

FULTON FINANCIAL

CORPORATION

INVESTOR PRESENTATION

DATA AS OF MARCH 31, 2017
UNLESS OTHERWISE NOTED

FORWARD-LOOKING STATEMENTS

This presentation may contain forward-looking statements with respect to Fulton Financial Corporation's financial condition, results of operations and business. Do not unduly rely on forward-looking statements. Forward-looking statements can be identified by the use of words such as "may," "should," "will," "could," "estimates," "predicts," "potential," "continue," "anticipates," "believes," "plans," "expects," "future," "intends" and similar expressions which are intended to identify forward-looking statements. Management's "2017 Outlook" contained herein is comprised of forward-looking statements.

Forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties, some of which are beyond the Corporation's control and ability to predict, that could cause actual results to differ materially from those expressed in the forward-looking statements. The Corporation undertakes no obligation, other than as required by law, to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

A discussion of certain risks and uncertainties affecting the Corporation, and some of the factors that could cause the Corporation's actual results to differ materially from those described in the forward-looking statements, can be found in the sections entitled "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Corporation's Annual Report on Form 10-K for the year ended December 31, 2016 and Quarterly Report on Form 10-Q for the quarter ended March 31, 2017, which have been filed with the Securities and Exchange Commission and are available in the Investor Relations section of the Corporation's website (www.fult.com) and on the Securities and Exchange Commission's website (www.sec.gov).

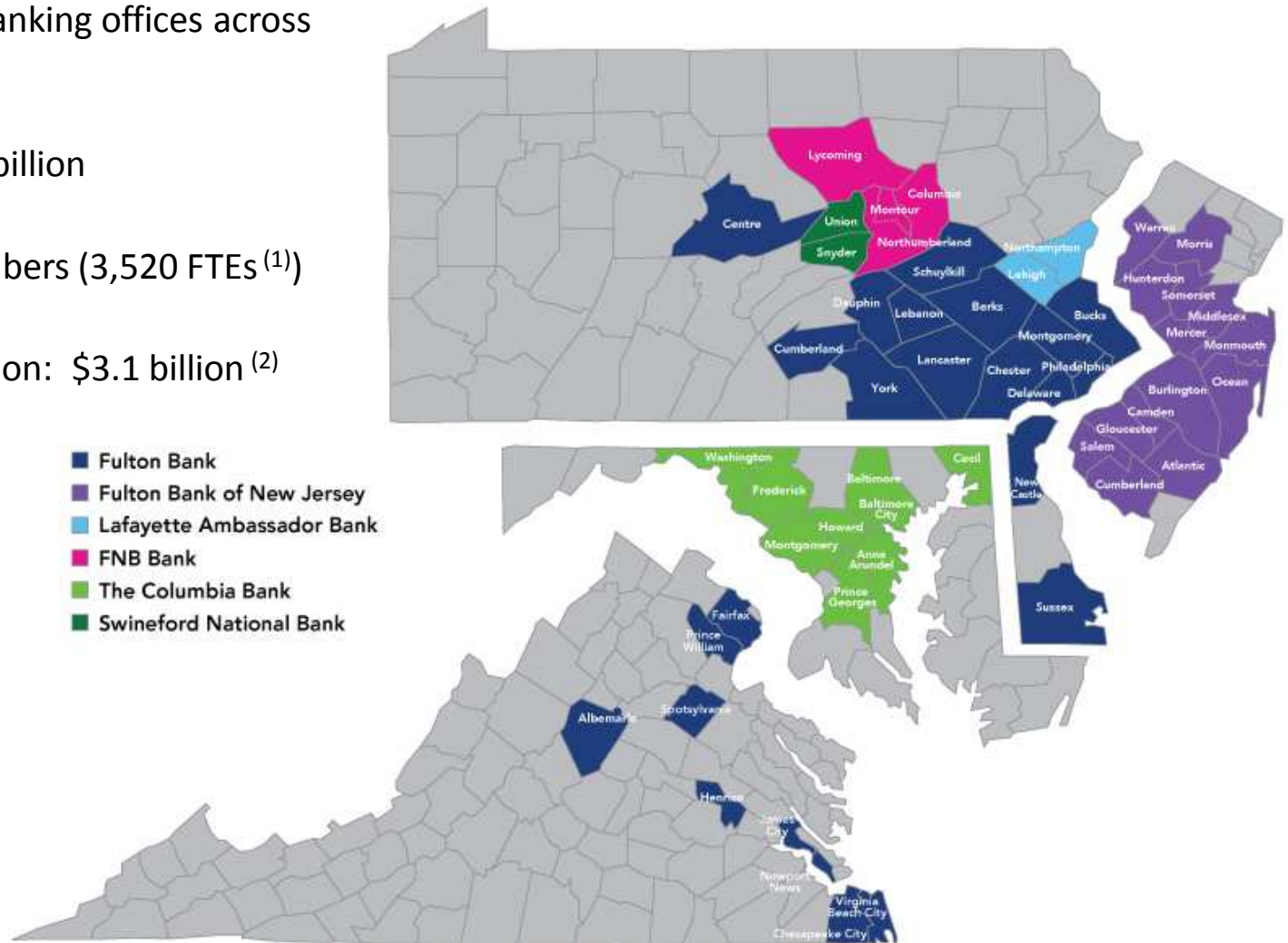
The Corporation uses certain non-GAAP financial measures in this presentation. These non-GAAP financial measures are reconciled to the most comparable GAAP measures at the end of this presentation.

WHY FULTON?

- Risk Management Foundation
- Management Depth and Experience
- Stability of Geographic Markets / Franchise Value
- Strong Capital & Reserves
- Commitment to Enhancing Shareholder Value
- Relationship Banking Strategy / Customer Experience
- Quality Loan Growth / Solid Asset Quality
- Attractive Core Deposit Profile
- Prudent Expense Management
- Balance Sheet Is Positioned for Rising Interest Rates

A VALUABLE FRANCHISE

- 243 community banking offices across the Mid-Atlantic
- Asset size: \$19.2 billion
- 3,700+ team members (3,520 FTEs ⁽¹⁾)
- Market capitalization: \$3.1 billion ⁽²⁾



(1) Average full-time equivalent employees.

(2) Based on shares outstanding and the closing price as of March 31, 2017.

STRONG POSITION IN ATTRACTIVE MARKETS

Metropolitan Statistical Area (MSA)	Deposits (in millions)	Market Rank	Market Share	Median Household (HH) Income	2017-2022 Projected Change	
					Population	HH Income
Lancaster, PA	\$ 2,914	1	27.61%	\$ 62,019	2.54%	8.21%
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	2,773	15	0.80%	65,864	1.69%	6.82%
Allentown-Bethlehem-Easton, PA-NJ	1,420	5	8.63%	63,374	1.37%	7.53%
New York-Newark-Jersey City, NY-NJ-PA	1,203	62	0.08%	70,547	2.62%	6.09%
Baltimore-Columbia-Towson, MD	896	9	1.28%	73,515	3.12%	5.57%
York-Hanover, PA	837	3	12.08%	60,870	1.69%	4.54%
Harrisburg-Carlisle, PA	755	5	5.74%	61,322	2.41%	5.44%
Lebanon, PA	713	1	33.43%	58,385	2.17%	4.54%
Reading, PA	588	7	3.92%	58,336	1.02%	4.62%
Hagerstown-Martinsburg, MD-WV	471	2	13.73%	59,135	3.21%	4.81%
Top 10 Fulton Financial Corporation MSAs (1)	\$ 12,571			\$ 64,050	2.14%	6.52%
Total Franchise (1)	\$ 14,435			\$ 63,770	2.20%	6.44%
Nationwide				\$ 57,462	3.77%	7.27%

Note: Data as of June 30, 2016 per Federal Deposit Insurance Corporation (FDIC) Summary of Deposits. Household Income Data as of June 30, 2016 per SNL Financial LC.

(1) Median HH Income, 2017 – 2022 Projected Population Change and 2017 – 2022 Projected HH Income Change are weighted by deposits in each MSA.

DEEP EXECUTIVE MANAGEMENT TEAM



Name	Position	Years at Fulton	Years in Financial Services	Prior Experience
E. Philip Wenger	Chairman, President & CEO	37	37	Various roles since joining in 1979
Craig Roda	Senior EVP/ Community Banking	38	38	Various roles since joining in 1979
Philmer Rohrbaugh ⁽¹⁾	Senior EVP/ COO and CFO	4	39	KPMG, Arthur Andersen
Curtis Myers	Senior EVP/ President and COO of Fulton Bank	26	26	Various roles since joining in 1990
Meg Mueller	Senior EVP & CCO	20	30	Various roles since joining in 1996
Angela Sargent	Senior EVP/ CIO and IT Manager	24	24	Various roles since joining in 1992
Betsy Chivinski ⁽¹⁾	Senior EVP/CRO	22	34	Various roles since joining in 1994

(1) Includes years of service in public accounting as a financial services industry specialist

FIRST QUARTER HIGHLIGHTS

Diluted Earnings Per Share: \$0.25 in 1Q17, 4.2% increase from 4Q16 and 13.6% increase from 1Q16

Pre-Provision Net Revenue⁽¹⁾: \$60.9 million, 9.0% increase from 4Q16 and 19.8% increase from 1Q16

Linked Quarter

Loan and Core Deposit Growth: 2.6% increase in average loans, while average core deposits decreased 0.9%

Net Interest Income & Margin: Net interest income increased 4.0%, reflecting the impact of loan growth and an 11 basis point increase in net interest margin

Non-Interest Income⁽²⁾ & Non-Interest Expense: 11.1% decrease in non-interest income and 4.2% decrease in non-interest expense

Asset Quality: \$200,000 decrease in provision for credit losses. Overall credit metrics stable to improving.

Year-over-Year

Loan and Core Deposit Growth: 7.2% increase in average loans and 7.1% increase in average core deposits

Net Interest Income & Margin: 6.6% increase in net interest income, reflecting the impact of loan growth and a 3 basis point increase in net interest margin

Non-Interest Income⁽²⁾ & Non-Interest Expense: 8.0% increase in non-interest income and 1.5% increase in non-interest expense

Asset Quality: \$3.3 million increase in provision for credit losses, reflective of loan growth

(1) Non-GAAP based financial measure. Please refer to the calculation and management's reason for using the measure on the slide titled "Non-GAAP Reconciliation" at the end of this presentation.

(2) Excluding securities gains.

INCOME STATEMENT SUMMARY

	1Q17	Change from	
		4Q16	1Q16
	<i>(dollars in thousands, except per-share data)</i>		
Net Interest Income	\$ 137,579	\$ 5,342	\$ 8,525
Provision for Credit Losses	4,800	(200)	3,270
Non-Interest Income	45,567	(5,663)	3,377
Securities Gains	1,106	(419)	159
Non-Interest Expense	122,275	(5,346)	1,862
Income before Income Taxes	57,177	4,806	6,929
Income Taxes	13,797	3,576	1,806
Net Income	\$ 43,380	\$ 1,230	\$ 5,123
Earnings Per Share (Diluted)	\$ 0.25	\$ 0.01	\$ 0.03
ROA ⁽¹⁾	0.92%	0.03%	0.06%
ROE (tangible) ⁽²⁾	10.93%	0.46%	0.86%
Efficiency ratio ⁽²⁾	64.8%	(2.8%)	(3.6%)

- **Net Income of \$43.4 million; a 2.9% increase from 4Q16 and a 13.4% increase from 1Q16. Earnings per share increased 4.2% from 4Q16 and 13.6% from 1Q16.**
- **Net Interest Income**
 - *From 4Q16:* Increase of 4.0%, reflecting the impact of loan growth and an 11 basis point increase in net interest margin (NIM)
 - *From 1Q16:* Increase of 6.6% primarily driven by loan growth and the impact of a 3 basis point increase in NIM
- **Loan Loss Provision**
\$4.8 million provision in 1Q17
- **Non-Interest Income**
 - *From 4Q16:* Decrease of 11.1% driven primarily by lower mortgage banking income, SBA loan sale gains, debit card and merchant fee income and gains on property sales
 - *From 1Q16:* Increase of 8.0% due to higher commercial loan interest rate swap fees, mortgage banking income, and investment management and trust services income
- **Non-Interest Expenses**
 - *From 4Q16:* Decrease of 4.2% due to lower salaries and employee benefits, property write-offs in 4Q16 and reduction of other outside services
 - *From 1Q16:* Increase of 1.5% primarily driven by an increase in state taxes and amortization of community development investments

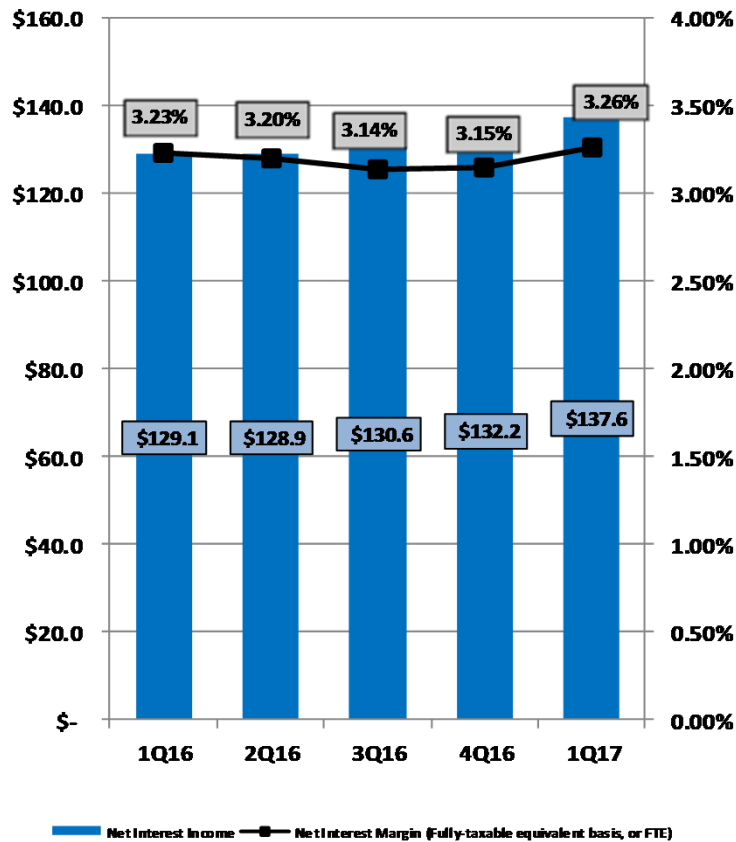
(1) ROA is return on average assets determined by dividing net income for the period indicated by average assets, annualized.

(2) Non-GAAP based financial measure. Please refer to the calculation and management's reasons for using this measure on the slide titled "Non-GAAP Reconciliation" at the end of this presentation.

NET INTEREST INCOME AND MARGIN

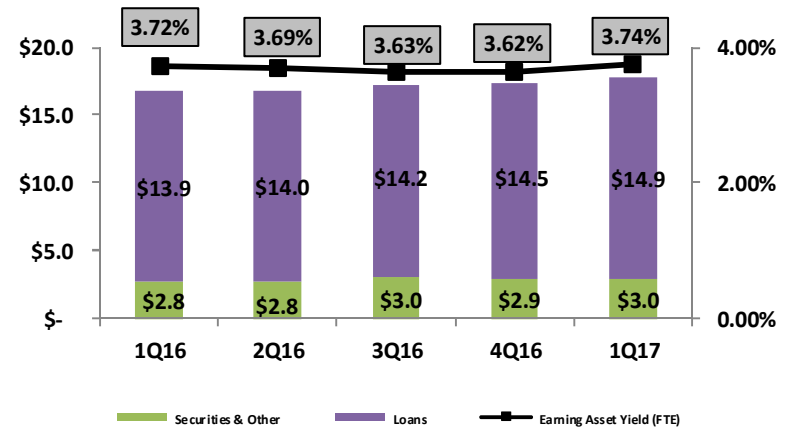
Net Interest Income & Net Interest Margin

(\$ IN MILLIONS)



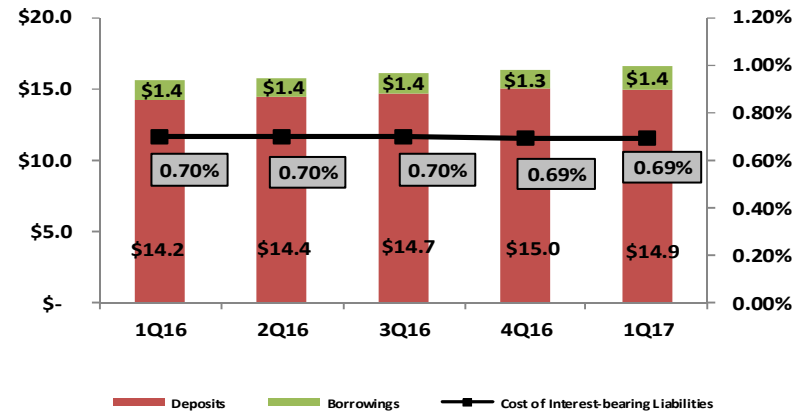
Average Interest-Earning Assets & Yields

(\$ IN BILLIONS)



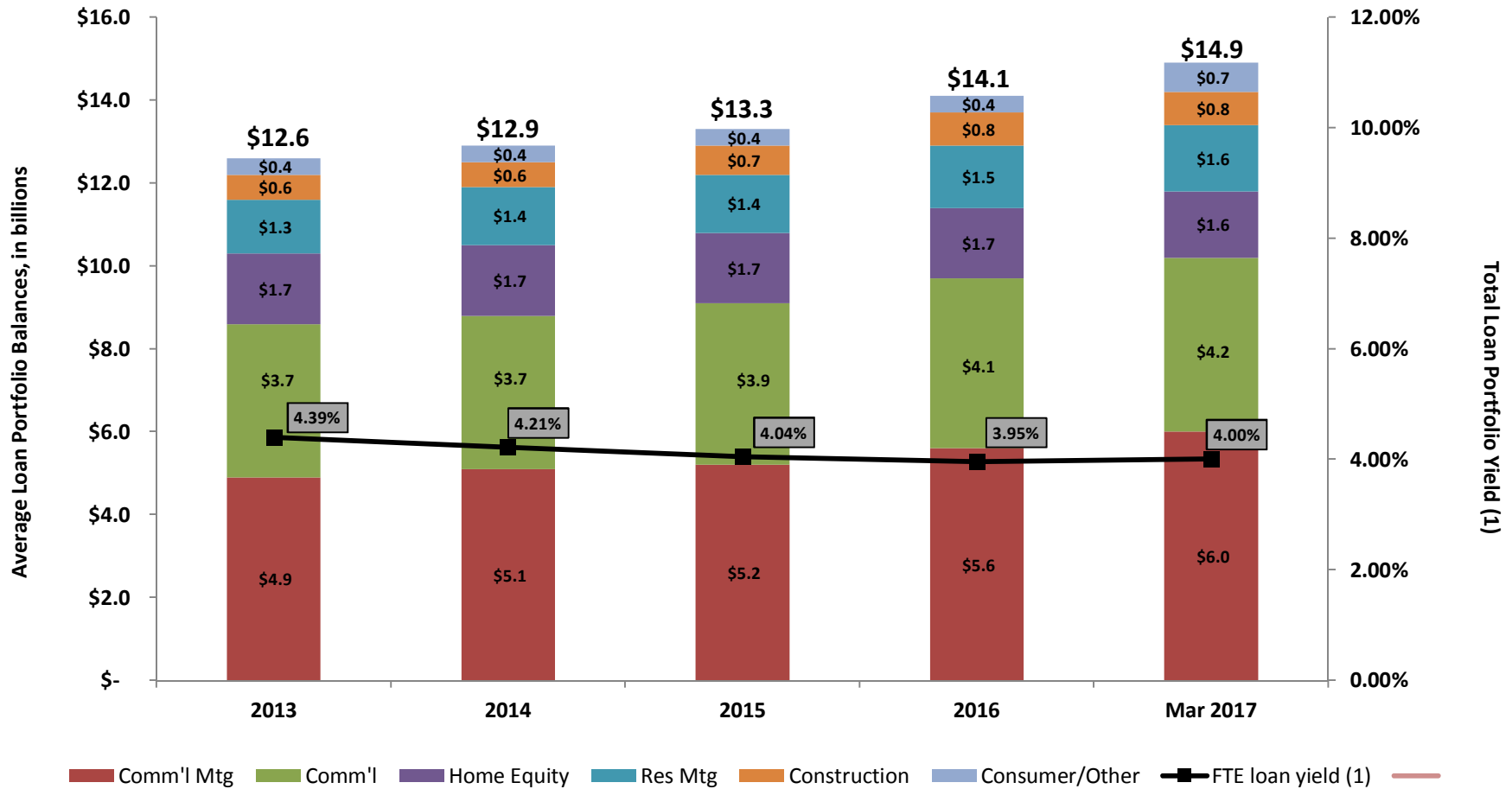
Average Liabilities & Rates

(\$ IN BILLIONS)



LOAN PORTFOLIO COMPOSITION & YIELD FULTON FINANCIAL CORPORATION

Average loans for the first quarter of 2017 are up 7.2% compared to the first quarter of 2016.



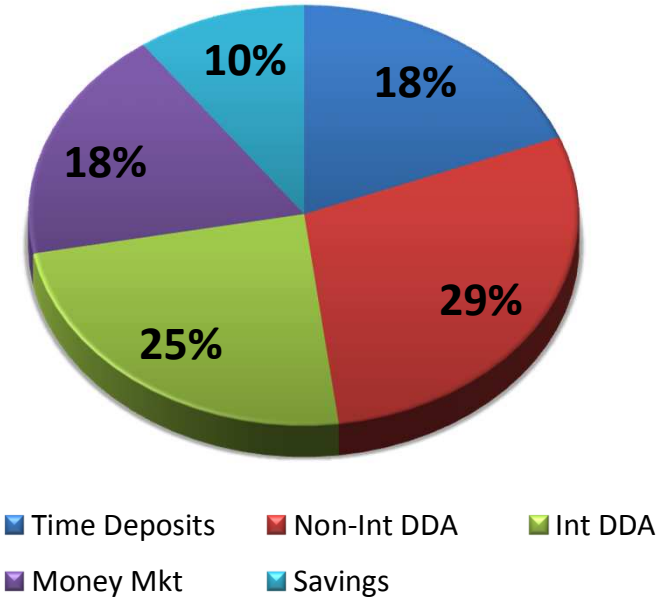
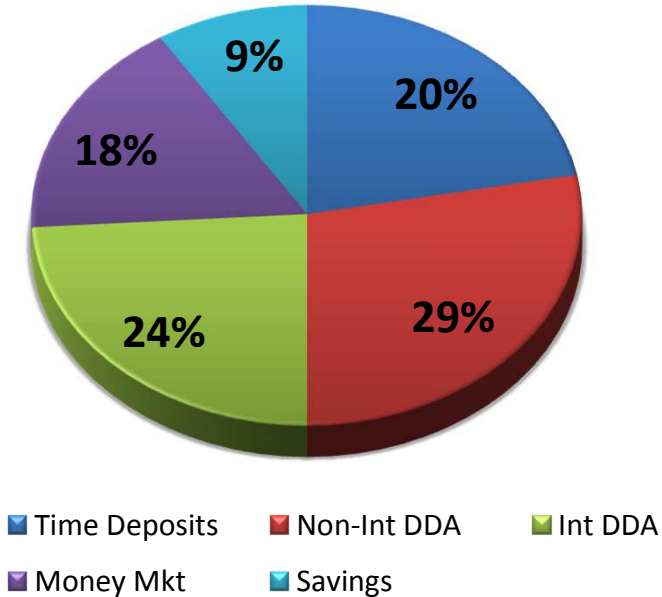
Note: Loan portfolio composition is based on average balances for the years ended December 31, 2012 to 2016, and quarter ended March 31, 2017.
 (1) Presented on a fully-taxable equivalent basis.

DEPOSIT PORTFOLIO COMPOSITION

Average demand and savings are up 7.1% compared to March 31, 2016; while total average deposits are up 4.8%.

Three Months Ended March 31, 2016

Three Months Ended March 31, 2017



Note: Deposit composition is based on average balances for the periods indicated.

POSITIONED FOR RISING INTEREST RATE ENVIRONMENT

MARCH 31, 2017

FULTON FINANCIAL
CORPORATION

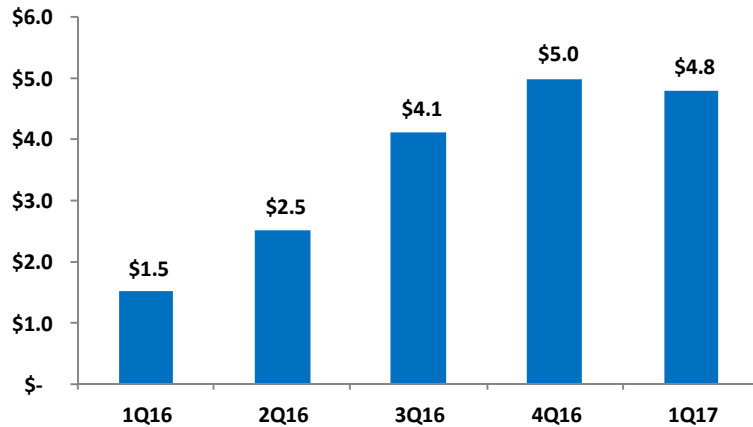
Rate Change (1)	Annual Change in Net Interest Income (2)	% Change
+300 bps	\$ 100.0 million	16.8%
+200 bps	\$ 67.7 million	11.4%
+100 bps	\$ 34.0 million	5.7%
- 100 bps	\$ (49.8) million	-8.3%

- 1) A variety of interest rate scenarios are used to measure the effects of sudden and gradual movements upward and downward in the yield curve. These results are compared to the results obtained in a flat or unchanged interest rate scenario. Simulation of net interest income is used primarily to measure the Corporation's short-term earnings exposure to rate movements. The Corporation's policy limits the potential exposure of net interest income, in a non-parallel instantaneous shock, to 10% of the base case net interest income for a 100 basis point shock in interest rates, 15% for a 200 basis point shock and 20% for a 300 basis point shock. A "shock" is an immediate upward or downward movement of interest rates. The shocks do not take into account changes in customer behavior that could result in changes to mix and/or volumes in the balance sheet, nor do they account for competitive pricing over the forward 12-month period. These results include the effect of implicit and explicit floors that limit further reduction in interest rates.
- 2) The actual impact of changes in interest rates on the Corporation's net interest income may differ materially from the anticipated amounts presented above.

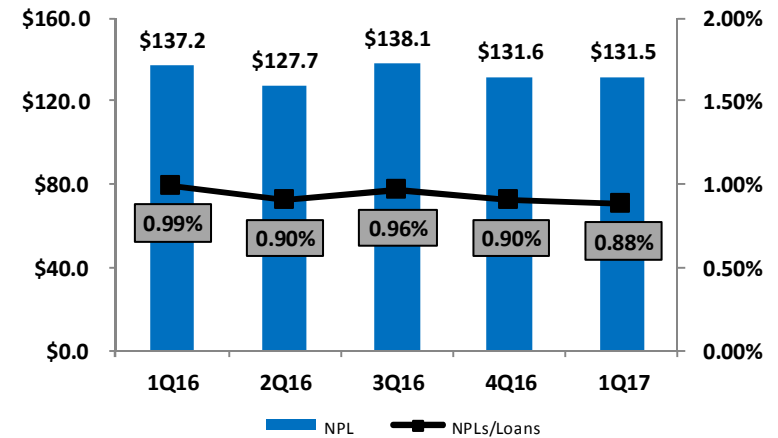
ASSET QUALITY

(\$ IN MILLIONS)

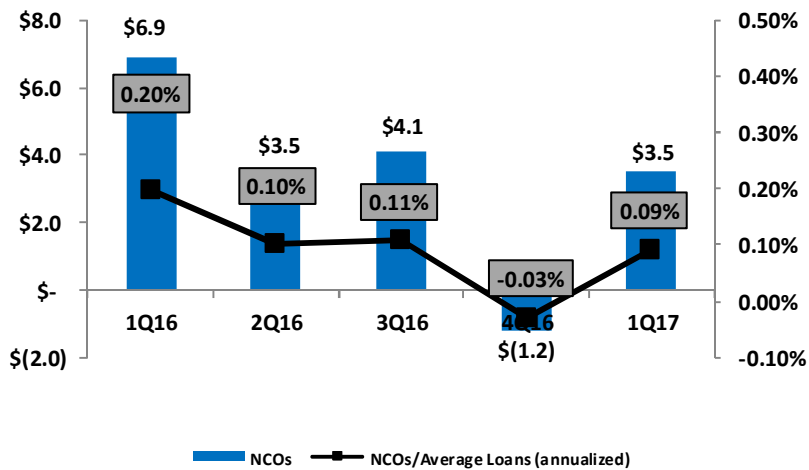
Provision for Credit Losses



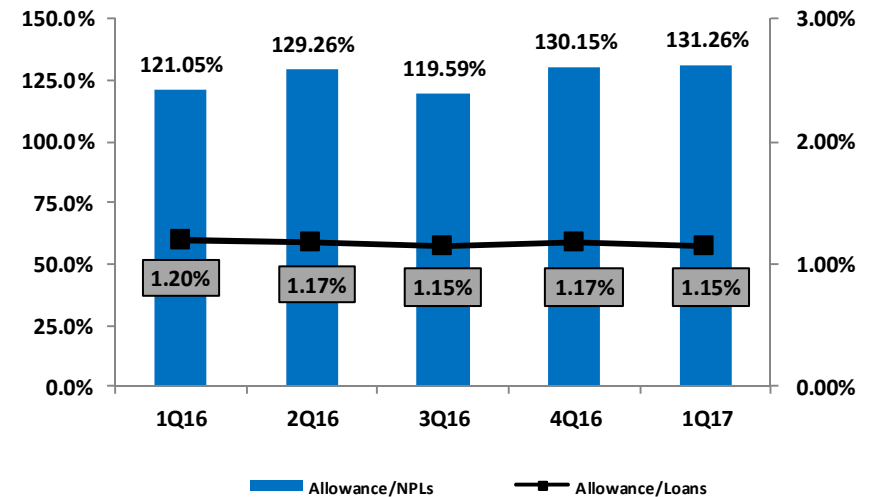
Non-Performing Loans (NPLs) & NPLs to Loans



Net Charge-offs (NCOs) and NCOs to Average Loans



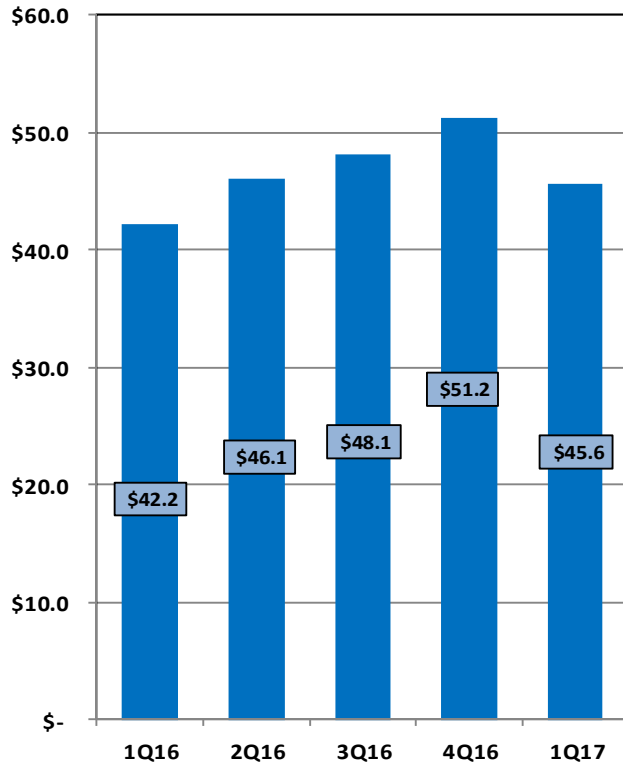
Allowance for Credit Losses (Allowance) to NPLs & Loans



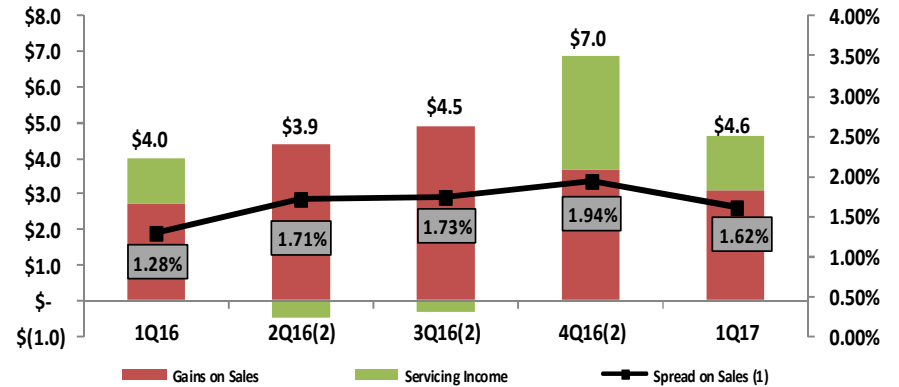
NON-INTEREST INCOME – QUARTER COMPARISON

(\$ IN MILLIONS)

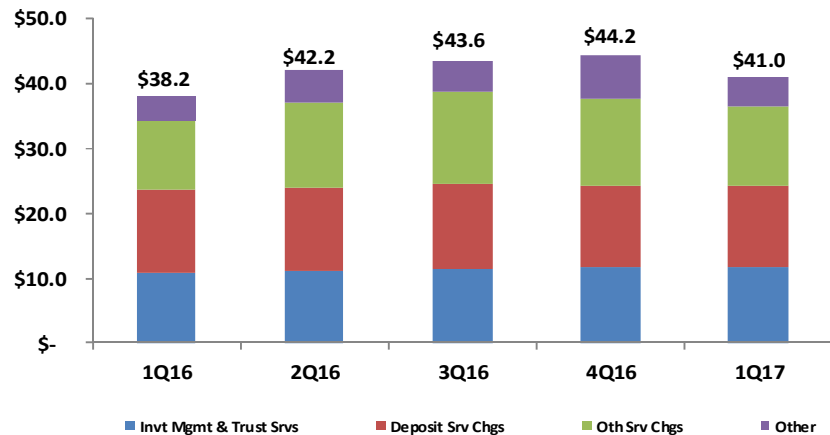
Non-Interest Income, Excluding Securities Gains



Mortgage Banking Income & Spreads



Other Non-Interest Income



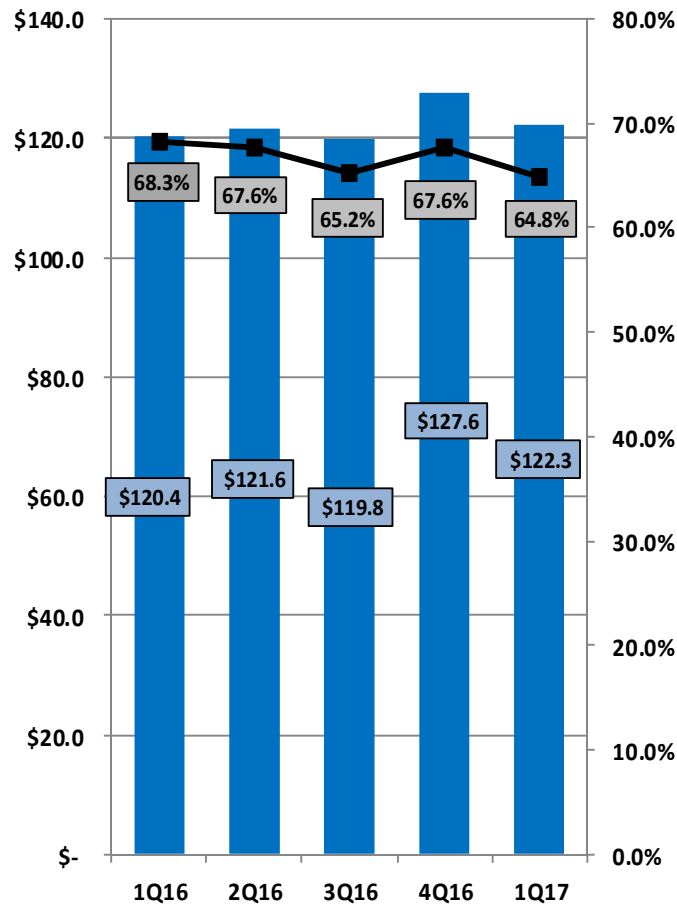
(1) Represents Gains on Sales divided by total new commitments to originate residential mortgage loans for customers.

(2) Servicing income includes \$1.7 and \$1.3 million Mortgage Servicing Rights (MSR) impairment charges in 2Q16 and 3Q16, respectively, and a \$1.7 million recovery in 4Q16.

NON-INTEREST EXPENSES – QUARTER COMPARISON

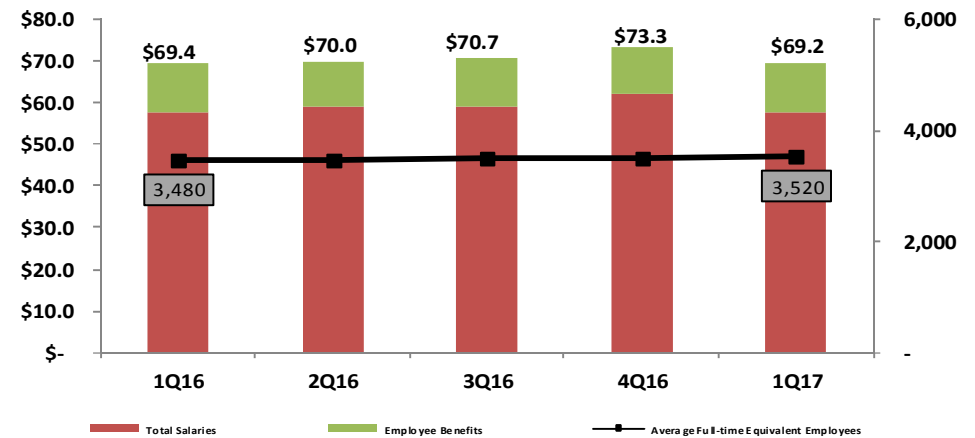
(\$ IN MILLIONS)

Non-Interest Expense & Efficiency Ratio (1)

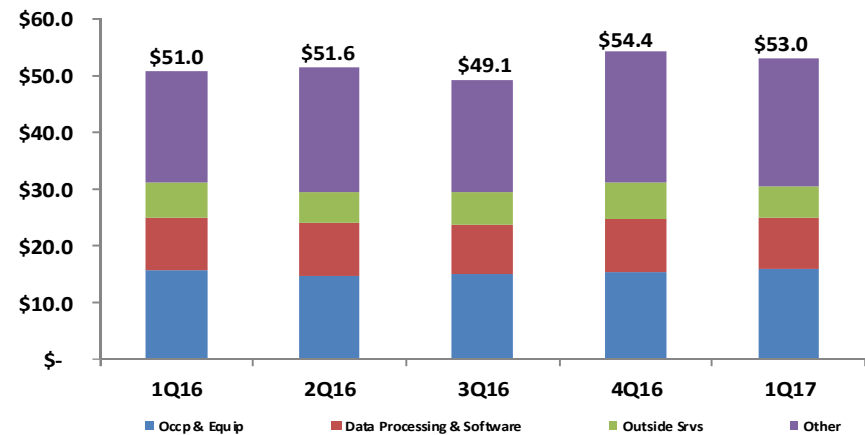


(1) Non-GAAP based financial measure. Please refer to the calculation and management's reasons for using this measure on the slide titled "Non-GAAP Reconciliation" at the end of this presentation.

Salaries and Employee Benefits & Staffing

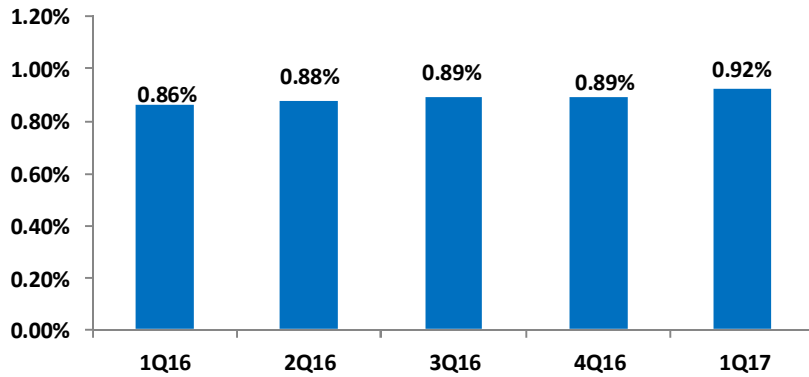


Other Non-Interest Expenses

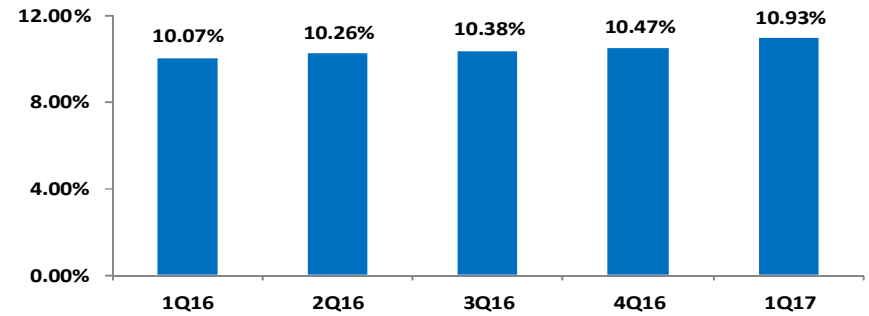


PROFITABILITY & CAPITAL

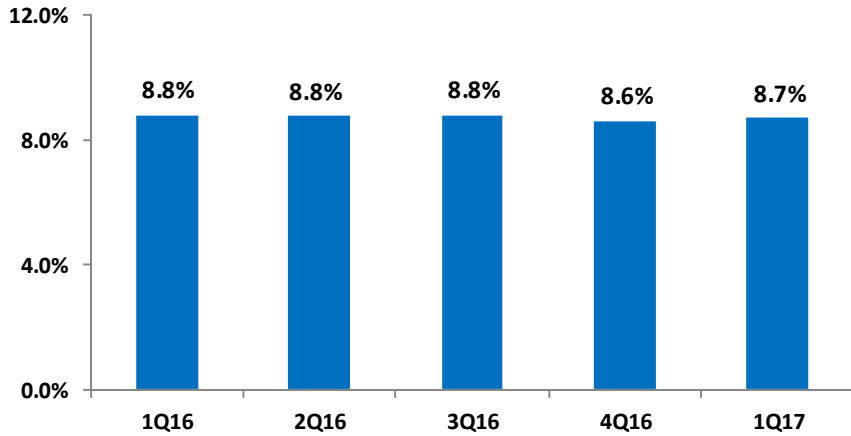
ROA⁽¹⁾



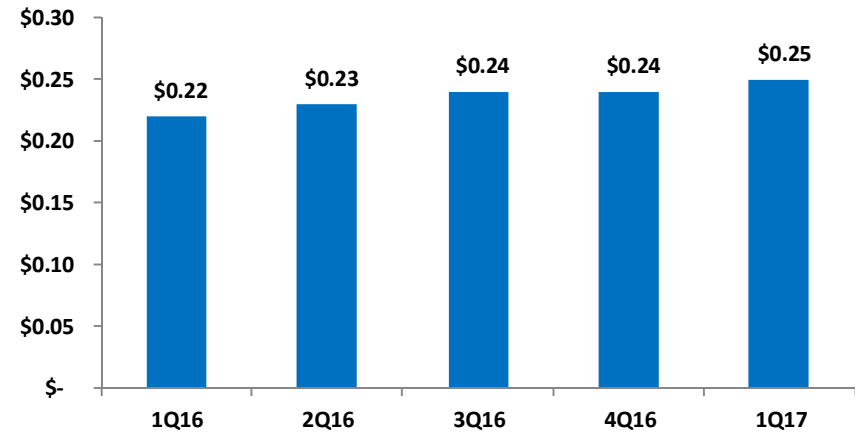
ROE (tangible)⁽²⁾



Tangible Common Equity Ratio⁽²⁾



Diluted Earnings Per Common Share



(1) ROA is return on average assets determined by dividing net income for the period indicated by average assets, annualized.

(2) Non-GAAP based financial measure. Please refer to the calculation and management's reasons for using this measure on the slide titled "Non-GAAP Reconciliation" at the end of this presentation.

STOCK REPURCHASE PROGRAMS

June 2012 to April 2017 Repurchase Programs ⁽¹⁾

Shares Repurchased	31.88 million
% of Outstanding Shares	15.9% ⁽²⁾
Amount Repurchased	\$375.1 million
Average Purchase Price	\$11.77

In October 2015, the Board of Directors approved a new repurchase program of up to \$50 million of the Corporation's common stock, or approximately 2.3% of outstanding shares, through December 31, 2016. In November 2016, the Board of Directors extended the timeframe for its stock repurchase program to December 31, 2017. The following is a summary of purchases under this program:

	<u># Shares</u>	<u>Total Cost</u>	<u>Per Share</u>
1Q 2016	917,000	\$11.2 million	\$12.21
2Q 2016	393,000	\$ 5.1 million	\$12.87
3Q 2016	<u>176,000</u>	<u>\$ 2.3 million</u>	\$13.00
Total	1,486,000	\$18.6 million ⁽³⁾	\$12.48

(1) Share repurchases completed from June 2012 through April 2017.

(2) Total shares repurchased as a percentage of outstanding common stock on June 30, 2012.

(3) Up to an additional \$31.4 million of common stock may be repurchased under the current program.

AVERAGE ASSETS AND ROA, BY BANK

	Three Months Ended		
	Mar 31, 2017	Return on Average Assets (1)	
	Average Assets (\$ Millions)	Three Months Ended Mar 31,	
		2017	2016
Fulton Bank, N.A.	\$10,697	1.09%	1.04%
The Columbia Bank	2,319	1.03%	0.82%
Lafayette Ambassador Bank	1,525	0.69%	0.95%
Fulton Bank of New Jersey	3,817	0.85%	0.68%
FNB Bank, N.A.	348	0.63%	0.60%
Swineford National Bank	312	0.52%	0.55%
Fulton Financial Corporation	\$19,061	0.92%	0.86%

(1) Net Income divided by average assets, annualized.

2017 OUTLOOK

The following outlook remains unchanged from prior quarter:

- **Loans & Deposits:** Annual average growth rate in the mid- to high-single digits
- **Asset Quality:** Provision driven primarily by loan growth
- **Non-Interest Income (Excluding Securities Gains):** Mid- to high-single digit growth rate
- **Non-Interest Expense:** Low- to mid-single digit growth rate
- **Capital:** Focus on utilizing capital to support growth and provide appropriate returns to our shareholders

The following outlook has been updated:

- **Net Interest Margin**
 - **Original:** Modest improvement (flat to 5 basis points) on a quarterly basis in Q1 and Q2; Q3 and Q4 margin trends will be largely dependent upon changes in the federal funds rate and competitor actions.
 - **Updated:** Modest improvement in Q2 (2 to 7 basis points); quarterly improvement of 3 to 9 basis points during Q3 and Q4, with variability within that range based on further changes in the federal funds rate and competitive pressure on deposit pricing.

APPENDIX



AVERAGE LOAN PORTFOLIO AND YIELDS

	1Q 2017		Change in			
	Balance	Yield	Balance From		Yield From	
			4Q 2016	1Q 2016	4Q 2016	1Q 2016
			<i>(dollars in millions)</i>			
Comm'l Mort	\$ 6,039	3.98%	\$ 211	\$ 552	0.08%	(0.05%)
Commercial	4,205	3.89%	124	110	0.15%	0.10%
Home Equity	1,613	4.18%	(21)	(61)	0.13%	0.08%
Resid Mort	1,638	3.76%	65	257	0.01%	(0.02%)
Construction	841	3.97%	(5)	49	0.19%	0.15%
Cons./Other	521	5.22%	7	98	(0.10%)	(1.05%)
Total Loans	\$14,857	4.00%	\$ 381	\$ 1,005	0.10%	-

*Note: Yields presented on a fully taxable-equivalent basis, using a 35% federal tax rate and statutory interest expense disallowances.
Average loan portfolio yield is for the three months ended March 31, 2017.*

AVERAGE CUSTOMER FUNDING AND RATES

	1Q 2017		Change In			
	Balance	Rate	Balance From		Rate From	
			4Q 2016	1Q 2016	4Q 2016	1Q 2016
	<i>(dollars in millions)</i>					
Nonint DDA	\$ 4,302	- %	\$ (30)	\$ 334	- %	- %
Int DDA	3,651	0.25%	(63)	213	0.04%	0.08%
Savings/MMDA	4,194	0.21%	(22)	261	0.00%	0.03%
CD's	2,739	1.09%	(38)	(129)	0.00%	0.05%
Total Deposits	14,886	0.32%	(153)	679	0.01%	0.02%
Cash Mgt	279	0.08%	12	34	0.00%	-0.01%
Total Customer Funding	\$ 15,165	0.32%	\$ (141)	\$ 713	0.01%	0.02%

Note: Average customer funding is for the three months ended March 31, 2017.

ENDING LOAN DISTRIBUTION BY STATE

MARCH 31, 2017

FULTON FINANCIAL
CORPORATION

	Comm'l	Comm'l Mortgage	Constr.	Res. Mtg.	Consumer & Other	Total
	<i>(in thousands)</i>					
Pennsylvania	\$ 3,070,601	\$ 3,187,600	\$ 499,503	\$ 673,827	\$ 1,298,488	\$ 8,730,019
New Jersey	527,703	1,447,594	151,448	251,524	383,192	2,761,461
Maryland	330,493	682,929	109,383	326,502	281,361	1,730,668
Virginia	109,731	494,165	58,464	335,004	62,220	1,059,584
Delaware	129,281	306,245	64,185	78,285	103,449	681,445
	<u>\$ 4,167,809</u>	<u>\$ 6,118,533</u>	<u>\$ 882,983</u>	<u>\$ 1,665,142</u>	<u>\$ 2,128,710</u>	<u>\$ 14,963,177</u>

NON-PERFORMING LOANS⁽¹⁾

MARCH 31, 2017



	Comm'l	Comm'l Mortgage	Constr.	Res. Mtg.	Consumer & Other	Total NPLs	Ending Loans by State	NPLs/Loans by State
<i>(dollars in thousands)</i>								
Pennsylvania	\$ 23,272	\$ 13,839	\$ 9,227	\$ 8,572	\$ 6,827	\$ 61,737	\$ 8,730,019	0.71%
New Jersey	6,520	13,709	371	6,520	4,761	31,881	2,761,461	1.15%
Maryland	1,853	1,666	347	1,870	1,392	7,128	1,730,668	0.41%
Virginia	7,756	943	17	5,648	541	14,905	1,059,584	1.41%
Delaware	4,425	6,556	3,588	987	325	15,881	681,445	2.33%
	\$ 43,826	\$ 36,713	\$ 13,550	\$ 23,597	\$ 13,846	\$ 131,532	\$ 14,963,177	0.88%
Ending Loans	\$ 4,167,809	\$ 6,118,533	\$ 882,983	\$ 1,665,142	\$ 2,128,710	\$ 14,963,177		
Non-performing Loan % (3/31/17)	1.05%	0.60%	1.53%	1.42%	0.65%	0.88%		
Non-performing Loan % (3/31/16)	0.97%	0.78%	1.48%	1.83%	0.85%	0.99%		

(1) Includes loans ≥ 90 days past due and accruing, and non-accrual loans.

NET CHARGE-OFFS (RECOVERIES)

THREE MONTHS ENDED MARCH 31, 2017

	Comm'l	Comm'l Mortgage	Constr.	Res. Mtg.	Consumer & Other	Total	Average Loans by State	Annualized Charge-Offs to Average Loans
	<i>(dollars in thousands)</i>							
Pennsylvania	\$ 1,513	\$ 337	\$ (238)	\$ (111)	\$ 1,114	\$ 2,615	\$ 8,704,369	0.12%
New Jersey	(19)	453	(11)	128	476	1,027	2,744,234	0.15%
Maryland	(152)	5	(52)	(5)	74	(130)	1,689,291	-0.03%
Virginia	(1)	(15)	-	(18)	5	(29)	1,041,270	-0.01%
Delaware	(5)	(6)	-	(8)	14	(5)	678,398	0.00%
	<u>\$ 1,336</u>	<u>\$ 774</u>	<u>\$ (301)</u>	<u>\$ (14)</u>	<u>\$ 1,683</u>	<u>\$ 3,478</u>	<u>\$ 14,857,562</u>	<u>0.09%</u>
 Average Loans	 \$ 4,205,070	 \$ 6,039,140	 \$ 840,968	 \$ 1,637,669	 \$ 2,134,715	 \$ 14,857,562		
Annualized Net Charge-offs								
(Recoveries) to Average Loans	0.13%	0.05%	-0.14%	0.00%	0.32%	0.09%		

INVESTMENT PORTFOLIO

MARCH 31, 2017

FULTON FINANCIAL
CORPORATION

	Weighted Avg. Remaining Life (in years)	Amortized Cost	Unrealized Gain (Loss)	Estimated Fair Value
		<i>(dollars in millions)</i>		
Collateralized mortgage obligations	3.7	\$ 576	\$ (10)	\$ 566
Mortgage-backed securities	5.4	1,322	(9)	1,313
State and municipal securities	8.2	404	(11)	393
Auction rate securities	0.3	107	(10)	97
Corporate debt securities	9.3	110	(2)	108
U.S. Government sponsored agency securities	6.2	6	-	6
Bank stocks	N/A	10	12	22
Other equity securities	N/A	1	-	1
Total Investments	5.3	\$ 2,536	\$ (30)	\$ 2,506

NON-INTEREST INCOME

(EXCLUDING SECURITIES GAINS)

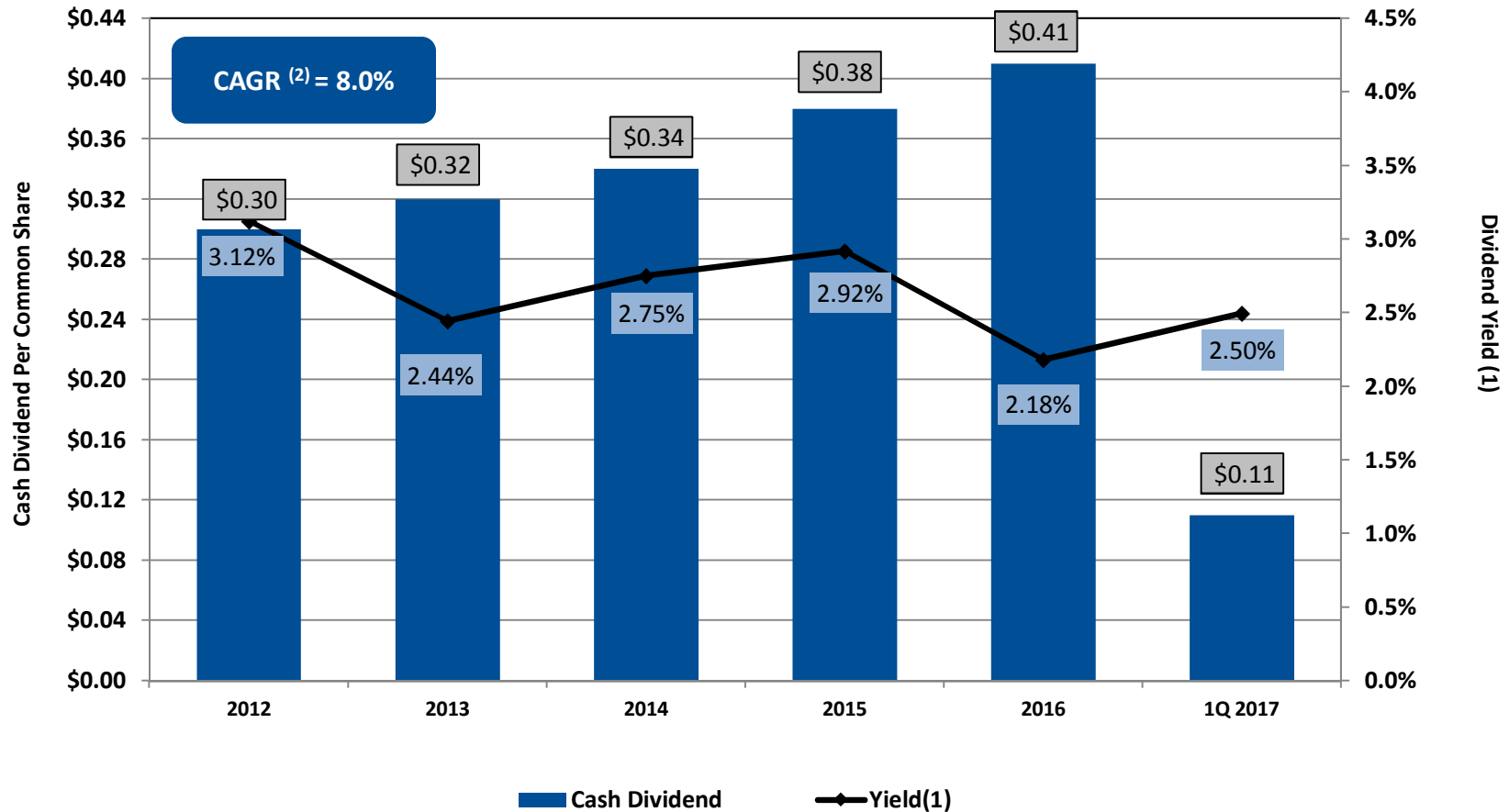
	1Q 2017	4Q 2016	1Q 2016	Change From	
				4Q 2016	1Q 2016
			<i>(in thousands)</i>		
Invt Mgt & Trust	\$ 11,808	\$ 11,610	\$ 10,988	\$ 198	\$ 820
Overdraft & NSF Fees	5,469	5,749	5,272	(280)	197
Mortgage Banking Income	4,596	6,959	4,030	(2,363)	566
Merchant Fees	3,607	3,981	3,682	(374)	(75)
Cash Mgt Fees	3,537	3,532	3,466	5	71
Service Charges	3,395	3,533	3,820	(138)	(425)
Commercial Swap Fees	3,058	3,008	1,442	50	1,616
Debit Card Fees	2,665	3,288	2,511	(623)	154
Credit Card Fees	2,648	2,564	2,424	84	224
Letters of Credit	1,200	1,119	1,146	81	54
Other Income	3,584	5,887	3,409	(2,303)	175
Total Non-Interest Income	\$ 45,567	\$ 51,230	\$ 42,190	\$ (5,663)	\$ 3,377

NON-INTEREST EXPENSE

	1Q 2017	4Q 2016	1Q 2016	Change From	
				4Q 2016	1Q 2016
	<i>(in thousands)</i>				
Salaries & Benefits	\$ 69,236	\$ 73,256	\$ 69,372	\$ (4,020)	\$ (136)
Occupancy & Equipment	16,022	15,206	15,591	816	431
Data Proc. & Software	8,979	9,442	9,321	(463)	(342)
Outside Services	5,546	6,536	6,056	(990)	(510)
Professional fees	2,737	2,783	2,333	(46)	404
Supplies & Postage	2,616	2,447	2,579	169	37
FDIC Insurance	2,058	2,067	2,949	(9)	(891)
Marketing	1,986	1,730	1,624	256	362
Telecommunications	1,295	1,345	1,488	(50)	(193)
Operating Risk Loss	1,210	733	540	477	670
OREO & Repo Expenses, net	602	181	638	421	(36)
Other Expenses	9,988	11,895	7,922	(1,907)	2,066
Total Non-Interest Expenses	\$ 122,275	\$ 127,621	\$ 120,413	\$ (5,346)	\$ 1,862

A SUSTAINABLE PAYOUT

Cash Dividend Per Common Share & Yield



(1) Annual dividend per share divided by period-end stock price.
 (2) Compounded annual growth rate from December 31, 2012 to annualized March 31, 2017.

NON-GAAP RECONCILIATION

Note: The Corporation has presented the following non-GAAP (Generally Accepted Accounting Principles) financial measures because it believes that these measures provide useful and comparative information to assess trends in the Corporation's results of operations and financial condition. Presentation of these non-GAAP financial measures is consistent with how the Corporation evaluates its performance internally and these non-GAAP financial measures are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in the Corporation's industry. Investors should recognize that the Corporation's presentation of these non-GAAP financial measures might not be comparable to similarly-titled measures of other companies. These non-GAAP financial measures should not be considered a substitute for GAAP basis measures and the Corporation strongly encourages a review of its condensed consolidated financial statements in their entirety.

	Three Months Ended				
	Mar 31 2016	Jun 30 2016	Sep 30 2016	Dec 31 2016	Mar 31 2017
Efficiency ratio	(dollars in thousands)				
Non-interest expense - Numerator	\$ 120,413	\$ 121,637	\$ 119,848	\$ 127,621	\$ 122,275
Net interest income (fully taxable equivalent)	\$ 134,026	\$ 133,890	\$ 135,784	\$ 137,571	\$ 143,243
Plus: Total Non-interest income	43,137	46,137	48,149	52,755	46,673
Less: Investment securities gains	(947)	(76)	(2)	(1,525)	(1,106)
Denominator	\$ 176,216	\$ 179,951	\$ 183,931	\$ 188,801	\$ 188,810
Efficiency ratio	68.3%	67.6%	65.2%	67.6%	64.8%
	Three Months Ended				
	Mar 31 2016	Jun 30 2016	Sep 30 2016	Dec 31 2016	Mar 31 2017
	(dollars in thousands)				
Return on Average Shareholders' Equity (ROE) (Tangible)					
Net income - Numerator	\$ 38,257	\$ 39,750	\$ 41,468	\$ 42,150	\$ 43,380
Average shareholders' equity	\$ 2,058,799	\$ 2,089,915	\$ 2,120,596	\$ 2,132,655	\$ 2,140,547
Less: Average goodwill and intangible assets	(531,556)	(531,556)	(531,556)	(531,556)	(531,556)
Average tangible shareholders' equity (denominator)	\$ 1,527,243	\$ 1,558,359	\$ 1,589,040	\$ 1,601,099	\$ 1,608,991
Return on average common shareholders' equity (tangible), annualized	10.07%	10.26%	10.38%	10.47%	10.93%

NON-GAAP RECONCILIATION (CON'T)

	Mar 31 2016	Jun 30 2016	Sep 30 2016	Dec 31 2016	Mar 31 2017
<i>(dollars in thousands)</i>					
<u>Tangible Common Equity to Tangible Assets (TCE Ratio)</u>					
Shareholders' equity	\$ 2,073,309	\$ 2,106,997	\$ 2,129,436	\$ 2,121,115	\$ 2,154,683
Less: Intangible assets	(531,556)	(531,556)	(531,556)	(531,556)	(531,556)
Tangible shareholders' equity (numerator)	<u>\$ 1,541,753</u>	<u>\$ 1,575,441</u>	<u>\$ 1,597,880</u>	<u>\$ 1,589,559</u>	<u>\$ 1,623,127</u>
Total assets	\$ 18,122,254	\$ 18,480,035	\$ 18,701,062	\$ 18,944,247	\$ 19,178,576
Less: Intangible assets	(531,556)	(531,556)	(531,556)	(531,556)	(531,556)
Total tangible assets (denominator)	<u>\$ 17,590,698</u>	<u>\$ 17,948,479</u>	<u>\$ 18,169,506</u>	<u>\$ 18,412,691</u>	<u>\$ 18,647,020</u>
Tangible Common Equity to Tangible Assets	<u>8.8%</u>	<u>8.8%</u>	<u>8.8%</u>	<u>8.6%</u>	<u>8.7%</u>

	Three Months Ended				
	Mar 31 2016	Jun 30 2016	Sep 30 2016	Dec 31 2016	Mar 31 2017
<i>(in thousands)</i>					
<u>Pre-Provision Net Revenue</u>					
Net interest income	\$ 129,054	\$ 128,916	\$ 130,565	\$ 132,237	\$ 137,579
Non-interest income	43,137	46,137	48,149	52,755	46,673
Less: Investment securities gains	(947)	(76)	(2)	(1,525)	(1,106)
Total Revenue	<u>171,244</u>	<u>174,977</u>	<u>178,712</u>	<u>183,467</u>	<u>183,146</u>
Total Non-interest expense	<u>120,413</u>	<u>121,637</u>	<u>119,848</u>	<u>127,621</u>	<u>122,275</u>
Pre-Provision Net Revenue	<u>\$ 50,831</u>	<u>\$ 53,340</u>	<u>\$ 58,864</u>	<u>\$ 55,846</u>	<u>\$ 60,871</u>

FULTON FINANCIAL CORPORATION



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