3Q20 Earnings Presentation

October 22, 2020

Forward Looking Statements

The foregoing contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are not historical facts and include expressions about management's confidence and strategies and management's expectations about new and existing programs and products, acquisitions, relationships, opportunities, taxation, technology, market conditions and economic expectations, including the potential effects of the COVID-19 pandemic on our businesses and financial results and conditions. These statements may be identified by such forward-looking terminology as "should," "expect," "believe," "view," "opportunity," "allow," "continues," "reflects," "typically," "usually," "anticipate," or similar statements or variations of such terms. Such forward-looking statements involve certain risks and uncertainties. Actual results may differ materially from such forward-looking statements. Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include, but are not limited to: the impact of COVID-19 on the U.S. and the global economies, including business disruptions, reductions in employment and an increase in business failures, specifically the consequences among our commercial and consumer customers; the impact of COVID-19 on our employees and our ability to provide services to our customers and respond to their needs as more cases of COVID-19 may arise in our primary markets; potential judgments, claims, damages, penalties, fines and reputational damage resulting from pending or future litigation and regulatory and government actions, including as a result of our participation in and execution of government programs related to the COVID-19 pandemic or as a result of our action, or failure to implement or effectively implement, federal, state and local laws, rules or executive orders requiring that we grant forbearances or not act to collect our loans; the impact of forbearances or deferrals we are required or agree to as a result of customer requests and/or government actions, including, but not limited to our potential inability to recover fully deferred payments from the borrower or the collateral; damage verdicts or settlements or restrictions related to existing or potential class action litigation or individual litigation arising from claims of violations of laws or regulations, contractual claims, breach of fiduciary responsibility, negligence, fraud, environmental laws, patent or trademark infringement, employment related claims, and other matters; a prolonged downturn in the economy, mainly in New Jersey, New York, Florida and Alabama, as well as an unexpected decline in commercial real estate values within our market areas; higher or lower than expected income tax expense or tax rates, including increases or decreases resulting from changes in uncertain tax position liabilities, tax laws, regulations and case law; the inability to grow customer deposits to keep pace with loan growth; a material change in our allowance for credit losses under CECL due to forecasted economic conditions and/or unexpected credit deterioration in our loan and investment portfolios; the need to supplement debt or equity capital to maintain or exceed internal capital thresholds; greater than expected technology related costs due to, among other factors, prolonged or failed implementations, additional project staffing and obsolescence caused by continuous and rapid market innovations; the loss of or decrease in lower-cost funding sources within our deposit base, including our inability to achieve deposit retention targets under Valley's branch transformation strategy; cyber-attacks, computer viruses or other malware that may breach the security of our websites or other systems to obtain unauthorized access to confidential information, destroy data, disable or degrade service, or sabotage our systems; results of examinations by the OCC, the FRB, the CFPB and other regulatory authorities, including the possibility that any such regulatory authority may, among other things, require us to increase our allowance for credit losses, write-down assets, reimburse customers, change the way we do business, or limit or eliminate certain other banking activities; our inability or determination not to pay dividends at current levels, or at all, because of inadequate earnings, regulatory restrictions or limitations, changes in our capital requirements or a decision to increase capital by retaining more earnings; unanticipated loan delinquencies, loss of collateral, decreased service revenues, and other potential negative effects on our business caused by severe weather, the COVID-19 pandemic or other external events; unexpected significant declines in the loan portfolio due to the lack of economic expansion, increased competition, large prepayments, changes in regulatory lending guidance or other factors; and the failure of other financial institutions with whom we have trading, clearing, counterparty and other financial relationships. A detailed discussion of factors that could affect our results is included in our SEC filings, including the "Risk Factors" section of our Annual Report on Form 10-K for the year ended December 31, 2019 and in Item 1A of our Quarterly Report on Form 10-Q for the quarter ended June 30, 2020. We undertake no duty to update any forward-looking statement to conform the statement to actual results or changes in our expectations. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements.

SLIDE 3

3Q 2020 Highlights

	Reported 3Q20	Reported 2Q20	Reported 3Q19	Adjusted [1] 3Q20	Adjusted [1] 2Q20	Adjusted [1] 3Q19
Return on Average Assets *Annualized*	0.99%	0.92%	0.98%	1.01%	0.92%	1.00%
Efficiency Ratio	48.2%	48.0%	55.7%	46.6%	46.8%	53.5%
Pre-Provision Net Revenue [2] ($mm)	$172.2	$170.2	$115.9	$177.4	$174.0	$121.8
PPNR / Average Assets [2] *Annualized*	1.66%	1.64%	1.39%	1.71%	1.68%	1.46%
Diluted Earnings Per Share	$0.25	$0.23	$0.24	$0.25	$0.23	$0.24

- Adjusted pre-provision net revenue growth of 2% from the linked quarter and 46% year-over-year
- Year-over-year quarterly adjusted net income to common growth of +25% despite higher provision
- Interest expense declined 18% from the linked quarter and 50% from 3Q19 to offset asset yield pressure
- Strong quarter for swap fees and mortgage gain on sale income

[1] Please refer to the Non-GAAP Disclosure Reconciliation on pages 18 - 20

[2] Pre-provision net revenue equals net interest income plus total non-interest income less total non-interest expense; PPNR / Avg. Assets is presented on an annualized basis; Please refer to the Non-GAAP Disclosure Reconciliation on pages 18 - 20

SLIDE 4

Outstanding Loan Deferrals

	3Q20 Balance ($MM)	Deferral Information as of 9/30/20	
		Active Deferral ($MM)	Active Deferral / 3Q20 Loan Balance
Commercial Loans & Leases	$25,440	$793	3.1%
Residential & Home Equity [1]	$4,742	$271	5.7%
Auto & Other Consumer	$2,234	$12	0.5%
Total	**$32,416**	**$1,076**	**3.3%**

Previously Disclosed Active Deferrals / Loan Balance	
7/10/2020	5/6/2020
8.6%	12.9%
10.0%	9.1%
2.9%	3.3%
8.4%	**11.6%**

Deferrals in Primary COVID-19 Exposed Segments [2]

Borrower Industry [3]	Active Deferrals / Loans		
	9/30/20	7/10/20	5/6/20
Primary Exposure			
Doctor & Surgery	4.9%	16.5%	29.9%
Retail Trade	3.5%	21.2%	32.4%
Hotels & Hospitality	15.0%	12.3%	45.7%
Restaurants & Foodservice	8.7%	11.3%	25.2%
Entertainment & Recreation	1.0%	7.7%	9.4%
Primary Exposure Sub-Total	**7.1%**	**14.8%**	**31.3%**

Deferral Insights *(information as of 9/30/20)*

- **50% of active commercial deferrals are current on interest payments**
- Weighted average LTV of active commercial deferrals: ~60%
- 78% of previously deferred commercial loans have exited deferral and returned to full-pay status
- Commercial deferrals remain split roughly 2/3rd in NY / NJ and 1/3rd in FL / AL
- Active loan deferrals in previously disclosed “Secondary Exposure” categories [2] are immaterial at 0.5%, down from 1.8% in July and 4.9% in May

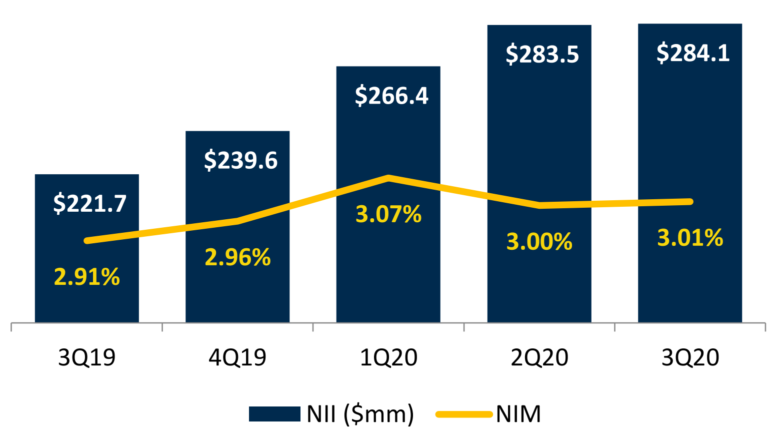
Totals may not sum due to rounding. Initial deferral period not to exceed 180 days.

[1] Reflects residential mortgage loans held in portfolio. [2] See page 17 in Appendix for more information. [3] Borrower industry based on NAICS and SIC codes.

Net Interest Margin, Profitability & Operating Leverage

Net Interest Income and Margin

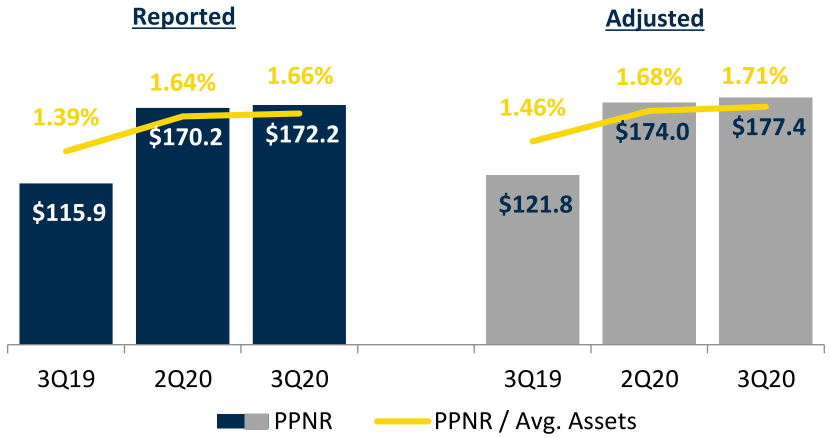
Year-over-year NII growth of 28% (FTE)



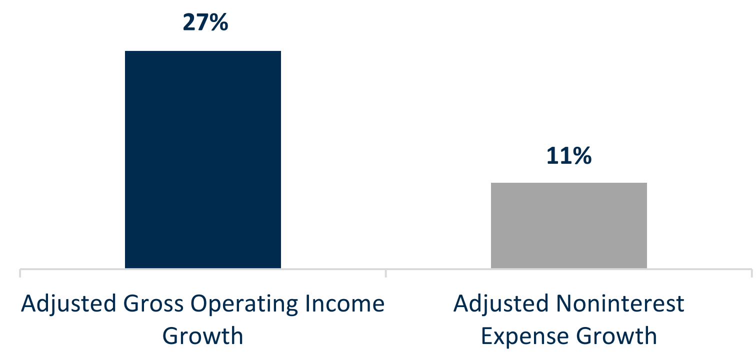
All metrics are represented on full tax equivalent basis

- Continued interest expense reductions helped insulate net interest margin from ongoing asset yield pressures

Pre-Provision Net Revenue ($mm) [1]



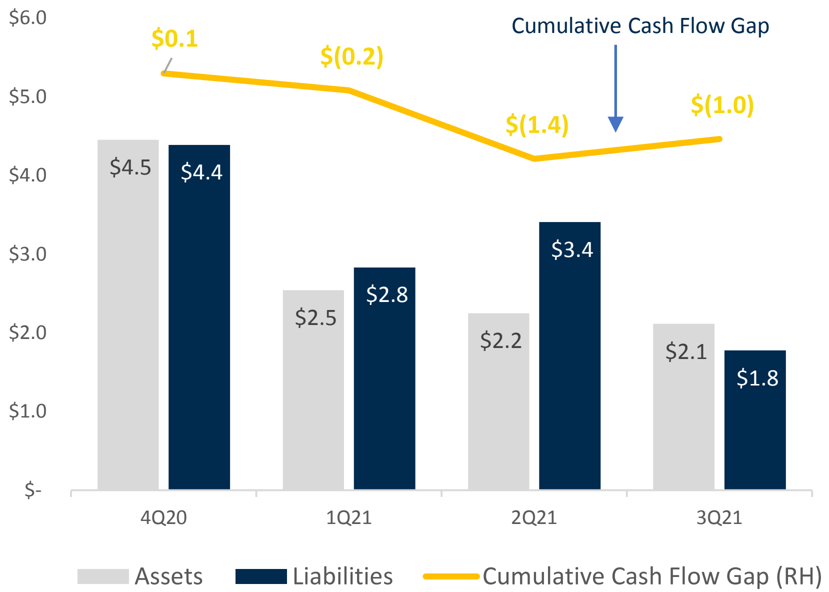
Gross Operating Income vs. Expense Growth (Adj. 3Q20 / 3Q19)



[1] Reported pre-provision net revenue is equal to net interest income plus total non-interest income less total non-interest expense; please refer to the Non-GAAP Disclosure Reconciliation on pages 18 - 20

Interest Rate Positioning

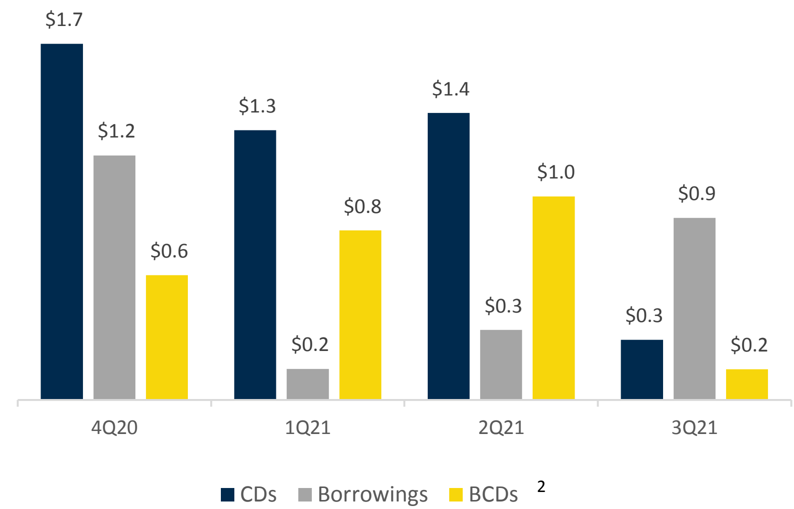
12-Month Forward Cumulative Cash Flow Gap ($bn) [1]



(Quarters are not cumulative)

12-Month Forward Maturity Schedule ($bn)

	4Q20	1Q21	2Q21	3Q21
Maturing CD Rates	0.97%	1.14%	0.93%	0.92%
Maturing Borrowing Rates	0.43%	1.13%	2.27%	2.73%
Maturing BCD Rates	0.74%	0.39%	1.22%	1.24%



- Aggressively reduced non-maturity deposit costs on a year-to-date basis
- Opportunity remains to reprice maturing CDs and borrowings lower and mitigate asset yield headwinds
- Will selectively take advantage of lower-cost wholesale funding and extend liability duration

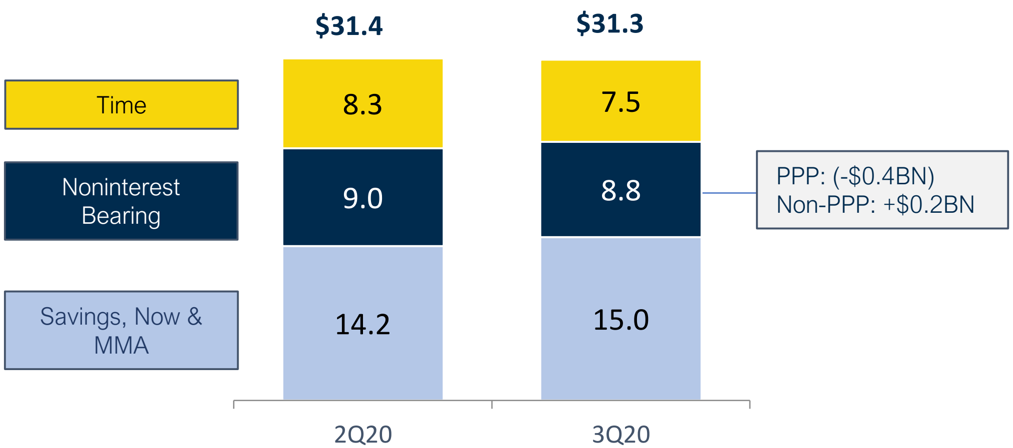
[1] Represents the estimated cumulative cash flows from dollar value of earning assets that are repricing within one year and the estimated cumulative cash flows from dollar value of interest-bearing liabilities that will reprice within one year based on the balance sheet at 9/30/2020.

[2] BCD refers to Brokered Time Deposits.

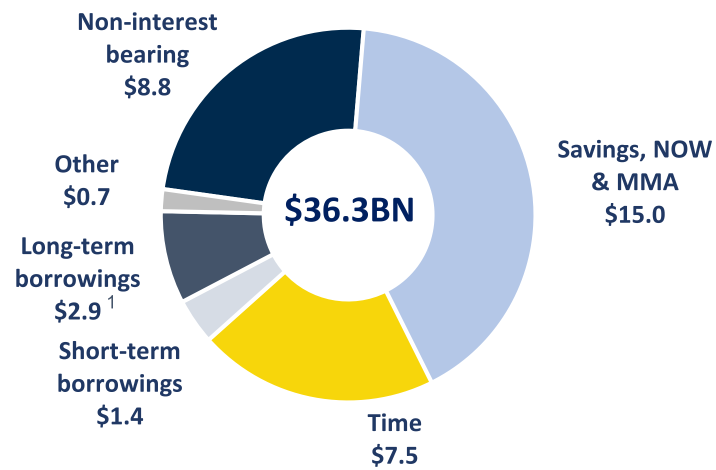
Deposits, Funding & Liquidity

SLIDE 7

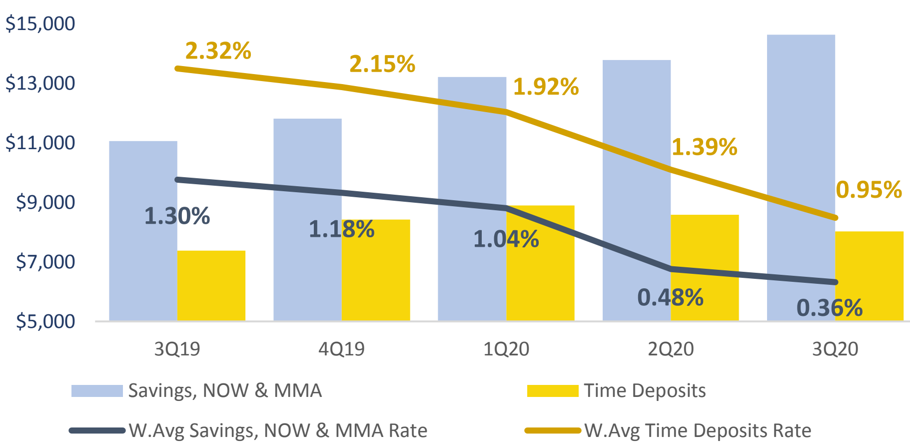
Quarterly Deposit Trends ($BN)



Total Liabilities 9/30/2020



Avg. Deposit Balance ($MM) and Rate (%) Trends



Liquidity Position & Sources (as of 9/30/2020)

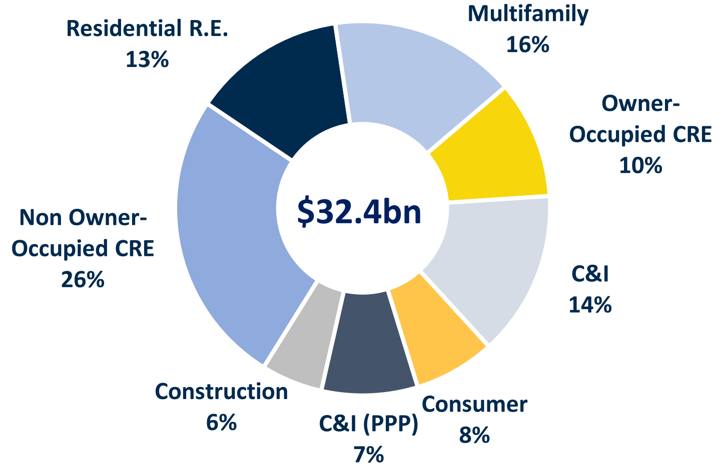
Source	$BN
Cash & Equivalents	$1.0
FHLB Borrowing Capacity	$3.1
FRB Discount Window Availability	$1.6
Unencumbered Securities	$1.9
Uncommitted Fed Funds Lines	$1.4
Total	**$9.0**

Additional access to brokered deposit market and PPP Liquidity Facility as needed

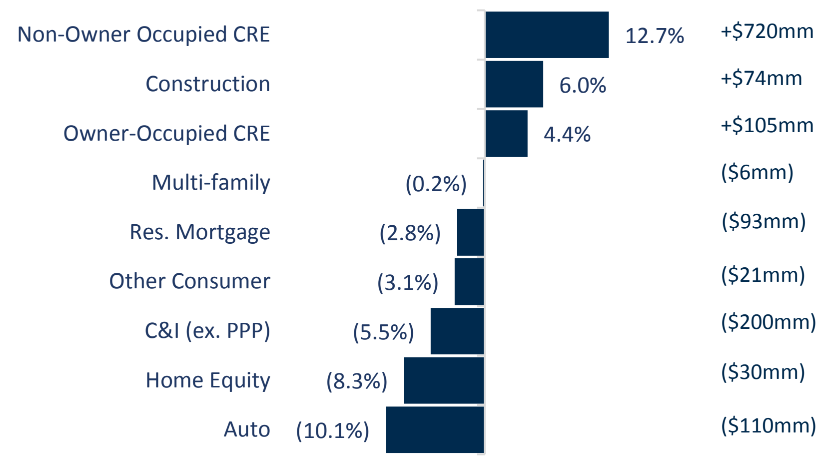
1 Includes junior subordinated debt. Totals may not sum due to rounding.
Note: PPP refers to the SBA's Paycheck Protection Program

Loans & Loan Growth

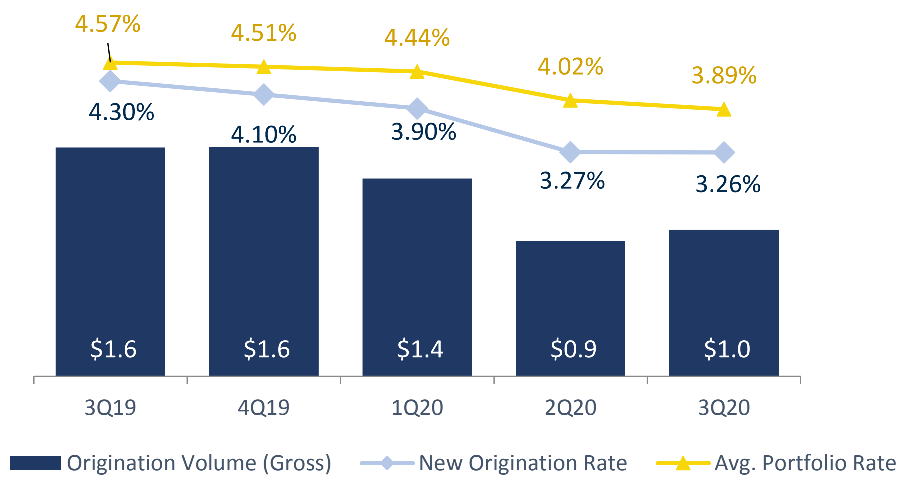
3Q20 Loan Composition [1]



Year-to-Date Loan Growth (Ann.) [1]



New Loan Originations ($bn) / Yields (%) vs Portfolio Yields (%) [2]

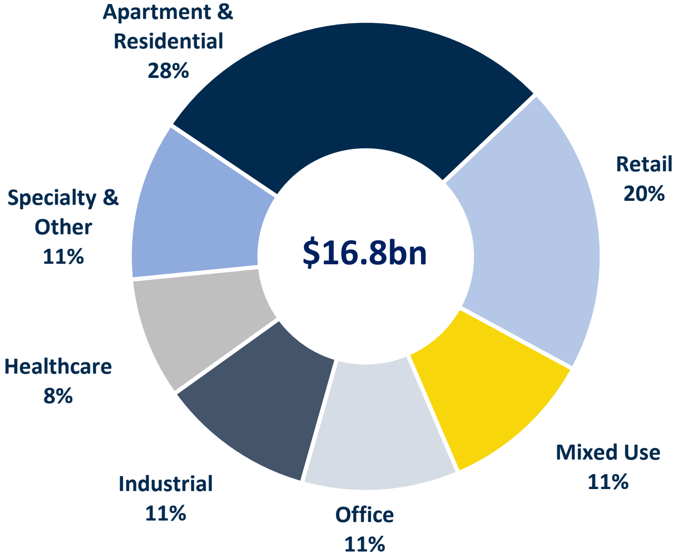


- On a year-to-date basis, total loans have increased 2.0% annualized, excluding PPP
- Loan originations increased from 2Q20 in all segments except residential mortgage
- Origination yields stabilized and spreads have improved
- Commercial line utilization (including construction) was 41% versus 43% at 6/30/20

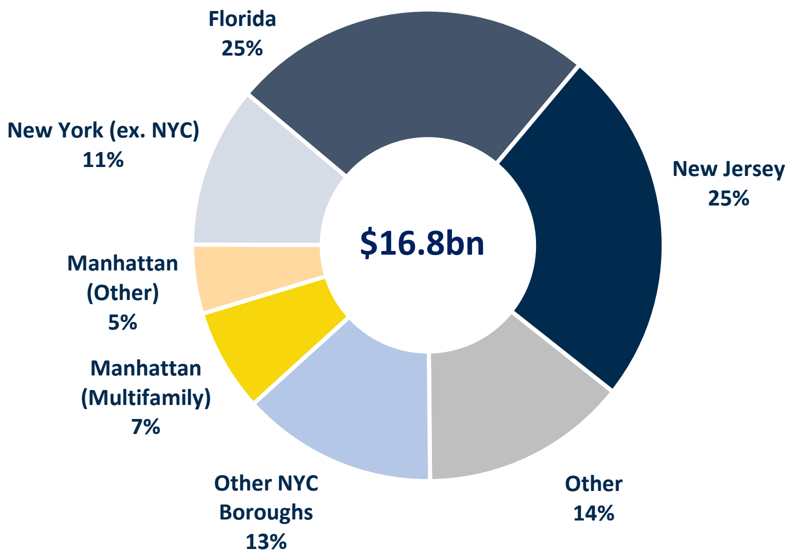
[1]Loan classifications according to call report schedule which may not correspond to classification outlined in earnings release.
[2] 3Q20 Origination volume and new origination rate excludes PPP originations

CRE Detail as of 9/30/2020

Portfolio by Collateral Type



Portfolio by Geography

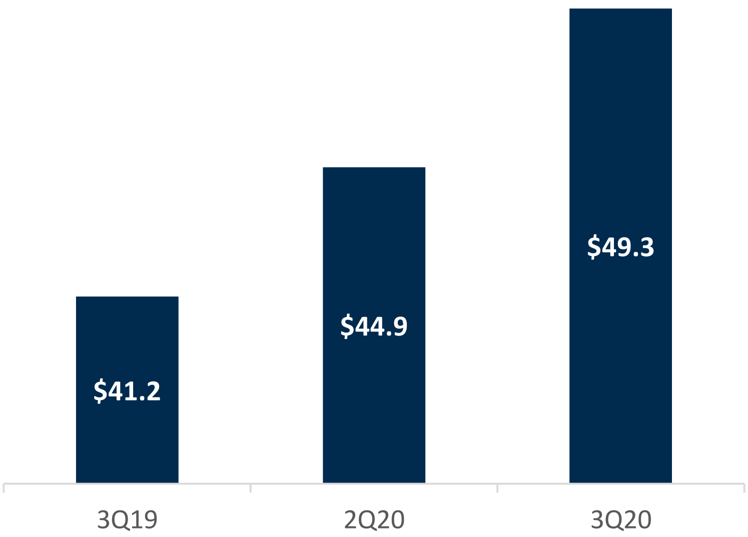


Geography	Outstanding ($BN)	% of Total	Wtd. Avg. LTV	Wtd. Avg. DSCR
Florida	$4.2	25%	63%	1.82x
New Jersey	$4.1	25%	60%	1.73x
Other	$2.4	14%	63%	1.72x
Other NYC Boroughs	$2.3	13%	53%	1.44x
Manhattan	$1.9	12%	33% (50% ex Co-Ops)	1.59x
New York (ex. NYC)	$1.9	11%	54%	1.56x
Total	**$16.8**	**100%**	**56%**	**1.69x**

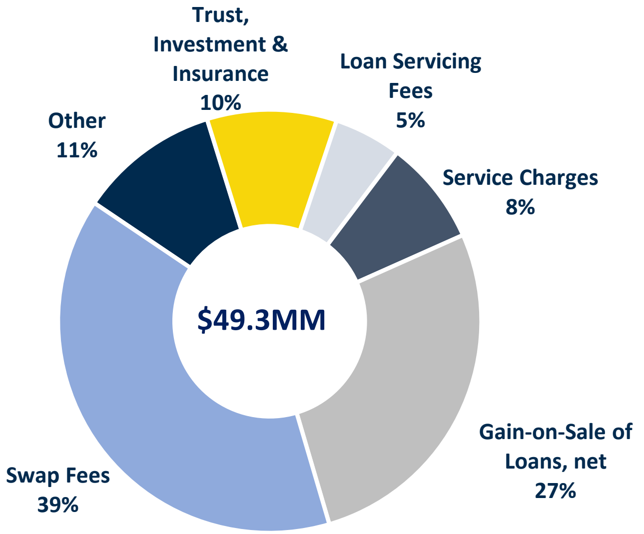
SLIDE 10

Fee Income

Adjusted Non-Interest Income ($MM) [1]



3Q20 Adjusted Non-Interest Income ($MM) [1]

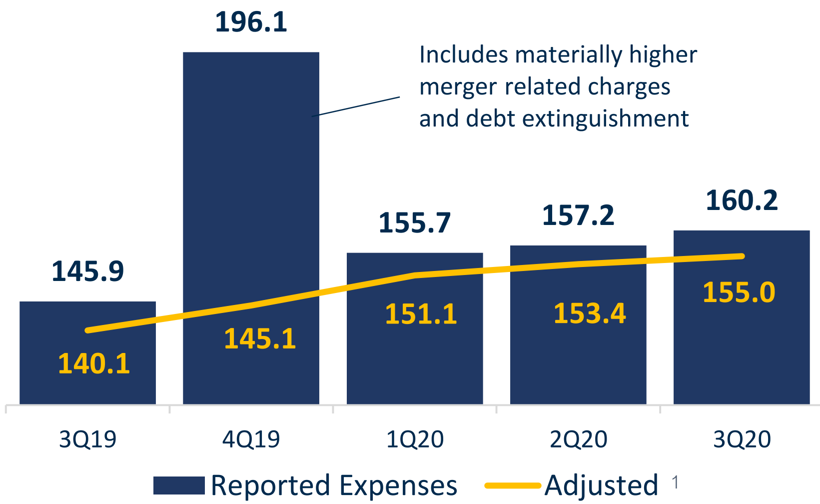


- Adjusted non-interest income increased 20% year-over-year
- 10% linked-quarter increase in adjusted non-interest income driven by strong swap fee generation and gain on sale income
- Non-interest income comprised 14.8% of 3Q20 revenue, up from 13.7% in 2Q20

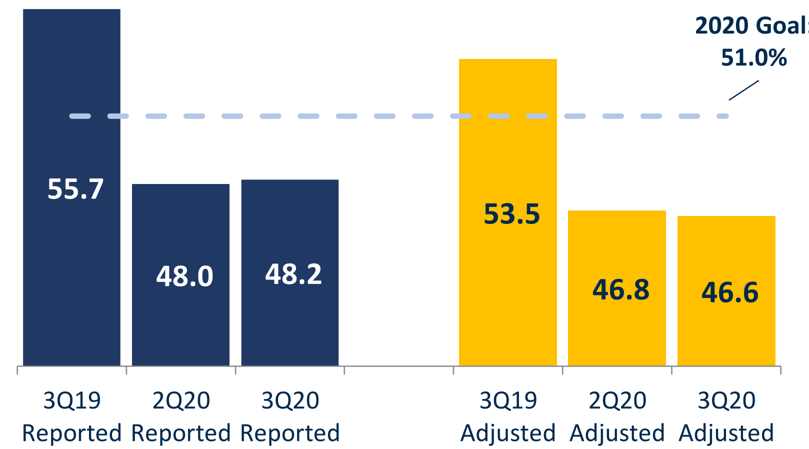
[1] Please refer to the Non-GAAP Disclosure Reconciliation on pages 18 - 20

Non-Interest Expense

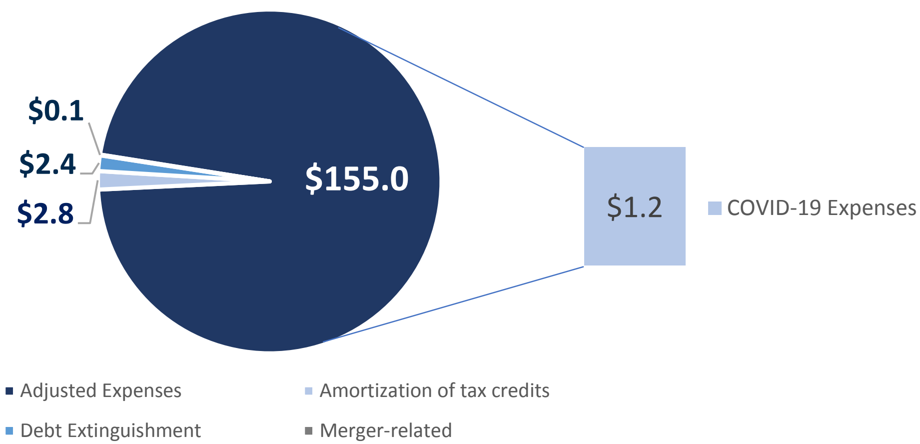
5 Quarter Operating Expense Trends ($ in millions)



Efficiency Ratio (%) [1]



3Q20 Adjusted Operating Expenses ($, in millions) [1]



3Q20 Expense Commentary

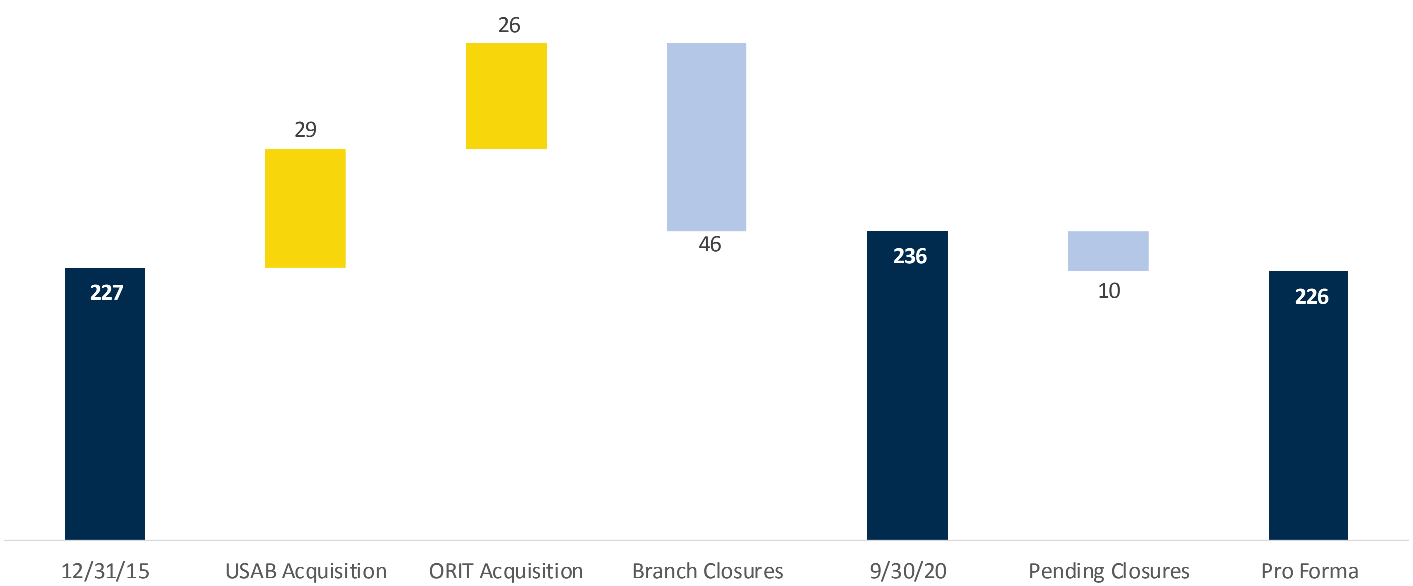
- Continued focus on expense control as we navigate a challenging operating environment
- $2.4 million expense to extinguish $50 million of debt at a cost of 3.70%
- Adjusted efficiency of 46.6% is better than our 51.0% target

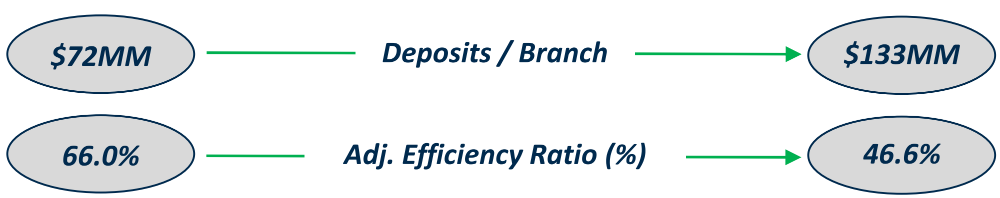
[1]Refer to the appendix on pages 18 - 20 regarding non-GAAP financial measures. Sums may be inconsistent due to rounding.

Branch Network Evolution

We anticipate closing 9 branches by year-end 2020 and 1 branch in January of 2021

VLY Branch Count

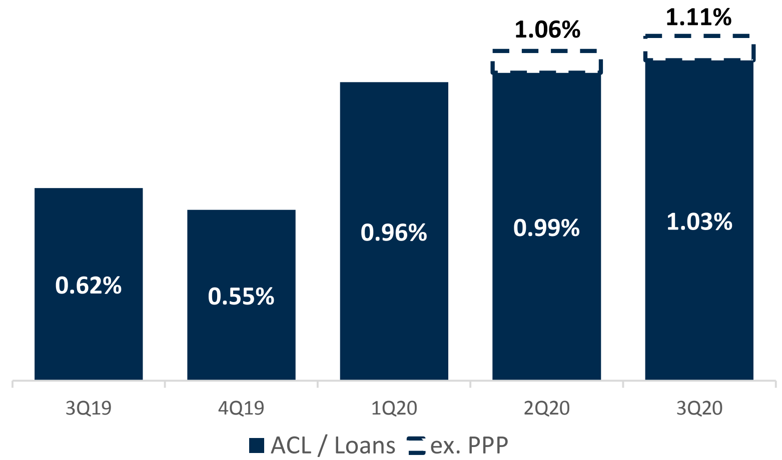




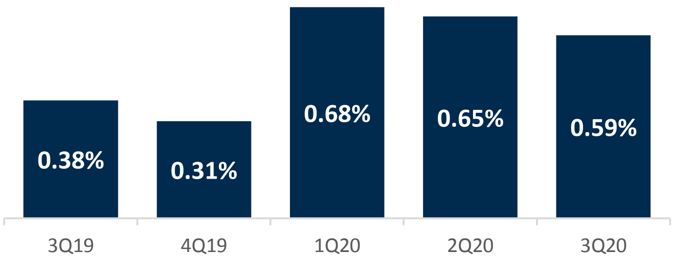
Asset Quality

SLIDE 13

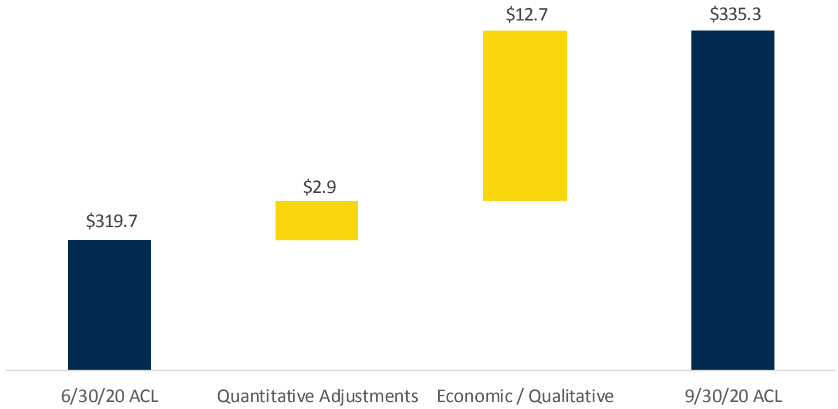
Allowance for Credit Losses for Loans / Total Loans



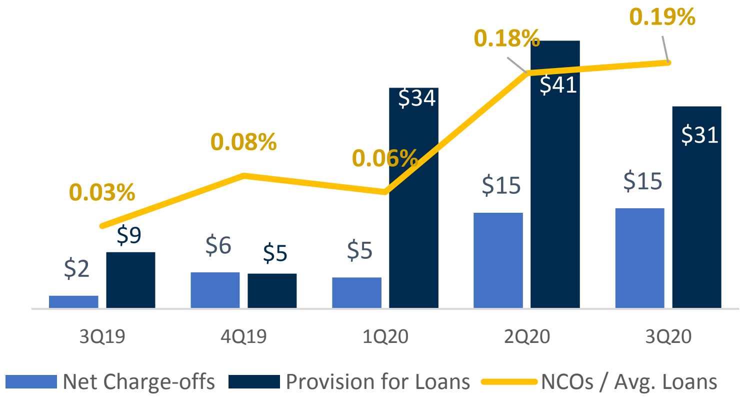
Non-Accrual Loans / Total Loans



Net Change in Allowance for Credit Losses for Loans ($MM)



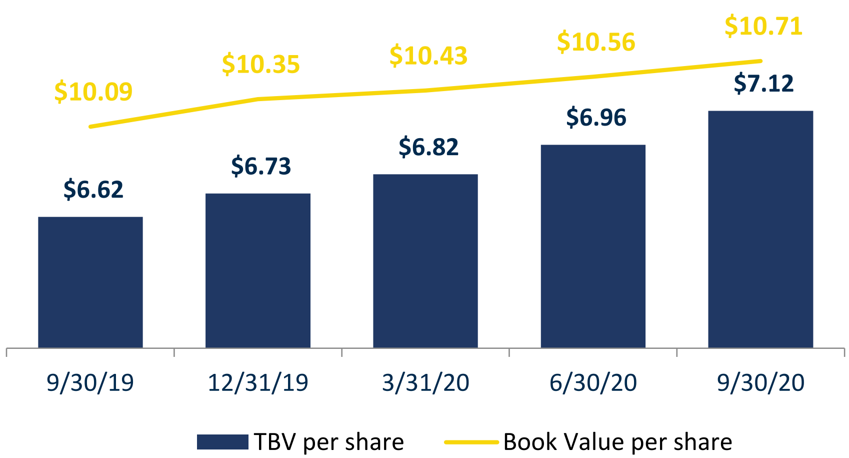
Net Charge-offs & Provision ($mm)



Equity & Capitalization

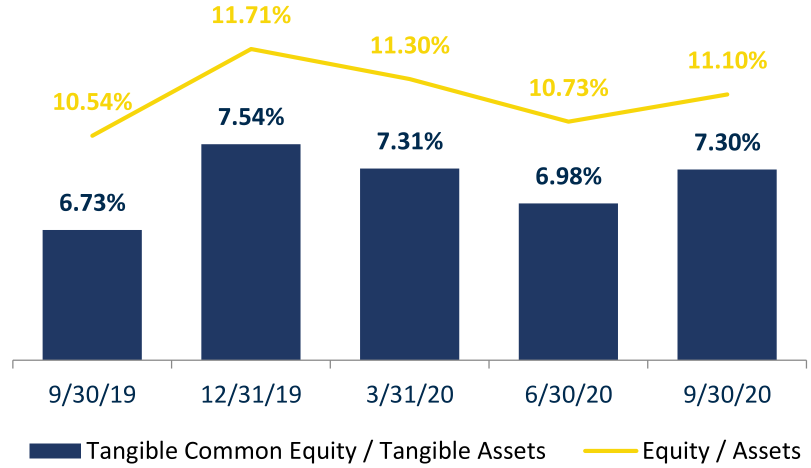
Book Value and Tangible Book Value per Share [1]

8% year-over-year tangible book value growth



Equity Capitalization Level

$2.3BN PPP loans reduce TCE / TA by ~45 bp in 3Q20



Holding Company Capital Ratios	9/30/19	6/30/20	9/30/20	Year-over-Year Change
Tier 1 Leverage	7.61%	7.70%	7.87%	+26 bp
Common Equity Tier 1	8.49%	9.51%	9.70%	+121 bp
Tier 1 Risk-Based	9.30%	10.23%	10.41%	+111 bp
Total Risk-Based	11.03%	12.19%	12.36%	+133 bp

[1] Please refer to the Non-GAAP Disclosure Reconciliation on pages 18 - 20

Appendix

Paycheck Protection Program

$2.3bn SBA-approved volume

~13,000 SBA-approved loans

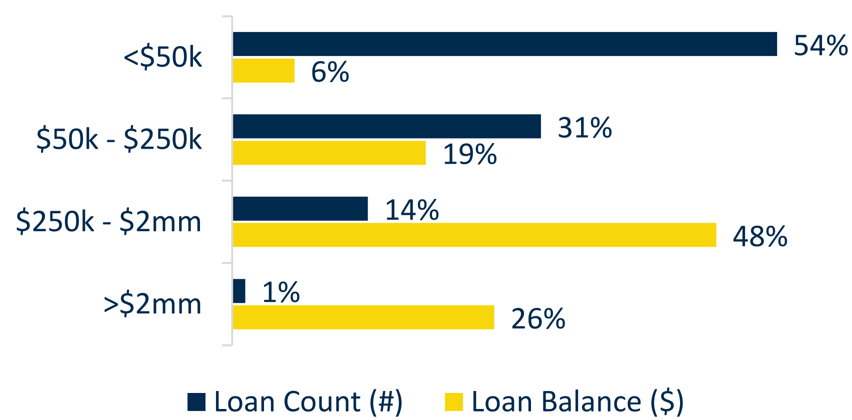
$180k Average loan size

$42k Median loan size

~3% Average processing fee

- 500+ Valley employees dedicated to assisting our customers take advantage of Paycheck Protection Program
- ~75% of SBA-approved borrowers had an existing Valley relationship
- ~30% of PPP loans were provided to minority-owned businesses, non-profit organizations, or women-owned businesses
- Corresponding increase in deposits upon loan funding; balances drawing down over time
- Loans funded by existing low-cost liquidity, however ability to pledge originated loans as collateral to PPP Liquidity Facility to access funding at 0.35%
- Streamlined forgiveness for loans of $50,000 or below (54% of our loans under PPP) alleviates burden on our processing team

Volume by Loan Amount



COVID-19 Exposed Loan Segments

Borrower Industry [1]	Non-PPP Loan Balance (9/30/20) ($MM)	Non-PPP Loan Balance (9/30/20) % of non-PPP Loans	Active Deferrals as of 9/30/20 ($MM)	Active Deferrals as of 9/30/20 % of Industry
Primary Exposure				
Doctor & Surgery	$527	1.7%	$26	4.9%
Retail Trade	592	2.0%	21	3.5%
Hotels & Hospitality	498	1.7%	75	15.0%
Restaurants & Foodservice	397	1.3%	35	8.7%
Entertainment & Recreation	214	0.7%	2	1.0%
Primary Exposure Sub-Total	**$2,229**	**7.4%**	**$158**	**7.1%**

Borrower Industry	Prev. Disclosed Deferrals / Loans 7/10/20	Prev. Disclosed Deferrals / Loans 5/6/20
Doctor & Surgery	16.5%	29.9%
Retail Trade	21.2%	32.4%
Hotels & Hospitality	12.3%	45.7%
Restaurants & Foodservice	11.3%	25.2%
Entertainment & Recreation	7.7%	9.4%
Primary Exposure Sub-Total	**14.8%**	**31.3%**

- Exposure to primary COVID-19 exposed loan segments has remained stable at roughly 7% of non-PPP loans
- Active loan deferrals in "Primary Exposure" categories have declined to 7.1% from 14.8% in July and 31.3% in May
- Active loan deferrals in previously disclosed "Secondary Exposure" categories [2] are immaterial at 0.5%, down from 1.8% in July and 4.9% in May

Totals may not sum due to rounding.

[1] Borrower industry based on NAICS and SIC codes. [2] Secondary categories: Nursing & Residential Care, Wholesale Trade, Manufacturing, Child Care & Education

Non-GAAP Disclosure Reconciliation

($ in thousands, except for share data)	Three Months Ended September 30, 2020	June 30, 2020	September 30, 2019
Adjusted net income available to common shareholders:			
Net income, as reported	$102,374	$95,601	$81,891
Add: Losses on extinguishment of debt (net of tax)	1,691	—	—
Add: Losses on securities transactions (net of tax)	33	29	67
Add: Merger related expenses (net of tax)(a)	76	263	1,043
Add: Income tax expense (benefit)(b)	—	—	133
Net income, as adjusted	$104,174	$95,893	$83,134
Dividends on preferred stock	3,172	3,172	3,172
Net income available to common shareholders, as adjusted	$101,002	$92,721	$79,962

(a) Merger related expenses are primarily within salary and employee benefits expense, professional and legal fees, and other expense.
(b) Income tax expense related to reserves for uncertain tax positions in 2019.

	September 30, 2020	June 30, 2020	September 30, 2019
Adjusted per common share data:			
Net income available to common shareholders, as adjusted	$101,002	$92,721	$79,962
Average number of shares outstanding	403,833,469	403,790,242	331,797,982
Basic earnings, as adjusted	$0.25	$0.23	$0.24
Average number of diluted shares outstanding	404,788,526	404,631,845	333,405,196
Diluted earnings, as adjusted	$0.25	$0.23	$0.24
Adjusted annualized return on average tangible shareholders' equity:			
Net income, as adjusted	$104,174	$95,893	$83,134
Average shareholders' equity	4,530,397	4,477,446	3,536,528
Less: Average goodwill and other intangible assets	1,451,889	1,456,781	1,154,462
Average tangible shareholders' equity	3,078,508	$3,020,665	$2,382,066
Annualized return on average tangible shareholders' equity, as adjusted	13.54%	12.70%	13.96%
Adjusted annualized return on average assets:			
Net income, as adjusted	$104,174	$95,893	$83,134
Average assets	$41,457,515	$41,503,514	$33,419,137
Annualized return on average assets, as adjusted	1.01%	0.92%	1.00%
Adjusted annualized return on average shareholders' equity:			
Net income, as adjusted	$104,174	$95,893	$83,134
Average shareholders' equity	$4,530,397	$4,477,446	$3,536,528
Annualized return on average shareholders' equity, as adjusted	9.20%	8.57%	9.40%

Non-GAAP Disclosure Reconciliation

($ in thousands)	Three Months Ended September 30, 2020	June 30, 2020	September 30, 2019
Annualized return on average tangible shareholders' equity:			
Net income, as reported	$102,374	$95,601	$81,891
Average shareholders' equity	4,530,397	4,477,446	3,536,528
Less: Average goodwill and other intangible assets	1,451,889	1,456,781	1,154,462
Average tangible shareholders' equity	3,078,508	$3,020,665	$2,382,066
Annualized return on average tangible shareholders' equity	13.30%	12.66%	13.75%
Adjusted efficiency ratio:			
Non-interest expense, as reported	$160,185	$157,166	$145,877
Less: Loss on extinguishment of debt (pre-tax)	2,353	—	—
Less: Merger-related expenses (pre-tax)	106	366	1,434
Less: Amortization of tax credit investments (pre-tax)	2,759	3,416	4,385
Non-interest expense, as adjusted	$154,967	$153,384	$140,058
Net interest income	283,086	282,559	220,625
Non-interest income, as reported	49,272	44,830	41,150
Add: Losses on securities transactions, net (pre-tax)	46	41	93
Non-interest income, as adjusted	$49,318	$44,871	$41,243
Gross operating income, as adjusted	$332,404	$327,430	$261,868
Efficiency ratio, as adjusted	46.62%	46.84%	53.48%
Annualized pre-provision net revenue / average assets			
Net interest income	$283,086	$282,559	$220,625
Non-interest income, as reported	49,272	44,830	41,150
Less: Non-interest expense, as reported	160,185	157,166	145,877
Pre-provision net revenue	$172,173	$170,223	$115,898
Average assets	$41,457,515	$41,503,514	$33,419,137
Annualized pre-provision net revenue / average assets	1.66%	1.64%	1.39%
Annualized pre-provision net revenue / average assets, as adjusted			
Net interest income	$283,086	$282,559	$220,625
Non-interest income, as adjusted	49,318	44,871	41,243
Less: Non-interest expense, as adjusted	154,967	153,384	140,058
Pre-provision net revenue, as adjusted	$177,437	$174,046	$121,810
Average assets	$41,457,515	$41,503,514	$33,419,137
Annualized pre-provision net revenue / average assets, as adjusted	1.71%	1.68%	1.46%

Non-GAAP Disclosure Reconciliation

($ in thousands, except for share data)	As of September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019
Tangible book value per common share:					
Common shares outstanding	403,878,744	403,795,599	403,744,148	403,278,390	331,805,564
Shareholders' equity	$4,533,763	$4,474,488	$4,420,998	$4,384,188	$3,558,075
Less: Preferred Stock	209,691	209,691	209,691	209,691	209,691
Less: Goodwill and other intangible assets	1,449,282	1,453,330	1,458,095	1,460,397	1,152,815
Tangible common shareholders' equity	$2,874,790	$2,811,467	$2,753,212	$2,714,100	$2,195,569
Tangible book value per common share	$7.12	$6.96	$6.82	$6.73	$6.62
Tangible common equity to tangible assets:					
Tangible common shareholders' equity	$2,874,790	$2,811,467	$2,753,212	$2,714,100	$2,195,569
Total assets	40,855,333	41,717,265	39,120,629	37,436,020	33,765,539
Less: Goodwill and other intangible assets	1,449,282	1,453,330	1,458,095	1,460,397	1,152,815
Tangible assets	$39,406,051	40,263,935	$37,662,534	$35,975,623	$32,612,724
Tangible common equity to tangible assets	7.30%	6.98%	7.31%	7.54%	6.73%

For More Information

- Log onto our website: www.valley.com
- Email requests to: tlan@valley.com
- Call Travis Lan in Investor Relations, at: (973) 686-5007
- Write to: Valley National Bank
  1455 Valley Road
  Wayne, New Jersey 07470
  Attn: Travis Lan, SVP – Director, Corporate Finance & Business Development
- Log onto our website above or www.sec.gov to obtain free copies of documents filed by Valley with the SEC