

# **Earnings**Conference Call

Third Quarter 2025 October 17, 2025



## Third Quarter 2025 Highlights

- Highlighted results:
  - Robust balance sheet growth:
    - Loans +2.6% LQ
    - Deposits +2.8% LQ
  - Loan to deposit ratio 80.8%
- NIM of 3.40%, down 4 bps LQ
- Strong capital ratios:
  - CET1 of 11.40%<sup>1</sup>
  - TCE of 7.50%
- TBVPS grew 3.7% to \$36.42 LQ
- Repurchased 2.2 million shares
- Criticized loans down 7.2%, classified loans up 0.7% LQ
- Net charge-off ratio of 28 bps

See non-GAAP reconciliations on pages 30 through 31.

#### **REPORTED**

\$375.9M

**PPNR** 

\$254.1M

**NET INCOME APPLICABLE TO COMMON** 

\$1.54

**DILUTED EPS** 

45.8%

**EFFICIENCY RATIO** 

1.27%

**ROAA** 

17.64%

**ROATCE** 

<sup>&</sup>lt;sup>1</sup> Preliminary.

## Diversified and Stable Deposit Profile

Consumer	Bank /	<b>brio</b> direct
		noment by Webster Bank, N.A.

#### **7** hsabank





#### Corporate

Business Description

- 195+ financial centers complemented by an efficient digital channel primarily serving consumers and small businesses in the highly populated Northeast corridor and Long Island
- Sophisticated treasury services offering for

**Commercial Bank** 

commercial clients

- Full credit and deposit relationships with targeted deposit gathering in select verticals
- Longstanding top player nationally, with strong growth characteristics
- Offers a comprehensive consumer-directed healthcare solution
- Leading professional administrator of medical insurance claim settlements
- Tech-enabled cash sweep program administrator for broker-dealers
- Specialized treasury activities

Volume of Deposits \$27.5bn

40% of Total

\$18.3bn

27% of Total

\$9.1bn

13% of Total

\$1.2bn

2% of Total

\$9.2bn

14% of Total

\$2.8bn

4% of Total

Key Benefits

- Branch deposits are sticky and low cost
- Relationship-based operating deposits
- Includes \$4.9 billion of collateralized public funds deposits
- Long duration
- Low cost
- Expanding growth opportunity
- Long duration
- Low cost
- High growth
- Access to core deposits
- Significant flexibility based on liquidity needs
- Highly scalable with low operating costs

- Low operating cost
- Provides liquidity optionality

WEBSTER FINANCIAL CORPORATION

1

### Balance Sheet — End of Period

		Increase /	(Decre	ease)
(\$ in millions)	3Q25	2Q25		3Q24
Cash and interest-bearing deposits	\$ 3,062	\$ 69	\$	(135)
Securities	18,010	196		849
Commercial loans	43,824	1,172		2,012
Consumer loans	11,228	208		1,093
Total loans	\$ 55,052	\$ 1,380	\$	3,105
Total assets	\$ 83,193	\$ 1,278	\$	3,739
Transactional deposits	\$ 20,046	\$ 881	\$	247
Healthcare Financial Services deposits <sup>1</sup>	10,305	125		391
All other deposits	37,825	854		3,023
Total deposits	\$ 68,176	\$ 1,861	\$	3,661
Borrowings	3,912	(706)		(209)
Common equity	\$ 9,179	\$ 125	\$	265
Total liabilities and equity	\$ 83,193	\$ 1,278	\$	3,739
Key Ratios:		<u>Favorable / (</u>	Unfav	orable)
Loans / total deposits	80.8 %	14 bps		(28) bps
Transactional & Healthcare / total deposits	44.5 %	27 bps		(154) bps
Common Equity Tier 1 <sup>2</sup>	11.40 %	5 bps		15 bps
Tangible common equity <sup>3</sup>	7.50 %	5 bps		2 bps
Tangible book value / common share <sup>3</sup>	\$ 36.42	\$ 1.29	\$	3.16

<sup>&</sup>lt;sup>1</sup> Comprised of HSA Bank and Ametros.

#### **Key Observations**

- · Securities portfolio:
  - AFS \$9.9 billion, 4.79% yield, duration of 4.1 years
  - HTM \$8.1 billion, 3.98% yield, duration of 4.9 years
- Loan balances grew by 2.6% LQ
- Deposit growth of 2.8% LQ with commercial growth including seasonal public funds inflows
- Loan-to-deposit ratio of 81%
- Borrowings include \$2.7 billion of short duration borrowings
- Common equity up due to net income and AOCI partially offset by shareholder capital return:
  - AOCI losses on available-for-sale securities of \$362.7 million, compared to \$414.9 million in 2Q
- Tangible book value per common share of \$36.42, up 3.7% LQ and up 9.5% YOY

<sup>&</sup>lt;sup>2</sup> Preliminary for 3Q25.

<sup>&</sup>lt;sup>3</sup> See non-GAAP reconciliation on pages 30 through 31.

### Loans

(\$ in millions, balances end of period)

#### Loan Growth of 2.6% LQ

Portfolio	LQ Change YOY Change (\$) (\$)		OY Change (\$)	LQ Change (%)	YOY Change (%)	
C&I <sup>1</sup>	\$ 14,609	\$ 377	\$	1,183	2.6 %	8.8 %
Sponsor & Specialty <sup>2</sup>	7,591	282		659	3.9	9.5
CRE	21,624	514		170	2.4	0.8
Residential	9,509	177		933	1.9	10.9
Consumer	1,719	31		161	1.8	10.3
Total	\$ 55,052	\$ 1,380	\$	3,105	2.6 %	6.0 %
Yield	5.83%				(2) bp	(39) bps

<sup>&</sup>lt;sup>1</sup> Current quarter includes \$2.3 billion of Fund Banking subscription lines.

#### LQ growth of \$1.4 billion or 2.6%

- Total loans up \$1.4 billion from the prior quarter, with growth across all categories
- Floating to total loans ratio of approximately 42%
- Loan balance comprised of 80% commercial loans and 20% consumer loans
- Loan yield declined 2 bps from the prior quarter

#### YOY growth of \$3.1 billion or 6.0%

- Growth in commercial loans, excluding CRE, of 9.0%; growth in residential and consumer loans of 10.8%; CRE up 0.8%
- Loan yield declined 39 bps

emark in the U.S. Webster Bank, N.A. Member FDIC. © 2021 Webster Financial Corporation. All Rights Reserved. LENDER

<sup>&</sup>lt;sup>2</sup> Current quarter includes \$5.0 billion in Sponsor Finance and \$2.6 billion in Lender Finance.

## **Deposits**

(\$ in millions, balances end of period)

#### **Deposit Growth of 2.8% LQ**

	3Q25	LQ	Change (\$)	YO	Y Change (\$)	LQ Change (%)	YOY Change (%)
Demand	\$ 10,488	\$	146	\$	(251)	1.4 %	(2.3)%
Interest-bearing checking	9,564		736		499	8.3	5.5
Health savings accounts	9,135		70		184	0.8	2.1
interSYNC	9,229		510		1,900	5.8	25.9
Ametros accounts	1,169		54		206	4.8	21.4
Money market	13,955		999		828	7.7	6.3
Savings	7,061		(310)		139	(4.2)	2.0
Time deposits	7,576		(344)		156	(4.3)	2.1
Total	\$ 68,176	\$	1,861	\$	3,661	2.8 %	5.7 %
Deposit cost	2.10 %					3 bps	(26) bps
By Line of Business							
Consumer Banking	\$ 27,548	\$	(242)	\$	528	(0.9)%	2.0 %
Commercial Banking	13,355		788		1,067	6.3	8.7
Public funds	4,906		1,247		70	34.1	1.4
Healthcare Financial Services <sup>1</sup>	10,305		124		365	1.2	3.7
Corporate <sup>2</sup>	12,062		(57)		1,631	(0.5)	15.6
Total	\$ 68,176	\$	1,861	\$	3,661	2.8 %	5.7 %

<sup>&</sup>lt;sup>1</sup> Comprised of HSA Bank and Ametros

#### LQ growth of \$1.9 billion or 2.8%

- Deposit growth of \$1.9 billion, benefitting from seasonal inflows of public funds deposits
- Deposit cost increased 3 bps on mix of deposits
- Period end deposit composition: 29% transactional, 15% Healthcare Financial Services, and 56% non-transactional deposits

#### YOY growth of \$3.7 billion or 5.7%

- Healthcare Financial Services up \$0.4 billion
- Consumer bank growth primarily in digital and small business
- Deposit cost declined 26 bps
- Corporate deposit increase driven by growth of the interSYNC platform

<sup>&</sup>lt;sup>2</sup> Includes interSYNC

# Income Statement Compared to 2Q25

(\$ in millions, except EPS)	3Q25	2Q25	Favorable / (Unfavorable)
Net interest income	\$ 631.7	\$ 621.2	\$ 10.5
Non-interest income	100.9	94.7	6.2
Total revenue	\$ 732.6	\$ 715.8	\$ 16.8
Non-interest expense	356.7	345.7	(11.0)
Pre-provision net revenue	\$ 375.9	\$ 370.1	\$ 5.8
Provision for credit losses	44.0	46.5	2.5
Pre-tax income	\$ 331.9	\$ 323.6	\$ 8.3
Income tax expense	70.7	64.8	(5.9)
Reported net income	\$ 261.2	\$ 258.8	\$ 2.4
Net income applicable to common	\$ 254.1	\$ 251.7	\$ 2.4
Diluted earnings per share	\$ 1.54	\$ 1.52	\$ 0.02
Net interest margin	3.40 %	3.44 %	(4) bps
Efficiency ratio <sup>1</sup>	45.8 %	45.4 %	(39) bps
Tax rate	21.3 %	20.0 %	(128) bps
ROAA	1.27 %	1.29 %	(1) bps
ROATCE	17.64 %	17.96 %	(31) bps

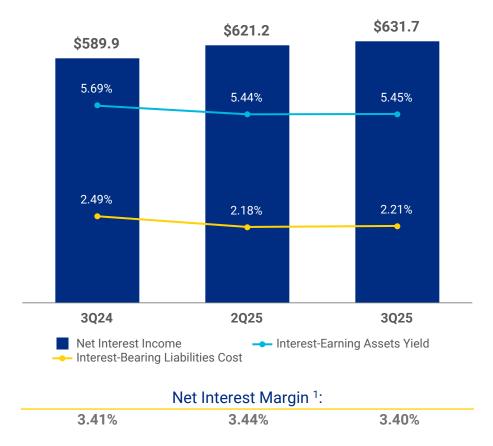
<sup>&</sup>lt;sup>1</sup> See non-GAAP reconciliation on page 30.

#### **Key Observations**

- Net income of \$261.2 million, up from \$258.8 million in 2Q25
- Third quarter pre-provision net revenue trajectory consistent with previous Outlook:
  - Pre-provision net revenue increase reflects accelerating client activity
  - Net interest income up due to larger balance sheet and day count partially offset by margin compression
  - Higher compensation accrual drove higher noninterest expense
- Provision decreased by \$2.5 million

### Net Interest Income

(\$ in millions)



<sup>&</sup>lt;sup>1</sup>As of 1Q25, Webster changed the methodology used to annualize net interest income in its quarterly NIM calculation. Prior periods have been recast.

#### **Linked Quarter NII**

 Net interest income totaled \$631.7 million, up from prior quarter by \$10.5 million or 1.7%, driven by balance sheet growth and day count, partially offset by margin compression

#### **Linked Quarter NIM**

- Net interest margin decreased 4 bps with tighter spreads on newly originated loans offset by seasonal deposit inflows and fixed-rate asset repricing benefits
- 2Q results also included a discrete recovery of interest income adding 2 bps to NIM

#### **Year over Year NII**

 Net interest income increased by \$41.8 million or 7.1%, with balance sheet growth and securities repositioning offset by organic spread compression

#### **Year over Year NIM**

Net interest margin decreased 1 bp

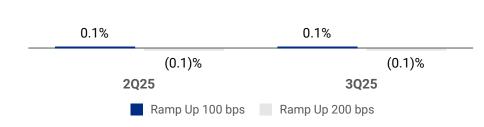
red. LENDER

## Interest Rate Positioning

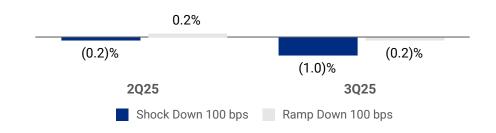
Balance sheet well positioned for up and down rate scenarios

#### Rising vs. Flat Rate NII Scenarios

#### **Falling vs. Flat Rate NII Scenarios**







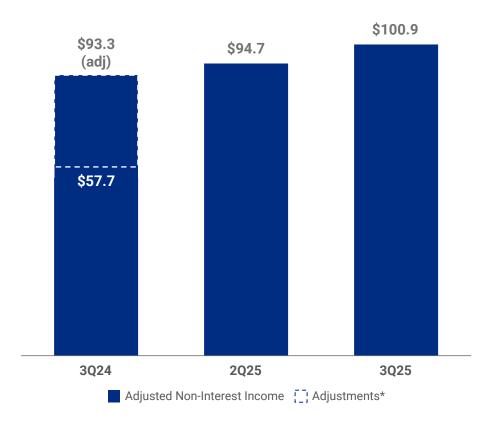
Current hedge portfolio of \$5.25 billion provides benefit to net interest income in declining rate environment

- Interest rate collars of \$2.75 billion with a weighted average maturity of 4Q26 and weighted average floor/cap of SOFR 2.04%/4.84%
- Floating to fixed rate SOFR swaps of \$2.50 billion with a weighted average maturity of 4Q26 and weighted average yield of 3.75%

ELENDER

### Non-Interest Income

(\$ in millions)



<sup>\* 3</sup>Q24 has been adjusted for \$19.6 million loss on sale of investment securities and \$16.0 million exit of non-core operations

#### Non-interest income increased \$6.2 million LQ

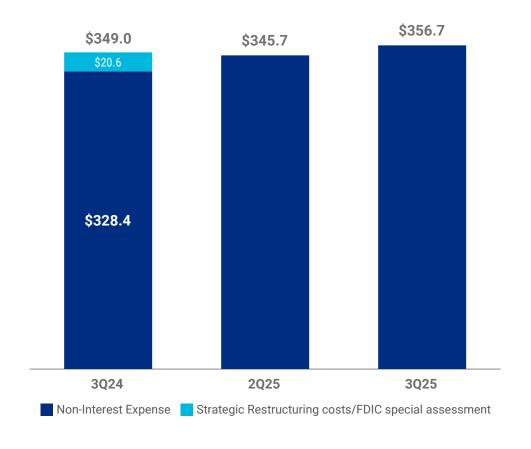
- The increase in income primarily reflects increased activity in client hedging activities and a \$4 million beneficial legal settlement
- The modeled CVA was \$(0.5) million for 3Q25 compared to \$(1.0) million in 2Q25

#### Non-interest income increased \$7.6 million vs. adjusted YOY

- The increase on an adjusted basis was primarily attributed to increased activity in client hedging activities, an increase in the credit valuation adjustment, and the aforementioned legal settlement
- The modeled credit valuation adjustment was \$(0.5) million in 3Q25 compared to \$(3.8) million in 3Q24

## Non-Interest Expense

(\$ in millions)



#### **Expense increased \$11.0 million LQ**

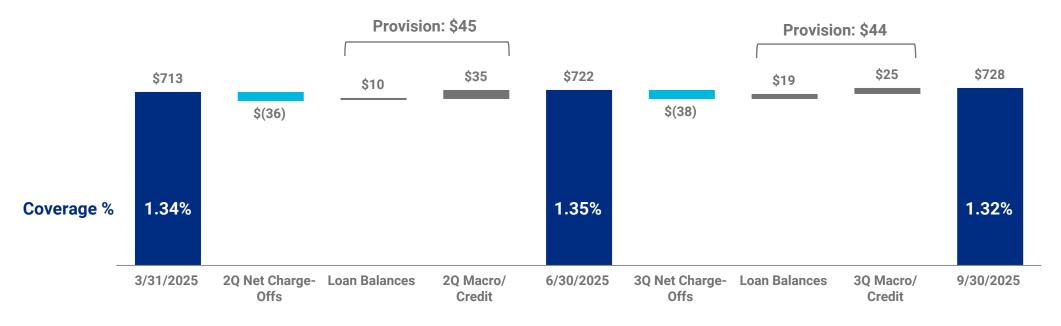
• The increase in expenses was primarily attributable to human capital investment, including performance-based incentives

#### Expense increased \$28.3 million vs. adjusted YOY

 The increase was primarily driven by investments in human capital, increased performance-based incentives, business development, and risk management infrastructure

### Allowance for Credit Losses on Loans & Leases

(\$ in millions)

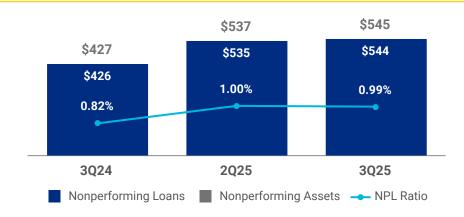


	2Q25 Assumptions			30	25 Assumption	ns	3Q25 vs 2Q25		
	2025	2026	2027	2025	2026	2027	2025	2026	2027
Avg Unemployment	4.5%	5.4%	5.2%	4.3%	5.5%	5.4%	(0.2)%	0.1%	0.2%
EOP Unemployment	4.9%	5.5%	5.1%	4.8%	5.7%	5.2%	(0.1)%	0.2%	0.1%
Real GDP Growth %	1.3%	0.8%	1.8%	1.7%	0.7%	1.6%	0.4%	(0.1)%	(0.2)%

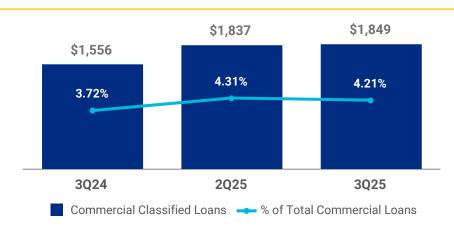
## **Key Asset Quality Metrics**

(\$ in millions)

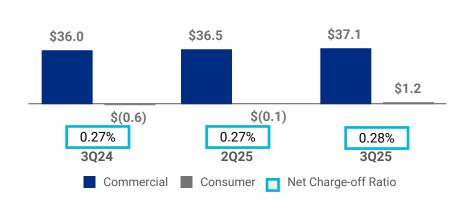
#### Nonperforming Loans, OREO, NPL Ratio



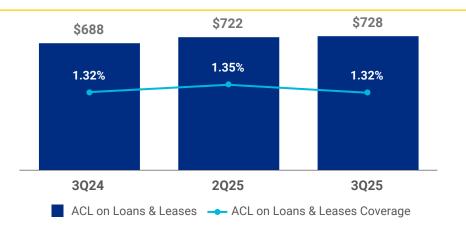
#### **Commercial Classified Loans**



#### **Net Charge-Offs (Recoveries)**

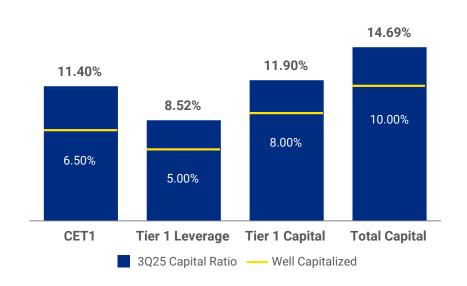


#### **Allowance for Credit Losses on Loans and Leases**



## **Strong Capital Levels**

#### **Webster Financial Capital Levels**



#### **Webster Financial Capital Ratios**

	At Sep 30, 2025*	At Jun 30, 2025	At Sep 30, 2024**
Common Equity Tier 1 risk-based capital	11.40%	11.35%	11.25%
Tangible common equity	7.50%	7.46%	7.48%
Tangible equity	7.86%	7.82%	7.85%
Tier 1 leverage	8.52%	8.57%	8.68%
Tier 1 risk-based capital	11.90%	11.86%	11.77%
Total risk-based capital	14.69%	14.05%	14.06%
Tangible book value / common share	\$36.42	\$35.13	\$33.26

<sup>\*</sup> Preliminary

The Webster Symbol is a registered trademark in the U.S. Webster Bank, N.A. Member FDIC. © 2021 Webster Financial Corporation. All Rights Reserved. LENDER

14

<sup>\*\*</sup> September 30, 2024 represents the ratios for the period inclusive of CECL regulatory capital transition provisions.

## Fourth Quarter 2025 Outlook

Outlook assumes no material changes to the regulatory environment or macro environment / rate assumptions

Loan Growth	• Linked quarter loan growth of ~1%
Deposit Growth	• Linked quarter deposits will decline ~1% primarily due to seasonality in public funds
NII	<ul> <li>In the range of \$630 million (non-FTE), excluding ~\$14 million FTE adjustment</li> <li>Assumes 25 basis point Fed funds rate cuts in October and December</li> </ul>
Adjusted Non-Interest Income	• In the range of \$95 to \$100 million
Adjusted Expenses	<ul> <li>In the range of \$355 - \$360 million</li> <li>Efficiency ratio in the range of 45% to 47%</li> </ul>
Tax Rate	• ~21%
Capital Management	Common Equity Tier 1 ratio near-term target 11%; long-term target of 10.5%

## **Supplemental Information**

pg. 17 to 19	Commercial Real Estate Portfolio
pg. 20 to 23	Lines of Business Summary
pg. 24	Net Interest Margin - Linked Quarter
pg. 25	Earning Asset & Funding Mix
pg. 26 to 27	Investment Portfolio
pg. 28	Loan Originations & Mix
pg. 29	Deposit Mix & Rate
pg. 30 to 31	Non-GAAP

### Commercial Real Estate Portfolio

(\$ in millions)

#### **Commercial Real Estate Portfolio ex. Owner Occupied**

Property Type	Balances	Loan-to- Value <sup>1</sup>	Amortizing DSCR <sup>2</sup>	Classified %	Non- Accrual %	12-Month Maturities
ADC / Construction	\$ 1,680.2	49 %	1.37	3.3 %	0.5 %	\$ 821
Multifamily / Co-op	6,130.7	57	1.44	0.9	_	1,047
Rent-Regulated MF	1,348.8	61	1.57	5.9	2.3	232
Industrial	3,628.8	56	1.59	1.3	_	476
Retail	1,884.7	58	1.62	2.2	1.4	335
Medical Office	1,125.7	60	1.38	5.6	1.1	98
Traditional Office	744.1	57	1.44	27.9	18.5	197
Hotel	443.3	56	1.89	_	_	157
Other Property	2,259.2	55	1.80	4.1	1.2	515
Total <sup>3</sup>	\$ 19,246	57 %	1.53	3.3 %	1.3 %	\$ 3,878
<b>Total less Traditional Office</b>	\$ 18,501	57 %	1.53	2.3 %	0.6 %	\$ 3,681

<sup>&</sup>lt;sup>1</sup> LTV primarily based on origination appraisal (full appraisal updates performed based on deal-specific events)

#### **Portfolio Characteristics**

- Portfolio balance of \$19.2 billion
- Weighted Average LTV / Amortizing DSCR of 57% / 1.53x
- Classified / Non-Accrual rates of 3.3% / 1.3%
  - Excluding Traditional Office 2.3% / 0.6% (\$18.5B of \$19.2B)
- Diverse portfolio across property types with largest concentrations in Multifamily and Industrial
- Reserve coverage of 1.5% covers:
  - ∘ NPLs ~1.3x
  - Classified loans ~0.4x
- ~2/3rds of the portfolio has interest rate protection
- Continue to actively manage maturing loans and risk rate based on market rates:
  - Level of potential problem loans is moderate
  - >50% of Classified loans have loan support
  - In most cases, borrowers still have equity to protect, even if values have declined
- Highest pressure continues to be in Traditional Office

trademark in the U.S. Webster Bank, N.A. Member FDIC. © 2021 Webster Financial Corporation. All Rights Reserved. LENDER

<sup>&</sup>lt;sup>2</sup> DSCR includes hypothetical amortization for deals in interest-only periods

<sup>&</sup>lt;sup>3</sup> Exposure excludes owner occupied real estate

### Commercial Real Estate Portfolio

(\$ in millions)

#### Balances by Geography & Property Type

		Other NY					
Property Type	NYC	County	СТ	Southeast	NJ	MA	Other
ADC / Construction	25 %	18 %	13 %	12 %	4 %	8 %	20 %
Multifamily / Co-op	49	12	7	10	7	5	10
Rent-Regulated MF	95	2	_	_	3	_	_
Industrial	6	9	5	21	15	5	38
Retail	35	17	14	7	4	3	19
Medical Office	19	7	7	28	15	12	12
Traditional Office	19	20	9	6	14	8	23
Hotel	46	23	1	6	5	8	12
Other	30	13	14	15	4	5	19
Total	36 %	12 %	8 %	13 %	8 %	5 %	18 %
Classified %	2.3 %	3.2 %	1.4 %	1.3 %	3.9 %	12.8 %	4.5 %
Non-Accrual %	0.9 %	0.1 %	0.9 %	0.7 %	2.7 %	1.2 %	2.8 %

#### **CRE Concentrations by Property Type**

			For >=\$50MM Loans					
Property Type	Total Book Avg Hold	Largest Loan	# of Deals	Balances	Classified %	Loan-to- Value		
ADC / Construction	\$ 15	\$ 57	2	\$ 111	- %	45 %		
Multifamily / Co-op	5	83	5	306	_	54		
Rent-Regulated MF	3	47	_	_	_	_		
Industrial	11	109	16	1,082	_	58		
Retail	4	71	2	126	_	55		
Medical Office	18	76	6	369	_	61		
Traditional Office	5	56	1	56	_	35		
Hotel	12	35	_	_	_	_		
Other	2	59	2	109	_	50		
Total			34	\$ 2,159				

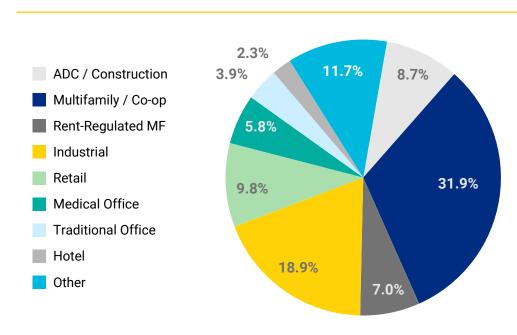
#### **Portfolio Profile and Metrics**

- Portfolio is concentrated in NYC/NY, particularly Multifamily & Rent-Regulated Multifamily
- Industrial book more diversified (2<sup>nd</sup> largest)
- Asset quality overall is strong by state:
  - NYC/NY demonstrating relatively favorable metrics
- Maintain diversity at the individual deal level
  - Only 34 deals have balances >= \$50 million
  - Only 1 deal >= \$100 million
- In most cases, deals >= \$50 million are secured by multiple properties, limiting single property risk (including largest)
- Average risk rating is stronger for loans >= \$50 million
  - No Classified and Non-Accrual in this population
- LTVs generally in line or favorable to overall book

### Commercial Real Estate Portfolio

Investor CRE portfolio remains well diversified

#### **Investor CRE Portfolio of \$19.2 billion**



#### **Rent Regulated Multifamily Detail**

- \$1.3 billion in balances represents properties where > 50% of NOI is RR
- \$98 million in additional balances where RR NOI between 25-50%
- Classified / Non-Accrual rates of 5.9% / 2.3%
- Diverse book with only 8 balances > \$15 million (average \$3.3 million)
- ~67% of balances originated in 2019 or later
- Maturities of \$232 million over the next twelve months

#### **Traditional Office Detail**

- \$744 million in balances; have proactively reduced balances by >55% since 2022
- Classified / Non-Accrual rates of 28% / 19%
- NYC exposure: \$145 million, \$11 million Criticized, no Classified loans
- Class A vs. Class B: 50% / 50%
- 2025 remaining lease roll: 4%
- Maturities of \$197 million over the next twelve months
- 34 remaining borrowers with balance >\$5MM
- Reserve coverage 5.7%

## **Commercial Banking**

(\$ in millions)

#### **Total Loans**



#### Loan Portfolio Yield:

6.72% 6.15% 6.10%

#### **Key Business Metrics**

Increase / (Decrease)

	3Q25	2Q25	3Q24		
Loan originations	\$ 3,529	\$ 277	\$	1,331	
Loan fundings	\$ 2,611	\$ 376	\$	1,352	
Coupon on fundings	6.15%	(0.17)%	ó	(0.98)%	
Deposits	\$ 18,261	\$ 2,035	\$	1,137	
AUM / AUA*	\$ 2,813	\$ (258)	\$	(155)	

<sup>\*</sup>AUM = Assets under management AUA = Assets under administration

#### **PPNR**

Favorable / (Unfavorable)

	3Q25	2Q25	3Q24
Net interest income	\$ 328.3	\$ 9.8	\$ (10.1)
Non-interest income	33.9	3.3	0.6
Operating revenue	\$ 362.2	\$ 13.1	\$ (9.5)
Operating expenses	108.6	(0.2)	(7.7)
Pre-provision net revenue	\$ 253.6	\$ 12.8	\$ (17.2)

### Healthcare Financial Services

(\$ in millions)

#### **Total Footings**



<sup>&</sup>lt;sup>1</sup> Off-balance sheet deposits and investments of \$97 million, \$123 million, and \$116 million for 3Q25, 2Q25, and 3Q24, respectively, are included in linked investments.

#### **Key Business Metrics**

Increase / (Decrease)

	3Q25	2Q25	3Q24	
HSA accounts ('000)	3,442	1	129	
HSA new accounts ('000)	107	17	(4)	
Ametros accounts ('000)	33	2	5	
Ametros new accounts ('000)	2	1	1	
Ametros committed funds (millions) <sup>2</sup>	\$ 4,391	\$ 156	\$ 584	

#### **PTNR**

Favorable / (Unfavorable)

	3Q25	2Q25	3Q24	
Net interest income	\$ 100.0	\$ 2.4	\$ 6.1	
Non-interest income	27.3	(1.4)	0.8	
Operating revenue	\$ 127.3	\$ 1.0	\$ 6.9	
Operating expenses	54.5	1.0	(0.5)	
Pre-tax net revenue	\$ 72.9	\$ 2.0	\$ 6.4	

<sup>&</sup>lt;sup>2</sup> Committed funds are the contractually committed cash flows to be received over the life of the structured settlements



### Healthcare Financial Services — PTNR Detail

(\$ in millions)

#### **HSA Bank PTNR**

Favorable / (Unfavorable)

	3Q25	2Q25	3Q24
Net interest income	\$ 85.9	\$ 1.5	\$ 3.9
Interchange revenue	12.7	(1.5)	0.4
Account and other fees	7.7	0.2	0.3
Operating revenue	\$ 106.3	\$ 0.2	\$ 4.6
Operating expenses	41.7	1.5	(0.1)
Amortization expense	0.6	_	_
Pre-tax net revenue	\$ 64.0	\$ 1.7	\$ 4.5

#### **Ametros PTNR**

Favorable / (Unfavorable)

	3Q25	2Q25	3Q24
Net interest income	\$ 14.1	\$ 0.9	\$ 2.2
Medical services fees	6.9	(0.1)	0.7
Account and other fees	_	_	(0.6)
Operating revenue	\$ 21.0	\$ 0.8	\$ 2.3
Operating expenses	9.4	(0.5)	(0.6)
Amortization expense	2.8	_	0.2
Pre-tax net revenue	\$ 8.8	\$ 0.3	\$ 1.9

## **Consumer Banking**



#### **Key Business Metrics**

Increase / (Decrease)

	3Q25			2Q25		3Q24	
Loan originations - Consumer Lending	\$	475	\$	(41)	\$	(50)	
Loan originations - Small Business	\$	59	\$	(1)	\$	(23)	
Coupon on fundings		6.48 %		(0.16)%	)	(0.49)%	
Transactional deposits / total deposits		32.0 %		(0.7)%	)	(1.1)%	
AUA	\$	7,656	\$	110	\$	(292)	

#### **PPNR**

Favorable / (Unfavorable)

	3Q25	2Q25	3Q24
Net interest income	\$ 214.5	\$ 1.8	\$ 12.3
Non-interest income	24.9	0.3	(3.4)
Operating revenue	\$ 239.4	\$ 2.1	\$ 9.0
Operating expenses	125.4	(2.4)	(9.1)
Pre-provision net revenue	\$ 114.0	\$ (0.2)	\$ (0.2)

## Net Interest Margin — Linked Quarter

			3Q25			2Q25	
	Г				Incre	ease / (Decrease	2)
(\$ in millions)		Average Balance	Interest	Yield/ Rate	Average Balance	Interest	BPs
Securities <sup>1</sup>	\$	18,372 \$	203.6	4.43 %	\$ 146 9	\$ 3.5	4
Money market & other		2,466	28.3	4.51	23	0.7	3
Loans held for sale		193	4.0	8.28	135	4.0	824
Commercial loans		43,249	673.6	6.10	884	15.6	(5)
Consumer loans		11,124	133.1	4.78	212	4.3	6
Total loans & leases		54,373	806.7	5.83 %	1,095	19.9	(2)
Interest-earning assets	\$	75,403 \$	1,042.6	5.45 %	\$ 1,398	\$ 28.1	1
Deposits	\$	67,319 \$	355.5	2.10 %	\$ 1,356	\$ 15.8	3
Borrowings <sup>2</sup>		3,703	41.1	4.37	56	1.5	6
Deposits & Interest-bearing liabilities	\$	71,022 \$	396.6	2.21 %	\$ 1,412	\$ 17.2	3
Tax-equivalent net interest income		\$	645.9		9	\$ 10.9	
Less: tax-equivalent adjustment			(14.3)			(0.4)	
Net interest income		\$	631.7		(	\$ 10.5	
Net interest margin				3.40 %			(4)

<sup>&</sup>lt;sup>1</sup> Excludes average balance of unsettled trades on investment securities and unrealized gains (losses) on available-for-sale investment securities

<sup>&</sup>lt;sup>2</sup> Excludes average balance of basis adjustments on long-term debt from de-designated fair value hedges

## **Earning Asset & Funding Mix**

(\$ in millions, end of period balances)

#### **Earning Asset Mix**

Туре		Balance	Total %	Floating %	Periodic %	Fixed %
CRE Loans	\$	21,911	29 %	54 %	6 %	40 %
C&I Loans		21,913	29	48	20	32
Resi & Other Consumer		10,244	14	_	33	67
HE Lines		984	1	89	_	11
Loans HFS		75	_	53	47	_
Total loans	\$	55,127	73 %	42 %	17 %	41 %
Securities		18,010	24	5	_	95
Interest-bearing deposits		2,564	3	100	_	_
Total earning assets	\$	75,701	100 %	35 %	12 %	53 %
Total loans as a % of earn	ing a	ssets		31 %	12 %	30 %

#### **Funding Mix**

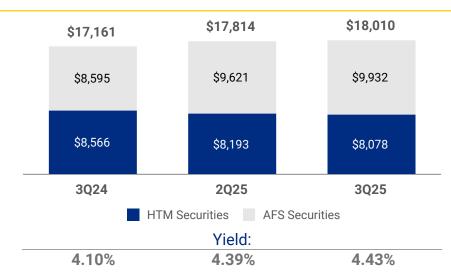
Туре	Balance	Total	< 1 Year	> 1 Year
Checking	\$ 20,052	28 %		
HSA	9,135	13		
interSYNC	9,229	13		
Ametros	1,169	2		
Savings	7,061	10		
Money Market	13,955	19		
Time	7,576	10	95 %	5 %
Borrowings	3,912	5	69 %	31 %
Total	\$ 72,088	100 %		

- Floating and periodic rate loans represent 43% of earning assets:
  - Floating rate loans represent 31% of earning assets
  - 57% of periodic assets reprice under one year
- SOFR indexed loans represent 50% of total loans
- Healthcare deposits (HSA and Ametros) represent 15% of our funding mix

### Investment Portfolio

(\$ in millions, end of period balances)

#### **Investment Securities**



- Available-for-sale portfolio includes \$0.5 billion of net unrealized losses at 3Q25 compared to \$0.6 billion at 2Q25
- Held-to-maturity portfolio excludes \$0.8 billion of net unrealized losses at 3Q25 compared to \$0.9 billion at 2Q25

#### **Duration / Yield**



- Securities yields increased 4 bps LQ primarily from reinvestments of maturities/paydowns
- Portfolio duration was decreased LQ and was relatively unchanged compared to a year ago
- LQ purchase yield decreased 31 bps to 5.20%, and LQ purchase duration increased due to composition of purchases

Webster Symbol is a registered trademark in the U.S. Webster Bank, N.A. Member FDIC. © 2021 Webster Financial Corporation. All Rights Reserved. LENDER

### **Investment Securities**

(\$ in millions, end of period balances; portfolio duration in years)

#### **Available-for-Sale**

	Septemb	per 30, 2025	June	30, 2025	Increase	/ (Decrease)
	Balances	Portfolio Duration	Balances	<b>Portfolio Duration</b>	Balances	<b>Portfolio Duration</b>
Government Agency Debentures	\$ 196		\$ 192		\$ 4	
Municipal Bonds & Notes	108		104		4	
Agency CMO	26		27		(1)	
Agency MBS	5,012		4,832		180	
Agency CMBS	3,371		3,224		147	
Non-Agency CMBS - Floating	821		790		31	
Corporate Debt Securities	350		403		(53)	
Private Label MBS	38		38		_	
Other	9		9		_	
Total Available-for-Sale	\$ 9,932	4.1	\$ 9,621	4.4	\$ 311	-0.3
Held-to-Maturity						
Agency CMO	\$ 18		\$ 18		\$ (1)	
Agency MBS	2,868		2,954		(86)	
Agency CMBS	4,301		4,315		(14)	
Non-Agency CMBS - Fixed	65		65		· <del>-</del>	
Municipal Bonds & Notes	826		840		(13)	
Total Held-to-Maturity	\$ 8,078	4.9	\$ 8,193	5.0	\$ (115)	-0.1

## Loan Originations & Mix

(\$ in millions)

#### Originations by Loan Portfolio

	3Q25 2Q25			<b>3Q24</b>				
End of period balances								
Full quarter originations	Balance	Origina	ations	Balance	Originations		Balance	Originations
Commercial non-mortgage	\$ 20,654	\$	2,111	\$ 19,943	\$ 2,094	\$	18,657	\$ 1,655
Asset-based lending	1,258		35	1,350	_		1,464	77
Total Commercial	\$ 21,913	\$	2,146	\$ 21,293	\$ 2,094	\$	20,121	\$ 1,732
Commercial real estate	21,911		1,441	21,359	1,199		21,691	541
Residential mortgages	9,509		387	9,332	438		8,577	444
Consumer	1,719		88	1,688	95		1,558	88
Portfolio Total	\$ 55,052	\$	4,062	\$ 53,672	\$ 3,826	\$	51,947	\$ 2,804
Residential mortgages originated for sale			2		2			1
<b>Total Originations</b>		\$	4,064		\$ 3,828			\$ 2,805

#### Portfolio Mix & Yield

	3Q25			2Q25	5	<b>3Q24</b>		
End of period balances								
Full quarter yield	Balance Yield		Balance		Yield	Balance		Yield
Commercial	\$ 21,913	6.41 %	\$	21,293	6.56 %	\$	20,121	7.25 %
Commercial real estate	21,911	5.78		21,359	5.74		21,691	6.07
Residential	9,509	4.38		9,332	4.33		8,577	4.07
Consumer	1,719	6.97		1,688	6.90		1,558	7.12
Total Loans	\$ 55,052	5.83 %	\$	53,672	5.85 %	\$	51,947	6.22 %

## Deposit Mix & Rate

(\$ in millions)

End of period balances		3Q25			2Q25		<b>3Q24</b>		
Full quarter cost		Balance	Rate		Balance	Rate		Balance	Rate
Demand	\$	10,488	<b>–</b> %	\$	10,342	- %	\$	10,739	- %
Interest-bearing checking		9,564	1.79		8,827	1.74		9,065	1.96
Health savings accounts		9,135	0.17		9,065	0.16		8,951	0.15
interSYNC		9,229	4.50		8,719	4.54		7,329	5.50
Ametros accounts		1,169	0.01		1,115	0.03		963	0.07
Money market		13,955	3.18		12,955	3.15		13,126	3.71
Savings		7,061	1.69		7,371	1.70		6,921	1.69
Core Deposits	\$	60,600	1.89 %	\$	58,395	1.85 %	\$	57,094	2.08 %
Time deposits		7,576	3.68		7,920	3.65		7,420	4.51
Total Deposits	\$	68,176	2.10 %	\$	66,314	2.07 %	\$	64,514	2.36 %
Core / Total		89 %			88 %			88 %	
By Line of Business									
Consumer Banking	\$	27,548	1.69 %	\$	27,790	1.65 %	\$	27,020	1.97 %
Commercial Banking		18,261	2.16		16,225	2.16		17,124	2.33
Healthcare Financial Services		10,305	0.15		10,181	0.15		9,940	0.14
Corporate <sup>1</sup>		12,062	4.54		12,118	4.57		10,430	5.54
Total Deposits	\$	68,176	2.10 %	\$	66,314	2.07 %	\$	64,514	2.36 %

<sup>&</sup>lt;sup>1</sup> Includes interSYNC

### Non-GAAP Reconciliations

(\$ in thousands, except per share amounts)

#### **Efficiency Ratio**

	3Q25	2Q25	<b>3Q24</b>		
Non-interest expense	\$ 356,669	\$ 345,714	\$	348,958	
Less: Foreclosed property activity	1,535	541		(687)	
Intangible assets amortization	8,966	9,093		8,491	
Operating lease depreciation	3	9		197	
FDIC special assessment	_	_		(1,544)	
Strategic restructuring costs and other	_	_		22,169	
Non-interest expense	\$ 346,165	\$ 336,071	\$	320,332	
Net interest income	631,667	621,182		589,883	
Add: Tax-equivalent adjustment	14,258	13,870		13,659	
Non-interest income	100,906	94,657		57,741	
Other income	9,234	10,528		7,448	
Less: Operating lease depreciation	3	9		197	
Gain (loss) on sale of investment securities, net	_	_		(19,597)	
Exit of non-core operations	_	_		(15,977)	
Income	\$ 756,062	\$ 740,228	\$	704,108	
Efficiency Ratio	45.79 %	45.40 %		45.49 %	
Tangible Book Value per Common Share					
Tangible common stockholders' equity	\$ 6,002,951	\$ 5,869,599	\$	5,702,021	
Common shares outstanding	164,817	167,083		171,428	
Tangible Book Value per Common Share	\$ 36.42	\$ 35.13	\$	33.26	

### Non-GAAP Reconciliations

(\$ in thousands)

#### **Tangible Common Equity Ratio**

		3Q25		2Q25		3Q24
Stockholders' equity	\$	9,462,677	\$	9,337,617	\$	9,198,050
Less: Goodwill and other intangible assets		3,175,747		3,184,039		3,212,050
Tangible stockholders' equity		6,286,930		6,153,578		5,986,000
Less: Preferred stock		283,979		283,979		283,979
Tangible common stockholders' equity	\$	6,002,951	\$	5,869,599	\$	5,702,021
Total assets	\$	83,192,652	\$	81,914,270	\$	79,453,900
Less: Goodwill and other intangible assets		3,175,747		3,184,039		3,212,050
Tangible assets	\$	80,016,905	\$	78,730,231	\$	76,241,850
Tangible Common Equity Ratio		7.50 %		7.46 %		7.48 %
Return on Average Tangible Common Stockholders' Equity  Average stockholders' equity  Less: Average goodwill and other intangible assets  Average preferred stock	\$	9,440,148 3,180,111 283,979	\$	9,294,023 3,188,946 283,979	\$	8,995,134 3,238,115 283,979
Average tangible common stockholders' equity	\$	5,976,058	\$	5,821,098	\$	200,979
Arrelage tangible common crocking across equity	-	0,770,000	<u> </u>	3,021,030	<u> </u>	5,473,040
Net income	\$	·	\$	258,848	\$	
		261,217 4,162				5,473,040
Net income		261,217		258,848		5,473,040 192,985
Net income Less: Preferred stock dividends Add: Intangible assets amortization, tax-effected Income adjusted for preferred stock dividends & intangible assets amortization		261,217 4,162		258,848 4,162	\$	5,473,040 192,985 4,162 6,708 195,531
Net income Less: Preferred stock dividends Add: Intangible assets amortization, tax-effected		261,217 4,162 6,534		258,848 4,162 6,627		5,473,040 192,985 4,162 6,708

### WBS 3Q25 Financial Review

#### Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as "could," "believes," "anticipates," "expects," "intends," "outlook," "target," "continue," "remain," "will," "should," "may," "plans," "estimates," "likely," "future," and similar references to future periods. However, such words are not the exclusive means of identifying such statements. Examples of forwardlooking statements include, but are not limited to: projections of revenues, expenses, expense savings, income or loss, earnings or loss per share, and other financial items; statements of plans, objectives, and expectations of Webster or its management or Board of Directors; statements of future economic performance; and statements of assumptions underlying such statements. Forward-looking statements are based on Webster's current expectations and assumptions regarding its business, the economy, and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks, and changes in circumstances that are difficult to predict, and in many cases, are beyond Webster's control. Webster's actual results may differ materially from those contemplated by the forward-looking statements, which are neither statements of historical fact nor guarantees or assurances of future performance. Factors that could cause Webster's actual results to differ from those discussed in the forward-looking statements include our ability to successfully execute our business plan and strategic initiatives, and manage any risks or uncertainties; and the other factors that are described in the "Forward-Looking Statements", "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of the Company's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K. Any forward-looking statement made by Webster in this presentation speaks only as of the date on which it is made. Factors or events that could cause Webster's actual results to differ may emerge from time to time, and it is not possible for Webster to predict all of them. Webster undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments, or otherwise, except as may be required by law.

#### Non-GAAP Financial Measures

This presentation contains both financial measures based on accounting principles generally accepted in the United States ("GAAP") and non-GAAP based financial measures, which are used where management believes them to be helpful in understanding the Company's financial performance, performance trends, and financial position. Reconciliations of these non-GAAP financial measures, to the most comparable GAAP measures are included in this presentation and the Company's earnings release available in the Investor Relations portion of the Company's website at www.wbst.com. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. For additional information see Non-GAAP to GAAP reconciliations presented in the Company's Press Release.



# (W) Webster Financial Corporation