

# Going Further

## KBW Investor Presentation

August 2, 2022

Christopher Becker  
*President & CEO*

Jay McConie  
*EVP, CFO & Treasurer*

William Aprigliano  
*FSVP, CAO*

This presentation contains forward-looking statements that are based on The First of Long Island Corporation's ("FLIC") assumptions and beliefs. Such statements pertain to the outlook for FLIC's business, plans and objectives and market trends and other matters. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those discussed in such statements and no assurance can be given that the results in any forward-looking statement will be achieved. For these statements, FLIC claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Any forward-looking statement speaks only as of the date on which it is made, and we disclaim any obligation to subsequently revise any forward-looking statement to reflect events or circumstances after such date or to reflect the occurrence of anticipated or unanticipated events.

Certain factors could cause FLIC's future results to differ materially from those expressed or implied in any forward-looking statements contained in this presentation. These factors include the factors discussed in Part I, Item 1A of FLIC's Annual Report on Form 10-K for the year ended December 31, 2021 under the heading "Risk Factors" and any other cautionary statements, written or oral, which may be made or referred to in connection with any such forward-looking statements. Since it is not possible to foresee all such factors, these factors should not be considered as complete or exhaustive.

**Christopher Becker**

Director, President & Chief  
Executive Officer

**Paul T. Canarick**

Director

**Alexander L. Cover**

Director

**John J. Desmond**

Director & Chair of the  
Audit Committee

**Louisa M. Ives**

Director

**Stephen V. Murphy**

Director & Chair of the  
Asset Liability Committee

**Peter Quick**

Director & Chair of the  
Loan Committee

**Denise Strain**

Director & Chair of the  
Risk Committee

**Milbrey Rennie Taylor**

Director & Chair of the Governance  
and Nominating Committee

**Walter C. Teagle III**

Chairman of the Board

**Eric J. Tveter**

Director & Chair of the  
Compensation Committee

**Christopher Becker**

President & Chief Executive Officer

**Tanweer S. Ansari, Esq**

Internal Counsel &  
Chief Compliance Officer

**Christopher Hilton**

Chief Lending Officer

**Donald L. Manfredonia**

Senior Business Development Officer

**Jay P. McConie, CPA**

Chief Financial Officer

**Richard P. Perro**

Chief Retail Officer

**Susanne Pheffer**

Chief Information Officer

**Michael J. Spolarich**

Chief Credit Officer

**Janet T. Verneuille, CPA**

Chief Risk Officer





**Long Island's Longest Standing Independent Bank**



The year-long Celebration will recognize each Branch on the anniversary of its opening date.





# CommunityFirst

A newly established “CommunityFirst” program expands institutional support to the volunteer work our local branches are doing in service of their communities.





**Recent Deals**

**Real Estate**

**\$19,600,000**

Acquisition Financing

SUFFOLK COUNTY

**Let's Connect.**

 **Richard O'Rourke**  
Senior Vice President, Team Leader,  
Commercial Real Estate

 (516) 671-4900 x 7356  
 Richard.Orourke@fnbli.com

Member FDIC Equal Opportunity Lender  
www.fnbli.com

All loans are subject to credit approval.



The newly expanded social media strategy enhances brand exposure and provides targeted, continuous communication with our followers.





41 Branches as of June 30, 2022



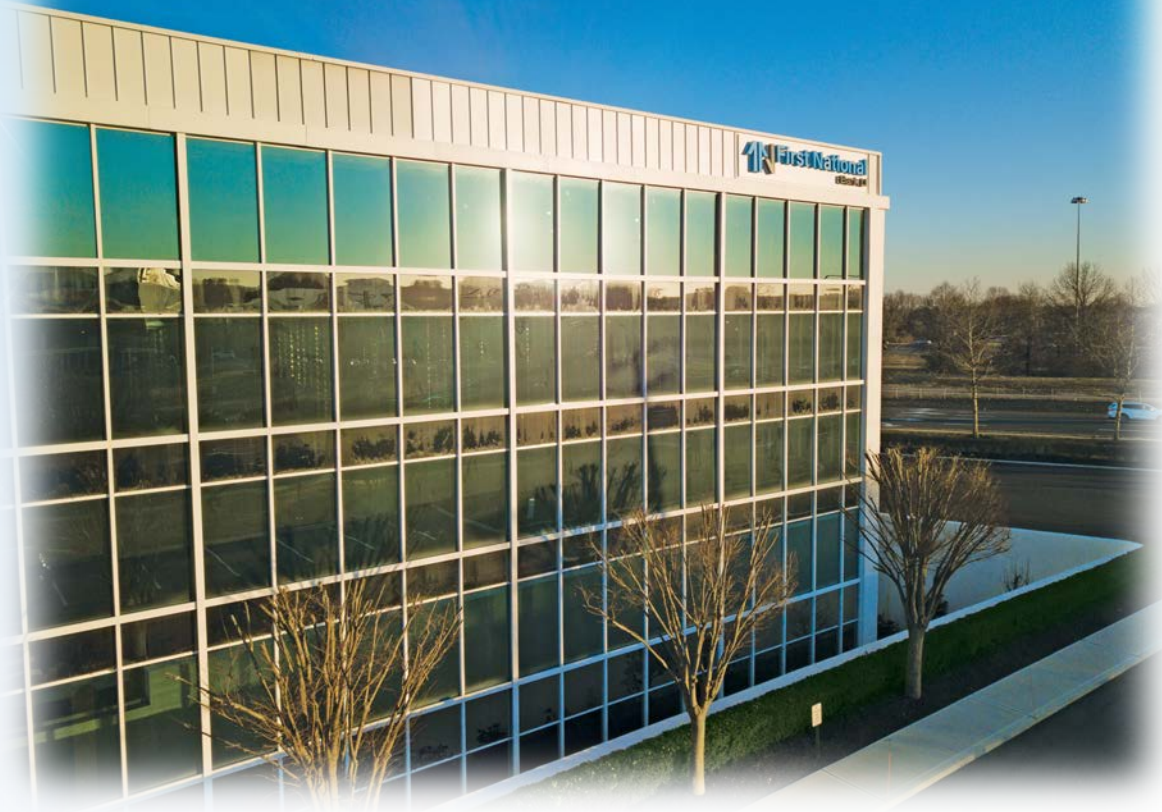
Southampton



East Hampton

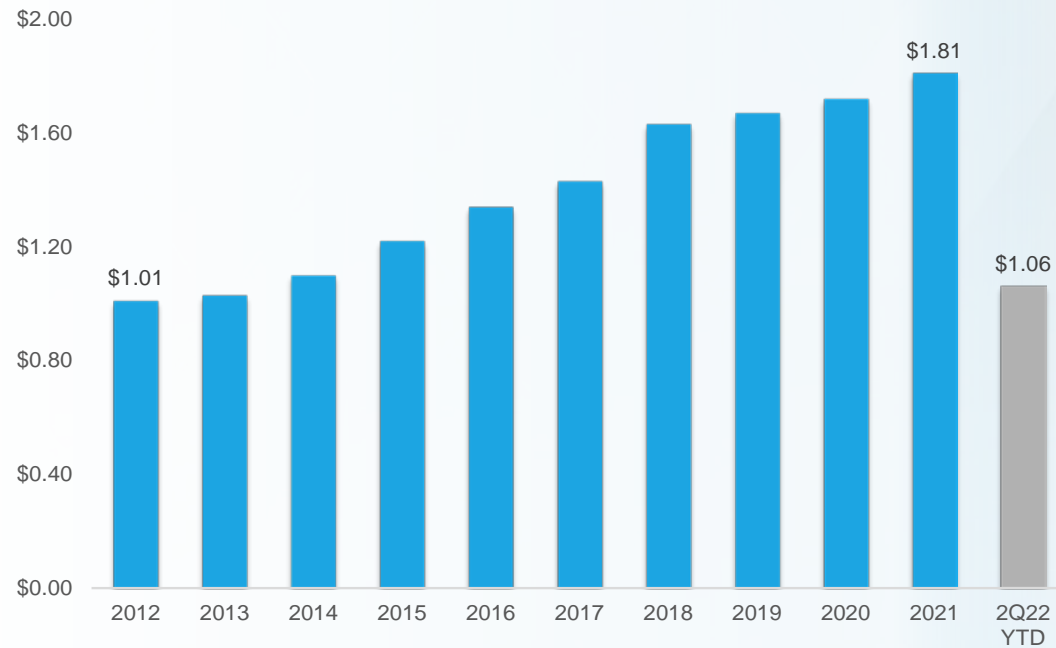
**Relocated during 2Q 2022**

- 40,000 Square-Foot Space
- State-of-the-art Branch Opening 9-6-2022
- Collaborative Work Environment
- Space for Flexible Work Arrangements
- Class A Amenities

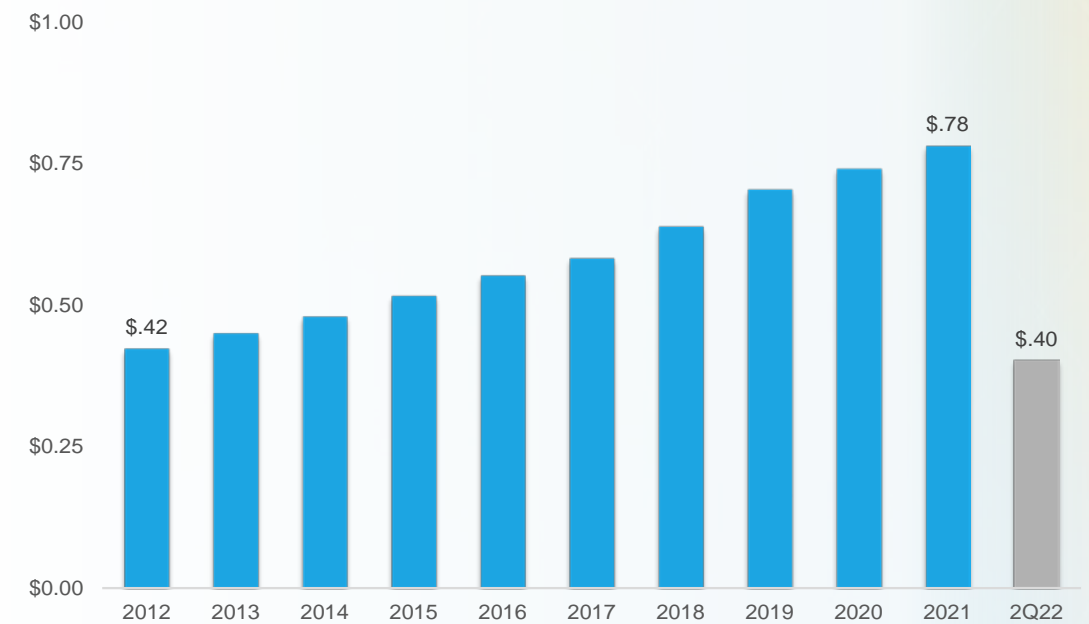




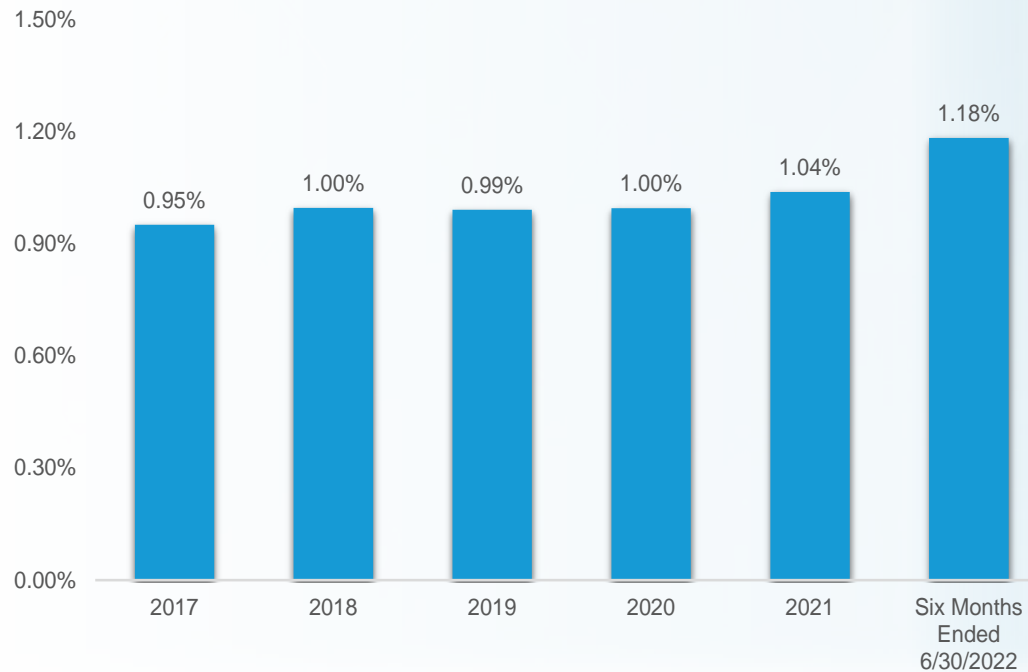
### Earnings Per Share (\$)



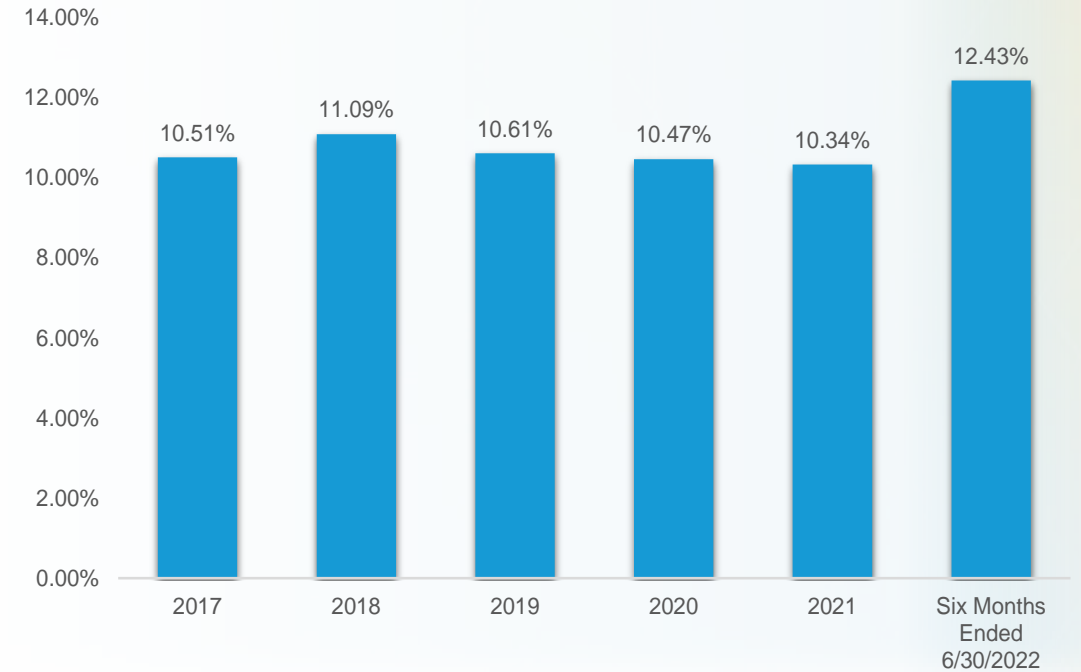
### Dividends Per Share (\$)



### Return on Assets



### Return on Equity





Performance Measures	Six Months Ended June 30, 2022	Peer Averages*	
	FLIC	Mid-Atlantic <sup>1</sup>	Nationwide <sup>2</sup>
ROA	1.18%	1.05%	1.11%
ROE	12.43%	11.19%	11.69%
Efficiency Ratio	49.38%	61.41%	62.19%
Nonaccrual Loans/Loans	0.01%	0.59%	0.49%
Net Chargeoffs/Average Loans	0.01%	0.11%	0.06%

\*Comparison of FLIC performance metrics for the average of twelve-months ended March 31, 2022

<sup>1</sup> Includes publicly-traded banks and thrifts headquartered in the Mid-Atlantic region with total assets between \$1 billion and \$5 billion

<sup>2</sup> Includes publicly-traded banks and thrifts nationwide with total assets between \$1 billion and \$5 billion

Source: SNL

## Total Return Performance



## FLIC Stock Price Performance

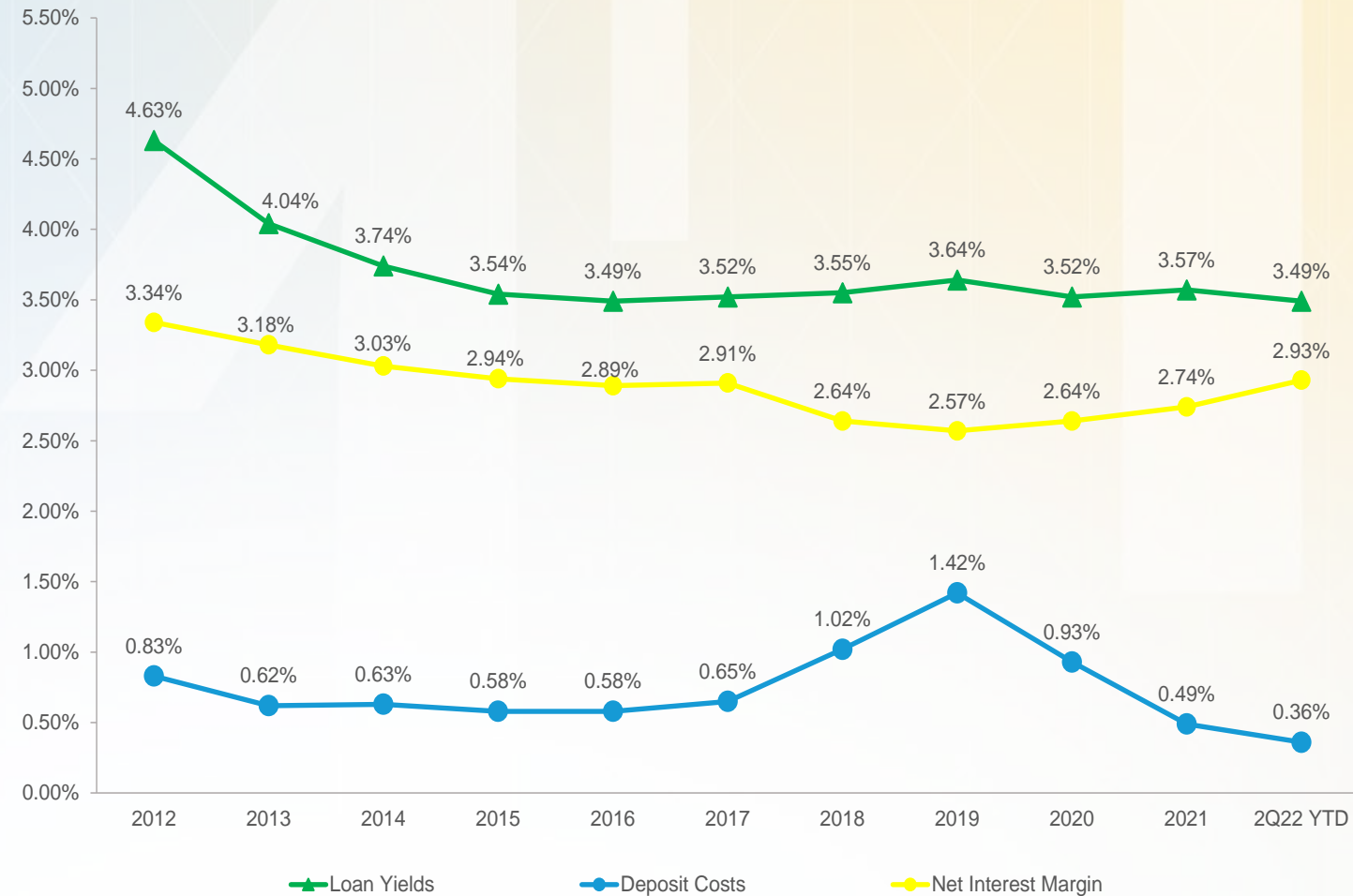
10.5 Year Returns



\* Peer group includes ACNB Corporation, Arrow Financial Corporation, BCB Bancorp, Inc., Cambridge Bancorp, C&F Financial Corporation, Chemung Financial Corporation, CNB Financial Corporation, ConnectOne Bancorp, Inc., Enterprise Bancorp, Inc., Financial Institutions, Inc., Flushing Financial Corporation, HarborOne Bancorp, Inc., Kearny Financial Corp., Northfield Bancorp, Inc., Orrstown Financial Services, Inc., Peapack-Gladstone Financial Corporation, Primis Financial Corp., Republic First Bancorp, Inc., Tompkins Financial Corporation, TrustCo Bank Corp NY, Unvest Financial Corporation, Washington Trust Bancorp, Inc. and Western New England Bancorp, Inc..



## NIM Expansion From Lower Deposit Costs



### Total Loans (\$M)

12.3% CAGR\*



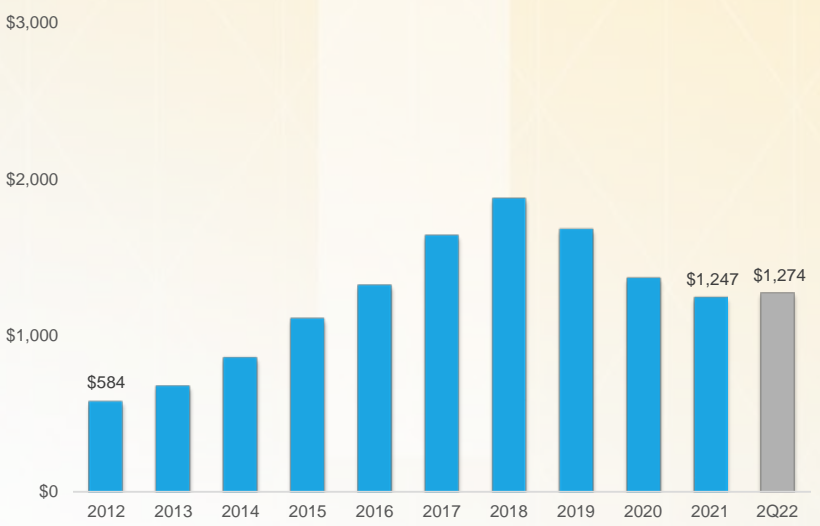
### Total Commercial Loans (\$M)

14.4% CAGR\*



### Total Residential Loans (\$M)

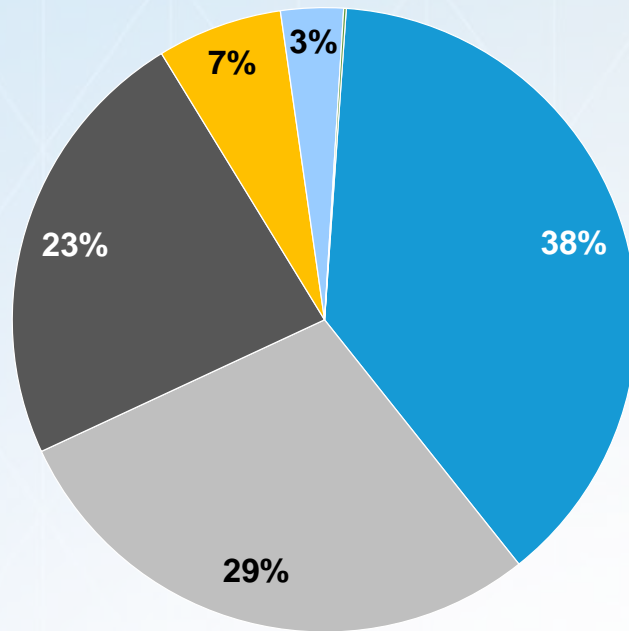
9.8% CAGR\*



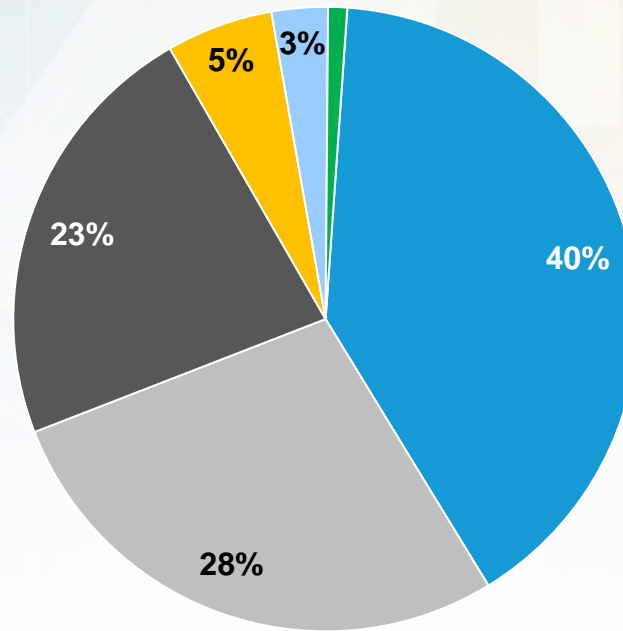
\* 10.5 Year CAGR



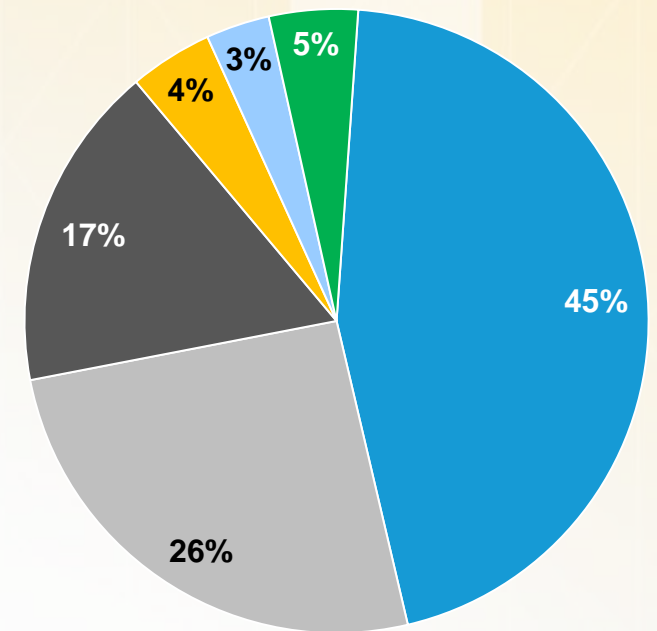
**2Q 2022**  
**\$3.3B**



**YE 2021**  
**\$3.1B**



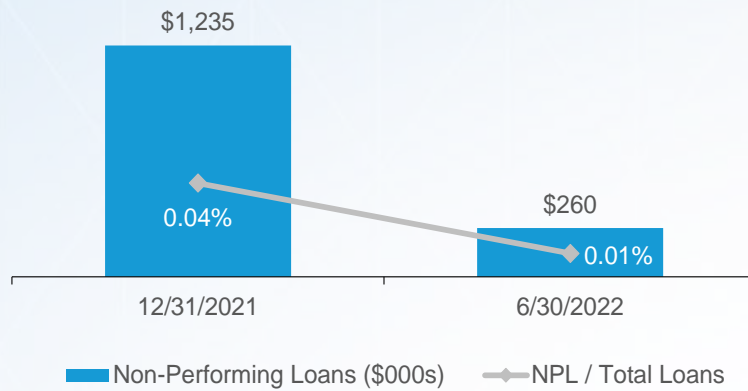
**YE 2020**  
**\$3.0B**



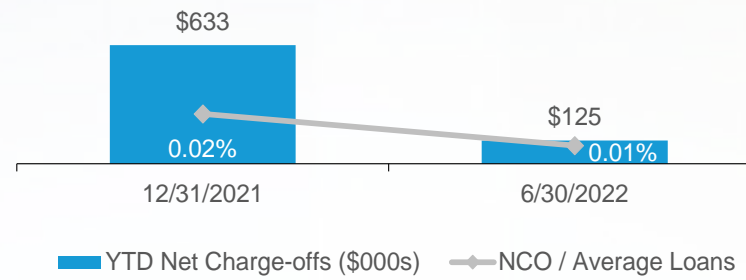
■ Residential ■ Multifamily ■ Other CRE ■ Owner Occ ■ C & I ■ SBA PPP

\* Excludes \$1 million in other loans for the 2Q 2022 and 2021 periods and \$2 million for the 2020 period that fall outside the stated categories.

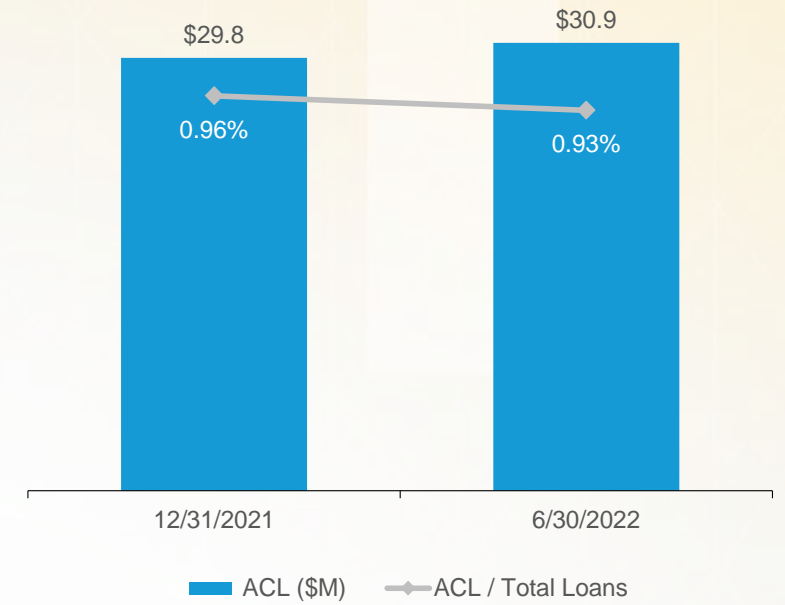
### Non-Performing Loans Ratio



### Net Charge-off Ratio



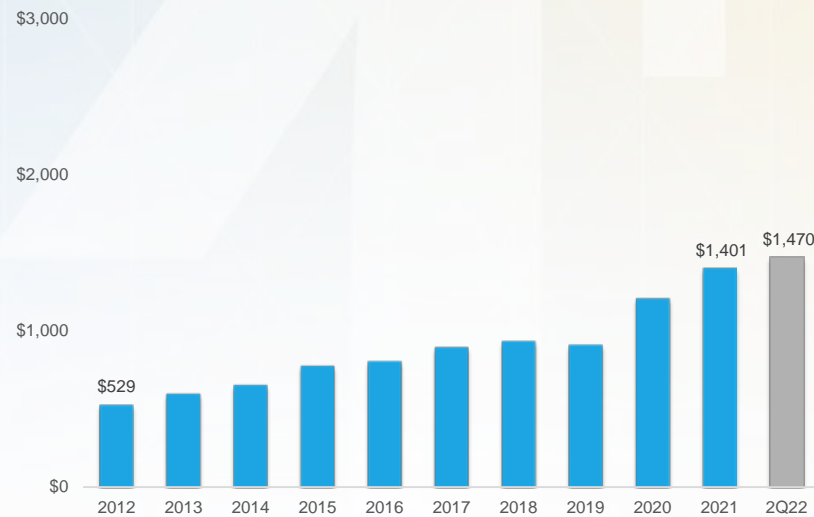
### Reserve Coverage Ratio



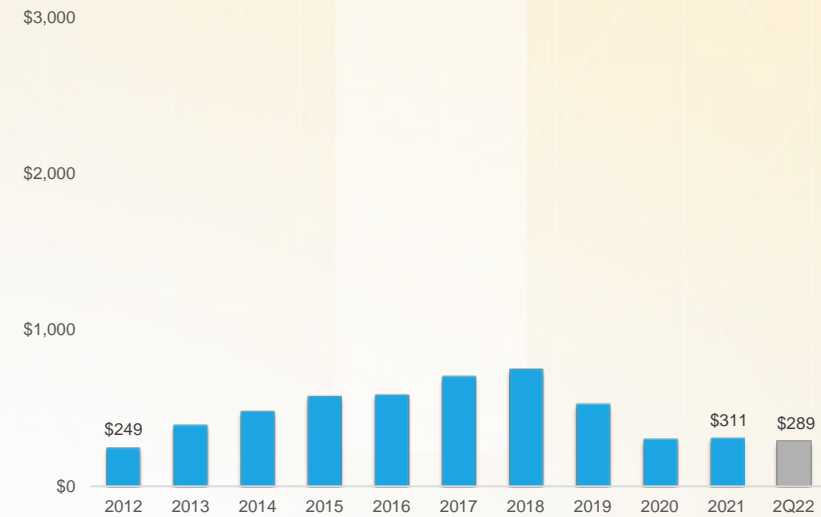
### Total Deposits (\$M) 8.7 CAGR\*



### Total Noninterest-Bearing Checking Deposits (\$M) 12.3% CAGR\*



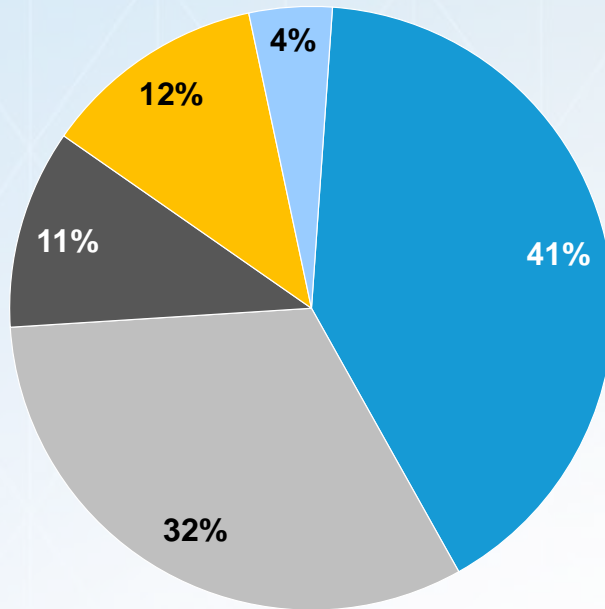
### Total Borrowings (\$M) -0.6% CAGR\*



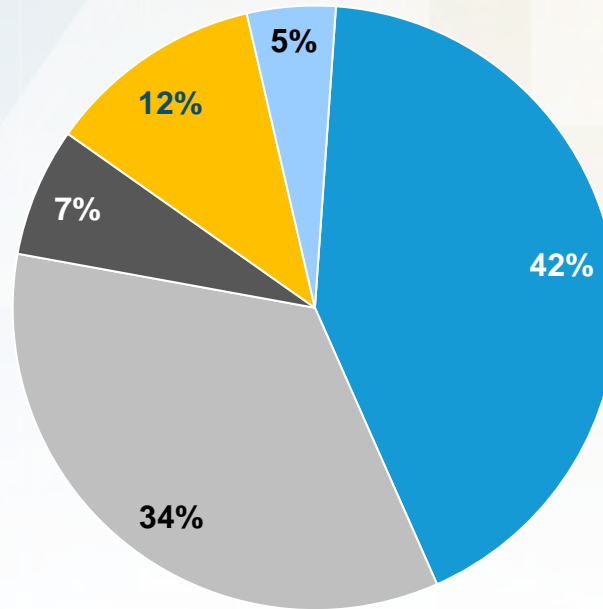
\* 10.5 Year CAGR



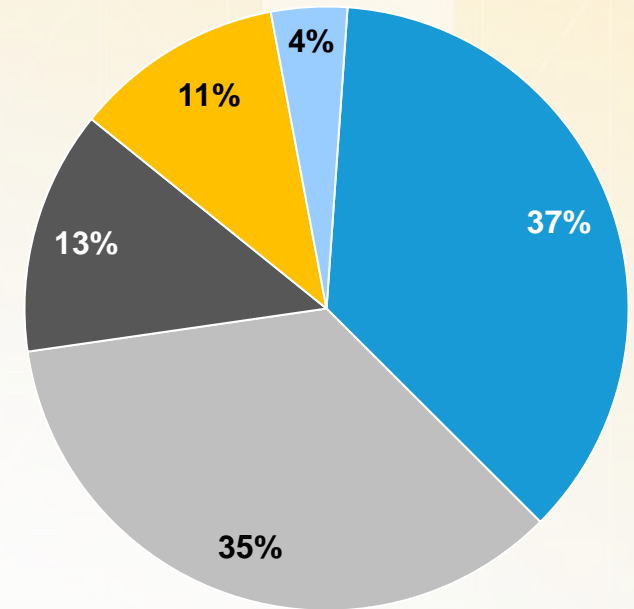
**2Q 2022**  
**\$3.3B**



**YE 2021**  
**\$3.3B**

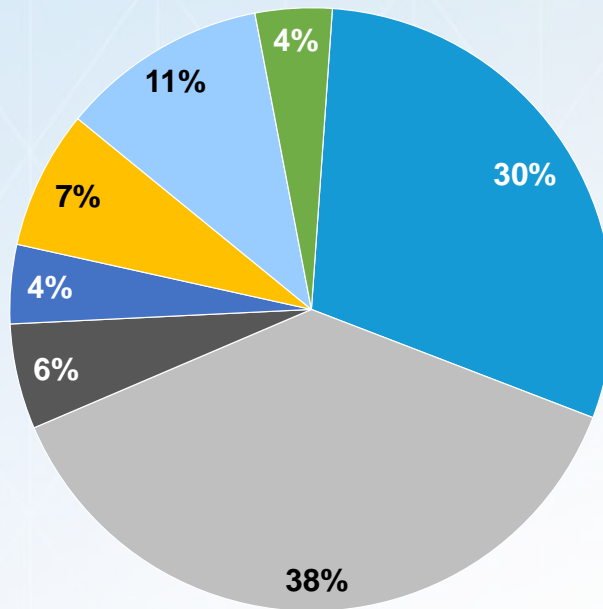


**YE 2020**  
**\$3.3B**



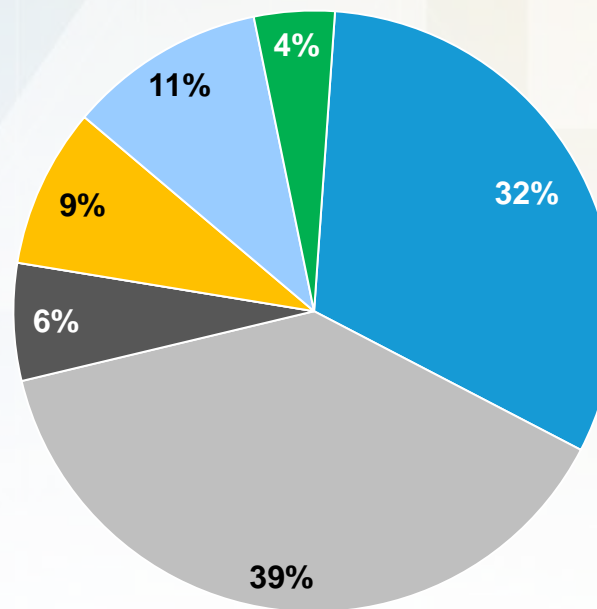
■ Checking
 ■ Money Market
 ■ Time
 ■ NOW
 ■ Savings

**2Q 2022**  
**\$3.9B**



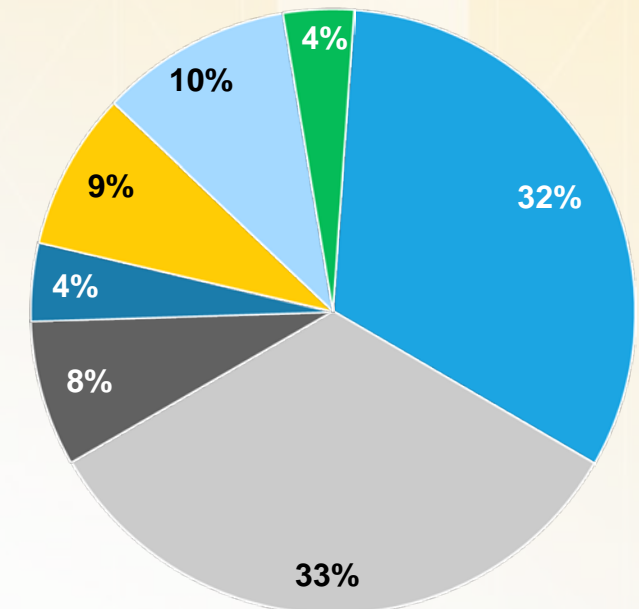
Funding Costs: 0.54%  
Effective Federal Funds Rate: 1.58%

**YE 2021**  
**\$3.6B**



Funding Costs: 0.68%  
Effective Federal Funds Rate: 0.08%

**YE 2020**  
**\$3.6B**



Funding Costs: 1.12%  
Effective Federal Funds Rate: 0.09%

■ Money Market
■ Noninterest-bearing<sup>®</sup>
■ Time
■ Brokered CDs
■ Borrowings
■ NOW
■ Savings

- Supporting the growth of our balance sheet with a profitable relationship banking business
  - Improving the quality of technology through continuing digital enhancements
  - Optimizing our branch network across a larger geography
  - Using new branding and a “CommunityFirst” focus to improve name recognition
- Enhancing our website and social media presence including the promotion of First Investments
  - Recruiting additional seasoned banking professionals to support growth initiatives
  - Focusing on strong cybersecurity and environmental, social and governance practices



# Q&A