



First Niagara Names Alexander Gress Treasurer

-- Regional bank appoints senior finance executive with broad financial services experience to lead Treasury function --

BUFFALO, N.Y., November 14, 2013 – First Niagara Financial Group, Inc. (Nasdaq:FNFG) named Alexander Gress, an executive with broad financial services experience at multiple top-tier companies, to serve as its Senior Vice President and Treasurer.

“Alex has a deep understanding of financial markets and proven financial services experience from his 18 years with major financial institutions and global firms,” Chief Financial Officer Gregory W. Norwood said. “We remain committed to attracting top talent and we’re pleased to have a financial executive with Alex’s expertise and track record on board to continue our existing Treasury and balance sheet management strategies.”

In his new role, Gress will be responsible for leading teams managing interest rate risk, capital and liquidity, product pricing, and the investment portfolio at First Niagara.

He joins First Niagara from J.E.N. Advisory, Inc., a private investment and advisory company that he formed in Toronto to provide merchant banking services such as seed capital investments, new business development, strategic and financial planning, and institutional fund raising for early- to medium-stage operating companies. Previously, he held various domestic and international senior leadership roles at CIBC World Markets, JPMorgan Securities, Wachovia Securities and Lehman Brothers.

A certified public accountant, Gress began his career at Price Waterhouse LLP in its capital markets practice in New York. The Buffalo native graduated Magna Cum Laude from Fordham University with a bachelor’s in accounting.

Jeffrey Maddigan, who previously served as Treasurer, remains First Niagara’s Chief Investment Officer. As Senior Vice President and CIO, Maddigan will continue to be responsible for leading the team overseeing the company’s investment portfolio, wholesale funding and product pricing.

About First Niagara

First Niagara, through its wholly owned subsidiary, First Niagara Bank, N.A., is a multi-state community-oriented bank with approximately 420 branches, \$37 billion in assets, \$27 billion in deposits, and approximately 6,000 employees providing financial services to individuals, families and businesses across Upstate New York, Pennsylvania, Connecticut and Massachusetts. For more information, visit www.firstniagara.com.

-- 30 --

First Niagara Contacts

Investors:

Ram Shankar
Senior Vice President, Investor Relations
(716) 270-8623
ram.shankar@fnfg.com

News Media:

David Lanzillo
Senior Vice President, Corporate Communications
(716) 819-5780
david.lanzillo@fnfg.com