

# Potential buyers for KeyCorp/First Niagara divestitures

Deposit market share in select New York counties where KeyCorp and First Niagara overlap\*

Company (top-level ticker)	Total active branches	Total deposits (\$M)	Deposit market share (%)
M&T Bank Corp. (MTB)	66	21,540.0	37.65
<b>First Niagara Financial Group Inc. (FNFG)</b>	<b>90</b>	<b>12,778.1</b>	<b>22.33</b>
<b>KeyCorp (KEY)</b>	<b>90</b>	<b>8,723.4</b>	<b>15.25</b>
Citizens Financial Group Inc. (CFG)	61	4,083.7	7.14
Bank of America Corp. (BAC)	40	2,807.2	4.91
TrustCo Bank Corp NY (TRST)	29	1,258.1	2.20
NBT Bancorp Inc. (NBTB)	21	1,161.7	2.03
Evans Bancorp Inc. (EVBN)	13	726.6	1.27
Pioneer Savings Bank	12	560.2	0.98
Berkshire Hills Bancorp Inc. (BHLB)	18	554.8	0.97
Community Bank System Inc. (CBU)	11	386.3	0.68
Kinderhook Bank Corp. (NUBK)	8	345.4	0.60
Toronto-Dominion Bank (TD)	6	322.0	0.56
Northwest Bancshares Inc. (NWBI)	8	250.6	0.44
Alden State Bank	2	241.6	0.42
Bank of Akron (BARK)	5	240.4	0.42
Lake Shore Bancorp Inc. (MHC) (LSBK)	6	171.2	0.30
Chemung Financial Corp. (CHMG)	5	163.5	0.29
Financial Institutions Inc. (FISI)	3	136.8	0.24
Greene County Bancorp Inc. (MHC) (GCBC)	6	115.8	0.20
<b>Total</b>	<b>524</b>	<b>57,216.0</b>	

Data compiled Feb. 29, 2016.

\* Analysis is based on nine counties in New York where KeyCorp's pending acquisition of First Niagara Financial Group Inc. would be considered as highly concentrated based on a definition by the U.S. Department of Justice and the Federal Trade Commission. Counties included are Albany, Columbia, Cortland, Erie, Franklin, Fulton, Montgomery, Niagara and Rensselaer. Credit unions are excluded from the analysis.

Current figures are adjusted for completed mergers and acquisitions, as well as openings and closings, since the FDIC Summary of Deposits filing for June 30, 2015. Deposits in closed branches are included in the analysis under the assumption that after a branch closure, deposits still remain with the parent institution within the same market.

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MHC = mutual holding company

Source: SNL Financial, a part of S&P Global Market Intelligence