UNIVEST®

BANKING | INSURANCE | INVESTMENTS

Investor Presentation

February 14, 2023

Safe Harbor Statement

Cautionary Note Regarding Forward-Looking Statements

The information contained in this report may contain forward-looking statements. When used or incorporated by reference in disclosure documents, the words "believe," "anticipate," "estimate," "expect," "project," "target," "goal" and similar expressions are intended to identify forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements may include, but are not limited to: statements of our goals, intentions and expectations; statements regarding our business plans, prospects, growth and operating strategies; statements regarding the quality of our loan and investment portfolios; and estimates of our risks and future costs and benefits. These forward-looking statements are based on current beliefs and expectations of our management and are subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond our control. In addition, these forward-looking statements are subject to assumptions with respect to future business strategies and decisions that are subject to change. Certain of these risks, uncertainties and assumptions are set forth below as well as the risk factors described in Item 1A. "Risk Factors":

- Operating, legal and regulatory risks;
- Economic, political and competitive forces;
- General economic conditions, either nationally or in our market areas, that are worse than expected included as a result of employment levels and labor shortages, and the effect of inflation, a potential recession or slowed economic growth caused by supply chain disruptions or otherwise;
- Legislative, regulatory and accounting changes;
- Monetary and fiscal policies of the U.S. government, including policies of the U.S. Treasury and the Board of Governors of the Federal Reserve System;
- Demand for our financial products and services in our market area;
- Major catastrophes such as earthquakes, floods or other natural or human disasters and infectious disease outbreaks, including the current coronavirus (COVID-19) pandemic, the related disruption to local, regional and global economic activity and financial markets, and the impact that any of the foregoing may have on us and our customers and other constituencies;
- Inflation or volatility in interest rates that reduce our margins and yields, the fair value of financial instruments or our level of loan originations or prepayments on loans we have made and make;
- Fluctuations in real estate values in our market area;
- The composition and credit quality of our loan and investment portfolios;
- Changes in the level and direction of loan delinquencies, classified and criticized loans and charge-offs and changes in estimates of the adequacy of the allowance for credit losses;
- Changes in the economic assumptions utilized to calculate the allowance for credit losses;
- Our ability to access cost-effective funding;
- Our ability to implement our business strategies;
- Our ability to manage market risk, credit risk and operational risk;
- Timing and amount of revenue and expenditures;
- Adverse changes in the securities markets;
- The impact of any military conduct, terrorist act or other geopolitical acts;
- Our ability to enter new markets successfully and capitalize on growth opportunities;
- Competition for loans, deposits and employees;

Safe Harbor Statement (cont'd)

Cautionary Note Regarding Forward-Looking Statements

- System failures or cyber-security breaches of our information technology infrastructure and those of our third-party service providers;
- The failure to maintain current technologies and/or to successfully implement future information technology enhancements;
- Our ability to retain key employees;
- Other risks and uncertainties, including those occurring in the U.S. and world financial systems; and
- The risk that our analysis of these risks and forces could be incorrect and/or that the strategies developed to address them could be unsuccessful.

Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated, expected or projected. These forward-looking statements speak only as of the date of the report. Univest Financial Corporation (the Corporation) expressly disclaims any obligation to publicly release any updates or revisions to reflect any change in the Corporation's expectations with regard to any change in events, conditions or circumstances on which any such statement is based.

Non-GAAP Financial Measures

This presentation contains financial information determined by methods other than in accordance with accounting principles generally accepted in the United States of America ("GAAP"). These non-GAAP measures include tangible common equity, core net interest income excluding PPP, core noninterest expense excluding purchase accounting ("PA"), core tax equivalent revenue, core pre-tax pre-provision income less net charge-offs ("PTPP-NCO"), average assets excluding PPP, and average interest earning assets excluding excess liquidity and PPP. Management uses these "non-GAAP" measures in its analysis of the Corporation's performance. Management believes these non-GAAP financial measures allow for better comparability of period to period operating performance. Additionally, the Corporation believes this information is utilized by regulators and market analysts to evaluate a company's financial condition and therefore, such information is useful to investors. 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. A reconciliation of the non-GAAP measures used in this presentation to the most directly comparable GAAP measures is provided in the Appendix to this presentation.

COMPANY OVERVIEW

Univest Company Overview

- Headquartered in Souderton, Pennsylvania (Montgomery County)
- Bank founded in 1876, holding company formed in 1973
- Engaged in financial services business, providing full range of banking, insurance and wealth management services
  - Comprehensive financial solutions delivered locally
- Experienced management team with proven performance track record
- Primarily serving thirteen counties in the Southeastern and Central regions of Pennsylvania and three counties in Southern New Jersey; recently expanded into Western PA and Maryland
- Operating leverage and scale with $7.2 billion of assets, $4.2 billion of assets under management and supervision and agent for $208 million of underwritten insurance premiums as of 12/31/22

UVSP by the Numbers

7th Largest Diversified Financial Institution Headquartered in PA

10% Core EPS < 5-year CAGRs > **7.2%** TBV/Share

Conservatively Managed Organic Growth Engine

~25% - 30%
High Margin Fee Income Business Revenue/Total

11.1% 5-yr CAGR
Organic Loan Growth w/ Exceptional Asset Quality

10.7% 5-yr CAGR
Organic Core Deposit Growth

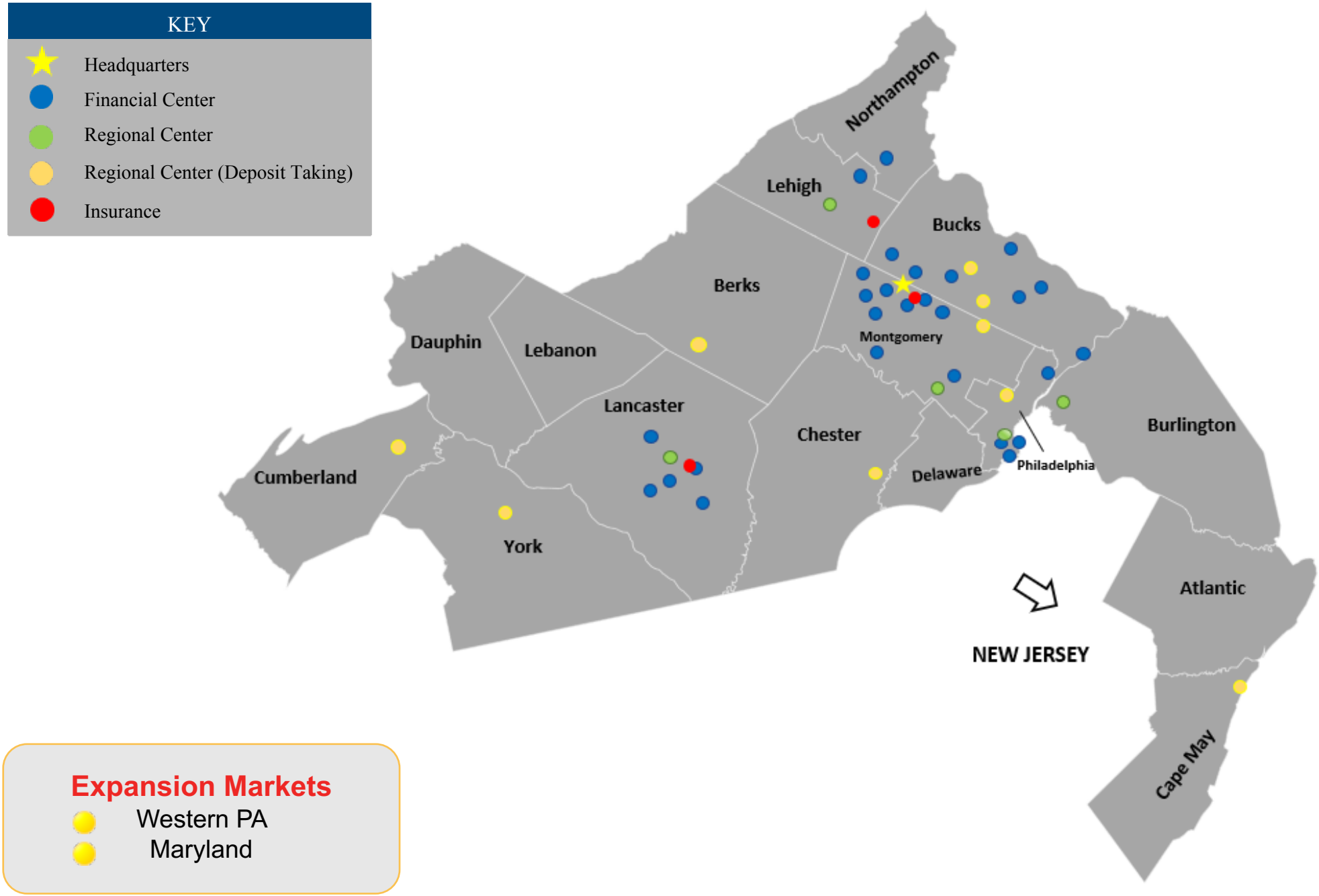
2nd
Largest Bank-owned Insurance Agency in PA

3rd
Largest Bank-owned Wealth Management business in PA

Executive Leadership Team

Name	Age	Tenure (yrs) with Univest	Title
Jeffrey M. Schweitzer	49	15	President and CEO, Univest Financial Corporation
Michael S. Keim	55	14	Chief Operating Officer, Univest Financial Corporation and President, Univest Bank and Trust Co.
Brian J. Richardson	40	6	Senior Executive Vice President, Chief Financial Officer
Megan D. Santana	47	6	Senior Executive Vice President, Chief Risk Officer and General Counsel
Patrick C. McCormick	45	0	Executive Vice President, Chief Credit Officer (joined Univest in April 2022)
John Haurin	57	6	President, Commercial Banking, East Penn and NJ Division
Thomas J. Jordan	55	6	President, Commercial Banking, Central PA Division
Christopher M. Trombetta	53	0	President, Commercial Banking, Western PA Division (joined Univest in April 2022)
Matthew L. Cohen	40	0	President, Commercial Banking, Maryland Division (joined Univest in April 2022)
Ronald R. Flaherty	55	14	President, Univest Insurance, Inc.
David W. Geibel	50	9	President, Girard (Univest Wealth Management Division)
William J. Clark	58	16	President, Univest Capital, Inc.
Brian E. Grzebin	51	4	President, Mortgage Banking Division
Dana E. Brown	55	6	President, Consumer Services
Eric W. Conner	51	16	Senior Executive Vice President and Chief Information Officer
M. Theresa Fosko	52	19	Executive Vice President and Director of Human Resources
Briana J. Dona	42	22	Executive Vice President and Managing Director of Innovation
Joseph A. Pensabene	56	0	Executive Vice President and Managing Director of Operations (joined Univest August 2022)

Univest Primary Physical Service Area



Market Opportunity

- Univest is one of the two largest community focused financial institutions remaining headquartered in the Philadelphia market (WSFS being the other)

- Univest Bank and Trust Co. primarily operates in thirteen counties in Pennsylvania including: Berks, Bucks, Chester, Cumberland, Dauphin, Delaware, Lancaster, Lebanon, Lehigh, Montgomery, Northampton, Philadelphia and York

- The current Univest financial center network is predominantly concentrated in Bucks, Lancaster, Montgomery and Philadelphia counties

Market Share (6/30/22)					
Market	Market Rank	# of Branches	Deposits	6/2022 Share %	6/2021 Share %
Montgomery County	5th	12	$3.0B	7.2%	7.1%
Bucks County	7th	9	$1.4B	5.4%	5.3%
Philadelphia County	13th	6	$500M	0.7%	0.7%
Lancaster County	10th	5	$467M	2.9%	2.8%

Source: FDIC Market Share Data

2023 Strategy

Digital Transformation:

- Leverage our previous technology investments and further enhance our ability to deliver our financial solutions digitally with a human touch; Focus on data analytics and personalization to increase capture from existing customers
- Achieve the hub and spoke operating model when entering new markets without sacrificing on customer service

Improve Operating Leverage:

- Maximize the potential of digital capabilities to create operating leverage and reduce our efficiency ratio

Balance Sheet Optimization:

- Maintain net interest margin in 2023 with peer competitive metrics
- Execute a diversified deposit sourcing strategy

Grow Fee Revenue:

- Continue to grow non-interest income and pre-tax income in the Mortgage Banking, Wealth Management and Insurance lines of business

ESG Initiatives and Reporting:

- Continue to enhance ESG reporting to comply with evolving SEC requirements
- Execute on third year of three-year Strategic Roadmap related to diversity, equity and inclusion

Our Digital Transformation Continues

Over the last several years, we have been focused on our digital transformation and took several necessary steps to prepare, such as the adoption of Office 365, transitioning to the cloud and the deployment of nCino and Salesforce. The next step of the process is developing **a new way of working and thinking** to advance and accelerate this transformational journey.

A competitive and comparative analysis helped us **better understand customer expectations,** including

- the ability to **self serve** or access **24/7 support**,
- the desire for **companies to know customers** and **personalize experiences**, and
- the importance of **simple and sleek** visual experiences.

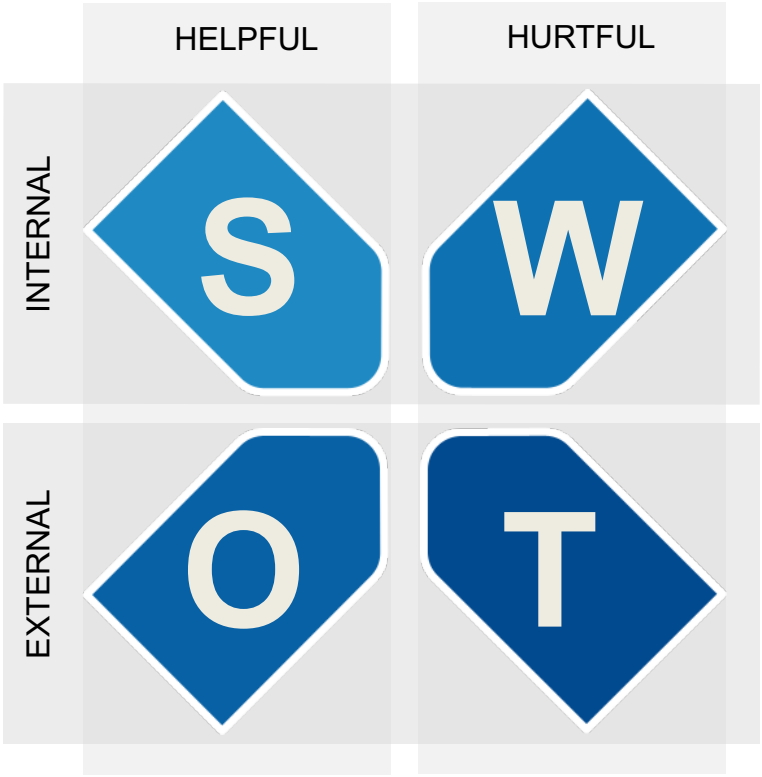
We have made great strides over the last several years and will continue to focus our efforts on select initiatives that directly align with our **customer-centric strategy** and drive our multi-year transformational journey forward.

Strengths

Exceptional people deliver a **relationship-based** approach that customers appreciate

Weaknesses

Need a **support and prioritization model** that scales to meet the customer's needs when/how they desire



Opportunities

Larger competitors are more advanced in **leveraging customer data** to deliver personalized, omnichannel experiences

Threats

COVID-19 intensified the need for digital transformation with **required shifts in ways of working**

Delivering on a customer-centric transformation

Benefit to Customers

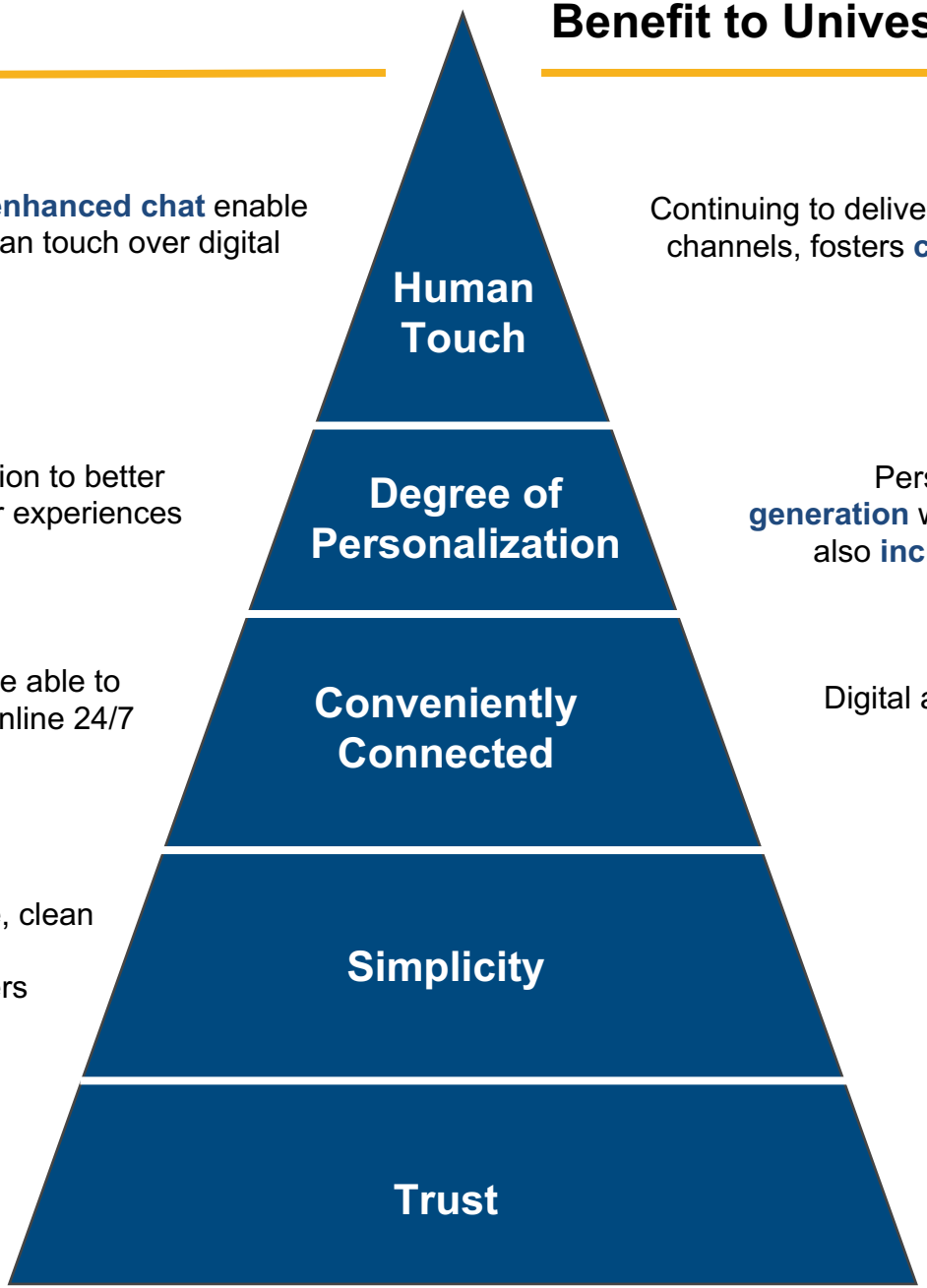
Digital scheduler capabilities and enhanced chat enable Univest to continue delivering its human touch over digital channels

Data modernization lays the foundation to better know customers and personalize their experiences

Customers and small business will be able to open accounts and apply for loans online 24/7

Website redesign delivers a simple, clean web experience for existing and prospective small business customers

Authenticated experiences provide sense of security while **thought leadership** and **personalized** content build trust



Benefit to Univest

Continuing to deliver Univest's human touch, over digital channels, fosters **customer retention** and encourages **increased share of wallet**

Personalized experiences **enhance lead generation** with **improved quality of leads** while also **increasing penetration per household**

Digital account opening affords **efficiencies** and supports **ability to scale**

Enhanced security protects Univest and its customers and maintains customer trust, which improves **customer retention rates**

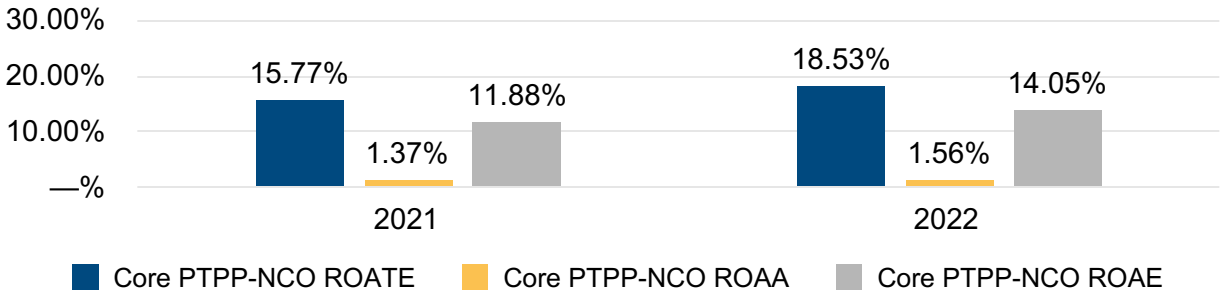
Attractive Investment Opportunity

Super-Community Bank Headquartered in attractive Southeastern Pennsylvania market

Diversified lines of business and revenue streams (i.e. Noninterest Income represents ~25% - 30% of total revenue)

Opportunity and ability to scale and obtain operating leverage

Strong Earnings Performance[1]



Dividend Yield

2.97% (2)

Attractive Valuation

9.4x Projected 2023 EPS (2)(3)
1.38x Tangible Book Value per Share (1)(2)

1. This is a non-GAAP financial measure. Refer to the Appendix for reconciliation.
2. Based on price of $28.28 (represents average closing price 2/6/23-2/10/23).
3. Based on analyst average consensus of $3.01 EPS for 2023 (KBW projection of $3.02, Piper Sandler projection of $2.99 and Stephens projection of $3.01).

SUMMARY FINANCIAL HIGHLIGHTS

2022 Results

Earnings

Reported Earnings: $78.1 million
$2.64 per Share

Core PTPP-NCO[1]: $108.4 million

Reported ROAA: 1.12%
Core PTPP-NCO ROAA[1]: 1.56%

Reported ROATE [1]: 13.36%
Core PTPP-NCO ROATE [1]: 18.53%

Loans & Deposits

Loan Growth excl. PPP [1]: 16.0% ↑

Deposit Growth: (2.3)% ↓

Average Loan to Deposit Ratio: 96.7%

Key Ratios

Net Interest Margin[1] of 3.52% (tax-equivalent excluding purchase accounting, PPP loans and excess liquidity)

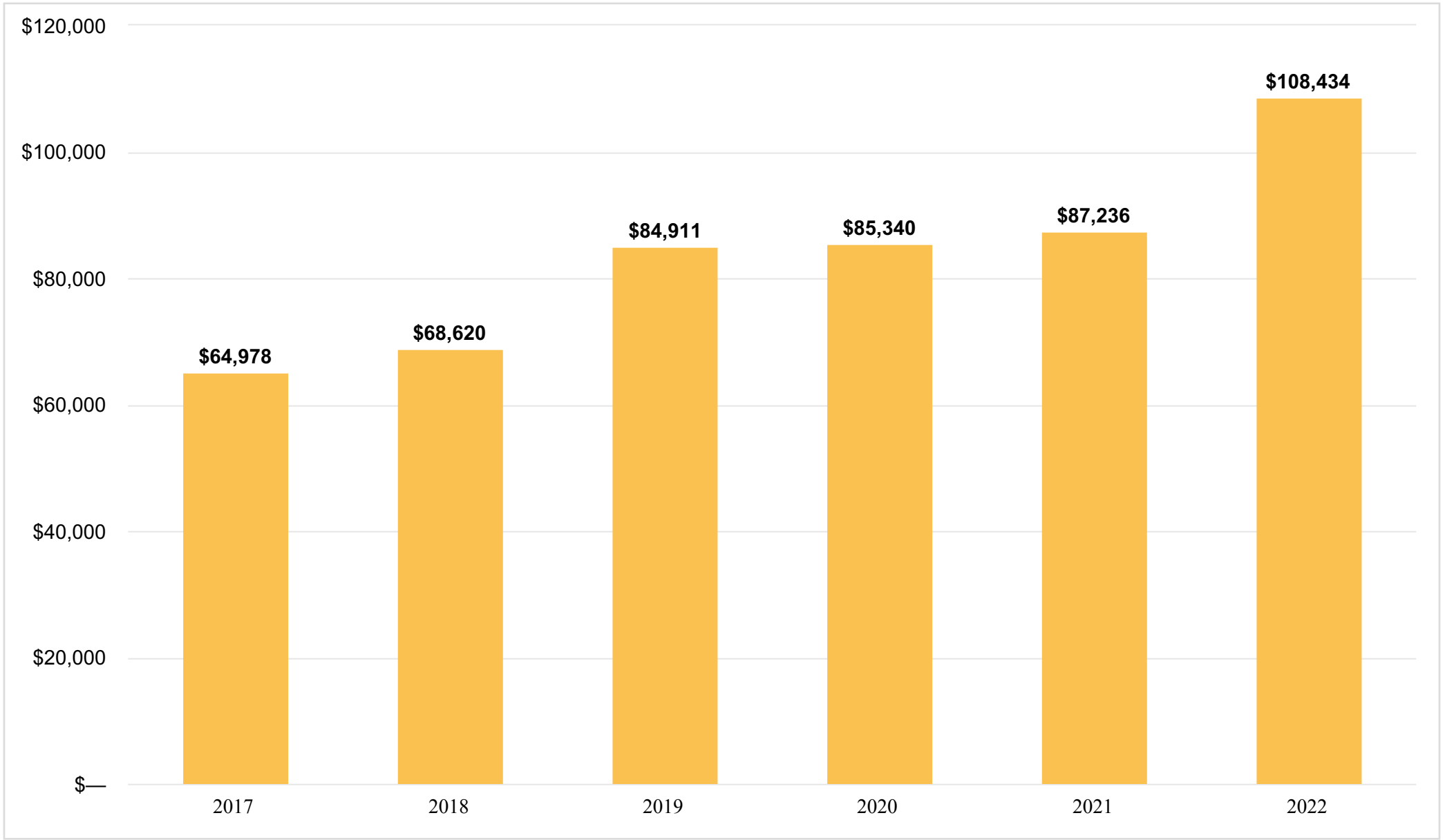
Reported Efficiency Ratio[2] of 62.4%; **Core Efficiency Ratio[1,2]** of 61.3%

Non-Performing Assets to Total Assets of 0.46%

Tangible Equity[1] to Tangible Assets of 8.5% and **Tangible Book Value Per Share** of $20.42 at 12/31/22

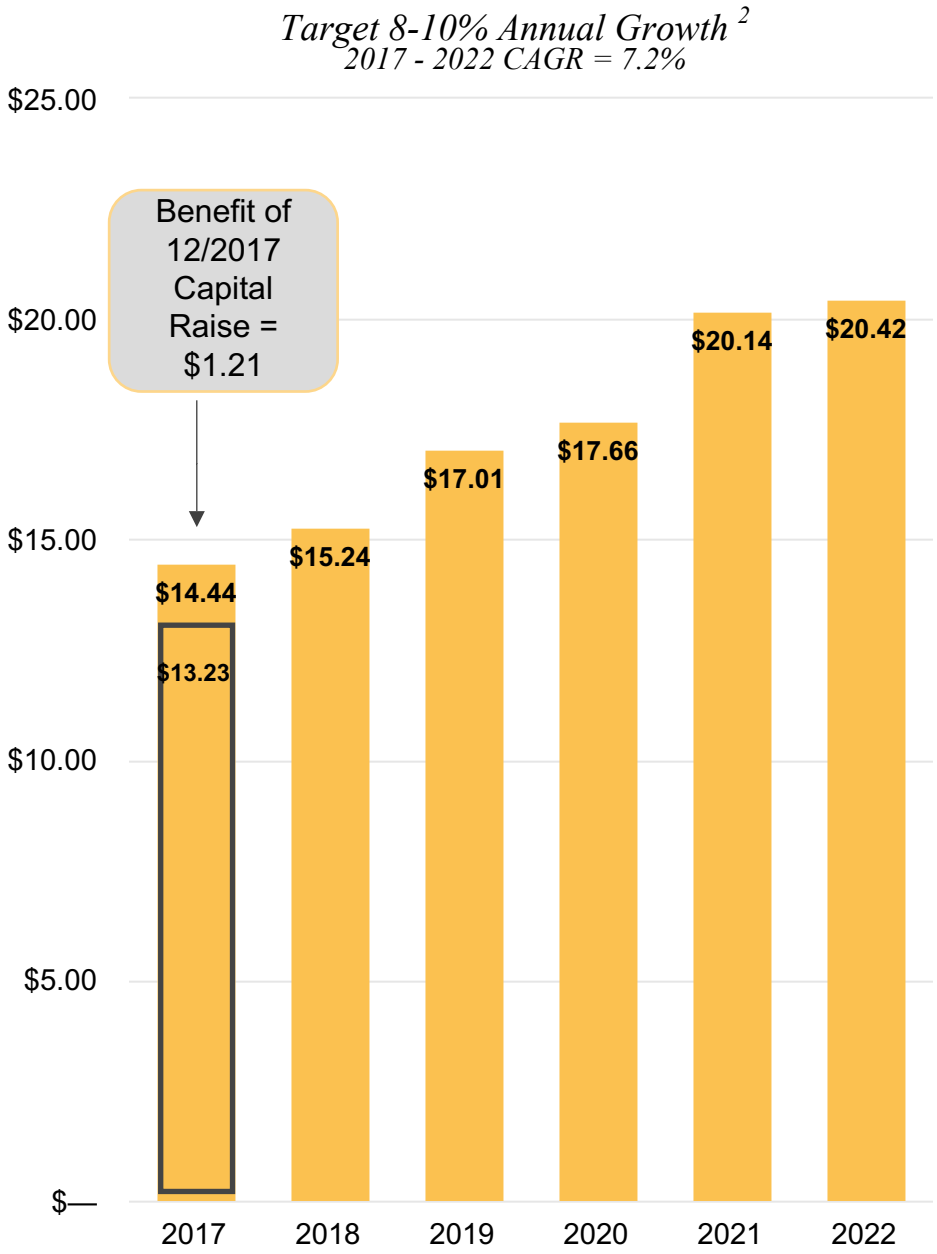
1. This is a non-GAAP financial measure. Refer to the Appendix for reconciliation.
2. Includes PA capital stock tax expense - increases efficiency ratio by approximately 170 bps

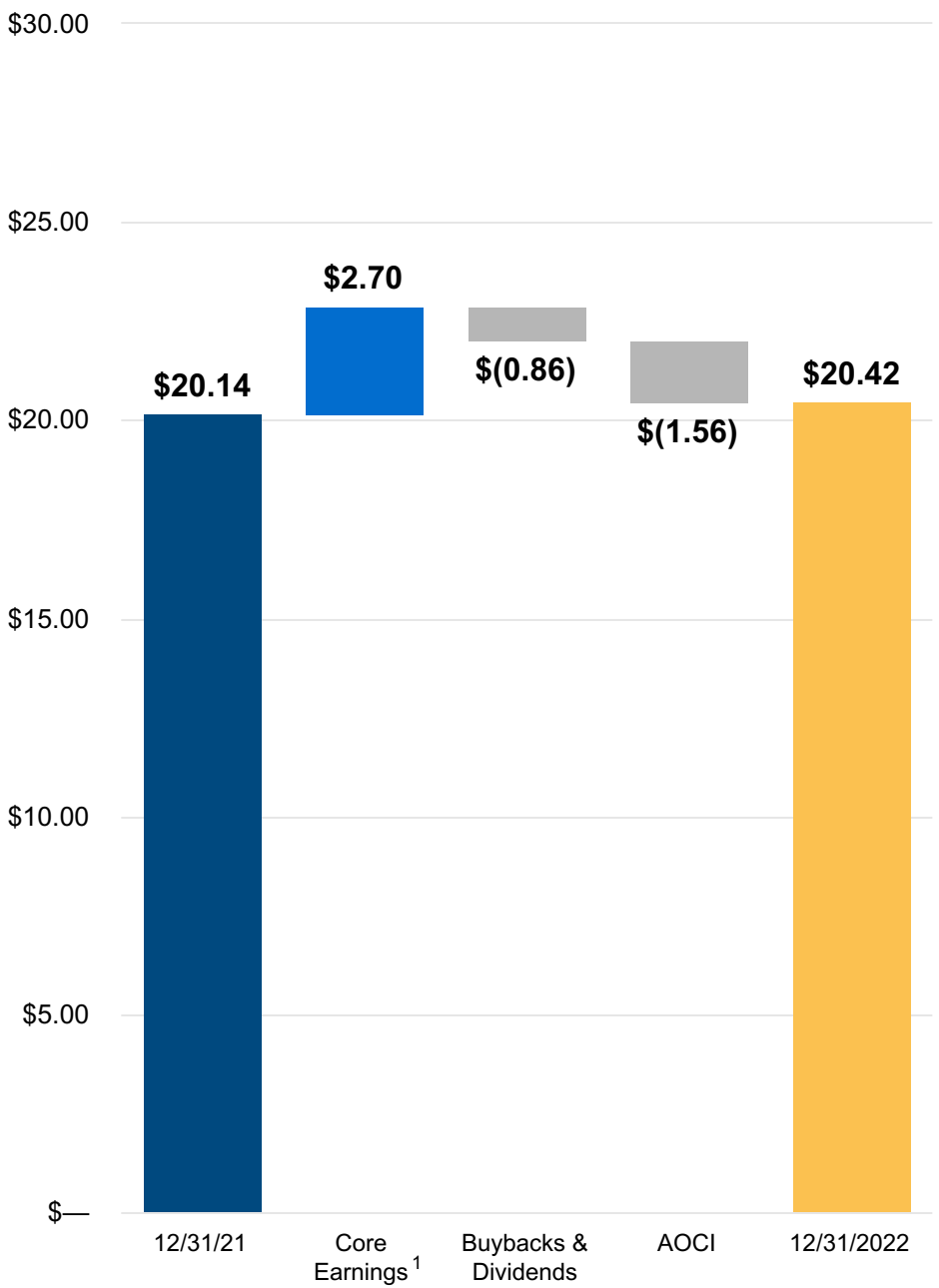
Core Pre-Tax Pre-Provision Income less Net Charge-Offs[1]



1. This is a non-GAAP financial measure. Refer to the Appendix for reconciliation.

Tangible Book Value Per Share[1]

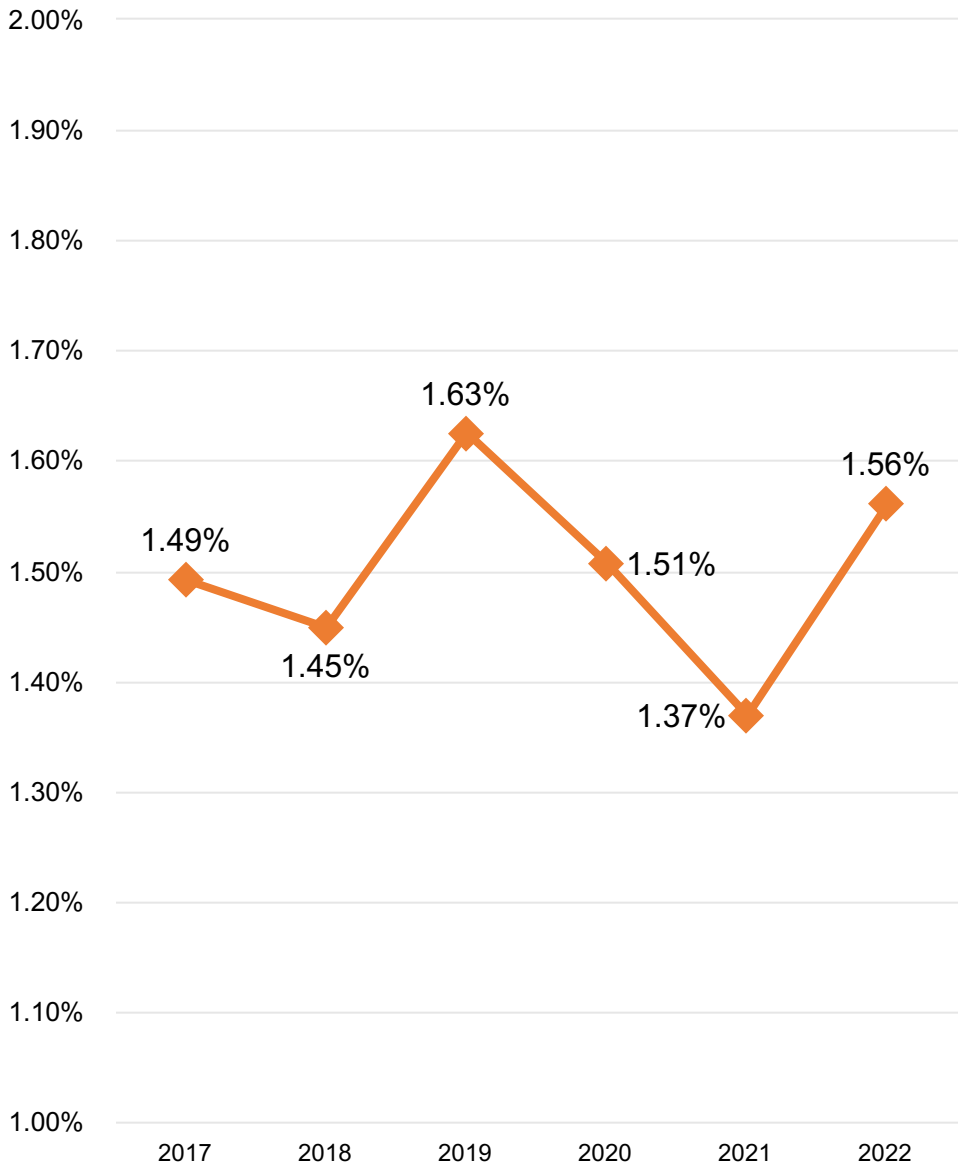




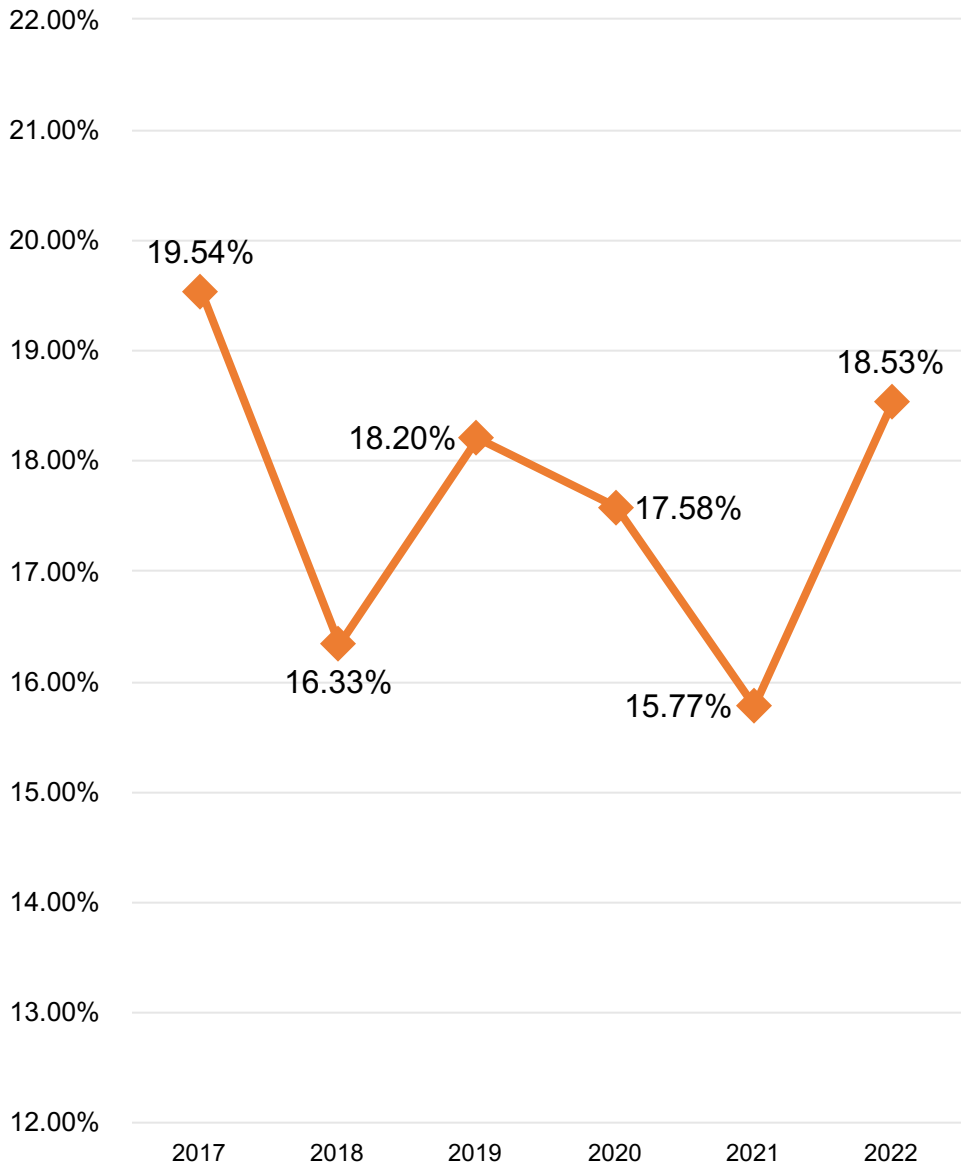
1. This is a non-GAAP financial measure. Refer to the Appendix for reconciliation.
2. Assumes no Wealth Management or Insurance acquisitions.

Core PTPP- NCO ROAA & ROTE

Core PTPP-NCO ROAA[1]



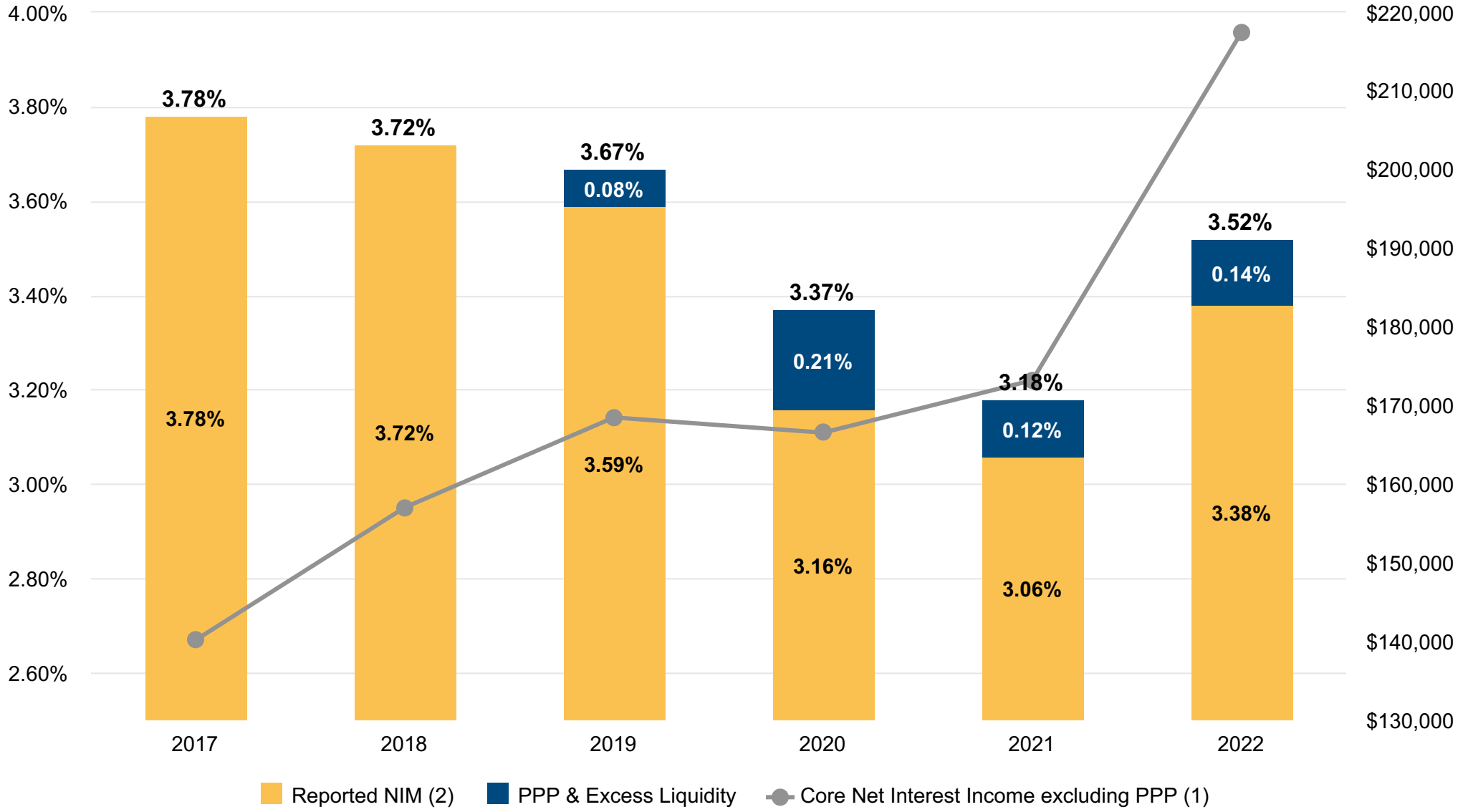
Core PTPP-NCO ROTE[1]



1. This is a non-GAAP financial measure. Refer to the Appendix for reconciliation.

Net Interest Income (Slightly Asset Sensitive)

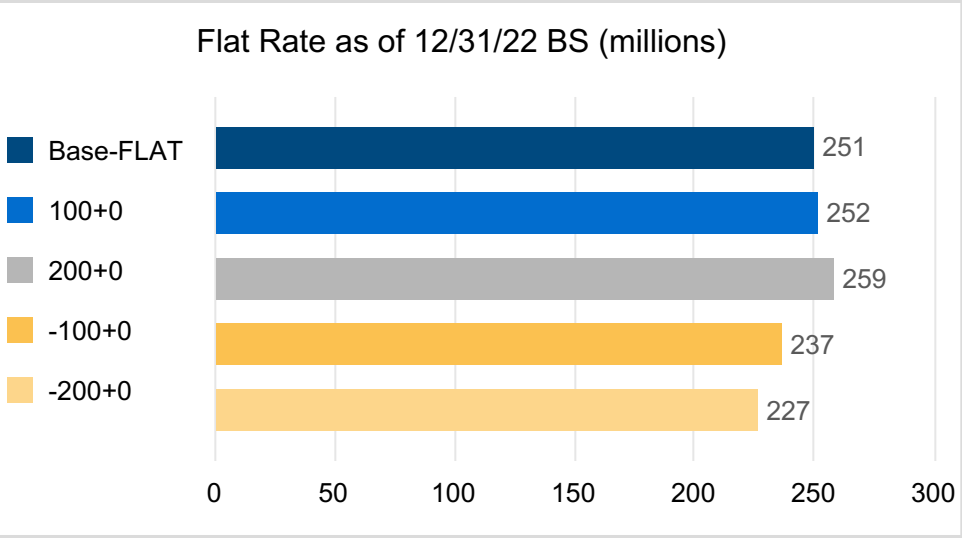
Core Net Interest Margin



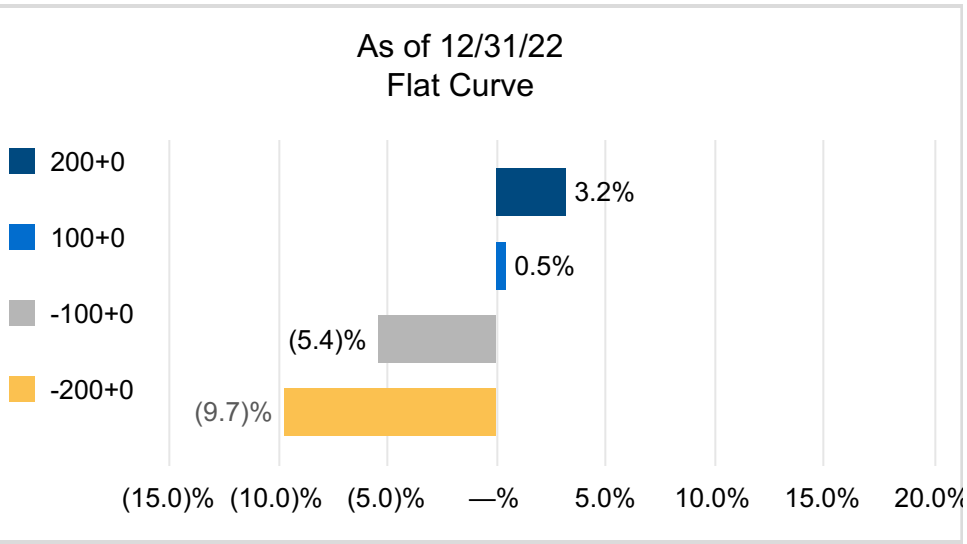
1. This is a non-GAAP financial measure. Refer to the Appendix for reconciliation.
2. Pro forma tax equivalent margin calculation excludes purchase accounting accretion and is based upon a pro forma 21% tax rate for all periods presented

Interest Rate Sensitivity

Net Interest Income Simulations



Change in NII %



Loan Growth (Q4 2019 to Q4 2022) [1]

Loan Growth
$1.7B

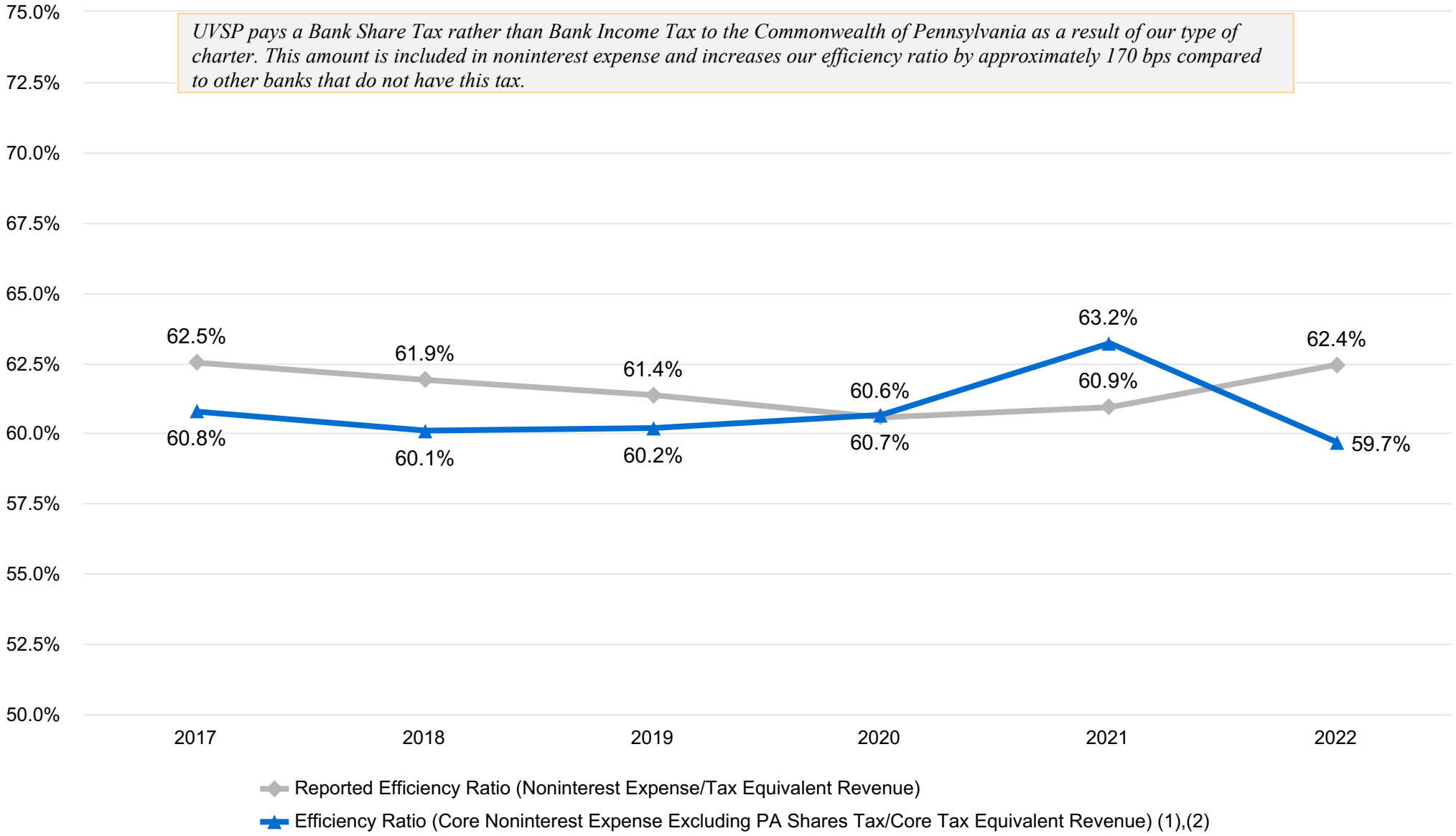
Cumulative Annual Growth Rate
11.8%

Variable Loans
36%
(34% of total portfolio as of 12/31/22)

1. Excludes PPP Loans

Efficiency Ratio

UVSP pays a Bank Share Tax rather than Bank Income Tax to the Commonwealth of Pennsylvania as a result of our type of charter. This amount is included in noninterest expense and increases our efficiency ratio by approximately 170 bps compared to other banks that do not have this tax.

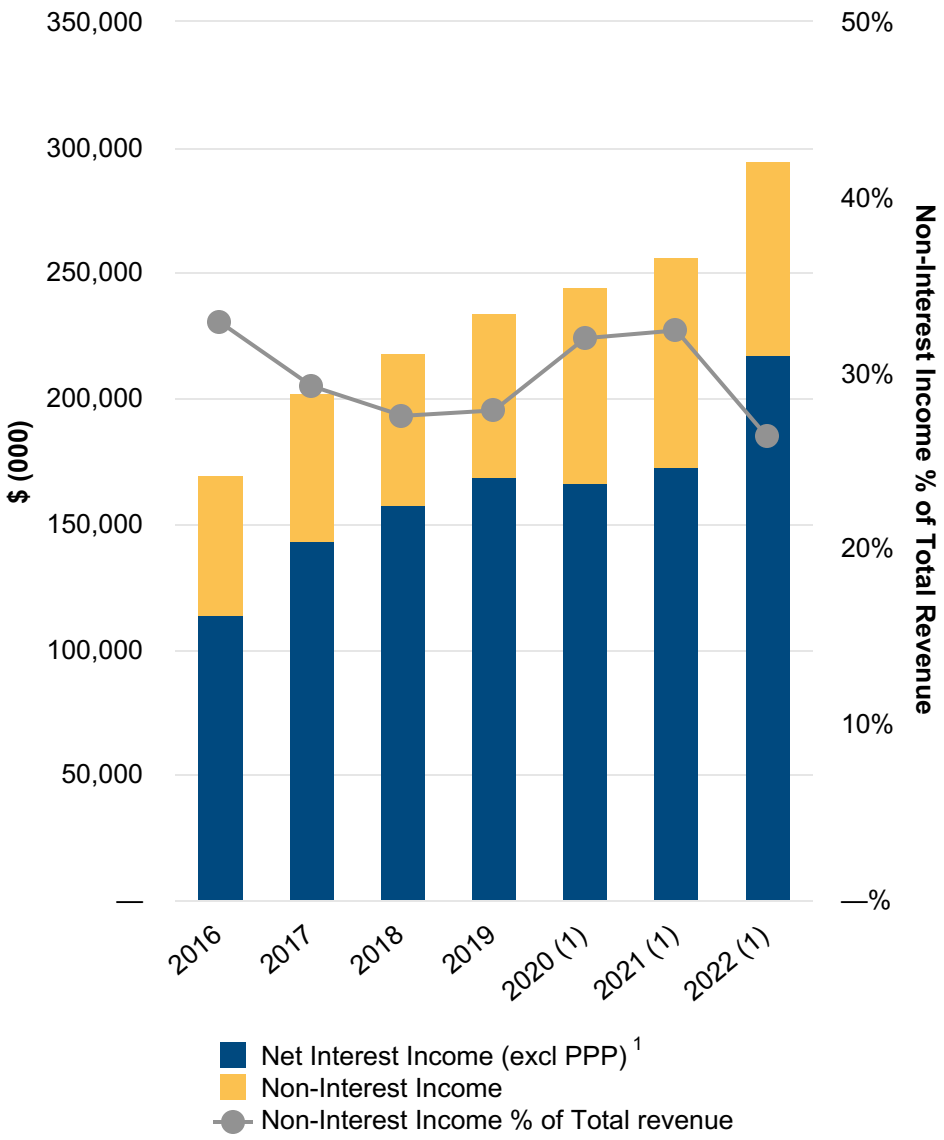


UVSP's effective tax rate would be approximately 400 bps higher if the Bank Shares Tax was included in income tax expense.

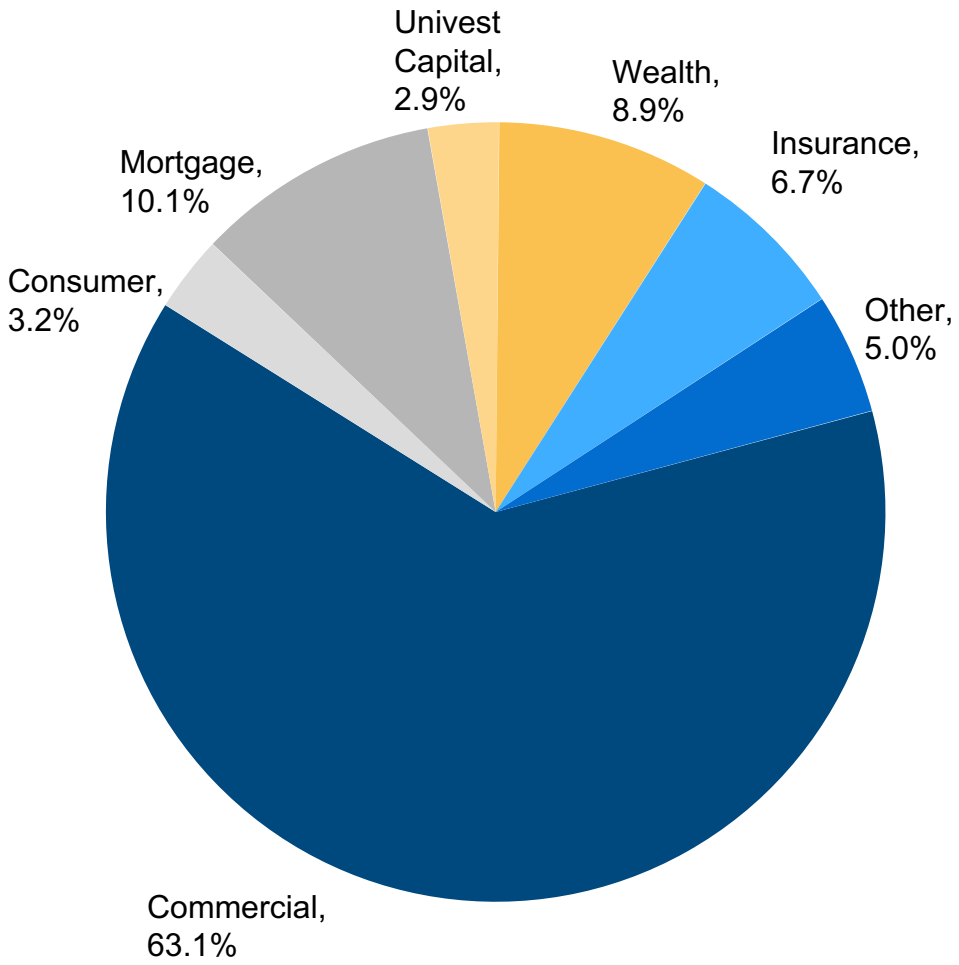
1. This is a non-GAAP financial measure. Refer to the Appendix for reconciliation.
2. Based upon a pro forma 21% tax rate for all periods presented.

Revenue (excluding PPP impact)

Revenue

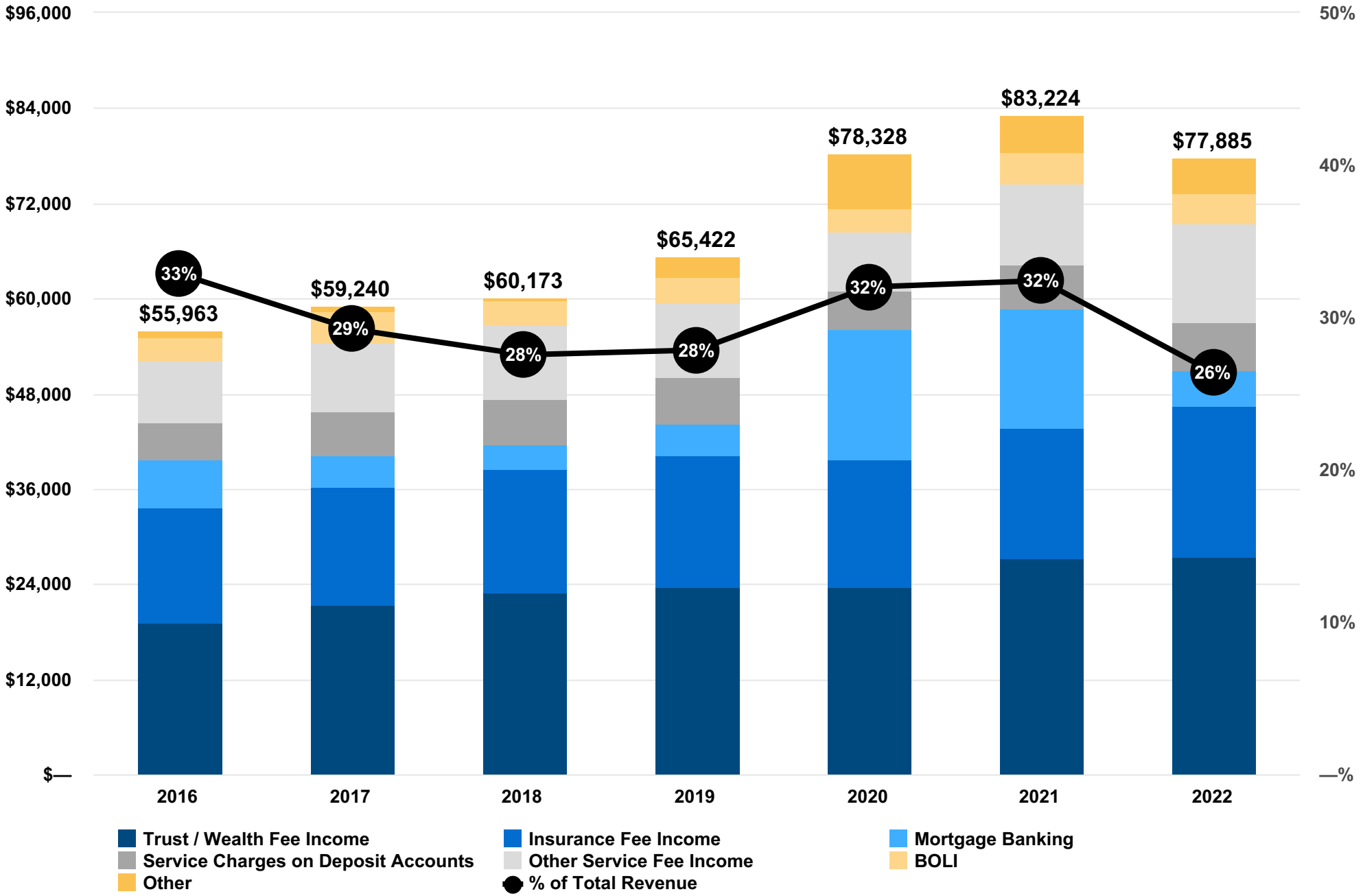


Revenue by Line of Business (2022)



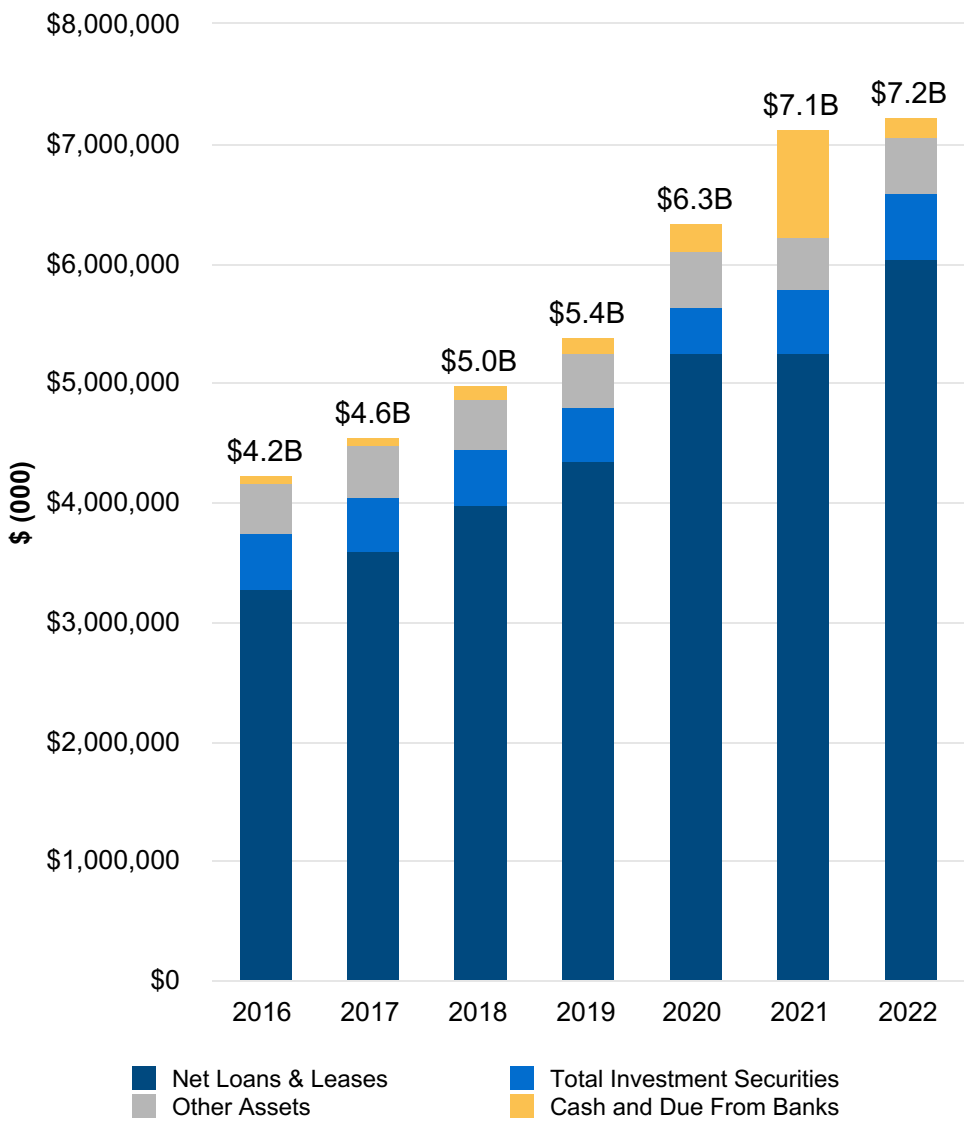
1. This is a non-GAAP financial measure. Refer to the Appendix for reconciliation.

Fee Income


$96,000
$84,000
$72,000
$60,000
$48,000
$36,000
$24,000
$12,000
$—
50%
40%
30%
20%
10%
—%
$55,963
$59,240
$60,173
$65,422
$78,328
$83,224
$77,885
33%
29%
28%
28%
32%
32%
26%
2016
2017
2018
2019
2020
2021
2022
Trust / Wealth Fee Income
Insurance Fee Income
Mortgage Banking
Service Charges on Deposit Accounts
Other Service Fee Income
BOLI
Other
% of Total Revenue

Assets and Loans

Assets



Loans by Segment (excluding PPP)

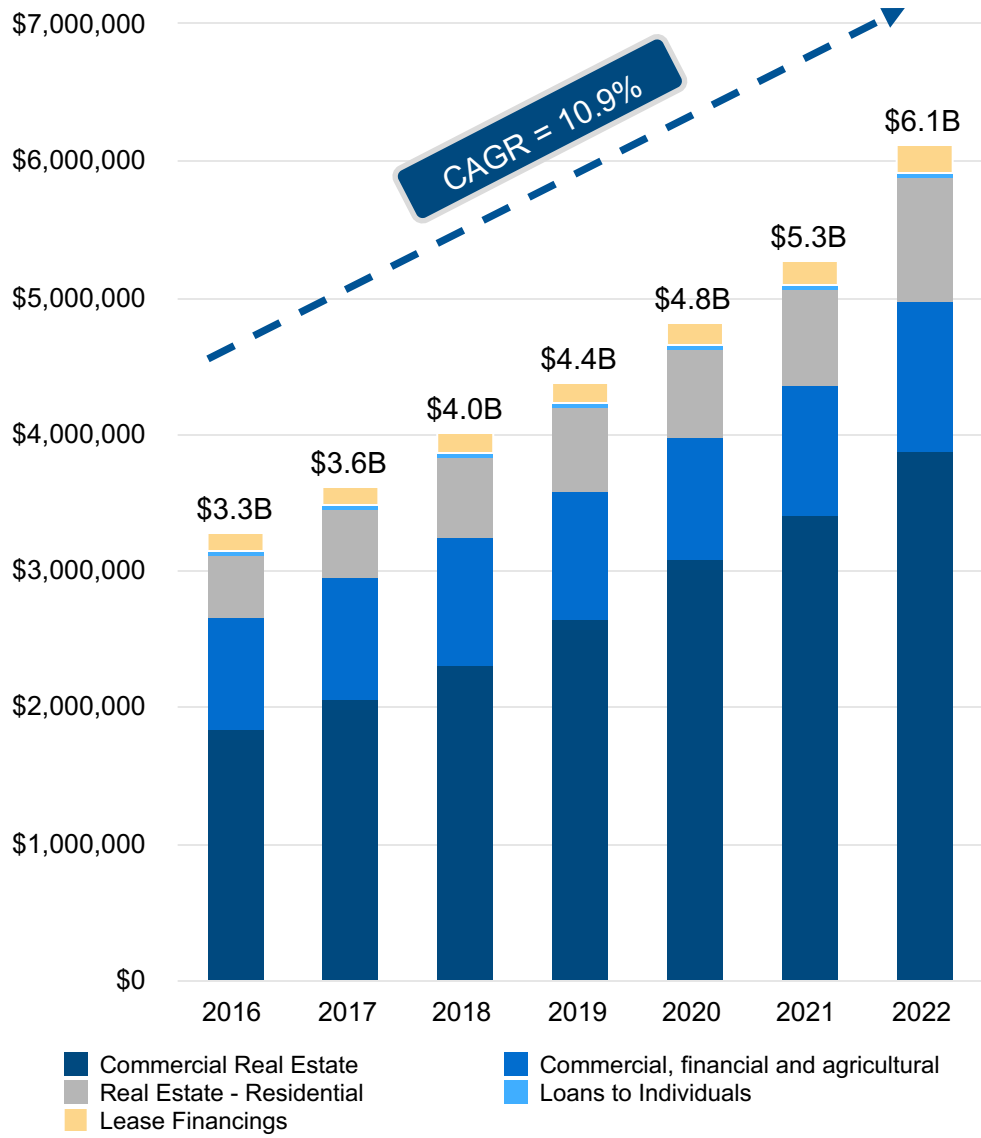
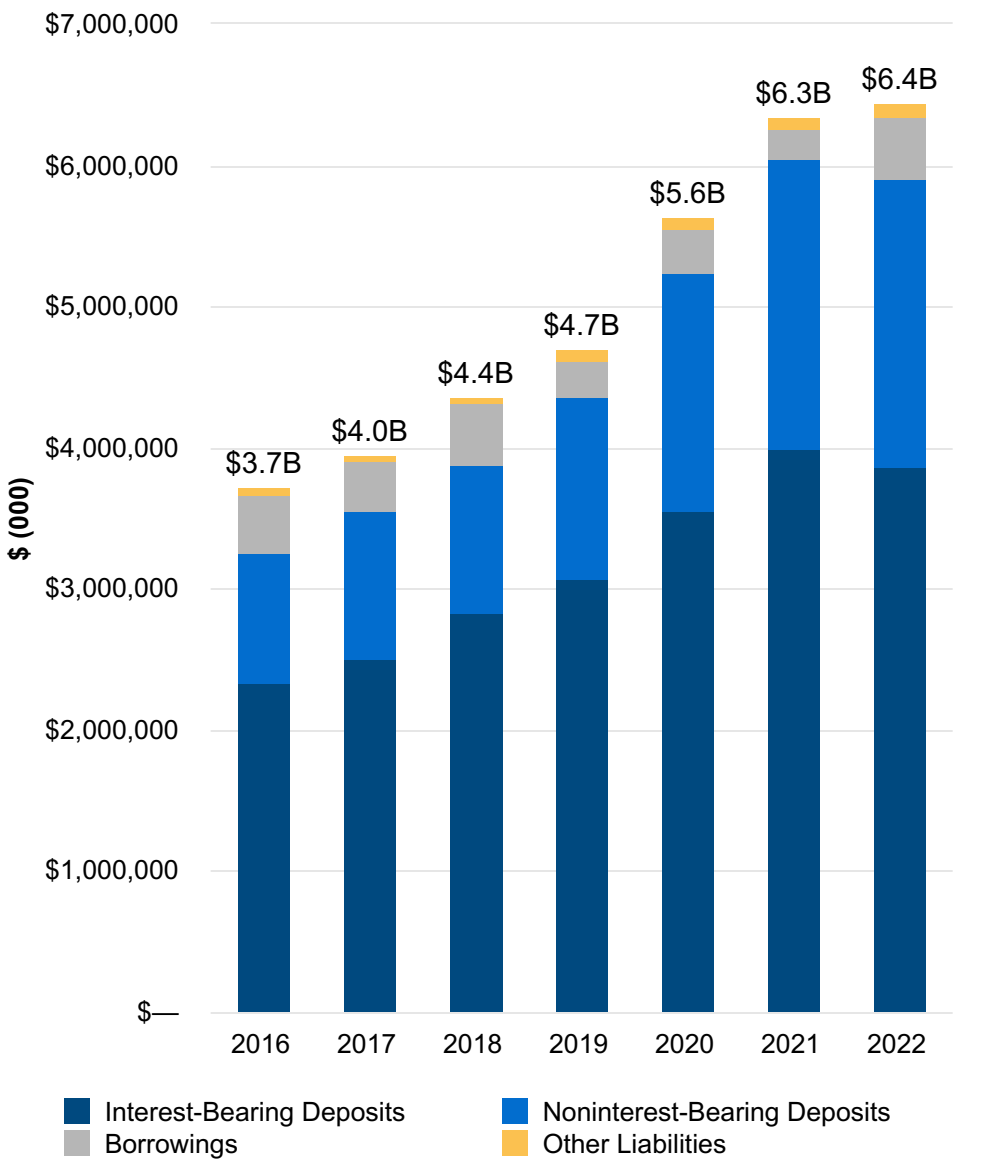


Chart data as of December 31
Assets Excluding PPP Loans: 2020 = $5.9B, 2021 = $7.1B and 2022 = $7.2B

Liabilities and Deposits

Liabilities



Deposits

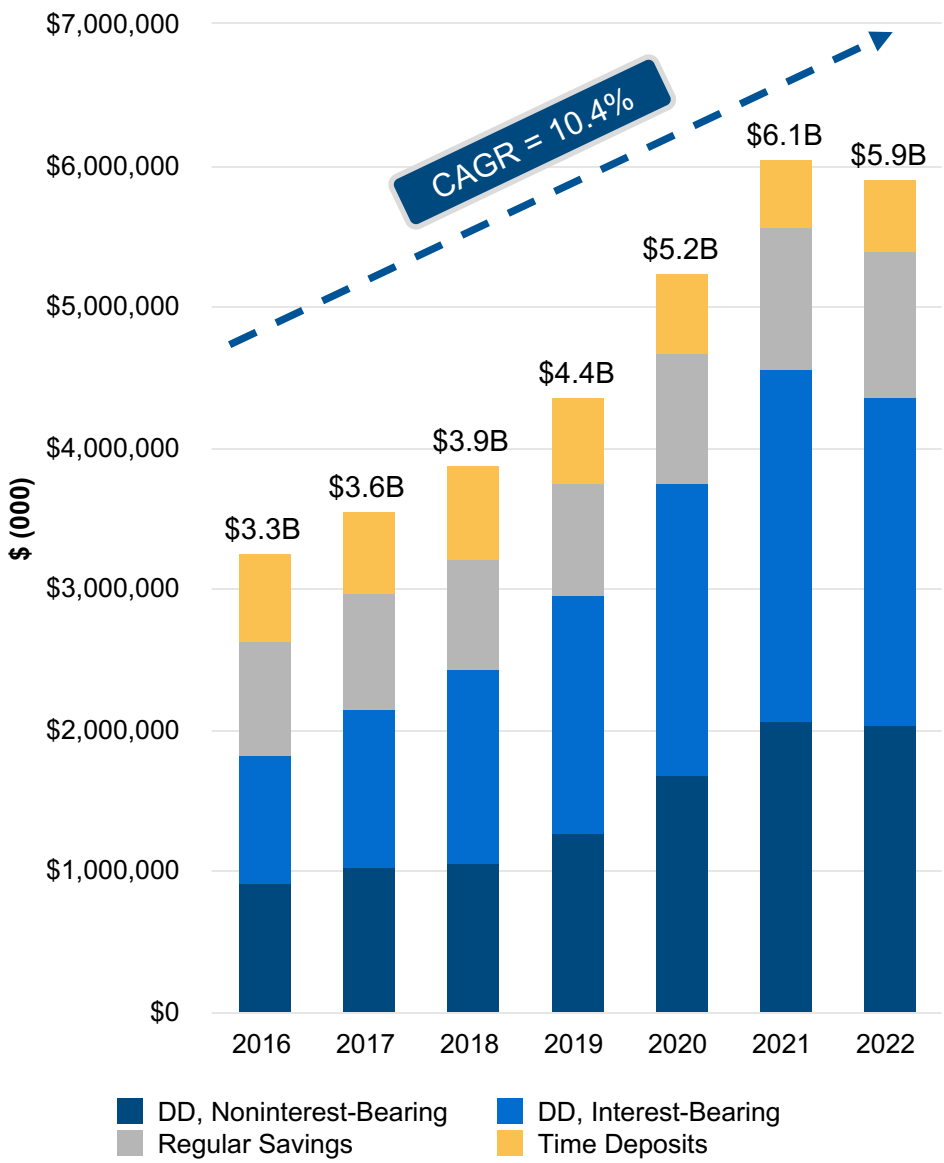
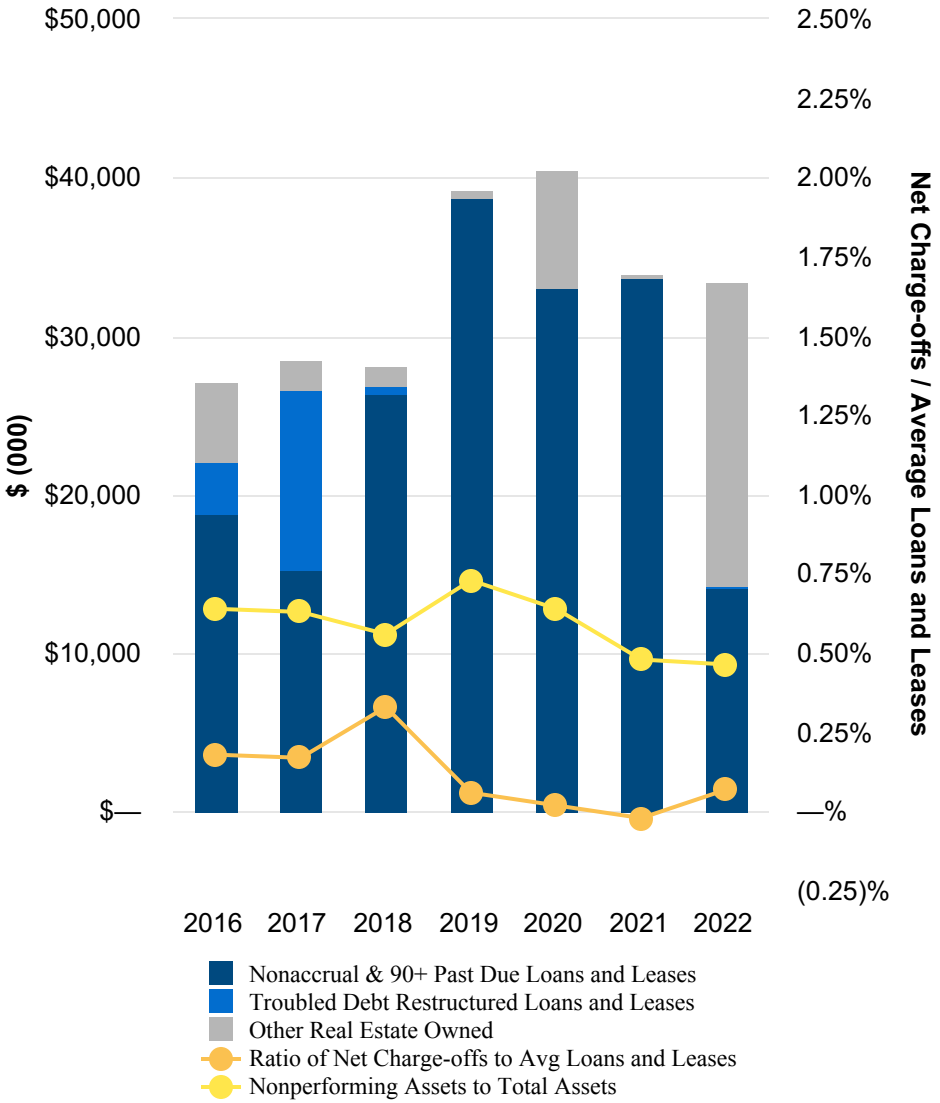


Chart data as of December 31

Stable Asset Quality

Nonperforming Assets



Nonaccrual Loans & Leases

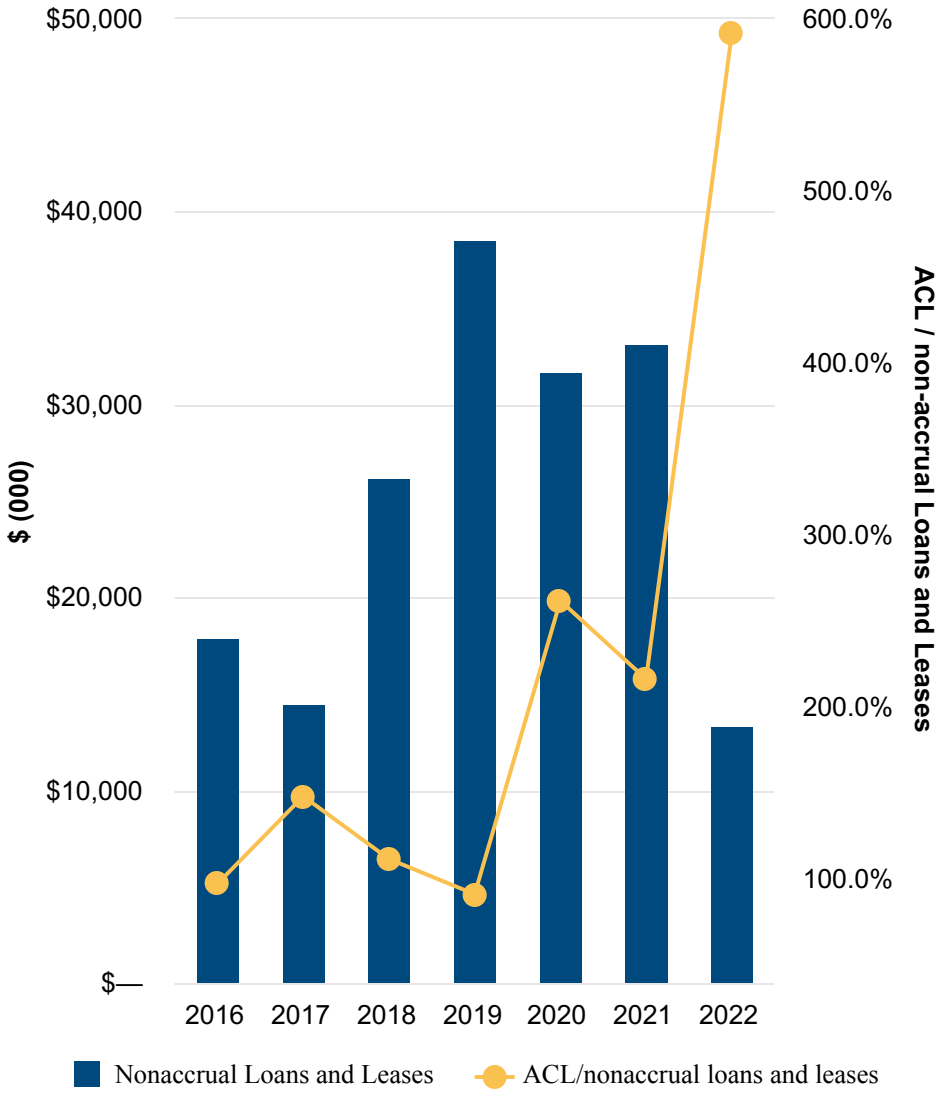
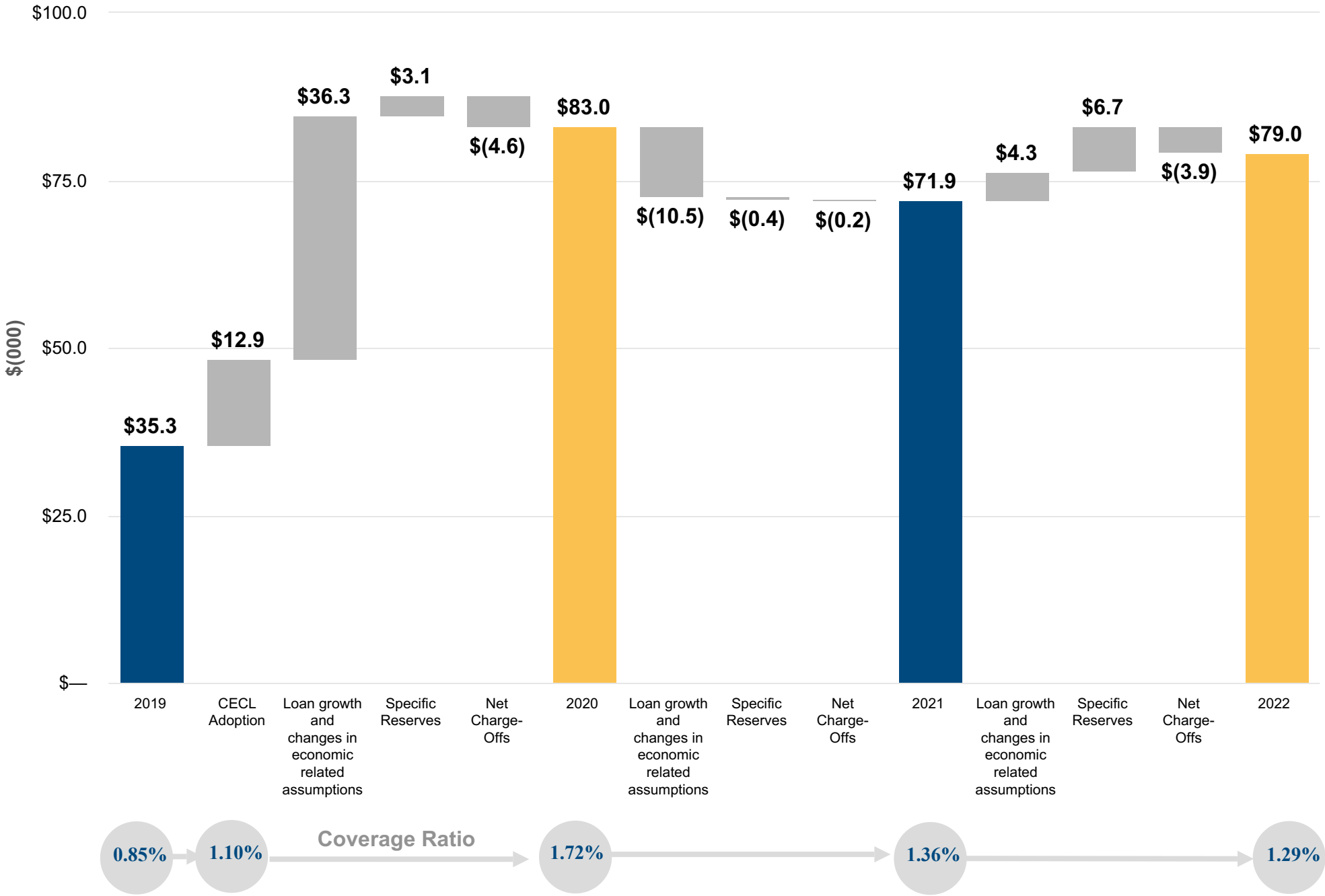


Chart data as of December 31

Current Expected Credit Loss (CECL)[1]

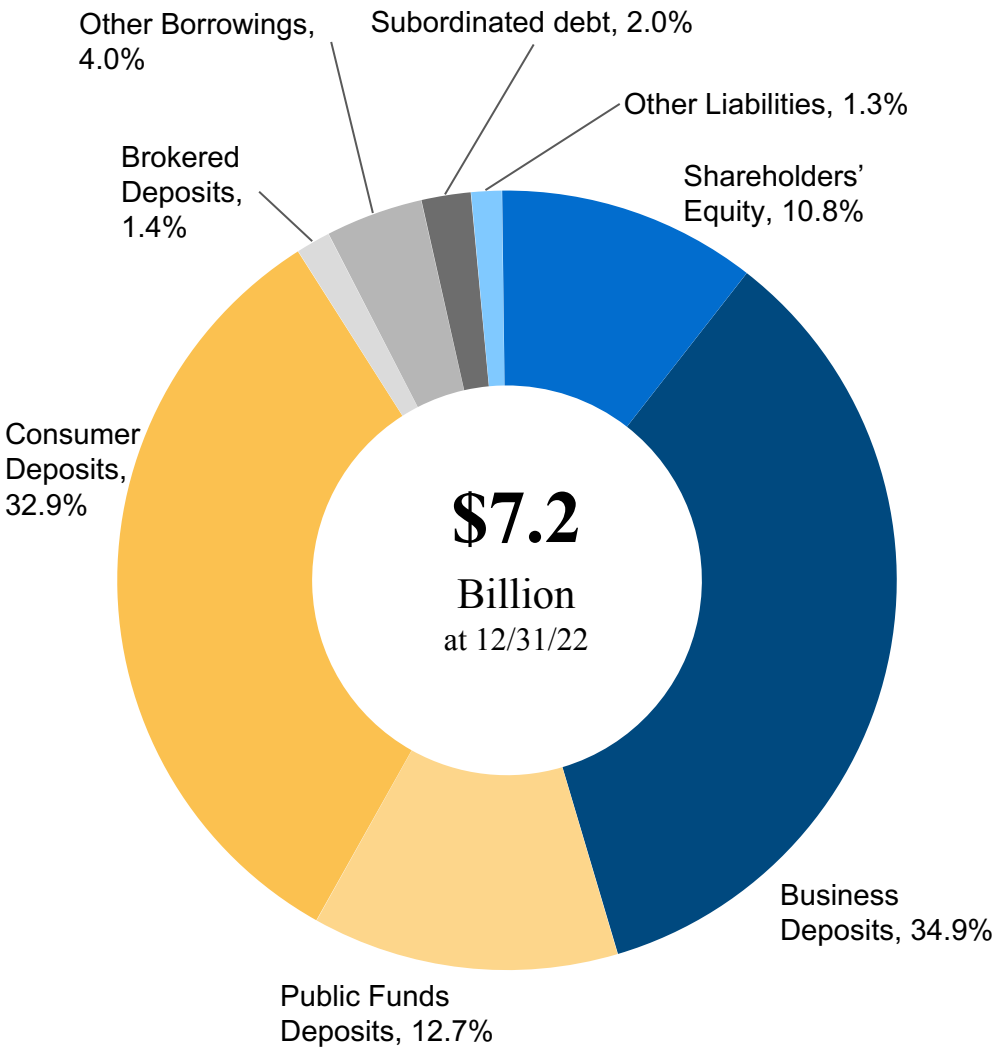


1. Reflects the current expected credit loss for loans and leases only; excludes the current expected credit loss for investment securities and unfunded commitments

LIQUIDITY AND CAPITAL

Liquidity and Capital

Liabilities & Shareholders' Equity



Borrowing Sources – as of 12/31/22

	Balance	Remaining Capacity
FHLB - Pittsburgh	$ 220.0	$ 1,947.5
Federal Fund Lines (10 Lenders)*	60.0	350.0
FRB - Philadelphia	—	98.1
Univest Financial Corp. LOC [1]	—	10.0
Total	$ 280.0	$ 2,405.6

*Uncommitted lines ranging from $20mm to $150mm

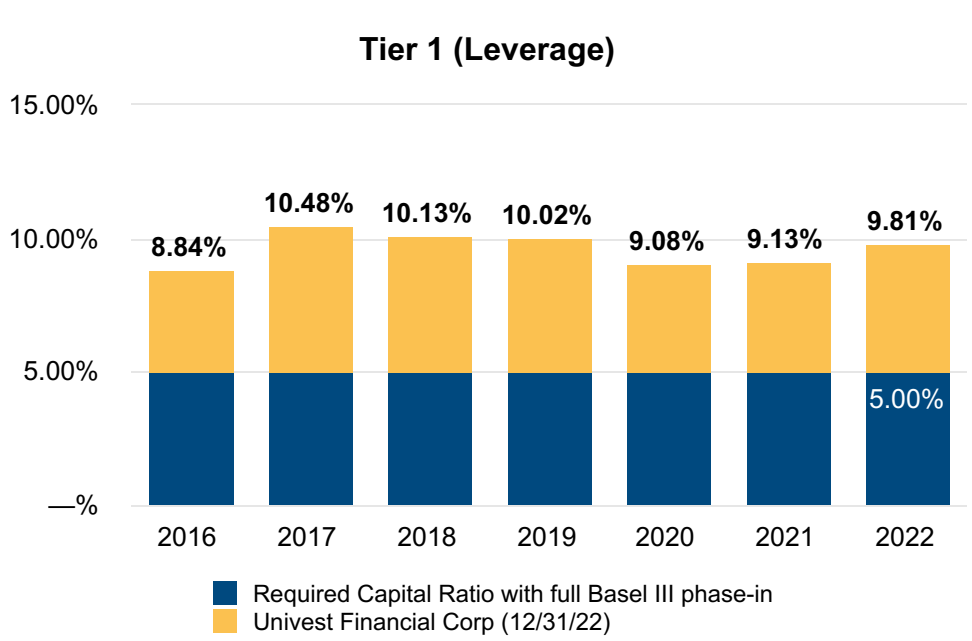
[1] Holding Company Line of Credit with 3rd Party Financial Institution

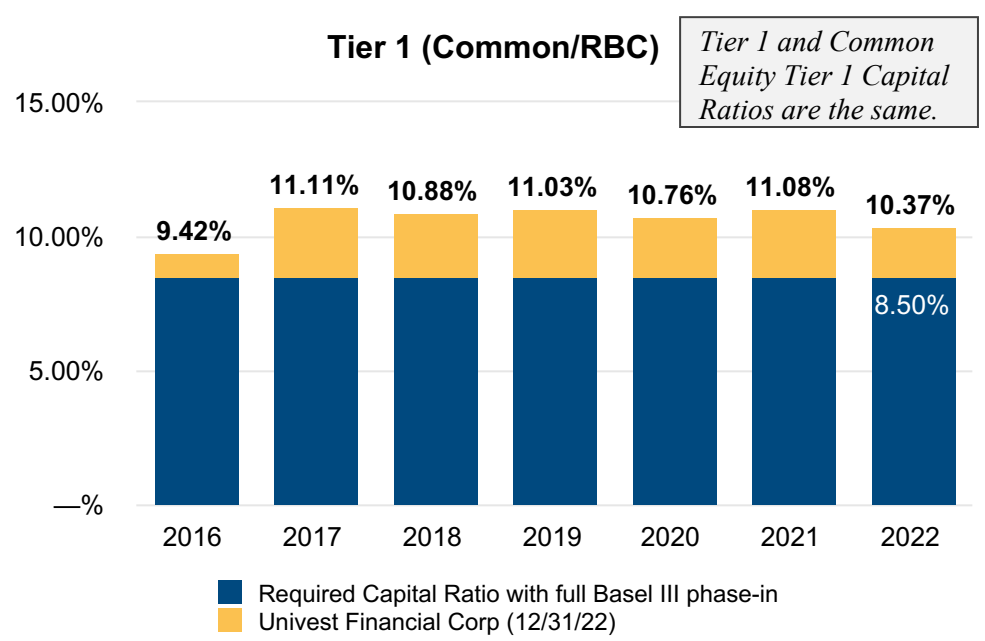
Wholesale Term Funding Maturities – as of 12/31/22

Period	Amount
2023	$ 35.2
2024	80.2
2025	15.1
Total	$ 130.5

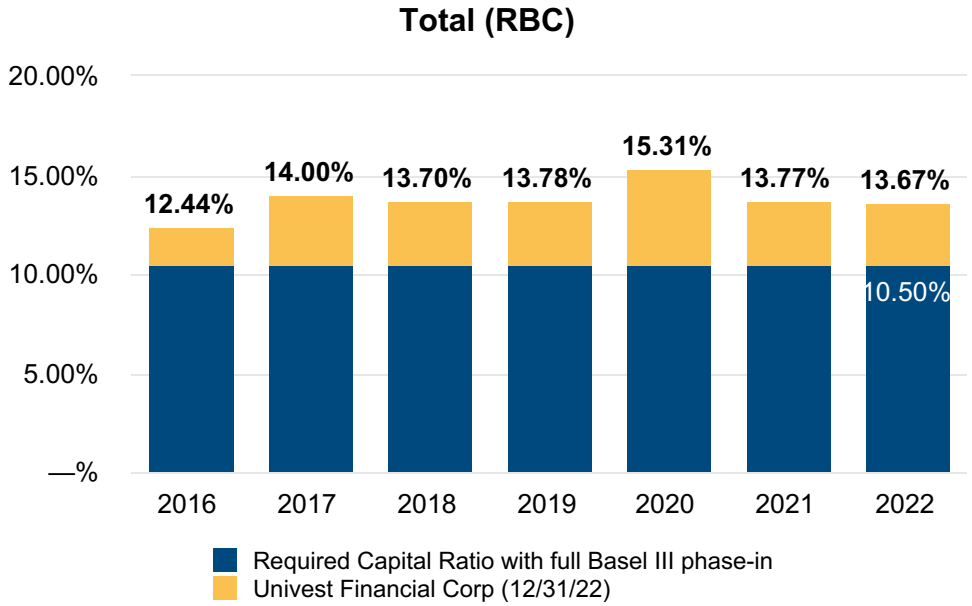
All data in millions, as of 12/31/22

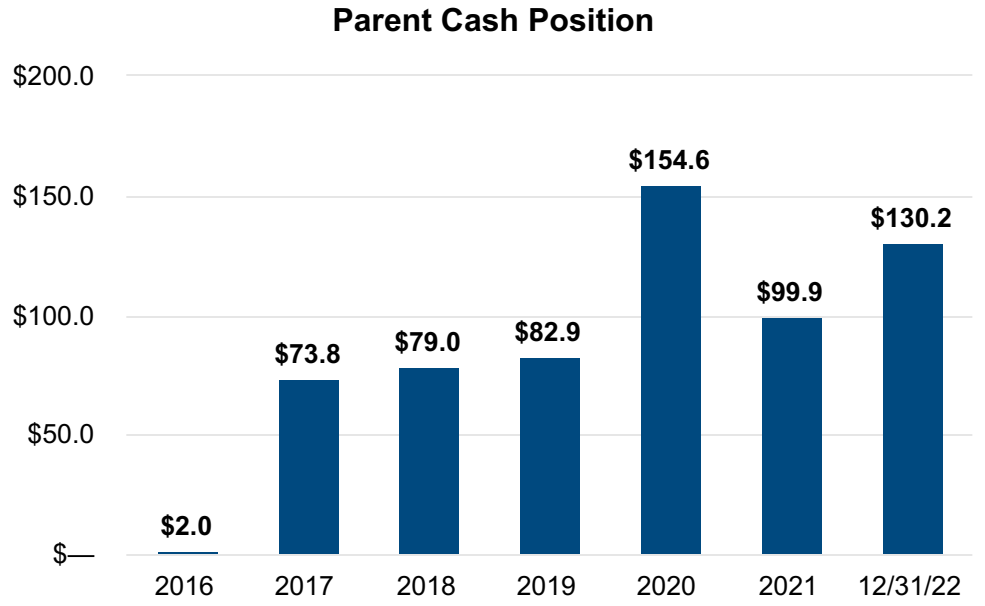
Strong Capital Ratios Provide for Operating Flexibility





Tier 1 and Common Equity Tier 1 Capital Ratios are the same.





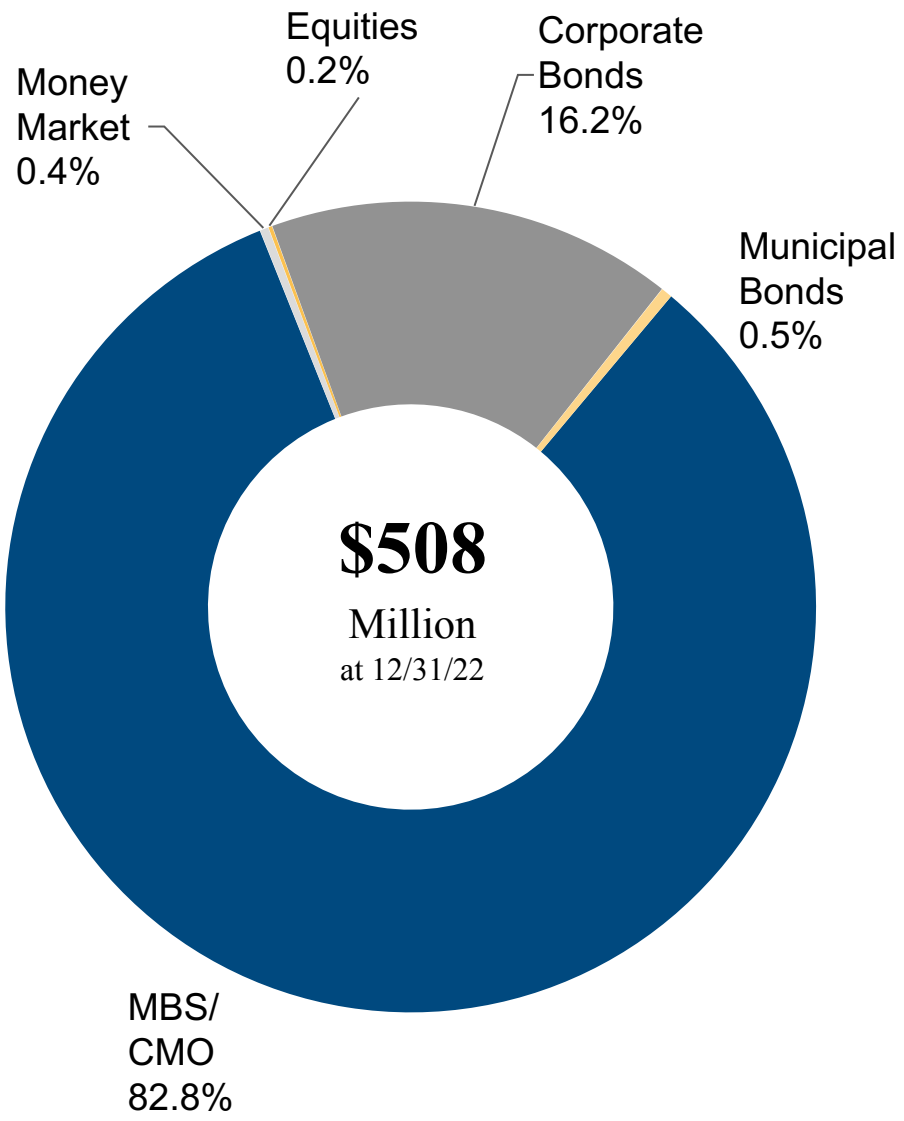
Largest Deposit Relationships [1] – As of 12/31/22

Deposits Rank	Type	Balance (000s)	Weighted Avg Rate
1	Public Funds	187,662	4.45%
2	Bus / Corp	69,144	0.00%
3	Public Funds	54,598	3.72%
4	Public Funds	40,539	4.00%
5	Public Funds	34,661	4.50%
6	Public Funds	34,550	4.49%
7	Public Funds	34,401	4.41%
8	Public Funds	34,366	4.50%
9	Public Funds	33,138	4.50%
10	Bus / Corp	26,325	0.00%
11	Bus / Corp	25,051	0.26%
12	Public Funds	24,320	4.50%
13	Bus / Corp	23,791	4.50%
14	Public Funds	22,523	4.50%
15	Bus / Corp	21,168	0.03%
16	Personal	20,041	3.99%
17	Bus / Corp	19,961	0.00%
18	Bus / Corp	19,780	0.18%
19	Bus / Corp	19,721	0.00%
20	Public Funds	19,693	0.20%

1. Excludes Brokered Deposits and CD's

Investments

Investment Portfolio



Investment Portfolio Details

Municipal Bonds (in millions)

Moody's Rating	
Aaa	1.0
Aa3	—
Aa2	—
A1	—
A2	—
N/A	1.3
Total	2.3

State	
PA	1.3
TN	1.0
Total	2.3

S&P Rating	
AAA	1.0
AA	1.3
NR	—
N/A	—
Total	2.3

Type	
GO	2.3
REV	—
Total	2.3

Corporate Bonds (in millions)

Moody's Rating	
Aa3	1.0
Aa2	1.5
Aa1	—
Aaa	0.5
A3	13.9
A2	25.8
A1	39.0
Baa2	—
Baa1	—
WR	—
N/A	10.0
Total	91.7

LOAN PORTFOLIO DETAIL AND CREDIT OVERVIEW

Loan & Lease Detail (excluding PPP)

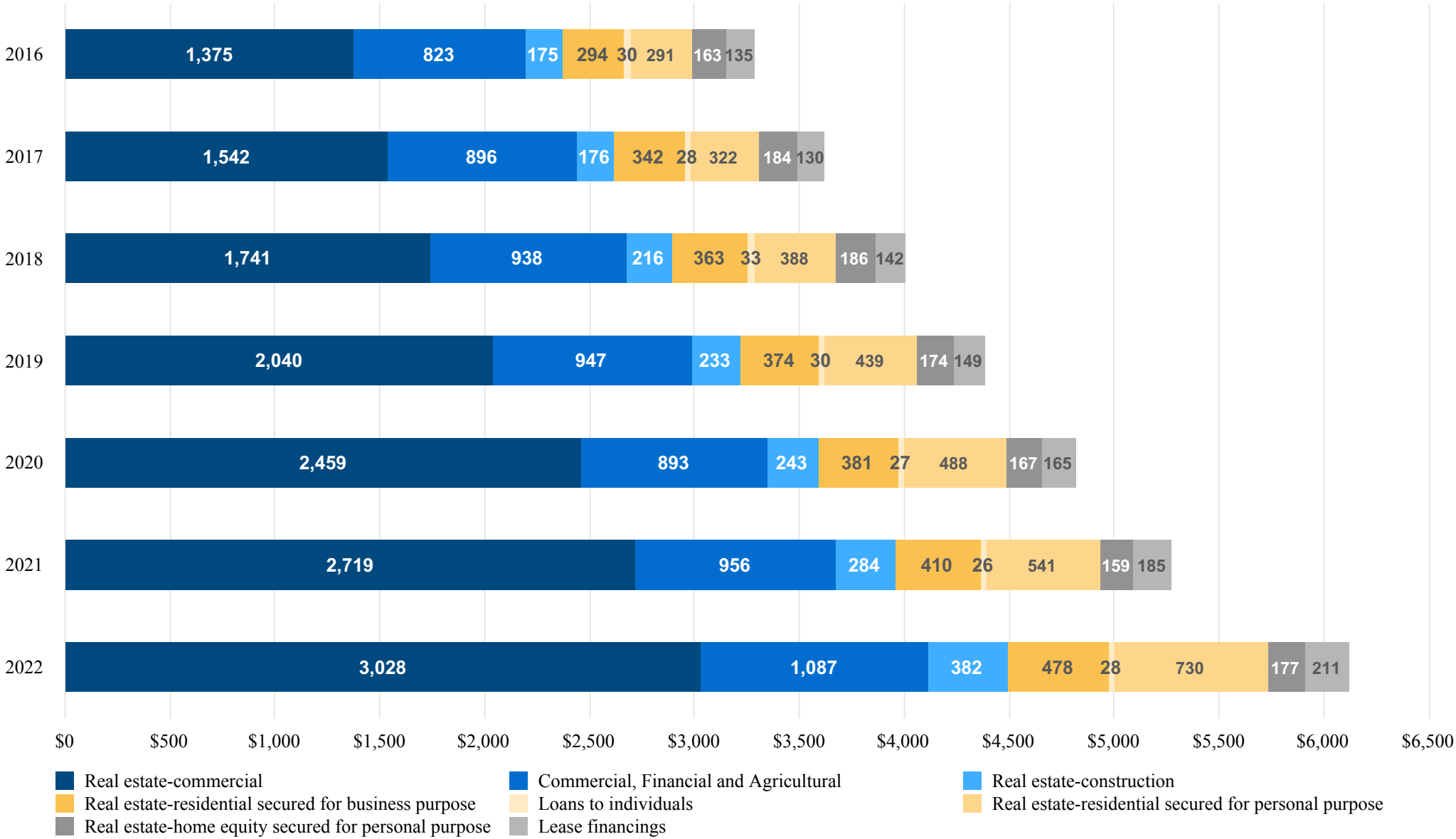


Chart Data is as of December 31
($6.1 billion at 12/31/22 excluding PPP)

Largest Loan Exposures – As of 12/31/22

Commercial Real Estate and Residential Real Estate Secured for Business Purposes
$3,888M | Avg Loan Size $612K

Rank	Loan Type/Industry	Risk Rating	Exposure (000s)	Geography
1	CRE - Retail/RE Development	Pass	$ 40,570	New Jersey
2	New Car Dealers	Pass	$ 40,030	Southeastern PA
3	CRE - Mixed Use	Pass	$ 39,500	Southeastern PA
4	Real Estate Development	Pass	$ 39,064	Southeastern PA
5	Hotels & Motels	Pass	$ 37,332	Central PA
6	CRE - Various	Pass	$ 35,189	Central PA
7	Hotels & Motels	Pass	$ 34,624	New Jersey
8	CRE - Industrial/Warehouse	Pass	$ 32,475	Southeastern PA
9	CRE - Office	Pass	$ 31,252	Southeastern PA
10	CRE - Office	Pass	$ 31,174	Southeastern PA

Commercial & Industrial
$1,087M | Avg Loan Size $362K

Rank	Loan Type/Industry	Risk Rating	Exposure (000s)	Geography
1	Private Equity & Special Purpose Entities	Pass	$ 45,000	Southeastern PA
2	Motor Vehicle and Parts Dealers	Pass	$ 45,000	Southeastern PA
3	Rental and Leasing Services	Pass	$ 45,000	New Jersey
4	Poultry Farms	Pass	$ 35,845	Central PA
5	Private Equity & Special Purpose Entities	Pass	$ 35,000	Southeastern PA
6	Credit Intermediation	Pass	$ 35,000	New Jersey
7	Credit Intermediation	Pass	$ 32,581	Southeastern PA
8	Merchant Wholesalers, Durable Goods	Pass	$ 31,086	Southeastern PA
9	Health Care & Home Care Products	Pass	$ 30,825	New York
10	Truck Transportation	Pass	$ 30,635	New Jersey

Equipment Finance
$211M | Avg Balance per Account $41K

Rank	Loan Type/Industry	Risk Rating	Exposure (000s)	Geography
1	Storage Facility	---N/A---	$ 2,951	New Jersey
2	Regional Police		$ 2,626	Pennsylvania
3	Fire Department		$ 1,315	New Jersey
4	School District		$ 1,179	New Jersey
5	School District		$ 1,145	New Jersey
6	School District		$ 1,062	New Jersey
7	Regional Police		$ 1,026	Pennsylvania
8	Medical		$ 833	New Jersey
9	Livery		$ 823	Pennsylvania
10	Landscaping		$ 763	New Hampshire

Consumer Loans
$1M | Avg Loan Size $369K (Res Mtg) / $56K (HE) / $25K (Cons)

Rank	Loan Type/Industry	Risk Rating	Exposure (000s)	Geography
1	1-4 Family Residential	---N/A---	$ 6,472	Florida
2	1-4 Family Residential		$ 3,184	Florida
3	1-4 Family Residential		$ 3,088	New Jersey
4	1-4 Family Residential		$ 2,827	New Jersey
5	1-4 Family Residential		$ 2,795	New Jersey
6	1-4 Family Residential		$ 2,694	Pennsylvania
7	1-4 Family Residential		$ 2,685	New Jersey
8	1-4 Family Residential		$ 2,542	Pennsylvania
9	1-4 Family Residential		$ 2,480	New Jersey
10	1-4 Family Residential		$ 2,475	Pennsylvania

Loan Portfolio Overview – As of 12/31/22

Industry Description	Total Outstanding Balance (excl PPP)	% of Commercial Loan Portfolio
CRE - Retail	$ 440,112	8.8 %
Animal Production	340,877	6.9
CRE - Office	292,740	5.9
CRE - Multi-family	277,157	5.6
CRE - 1-4 Family Residential Investment	266,423	5.3
Hotels & Motels (Accommodation)	191,735	3.9
CRE - Industrial / Warehouse	174,357	3.5
Nursing and Residential Care Facilities	169,443	3.4
Education	163,310	3.3
Specialty Trade Contractors	153,422	3.1
Homebuilding (tract developers, remodelers)	149,935	3.0
Merchant Wholesalers, Durable Goods	136,707	2.7
Motor Vehicle and Parts Dealers	122,291	2.5
Credit Intermediation and Other Related Activities	114,124	2.3
CRE - Mixed-Use - Residential	109,812	2.2
Crop Production	91,597	1.8
Administrative and Support Services	79,600	1.6
CRE - Mixed-Use - Commercial	77,790	1.6
Religious Organizations, Advocacy Groups	74,980	1.5
Wood Product Manufacturing	74,913	1.5
Rental and Leasing Services	74,158	1.5
Food Manufacturing	73,755	1.5
Food Services and Drinking Places	68,056	1.4
Merchant Wholesalers, Nondurable Goods	63,539	1.3
Personal and Laundry Services	59,796	1.2
Repair and Maintenance	56,870	1.1
Fabricated Metal Product Manufacturing	55,546	1.1
Miniwarehouse / Self-Storage	55,543	1.1
Amusement, Gambling, and Recreation Industries	55,248	1.1
Private Equity & Special Purpose Entities	53,818	1.1
Truck Transportation	50,182	1.0
Industries with >$50 million in outstandings	**$ 4,167,836**	**83.8 %**
Industries with <$50 million in outstandings	$ 806,965	16.2 %
Total Commercial Loans	**$ 4,974,801**	**100.0 %**

Consumer Loans and Lease Financings	Total Outstanding Balance
Real Estate-Residential Secured for Personal Purpose	$ 730,395
Real Estate-Home Equity Secured for Personal Purpose	176,699
Loans to Individuals	27,873
Lease Financings	211,315
Total Consumer Loans and Lease Financings	**$ 1,146,282**
Total	**$ 6,121,083**

Credit Infrastructure

Approval Process

- Experienced credit team
- Conservative credit culture
- Centralized credit underwriting process
- Significant Management oversight via committee approvals for $5 million or greater



Credit Overview

- Limited single signature lending authority. Joint signature up to $5.0MM, then management level loan committee for the largest exposures.
    - Itemized report of all closed loans of $500K or more reported weekly to Officers Loan Committee.
- Robust independent loan review process, using team based audits with risk based scope.
- Generally, lending is in Pennsylvania, Delaware, New Jersey and Maryland.
- Management of risk appetite through quarterly reporting to Enterprise Risk Management Committee of the Board (“ERM”).
    - In-House commercial concentrations levels vs. policy limits, out of market lending report, largest commercial borrowers, regulatory concentrations vs. risk based capital, CRE regulatory guidance report.
- CRE portfolio trends and market analysis, with stress testing, presented annually to ERM Committee, meeting regulatory expectations for portfolio stress testing.
- Independent departments for appraisal and environmental report ordering, construction loan disbursement and monitoring.
- Chief Risk Officer (Megan Santana) reports directly to the Board of Directors.

UNIVEST®
BANK AND TRUST CO.
Member FDIC

Girard
A UNIVEST WEALTH DIVISION

LINE OF BUSINESS OVERVIEW

UNIVEST®
HOME LOANS

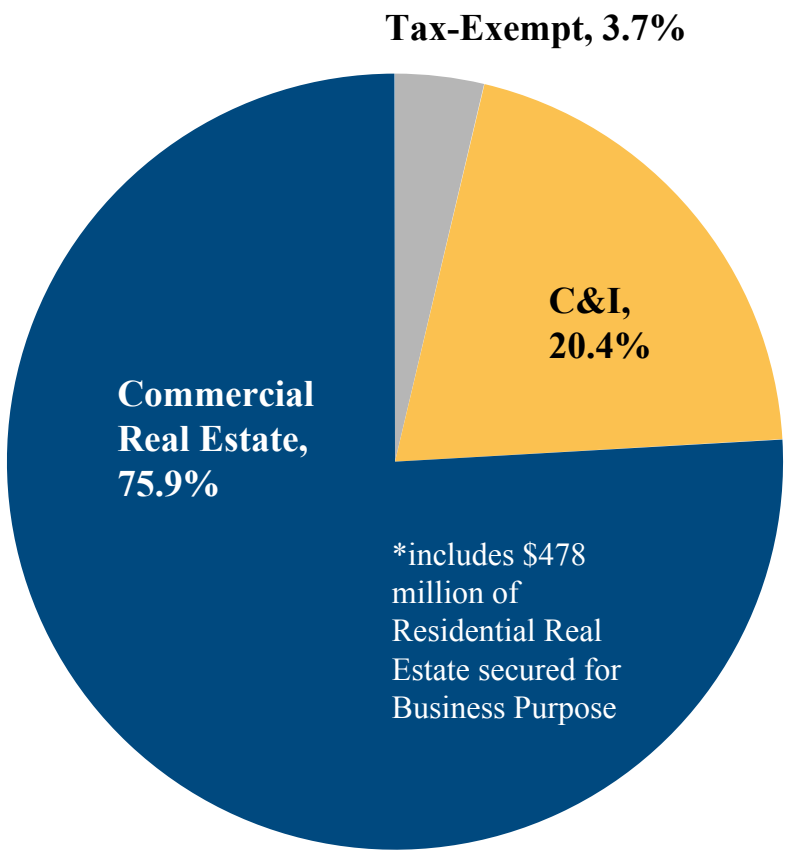
UNIVEST®
INSURANCE, LLC

Commercial Banking

Commercial Banking

- 109 lenders, relationship managers and portfolio managers operating in two divisions established by geography (serving clients primarily in Pennsylvania, New Jersey, Delaware and Maryland)
  - East Penn and New Jersey: Bucks, Montgomery, Chester, Delaware, Berks, Philadelphia, Lehigh and Northampton counties in Pennsylvania and Cape May, Atlantic and Burlington counties in New Jersey
  - Central PA: Lancaster, York, Cumberland, Lebanon and Dauphin counties
- Expansion markets established Q2 2022
  - Western PA
  - Maryland
- Average loan size
  - Commercial real estate - $612K
  - C&I - $362K
  - Tax-exempt - $1.4M
- Commercial customer base provides large opportunity for cross-sell of cash management (deposits), wealth management and insurance products and services

Commercial Loan Detail as of 12/31/22



$5.0 billion, represents 81.3% of loans (excluding PPP)

Consumer Banking

UNIVEST BANK AND TRUST CO.
Member FDIC

- 28 financial service centers located in Bucks, Lancaster, Lehigh, Montgomery, Northampton and Philadelphia counties in PA; also operating 14 retirement centers in Bucks and Montgomery counties and 9 Regional Centers (Deposit Taking)
- Proactively addressed continued reduction in transactional volume by closing 21 financial centers since September 2015; Reinvesting savings in our digital solutions and expanded operating footprint
- Financial centers staffed by combination of personal bankers and tellers, providing both transaction and consultative services augmented by technology
- Focused on creating seamless customer experience between in-person and digital
- Growth strategy focused on obtaining consumer business from commercial customers and their employee base

Mortgage Banking

Mortgage Banking

- 51 Loan Officers predominately operating in Bank's core footprint
- Primarily agency lender: FNMA, FHLMC, FHA, VA and USDA
  - FNMA and FHLMC eligible loans sold with servicing retained
  - GNMA issuer
  - FHA, VA and USDA loans currently sold primarily to correspondents with servicing released; we will be ramping up in-house securitization with servicing retained
  - Portfolio primarily non-conforming (size) hybrid ARMs
- $1.5 billion in loans serviced for others as of 12/31/22; $8.1 million in mortgage servicing rights
- Residential mortgages (includes home equity loans) on balance sheet of $907 million or 14.8% of total loans (excl. PPP) as of 12/31/22

Residential Mortgage Originations

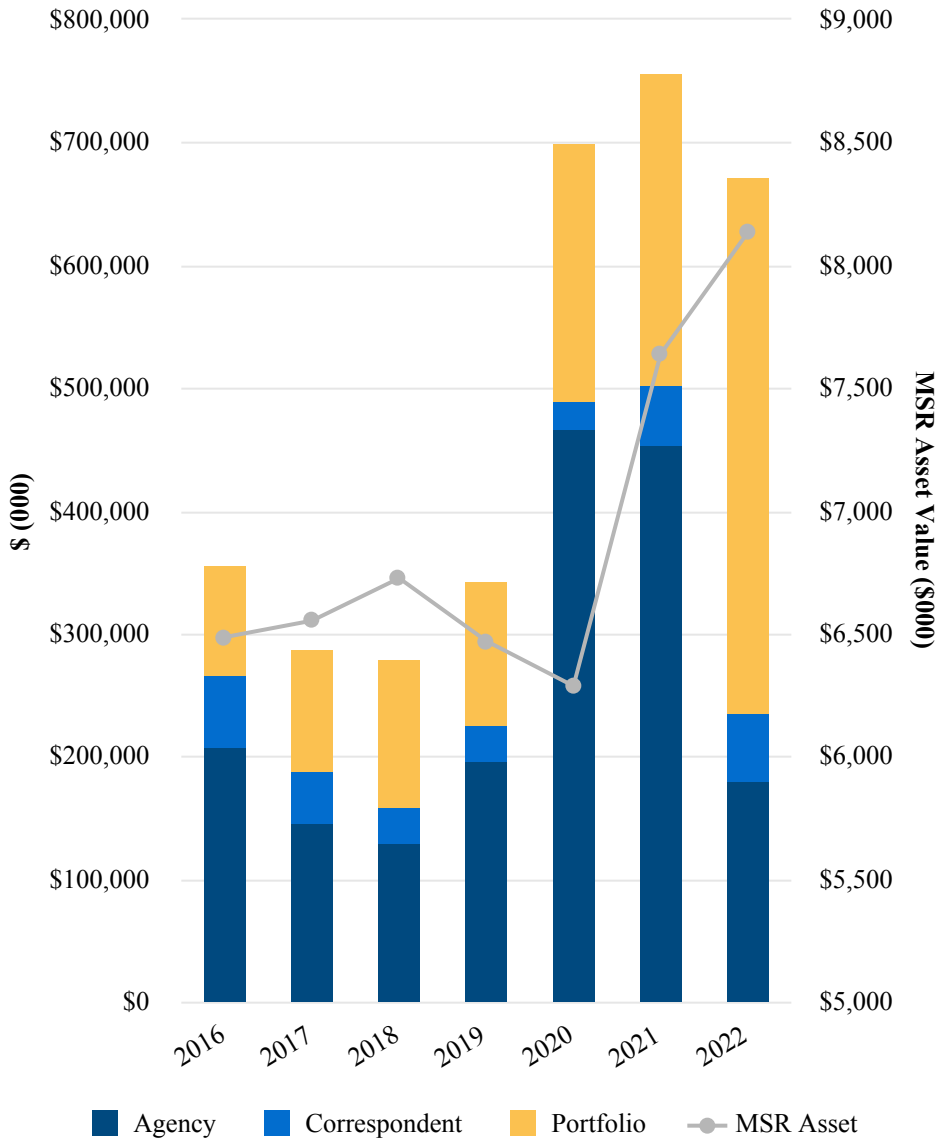


Chart data for the year ended December 31

Univest Capital, Inc.

Univest Capital

- Equipment financing business with $211 million in lease receivables as of 12/31/22
    - Average lease size $41,000 typically with four-year term
- Primary industries served: health care, education/office, automotive, golf/turf, technology and energy
- Manage residual risk by primarily using $1 buyout leases and equipment finance agreements (~$1.4 million of residuals as of 12/31/22)

Lease Financing

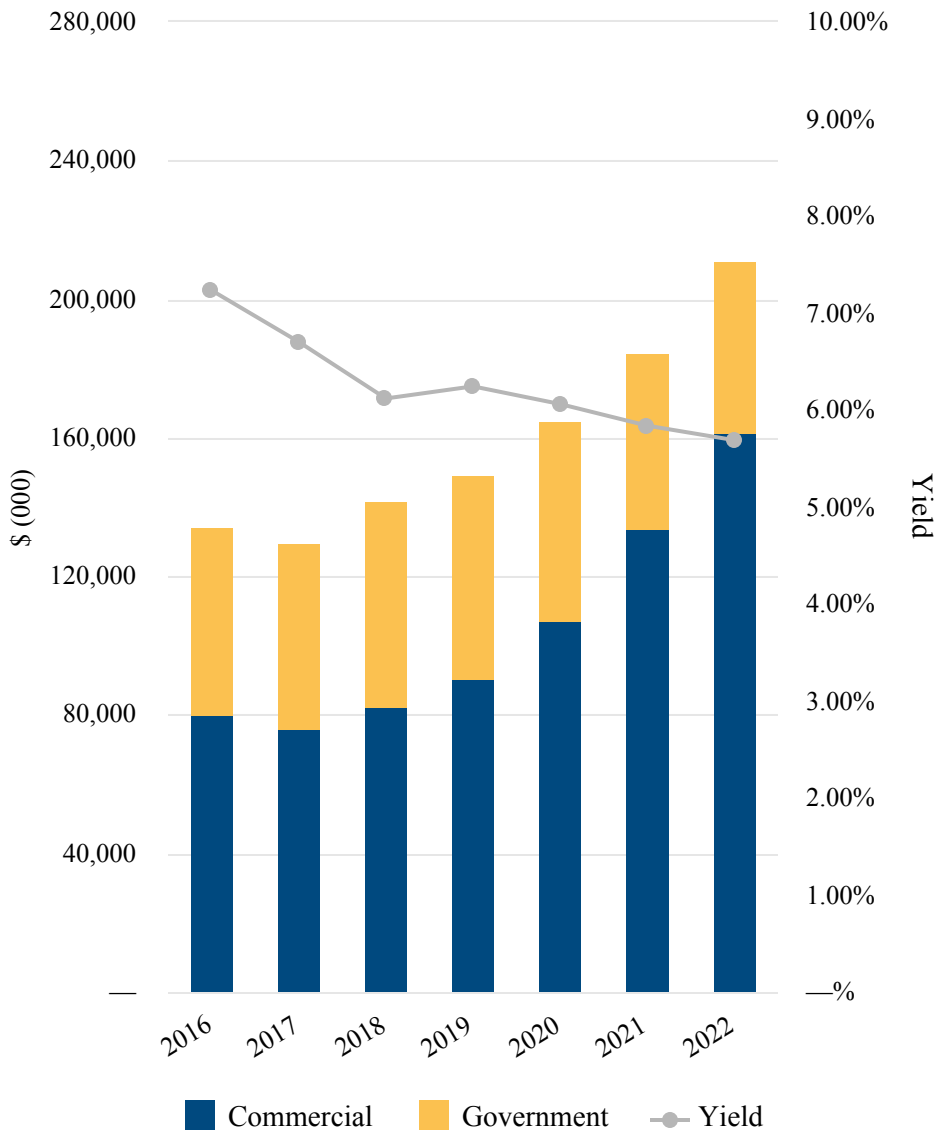


Chart data as of December 31

Wealth Management

Wealth Management

- Comprehensive wealth management platform including broker / dealer, municipal pension services, registered investment advisor, retirement plan services and trust
- The wealth management division operates under the Girard brand (i.e. Girard Advisory Services, LLC, Girard Benefits Group, LLC, Girard Pension Services, LLC, Girard Investment Services, LLC)
- Organic growth supplemented by acquisition
  - Trust powers obtained in 1928
  - Broker / Dealer acquired in 1999
  - Municipal pension operation acquired in 2008
  - Registered investment advisor, Girard Partners, acquired in 2014
- $4.2 billion in assets under management/ supervision at 12/31/22

Assets Under Management

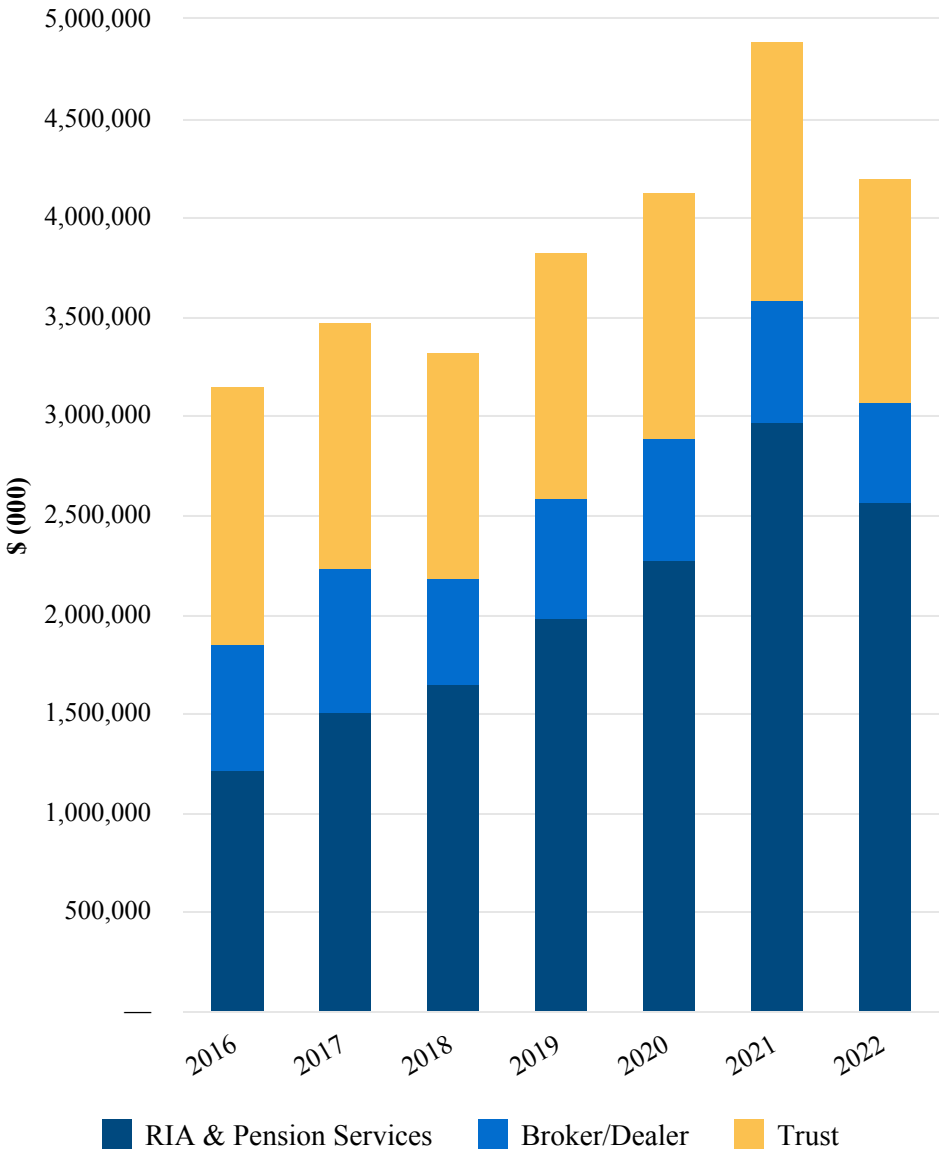


Chart data as of December 31

Insurance

Insurance

- Independent insurance agency with more than 60 carrier relationships
- Full service agency providing commercial and personal lines, employee benefits and HR consulting solutions
- Built via a series of eight acquisitions beginning in 2000
  - On December 1, 2021, Univest acquired certain assets of the Paul I. Sheaffer Insurance Agency located in Central PA.
- Agent for written premiums of $208 million as of 12/31/22.

Agent Written Premiums

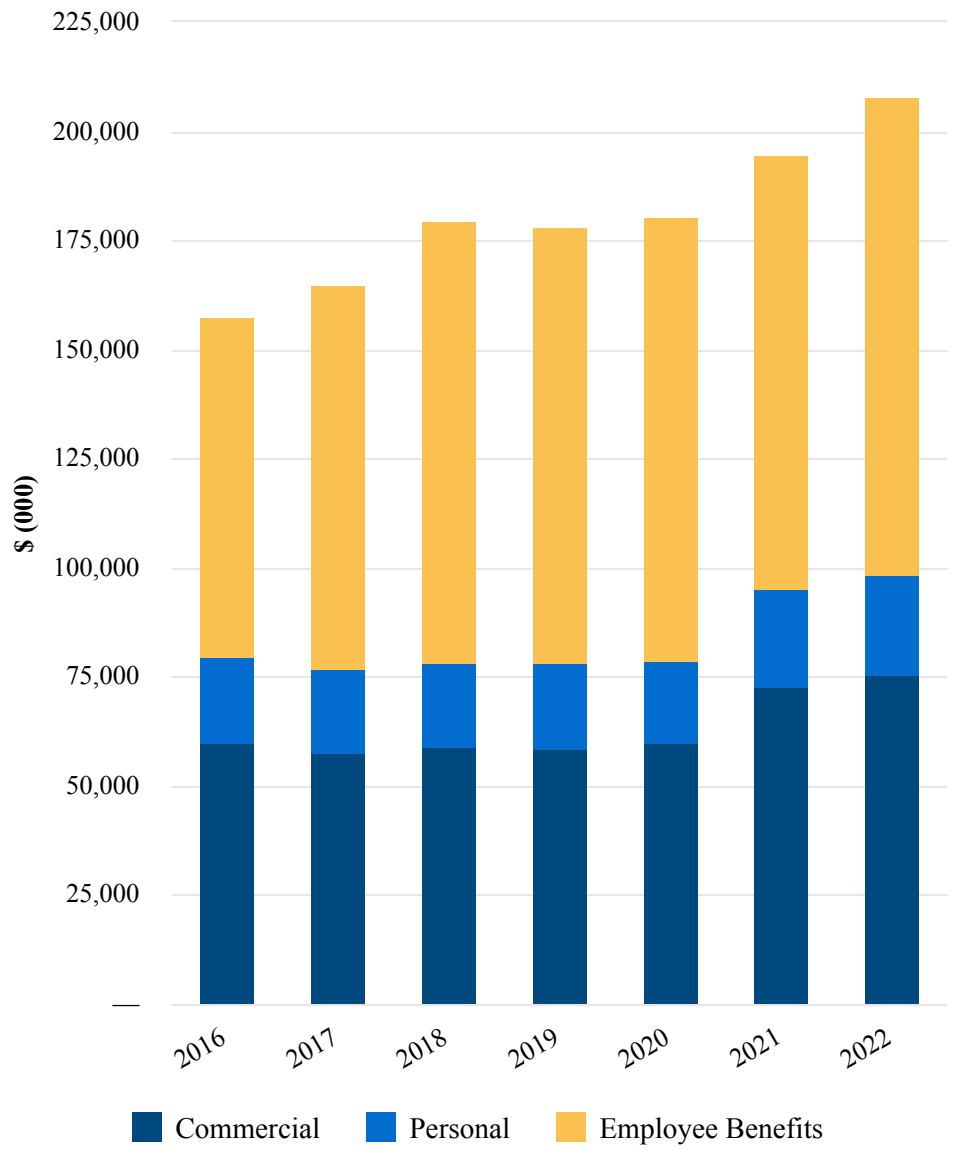


Chart data as of December 31

APPENDIX

(Non-GAAP Reconciliations)

Appendix – Non-GAAP Reconciliations

$s in millions	2017	2018	2019	2020	2021	2022
1. Tangible Common Equity						
Shareholders' Equity	$ 603,374	$ 624,133	$ 675,122	$ 692,472	$ 773,794	$ 776,500
Less: Goodwill	172,559	172,559	172,559	172,559	175,510	175,510
Less: Other Intangibles [1]	7,357	5,264	3,815	2,580	4,210	3,251
Tangible Common Equity	$ 423,458	$ 446,310	$ 498,748	$ 517,333	$ 594,074	$ 597,739
2. Average Tangible Common Equity						
Average Shareholders' Equity	$ 527,087	$ 612,197	$ 652,453	$ 668,201	$ 734,456	$ 771,499
Less: Average Goodwill	172,559	172,559	172,559	172,559	172,810	175,510
Less: Average Other Intangibles [1]	8,751	6,258	4,548	3,181	2,338	3,694
Average Tangible Common Equity	$ 345,777	$ 433,380	$ 475,346	$ 492,461	$ 559,308	$ 592,295
3. Core Net Interest Income excluding PPP						
Net Interest Income	$ 143,176	$ 158,062	$ 169,232	$ 174,361	$ 188,383	$ 218,297
Tax Equivalent Interest Income [2]	5,637	2,649	2,594	2,466	2,128	1,915
Net Interest Income Tax Equivalent	$ 148,813	$ 160,711	$ 171,826	$ 176,827	$ 190,511	$ 220,212
Less: PPP Net Interest Income	—	—	—	7,862	15,032	797
Core Net Interest Income excluding PPP	$ 148,813	$ 160,711	$ 171,826	$ 168,965	$ 175,479	$ 219,415
4. Core Noninterest Expense & Core Noninterest Expense, excluding PA shares tax						
Noninterest expense	$ 130,713	$ 137,239	$ 146,090	$ 154,998	$ 167,409	$ 186,774
Less: Restructuring costs	—	571	—	1,439	—	184
Plus: FDIC Small Bank Assessment Credit	—	—	1,102	—	—	—
Plus: Capitalized compensation for PPP Loans	—	—	—	1,280	616	—
Less: Digital transformation	—	—	—	—	—	3,806
Less: Market Expansions	$ —	$ —	$ —	$ —	$ —	$ 705
Core Noninterest Expense	$ 130,713	$ 136,668	$ 147,192	$ 154,839	$ 168,025	$ 182,079
Less: Bank Capital Stock Tax Expense	3,644	3,857	3,895	4,376	4,728	4,833
Core Noninterest Expense, excl PA shares tax	$ 127,069	$ 132,811	$ 143,297	$ 150,463	$ 163,297	$ 177,246

1. Amount does not include mortgage servicing rights
2. Based upon a pro forma 21% tax rate for all periods presented.

Appendix – Non-GAAP Reconciliations (cont.)

$s in millions	2017	2018	2019	2020	2021	2022
5. Core Tax Equivalent Revenue						
Total Revenue	$ 202,416	$ 218,235	$ 234,654	$ 252,689	$ 271,607	$ 296,182
Plus: Tax Equivalent Adjustment	6,697	3,493	3,439	3,248	3,186	2,922
Tax Equivalent Revenue [1]	$ 209,113	$ 221,728	$ 238,093	$ 255,937	$ 274,793	$ 299,104
Less: BOLI Death Benefits (Tax Equivalent)	—	715	—	—	1,392	1,237
Less: PPP Net Interest Income	—	—	—	7,862	15,032	797
Core Tax Equivalent Revenue	$ 209,113	$ 221,013	$ 238,093	$ 248,075	$ 258,369	$ 297,070
6. Core Pre-Tax Pre-Provision Income less Net Charge-offs ("PTPP-NCO")						
Pre-Tax Income	$ 61,811	$ 60,686	$ 80,053	$ 56,897	$ 114,330	$ 97,210
Plus: Provision for Credit Losses	9,892	20,310	8,511	40,794	(10,132)	12,198
Less: BOLI Death Benefits	889	446	—	—	1,101	977
Plus: Restructuring Charges	—	571	—	1,439	—	184
Less: Net Charge-offs	5,836	12,501	2,551	4,648	213	3,895
Less: FDIC Small Bank Assessment Credit	—	—	1,102	—	—	—
Less: PPP Activity	—	—	—	9,142	15,648	797
Plus: Digital transformation	$ —	$ —	$ —	$ —	$ —	$ 3,806
Plus: Market Expansions	$ —	$ —	$ —	$ —	$ —	$ 705
Core PTPP-NCO	$ 64,978	$ 68,620	$ 84,911	$ 85,340	$ 87,236	$ 108,434
Plus: Intangible expense	2,582	2,166	1,595	1,216	979	1,293
Core PTPP-NCO excluding intangible expense	$ 67,560	$ 70,786	$ 86,506	$ 86,556	$ 88,215	$ 109,727
7. Average Interest Earning Assets excluding Excess Liquidity and PPP Loans						
Average Interest Earning Assets	$ 3,938,520	$ 4,321,322	$ 4,783,680	$ 5,594,910	$ 6,232,133	$ 6,520,116
Less: Average PPP Loans	—	—	—	342,920	281,484	7,939
Less: Average Excess Liquidity [2]	—	94,669	101,760	234,372	436,351	285,875
Avg Int Earning Assets excl. Excess Liq. & PPP	$ 3,938,520	$ 4,226,653	$ 4,681,920	$ 5,017,618	$ 5,514,298	$ 6,226,302
8. Average Assets Excluding PPP						
Average Assets	$ 4,356,540	$ 4,737,772	$ 5,224,583	$ 6,006,877	$ 6,655,443	$ 6,956,292
Less: Average PPP Loans	—	—	—	342,920	281,484	7,939
Average Assets Excluding PPP	$ 4,356,540	$ 4,737,772	$ 5,224,583	$ 5,663,957	$ 6,373,959	$ 6,948,353
9. Total Loans excluding PPP						
Total Loans	$ 3,620,067	$ 4,006,574	$ 4,386,836	$ 5,306,841	$ 5,310,017	$ 6,123,230
Less: PPP Loans	—	—	—	483,773	31,748	2,147
Total Loans excluding PPP	$ 3,620,067	$ 4,006,574	$ 4,386,836	$ 4,823,068	$ 5,278,269	$ 6,121,083

1. Based upon a pro forma 21% tax rate for all periods presented.
2. Excess liquidity is defined by Management as Interest Earning Deposits with Other Banks greater than $40 million

