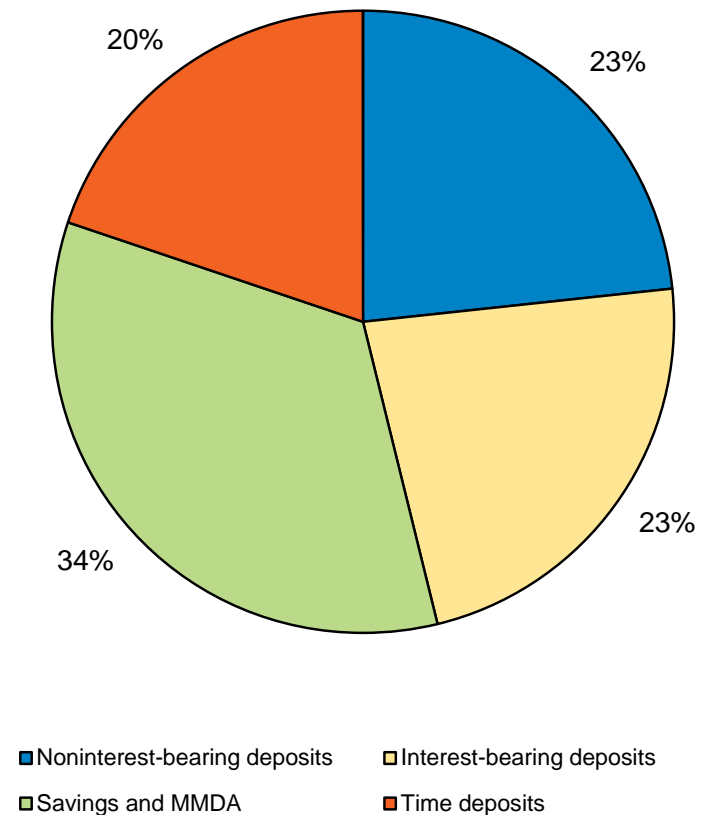
- Investment portfolio represents 27.7% of total assets
- Yield earned on portfolio increased to 2.52% from 2.38% for the linked quarter

Category <i>(Dollars in thousands)</i>	As of March 31, 2014				
	Held-to-Maturity	Available-for-Sale	Other Investments	Total	Percent of Portfolio
Debt obligations of the U.S. Government	\$ -	\$ 20,901	\$ -	\$ 20,901	1.2%
Debt obligations of U.S. Government Agency	18,603	9,726	-	28,329	1.6%
Residential Mortgage Backed Securities					
Pass-through securities:					
Agency fixed rate	83,590	104,791	-	188,381	10.5%
Agency adjustable rate	140,386	40,992	-	181,378	10.1%
Non-Agency fixed rate	-	10,086	-	10,086	0.6%
Collateralized mortgage obligations:					
Agency fixed rate	356,663	261,262	-	617,925	34.3%
Agency variable rate	-	96,023	-	96,023	5.3%
Agency collateralized and insured municipal securities	67,348	103,308	-	170,656	9.5%
Commercial mortgage backed securities	223,039	115,635	-	338,674	18.8%
Municipal bond securities	1,177	1,392	-	2,569	0.1%
Corporate securities	-	40,913	-	40,913	2.3%
Asset-backed securities	-	49,430	-	49,430	2.7%
Regulatory stock	-	-	42,576	42,576	2.4%
Other	-	8,067	5,083	13,150	0.7%
	<u>\$ 890,806</u>	<u>\$ 862,526</u>	<u>\$ 47,659</u>	<u>\$ 1,800,991</u>	<u>100.0%</u>

# Deposit Composition

- ↗ Total deposits declined \$17.1 million, or 0.4%, during the quarter
  - ↗ Seasonal declines in commercial and public fund transaction balances were partially offset by increases in consumer balances
- ↗ The total cost of deposit funding during the quarter remained low at 28 bps
- ↗ Non-time deposit balances comprise over 80% of the total base
- ↗ New products introduced to support growth and increase client share of wallet
  - ↗ Commercial and consumer indexed money market accounts
  - ↗ Relationship CD pricing

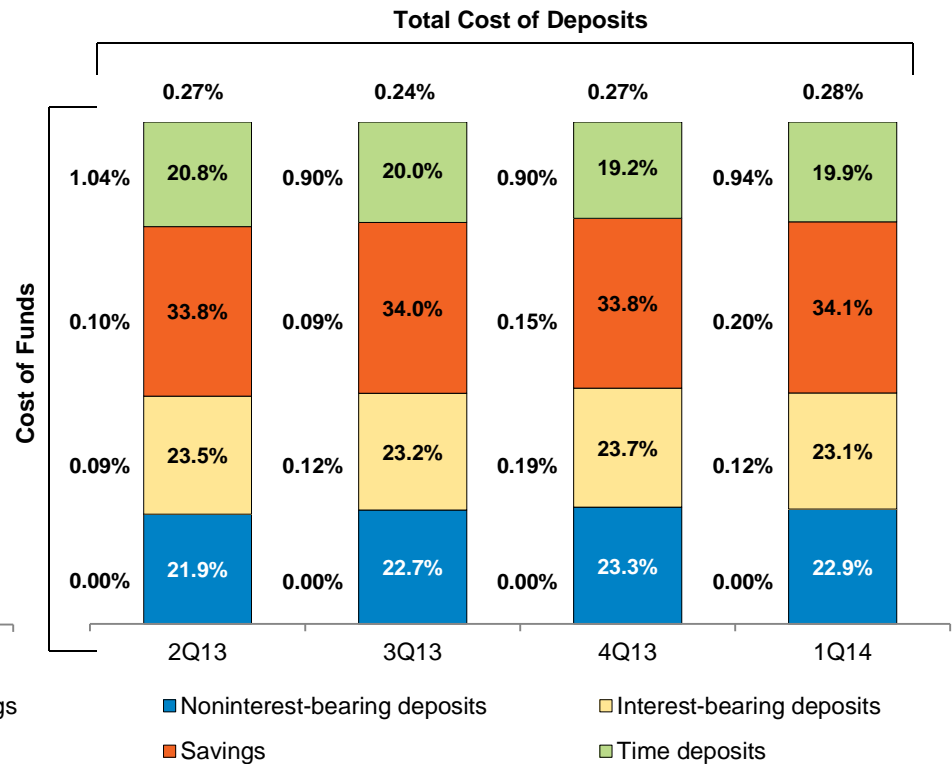
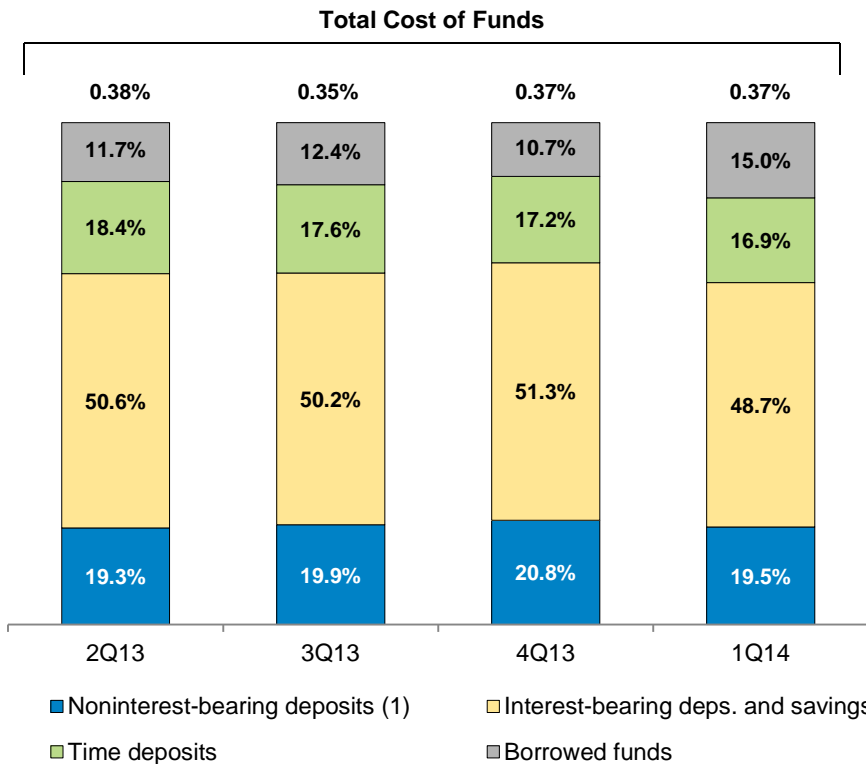
**Total Deposits – \$4.8 billion**  
**As of March 31, 2014**



# Funding Structure and Cost of Funds

## Average Balances – Total Interest Bearing Liability Composition

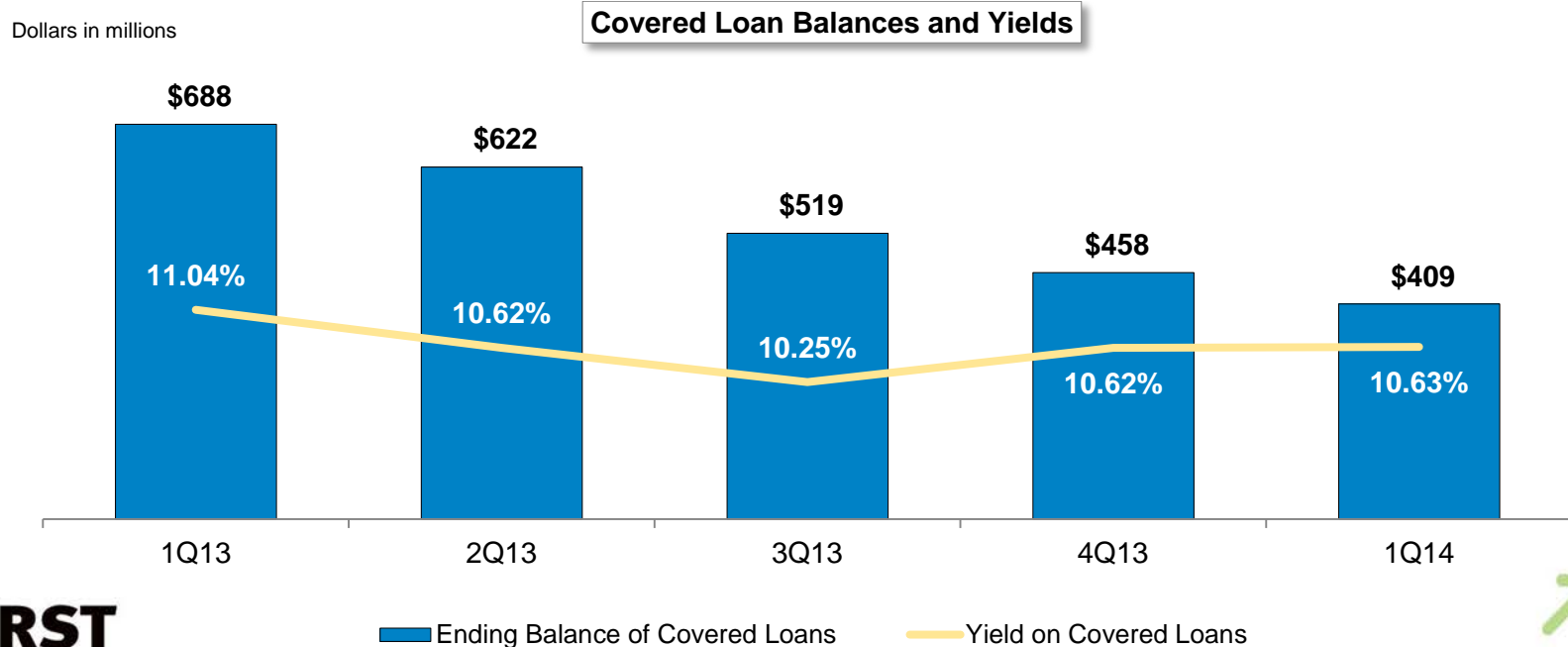
## Average Balances – Deposit Composition





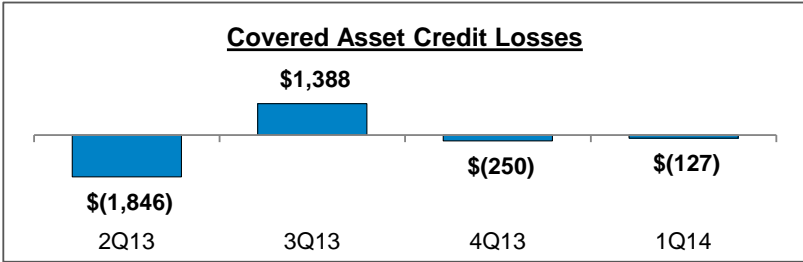
# Covered Loan Activity

- Covered loans declined \$48.5 million, or 10.6%, during the quarter
- The FDIC indemnification asset declined \$6.1 million, or 13.5%, during the quarter to \$39.0 million, or 9.5% of the balance of covered loans outstanding
- Successful execution of resolution strategies related to covered loans classified as likely to exit contributed to majority of quarterly decline



# Components of Covered Asset Credit Losses

<i>(Dollars in thousands)</i>	<b>For the three months ended March 31, 2014</b>	<b>Description</b>
Net incremental impairment / (relief) for period	(\$8,328)	Reduction / (increase) in expected cash flows related to certain loan pools net of prior period impairment relief / recapture
Net charge-offs	6,136	Represents actual net charge-offs of the recorded investment in covered loans during the period <sup>1</sup>
Provision for loan and lease losses - covered	(2,192)	
(Gain) / loss on sale - covered OREO	33	
Other credit-related expenses <sup>2</sup>	1,524	
<b>Total gross credit losses</b>	<b>(635)</b>	
FDIC loss sharing income (Noninterest income)	(\$508)	Represents receivable due from the FDIC on estimated credit losses; calculated as approximately 80% of gross credit losses related to covered assets
	<b>(\$127)</b>	Difference between these two amounts represents actual credit costs for the period



<sup>1</sup> Investment in covered loans originally recorded at less than unpaid principal balance to reflect anticipated credit losses at time of acquisition

<sup>2</sup> Represents credit related expenses of \$1.6 million net of \$45 thousand of rental income on covered OREO properties



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