

BRYN MAWR BANK CORP  
Form 10-Q  
May 06, 2016

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**UNITED STATES**

**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

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**Form 10-Q**

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**Quarterly Report Under Section 13 or 15(d)  
of the Securities Exchange Act of 1934**

**For Quarter ended March 31, 2016**

**Commission File Number 1-35746**

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**Bryn Mawr Bank Corporation**

**(Exact name of registrant as specified in its charter)**

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|  |                       |
|--|-----------------------|
| <b>Pennsylvania</b>                                  | <b>23-2434506</b>     |
| <b>(State or other jurisdiction of</b>               | <b>(I.R.S.</b>        |
| <b>incorporation or organization)</b>                | <b>Employer</b>       |
|  | <b>identification</b> |
|  | <b>No.)</b>           |
| <b>801 Lancaster Avenue, Bryn Mawr, Pennsylvania</b> | <b>19010</b>          |
| <b>(Address of principal executive offices)</b>      | <b>(Zip Code)</b>     |

**Registrant's telephone number, including area code (610) 525-1700**

**Not Applicable**

**Former name, former address and fiscal year, if changed since last report.**

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Indicate by checkmark whether the registrant (1) has filed all reports to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by checkmark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer, or a smaller reporting company. See definition of "accelerated filer", "large accelerated filer", and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

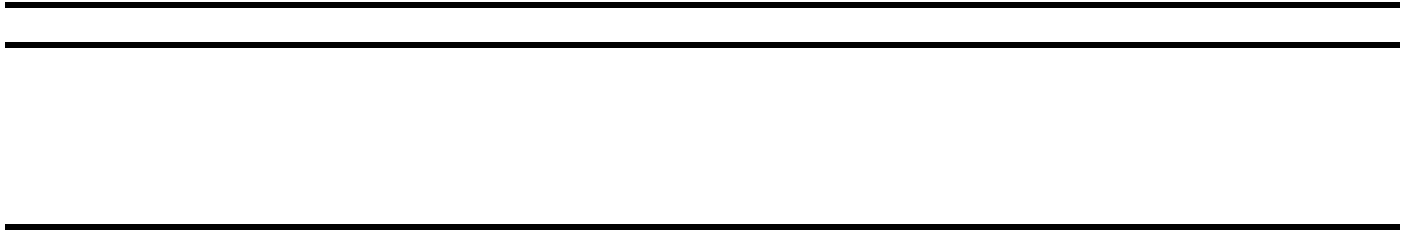
Large accelerated filer Accelerated filer

Non-accelerated filer Smaller reporting company

Indicate by checkmark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act) Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

| <b>Classes</b>              | <b>Outstanding at May 5, 2016</b> |
|-----------------------------|-----------------------------------|
| Common Stock, par value \$1 | 16,807,121                        |



**BRYN MAWR BANK CORPORATION AND SUBSIDIARIES**

**FORM 10-Q**

**QUARTER ENDED March 31, 2016**

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**PART I. FINANCIAL INFORMATION****ITEM 1. Financial Statements****BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Consolidated Balance Sheets - Unaudited**

| <i>(dollars in thousands)</i>   | <b>March 31,<br/>2016</b> | <b>December<br/>31,<br/>2015</b> |
|---|---------------------------|----------------------------------|
| <b>Assets</b>   |                           |                                  |
| Cash and due from banks   | \$15,594                  | \$18,452                         |
| Interest bearing deposits with banks  | 33,954                    | 124,615                          |
| Cash and cash equivalents   | 49,548                    | 143,067                          |
| Investment securities available for sale, at fair value (amortized cost of \$361,673 and \$347,776 as of March 31, 2016 and December 31, 2015 respectively) | 365,819                   | 348,966                          |
| Investment securities, trading  | 3,642                     | 3,950                            |
| Loans held for sale   | 7,807                     | 8,987                            |
| Portfolio loans and leases, originated  | 2,015,683                 | 1,883,869                        |
| Portfolio loans and leases, acquired  | 363,158                   | 385,119                          |
| Total portfolio loans and leases  | 2,378,841                 | 2,268,988                        |
| Less: Allowance for originated loan and lease losses  | (16,817 )                 | (15,857 )                        |
| Less: Allowance for acquired loan and lease losses  | (28 )                     | -                                |
| Total allowance for loans and lease losses  | (16,845 )                 | (15,857 )                        |
| Net portfolio loans and leases  | 2,361,996                 | 2,253,131                        |
| Premises and equipment, net   | 44,712                    | 45,339                           |
| Accrued interest receivable   | 8,205                     | 7,869                            |
| Mortgage servicing rights   | 5,182                     | 5,142                            |
| Bank owned life insurance   | 38,616                    | 38,371                           |
| Federal Home Loan Bank stock  | 12,142                    | 12,942                           |
| Goodwill  | 104,765                   | 104,765                          |
| Intangible assets   | 23,012                    | 23,903                           |
| Other investments   | 8,487                     | 9,460                            |
| Other assets  | 24,314                    | 25,105                           |
| Total assets  | \$3,058,247               | \$3,030,997                      |

**Liabilities**

## Deposits:

|                      |           |           |
|----------------------|-----------|-----------|
| Non-interest-bearing | \$643,492 | \$626,684 |
| Interest-bearing     | 1,700,550 | 1,626,041 |
| Total deposits       | 2,344,042 | 2,252,725 |

|                          |           |           |
|--------------------------|-----------|-----------|
| Short-term borrowings    | 37,010    | 94,167    |
| Long-term FHLB advances  | 249,832   | 254,863   |
| Subordinated notes       | 29,491    | 29,479    |
| Accrued interest payable | 1,294     | 1,851     |
| Other liabilities        | 31,401    | 32,201    |
| Total liabilities        | 2,693,070 | 2,665,286 |

**Shareholders' equity**

|   |             |             |
|---|-------------|-------------|
| Common stock, par value \$1; authorized 100,000,000 shares; issued 20,949,369 and 20,931,416 shares as of March 31, 2016 and December 31, 2015, respectively, and outstanding of 16,801,801 and 17,071,523 as of March 31, 2016 and December 31, 2015, respectively | 20,949      | 20,931      |
| Paid-in capital in excess of par value  | 229,479     | 228,814     |
| Less: Common stock in treasury at cost - 4,147,568 and 3,859,893 shares as of March 31, 2016 and December 31, 2015, respectively  | (66,140 )   | (58,144 )   |
| Accumulated other comprehensive income (loss), net of tax   | 1,502       | (412 )      |
| Retained earnings   | 179,387     | 174,522     |
| Total shareholders' equity  | 365,177     | 365,711     |
| Total liabilities and shareholders' equity  | \$3,058,247 | \$3,030,997 |

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*

**BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Consolidated Statements of Income - Unaudited**

|   | <b>Three Months Ended</b> |             |
|---|---------------------------|-------------|
|   | <b>March 31,</b>          |             |
|   | <b>2016</b>               | <b>2015</b> |
| <i>(dollars in thousands, except per share data)</i>                |                           |             |
| <b>Interest income:</b>   |                           |             |
| Interest and fees on loans and leases                               | \$26,696                  | \$25,164    |
| Interest on cash and cash equivalents                               | 46                        | 115         |
| Interest on investment securities:                                  |                           |             |
| Taxable   | 1,351                     | 1,320       |
| Non-taxable   | 128                       | 135         |
| Dividends   | 48                        | 20          |
| Total interest income   | 28,269                    | 26,754      |
| <b>Interest expense:</b>  |                           |             |
| Interest on deposits  | 1,076                     | 1,028       |
| Interest on short-term borrowings                                   | 17                        | 21          |
| Interest on FHLB advances and other borrowings                      | 908                       | 910         |
| Interest on subordinated notes                                      | 366                       | -           |
| Total interest expense  | 2,367                     | 1,959       |
| Net interest income   | 25,902                    | 24,795      |
| <b>Provision for loan and lease losses</b>                          | 1,410                     | 569         |
| Net interest income after provision for loan and lease losses       | 24,492                    | 24,226      |
| <b>Non-interest income:</b>   |                           |             |
| Fees for wealth management services                                 | 8,832                     | 9,105       |
| Insurance commissions   | 1,276                     | 1,021       |
| Service charges on deposits   | 702                       | 712         |
| Loan servicing and other fees                                       | 492                       | 591         |
| Net gain on sale of loans   | 760                       | 808         |
| Net (loss) gain on sale of investment securities available for sale | (15                       | ) 810       |
| Net (loss) gain on sale of other real estate owned ("OREO")         | (76                       | ) 15        |
| Dividends on FHLB and FRB stock                                     | 214                       | 615         |
| Other operating income  | 1,023                     | 1,088       |
| Total non-interest income   | 13,208                    | 14,765      |
| <b>Non-interest expenses:</b>                                       |                           |             |
| Salaries and wages  | 11,738                    | 10,870      |
| Employee benefits   | 2,485                     | 2,729       |
| Occupancy and bank premises   | 2,488                     | 2,466       |
| Furniture, fixtures, and equipment                                  | 1,919                     | 1,512       |
| Advertising   | 284                       | 557         |
| Amortization of intangible assets                                   | 891                       | 982         |
| Due diligence, merger-related and merger integration expenses       | -                         | 2,501       |
| Professional fees   | 813                       | 673         |
| Pennsylvania bank shares tax  | 638                       | 433         |



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|   |                |                |
|---|----------------|----------------|
| Information technology                    | 1,048          | 702            |
| Other operating expenses                  | 2,747          | 4,004          |
| Total non-interest expenses               | 25,051         | 27,429         |
| Income before income taxes                | 12,649         | 11,562         |
| Income tax expense                        | 4,375          | 4,068          |
| <b>Net income</b>                         | <b>\$8,274</b> | <b>\$7,494</b> |
| Basic earnings per common share           | \$0.49         | \$0.43         |
| Diluted earnings per common share         | \$0.49         | \$0.42         |
| Dividends declared per share              | \$0.20         | \$0.19         |
| Weighted-average basic shares outstanding | 16,848,202     | 17,545,802     |
| Dilutive shares                           | 34,991         | 357,456        |
| Adjusted weighted-average diluted shares  | 16,883,193     | 17,903,258     |

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*

## BRYN MAWR BANK CORPORATION AND SUBSIDIARIES

## Consolidated Statements of Comprehensive Income - Unaudited

| <i>(dollars in thousands)</i>   | <b>Three Months Ended March 31,<br/>2016</b> | <b>2015</b> |
|---|--|-------------|
| Net income  | \$ 8,274                                     | \$ 7,494    |
| Other comprehensive income (loss):  |  |             |
| <b>Net change in unrealized gains (losses) on investment securities available for sale:</b>   |  |             |
| Net unrealized gains arising during the period, net of tax expense of \$1,029 and \$983, respectively   | 1,912  | 1,828       |
| Less: reclassification adjustment for net losses (gains) on sales realized in net income, net of tax (benefit) expense of \$(6) and \$283, respectively | 9  | (527 )      |
| Unrealized investment gains, net of tax expense of \$1,046 and \$700, respectively  | 1,921  | 1,301       |
| <b>Net change in fair value of derivative used for cash flow hedge:</b>   |  |             |
| Net unrealized losses arising during the period, net of tax benefit of \$0 and \$(126), respectively  | -  | (234 )      |
| <b>Net change in unfunded pension liability:</b>  |  |             |
| Change in unfunded pension liability related to unrealized loss, prior service cost and   | (7 )   | 350         |

transition obligation, net  
of tax (benefit) expense  
\$(4) and \$188,  
respectively

|                                     |       |       |
|-------------------------------------|-------|-------|
| Total other<br>comprehensive income | 1,914 | 1,417 |
|-------------------------------------|-------|-------|

|                               |           |          |
|-------------------------------|-----------|----------|
| Total comprehensive<br>income | \$ 10,188 | \$ 8,911 |
|-------------------------------|-----------|----------|

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*

**BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Consolidated Statements of Cash Flows - Unaudited**

| <i>(dollars in thousands)</i>   | <b>Three Months<br/>Ended March 31,</b> |             |
|---|---|-------------|
|   | <b>2016</b>                             | <b>2015</b> |
| <b>Operating activities:</b>  |   |             |
| Net Income  | \$8,274                                 | \$7,494     |
| Adjustments to reconcile net income to net cash provided by operating activities:           |   |             |
| Provision for loan and lease losses   | 1,410                                   | 569         |
| Depreciation of fixed assets  | 1,422                                   | 1,137       |
| Net amortization of investment premiums and discounts                                       | 779                                     | 788         |
| Net loss (gain) on sale of investment securities available for sale                         | 15                                      | (810 )      |
| Net gain on sale of loans   | (760 )                                  | (808 )      |
| Stock based compensation cost   | 403                                     | 376         |
| Amortization and net impairment of mortgage servicing rights                                | 219                                     | 187         |
| Net accretion of fair value adjustments   | (1,124 )                                | (1,461 )    |
| Amortization of intangible assets   | 891                                     | 982         |
| Impairment of other real estate owned ("OREO")  | -                                       | 90          |
| Net loss (gain) on sale of OREO   | 76                                      | (15 )       |
| Net increase in cash surrender value of bank owned life insurance ("BOLI")                  | (245 )                                  | (183 )      |
| Other, net  | (5,340 )                                | 3,038       |
| Loans originated for resale   | (27,183 )                               | (29,479 )   |
| Proceeds from loans sold  | 28,864                                  | 27,783      |
| (Benefit from) provision for deferred income taxes  | (60 )                                   | 677         |
| Excess tax benefit from stock-based compensation  | -                                       | (277 )      |
| Change in income taxes payable/receivable   | 2,785                                   | (598 )      |
| Change in accrued interest receivable   | (336 )                                  | 189         |
| Change in accrued interest payable  | (557 )                                  | (134 )      |
| Net cash provided by operating activities   | 9,533                                   | 9,545       |
| <b>Investing activities:</b>  |   |             |
| Purchases of investment securities available for sale                                       | (45,507 )                               | (22,088 )   |
| Proceeds from maturity of investment securities and paydowns of mortgage-related securities | 13,955                                  | 12,468      |
| Proceeds from sale of investment securities available for sale                              | 65                                      | 62,788      |
| Net change in FHLB stock  | 800                                     | 4,963       |
| Proceeds from calls of investment securities  | 16,795                                  | 25,525      |
| Net change in other investments   | 973                                     | (3,962 )    |
| Net portfolio loan and lease originations   | (109,322)                               | (10,194 )   |
| Purchases of premises and equipment   | (828 )                                  | (1,273 )    |
| Acquisitions, net of cash acquired  | -                                       | 16,609      |
| Proceeds from sale of OREO  | 1,806                                   | 279         |
| Net cash (used in) provided by investing activities   | (121,263)                               | 85,115      |
| <b>Financing activities:</b>  |   |             |
| Change in deposits  | 91,427                                  | 71,907      |
| Change in short-term borrowings   | (57,146 )                               | (94,026 )   |

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|  |           |           |
|--|-----------|-----------|
| Dividends paid   | (3,357 )  | (3,335 )  |
| Change in FHLB advances and other borrowings                   | (5,000 )  | (29,749 ) |
| Excess tax benefit from stock-based compensation               | -         | 277       |
| Net purchase of treasury stock for deferred compensation plans | -         | (6 )      |
| Net purchase of treasury stock                                 | (7,996 )  | -         |
| Proceeds from issuance of common stock                         | -         | 16        |
| Proceeds from exercise of stock options                        | 283       | 2,504     |
| Net cash provided by (used in) financing activities            | 18,211    | (52,412 ) |
| <br>   |           |           |
| Change in cash and cash equivalents                            | (93,519 ) | 42,248    |
| Cash and cash equivalents at beginning of period               | 143,067   | 219,269   |
| Cash and cash equivalents at end of period                     | \$49,548  | \$261,517 |

**Supplemental cash flow information:**

Cash paid during the year for:

|              |         |         |
|--------------|---------|---------|
| Income taxes | \$1,651 | \$3,399 |
| Interest     | \$2,924 | \$1,798 |

**Non-cash information:**

|  |         |           |
|--|---------|-----------|
| Change in other comprehensive income                         | \$1,914 | \$1,417   |
| Change in deferred tax due to change in comprehensive income | \$1,042 | \$762     |
| Transfer of loans to other real estate owned                 | \$-     | \$282     |
| Acquisition of noncash assets and liabilities:               |         |           |
| Assets acquired  | \$-     | \$726,591 |
| Liabilities assumed  | \$-     | \$619,466 |

*The accompanying notes are an integral part of the unaudited consolidated financial statements.*

## BRYN MAWR BANK CORPORATION AND SUBSIDIARIES

## Consolidated Statements of Changes In Shareholders' Equity - Unaudited

(dollars in thousands,  
except per share  
information)

|  | For the Three Months Ended March 31, 2016  |                 |                    |                   |   |                      |                                  |
|--|--|-----------------|--------------------|-------------------|---|----------------------|----------------------------------|
|  | Shares of<br>Common<br>Stock<br><br>Issued | Common<br>Stock | Paid-in<br>Capital | Treasury<br>Stock | Accumulated<br>Other<br>Comprehensive<br>Income<br>(Loss) | Retained<br>Earnings | Total<br>Shareholders'<br>Equity |
| Balance December 31, 2015  | 20,931,416                                 | \$ 20,931       | \$ 228,814         | \$(58,144)        | \$ (412 )   | \$ 174,522           | \$ 365,711                       |
| Net income   | -  | -               | -                  | -                 | -   | 8,274                | 8,274                            |
| Dividends declared, \$0.20<br>per share                                    | -  | -               | -                  | -                 | -   | (3,409 )             | (3,409 )                         |
| Other comprehensive<br>income, net of tax expense<br>of \$1,042            | -  | -               | -                  | -                 | 1,914   | -                    | 1,914                            |
| Stock based compensation<br>Excess tax benefit<br>(deficiency) from        | -  | -               | 403                | -                 | -   | -                    | 403                              |
| stock-based compensation   | -  | -               | (3 )               | -                 | -   | -                    | (3 )                             |
| Net purchase of treasury<br>stock  | -  | -               | -                  | (7,996 )          | -   | -                    | (7,996 )                         |
| Common stock issued<br>through share-based awards<br>and options exercises | 17,953                                     | 18              | 265                | -                 | -   | -                    | 283                              |
| Balance March 31, 2016   | 20,949,369                                 | \$ 20,949       | \$ 229,479         | \$(66,140)        | \$ 1,502  | \$ 179,387           | \$ 365,177                       |

The accompanying notes are an integral part of the unaudited consolidated financial statements.

**BRYN MAWR BANK CORPORATION AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(Unaudited)****Note 1 - Basis of Presentation**

The unaudited consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles (“GAAP”). In the opinion of Bryn Mawr Bank Corporation’s (the “Corporation”) management, all adjustments necessary for a fair presentation of the consolidated financial position and the results of operations for the interim periods presented have been included. These unaudited consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes thereto in the Corporation’s Annual Report on Form 10-K for the twelve months ended December 31, 2015 (the “2015 Annual Report”).

The results of operations for the three months ended March 31, 2016 are not necessarily indicative of the results to be expected for the full year.

**Note 2 - Earnings per Common Share**

Basic earnings per common share excludes dilution and is computed by dividing income available to common shareholders by the weighted-average common shares outstanding during the period. Diluted earnings per common share takes into account the potential dilution computed pursuant to the treasury stock method that could occur if stock options were exercised and converted into common stock, as well as the effect of restricted and performance shares becoming unrestricted common stock. The effects of stock options are excluded from the computation of diluted earnings per share in periods in which the effect would be anti-dilutive. All weighted average shares, actual shares and per share information in the financial statements have been adjusted retroactively for the effect of stock dividends and splits.

|   | Three Months Ended |            |
|---|--------------------|------------|
|   | March 31,<br>2016  | 2015       |
| <i>(dollars in thousands except per share data)</i>                                   |                    |            |
| <b>Numerator:</b>   |                    |            |
| Net income available to common shareholders   | \$8,274            | \$7,494    |
| <b>Denominator for basic earnings per share</b> – weighted average shares outstanding | 16,848,202         | 17,545,802 |
| Effect of dilutive common shares  | 34,991             | 357,456    |

|  |            |            |
|--|------------|------------|
| <b>Denominator for diluted earnings per share</b> – adjusted weighted average shares outstanding | 16,883,193 | 17,903,258 |
| Basic earnings per share   | \$0.49     | \$0.43     |
| Diluted earnings per share   | \$0.49     | \$0.42     |
| Anti-dilutive shares excluded from computation of average dilutive earnings per share            | —          | —          |



**Note 3 - Business Combinations****Robert J. McAllister Agency, Inc. (“RJM”)**

The acquisition of RJM, an insurance brokerage headquartered in Rosemont, Pennsylvania, was completed on April 1, 2015. The consideration paid by the Corporation was \$1.0 million, of which \$500 thousand was paid at closing, with five contingent cash payments, not to exceed \$100 thousand each, to be payable on each of March 31, 2016, March 31, 2017, March 31, 2018, March 31, 2019, and March 31, 2020, subject to the attainment of certain revenue targets during the related periods. As of March 31, 2016, the first contingent payment, in the amount of \$85 thousand became payable and shall be paid within the payment period established by the transaction agreement. The acquisition enhanced the Corporation’s ability to offer comprehensive insurance solutions to both individual and business clients.

In connection with the RJM acquisition, the following table details the consideration paid, the initial estimated fair value of identifiable assets acquired and liabilities assumed as of the date of acquisition and subsequent adjustments, during the measurement period, to the fair value of the assets acquired, liabilities assumed and the resulting goodwill recorded:

| <i>(dollars in thousands)</i>                  | Original<br>Estimates | Adjustments<br>to<br>Estimates | Final<br>Valuation |
|--|-----------------------|--------------------------------|--------------------|
| <b>Consideration paid:</b>                     |                       |                                |                    |
| Cash paid at closing                           | \$ 500                | \$ —                           | \$ 500             |
| Contingent payment liability                   | 500                   | —                              | 500                |
| Value of consideration                         | 1,000                 | —                              | 1,000              |
| <b>Assets acquired:</b>                        |                       |                                |                    |
| Cash operating accounts                        | 20                    | —                              | 20                 |
| Intangible assets – trade name                 | 129                   | (129 )                         | —                  |
| Intangible assets – customer relationships     | 424                   | —                              | 424                |
| Intangible assets – non-competition agreements | 257                   | —                              | 257                |
| Other assets                                   | 4                     | —                              | 4                  |
| Total assets                                   | 834                   | (129 )                         | 705                |
| <b>Liabilities assumed:</b>                    |                       |                                |                    |
| Deferred tax liability                         | 336                   | (45 )                          | 291                |
| Other liabilities                              | 46                    | —                              | 46                 |
| Total liabilities                              | 382                   | (45 )                          | 337                |
| <b>Net assets acquired</b>                     | <b>452</b>            | <b>(84 )</b>                   | <b>368</b>         |

**Goodwill resulting from acquisition of RJM**    \$ 548        \$ 84        \$ 632

During the three months ended December 31, 2015, a measurement-period adjustment was made which eliminated the value initially placed on the trade name (and its associated deferred tax liability), as the entity was immediately merged into PCPB.

As of December 31, 2015, the estimates of fair values of the assets acquired and liabilities assumed in the acquisition of RJM were finalized.

**Continental Bank Holdings, Inc.**

On January 1, 2015, the previously announced merger of Continental Bank Holdings, Inc. (“CBH”) with and into the Corporation, and the merger of Continental Bank with and into the Bank (collectively, the “Merger”) as contemplated by the Agreement and Plan of Merger, by and between CBH and the Corporation, dated as of May 5, 2014 (as amended by the Amendment to Agreement and Plan of Merger, dated as of October 23, 2014, the “Agreement”), were completed. In accordance with the Agreement, the aggregate share consideration paid to CBH shareholders consisted of 3,878,383 shares (which included fractional shares paid in cash) of the Corporation’s common stock. Shareholders of CBH received 0.45 shares of Corporation common stock for each share of CBH common stock they owned as of the effective date of the Merger. Holders of options to purchase shares of CBH common stock received options to purchase shares of Corporation common stock, converted at the same ratio of 0.45. In addition, \$1.3 million was paid to certain warrant holders to cash-out certain warrants. In accordance with the acquisition method of accounting, assets acquired and liabilities assumed were preliminarily adjusted to their fair values as of the date of the Merger. The excess of consideration paid above the fair value of net assets acquired was recorded as goodwill. This goodwill is not amortizable nor is it deductible for income tax purposes.

In connection with the Merger, the following table details the consideration paid, the initial estimated fair value of identifiable assets acquired and liabilities assumed as of the date of acquisition and the subsequent adjustments, during the measurement period, to the fair value of the assets acquired, liabilities assumed and the resulting goodwill recorded:

| <i>(dollars in thousands)</i>            | Original   | Adjustments<br>to | Final      |
|--|------------|-------------------|------------|
|  | Estimates  | Estimates         | Valuation  |
| <b>Consideration paid:</b>               |            |                   |            |
| Common shares issued (3,878,304)         | \$ 121,391 | \$ —              | \$ 121,391 |
| Cash in lieu of fractional shares        | 2          | —                 | 2          |
| Cash-out of certain warrants             | 1,323      | —                 | 1,323      |
| Fair value of options assumed            | 2,343      | —                 | 2,343      |
| Value of consideration                   | 125,059    | —                 | 125,059    |
| <b>Assets acquired:</b>                  |            |                   |            |
| Cash and due from banks                  | 17,934     | —                 | 17,934     |
| Investment securities available for sale | 181,838    | —                 | 181,838    |
| Loans*                                   | 426,601    | (1,864 )          | 424,737    |
| Premises and equipment                   | 9,037      | —                 | 9,037      |
| Deferred income taxes                    | 6,288      | 1,396             | 7,684      |
| Bank-owned life insurance                | 12,054     | —                 | 12,054     |
| Core deposit intangible                  | 4,191      | —                 | 4,191      |
| Favorable lease asset                    | 792        | (68 )             | 724        |
| Other assets                             | 18,085     | (111 )            | 17,974     |

|   |          |          |   |          |
|---|----------|----------|---|----------|
| Total assets                              | 676,820  | (647     | ) | 676,173  |
| <b>Liabilities assumed:</b>               |          |          |   |          |
| Deposits                                  | 481,674  | —        |   | 481,674  |
| FHLB and other long-term borrowings       | 19,726   | —        |   | 19,726   |
| Short-term borrowings                     | 108,609  | —        |   | 108,609  |
| Unfavorable lease liability               | 2,884    | —        |   | 2,884    |
| Other liabilities                         | 4,706    | 1,867    |   | 6,573    |
| Total liabilities                         | 617,599  | 1,867    |   | 619,466  |
| <b>Net assets acquired</b>                | 59,221   | (2,514   | ) | 56,707   |
| <b>Goodwill resulting from the Merger</b> | \$65,838 | \$ 2,514 |   | \$68,352 |

*\*includes \$507 thousand in loans held for sale*

During the measurement period subsequent to the Merger, adjustments to the fair value of the assets acquired and liabilities assumed were related to circumstances that existed prior to the Merger date, but that were not known to the Corporation. The adjustments included reductions in the fair value of certain loans, unrecorded liabilities of CBH, and an immaterial adjustment to the calculation of a favorable lease asset, which reduced its value, along with the associated deferred tax items.

As of December 31, 2015, the estimates of fair values of the assets acquired and liabilities assumed in the Merger were finalized.

**Due Diligence, Merger-Related and Merger Integration Expenses**

Due diligence, merger-related and merger integration expenses include consultant costs, investment banker fees, contract breakage fees, retention bonuses for severed employees, and salary and wages for redundant staffing involved in the integration of the institutions. The following table details the costs identified and classified as due diligence, merger-related and merger integration costs for the periods indicated:

|   | <b>Three<br/>Months<br/>Ended<br/>March<br/>31,<br/>2015</b> |
|---|--|
| <i>(dollars in thousands)</i>                   |  |
| Employee benefits                               | \$—\$94  |
| Furniture, fixtures and equipment               | — 20   |
| Information technology                          | — 239  |
| Professional fees                               | — 1,193  |
| Salaries and wages                              | — 480  |
| Other   | — 475  |
| Total due diligence and merger-related expenses | \$—\$2,501   |

**Note 4 - Investment Securities**

The amortized cost and fair value of investment securities available for sale are as follows:

**As of March 31, 2016**

|   | <b>Amortized<br/>Cost</b> | <b>Gross<br/>Unrealized<br/>Gains</b> | <b>Gross<br/>Unrealized<br/>Losses</b> | <b>Fair<br/>Value</b> |
|---|---------------------------|---------------------------------------|--|-----------------------|
| <i>(dollars in thousands)</i>                   |                           |                                       |  |                       |
| U.S. Treasury securities                        | \$ 101                    | \$ 1                                  | \$ —                                   | \$102                 |
| Obligations of the U.S. government and agencies | 95,096                    | 1,002                                 | (18 )                                  | 96,080                |
| Obligations of state and political subdivisions | 40,404                    | 203                                   | (12 )                                  | 40,595                |
| Mortgage-backed securities                      | 180,101                   | 3,056                                 | (30 )                                  | 183,127               |
| Collateralized mortgage obligations             | 28,776                    | 334                                   | (4 )                                   | 29,106                |

|                   |            |          |          |   |            |
|-------------------|------------|----------|----------|---|------------|
| Other investments | 17,195     | 44       | (430)    | ) | 16,809     |
| Total             | \$ 361,673 | \$ 4,640 | \$ (494) | ) | \$ 365,819 |

**As of December 31, 2015**

| <i>(dollars in thousands)</i>                   | <b>Amortized<br/>Cost</b> | <b>Gross</b>                | <b>Gross</b>                 | <b>Fair<br/>Value</b> |
|---|---------------------------|-----------------------------|------------------------------|-----------------------|
|   |                           | <b>Unrealized<br/>Gains</b> | <b>Unrealized<br/>Losses</b> |                       |
| U.S. Treasury securities                        | \$ 101                    | \$ —                        | \$ (1)                       | ) \$ 100              |
| Obligations of the U.S. government and agencies | 101,342                   | 470                         | (317)                        | ) 101,495             |
| Obligations of state and political subdivisions | 41,892                    | 123                         | (49)                         | ) 41,966              |
| Mortgage-backed securities                      | 157,422                   | 1,482                       | (215)                        | ) 158,689             |
| Collateralized mortgage obligations             | 29,756                    | 166                         | (123)                        | ) 29,799              |
| Other investments                               | 17,263                    | 38                          | (384)                        | ) 16,917              |
| Total   | \$ 347,776                | \$ 2,279                    | \$ (1,089)                   | ) \$ 348,966          |

The following tables detail the amount of investment securities available for sale that were in an unrealized loss position as of the dates indicated:

**As of March 31, 2016**

| <i>(dollars in thousands)</i>                   | Less than 12 Months |                   | 12 Months or Longer |                   | Total      |                   |
|---|---------------------|-------------------|---------------------|-------------------|------------|-------------------|
|   | Fair Value          | Unrealized Losses | Fair Value          | Unrealized Losses | Fair Value | Unrealized Losses |
| Obligations of the U.S. government and agencies | \$9,985             | \$ (18 )          | \$—                 | \$ —              | \$9,985    | \$ (18 )          |
| Obligations of state and political subdivisions | 8,013               | (9 )              | 1,517               | (3 )              | 9,530      | (12 )             |
| Mortgage-backed securities                      | 9,527               | (30 )             | —                   | —                 | 9,527      | (30 )             |
| Collateralized mortgage obligations             | —                   | —                 | 1,169               | (4 )              | 1,169      | (4 )              |
| Other investments                               | 1,953               | (200 )            | 11,725              | (230 )            | 13,678     | (430 )            |
| Total   | \$29,478            | \$ (257 )         | \$14,411            | \$ (237 )         | \$43,889   | \$ (494 )         |

**As of December 31, 2015**

| <i>(dollars in thousands)</i>                   | Less than 12 Months |                   | 12 Months or Longer |                   | Total      |                   |
|---|---------------------|-------------------|---------------------|-------------------|------------|-------------------|
|   | Fair Value          | Unrealized Losses | Fair Value          | Unrealized Losses | Fair Value | Unrealized Losses |
| U.S. Treasury securities                        | \$100               | \$ (1 )           | \$—                 | \$ —              | \$100      | \$ (1 )           |
| Obligations of the U.S. government and agencies | 49,759              | (317 )            | —                   | —                 | 49,759     | (317 )            |
| Obligations of state and political subdivisions | 18,725              | (46 )             | 2,016               | (3 )              | 20,741     | (49 )             |
| Mortgage-backed securities                      | 55,763              | (215 )            | —                   | —                 | 55,763     | (215 )            |
| Collateralized mortgage obligations             | 6,407               | (85 )             | 2,436               | (38 )             | 8,843      | (123 )            |
| Other investments                               | 3,945               | (238 )            | 11,810              | (146 )            | 15,755     | (384 )            |
| Total   | \$134,699           | \$ (902 )         | \$16,262            | \$ (187 )         | \$150,961  | \$ (1,089 )       |

Management evaluates the Corporation's investment securities available for sale that are in an unrealized loss position in order to determine if the decline in fair value is other than temporary. The available for sale investment portfolio includes debt securities issued by U.S. government agencies, U.S. government-sponsored agencies, state and local municipalities and other issuers. All fixed income investment securities in the Corporation's available for sale investment portfolio are rated as investment grade. Factors considered in the evaluation include the current economic climate, the length of time and the extent to which the fair value has been below cost, interest rates and the bond rating of each security. The unrealized losses presented in the tables above are temporary in nature and are primarily related to market interest rates rather than the underlying credit quality of the issuers. The Corporation does not believe that these unrealized losses are other-than-temporary. The Corporation does not have the intent to sell these securities prior to their maturity or the recovery of their cost bases and believes that it is more likely than not that it will not have to

sell these securities prior to their maturity or the recovery of their cost bases.

As of March 31, 2016 and December 31, 2015, securities having fair values of \$110.4 million and \$128.9 million, respectively, were specifically pledged as collateral for public funds, trust deposits, the Federal Reserve Bank of Philadelphia discount window program, Federal Home Loan Bank of Pittsburgh (“FHLB”) borrowings and other purposes. The FHLB has a blanket lien on non-pledged, mortgage-related loans and securities as part of the Corporation’s borrowing agreement with the FHLB.



The amortized cost and fair value of investment securities available for sale as of March 31, 2016 and December 31, 2015, by contractual maturity, are shown below:

| <i>(dollars in thousands)</i>            | <b>March 31, 2016</b> |              | <b>December 31, 2015</b> |              |
|--|-----------------------|--------------|--------------------------|--------------|
|  | <b>Amortized Fair</b> |              | <b>Amortized Fair</b>    |              |
|  | <b>Cost</b>           | <b>Value</b> | <b>Cost</b>              | <b>Value</b> |
| Investment securities <sup>1</sup> :     |                       |              |                          |              |
| Due in one year or less                  | \$10,605              | \$10,611     | \$9,570                  | \$9,574      |
| Due after one year through five years    | 61,498                | 61,862       | 61,368                   | 61,467       |
| Due after five years through ten years   | 45,292                | 45,485       | 53,193                   | 53,070       |
| Due after ten years                      | 19,906                | 20,519       | 20,904                   | 21,141       |
| Subtotal                                 | 137,301               | 138,477      | 145,035                  | 145,252      |
| Mortgage-related securities <sup>1</sup> | 208,877               | 212,233      | 187,178                  | 188,488      |
| Mutual funds with no stated maturity     | 15,495                | 15,109       | 15,563                   | 15,226       |
| Total                                    | \$361,673             | \$365,819    | \$347,776                | \$348,966    |

<sup>1</sup> *Expected maturities of mortgage-related securities may differ from contractual maturities as borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.*

As of March 31, 2016 and December 31, 2015, the Corporation's investment securities held in trading accounts were comprised of a deferred compensation trust which is invested in marketable securities whose diversification is at the discretion of the deferred compensation plan participants.

## **Note 5 - Loans and Leases**

The loan and lease portfolio consists of loans and leases originated by the Corporation, as well as loans acquired in mergers and acquisitions. These mergers and acquisitions include the January 2015 acquisition of CBH, the November 2012 transaction with First Bank of Delaware ("FBD") and the July 2010 acquisition of First Keystone Financial, Inc. ("FKF"). Many of the tables in this footnote are presented for all loans as well as supplemental tables for *originated* and *acquired* loans.

**A. The table below details all portfolio loans and leases as of the dates indicated:**

**March 31,**

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|   | <b>2016</b> | December<br>31,<br>2015 |
|---|-------------|-------------------------|
| Loans held for sale   | \$7,807     | \$8,987                 |
| Real estate loans:  |             |                         |
| Commercial mortgage   | \$1,044,415 | \$964,259               |
| Home equity lines and loans   | 205,896     | 209,473                 |
| Residential mortgage  | 412,006     | 406,404                 |
| Construction  | 119,194     | 90,421                  |
| Total real estate loans   | 1,781,511   | 1,670,557               |
| Commercial and industrial   | 523,052     | 524,515                 |
| Consumer  | 21,427      | 22,129                  |
| Leases  | 52,851      | 51,787                  |
| Total portfolio loans and leases                                    | 2,378,841   | 2,268,988               |
| Total loans and leases  | \$2,386,648 | \$2,277,975             |
| Loans with fixed rates  | \$1,145,746 | \$1,103,622             |
| Loans with adjustable or floating rates                             | 1,240,902   | 1,174,353               |
| Total loans and leases  | \$2,386,648 | \$2,277,975             |
| Net deferred loan origination fees included in the above loan table | \$(270 )    | \$(70 )                 |

The table below details the Corporation's *originated* portfolio loans and leases as of the dates indicated:

|   | <b>March 31,</b> | December<br>31, |
|---|------------------|-----------------|
|   | <b>2016</b>      | 2015            |
| Loans held for sale   | \$7,807          | \$8,987         |
| Real estate loans:  |                  |                 |
| Commercial mortgage   | \$863,017        | \$772,571       |
| Home equity lines and loans   | 169,708          | 171,189         |
| Residential mortgage  | 325,486          | 316,487         |
| Construction  | 117,603          | 87,155          |
| Total real estate loans   | 1,475,814        | 1,347,402       |
| Commercial and industrial   | 465,731          | 462,746         |
| Consumer  | 21,287           | 21,934          |
| Leases  | 52,851           | 51,787          |
| Total portfolio loans and leases                                    | 2,015,683        | 1,883,869       |
| Total loans and leases  | \$2,023,490      | \$1,892,856     |
| Loans with fixed rates  | \$981,571        | \$932,575       |
| Loans with adjustable or floating rates                             | 1,041,919        | 960,281         |
| Total originated loans and leases                                   | \$2,023,490      | \$1,892,856     |
| Net deferred loan origination fees included in the above loan table | \$(270 )         | \$(70 )         |

The table below details the Corporation's *acquired* portfolio loans as of the dates indicated:

|   | <b>March<br/>31,</b> | <b>December<br/>31,</b> |
|---|----------------------|-------------------------|
|   | <b>2016</b>          | <b>2015</b>             |
| Real estate loans:                      |                      |                         |
| Commercial mortgage                     | \$181,398            | \$191,688               |
| Home equity lines and loans             | 36,188               | 38,284                  |
| Residential mortgage                    | 86,520               | 89,917                  |
| Construction                            | 1,591                | 3,266                   |
| Total real estate loans                 | 305,697              | 323,155                 |
| Commercial and industrial               | 57,321               | 61,769                  |
| Consumer                                | 140                  | 195                     |
| Total portfolio loans and leases        | 363,158              | 385,119                 |
| Total loans and leases                  | \$363,158            | \$385,119               |
| Loans with fixed rates                  | \$164,175            | \$171,047               |
| Loans with adjustable or floating rates | 198,983              | 214,072                 |
| Total acquired loans and leases         | \$363,158            | \$385,119               |

**B. Components of the net investment in leases are detailed as follows:**

| <i>(dollars in thousands)</i>          | <b>March<br/>31,</b> | <b>December<br/>31,</b> |
|--|----------------------|-------------------------|
|  | <b>2016</b>          | <b>2015</b>             |
| Minimum lease payments receivable      | \$59,480             | \$ 58,422               |
| Unearned lease income                  | (8,898 )             | (8,919 )                |
| Initial direct costs and deferred fees | 2,269                | 2,284                   |
| Total                                  | \$52,851             | \$ 51,787               |

**C. Non-Performing Loans and Leases<sup>(1)</sup>**

The following table details *all* non-performing portfolio loans and leases as of the dates indicated:

| <i>(dollars in thousands)</i>        | <b>March<br/>31,</b> | <b>December<br/>31,</b> |
|--------------------------------------|----------------------|-------------------------|
|                                      | <b>2016</b>          | <b>2015</b>             |
| <b>Non-accrual loans and leases:</b> |                      |                         |
| Commercial mortgage                  | \$ 872               | \$ 829                  |
| Home equity lines and loans          | 1,953                | 2,027                   |
| Residential mortgage                 | 2,923                | 3,212                   |
| Construction                         | 12                   | 34                      |
| Commercial and industrial            | 3,822                | 4,133                   |
| Leases                               | 54                   | 9                       |
| <b>Total</b>                         | <b>\$9,636</b>       | <b>\$ 10,244</b>        |

*Purchased credit-impaired loans, which have been recorded at their fair values at acquisition, and which are performing, are excluded from this table, with the exception of \$609 thousand and \$661 thousand of purchased credit-impaired loans as of March 31, 2016 and December 31, 2015, respectively, which became non-performing subsequent to acquisition.*

The following table details non-performing *originated* portfolio loans and leases as of the dates indicated:

| <i>(dollars in thousands)</i>                   | <b>March<br/>31,</b> | <b>December<br/>31,</b> |
|---|----------------------|-------------------------|
|   | <b>2016</b>          | <b>2015</b>             |
| <b>Non-accrual originated loans and leases:</b> |                      |                         |
| Commercial mortgage                             | \$ 280               | \$ 279                  |
| Home equity lines and loans                     | 1,776                | 1,788                   |
| Residential mortgage                            | 1,876                | 1,964                   |
| Construction                                    | 12                   | 34                      |
| Commercial and industrial                       | 2,786                | 3,044                   |
| Leases  | 54                   | 9                       |
| <b>Total</b>                                    | <b>\$6,784</b>       | <b>\$ 7,118</b>         |

The following table details non-performing *acquired* portfolio loans<sup>(1)</sup> as of the dates indicated:

|   | <b>March<br/>31,</b> | <b>December<br/>31,</b> |
|---|----------------------|-------------------------|
|   | <b>2016</b>          | <b>2015</b>             |
| <i>(dollars in thousands)</i>                 |                      |                         |
| <b>Non-accrual acquired loans and leases:</b> |                      |                         |
| Commercial mortgage                           | \$592                | \$ 550                  |
| Home equity lines and loans                   | 177                  | 239                     |
| Residential mortgage                          | 1,047                | 1,248                   |
| Commercial and industrial                     | 1,036                | 1,089                   |
| Total   | \$2,852              | \$ 3,126                |

*Purchased credit-impaired loans, which have been recorded at their fair values at acquisition, and which are performing, are excluded from this table, with the exception of \$609 thousand and \$661 thousand of purchased credit-impaired loans as of March 31, 2016 and December 31, 2015, respectively, which became non-performing subsequent to acquisition.*

#### **D. Purchased Credit-Impaired Loans**

The outstanding principal balance and related carrying amount of credit-impaired loans, for which the Corporation applies ASC 310-30, *Accounting for Purchased Loans with Deteriorated Credit Quality*, to account for the interest earned, as of the dates indicated, are as follows:

|                                | <b>March<br/>31,</b> | <b>December<br/>31,</b> |
|--------------------------------|----------------------|-------------------------|
|                                | <b>2016</b>          | <b>2015</b>             |
| <i>(dollars in thousands)</i>  |                      |                         |
| Outstanding principal balance  | \$23,023             | \$ 24,879               |
| Carrying amount <sup>(1)</sup> | \$15,705             | \$ 16,846               |

*Includes \$642 thousand and \$699 thousand of purchased credit-impaired loans as of March 31, 2016 and December 31, 2015, respectively, for which the Corporation could not estimate the timing or amount of expected cash flows to be collected at acquisition, and for which no accretable yield is recognized. Additionally, the table above includes \$610 thousand and \$661 thousand of purchased credit-impaired loans as of March 31, 2016 and December 31, 2015, respectively, which became non-performing subsequent to acquisition, which are disclosed in Note 5C, above, and which also have no accretable yield.*

The following table presents changes in the accretable discount on purchased credit-impaired loans, for which the Corporation applies ASC 310-30, for the three months ended March 31, 2016:

| <i>(dollars in thousands)</i>                   | <b>Accretable<br/>Discount</b> |
|---|--------------------------------|
| Balance, December 31, 2015                      | \$ 6,115                       |
| Accretion                                       | (720 )                         |
| Reclassifications from nonaccretable difference | 5                              |
| Additions/adjustments                           | 68                             |
| Disposals                                       | (160 )                         |
| Balance, March 31, 2016                         | \$ 5,308                       |

### E. Age Analysis of Past Due Loans and Leases

The following tables present an aging of *all* portfolio loans and leases as of the dates indicated:

| <i>(dollars in thousands)</i> | <b>Accruing Loans and Leases</b> |                              |                              |                               | <b>Current</b> | <b>Total</b>                                 |  |                                       |
|-------------------------------|----------------------------------|------------------------------|------------------------------|-------------------------------|----------------|--|--|---------------------------------------|
|                               | <b>30 – 59</b>                   | <b>60 – 89</b>               | <b>Over<br/>89</b>           | <b>Total<br/>Past<br/>Due</b> |                | <b>Accruing<br/>Loans<br/>and<br/>Leases</b> | <b>Nonaccrual<br/>Loans and<br/>Leases</b> | <b>Total<br/>Loans and<br/>Leases</b> |
|                               | <b>Days<br/>Past<br/>Due</b>     | <b>Days<br/>Past<br/>Due</b> | <b>Days<br/>Past<br/>Due</b> |                               |                |  |  |                                       |
| <b>As of March 31, 2016</b>   |                                  |                              |                              |                               |                |  |  |                                       |
| Commercial mortgage           | \$656                            | \$—                          | \$ —                         | \$656                         | \$1,042,887    | \$1,043,543                                  | \$ 872                                     | \$1,044,415                           |
| Home equity lines and loans   | 221                              | 1,290                        | —                            | 1,511                         | 202,432        | 203,943                                      | 1,953                                      | 205,896                               |
| Residential mortgage          | 1,520                            | —                            | —                            | 1,520                         | 407,563        | 409,083                                      | 2,923                                      | 412,006                               |
| Construction                  | —                                | —                            | —                            | —                             | 119,182        | 119,182                                      | 12   | 119,194                               |
| Commercial and industrial     | 2,348                            | —                            | —                            | 2,348                         | 516,882        | 519,230                                      | 3,822                                      | 523,052                               |
| Consumer                      | 15                               | 7                            | —                            | 22                            | 21,405         | 21,427                                       | —  | 21,427                                |
| Leases                        | 202                              | 39                           | —                            | 241                           | 52,556         | 52,797                                       | 54   | 52,851                                |
|                               | \$4,962                          | \$1,336                      | \$ —                         | \$6,298                       | \$2,362,907    | \$2,369,205                                  | \$ 9,636                                   | \$2,378,841                           |

| <i>(dollars in thousands)</i> | <b>Accruing Loans and Leases</b> |                    |                    |                               | <b>Current</b> | <b>Total</b> | <b>Nonaccrual</b> | <b>Total</b> |                 |                  |                  |
|-------------------------------|----------------------------------|--------------------|--------------------|-------------------------------|----------------|--------------|-------------------|--------------|-----------------|------------------|------------------|
|                               | <b>30 – 59</b>                   | <b>60 –<br/>89</b> | <b>Over<br/>89</b> | <b>Total<br/>Past<br/>Due</b> |                |              |                   |              | <b>Accruing</b> | <b>Loans and</b> | <b>Loans and</b> |
|                               | <b>Days<br/>Past<br/>Due</b>     |                    |                    |                               |                |              |                   |              |                 |                  |                  |
|                               |                                  |                    |                    |                               |                |              |                   |              |                 |                  |                  |

|                                | <b>Due</b> | <b>Days<br/>Past<br/>Due</b> | <b>Days<br/>Past<br/>Due</b> |         |             | <b>Loans and<br/>Leases</b> | <b>Leases</b> | <b>Leases</b> |
|--------------------------------|------------|------------------------------|------------------------------|---------|-------------|-----------------------------|---------------|---------------|
| <b>As of December 31, 2015</b> |            |                              |                              |         |             |                             |               |               |
| Commercial mortgage            | \$1,126    | \$211                        | \$ —                         | \$1,337 | \$962,093   | \$963,430                   | \$ 829        | \$964,259     |
| Home equity lines and loans    | 1,596      | 15                           | —                            | 1,611   | 205,835     | 207,446                     | 2,027         | 209,473       |
| Residential mortgage           | 1,923      | 74                           | —                            | 1,997   | 401,195     | 403,192                     | 3,212         | 406,404       |
| Construction                   | —          | —                            | —                            | —       | 90,387      | 90,387                      | 34            | 90,421        |
| Commercial and industrial      | 99         | 39                           | —                            | 138     | 520,244     | 520,382                     | 4,133         | 524,515       |
| Consumer                       | 20         | —                            | —                            | 20      | 22,109      | 22,129                      | —             | 22,129        |
| Leases                         | 375        | 123                          | —                            | 498     | 51,280      | 51,778                      | 9             | 51,787        |
|                                | \$5,139    | \$462                        | \$ —                         | \$5,601 | \$2,253,143 | \$2,258,744                 | \$ 10,244     | \$2,268,988   |

The following tables present an aging of *originated* portfolio loans and leases as of the dates indicated:

|                               | <b>Accruing Loans and Leases</b>         |  |  |                               | <b>Current</b> | <b>Total</b>                             |  |                                       |
|-------------------------------|--|--|--|-------------------------------|----------------|--|--|---------------------------------------|
|                               | <b>30 – 59<br/>Days<br/>Past<br/>Due</b> | <b>60 – 89<br/>Days<br/>Past<br/>Due</b> | <b>Over<br/>89<br/>Days<br/>Past<br/>Due</b> | <b>Total<br/>Past<br/>Due</b> |                | <b>Accruing<br/>Loans and<br/>Leases</b> | <b>Nonaccrual<br/>Loans and<br/>Leases</b> | <b>Total<br/>Loans and<br/>Leases</b> |
| <i>(dollars in thousands)</i> |  |  |  |                               |                |  |  |                                       |
| <b>As of March 31, 2016</b>   |  |  |  |                               |                |  |  |                                       |
| Commercial mortgage           | \$646                                    | \$—                                      | \$ —   | \$646                         | \$862,091      | \$862,737                                | \$ 280                                     | \$863,017                             |
| Home equity lines and loans   | 100                                      | 1,290                                    | —  | 1,390                         | 166,542        | 167,932                                  | 1,776                                      | 169,708                               |
| Residential mortgage          | 1,075                                    | —  | —  | 1,075                         | 322,535        | 323,610                                  | 1,876                                      | 325,486                               |
| Construction                  | —  | —  | —  | —                             | 117,591        | 117,591                                  | 12   | 117,603                               |
| Commercial and industrial     | 2,090                                    | —  | —  | 2,090                         | 460,855        | 462,945                                  | 2,786                                      | 465,731                               |
| Consumer                      | 15                                       | 7  | —  | 22                            | 21,265         | 21,287                                   | —  | 21,287                                |
| Leases                        | 202                                      | 39                                       | —  | 241                           | 52,556         | 52,797                                   | 54   | 52,851                                |
|                               | \$4,128                                  | \$1,336                                  | \$ —   | \$5,464                       | \$2,003,435    | \$2,008,899                              | \$ 6,784                                   | \$2,015,683                           |



| <i>(dollars in thousands)</i>  | Accruing Loans and Leases |               |               |            | Current     | Total                     |                             |                        |
|--------------------------------|---------------------------|---------------|---------------|------------|-------------|---------------------------|-----------------------------|------------------------|
|                                | 30 – 59                   | 60 – 89       | Over 89       | Total Past |             | Accruing Loans and Leases | Nonaccrual Loans and Leases | Total Loans and Leases |
|                                | Days Past Due             | Days Past Due | Days Past Due | Due        |             |                           |                             |                        |
| <b>As of December 31, 2015</b> |                           |               |               |            |             |                           |                             |                        |
| Commercial mortgage            | \$1,016                   | \$155         | \$ —          | \$1,171    | \$771,121   | \$772,292                 | \$ 279                      | \$772,571              |
| Home equity lines and loans    | 1,445                     | —             | —             | 1,445      | 167,956     | 169,401                   | 1,788                       | 171,189                |
| Residential mortgage           | 1,475                     | 9             | —             | 1,484      | 313,039     | 314,523                   | 1,964                       | 316,487                |
| Construction                   | —                         | —             | —             | —          | 87,121      | 87,121                    | 34                          | 87,155                 |
| Commercial and industrial      | —                         | —             | —             | —          | 459,702     | 459,702                   | 3,044                       | 462,746                |
| Consumer                       | 20                        | —             | —             | 20         | 21,914      | 21,934                    | —                           | 21,934                 |
| Leases                         | 375                       | 123           | —             | 498        | 51,280      | 51,778                    | 9                           | 51,787                 |
|                                | \$4,331                   | \$287         | \$ —          | \$4,618    | \$1,872,133 | \$1,876,751               | \$ 7,118                    | \$1,883,869            |

The following tables present an aging of *acquired* portfolio loans and leases as of the dates indicated:

| <i>(dollars in thousands)</i> | Accruing Loans and Leases |               |               |            | Current   | Total                     |                             |                        |
|-------------------------------|---------------------------|---------------|---------------|------------|-----------|---------------------------|-----------------------------|------------------------|
|                               | 30 – 59                   | 60 – 89       | Over 89       | Total Past |           | Accruing Loans and Leases | Nonaccrual Loans and Leases | Total Loans and Leases |
|                               | Days Past Due             | Days Past Due | Days Past Due | Due        |           |                           |                             |                        |
| <b>As of March 31, 2016</b>   |                           |               |               |            |           |                           |                             |                        |
| Commercial mortgage           | \$10                      | \$ —          | \$ —          | \$10       | \$180,796 | \$180,806                 | \$ 592                      | \$181,398              |
| Home equity lines and loans   | 121                       | —             | —             | 121        | 35,890    | 36,011                    | 177                         | 36,188                 |
| Residential mortgage          | 445                       | —             | —             | 445        | 85,028    | 85,473                    | 1,047                       | 86,520                 |
| Construction                  | —                         | —             | —             | —          | 1,591     | 1,591                     | —                           | 1,591                  |
| Commercial and industrial     | 258                       | —             | —             | 258        | 56,027    | 56,285                    | 1,036                       | 57,321                 |
| Consumer                      | —                         | —             | —             | —          | 140       | 140                       | —                           | 140                    |
|                               | \$834                     | \$ —          | \$ —          | \$834      | \$359,472 | \$360,306                 | \$ 2,852                    | \$363,158              |

| <i>(dollars in thousands)</i> | Accruing Loans and Leases |               |               |            | Current | Total            | Nonaccrual       | Total |
|-------------------------------|---------------------------|---------------|---------------|------------|---------|------------------|------------------|-------|
|                               | 30 – 59                   | 60 – 89       | Over 89       | Total Past |         |                  |                  |       |
|                               | Days Past Due             | Days Past Due | Days Past Due | Due        |         |                  |                  |       |
|                               |                           |               |               |            |         | Loans and Leases | Loans and Leases |       |

|                                |        |        |      |        | Loans and  |            | Leases   |            |
|--------------------------------|--------|--------|------|--------|------------|------------|----------|------------|
|                                |        |        |      |        | Leases     |            |          |            |
| <b>As of December 31, 2015</b> |        |        |      |        |            |            |          |            |
| Commercial mortgage            | \$ 110 | \$ 56  | \$ — | \$ 166 | \$ 190,972 | \$ 191,138 | \$ 550   | \$ 191,688 |
| Home equity lines and loans    | 151    | 15     | —    | 166    | 37,879     | 38,045     | 239      | 38,284     |
| Residential mortgage           | 448    | 65     | —    | 513    | 88,156     | 88,669     | 1,248    | 89,917     |
| Construction                   | —      | —      | —    | —      | 3,266      | 3,266      | —        | 3,266      |
| Commercial and industrial      | 99     | 39     | —    | 138    | 60,542     | 60,680     | 1,089    | 61,769     |
| Consumer                       | —      | —      | —    | —      | 195        | 195        | —        | 195        |
|                                | \$ 808 | \$ 175 | \$ — | \$ 983 | \$ 381,010 | \$ 381,993 | \$ 3,126 | \$ 385,119 |

#### F. Allowance for Loan and Lease Losses (the “Allowance”)

The following tables detail the roll-forward of the Allowance for the three months ended March 31, 2016:

| <i>(dollars in thousands)</i>       | Commercial<br>Mortgage | Home<br>Equity<br>Lines<br>and<br>Loans | Residential<br>Mortgage | Construction | Commercial<br>and<br>Industrial | Consumer | Leases | Unallocated | Total     |
|-------------------------------------|------------------------|---|-------------------------|--------------|---------------------------------|----------|--------|-------------|-----------|
| Balance, December 31, 2015          | \$ 5,199               | \$ 1,307                                | \$ 1,740                | \$ 1,324     | \$ 5,609                        | \$ 142   | \$ 518 | \$ 18       | \$ 15,857 |
| Charge-offs                         | (110 )                 | (75 )                                   | (4 )                    | —            | (28 )                           | (34 )    | (300 ) | —           | (551 )    |
| Recoveries                          | 3                      | 4                                       | 39                      | —            | 3                               | 14       | 66     | —           | 129       |
| Provision for loan and lease losses | 764                    | (110 )                                  | 93                      | 578          | (139 )                          | (2 )     | 244    | (18 )       | 1,410     |
| Balance, March 31, 2016             | \$ 5,856               | \$ 1,126                                | \$ 1,868                | \$ 1,902     | \$ 5,445                        | \$ 120   | \$ 528 | \$ —        | \$ 16,845 |

The following table details the roll-forward of the Allowance for the three months ended March 31, 2015:

| <i>(dollars in thousands)</i>       | Commercial<br>Mortgage | Home<br>Equity<br>Lines<br>and<br>Loans | Residential<br>Mortgage | Construction | Commercial<br>and<br>Industrial | Consumer | Leases | Unallocated | Total     |
|-------------------------------------|------------------------|---|-------------------------|--------------|---------------------------------|----------|--------|-------------|-----------|
| Balance, December 31, 2014          | \$ 3,948               | \$ 1,917                                | \$ 1,736                | \$ 1,367     | \$ 4,533                        | \$ 238   | \$ 468 | \$ 379      | \$ 14,586 |
| Charge-offs                         | —                      | (129 )                                  | (468 )                  | —            | (276 )                          | (35 )    | (20 )  | —           | (928 )    |
| Recoveries                          | 21                     | 4                                       | 5                       | 1            | 21                              | 3        | 14     | —           | 69        |
| Provision for loan and lease losses | (193 )                 | 259                                     | 593                     | 5            | (293 )                          | 51       | 22     | 125         | 569       |
| Balance March 31, 2015              | \$ 3,776               | \$ 2,051                                | \$ 1,866                | \$ 1,373     | \$ 3,985                        | \$ 257   | \$ 484 | \$ 504      | \$ 14,296 |

The following table details the allocation of the Allowance for *all* portfolio loans and leases by portfolio segment based on the methodology used to evaluate the loans and leases for impairment as of March 31, 2016 and December 31, 2015:

| <i>(dollars in thousands)</i>            | Commercial<br>Mortgage | Home<br>Equity<br>Lines<br>and<br>Loans | Residential<br>Mortgage | Construction | Commercial<br>and<br>Industrial | Consumer | Leases | Unallocated | Total     |
|--|------------------------|---|-------------------------|--------------|---------------------------------|----------|--------|-------------|-----------|
| <b>As of March 31, 2016</b>              |                        |   |                         |              |                                 |          |        |             |           |
| Allowance on loans and leases:           |                        |   |                         |              |                                 |          |        |             |           |
| Individually evaluated for impairment    | \$ —                   | \$ —                                    | \$ 74                   | \$ —         | \$ 519                          | \$ 5     | \$ —   | \$ —        | \$ 598    |
| Collectively evaluated for impairment    | 5,856                  | 1,126                                   | 1,794                   | 1,902        | 4,926                           | 115      | 528    | —           | 16,247    |
| Purchased credit-impaired <sup>(1)</sup> | —                      | —                                       | —                       | —            | —                               | —        | —      | —           | —         |
| Total                                    | \$ 5,856               | \$ 1,126                                | \$ 1,868                | \$ 1,902     | \$ 5,445                        | \$ 120   | \$ 528 | \$ —        | \$ 16,845 |
| <b>As of December 31, 2015</b>           |                        |   |                         |              |                                 |          |        |             |           |
| Allowance on loans and leases:           |                        |   |                         |              |                                 |          |        |             |           |
| Individually evaluated for impairment    | \$ —                   | \$ 115                                  | \$ 54                   | \$ —         | \$ 519                          | \$ 5     | \$ —   | \$ —        | \$ 693    |
| Collectively evaluated for impairment    | 5,199                  | 1,192                                   | 1,686                   | 1,324        | 5,090                           | 137      | 518    | 18          | 15,164    |
|  | —                      | —                                       | —                       | —            | —                               | —        | —      | —           | —         |

|  |          |          |          |          |          |        |        |       |           |
|--|----------|----------|----------|----------|----------|--------|--------|-------|-----------|
| Purchased credit-impaired <sup>(1)</sup> |          |          |          |          |          |        |        |       |           |
| Total                                    | \$ 5,199 | \$ 1,307 | \$ 1,740 | \$ 1,324 | \$ 5,609 | \$ 142 | \$ 518 | \$ 18 | \$ 15,857 |

<sup>(1)</sup>Purchased credit-impaired loans are evaluated for impairment on an individual basis.

The following table details the carrying value for *all* portfolio loans and leases by portfolio segment based on the methodology used to evaluate the loans and leases for impairment as of March 31, 2016 and December 31, 2015:

| <i>(dollars in thousands)</i>            | Commercial Mortgage | Home Equity Lines and Loans | Residential Mortgage | Construction | Commercial and Industrial | Consumer  | Leases    | Total        |
|--|---------------------|-----------------------------|----------------------|--------------|---------------------------|-----------|-----------|--------------|
| <b>As of March 31, 2016</b>              |                     |                             |                      |              |                           |           |           |              |
| Carrying value of loans and leases:      |                     |                             |                      |              |                           |           |           |              |
| Individually evaluated for impairment    | \$ 406              | \$ 1,906                    | \$ 7,489             | \$ 12        | \$ 3,955                  | \$ 30     | \$ —      | \$ 13,798    |
| Collectively evaluated for impairment    | 1,032,877           | 203,880                     | 404,505              | 119,182      | 514,646                   | 21,397    | 52,851    | 2,349,338    |
| Purchased credit-impaired <sup>(1)</sup> | 11,132              | 110                         | 12                   | —            | 4,451                     | —         | —         | 15,705       |
| Total                                    | \$ 1,044,415        | \$ 205,896                  | \$ 412,006           | \$ 119,194   | \$ 523,052                | \$ 21,427 | \$ 52,851 | \$ 2,378,841 |
| <b>As of December 31, 2015</b>           |                     |                             |                      |              |                           |           |           |              |
| Carrying value of loans and leases:      |                     |                             |                      |              |                           |           |           |              |
| Individually evaluated for impairment    | \$ 349              | \$ 1,980                    | \$ 7,754             | \$ 33        | \$ 4,240                  | \$ 30     | \$ —      | \$ 14,386    |
| Collectively evaluated for impairment    | 952,448             | 207,378                     | 398,635              | 89,625       | 515,784                   | 22,099    | 51,787    | 2,237,756    |
| Purchased credit-impaired <sup>(1)</sup> | 11,462              | 115                         | 15                   | 763          | 4,491                     | —         | —         | 16,846       |
| Total                                    | \$ 964,259          | \$ 209,473                  | \$ 406,404           | \$ 90,421    | \$ 524,515                | \$ 22,129 | \$ 51,787 | \$ 2,268,988 |

<sup>(1)</sup>Purchased credit-impaired loans are evaluated for impairment on an individual basis.



The following table details the allocation of the Allowance for *originated* portfolio loans and leases by portfolio segment based on the methodology used to evaluate the loans and leases for impairment as of March 31, 2016 and December 31, 2015:

| <i>(dollars in thousands)</i>         | <b>Commercial<br/>Mortgage</b> | <b>Home<br/>Equity<br/>Lines<br/>and<br/>Loans</b> | <b>Residential<br/>Mortgage</b> | <b>Construction</b> | <b>Commercial<br/>and<br/>Industrial</b> | <b>Consumer<br/>Leases</b> | <b>Unallocated</b> | <b>Total</b> |                  |
|---------------------------------------|--------------------------------|--|---------------------------------|---------------------|--|----------------------------|--------------------|--------------|------------------|
| <b>As of March 31, 2016</b>           |                                |  |                                 |                     |  |                            |                    |              |                  |
| Allowance on loans and leases:        |                                |  |                                 |                     |  |                            |                    |              |                  |
| Individually evaluated for impairment | \$ —                           | \$ —   | \$ 46                           | \$ —                | \$ 519                                   | \$ 5                       | \$ —               | \$ —         | \$ 570           |
| Collectively evaluated for impairment | 5,856                          | 1,126  | 1,794                           | 1,902               | 4,926                                    | 115                        | 528                | —            | 16,247           |
| <b>Total</b>                          | <b>\$ 5,856</b>                | <b>\$ 1,126</b>                                    | <b>\$ 1,840</b>                 | <b>\$ 1,902</b>     | <b>\$ 5,445</b>                          | <b>\$ 120</b>              | <b>\$ 528</b>      | <b>\$ —</b>  | <b>\$ 16,817</b> |
| <b>As of December 31, 2015</b>        |                                |  |                                 |                     |  |                            |                    |              |                  |
| Allowance on loans and leases:        |                                |  |                                 |                     |  |                            |                    |              |                  |
| Individually evaluated for impairment | \$ —                           | \$ 115   | \$ 54                           | \$ —                | \$ 519                                   | \$ 5                       | \$ —               | \$ —         | \$ 693           |
| Collectively evaluated for impairment | 5,199                          | 1,192  | 1,686                           | 1,324               | 5,090                                    | 137                        | 518                | 18           | 15,164           |
| <b>Total</b>                          | <b>\$ 5,199</b>                | <b>\$ 1,307</b>                                    | <b>\$ 1,740</b>                 | <b>\$ 1,324</b>     | <b>\$ 5,609</b>                          | <b>\$ 142</b>              | <b>\$ 518</b>      | <b>\$ 18</b> | <b>\$ 15,857</b> |

The following table details the carrying value for *originated* portfolio loans and leases by portfolio segment based on the methodology used to evaluate the loans and leases for impairment as of March 31, 2016 and December 31, 2015:

| <i>(dollars in thousands)</i>         | <b>Commercial<br/>Mortgage</b> | <b>Home<br/>Equity<br/>Lines<br/>and<br/>Loans</b> | <b>Residential<br/>Mortgage</b> | <b>Construction</b> | <b>Commercial<br/>and<br/>Industrial</b> | <b>Consumer<br/>Leases</b> | <b>Total</b> |           |
|---------------------------------------|--------------------------------|--|---------------------------------|---------------------|--|----------------------------|--------------|-----------|
| <b>As of March 31, 2016</b>           |                                |  |                                 |                     |  |                            |              |           |
| Carrying value of loans and leases:   |                                |  |                                 |                     |  |                            |              |           |
| Individually evaluated for impairment | \$ 280                         | \$ 1,821   | \$ 4,297                        | \$ 12               | \$ 2,961                                 | \$ 30                      | \$ —         | \$ 9,401  |
| Collectively evaluated for impairment | 862,737                        | 167,887  | 321,189                         | 117,591             | 462,770                                  | 21,257                     | 52,851       | 2,006,282 |

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|                                       |            |            |            |            |            |           |           |              |
|---------------------------------------|------------|------------|------------|------------|------------|-----------|-----------|--------------|
| Total                                 | \$ 863,017 | \$ 169,708 | \$ 325,486 | \$ 117,603 | \$ 465,731 | \$ 21,287 | \$ 52,851 | \$ 2,015,683 |
| <b>As of December 31, 2015</b>        |            |            |            |            |            |           |           |              |
| Carrying value of loans and leases:   |            |            |            |            |            |           |           |              |
| Individually evaluated for impairment | \$ 279     | \$ 1,832   | \$ 4,394   | \$ 33      | \$ 3,229   | \$ 30     | \$ —      | \$ 9,797     |
| Collectively evaluated for impairment | 772,292    | 169,357    | 312,093    | 87,122     | 459,517    | 21,904    | 51,787    | 1,874,072    |
| Total                                 | \$ 772,571 | \$ 171,189 | \$ 316,487 | \$ 87,155  | \$ 462,746 | \$ 21,934 | \$ 51,787 | \$ 1,883,869 |

The following table details the allocation of the Allowance for *acquired* portfolio loans and leases by portfolio segment based on the methodology used to evaluate the loans and leases for impairment as of March 31, 2016 and December 31, 2015:

| <i>(dollars in thousands)</i>            | Commercial<br>Mortgage | Home<br>Equity<br>Lines<br>and<br>Loans | Residential<br>Mortgage | Construction | Commercial<br>and<br>Industrial | Consumer | Leases | Unallocated | Total |
|--|------------------------|---|-------------------------|--------------|---------------------------------|----------|--------|-------------|-------|
| <b>As of March 31, 2016</b>              |                        |   |                         |              |                                 |          |        |             |       |
| Allowance on loans and leases:           |                        |   |                         |              |                                 |          |        |             |       |
| Individually evaluated for impairment    | \$ —                   | \$ —                                    | \$ 28                   | \$ —         | \$ —                            | \$ —     | \$ —   | \$ —        | \$ 28 |
| Collectively evaluated for impairment    | —                      | —                                       | —                       | —            | —                               | —        | —      | —           | —     |
| Purchased credit-impaired <sup>(1)</sup> | —                      | —                                       | —                       | —            | —                               | —        | —      | —           | —     |
| Total                                    | \$ —                   | \$ —                                    | \$ 28                   | \$ —         | \$ —                            | \$ —     | \$ —   | \$ —        | \$ 28 |
| <b>As of December 31, 2015</b>           |                        |   |                         |              |                                 |          |        |             |       |
| Allowance on loans and leases:           |                        |   |                         |              |                                 |          |        |             |       |
| Individually evaluated for impairment    | \$ —                   | \$ —                                    | \$ —                    | \$ —         | \$ —                            | \$ —     | \$ —   | \$ —        | \$ —  |
| Collectively evaluated for impairment    | —                      | —                                       | —                       | —            | —                               | —        | —      | —           | —     |
| Purchased credit-impaired <sup>(1)</sup> | —                      | —                                       | —                       | —            | —                               | —        | —      | —           | —     |
| Total                                    | \$ —                   | \$ —                                    | \$ —                    | \$ —         | \$ —                            | \$ —     | \$ —   | \$ —        | \$ —  |

<sup>(1)</sup> Purchased credit-impaired loans are evaluated for impairment on an individual basis.

The following table details the carrying value for *acquired* portfolio loans and leases by portfolio segment based on the methodology used to evaluate the loans and leases for impairment as of March 31, 2016 and December 31, 2015:

| <i>(dollars in thousands)</i>            | <b>Commercial<br/>Mortgage</b> | <b>Home<br/>Equity<br/>Lines<br/>and<br/>Loans</b> | <b>Residential<br/>Mortgage</b> | <b>Construction</b> | <b>Commercial<br/>and<br/>Industrial</b> | <b>Consumer<br/>Leases</b> | <b>Total</b>          |
|--|--------------------------------|--|---------------------------------|---------------------|--|----------------------------|-----------------------|
| <b>As of March 31, 2016</b>              |                                |  |                                 |                     |  |                            |                       |
| Carrying value of loans and leases:      |                                |  |                                 |                     |  |                            |                       |
| Individually evaluated for impairment    | \$ 126                         | \$ 85  | \$ 3,192                        | \$ —                | \$ 994                                   | \$ —                       | \$ — \$4,397          |
| Collectively evaluated for impairment    | 170,140                        | 35,993   | 83,316                          | 1,591               | 51,876                                   | 140                        | — 343,056             |
| Purchased credit-impaired <sup>(1)</sup> | 11,132                         | 110  | 12                              | —                   | 4,451                                    | —                          | — 15,705              |
| <b>Total</b>                             | <b>\$ 181,398</b>              | <b>\$ 36,188</b>                                   | <b>\$ 86,520</b>                | <b>\$ 1,591</b>     | <b>\$ 57,321</b>                         | <b>\$ 140</b>              | <b>\$ — \$363,158</b> |
| <b>As of December 31, 2015</b>           |                                |  |                                 |                     |  |                            |                       |
| Carrying value of loans and leases:      |                                |  |                                 |                     |  |                            |                       |
| Individually evaluated for impairment    | \$ 70                          | \$ 148   | \$ 3,360                        | \$ —                | \$ 1,011                                 | \$ —                       | \$ — \$4,589          |
| Collectively evaluated for impairment    | 180,156                        | 38,021   | 86,542                          | 2,503               | 56,267                                   | 195                        | — 363,684             |
| Purchased credit-impaired <sup>(1)</sup> | 11,462                         | 115  | 15                              | 763                 | 4,491                                    | —                          | — 16,846              |
| <b>Total</b>                             | <b>\$ 191,688</b>              | <b>\$ 38,284</b>                                   | <b>\$ 89,917</b>                | <b>\$ 3,266</b>     | <b>\$ 61,769</b>                         | <b>\$ 195</b>              | <b>\$ — \$385,119</b> |

<sup>(1)</sup> *Purchased credit-impaired loans are evaluated for impairment on an individual basis.*

As part of the process of determining the Allowance for the different segments of the loan and lease portfolio, Management considers certain credit quality indicators. For the commercial mortgage, construction and commercial and industrial loan segments, periodic reviews of the individual loans are performed by both in-house staff as well as external loan reviewers. The result of these reviews is reflected in the risk grade assigned to each loan. These internally assigned grades are as follows:

**Pass** – Loans considered satisfactory with no indications of deterioration.

**Special mention** - Loans classified as special mention have a potential weakness that deserves management's close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the loan or of the institution's credit position at some future date.



Substandard - Loans classified as substandard are inadequately protected by the current net worth and payment capacity of the obligor or of the collateral pledged, if any. Substandard loans have a well-defined weakness or weaknesses that jeopardize the liquidation of the debt. They are characterized by the distinct possibility that the institution will sustain some loss if the deficiencies are not corrected.

Doubtful - Loans classified as doubtful have all the weaknesses inherent in those classified as substandard, with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable.

In addition, for the remaining segments of the loan and lease portfolio, which include residential mortgage, home equity lines and loans, consumer, and leases, the credit quality indicator used to determine this component of the Allowance is based on performance status.

The following tables detail the carrying value of *all* portfolio loans and leases by portfolio segment based on the credit quality indicators used to determine the Allowance as of March 31, 2016 and December 31, 2015:

**Credit Risk Profile by Internally Assigned Grade**

| <i>(dollars in thousands)</i> | <b>Commercial Mortgage</b> |                          | <b>Construction</b>   |                          | <b>Commercial and Industrial</b> |                          | <b>Total</b>          |                          |
|-------------------------------|----------------------------|--------------------------|-----------------------|--------------------------|----------------------------------|--------------------------|-----------------------|--------------------------|
|                               | <b>March 31, 2016</b>      | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> | <b>March 31, 2016</b>            | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> |
| Pass                          | \$1,031,411                | \$946,887                | \$116,552             | \$88,653                 | \$512,156                        | \$510,040                | \$1,660,119           | \$1,545,580              |
| Special Mention               | 6,996                      | 7,029                    | —                     | —                        | 1,118                            | 1,123                    | 8,114                 | 8,152                    |
| Substandard                   | 6,008                      | 10,343                   | 2,642                 | 1,768                    | 9,778                            | 13,352                   | 18,428                | 25,463                   |
| <b>Total</b>                  | <b>\$1,044,415</b>         | <b>\$964,259</b>         | <b>\$119,194</b>      | <b>\$90,421</b>          | <b>\$523,052</b>                 | <b>\$524,515</b>         | <b>\$1,686,661</b>    | <b>\$1,579,195</b>       |

**Credit Risk Profile by Payment Activity**

| <i>(dollars in thousands)</i> | <b>Residential Mortgage</b> |                          | <b>Home Equity Lines and Loans</b> |                          | <b>Consumer</b>       |                          | <b>Leases</b>         | <b>Total</b>          |                          |                  |
|-------------------------------|-----------------------------|--------------------------|------------------------------------|--------------------------|-----------------------|--------------------------|-----------------------|-----------------------|--------------------------|------------------|
|                               | <b>March 31, 2016</b>       | <b>December 31, 2015</b> | <b>March 31, 2016</b>              | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> |                  |
| Performing                    | \$409,083                   | \$403,192                | \$203,943                          | \$207,446                | \$21,427              | \$22,129                 | \$52,797              | \$51,778              | \$687,250                | \$684,545        |
| Non-performing                | 2,923                       | 3,212                    | 1,953                              | 2,027                    | —                     | —                        | 54                    | 9                     | 4,930                    | 5,248            |
| <b>Total</b>                  | <b>\$412,006</b>            | <b>\$406,404</b>         | <b>\$205,896</b>                   | <b>\$209,473</b>         | <b>\$21,427</b>       | <b>\$22,129</b>          | <b>\$52,851</b>       | <b>\$51,787</b>       | <b>\$692,180</b>         | <b>\$689,793</b> |



The following tables detail the carrying value of *originated* portfolio loans and leases by portfolio segment based on the credit quality indicators used to determine the Allowance as of March 31, 2016 and December 31, 2015:

#### Credit Risk Profile by Internally Assigned Grade

| <i>(dollars in thousands)</i> | <b>Commercial Mortgage</b> |                          | <b>Construction</b>   |                          | <b>Commercial and Industrial</b> |                          | <b>Total</b>          |                          |
|-------------------------------|----------------------------|--------------------------|-----------------------|--------------------------|----------------------------------|--------------------------|-----------------------|--------------------------|
|                               | <b>March 31, 2016</b>      | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> | <b>March 31, 2016</b>            | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> |
| Pass                          | \$853,077                  | \$758,240                | \$114,961             | \$86,065                 | \$460,921                        | \$454,454                | \$1,428,959           | \$1,298,759              |
| Special Mention               | 6,996                      | 7,029                    | —                     | —                        | 1,016                            | 1,015                    | 8,012                 | 8,044                    |
| Substandard                   | 2,944                      | 7,302                    | 2,642                 | 1,090                    | 3,794                            | 7,277                    | 9,380                 | 15,669                   |
| Total                         | \$863,017                  | \$772,571                | \$117,603             | \$87,155                 | \$465,731                        | \$462,746                | \$1,446,351           | \$1,322,472              |

#### Credit Risk Profile by Payment Activity

| <i>(dollars in thousands)</i> | <b>Residential Mortgage</b> |                          | <b>Home Equity Lines and Loans</b> |                          | <b>Consumer</b>       |                          | <b>Leases</b>         |                          | <b>Total</b>          |                          |
|-------------------------------|-----------------------------|--------------------------|------------------------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|
|                               | <b>March 31, 2016</b>       | <b>December 31, 2015</b> | <b>March 31, 2016</b>              | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> |
| Performing                    | \$323,610                   | \$314,523                | \$167,931                          | \$169,401                | \$21,287              | \$21,934                 | \$52,797              | \$51,778                 | \$565,625             | \$557,636                |
| Non-performing                | 1,876                       | 1,964                    | 1,777                              | 1,788                    | —                     | —                        | 54                    | 9                        | 3,707                 | 3,761                    |
| Total                         | \$325,486                   | \$316,487                | \$169,708                          | \$171,189                | \$21,287              | \$21,934                 | \$52,851              | \$51,787                 | \$569,332             | \$561,397                |

The following tables detail the carrying value of *acquired* portfolio loans and leases by portfolio segment based on the credit quality indicators used to determine the Allowance as of March 31, 2016 and December 31, 2015:

#### Credit Risk Profile by Internally Assigned Grade

| <i>(dollars in thousands)</i> | <b>Commercial Mortgage</b> |                          | <b>Construction</b>   |                          | <b>Commercial and Industrial</b> |                          | <b>Total</b>          |                          |
|-------------------------------|----------------------------|--------------------------|-----------------------|--------------------------|----------------------------------|--------------------------|-----------------------|--------------------------|
|                               | <b>March 31, 2016</b>      | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> | <b>March 31, 2016</b>            | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> |
| Pass                          | \$178,334                  | \$188,647                | \$1,591               | \$2,588                  | \$51,235                         | \$55,586                 | \$231,160             | \$246,821                |
| Special Mention               | —                          | —                        | —                     | —                        | 102                              | 108                      | 102                   | 108                      |

|             |           |           |         |         |          |          |           |           |
|-------------|-----------|-----------|---------|---------|----------|----------|-----------|-----------|
| Substandard | 3,064     | 3,041     | —       | 678     | 5,984    | 6,075    | 9,048     | 9,794     |
| Total       | \$181,398 | \$191,688 | \$1,591 | \$3,266 | \$57,321 | \$61,769 | \$240,310 | \$256,723 |

### Credit Risk Profile by Payment Activity

| <i>(dollars in thousands)</i> | <b>Residential Mortgage</b> |                          | <b>Home Equity Lines and Loans</b> |                          | <b>Consumer</b>       |                          | <b>Total</b>          |                          |
|-------------------------------|-----------------------------|--------------------------|------------------------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|
|                               | <b>March 31, 2016</b>       | <b>December 31, 2015</b> | <b>March 31, 2016</b>              | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> | <b>March 31, 2016</b> | <b>December 31, 2015</b> |
| Performing                    | \$85,473                    | \$88,669                 | \$36,012                           | \$38,045                 | \$140                 | \$195                    | \$121,625             | \$126,909                |
| Non-performing                | 1,047                       | 1,248                    | 176                                | 239                      | —                     | —                        | 1,223                 | 1,487                    |
| Total                         | \$86,520                    | \$89,917                 | \$36,188                           | \$38,284                 | \$140                 | \$195                    | \$122,848             | \$128,396                |

### G. Troubled Debt Restructurings (“TDRs”)

The restructuring of a loan is considered a “troubled debt restructuring” if both of the following conditions are met: (i) the borrower is experiencing financial difficulties, and (ii) the creditor has granted a concession. The most common concessions granted include one or more modifications to the terms of the debt, such as (a) a reduction in the interest rate for the remaining life of the debt, (b) an extension of the maturity date at an interest rate lower than the current market rate for new debt with similar risk, (c) a temporary period of interest-only payments, (d) a reduction in the contractual payment amount for either a short period or remaining term of the loan, and (e) for leases, a reduced lease payment. A less common concession granted is the forgiveness of a portion of the principal.

The determination of whether a borrower is experiencing financial difficulties takes into account not only the current financial condition of the borrower, but also the potential financial condition of the borrower, were a concession not granted. Similarly, the determination of whether a concession has been granted is very subjective in nature. For example, simply extending the term of a loan at its original interest rate or even at a higher interest rate could be interpreted as a concession unless the borrower could readily obtain similar credit terms from a different lender.

The following table presents the balance of TDRs as of the indicated dates:

|   | <b>March 31,</b> |          | <b>December 31,</b> |  |
|---|------------------|----------|---------------------|--|
|   | <b>2016</b>      |          | <b>2015</b>         |  |
| <i>(dollars in thousands)</i>                   |                  |          |                     |  |
| TDRs included in nonperforming loans and leases | \$1,756          | \$ 1,935 |                     |  |
| TDRs in compliance with modified terms          | 4,893            | 4,880    |                     |  |
| Total TDRs                                      | \$6,649          | \$ 6,815 |                     |  |

The following table presents information regarding loan and lease modifications categorized as TDRs for the three months ended March 31, 2016:

|                               | For the Three Months Ended March 31, 2016                |   |
|-------------------------------|--|---|
|                               | Pre-Modification<br>Number of<br>Contracts<br>Investment | Post-Modification<br>Number of<br>Contracts<br>Investment |
| <i>(dollars in thousands)</i> |  |   |
| Home equity loans and lines   | 1 \$ 83  | \$ 36   |
| Leases                        | 2 67   | 67  |
| Total                         | 3 \$ 150   | \$ 103  |

The following table presents information regarding the types of loan and lease modifications made for the three months ended March 31, 2016:

|                             | Number of Contracts for the Three Months Ended March 31, 2016 |                   |   |  |   |                            |                             |
|-----------------------------|---|-------------------|---|--|---|----------------------------|-----------------------------|
|                             | Interest<br>Rate<br>Change                                    | Term<br>Extension | Interest<br>Rate<br>Change<br>and Term<br>Extension | Interest Rate<br>Change<br>and/or<br>Interest-Only<br>Period | Contractual<br>Payment<br>Reduction<br>(Leases<br>only) | Forgiveness<br>of Interest | Forgiveness<br>of Principal |
| Home equity loans and lines | —   | —                 | —   | —  | —   | —                          | 1                           |
| Leases                      | —   | —                 | —   | —  | 2   | —                          | —                           |
| Total                       | —   | —                 | —   | —  | 2   | —                          | 1                           |

During the three months ended March 31, 2016, there were no defaults of loans or leases that had been previously modified to troubled debt restructurings.

**H. Impaired Loans**

The following tables detail the recorded investment and principal balance of impaired loans by portfolio segment, their related Allowance and interest income recognized as of the dates or for the periods indicated:

| <i>(dollars in thousands)</i>                           | <b>Recorded<br/>Investment<sup>(2)</sup></b> | <b>Principal<br/>Balance</b> | <b>Related<br/>Allowance</b> | <b>Average<br/>Principal<br/>Balance</b> | <b>Interest<br/>Income<br/>Recognized</b> | <b>Cash-Basis<br/>Interest<br/>Income<br/>Recognized</b> |
|---|--|------------------------------|------------------------------|--|---|--|
| <b>As of or for the three months ended</b>              |  |                              |                              |  |   |  |
| <b>March 31, 2016</b>                                   |  |                              |                              |  |   |  |
| Impaired loans with related Allowance:                  |  |                              |                              |  |   |  |
| Residential mortgage                                    | \$ 628                                       | \$ 642                       | \$ 74                        | \$ 642                                   | \$ 7                                      | \$ —   |
| Commercial and industrial                               | 1,947  | 1,966                        | 519                          | 1,990                                    | 1   | —  |
| Consumer  | 30   | 30                           | 5                            | 30                                       | —   | —  |
| Total   | \$ 2,605                                     | \$ 2,638                     | \$ 598                       | \$ 2,662                                 | \$ 8                                      | \$ —   |
| Impaired loans without related Allowance <sup>(1)</sup> |  |                              |                              |  |   |  |
| (3):  |  |                              |                              |  |   |  |
| Commercial mortgage                                     | \$ 405                                       | \$ 527                       | \$ —                         | \$ 528                                   | \$ —                                      | \$ —   |
| Home equity lines and loans                             | 1,906  | 2,393                        | —                            | 2,538                                    | 1   | —  |
| Residential mortgage                                    | 6,861  | 7,707                        | —                            | 8,134                                    | 52  | —  |
| Construction  | 12   | 974                          | —                            | 994                                      | —   | —  |
| Commercial and industrial                               | 2,009  | 2,826                        | —                            | 4,759                                    | 1   | —  |
| Total   | \$ 11,193                                    | \$ 14,427                    | \$ —                         | \$ 16,953                                | \$ 54                                     | \$ —   |
| Grand total   | \$ 13,798                                    | \$ 17,065                    | \$ 598                       | \$ 19,615                                | \$ 62                                     | \$ —   |

<sup>(1)</sup> The table above does not include the recorded investment of \$122 thousand of impaired leases without a related Allowance.

<sup>(2)</sup> Recorded investment equals principal balance less partial charge-offs and interest payments on non-performing loans that have been applied to principal.

<sup>(3)</sup> This table excludes all purchased credit-impaired loans, which are discussed in Note 5D, above.

| <i>(dollars in thousands)</i>   | <b>Recorded<br/>Investment<sup>(2)</sup></b> | <b>Principal<br/>Balance</b> | <b>Related<br/>Allowance</b> | <b>Average<br/>Principal<br/>Balance</b> | <b>Interest<br/>Income<br/>Recognized</b> | <b>Cash-Basis<br/>Interest<br/>Income<br/>Recognized</b> |
|---|--|------------------------------|------------------------------|--|---|--|
| <b>As of or for the three months ended<br/>March 31, 2015</b>               |  |                              |                              |  |   |  |
| Impaired loans with related Allowance:                                      |  |                              |                              |  |   |  |
| Home equity lines and loans   | \$ 75  | \$ 75                        | \$ 26                        | \$ 75                                    | \$ —                                      | \$ —   |
| Residential mortgage  | 587  | 596                          | 65                           | 597                                      | 6   | —  |
| Commercial and industrial   | 975  | 972                          | 103                          | 983                                      | 13  | —  |
| Consumer  | 40   | 40                           | 15                           | 41                                       | —   | —  |
| Total   | \$ 1,677                                     | \$ 1,683                     | \$ 209                       | \$ 1,696                                 | \$ 19                                     | \$ —   |
| Impaired loans without related Allowance <sup>(1)</sup><br><sup>(3)</sup> : |  |                              |                              |  |   |  |
| Commercial mortgage   | \$ 94  | \$ 94                        | \$ —                         | \$ 100                                   | \$ —                                      | \$ —   |
| Home equity lines and loans   | 963  | 1,059                        | —                            | 1,174                                    | 1   | —  |
| Residential mortgage  | 7,468  | 8,360                        | —                            | 8,728                                    | 33  | —  |
| Construction  | 201  | 1,163                        | —                            | 1,162                                    | —   | —  |
| Commercial and industrial   | 2,110  | 2,830                        | —                            | 2,909                                    | 1   | —  |
| Total   | \$ 10,836                                    | \$ 13,506                    | \$ —                         | \$ 14,073                                | \$ 35                                     | \$ —   |
| Grand total   | \$ 12,513                                    | \$ 15,189                    | \$ 209                       | \$ 15,769                                | \$ 54                                     | \$ —   |

<sup>(1)</sup> The table above does not include the recorded investment of \$70 thousand of impaired leases without a related Allowance.

<sup>(2)</sup> Recorded investment equals principal balance less partial charge-offs and interest payments on non-performing loans that have been applied to principal.

<sup>(3)</sup> This table excludes all purchased credit-impaired loans, which are discussed in Note 5D, above.

| <i>(dollars in thousands)</i>                               | <b>Recorded<br/>Investment<sup>(2)</sup></b> | <b>Principal<br/>Balance</b> | <b>Related<br/>Allowance</b> |
|---|--|------------------------------|------------------------------|
| <b>As of December 31, 2015</b>                              |  |                              |                              |
| Impaired loans with related allowance:                      |  |                              |                              |
| Home equity lines and loans                                 | \$ 115                                       | \$ 115                       | \$ 115                       |
| Residential mortgage  | 515  | 527                          | 54                           |
| Commercial and industrial                                   | 2,011  | 2,002                        | 519                          |
| Consumer  | 30   | 30                           | 5                            |
| Total   | \$ 2,671                                     | \$ 2,674                     | \$ 693                       |
| Impaired loans <sup>(1)(3)</sup> without related allowance: |  |                              |                              |
| Commercial mortgage   | \$ 349                                       | \$ 358                       | \$ —                         |
| Home equity lines and loans                                 | 1,865  | 2,447                        | —                            |
| Residential mortgage  | 7,239  | 8,166                        | —                            |
| Construction  | 33   | 996                          | —                            |

|                           |           |           |        |
|---------------------------|-----------|-----------|--------|
| Commercial and industrial | 2,229     | 3,089     | —      |
| Total                     | \$ 11,715 | \$ 15,056 | \$ —   |
| Grand total               | \$ 14,386 | \$ 17,730 | \$ 693 |

<sup>(1)</sup> *The table above does not include the recorded investment of \$77 thousand of impaired leases without a related Allowance.*

<sup>(2)</sup> *Recorded investment equals principal balance less partial charge-offs and interest payments on non-performing loans that have been applied to principal.*

<sup>(3)</sup> *This table excludes all purchased credit-impaired loans, which are discussed in Note 5D, above.*



**I. Loan Mark**

Loans acquired in mergers and acquisitions are recorded at fair value as of the date of the transaction. This adjustment to the acquired principal amount is referred to as the “Loan Mark”. With the exception of purchased credit impaired loans, whose Loan Mark is accounted for under ASC 310-30, the Loan Mark is amortized or accreted as an adjustment to yield over the lives of the loans. The following tables detail, for *acquired loans*, the outstanding principal, remaining loan mark, and recorded investment, by portfolio segment, as of the dates indicated:

| <i>(dollars in thousands)</i> | As of March 31, 2016 |              |            |
|-------------------------------|----------------------|--------------|------------|
|                               | Outstanding          | Remaining    | Recorded   |
|                               | Principal            | Loan Mark    | Investment |
| Commercial mortgage           | \$ 186,893           | \$ (5,495 )  | \$ 181,398 |
| Home equity lines and loans   | 38,101               | (1,913 )     | 36,188     |
| Residential mortgage          | 89,743               | (3,223 )     | 86,520     |
| Construction                  | 1,588                | 3            | 1,591      |
| Commercial and industrial     | 62,600               | (5,279 )     | 57,321     |
| Consumer                      | 164                  | (24 )        | 140        |
| Total                         | \$379,089            | \$ (15,931 ) | \$ 363,158 |

| <i>(dollars in thousands)</i> | As of December 31, 2015 |              |            |
|-------------------------------|-------------------------|--------------|------------|
|                               | Outstanding             | Remaining    | Recorded   |
|                               | Principal               | Loan Mark    | Investment |
| Commercial mortgage           | \$ 197,532              | \$ (5,844 )  | \$ 191,688 |
| Home equity lines and loans   | 40,258                  | (1,974 )     | 38,284     |
| Residential mortgage          | 93,230                  | (3,313 )     | 89,917     |
| Construction                  | 3,807                   | (541 )       | 3,266      |
| Commercial and industrial     | 67,181                  | (5,412 )     | 61,769     |
| Consumer                      | 220                     | (25 )        | 195        |
| Total                         | \$402,228               | \$ (17,109 ) | \$ 385,119 |

**Note 6 - Deposits**

The following table details the components of deposits:

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| <i>(dollars in thousands)</i>      | March 31,<br>2016 | December<br>31, 2015 |
|------------------------------------|-------------------|----------------------|
| Interest-bearing checking accounts | \$335,240         | \$338,861            |
| Money market accounts              | 773,637           | 749,726              |
| Savings accounts                   | 190,477           | 187,299              |
| Wholesale non-maturity deposits    | 62,454            | 67,717               |
| Wholesale time deposits            | 131,145           | 53,185               |
| Time deposits                      | 207,597           | 229,253              |
| Total interest-bearing deposits    | 1,700,550         | 1,626,041            |
| Non-interest-bearing deposits      | 643,492           | 626,684              |
| Total deposits                     | \$2,344,042       | \$2,252,725          |

**Note 7 - Borrowings****A. Short-term borrowings**

The Corporation's short-term borrowings (original maturity of one year or less), which consist of a revolving line of credit with a correspondent bank, funds obtained from overnight repurchase agreements with commercial customers, FHLB advances with original maturities of one year or less and overnight fed funds, are detailed below.

A summary of short-term borrowings is as follows:

| <i>(dollars in thousands)</i>                 | <b>March<br/>31,<br/>2016</b> | <b>December<br/>31, 2015</b> |
|---|-------------------------------|------------------------------|
| Repurchase agreements* – commercial customers | \$22,010                      | \$ 29,156                    |
| Repurchase agreement** – correspondent bank   | —                             | 5,011                        |
| Short-term FHLB advances                      | 15,000                        | 30,000                       |
| Overnight federal funds                       | —                             | 30,000                       |
| Total short-term borrowings                   | \$37,010                      | \$ 94,167                    |

\* *overnight repurchase agreements with no expiration date*

\*\* *overnight repurchase agreement, expired January 2016*

The following table sets forth information concerning short-term borrowings:

| <i>(dollars in thousands)</i>                 | <b>Three Months<br/>Ended March 31,</b> |   |      |             |
|---|---|---|------|-------------|
|   | <b>2016</b>                             |   |      | <b>2015</b> |
| Balance at period-end                         | \$37,010                                |   |      | \$38,372    |
| Maximum amount outstanding at any month-end   | 38,972                                  |   |      | 38,534      |
| Average balance outstanding during the period | 34,158                                  |   |      | 55,344      |
| Weighted-average interest rate:               |   |   |      |             |
| As of period-end                              | 0.27                                    | % | 0.10 | %           |

Paid during the period 0.20 % 0.15 %

## B. Long-term FHLB Advances and Other Borrowings

The Corporation's long-term FHLB advances and other borrowings consist of advances from the FHLB with original maturities of greater than one year and an adjustable-rate commercial loan from a correspondent bank.

The following table presents the remaining periods until maturity of the long-term FHLB advances and other borrowings:

| <i>(dollars in thousands)</i>    | <b>March<br/>31,<br/>2016</b> | <b>December<br/>31,<br/>2015</b> |
|----------------------------------|-------------------------------|----------------------------------|
| Within one year                  | \$75,000                      | \$75,000                         |
| Over one year through five years | 174,832                       | 179,863                          |
| Total                            | \$249,832                     | \$254,863                        |

The following table presents rate and maturity information on long-term FHLB advances and other borrowings:

| <i>(dollars in thousands)</i>    | <b>Maturity Range<sup>(1)</sup></b> |            | <b>Weighted<br/>Average<br/>Rate<sup>(1)</sup></b> | <b>Coupon<br/>Rate<sup>(1)</sup></b> |           | <b>Balance</b>                |                                  |           |
|----------------------------------|-------------------------------------|------------|--|--------------------------------------|-----------|-------------------------------|----------------------------------|-----------|
| <b>Description</b>               | <b>From</b>                         | <b>To</b>  |  | <b>From</b>                          | <b>To</b> | <b>March<br/>31,<br/>2016</b> | <b>December<br/>31,<br/>2015</b> |           |
| Bullet maturity – fixed rate     | 05/19/2016                          | 12/19/2020 | 1.46   | %                                    | 0.80%     | 2.41%                         | \$198,612                        | \$198,612 |
| Bullet maturity – variable rate  | 04/01/2016                          | 11/28/2017 | 0.76   | %                                    | 0.66%     | 0.90%                         | 30,000                           | 35,000    |
| Convertible-fixed <sup>(2)</sup> | 01/03/2018                          | 08/20/2018 | 2.94   | %                                    | 2.58%     | 3.50%                         | 21,220                           | 21,251    |
| Total                            |                                     |            |  |                                      |           |                               | \$249,832                        | \$254,863 |

<sup>(1)</sup>Maturity range, weighted average rate and coupon rate range refers to March 31, 2016 balances

<sup>(2)</sup>FHLB advances whereby the FHLB has the option, at predetermined times, to convert the fixed interest rate to an adjustable interest rate indexed to the London Interbank Offered Rate ("LIBOR"). The Corporation has the option to prepay these advances, without penalty, if the FHLB elects to convert the interest rate to an adjustable rate. As of March 31, 2016, substantially all FHLB advances with this convertible feature are subject to conversion in fiscal 2016. These advances are included in the maturity ranges in which they mature, rather than the period in which they are subject to conversion.



## **C. Other Borrowings Information**

As of March 31, 2016 the Corporation had a maximum borrowing capacity with the FHLB of approximately \$1.14 billion, of which the unused capacity was \$846.9 million. In addition, there were unused capacities of \$79.0 million in overnight federal funds line, \$131.4 million of Federal Reserve Discount Window borrowings and \$5.0 million in a revolving line of credit from a correspondent bank as of March 31, 2016. In connection with its FHLB borrowings, the Corporation is required to hold the capital stock of the FHLB. The amount of FHLB capital stock held was \$12.1 million and \$12.9 million as of March 31, 2016 and December 31, 2015, respectively. The carrying amount of the FHLB capital stock approximates its redemption value.

## **Note 8 – Stock-Based Compensation**

### **A. General Information**

Prior to April 25, 2007, all shares authorized for grant as stock-based compensation were limited to grants of stock options. On April 25, 2007, the shareholders of the Corporation approved the Corporation's "2007 Long-Term Incentive Plan" (the "2007 LTIP") under which a total of 428,996 shares of the Corporation's common stock were made available for award grants. On April 28, 2010, the shareholders of the Corporation approved the Corporation's "2010 Long Term Incentive Plan" (the "2010 LTIP") under which a total of 445,002 shares of the Corporation's common stock were made available for award grants. On April 30, 2015, the shareholders of the Corporation approved the Amended and Restated Bryn Mawr Bank Corporation 2010 Long-Term Incentive Plan (the "Amended 2010 LTIP"), under which the total number of shares of Corporation Common Stock made available for award grants was increased by 500,000 shares to 945,002 shares.

In addition to the shareholder-approved plans mentioned in the preceding paragraph, the Corporation periodically authorizes grants of stock-based compensation as inducement awards to new employees. This type of award does not require shareholder approval in accordance with Rule 5635(c)(4) of the Nasdaq listing rules.

Equity awards are authorized to be in the form of, among others, options to purchase the Corporation's common stock, restricted stock awards or units ("RSAs" or "RSUs") and performance stock awards or units ("PSAs" or "PSUs").

RSAs and RSUs have a restriction based on the passage of time and may also have a restriction based on non-market-related performance criteria. The fair value of the RSAs and RSUs is based on the closing price on the day preceding the date of the grant.

The PSAs and PSUs also have a restriction based on the passage of time, but also have a restriction based on performance criteria related to the Corporation's total shareholder return relative to the performance of the community bank index for the respective period. The amount of PSAs or PSUs earned will not exceed 100% of the PSAs or PSUs awarded. The fair value of the PSAs and PSUs is calculated using the Monte Carlo Simulation method.

## B. Stock Options

Stock-based compensation cost is measured at the grant date, based on the fair value of the award and is recognized as an expense over the vesting period. The fair value of stock option grants is determined using the Black-Scholes pricing model. The assumptions necessary for the calculation of the fair value are expected life of options, annual volatility of stock price, risk-free interest rate and annual dividend yield.

The following table provides information about options outstanding for the three months ended March 31, 2016:

|  | Shares    | Weighted<br>Average<br>Exercise<br>Price | Weighted<br>Average<br>Grant<br>Date Fair<br>Value |
|--|-----------|--|--|
| Options outstanding, December 31, 2015 | 290,853   | \$ 20.88                                 | \$ 5.77  |
| Forfeited                              | —         | \$ —                                     | \$ —   |
| Expired                                | —         | \$ —                                     | \$ —   |
| Exercised                              | (15,953 ) | \$ 17.74                                 | \$ 12.93   |
| Options outstanding, March 31, 2016    | 274,900   | \$ 21.07                                 | \$ 5.35  |

As of March 31, 2016, there were no unvested stock options.

For the three months ended March 31, 2016, the Corporation did not recognize any expense related to stock options. As of March 31, 2016, there was no unrecognized expense related to stock options.





Proceeds, related tax benefits realized from options exercised and intrinsic value of options exercised during the three months ended March 31, 2016 and 2015 are detailed below:

| <i>(dollars in thousands)</i>           | Three Months<br>Ended March<br>31, |         |
|---|------------------------------------|---------|
|   | 2016                               | 2015    |
| Proceeds from exercise of stock options | \$283                              | \$2,504 |
| Related tax benefit recognized          | —                                  | 277     |
| Net proceeds of options exercised       | \$283                              | \$2,781 |
| Intrinsic value of options exercised    | \$131                              | \$1,391 |

The following table provides information about options outstanding and exercisable at March 31, 2016:

| <i>(dollars in thousands, except exercise price)</i> | <b>Outstanding</b> | <b>Exercisable</b> |
|--|--------------------|--------------------|
| Number of shares                                     | 274,900            | 274,900            |
| Weighted average exercise price                      | \$ 21.06           | \$ 21.06           |
| Aggregate intrinsic value                            | \$ 1,284           | \$ 1,284           |
| Weighted average contractual term in years           | 2.6                | 2.6                |

### **C. Restricted Stock Awards and Performance Stock Awards**

The Corporation has granted RSAs, RSUs, PSAs and PSUs under the 2007 LTIP, 2010 LTIP and Amended 2010 LTIP.

#### **RSAs and RSUs**

The compensation expense for the RSAs and RSUs is measured based on the market price of the stock on the day prior to the grant date and is recognized on a straight line basis over the vesting period.

For the three months ended March 31, 2016, the Corporation recognized \$132 thousand of expense related to the Corporation's RSAs and RSUs. As of March 31, 2016, there was \$780 thousand of unrecognized compensation cost

related to RSAs and RSUs. This cost will be recognized over a weighted average period of 2.0 years.

The following table details the unvested RSAs and RSUs for the three months ended March 31, 2016:

|                   | <b>Three Months<br/>Ended March 31,<br/>2016</b> |   |
|-------------------|--|---|
|                   | <b>Number<br/>of<br/>Shares</b>                  | <b>Weighted<br/>Average<br/>Grant<br/>Date Fair<br/>Value</b> |
| Beginning balance | 42,802   | \$ 28.58  |
| Granted           | 2,250  | \$ 26.30  |
| Vested            | (1,000 )   | \$ 30.04  |
| Forfeited         | —  | \$ —  |
| Ending balance    | 44,052   | \$ 28.43  |

For the three months ended March 31, 2016, the Corporation recorded a \$3 thousand excess tax deficiency related to the vesting of RSAs and RSUs.

### **PSAs and PSUs**

The compensation expense for PSAs and PSUs is measured based on the grant date fair value as calculated using the Monte Carlo Simulation method.

For the three months ended March 31, 2016, the Corporation recognized \$271 thousand of expense related to the PSAs and PSUs. As of March 31, 2016, there was \$1.6 million of unrecognized compensation cost related to PSAs. This cost will be recognized over a weighted average period of 1.8 years.

For the three months ended March 31, 2016, the Corporation recorded \$172 thousand of tax benefit related to the vesting of PSAs and PSUs.



The following table details the unvested PSAs and PSUs for the three months ended March 31, 2016:

|                   | <b>Three Months<br/>Ended March 31,<br/>2016</b> |   |
|-------------------|--|---|
|                   | <b>Number<br/>of<br/>Shares</b>                  | <b>Weighted<br/>Average<br/>Grant<br/>Date Fair<br/>Value</b> |
| Beginning balance | 216,820  | \$ 15.07  |
| Granted           | —  | —   |
| Vested            | —  | —   |
| Forfeited         | —  | —   |
| Ending balance    | 216,820  | \$ 15.07  |

#### **Note 9 - Pension and Other Post-Retirement Benefit Plans**

Prior to the December 2015 settlement of the qualified defined benefits plan (the “QDBP”), the Corporation had three defined benefit pension plans: the QDBP which covered all employees over age 20 1/2 who met certain service requirements, and two non-qualified defined-benefit pension plans (“SERP I” and “SERP II”) which are restricted to certain senior officers of the Corporation.

SERP I provides each participant with the equivalent pension benefit provided by the QDBP on any compensation and bonus deferrals that exceed the IRS limit applicable to the QDBP.

On February 12, 2008, the Corporation amended the QDBP and SERP I to freeze further increases in the defined-benefit amounts to all participants, effective March 31, 2008.

On April 1, 2008, the Corporation added SERP II, a non-qualified defined-benefit plan which was restricted to certain senior officers of the Corporation. Effective January 1, 2013, the Corporation curtailed SERP II, as further increases to the defined-benefit amounts to over 20% of the participants were frozen.

On May 29, 2015, by unanimous consent, the Board of Directors of the Corporation voted to terminate the QDBP. On June 2, 2015, notices were sent to participants informing them of the termination. Final distributions to participants

were completed by December 31, 2015.

The Corporation also has a postretirement benefit plan (“PRBP”) that covers certain retired employees and a group of current employees. The PRBP was closed to new participants in 1994. In 2007, the Corporation amended the PRBP to allow for settlement of obligations to certain current and retired employees. Certain retired participant obligations were settled in 2007 and current employee obligations were settled in 2008.

The following tables provide details of the components of the net periodic benefits cost (benefit) for the three months ended March 31, 2016 and 2015:

|                                     | <b>Three Months Ended March 31,</b> |             |             |             |             |             |
|-------------------------------------|-------------------------------------|-------------|-------------|-------------|-------------|-------------|
|                                     | <b>SERP I</b>                       |             |             |             |             |             |
|                                     | <b>and SERP</b>                     |             | <b>QDBP</b> |             | <b>PRBP</b> |             |
|                                     | <b>II</b>                           |             |             |             |             |             |
| <i>(dollars in thousands)</i>       | <b>2016</b>                         | <b>2015</b> | <b>2016</b> | <b>2015</b> | <b>2016</b> | <b>2015</b> |
| Service cost                        | \$—                                 | \$—         | \$—         | \$—         | \$—         | \$—         |
| Interest cost                       | 46                                  | 46          | —           | 397         | 4           | 5           |
| Expected return on plan assets      | —                                   | —           | —           | (804)       | —           | —           |
| Amortization of prior service costs | —                                   | —           | —           | —           | —           | —           |
| Amortization of net loss            | 14                                  | 16          | —           | 479         | 10          | 9           |
| Net periodic benefit cost           | \$60                                | \$62        | \$—         | \$72        | \$14        | \$14        |

**QDBP:** The QDBP was settled as of December 31, 2015. As such, no contributions were made during the three months ended March 31, 2016.

**SERP I and SERP II:** The Corporation contributed \$65 thousand during the three months ended March 31, 2016, and is expected to contribute an additional \$195 thousand to the SERP I and SERP II plans for the remaining nine months of 2016.

**PRBP:** In 2005, the Corporation capped the maximum annual payment under the PRBP at 120% of the 2005 benefit. This maximum was reached in 2008 and the cap is not expected to be increased above this level.

**Note 10 - Segment Information**

FASB Codification 280 – “Segment Reporting” identifies operating segments as components of an enterprise which are evaluated regularly by the Corporation’s Chief Operating Decision Maker, our Chief Executive Officer, in deciding how to allocate resources and assess performance. The Corporation has applied the aggregation criterion set forth in this codification to the results of its operations.

The Corporation’s Banking segment consists of commercial and retail banking. The Banking segment is evaluated as a single strategic unit which generates revenues from a variety of products and services. The Banking segment generates interest income from its lending (including leasing) and investing activities and is dependent on the gathering of lower cost deposits from its branch network or borrowed funds from other sources for funding its loans, resulting in the generation of net interest income. The Banking segment also derives revenues from other sources including gains on the sale of available for sale investment securities, gains on the sale of residential mortgage loans, service charges on deposit accounts, cash sweep fees, overdraft fees, BOLI income and interchange revenue associated with its Visa Check Card offering.

The Wealth Management segment has responsibility for a number of activities within the Corporation, including trust administration, other related fiduciary services, custody, investment management and advisory services, employee benefits and IRA administration, estate settlement, tax services and brokerage. Bryn Mawr Trust of Delaware and Lau Associates are included in the Wealth Management segment of the Corporation since they have similar economic characteristics, products and services to those of the Wealth Management Division of the Corporation. Powers Craft Parker and Beard (“PCPB”), which was merged with the Corporation’s existing insurance subsidiary, Insurance Counsellors of Bryn Mawr (“ICBM”), and RJM, which was acquired on April 1, 2015, now operate under the Powers Craft Parker and Beard, Inc. name. The Wealth Management Division has assumed oversight responsibility for all insurance services of the Corporation. Prior to the PCPB and RJM acquisitions, ICBM was reported through the Banking segment. Any adjustments to prior year figures are immaterial and are not reflected in the tables below.

The following tables detail segment information for the three months ended March 31, 2016 and 2015:

| <i>(dollars in thousands)</i> | <b>Three Months Ended March 31, 2016</b> |                          |                     | <b>Three Months Ended March 31, 2015</b> |                          |                     |
|-------------------------------|--|--------------------------|---------------------|--|--------------------------|---------------------|
|                               | <b>Banking</b>                           | <b>Wealth Management</b> | <b>Consolidated</b> | <b>Banking</b>                           | <b>Wealth Management</b> | <b>Consolidated</b> |
| Net interest income           | \$ 25,901                                | \$ 1                     | \$ 25,902           | \$ 24,794                                | \$ 1                     | \$ 24,795           |
| Less: loan loss provision     | 1,410                                    | —                        | 1,410               | 569                                      | —                        | 569                 |
|                               | 24,491                                   | 1                        | 24,492              | 24,225                                   | 1                        | 24,226              |

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|  |          |          |           |          |          |           |  |  |  |  |  |
|--|----------|----------|-----------|----------|----------|-----------|--|--|--|--|--|
| Net interest income after loan loss provision      |          |          |           |          |          |           |  |  |  |  |  |
| Other income:                                      |          |          |           |          |          |           |  |  |  |  |  |
| Fees for wealth management services                | —        | 8,832    | 8,832     | —        | 9,105    | 9,105     |  |  |  |  |  |
| Service charges on deposit accounts                | 702      | —        | 702       | 712      | —        | 712       |  |  |  |  |  |
| Loan servicing and other fees                      | 492      | —        | 492       | 591      | —        | 591       |  |  |  |  |  |
| Net (loss) gain on sale of loans                   | 760      | —        | 760       | 808      | —        | 808       |  |  |  |  |  |
| Net gain on sale of available for sale securities  | (15 )    | —        | (15 )     | 810      | —        | 810       |  |  |  |  |  |
| Net (loss) gain on sale of other real estate owned | (76 )    | —        | (76 )     | 15       | —        | 15        |  |  |  |  |  |
| Insurance commissions                              | —        | 1,276    | 1,276     | —        | 1,021    | 1,021     |  |  |  |  |  |
| Other operating income                             | 1,201    | 36       | 1,237     | 1,662    | 41       | 1,703     |  |  |  |  |  |
| Total other income                                 | 3,064    | 10,144   | 13,208    | 4,598    | 10,167   | 14,765    |  |  |  |  |  |
| Other expenses:                                    |          |          |           |          |          |           |  |  |  |  |  |
| Salaries & wages                                   | 7,897    | 3,841    | 11,738    | 7,407    | 3,463    | 10,870    |  |  |  |  |  |
| Employee benefits                                  | 1,645    | 840      | 2,485     | 1,986    | 743      | 2,729     |  |  |  |  |  |
| Occupancy & equipment                              | 2,082    | 406      | 2,488     | 2,050    | 416      | 2,466     |  |  |  |  |  |
| Amortization of intangible assets                  | 220      | 671      | 891       | 341      | 641      | 982       |  |  |  |  |  |
| Professional fees                                  | 799      | 14       | 813       | 654      | 19       | 673       |  |  |  |  |  |
| Other operating expenses                           | 5,772    | 864      | 6,636     | 8,690    | 1,019    | 9,709     |  |  |  |  |  |
| Total other expenses                               | 18,415   | 6,636    | 25,051    | 21,128   | 6,301    | 27,429    |  |  |  |  |  |
| Segment profit                                     | 9,140    | 3,509    | 12,649    | 7,695    | 3,867    | 11,562    |  |  |  |  |  |
| Intersegment (revenues) expenses*                  | (99 )    | 99       | —         | (105 )   | 105      | —         |  |  |  |  |  |
| Pre-tax segment profit after eliminations          | \$ 9,041 | \$ 3,608 | \$ 12,649 | \$ 7,590 | \$ 3,972 | \$ 11,562 |  |  |  |  |  |
| % of segment pre-tax profit after eliminations     | 71.5 %   | 28.5 %   | 100.0 %   | 65.6 %   | 34.4 %   | 100.0 %   |  |  |  |  |  |
| Segment assets (dollars in millions)               | \$ 3,010 | \$ 48    | \$ 3,058  | \$ 2,894 | \$ 49    | \$ 2,943  |  |  |  |  |  |

\*Inter-segment revenues consist of rental payments, interest on deposits and management fees.

Other segment information is as follows:

**Wealth Management Segment Information**

|   | <i>(dollars in millions)</i> |                 |
|---|------------------------------|-----------------|
|   | <b>March</b>                 | <b>December</b> |
|   | <b>31, 2016</b>              | <b>31, 2015</b> |
| Assets under management, administration, supervision and brokerage: | \$9,281.7                    | \$8,364.8       |



**Note 11 - Mortgage Servicing Rights**

The following table summarizes the Corporation's activity related to mortgage servicing rights ("MSRs") for the three months ended March 31, 2016 and 2015:

| <i>(dollars in thousands)</i> | <b>Three Months<br/>Ended March<br/>31,</b> |             |
|-------------------------------|---|-------------|
|                               | <b>2016</b>                                 | <b>2015</b> |
| Balance, beginning of period  | \$5,142                                     | \$4,765     |
| Additions                     | 259   | 237         |
| Amortization                  | (136 )                                      | (114 )      |
| Recovery                      | —   | —           |
| Impairment                    | (83 )                                       | (73 )       |
| Balance, end of period        | \$5,182                                     | \$4,815     |
| Fair value                    | \$5,182                                     | \$5,291     |

As of March 31, 2016 and December 31, 2015, key economic assumptions and the sensitivity of the current fair value of MSRs to immediate 10 and 20 percent adverse changes in those assumptions are as follows:

| <i>(dollars in thousands)</i>                 | <b>March<br/>31,<br/>2016</b> | <b>December<br/>31, 2015</b> |   |
|---|-------------------------------|------------------------------|---|
| Fair value amount of MSRs                     | \$5,182                       | \$ 5,726                     |   |
| Weighted average life (in years)              | 5.5                           | 6.4                          |   |
| Prepayment speeds (constant prepayment rate)* | 12.9                          | 10.2                         | % |
| Impact on fair value:                         |                               |                              |   |
| 10% adverse change                            | \$(219 )                      | \$(198 )                     |   |
| 20% adverse change                            | \$(421 )                      | \$(384 )                     |   |
| Discount rate                                 | 9.55 %                        | 10.5 %                       |   |
| Impact on fair value:                         |                               |                              |   |
| 10% adverse change                            | \$(171 )                      | \$(224 )                     |   |
| 20% adverse change                            | \$(331 )                      | \$(431 )                     |   |

\*Represents the weighted average prepayment rate for the life of the MSR asset.

These assumptions and sensitivities are hypothetical and should be used with caution. Changes in fair value based on a 10% variation in assumptions generally cannot be extrapolated because the relationship of the change in assumptions to the change in fair value may not be linear. Also, the effect of a variation in a particular assumption on the fair value

of the MSRs is calculated without changing any other assumption. In reality, changes in one factor may result in changes in another, which could magnify or counteract the sensitivities.

## Note 12 - Goodwill and Other Intangibles

The Corporation's goodwill and intangible assets related to the acquisitions of Lau Associates, LLC ("Lau") in July 2008, FKF in July 2010, the Private Wealth Management Group of the Hershey Trust Company ("PWMG") in May 2011, Davidson Trust Company ("DTC") in May 2012, the loan and deposit accounts and a branch location of FBD in November 2012, PCPB in October 2014, CBH in January 2015 and RJM in April 2015 are detailed below:

| <i>(dollars in thousands)</i> | Balance           |                        | Amortization |          | Balance        | Amortization   |
|-------------------------------|-------------------|------------------------|--------------|----------|----------------|----------------|
|                               | December 31, 2015 | Additions/ Adjustments |              |          | March 31, 2016 | Period (Years) |
|                               | <b>2015</b>       |                        |              |          | <b>2016</b>    |                |
| Goodwill – Wealth             | \$ 20,412         | \$                     | —            | \$ —     | \$20,412       | Indefinite     |
| Goodwill – Banking            | 80,783            |                        | —            | —        | 80,783         | Indefinite     |
| Goodwill – Insurance          | 3,570             |                        | —            | —        | 3,570          | Indefinite     |
| Total                         | \$ 104,765        | \$                     | —            | \$ —     | \$104,765      |                |
| Core deposit intangible       | \$ 4,272          | \$                     | —            | \$ (208) | ) \$4,064      | 10             |
| Customer relationships        | 14,384            |                        | —            | (408)    | ) 13,976       | 10 to 20       |
| Non-compete agreements        | 2,932             |                        | —            | (263)    | ) 2,669        | 5 to 10        |
| Trade name                    | 2,165             |                        | —            | —        | 2,165          | Indefinite     |
| Favorable lease               | 150               |                        | —            | (12)     | ) 138          | 5.75           |
| Total                         | \$ 23,903         | \$                     | —            | \$ (891) | ) \$23,012     |                |
| Grand total                   | \$ 128,668        | \$                     | —            | \$ (891) | ) \$127,777    |                |

The Corporation performed its annual review of goodwill and identifiable intangible assets as of December 31, 2015 in accordance with ASC 350, "Intangibles Goodwill and Other." For the three months ended March 31, 2016, the Corporation determined there were no events that would necessitate impairment testing of goodwill and other intangible assets.

### Note 13 – Accumulated Other Comprehensive Income (Loss)

The following table details the components of accumulated other comprehensive income (loss) for the three month periods ended March 31, 2016 and 2015:

| <i>(dollars in thousands)</i> | <b>Net Change in<br/>Unrealized Gains<br/>on<br/>Available-for-Sale<br/>Investment<br/>Securities</b> | <b>Net<br/>Change in<br/>Fair Value<br/>of<br/>Derivative<br/>Used for<br/>Cash Flow<br/>Hedge</b> | <b>Net<br/>Change in<br/>Unfunded<br/>Pension<br/>Liability</b> | <b>Accumulated<br/>Other<br/>Comprehensive<br/>Income (Loss)</b> |
|-------------------------------|---|--|---|--|
| Balance, December 31, 2015    | \$ 774  | —  | (1,186 )  | (412 )   |
| Net change                    | 1,921   | —  | (7 )  | 1,914  |
| Balance, March 31, 2016       | \$ 2,695  | —  | (1,193 )  | 1,502  |
| Balance, December 31, 2014    | \$ 1,316  | (25 )  | (12,995 )   | (11,704 )  |
| Net change                    | 1,301   | (234 )   | 350   | 1,417  |
| Balance, March 31, 2015       | \$ 2,617  | (259 )   | (12,645 )   | (10,287 )  |

The following table details the amounts reclassified from each component of accumulated other comprehensive loss to each component's applicable income statement line, for the three month periods ended March 31, 2016 and 2015:

| <b>Description of Accumulated Other<br/>Comprehensive Loss Component</b> | <b>Amount<br/>Reclassified<br/>from<br/>Accumulated<br/><br/>Other<br/>Comprehensive<br/>Loss<br/>For The Three<br/>Months Ended<br/>March 31,<br/>2016 2015</b> | <b>Affected Income Statement Category</b> |
|--|--|---|
|--|--|---|

***Net unrealized gain on investment securities available for sale:***

|  |       |          |   |
|--|-------|----------|---|
| Realization of loss (gain) on sale of investment securities available for sale | \$ 15 | \$ (810) | ) Net (loss) gain on sale of available for sale investment securities |
| Less: income tax benefit (expense)   | 6     | (283)    | ) Less: income tax benefit (expense)                                  |
| Net of income tax  | \$ 9  | \$ (527) | ) Net of income tax   |

***Unfunded pension liability:***

|  |       |        |   |
|--|-------|--------|---|
| Amortization of net loss included in net periodic pension costs*           | \$ 24 | \$ 504 | Employee benefits                       |
| Amortization of prior service cost included in net periodic pension costs* | —     | —      | Employee benefits                       |
| Total expense before income tax benefit                                    | 24    | 504    | Total expense before income tax benefit |
| Less: income tax benefit   | 8     | 176    | Less: income tax benefit                |
|  | \$ 16 | \$ 328 | Net of income tax                       |

*\*Accumulated other comprehensive loss components are included in the computation of net periodic pension cost. See Note 9 - Pension and Other Post-Retirement Benefit Plans*

## **Note 14 - Shareholders' Equity**

### **Dividend**

On April 28, 2016, the Corporation's Board of Directors declared a regular quarterly dividend of \$0.20 per share payable June 1, 2016 to shareholders of record as of May 10, 2016. During the first quarter of 2016, the Corporation paid or accrued, as applicable, a regular quarterly dividend of \$0.20 per share. This dividend totaled \$3.4 million, based on outstanding shares and restricted stock units as of February 2, 2016 of 17,046,680 shares.

### **S-3 Shelf Registration Statement and Offerings Thereunder**

In March 2015, the Corporation filed a shelf registration statement on Form S-3 (the "Shelf Registration Statement") to replace its 2012 Shelf Registration Statement, which was set to expire in April 2015. The Shelf Registration Statement allows the Corporation to raise additional capital through offers and sales of registered securities consisting of common stock, debt securities, warrants to purchase common stock, stock purchase contracts and units or units consisting of any combination of the foregoing securities. Using the prospectus in the Shelf Registration Statement, together with applicable prospectus supplements, the Corporation may sell, from time to time, in one or more offerings, such securities in a dollar amount up to \$200 million, in the aggregate.

In addition, the Corporation has in place under its Shelf Registration Statement a Dividend Reinvestment and Stock Purchase Plan (the "Plan"), which allows it to issue up to 1,500,000 shares of registered common stock. The Plan allows for the grant of a request for waiver ("RFW") above the Plan's maximum investment of \$120 thousand per account per year. An RFW is granted based on a variety of factors, including the Corporation's current and projected capital needs, prevailing market prices of the Corporation's common stock and general economic and market conditions.

### **Options**

In addition to shares that may be issued through the Plan, the Corporation also issues shares through the exercise of stock options. During the three months ended March 31, 2016, 15,953 shares were issued pursuant to the exercise of stock options, increasing shareholders' equity by \$283 thousand.

### **Stock Repurchases**

On August 6, 2015, the Corporation announced a stock repurchase program (the “2015 Program”) under which the Corporation may repurchase up to 1,200,000 shares of the Corporation’s common stock, at an aggregate purchase price not to exceed \$40 million. During the three months ended March 31, 2016, the Corporation repurchased 286,700 shares under the 2015 Program at an average price of \$27.80 per share. All share repurchases under the 2015 Program were accomplished in open market transactions. As of March 31, 2016, the maximum number of shares remaining authorized for repurchase under the 2015 Program was 189,300. In addition to the 2015 Program, it is the Corporation’s practice to retire shares to its treasury account upon the vesting of stock awards to certain officers in order to cover the statutory income tax withholdings related to such vestings.

#### **Note 15 - Accounting for Uncertainty in Income Taxes**

The Corporation recognizes the financial statement benefit of a tax position only after determining that the Corporation would be more likely than not to sustain the position following an examination. For tax positions meeting the more-likely-than-not threshold, the amount recognized in the financial statements is the largest benefit that has a greater than 50% likelihood of being realized upon settlement with the relevant tax authority.

The Corporation is subject to income taxes in the United States federal jurisdiction and multiple state jurisdictions. The Corporation is no longer subject to U.S. federal income tax examination by taxing authorities for years before 2012.

The Corporation’s policy is to record interest and penalties on uncertain tax positions as income tax expense. No interest or penalties were accrued for the three months ended March 31, 2016 or 2015.

#### **Note 16 - Fair Value Measurement**

The following disclosures are made in conjunction with the application of fair value measurements.

FASB ASC 820 “Fair Value Measurement” establishes a fair value hierarchy based on the nature of data inputs for fair value determinations, under which the Corporation is required to value each asset using assumptions that market participants would utilize to value that asset. When the Corporation uses its own assumptions, it is required to disclose additional information about the assumptions used and the effect of the measurement on earnings or the net change in assets for the period.

The Corporation’s investment securities available for sale, which generally include state and municipal securities, U.S. government agency securities and mortgage-related securities, are reported at fair value. These securities are valued

by an independent third party. The third party's evaluations are based on market data. They utilize evaluated pricing models that vary by asset and incorporate available trade, bid and other market information. For securities that do not trade on a daily basis, their pricing applications apply available information such as benchmarking and matrix pricing. The market inputs normally sought in the evaluation of securities include benchmark yields, reported trades, broker/dealer quotes (only obtained from market makers or broker/dealers recognized as market participants), issuer spreads, two-sided markets, benchmark securities, bids, offers and reference data. For certain securities, additional inputs may be used or some market inputs may not be applicable. Inputs are prioritized differently on any given day based on market conditions.

U.S. Government agency securities are evaluated and priced using multi-dimensional relational models and option-adjusted spreads. State and municipal securities are evaluated on a series of matrices including reported trades and material event notices. Mortgage-related securities are evaluated using matrix correlation to treasury or floating index benchmarks, prepayment speeds, monthly payment information and other benchmarks. Other available for sale investments are evaluated using a broker-quote based application, including quotes from issuers. The Corporation has a sufficient understanding of the third party service's valuation models, assumptions and inputs used in determining the fair value of available for sale investments to enable management to maintain an appropriate system of internal control.

The value of the investment portfolio is determined using three broad levels of inputs:

**Level 1** – Quoted prices in active markets for identical securities.

**Level 2** – Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active and model-derived valuations whose inputs are observable or whose significant value drivers are observable.

**Level 3** – Instruments whose significant value drivers are unobservable.

These levels are not necessarily an indication of the risks or liquidity associated with these investments. The following tables summarize the assets at March 31, 2016 and December 31, 2015 that are recognized on the Corporation's balance sheet using fair value measurement determined based on the differing levels of input.

The following table sets forth the fair value of assets measured on a recurring and non-recurring basis as of March 31, 2016:

| <i>(dollars in millions)</i>                               | <b>Total</b> | <b>Level<br/>1</b> | <b>Level<br/>2</b> | <b>Level<br/>3</b> |
|--|--------------|--------------------|--------------------|--------------------|
| <b>Assets Measured at Fair Value on a Recurring Basis:</b> |              |                    |                    |                    |
| Investment securities (available for sale and trading):    |              |                    |                    |                    |
| U.S. Treasury securities                                   | \$0.1        | \$0.1              | \$—                | \$—                |
| Obligations of the U.S. government agency securities       | 96.1         | —                  | 96.1               | —                  |
| Obligations of state & political subdivisions              | 40.6         | —                  | 40.6               | —                  |
| Mortgage-backed securities                                 | 183.1        | —                  | 183.1              | —                  |



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|  |         |        |         |     |
|--|---------|--------|---------|-----|
| Collateralized mortgage obligations                      | 29.1    | —      | 29.1    | —   |
| Mutual funds   | 18.8    | 18.8   | —       | —   |
| Other debt securities                                    | 1.7     | —      | 1.7     | —   |
| Total assets measured on a recurring basis at fair value | \$369.5 | \$18.9 | \$350.6 | \$— |

**Assets Measured at Fair Value on a Non-Recurring Basis**

|  |        |     |     |        |
|--|--------|-----|-----|--------|
| Mortgage servicing rights                                    | \$5.2  | \$— | \$— | \$5.2  |
| Impaired loans and leases                                    | 13.3   | —   | —   | 13.3   |
| Other real estate owned (“OREO”)                             | 0.8    | —   | —   | 0.8    |
| Total assets measured on a non-recurring basis at fair value | \$19.3 | \$— | \$— | \$19.3 |

The following table sets forth the fair value of assets measured on a recurring and non-recurring basis as of December 31, 2015:

| <i>(dollars in millions)</i>                                  | <b>Total</b> | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> |
|---|--------------|----------------|----------------|----------------|
| <b>Assets Measured at Fair Value on a Recurring Basis:</b>    |              |                |                |                |
| Investment securities (available for sale and trading):       |              |                |                |                |
| U.S. Treasury securities                                      | \$0.1        | \$0.1          | \$—            | \$—            |
| Obligations of the U.S. government agency securities          | 101.5        | —              | 101.5          | —              |
| Obligations of state & political subdivisions                 | 42.0         | —              | 42.0           | —              |
| Mortgage-backed securities                                    | 158.7        | —              | 158.7          | —              |
| Collateralized mortgage obligations                           | 29.8         | —              | 29.8           | —              |
| Mutual funds  | 19.2         | 19.2           | —              | —              |
| Other debt securities   | 1.6          | —              | 1.6            | —              |
| Total assets measured on a recurring basis at fair value      | \$352.9      | \$19.3         | \$333.6        | \$—            |
| <b>Assets Measured at Fair Value on a Non-Recurring Basis</b> |              |                |                |                |
| Mortgage servicing rights                                     | \$5.7        | \$—            | \$—            | \$5.7          |
| Impaired loans and leases                                     | 13.8         | —              | —              | 13.8           |
| OREO  | 2.6          | —              | —              | 2.6            |
| Total assets measured on a non-recurring basis at fair value  | \$22.1       | \$—            | \$—            | \$22.1         |

During the three months ended March 31, 2016, a decrease of \$96 thousand was recorded in the Allowance as a result of adjusting the carrying value and estimated fair value of the impaired loans in the above tables. As it relates to the fair values of assets measured on a recurring basis, there have been no transfers between levels during the three months ended March 31, 2016.

### **Impaired Loans**

The Corporation evaluates and values impaired loans at the time the loan is identified as impaired, and the fair values of such loans are estimated using Level 3 inputs in the fair value hierarchy. Each loan's collateral has a unique appraisal and management's discount of the value is based on the factors unique to each impaired loan. The significant unobservable input in determining the fair value is management's subjective discount on appraisals of the collateral securing the loan, which range from 10% - 50%. Collateral may consist of real estate and/or business assets including equipment, inventory and/or accounts receivable and the value of these assets is determined based on the appraisals by qualified licensed appraisers hired by the Corporation. Appraised and reported values may be discounted based on management's historical knowledge, changes in market conditions from the time of valuation, estimated costs to sell, and/or management's expertise and knowledge of the client and the client's business.

The Corporation has an appraisal policy in which an appraisal is obtained for a commercial loan at the point at which the loan either becomes nonperforming or is downgraded to a substandard or worse classification. For consumer loans, the Corporation obtains updated appraisals when a loan becomes 90 days past due or when it receives other information that may indicate possible impairment. Based on the appraisals obtained by the Corporation, an appropriate Allowance is allocated to the particular loan.

### **Other Real Estate Owned**

Other real estate owned consists of properties acquired as a result of foreclosures and deeds in-lieu-of foreclosure. Properties are classified as OREO and are reported at the lower of cost or fair value less cost to sell, and are classified as Level 3 in the fair value hierarchy.

### **Mortgage Servicing Rights**

MSRs do not trade in an active, open market with readily observable prices. Accordingly, the Corporation obtains the fair value of the MSRs using a third-party pricing provider. The provider determines the fair value by discounting projected net servicing cash flows of the remaining servicing portfolio. The valuation model used by the provider considers market loan prepayment predictions and other economic factors which the Corporation considers to be

significant unobservable inputs. The fair value of MSR is mostly affected by changes in mortgage interest rates since rate changes cause the loan prepayment acceleration factors to increase or decrease. All assumptions are market driven. The Corporation has a sufficient understanding of the third party service's valuation models, assumptions and inputs used in determining the fair value of MSR to enable management to maintain an appropriate system of internal control. Mortgage servicing rights are classified within Level 3 of the fair value hierarchy as the valuation is model driven and primarily based on unobservable inputs.

#### **Note 17 - Fair Value of Financial Instruments**

FASB ASC 825, "Disclosures about Fair Value of Financial Instruments" requires disclosure of the fair value information about financial instruments, whether or not recognized in the balance sheet, for which it is practicable to estimate such value. In cases where quoted market prices are not available, fair values are based on estimates using present value or other fair value techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. In that regard, the derived fair value estimates cannot be substantiated by comparison to independent markets and, in many cases, could not be realized in immediate settlement of the instrument. The aggregate fair value amounts presented below do not represent the underlying value of the Corporation.

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate that value:

#### **Cash and Cash Equivalents**

The carrying amounts reported in the balance sheet for cash and cash equivalents approximate their fair values.

## **Investment Securities**

Estimated fair values for investment securities are generally valued by an independent third party based on market data, utilizing pricing models that vary by asset and incorporate available trade, bid and other market information. Management reviews, annually, the process utilized by its independent third-party valuation experts. On a quarterly basis, Management tests the validity of the prices provided by the third party by selecting a representative sample of the portfolio and obtaining actual trade results, or if actual trade results are not available, competitive broker pricing. See Note 4 of the Notes to Consolidated Financial Statements for more information.

## **Loans Held for Sale**

The fair value of loans held for sale is based on pricing obtained from secondary markets.

## **Net Portfolio Loans and Leases**

For variable-rate loans that re-price frequently and which have no significant change in credit risk, estimated fair values are based on carrying values. Fair values of certain mortgage loans and consumer loans are estimated using discounted cash flow analyses, using interest rates currently being offered for loans with similar terms to borrowers of similar credit quality and is indicative of an entry price. The estimated fair value of nonperforming loans is based on discounted estimated cash flows as determined by the internal loan review of the Corporation or the appraised fair value of the underlying collateral, as determined by independent third party appraisers. This technique does not reflect an exit price.

## **Impaired Loans**

The Corporation evaluates and values impaired loans at the time the loan is identified as impaired, and the fair values of such loans are estimated using Level 3 inputs in the fair value hierarchy. Each loan's collateral has a unique appraisal and management's discount of the value is based on the factors unique to each impaired loan. The significant unobservable input in determining the fair value is management's subjective discount on appraisals of the collateral securing the loan, which range from 10% - 50%. Collateral may consist of real estate and/or business assets including equipment, inventory and/or accounts receivable and the value of these assets is determined based on the appraisals by qualified licensed appraisers hired by the Corporation. Appraised and reported values may be discounted based on management's historical knowledge, changes in market conditions from the time of valuation, estimated costs to sell, and/or management's expertise and knowledge of the client and the client's business.

### **Mortgage Servicing Rights**

The fair value of the MSR's for these periods was determined using a proprietary third-party valuation model that calculates the present value of estimated future servicing income. The model incorporates assumptions that market participants use in estimating future net servicing income, including estimates of prepayment speeds and discount rates. Due to the proprietary nature of the valuation model used, the Corporation classifies the value of MSR's as using Level 3 inputs.

### **Other Assets**

The carrying amount of accrued interest receivable, income taxes receivable and other investments approximates fair value. The fair value of the interest-rate swap derivative is derived from quoted prices for similar instruments in active markets and is classified as using Level 2 inputs.

### **Deposits**

The estimated fair values disclosed for noninterest-bearing demand deposits, savings, NOW accounts, and market rate accounts are, by definition, equal to the amounts payable on demand at the reporting date (i.e., their carrying amounts). Fair values for certificates of deposit are estimated using a discounted cash flow calculation that applies interest rates currently being offered on certificates to a schedule of expected monthly maturities on the certificate of deposit. FASB Codification 825 defines the fair value of demand deposits as the amount payable on demand as of the reporting date and prohibits adjusting estimated fair value from any value derived from retaining those deposits for an expected future period of time.

### **Short-term borrowings**

The carrying amount of short-term borrowings, which include overnight repurchase agreements, fed funds and FHLB advances with original maturity of one year or less, approximates their fair value.

### **Long-term FHLB Advances and Other Borrowings**

The fair value of long-term FHLB advances and other borrowings (with original maturities of greater than one year) is established using a discounted cash flow calculation that applies interest rates currently being offered on mid-term and long term borrowings.

## Subordinated Notes

The fair value of the Notes is estimated by discounting the principal balance using the FHLB yield curve for the term to the call date as the Corporation has the option to call the Notes. The Notes are classified within Level 2 in the fair value hierarchy.

## Other Liabilities

The carrying amounts of accrued interest payable and other accrued payables approximate fair value.

## Off-Balance Sheet Instruments

Estimated fair values of the Corporation's commitments to extend credit, standby letters of credit and financial guarantees are not included in the table below as their carrying values generally approximate their fair values. These instruments generate fees that approximate those currently charged to originate similar commitments.

As of the dates indicated, the carrying amount and estimated fair value of the Corporation's financial instruments are as follows:

|   | Fair Value<br>Hierarchy | As of March 31,<br>2016 |                         | As of December 31<br>2015 |                         |
|---|-------------------------|-------------------------|-------------------------|---------------------------|-------------------------|
|   |                         | Carrying<br>Amount      | Estimated<br>Fair Value | Carrying<br>Amount        | Estimated<br>Fair Value |
| <i>(dollars in thousands)</i>             |                         |                         |                         |                           |                         |
| Financial assets:                         |                         |                         |                         |                           |                         |
| Cash and cash equivalents                 | Level 1                 | \$49,548                | \$49,548                | \$143,067                 | \$143,067               |
| Investment securities, available for sale | See Note 16             | 365,819                 | 365,819                 | 348,966                   | 348,966                 |
| Investment securities, trading            | Level 2                 | 3,642                   | 3,642                   | 3,950                     | 3,950                   |
| Loans held for sale                       | Level 2                 | 7,807                   | 7,807                   | 8,987                     | 8,987                   |
| Net portfolio loans and leases            | Level 3                 | 2,361,996               | 2,428,307               | 2,253,131                 | 2,273,947               |
| Mortgage servicing rights                 | Level 3                 | 5,182                   | 5,182                   | 5,142                     | 5,726                   |
| Other assets                              | Level 3                 | 28,834                  | 28,834                  | 30,271                    | 30,271                  |
| Total financial assets                    |                         | \$2,822,828             | \$2,889,139             | \$2,793,514               | \$2,814,914             |
| Financial liabilities:                    |                         |                         |                         |                           |                         |

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|  |         |             |             |             |             |
|--|---------|-------------|-------------|-------------|-------------|
| Deposits                                     | Level 2 | \$2,344,042 | \$2,343,771 | \$2,252,725 | \$2,251,703 |
| Short-term borrowings                        | Level 2 | 37,010      | 37,011      | 94,167      | 94,156      |
| Long-term FHLB advances and other borrowings | Level 2 | 249,832     | 251,718     | 254,863     | 254,796     |
| Subordinated notes                           | Level 2 | 29,491      | 28,896      | 29,479      | 27,453      |
| Other liabilities                            | Level 2 | 32,695      | 32,695      | 34,052      | 34,052      |
| Total financial liabilities                  |         | \$2,693,070 | \$2,694,091 | \$2,665,286 | \$2,662,160 |

\*See Note 16 for a description of fair value hierarchy levels.

**Note 18 - New Accounting Pronouncements**

**FASB ASU 2016-02 (Topic 842), “Leases”**

Issued in February 2016, ASU 2016-02 revises the accounting related to lessee accounting. Under the new guidance, lessees will be required to recognize a lease liability and a right-of-use asset for all leases. The new lease guidance also simplifies the accounting for sale and leaseback transactions primarily because lessees must recognize lease assets and lease liabilities. ASU 2016-02 is effective for the first interim period within annual periods beginning after December 15, 2018, with early adoption permitted. The standard is required to be adopted using the modified retrospective transition approach for leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements. The Corporation is evaluating the effect that ASU 2016-02 will have on its consolidated financial statements and related disclosures.



**FASB ASU 2016-01 (Subtopic 825-10), “Financial Instruments – Overall, Recognition and Measurement of Financial Assets and Financial Liabilities”**

Issued in January 2016, ASU 2016-01 provides that equity investments will be measured at fair value with changes in fair value recognized in net income. When fair value is not readily determinable an entity may elect to measure the equity investment at cost, minus impairment, plus or minus any change in the investment’s observable price. For financial liabilities that are measured at fair value, the amendment requires an entity to present separately, in other comprehensive income, any change in fair value resulting from a change in instrument-specific credit risk. ASU 2016-01 will be effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. Early adoption is permitted. Entities may apply this guidance on a prospective or retrospective basis. The Corporation is evaluating the effect that ASU 2016-02 will have on its consolidated financial statements and related disclosures.

**FASB ASU 2016-09 (Topic 718), “Improvements to Employee Share-Based Payment Accounting”**

ASU 2016-09 was issued in March 2016 as part of FASB’s simplification initiative, and intends to improve the accounting for share-based payment transactions. The ASU changes several aspects of the accounting for share-based payment award transactions, including: (1) accounting and cash flow classification for excess tax benefits and deficiencies, (2) forfeitures, (3) tax withholding requirements and cash flow classification. ASU 2016-09 will be effective for fiscal years beginning after December 15, 2016, with early adoption permitted in any interim or annual period, provided that the entire ASU is adopted. The Corporation has not elected to early-adopt ASU 2016-09 and is currently evaluating the effect that the ASU will have on its consolidated financial statements and related disclosures.

**FASB ASU 2016-05 (Topic 815), “Effect of Derivative Contract Novations on Existing Hedge Accounting Relationships”**

Issued in March 2016, ASU 2016-05 clarifies that a change in one of the parties to a derivative contract (through novation) that is part of a hedge accounting relationship does not, by itself, require dedesignation of that relationship, as long as all other hedge accounting criteria continue to be met. ASU 2016-05 is effective in interim and annual periods in fiscal years beginning after December 15, 2016. The Corporation is currently evaluating the ASU, however, because the Corporation does not currently employ any hedge accounting relationships, it does not expect the ASU to have a material effect on its consolidated financial statements and related disclosures.

## **ITEM 2 Management's Discussion and Analysis of Results of Operation and Financial Condition**

The following is the Corporation's discussion and analysis of the significant changes in the financial condition, results of operations, capital resources and liquidity presented in the accompanying consolidated financial statements. Current performance does not guarantee, and may not be indicative of, similar performance in the future.

### **Brief History of the Corporation**

The Bryn Mawr Trust Company (the "Bank") received its Pennsylvania banking charter in 1889 and is a member of the Federal Reserve System. In 1986, Bryn Mawr Bank Corporation (the "Corporation") was formed and on January 2, 1987, the Bank became a wholly-owned subsidiary of the Corporation. The Bank and Corporation are headquartered in Bryn Mawr, Pennsylvania, a western suburb of Philadelphia. The Corporation and its subsidiaries provide community banking, business banking, residential mortgage lending, consumer and commercial lending to customers through its 26 full-service branches and eight limited-hour retirement community offices located throughout the Montgomery, Delaware, Chester and Dauphin counties of Pennsylvania and New Castle county in Delaware. The Corporation and its subsidiaries also provide wealth management and insurance advisory services through its network of Wealth Management and insurance offices located in Bryn Mawr, Devon and Hershey, Pennsylvania as well as Greenville, Delaware. The Corporation's stock trades on the NASDAQ Stock Market ("NASDAQ") under the symbol BMTC. The goal of the Corporation is to become the preeminent community bank and wealth management organization in the Philadelphia area.

The Corporation operates in a highly competitive market area that includes local, national and regional banks as competitors along with savings banks, credit unions, insurance companies, trust companies, registered investment advisors and mutual fund families. The Corporation and its subsidiaries are regulated by many agencies including the Securities and Exchange Commission ("SEC"), NASDAQ, the Federal Deposit Insurance Corporation ("FDIC"), the Federal Reserve Board and the Pennsylvania Department of Banking and Securities.

### **Critical Accounting Policies, Judgments and Estimates**

The accounting and reporting policies of the Corporation and its subsidiaries conform with U.S. generally accepted accounting principles ("GAAP"). All inter-company transactions are eliminated in consolidation and certain reclassifications are made when necessary to conform the previous year's financial statements to the current year's presentation. In preparing the consolidated financial statements, the Corporation is required to make estimates and assumptions that affect the reported amount of assets and liabilities as of the dates of the balance sheets and revenues

and expenditures for the periods presented. However, there are uncertainties inherent in making these estimates and actual results could differ from these estimates. The Corporation has identified certain areas that require estimates and assumptions, which include the allowance for loan and lease losses (the “Allowance”), the valuation of goodwill and intangible assets, the fair value of investment securities, and the valuation of mortgage servicing rights, deferred tax assets and liabilities, benefit plans and stock-based compensation.

These critical accounting policies, along with other significant accounting policies, are presented in Footnote 1 – Summary of Significant Accounting Policies, in the Notes to Consolidated Financial Statements in the Corporation’s 2015 Annual Report on Form 10-K (the “2015 Annual Report”).

#### **Acquisition of Robert J. McAllister Agency, Inc. (“RJM”)**

The acquisition of RJM, an insurance brokerage headquartered in Rosemont, Pennsylvania, was completed on April 1, 2015. The consideration paid by the Corporation was \$1.0 million, of which \$500 thousand was paid at closing and five contingent cash payments, not to exceed \$100 thousand each, to be payable on each of March 31, 2016, March 31, 2017, March 31, 2018, March 31, 2019, and March 31, 2020, subject to the attainment of certain revenue targets during the related periods. As of March 31, 2016, the first contingent payment, in the amount of \$85 thousand became payable and shall be paid within the payment period established by the transaction agreement. The acquisition enhanced the Corporation’s ability to offer comprehensive insurance solutions to both individual and business clients.

#### **Acquisition of Continental Bank Holdings, Inc. (“CBH”)**

On January 1, 2015, the previously announced merger (the “Merger” or the “Continental Merger”) of CBH with and into the Corporation, and the merger of Continental Bank with and into The Bryn Mawr Trust Company, the wholly-owned subsidiary of the Corporation (the “Bank”), as contemplated by the Agreement and Plan of Merger, by and between CBH and the Corporation, dated as of May 5, 2014 (as amended by the Amendment to Agreement and Plan of Merger, dated as of October 23, 2014, the “Agreement”), were completed. In accordance with the Agreement, the aggregate share consideration paid to CBH shareholders consisted of 3,878,383 shares (which included fractional shares paid in cash) of the Corporation’s common stock. Shareholders of CBH received 0.45 shares of Corporation common stock for each share of CBH common stock they owned as of the effective date of the Merger. Holders of options to purchase shares of CBH common stock received options to purchase shares of Corporation common stock, converted at the same ratio of 0.45. In addition, \$1,323,000 was paid to certain warrant holders to cash-out certain warrants. The aggregate consideration paid to former CBH shareholders totaled \$125.1 million.

## Executive Overview

The following items highlight the Corporation's results of operations for the three months ended March 31, 2016, as compared to the same period in 2015, and the changes in its financial condition as of March 31, 2016 as compared to December 31, 2015. More detailed information related to these highlights can be found in the sections that follow.

## Three Month Results of Operations

Net income for the three months ended March 31, 2016 was \$8.3 million, an increase of \$780 thousand as compared to net income of \$7.5 million for the same period in 2015. Diluted earnings per share was \$0.49 for the three months ended March 31, 2016 as compared to \$0.42 for the same period in 2015.

Return on average equity ("ROE") and return on average assets ("ROA") for the three months ended March 31, 2016 were 9.22% and 1.12%, respectively, as compared to ROE and ROA of 8.13% and 1.03%, respectively, for the same period in 2015.

Tax-equivalent net interest income increased \$1.1 million, or 4.5%, to \$26.0 million for the three months ended March 31, 2016, as compared to \$24.9 million for the same period in 2015.

Provision for loan and lease losses (the "Provision"), of \$1.4 million for the three months ended March 31, 2016 was an increase of \$841 thousand from the \$569 thousand Provision recorded for the same period in 2015.

Non-interest income of \$13.2 million for the three months ended March 31, 2016 decreased \$1.6 million, or 10.5%, as compared to \$14.8 million for the same period in 2015.

Fees for wealth management services and insurance revenue of \$8.8 million and \$1.3 million, respectively, for the three months ended March 31, 2016 were a decrease of \$273 thousand and an increase of \$255 thousand, respectively, from the same period in 2015.

Non-interest expense of \$25.1 million for the three months ended March 31, 2016 decreased \$2.4 million, from \$27.4 million for the same period in 2015.

## Changes in Financial Condition

Total assets of \$3.06 billion as of March 31, 2016 increased \$27.3 million from December 31, 2015.

Shareholders' equity of \$365.2 million as of March 31, 2016 decreased \$534 thousand from \$365.7 million as of December 31, 2015.

Total portfolio loans and leases as of March 31, 2016 were \$2.38 billion, an increase of \$109.9 million from the December 31, 2015 balance.

Total non-performing loans and leases of \$9.6 million represented 0.41% of portfolio loans and leases as of March 31, 2016 as compared to \$10.2 million, or 0.45% of portfolio loans and leases as of December 31, 2015.

The \$16.8 million Allowance, as of March 31, 2016, represented 0.71% of portfolio loans and leases, as compared to \$15.9 million, or 0.70% of portfolio loans and leases as of December 31, 2015.

Total deposits of \$2.34 billion as of March 31, 2016 increased \$91.3 million from \$2.25 billion as of December 31, 2015.

Wealth Management assets under management, administration, supervision and brokerage as of March 31, 2016 were \$9.28 billion, an increase of \$916.9 million from December 31, 2015.

**Key Performance Ratios**

Key financial performance ratios for the three months ended March 31, 2016 and 2015 are shown in the table below:

|  | Three Months<br>Ended March<br>31, |        |
|--|------------------------------------|--------|
|  | 2015                               | 2015   |
| Annualized return on average equity                              | 9.22%                              | 8.13%  |
| Annualized return on average assets                              | 1.12%                              | 1.03%  |
| Tax-equivalent net interest margin                               | 3.87%                              | 3.79%  |
| Basic earnings per share   | \$0.49                             | \$0.43 |
| Diluted earnings per share                                       | \$0.49                             | \$0.42 |
| Dividend per share   | \$0.20                             | \$0.19 |
| Dividend declared per share to net income per basic common share | 40.8%                              | 44.2%  |

The following table presents certain key period-end balances and ratios as of March 31, 2016 and December 31, 2015:

|   | March     | December  |   |   |
|---|-----------|-----------|---|---|
|   | 31,       | 31,       |   |   |
|   | 2016      | 2015      |   |   |
| <i>(dollars in millions, except per share amounts)</i>                    |           |           |   |   |
| Book value per share  | \$21.48   | \$21.40   |   |   |
| Tangible book value per share   | \$13.87   | \$13.86   |   |   |
| Allowance as a percentage of loans and leases                             | 0.71      | 0.70      | % | % |
| Tier I capital to risk weighted assets                                    | 10.22     | 10.72     | % | % |
| Tangible common equity ratio  | 8.10      | 8.17      | % | % |
| Loan to deposit ratio   | 101.8     | 101.1     | % | % |
| Wealth assets under management, administration, supervision and brokerage | \$9,281.7 | \$8,364.8 |   |   |
| Portfolio loans and leases  | \$2,378.8 | \$2,269.0 |   |   |
| Total assets  | \$3,058.2 | \$3,031.0 |   |   |
| Shareholders' equity  | \$365.2   | \$365.7   |   |   |

The following sections discuss, in detail, the Corporation's results of operations for the three months ended March 31, 2016, as compared to the same period in 2015, and the changes in its financial condition as of March 31, 2016 as

compared to December 31, 2015.

## Components of Net Income

Net income is comprised of five major elements:

**Net Interest Income**, or the difference between the interest income earned on loans, leases and investments and the interest expense paid on deposits and borrowed funds;

**Provision For Loan and Lease Losses**, or the amount added to the Allowance to provide for estimated inherent losses on portfolio loans and leases;

**Non-Interest Income**, which is made up primarily of Wealth Management revenue, insurance revenue, gains and losses from the sale loans, gains and losses from the sale of investment securities available for sale and other fees from loan and deposit services;

**Non-Interest Expense**, which consists primarily of salaries and employee benefits, occupancy, intangible asset amortization, professional fees and other operating expenses; and

**Income Taxes**, which include state and federal jurisdictions.

**TAX-EQUIVALENT NET INTEREST INCOME**

Net interest income is the primary source of the Corporation's revenue. The below tables present a summary, for the three months ended March 31, 2016 and 2015, of the Corporation's average balances and tax-equivalent yields earned on its interest-earning assets and the tax-equivalent rates paid on its interest-bearing liabilities. The tax-equivalent net interest margin is the tax-equivalent net interest income as a percentage of average interest-earning assets. The tax-equivalent net interest spread is the difference between the weighted average tax-equivalent yield on interest-earning assets and the weighted average cost of interest-bearing liabilities. The effect of noninterest-bearing liabilities represents the effect on the net interest margin of net funding provided by noninterest-earning assets, noninterest-bearing liabilities and shareholders' equity.

Tax-equivalent net interest income increased \$1.1 million, or 4.5%, to \$26.0 million for the three months ended March 31, 2016, as compared to \$24.9 million for the same period in 2015. The increase in net interest income between the periods was largely related to the increase in average loans for the three months ended March 31, 2016 as compared to the same period in 2015. Average loans for the first quarter of 2016 increased by \$225.7 million from the same period in 2015, while the yield earned on loans decreased by 24 basis points. The increase in average loan balances was accompanied by a \$167.6 million decrease in average interest-bearing deposits with banks. Partially offsetting the increase in average loans was a \$29.5 million increase in subordinated notes paying interest at 4.99%. The subordinated notes were issued in August 2015.

**Analyses of Interest Rates and Interest Differential**

The table below presents the major asset and liability categories on an average daily balance basis for the periods presented, along with interest income, interest expense and key rates and yields.

| <i>(dollars in thousands)</i>                    | <b>For the Three Months Ended March 31,</b> |                                |                                  |  |                        |                                |                                  |  |
|--|---|--------------------------------|----------------------------------|--|------------------------|--------------------------------|----------------------------------|--|
|  | <b>2016</b>                                 |                                |                                  |  | <b>2015</b>            |                                |                                  |  |
|  | <b>Average Balance</b>                      | <b>Interest Income/Expense</b> | <b>Average Rates Earned/Paid</b> |  | <b>Average Balance</b> | <b>Interest Income/Expense</b> | <b>Average Rates Earned/Paid</b> |  |
| Assets:  |   |                                |                                  |  |                        |                                |                                  |  |
| Interest-bearing deposits with banks             | \$39,050                                    | \$46                           | 0.47 %                           |  | \$206,694              | \$115                          | 0.23 %                           |  |
| Investment securities - available for sale:      |   |                                |                                  |  |                        |                                |                                  |  |
| Taxable  | 316,353                                     | 1,397                          | 1.78 %                           |  | 335,208                | 1,336                          | 1.62 %                           |  |
| Non-taxable <sup>(3)</sup>                       | 40,658                                      | 191                            | 1.89 %                           |  | 35,085                 | 203                            | 2.35 %                           |  |
| Total investment securities - available for sale | 357,011                                     | 1,588                          | 1.79 %                           |  | 370,293                | 1,539                          | 1.69 %                           |  |



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|  |             |          |      |   |             |          |      |   |
|--|-------------|----------|------|---|-------------|----------|------|---|
| Investment securities - trading  | 3,946       | 2        | 0.20 | % | 3,897       | 4        | 0.42 | % |
| Loans and leases <sup>(1)(2)(3)</sup>  | 2,308,584   | 26,778   | 4.67 | % | 2,082,882   | 25,226   | 4.91 | % |
| Total interest-earning assets  | 2,708,591   | 28,414   | 4.22 | % | 2,663,766   | 26,884   | 4.09 | % |
| Cash and due from banks  | 16,501      |          |      |   | 19,092      |          |      |   |
| Allowance for loan and lease losses  | (16,239 )   |          |      |   | (14,866 )   |          |      |   |
| Other assets   | 264,295     |          |      |   | 250,164     |          |      |   |
| Total assets   | \$2,973,148 |          |      |   | \$2,918,156 |          |      |   |
| Liabilities:   |             |          |      |   |             |          |      |   |
| Savings, NOW, and market rate accounts   | \$1,279,630 | 569      | 0.18 | % | \$1,252,410 | 594      | 0.19 | % |
| Wholesale deposits   | 137,201     | 233      | 0.68 | % | 140,120     | 188      | 0.54 | % |
| Time deposits  | 216,820     | 274      | 0.51 | % | 267,800     | 246      | 0.37 | % |
| Total interest-bearing deposits  | 1,633,651   | 1,076    | 0.26 | % | 1,660,330   | 1,028    | 0.25 | % |
| Short-term borrowings  | 34,158      | 17       | 0.20 | % | 55,344      | 21       | 0.15 | % |
| Long-term FHLB advances and other borrowings                                   | 250,015     | 908      | 1.46 | % | 266,205     | 910      | 1.39 | % |
| Subordinated notes   | 29,482      | 366      | 4.99 | % | —           | —        | —    | % |
| Total borrowings   | 313,655     | 1,291    | 1.66 | % | 321,549     | 931      | 1.17 | % |
| Total interest-bearing liabilities   | 1,947,306   | 2,367    | 0.49 | % | 1,981,879   | 1,959    | 0.40 | % |
| Non-interest-bearing deposits  | 631,047     |          |      |   | 534,403     |          |      |   |
| Other liabilities  | 33,923      |          |      |   | 30,935      |          |      |   |
| Total non-interest-bearing liabilities   | 664,970     |          |      |   | 565,338     |          |      |   |
| Total liabilities  | 2,612,276   |          |      |   | 2,547,217   |          |      |   |
| Shareholders' equity   | 360,872     |          |      |   | 370,939     |          |      |   |
| Total liabilities and shareholders' equity                                     | \$2,973,148 |          |      |   | \$2,918,156 |          |      |   |
| Net interest spread  |             |          | 3.73 | % |             |          | 3.69 | % |
| Effect of non-interest-bearing liabilities                                     |             |          | 0.14 | % |             |          | 0.10 | % |
| Tax-equivalent net interest income and margin on earning assets <sup>(3)</sup> |             | \$26,047 | 3.87 | % |             | \$24,925 | 3.79 | % |
| Tax-equivalent adjustment <sup>(3)</sup>                                       |             | \$145    | 0.02 | % |             | \$130    | 0.02 | % |

(1) *Nonaccrual loans have been included in average loan balances, but interest on nonaccrual loans has been excluded for purposes of determining interest income.*

(2) *Loans include portfolio loans and leases and loans held for sale.*

(3) *Tax rate used for tax-equivalent calculations is 35%.*

**Rate/Volume Analysis (tax-equivalent basis)\***

The rate/volume analysis in the table below analyzes dollar changes in the components of interest income and interest expense as they relate to the change in balances (volume) and the change in interest rates (rate) of tax-equivalent net interest income for the three months ended March 31, 2016 as compared to the same period in 2015, allocated by rate and volume. The change in interest income and/or expense due to both volume and rate has been allocated to changes in volume.

| <i>(dollars in thousands)</i>              | <b>2016 Compared to 2015</b> |           |         |
|--|------------------------------|-----------|---------|
|  | <b>Three Months Ended</b>    |           |         |
|  | <b>March 31,</b>             |           |         |
|  | Volume                       | Rate      | Total   |
| Interest income                            |                              |           |         |
| Interest-bearing deposits with other banks | \$(206 )                     | \$137     | \$(69 ) |
| Investment securities                      | (209 )                       | 256       | 47      |
| Loans and leases                           | 8,422                        | (6,870)   | 1,552   |
| Total interest income                      | \$8,007                      | \$(6,477) | \$1,530 |
| Interest expense:                          |                              |           |         |
| Savings, NOW and market rate accounts      | \$66                         | \$(91 )   | \$(25 ) |
| Wholesale deposits                         | (26 )                        | 71        | 45      |
| Retail time deposits                       | (222 )                       | 250       | 28      |
| Borrowed funds**                           | (223 )                       | 217       | (6 )    |
| Subordinated notes                         | 366                          | —         | 366     |
| Total interest expense                     | (39 )                        | 447       | 408     |
| Interest differential                      | \$7,968                      | \$(6,030) | \$1,938 |

\*The tax rate used in the calculation of the tax-equivalent income is 35%.

\*\*Borrowed funds include short-term borrowings and Federal Home Loan Bank advances and other borrowings.

**Tax-Equivalent Net Interest Margin**

The tax-equivalent net interest margin of 3.87% for the three months ended March 31, 2016 was an 8 basis point increase from 3.79% for the same period in 2015. The increase was largely the result of the \$167.6 million reduction in low-yielding interest-bearing deposits with banks and the \$225.7 million increase in average loans and leases, which had an average yield for the three months ended March 31, 2016 of 4.67%. Partially offsetting the effect of the loan growth on the tax-equivalent interest margin was the \$29.5 million increase in average subordinated notes at a rate of 4.99% for the first quarter of 2016 as compared to the same period in 2015. The contribution of fair value mark accretion to the tax equivalent net interest margin accounted for 16 basis points of the margin for the first quarter of

2016 as compared to 22 basis points for the first quarter of 2015.

The tax-equivalent net interest margin and related components for the past five consecutive quarters are shown in the table below:

| Quarter                      | Interest-Earning Asset Yield | Interest-Bearing Liability Cost | Net Interest Spread | Effect of Non-Interest Bearing Sources | Net Interest Margin |
|------------------------------|------------------------------|---------------------------------|---------------------|--|---------------------|
| 1 <sup>st</sup> Quarter 2016 | 4.22%                        | 0.49%                           | 3.73%               | 0.14%                                  | 3.87%               |
| 4 <sup>th</sup> Quarter 2015 | 4.11%                        | 0.48%                           | 3.63%               | 0.14%                                  | 3.77%               |
| 3 <sup>rd</sup> Quarter 2015 | 3.97%                        | 0.45%                           | 3.52%               | 0.13%                                  | 3.65%               |
| 2 <sup>nd</sup> Quarter 2015 | 4.10%                        | 0.40%                           | 3.70%               | 0.11%                                  | 3.81%               |
| 1 <sup>st</sup> Quarter 2015 | 4.09%                        | 0.40%                           | 3.69%               | 0.10%                                  | 3.79%               |

### Interest Rate Sensitivity

The Corporation actively manages its interest rate sensitivity position. The objectives of interest rate risk management are to control exposure of net interest income to risks associated with interest rate movements and to achieve sustainable growth in net interest income. The Corporation's Asset Liability Committee ("ALCO"), using policies and procedures approved by the Corporation's Board of Directors, is responsible for the management of the Corporation's interest rate sensitivity position. The Corporation manages interest rate sensitivity by changing the mix, pricing and re-pricing characteristics of its assets and liabilities, through the management of its investment portfolio, its offerings of loan and selected deposit terms and through wholesale funding. Wholesale funding consists of multiple sources including borrowings from the FHLB, the Federal Reserve Bank of Philadelphia's discount window, certificates of deposit from institutional brokers, including the Certificate of Deposit Account Registry Service ("CDARS"), the Insured Network Deposit ("IND") Program, the Charity Deposits Corporation ("CDC"), the Insured Cash Sweep ("ICS") and the Pennsylvania Local Government Investment Trust ("PLGIT").

The Corporation uses several tools to manage its interest rate risk including interest rate sensitivity analysis, or gap analysis, market value of portfolio equity analysis, interest rate simulations under various rate scenarios and tax-equivalent net interest margin reports. The results of these reports are compared to limits established by the Corporation's ALCO policies and appropriate adjustments are made if the results are outside the established limits.



The following table demonstrates the annualized result of an interest rate simulation and the estimated effect that a parallel interest rate shift, or “shock”, in the yield curve and subjective adjustments in deposit pricing, might have on the Corporation’s projected net interest income over the next 12 months.

This simulation assumes that there is no growth in interest-earning assets or interest-bearing liabilities over the next 12 months. The changes to net interest income shown below are in compliance with the Corporation’s policy guidelines.

### Summary of Interest Rate Simulation

|                   | Change in Net<br>Interest Income |            |    | Change in Net<br>Interest Income |            |    |
|-------------------|----------------------------------|------------|----|----------------------------------|------------|----|
|                   | Over the Twelve<br>Months        |            |    | Over the Twelve<br>Months        |            |    |
|                   | Beginning After                  |            |    | Beginning After                  |            |    |
|                   | March 31, 2016                   |            |    | December 31, 2015                |            |    |
|                   | Amount                           | Percentage |    | Amount                           | Percentage |    |
| +300 basis points | \$4,057                          | 3.81       | %  | \$3,128                          | 3.09       | %  |
| +200 basis points | \$2,360                          | 2.22       | %  | \$1,637                          | 1.62       | %  |
| +100 basis points | \$662                            | 0.62       | %  | \$210                            | 0.21       | %  |
| -100 basis points | \$(2,698)                        | (2.53)     | )% | \$(2,490)                        | (2.46)     | )% |

The above interest rate simulation suggests that the Corporation’s balance sheet is asset sensitive as of March 31, 2016 in the +100 basis point scenario, which is similar to the December 31, 2015 simulation. Asset sensitivity table indicates that a 100, 200 or 300 basis point increase in interest rates would have a positive impact on net interest income over the next 12 months. The balance sheet is slightly more asset sensitive in comparison to December 31, 2015. This is a result of the decline in low interest earning cash balances which was redeployed into higher earning investment and loan assets, but was partially offset by slight increases in funding costs.

The interest rate simulation is an estimate based on assumptions, which are derived from past behavior of customers, along with expectations of future behavior relative to interest rate changes. In today’s uncertain economic environment and the current extended period of very low interest rates, the reliability of the Corporation’s assumptions in the interest rate simulation model is more uncertain than in other periods. Actual customer behavior may be different than expected behavior, which could cause an unexpected outcome and may result in lower net interest income.

### Gap Analysis

The interest sensitivity, or gap analysis, shows interest rate risk by identifying re-pricing gaps in the Corporation's balance sheet. All assets and liabilities are categorized in the following table according to their behavioral sensitivity, which is usually the earliest of either: re-pricing, maturity, contractual amortization, prepayments or likely call dates. Non-maturity deposits, such as NOW, savings and money market accounts are spread over various time periods based on the expected sensitivity of these rates considering liquidity and the investment preferences of the Corporation. Non-rate-sensitive assets and liabilities are placed in a separate period. Capital is spread over time periods to reflect the Corporation's view of the maturity of these funds.

The following table presents the Corporation's interest rate sensitivity position or gap analysis as of March 31, 2016:

| <i>(dollars in millions)</i>   | <b>0 to 90</b> | <b>91 to 365</b> | <b>1 - 5</b>     | <b>Over</b>    | <b>Non-Rate</b>  | <b>Total</b>     |
|--|----------------|------------------|------------------|----------------|------------------|------------------|
|  | <b>Days</b>    | <b>Days</b>      | <b>Years</b>     | <b>5</b>       | <b>Sensitive</b> |                  |
|  |                |                  |                  | <b>Years</b>   |                  |                  |
| <b>Assets:</b>   |                |                  |                  |                |                  |                  |
| Interest-bearing deposits with banks   | \$31.0         | \$2.9            | \$—              | \$—            | \$ —             | \$33.9           |
| Investment securities – available for sale   | 38.7           | 72.4             | 169.8            | 85.0           | —                | 365.9            |
| Investment securities – trading  | 3.6            | —                | —                | —              | —                | 3.6              |
| Loans and leases <sup>(1)</sup>  | 773.9          | 290.9            | 971.7            | 350.1          | —                | 2,386.6          |
| Allowance for loan and lease losses  | —              | —                | —                | —              | (16.8 )          | (16.8 )          |
| Cash and due from banks  | —              | —                | —                | —              | 15.6             | 15.6             |
| Other assets   | —              | —                | —                | —              | 269.4            | 269.4            |
| <b>Total assets</b>  | <b>\$847.2</b> | <b>\$366.2</b>   | <b>\$1,141.5</b> | <b>\$435.1</b> | <b>\$ 268.2</b>  | <b>\$3,058.2</b> |
| <b>Liabilities and shareholders' equity:</b>   |                |                  |                  |                |                  |                  |
| Demand, non-interest-bearing   | \$40.0         | \$120.1          | \$170.7          | \$312.7        | \$ —             | \$643.5          |
| Savings, NOW and market rate   | 93.1           | 279.2            | 642.9            | 284.1          | —                | 1,299.3          |
| Time deposits  | 62.5           | —                | —                | —              | —                | 62.5             |
| Wholesale non-maturity deposits  | 72.8           | 69.5             | 65.1             | 0.2            | —                | 207.6            |
| Wholesale time deposits  | 48.7           | 31.4             | 51.1             | —              | —                | 131.2            |
| Short-term borrowings  | 37.0           | —                | —                | —              | —                | 37.0             |
| Long-term FHLB advances and other borrowings   | 40.0           | 50.0             | 159.8            | —              | —                | 249.8            |
| Subordinated notes   | —              | —                | 29.5             | —              | —                | 29.5             |
| Other liabilities  | —              | —                | —                | —              | 32.7             | 32.7             |
| Shareholders' equity   | 13.0           | 39.1             | 208.6            | 104.4          | —                | 365.1            |
| <b>Total liabilities and shareholders' equity</b>                                      | <b>\$407.1</b> | <b>\$589.3</b>   | <b>\$1,327.7</b> | <b>\$701.4</b> | <b>\$ 32.7</b>   | <b>\$3,058.2</b> |
| Interest-earning assets  | \$847.2        | \$366.2          | \$1,141.5        | \$435.1        | \$ —             | \$2,790.0        |
| Interest-bearing liabilities   | 354.1          | 430.1            | 948.4            | 284.3          | —                | 2,016.9          |
| Difference between interest-earning assets and interest-bearing liabilities            | \$493.1        | \$(63.9 )        | \$193.1          | \$150.8        | \$ —             | \$773.1          |
| Cumulative difference between interest earning assets and interest-bearing liabilities | \$493.1        | 429.2            | 622.3            | 773.1          | —                | 773.1            |
| Cumulative earning assets as a % of cumulative interest bearing liabilities            | 239 %          | 155 %            | 136 %            | 138 %          |                  | 138 %            |

<sup>1</sup> Loans include portfolio loans and loans held for sale



The table above indicates that the Corporation is asset-sensitive in the immediate to 90-day time frame and may experience an increase in net interest income during that time period if rates rise. Conversely, if rates decline, net interest income may decline. It should be noted that the gap analysis is only one tool used to measure interest rate sensitivity and should be used in conjunction with other measures such as the interest rate simulation discussed above. The gap analysis measures the timing of changes in rate, but not the true weighting of any specific component of the Corporation's balance sheet. The asset-sensitive position reflected in this gap analysis is similar to the Corporation's position at December 31, 2015.

## **PROVISION FOR LOAN AND LEASE LOSSES**

For the three months ended March 31, 2016, the Corporation recorded a Provision of \$1.4 million as compared to \$569 thousand for the same period in 2015. The increase in Provision for the three months ended March 31, 2016 was primarily related to the increased loan volume, as portfolio loans increased by \$109.9 million during the first quarter of 2016, as compared to a \$12.4 million increase in the first quarter of 2015 (excluding loans acquired in the Continental Merger). Charge-offs for the first quarter of 2016 totaled \$422 thousand as compared to \$859 thousand for the same period in 2015. For a general discussion of the Allowance, and our policies related thereto, refer to page 34 of the Corporation's 2015 Annual Report.

## **Asset Quality and Analysis of Credit Risk**

As of March 31, 2016, total nonperforming loans and leases decreased by \$608 thousand, to \$9.6 million, representing 0.41% of portfolio loans and leases, as compared to \$10.2 million, or 0.45% of portfolio loans and leases as of December 31, 2015. The decrease in nonperforming loans and leases resulted from pay-offs or pay-downs of \$825 thousand of loans and leases and the return to performing status of \$226 thousand of loans and leases which had been nonperforming as of December 31, 2015. Partially offsetting the decreases in nonperforming loans from December 31, 2015 was the addition during the first quarter of 2016 of \$435 thousand of new nonperforming loans and leases.

As of March 31, 2016, the Allowance of \$16.8 million represented 0.71% of portfolio loans and leases, a one basis point increase from 0.70% as of December 31, 2015. The Allowance on originated portfolio loans, as a percentage of originated portfolio loans, was 0.83% as of March 31, 2016 as compared to 0.84% as of December 31, 2015. Loans acquired in mergers are recorded at fair value as of the date of acquisition. This fair value estimate takes into account an estimate of the expected lifetime losses of the acquired loans. As such, an acquired loan will not generally become subject to additional Allowance unless it becomes impaired.



As of March 31, 2016, the Corporation had OREO valued at \$756 thousand, as compared to \$2.6 million as of December 31, 2015. During the three months ended March 31, 2016, a \$1.9 million OREO property acquired from a foreclosure during the fourth quarter of 2015 was sold, resulting in a loss on sale of \$76 thousand. The balance of OREO as of March 31, 2016 was comprised of five residential properties, four of which are manufactured housing properties acquired in the Continental Merger. All properties are recorded at the lower of cost or fair value less cost to sell.

As of March 31, 2016, the Corporation had \$6.6 million of troubled debt restructurings (“TDRs”), of which \$4.9 million were in compliance with the modified terms and excluded from non-performing loans and leases. As of December 31, 2015, the Corporation had \$6.8 million of TDRs, of which \$4.9 million were in compliance with the modified terms, and were excluded from non-performing loans and leases.

As of March 31, 2016, the Corporation had a recorded investment of \$13.9 million of impaired loans and leases which included \$6.6 million of TDRs. Impaired loans and leases are those for which it is probable that the Corporation will not be able to collect all scheduled principal and interest in accordance with the original terms of the loans and leases. Impaired loans and leases as of December 31, 2015 totaled \$14.5 million, which included \$6.8 million of TDRs. Refer to Note 5H in the Notes to unaudited consolidated Financial Statements for more information regarding the Corporation’s impaired loans and leases.

The Corporation continues to be diligent in its credit underwriting process and proactive with its loan review process, including the engagement of the services of an independent outside loan review firm, which helps identify developing credit issues. Proactive steps that are taken include the procurement of additional collateral (preferably outside the current loan structure) whenever possible and frequent contact with the borrower. The Corporation believes that timely identification of credit issues and appropriate actions early in the process serve to mitigate overall risk of loss.

**Nonperforming Assets and Related Ratios**

| <i>(dollars in thousands)</i>   | March 31,<br>2016 | December<br>31,<br>2015 |             |   |
|---|-------------------|-------------------------|-------------|---|
| <b>Nonperforming Assets:</b>  |                   |                         |             |   |
| Nonperforming loans and leases  | \$9,636           | \$10,244                |             |   |
| Other real estate owned   | 756               | 2,638                   |             |   |
| Total nonperforming assets  | \$10,392          | \$12,882                |             |   |
| <b>Troubled Debt Restructures:</b>                                      |                   |                         |             |   |
| TDRs included in non-performing loans                                   | \$1,756           | \$1,935                 |             |   |
| TDRs in compliance with modified terms                                  | 4,893             | 4,880                   |             |   |
| Total TDRs  | \$6,649           | \$6,815                 |             |   |
| <b>Loan and Lease quality indicators:</b>                               |                   |                         |             |   |
| Allowance for loan and lease losses to nonperforming loans and leases   | 174.8             | %                       | 154.8       | % |
| Nonperforming loans and leases to total portfolio loans and leases      | 0.41              | %                       | 0.45        | % |
| Allowance for loan and lease losses to total portfolio loans and leases | 0.71              | %                       | 0.70        | % |
| Nonperforming assets to total loans and leases and OREO                 | 0.44              | %                       | 0.56        | % |
| Total portfolio loans and leases  | \$2,378,841       |                         | \$2,268,988 |   |
| Allowance for loan and lease losses                                     | \$16,845          |                         | \$15,857    |   |

**NON-INTEREST INCOME****Three Months Ended March 31, 2016 Compared to the Same Period in 2015**

Non-interest income for the three months ended March 31, 2016 decreased \$1.6 million as compared to the same period in 2015. Largely contributing to this decrease was an \$825 thousand decrease in net gain on sale of available for sale investment securities, a \$401 thousand decrease in dividends on FHLB and FRB stocks and a \$273 thousand decrease in fees for wealth management services. During the three months ended March 31, 2016, \$80 thousand of available for sale investment securities, related to a rabbi trust, were sold, resulting in a net loss of \$15 thousand as compared to the \$63.2 million of available for sale investment securities sold during the first quarter of 2015, much of which had been acquired from Continental Bank, and which resulted in a net gain on sale of \$810 thousand. The decrease in dividends on FHLB and FRB stocks was related to the \$448 thousand special dividend issued by the FHLB in the first quarter of 2015 which was not repeated in 2016. The decrease in wealth revenue largely related to the shifting of the composition of the wealth portfolio to lower-yielding, fixed-fee accounts. Although assets under management administration, supervision and brokerage increased by \$1.47 billion from March 31, 2015 to March 31, 2016, the portion of the portfolio which derives its fees from market value changes declined, offset by increases in the lower-yielding fixed-fee accounts. This shift serves to reduce the earnings volatility associated with market movement.

The following table provides supplemental information regarding mortgage loan originations and sales:

|  | <b>As of or for the</b> |         |
|--|-------------------------|---------|
|  | <b>Three Months</b>     |         |
|  | <b>Ended March</b>      |         |
|  | <b>31,</b>              |         |
| <i>(dollars in millions)</i>                     | 2016                    | 2015    |
| Residential mortgage loans held in portfolio     | \$412.0                 | \$379.4 |
| Mortgage originations                            | \$50.4                  | \$35.7  |
| Total mortgage loans sold                        | \$28.4                  | \$27.2  |
| Percent of originated mortgage loans sold        | 56.3 %                  | 76.2 %  |
| Percent of sold with servicing-retained          | 91.6 %                  | 90.3 %  |
| Percent of sold with servicing-released          | 8.4 %                   | 9.7 %   |
| Mortgage servicing rights at period end (“MSRs”) | \$5.2                   | \$4.8   |
| Net gain on sale of residential mortgage loans   | \$0.7                   | \$0.8   |
| Residential mortgage loans serviced for others   | \$605.4                 | \$592.0 |

The following table provides details of **other operating income** for the three months ended March 31, 2016 and 2015:

|   | <b>Three Months</b> |         |
|---|---------------------|---------|
|   | <b>Ended March</b>  |         |
|   | <b>31,</b>          |         |
| <i>(dollars in thousands)</i>             | 2016                | 2015    |
| Merchant interchange fees                 | \$408               | \$297   |
| Commissions and fees                      | 205                 | 130     |
| Bank-owned life insurance (“BOLI”) income | 245                 | 183     |
| Safe deposit box rentals                  | 94                  | 93      |
| Other investment income                   | 2                   | 71      |
| Rental income                             | 42                  | 48      |
| Miscellaneous other income                | 27                  | 266     |
| Other operating income                    | \$1,023             | \$1,088 |

**NON-INTEREST EXPENSE****Three Months Ended March 31, 2016 Compared to the Same Period in 2015**

Non-interest expense for the three months ended March 31, 2016 decreased \$2.4 million, to \$25.1 million, as compared to \$27.4 million for the same period in 2015. Largely accounting for the decrease was a \$2.5 million decrease in due diligence, merger-related and merger integration costs, a \$273 thousand decrease in advertising expense and a \$244 thousand decrease in employee benefits. The merger expense and higher advertising expense during the first quarter of 2015 were related to the January 1, 2015 Continental Merger. The decrease in employee benefits was related to the December 2015 settlement of the corporate pension plan, not only due to the elimination of the recurring pension costs associated with a defined benefits plan, but also due to the excess assets remaining in the plan at settlement. For the three months ended March 31, 2016, excess assets from the settled pension plan were used to reduce 401(k) contribution costs by \$300 thousand. Partially offsetting these decreases were increases of \$868 thousand in salaries related to staff additions, which included the April 2015 Robert J. McAllister Agency acquisition, the October 2015 formation of the Key Capital Mortgage, Inc. subsidiary, and additions to our lending teams in our residential mortgage operation and our Hershey office, as well as the addition of a number of key senior management positions which had become vacant since the first quarter of 2015.

The following table provides details of **other operating expenses** for the three months ended March 31, 2016 and 2015:

|  | <b>Three Months<br/>Ended March<br/>31,</b> |       |
|--|---|-------|
| <i>(dollars in thousands)</i>                  | 2016  | 2015  |
| Debt prepayment penalties                      | \$—   | \$177 |
| Deferred compensation trust expense            | (213 )                                      | 113   |
| Director fees                                  | 185   | 151   |
| Dues and subscriptions                         | 101   | 100   |
| FDIC insurance                                 | 434   | 375   |
| Insurance                                      | 219   | 188   |
| Loan processing                                | 323   | 352   |
| Miscellaneous                                  | 160   | 578   |
| Mortgage servicing rights (“MSR”) amortization | 136   | 114   |
| MSR impairment                                 | 83  | 73    |
| OREO impairment                                | —   | 89    |
| Other taxes                                    | 9   | 22    |
| Outsourced services                            | 103   | 105   |

|                               |         |         |
|-------------------------------|---------|---------|
| Portfolio maintenance         | 51      | 101     |
| Postage                       | 141     | 150     |
| Stationary and supplies       | 153     | 187     |
| Swap termination penalties    | —       | 343     |
| Telephone                     | 399     | 398     |
| Temporary help and recruiting | 265     | 234     |
| Travel and entertainment      | 198     | 154     |
| Other operating expense       | \$2,747 | \$4,004 |

## INCOME TAXES

Income tax expense for the three months ended March 31, 2016 was \$4.4 million, as compared to \$4.1 million for the same period in 2015. The tax expense recorded reflects a decrease in the effective tax rate from 35.2% for the first quarter of 2015 to 34.6% for the first quarter of 2016. The decrease in effective tax rate for the three months ended March 31, 2016 as compared to the same period in 2015 was primarily related to non-tax-deductible merger expenses recorded during the first quarter of 2015.

## BALANCE SHEET ANALYSIS

Total assets as of March 31, 2016 of \$3.06 billion increased \$27.3 million from \$3.03 billion as of December 31, 2015.

## Loans and Leases

The table below compares the portfolio loans and leases outstanding at March 31, 2016 to December 31, 2015:

| <i>(dollars in thousands)</i>    | March 31, 2016 |                      | December 31, 2015 |                      | Change    |           |
|----------------------------------|----------------|----------------------|-------------------|----------------------|-----------|-----------|
|                                  | Balance        | Percent of Portfolio | Balance           | Percent of Portfolio | Amount    | Percent   |
| Commercial mortgage              | \$1,044,415    | 43.9 %               | \$964,259         | 42.5 %               | \$80,156  | 8.3 %     |
| Home equity lines & loans        | 205,896        | 8.7 %                | 209,473           | 9.2 %                | (3,577 )  | (1.7 ) %  |
| Residential mortgage             | 412,006        | 17.3 %               | 406,404           | 17.9 %               | 5,602     | 1.4 %     |
| Construction                     | 119,194        | 5.0 %                | 90,421            | 4.0 %                | 28,773    | 31.8 %    |
| Commercial and industrial        | 523,052        | 22.0 %               | 524,515           | 23.1 %               | (1,463 )  | (0.3 ) %  |
| Consumer                         | 21,427         | 0.9 %                | 22,129            | 1.0 %                | (702 )    | (3.2 ) %  |
| Leases                           | 52,851         | 2.2 %                | 51,787            | 2.3 %                | 1,064     | 2.1 %     |
| Total portfolio loans and leases | 2,378,841      | 100.0 %              | 2,268,988         | 100.0 %              | 109,853   | 4.8 %     |
| Loans held for sale              | 7,807          |                      | 8,987             |                      | (1,180 )  | (13.1 ) % |
| Total loans and leases           | \$2,386,648    |                      | \$2,277,975       |                      | \$108,673 | 4.8 %     |

## Cash and Investment Securities

As of March 31, 2016, liquidity remained strong as the Corporation had \$27.7 million of cash balances at the Federal Reserve and \$6.3 million in other interest-bearing accounts, along with significant borrowing capacity as discussed in the “Liquidity” section below.

Investment securities available for sale as of March 31, 2016 totaled \$365.8 million, as compared to \$349.0 million as of December 31, 2015. The increase was primarily related to a \$24.4 million increase in mortgage-backed securities, partially offset by decreases of \$5.4 million and \$1.4 million in U.S. government agency securities and municipal securities, respectively.

## Deposits, Borrowings and Subordinated Debt

Deposits and borrowings as of March 31, 2016 and December 31, 2015 were as follows:

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| <i>(dollars in thousands)</i>   | March 31, 2016 |                     | December 31, 2015 |                     | Change    |         |
|---------------------------------|----------------|---------------------|-------------------|---------------------|-----------|---------|
|                                 | Balance        | Percent of Deposits | Balance           | Percent of Deposits | Amount    | Percent |
| Interest-bearing checking       | \$335,240      | 14.3 %              | \$338,861         | 15.0 %              | \$(3,621) | (1.1)%  |
| Money market                    | 773,637        | 33.0 %              | 749,726           | 33.3 %              | 23,911    | 3.2 %   |
| Savings                         | 190,477        | 8.1 %               | 187,299           | 8.3 %               | 3,178     | 1.7 %   |
| Wholesale non-maturity deposits | 62,454         | 2.7 %               | 67,717            | 3.0 %               | (5,263)   | (7.8)%  |
| Wholesale time deposits         | 131,145        | 5.6 %               | 53,185            | 2.4 %               | 77,960    | 146.6 % |
| Retail time deposits            | 207,597        | 8.8 %               | 229,253           | 10.2 %              | (21,656)  | (9.4)%  |
| Interest-bearing deposits       | 1,700,550      | 72.5 %              | 1,626,041         | 72.2 %              | 74,509    | 4.6 %   |
| Non-interest-bearing deposits   | 643,492        | 27.5 %              | 626,684           | 27.8 %              | 16,808    | 2.7 %   |
| Total deposits                  | \$2,344,042    | 100.0 %             | \$2,252,725       | 100.0 %             | \$91,317  | 4.1 %   |

| <i>(dollars in thousands)</i>                | March 31, 2016 |                       | December 31, 2015 |                       | Change     |         |
|--|----------------|-----------------------|-------------------|-----------------------|------------|---------|
|  | Balance        | Percent of Borrowings | Balance           | Percent of Borrowings | Amount     | Percent |
| Short-term borrowings                        | \$37,010       | 11.5 %                | \$94,167          | 24.5 %                | \$(57,157) | (60.7)% |
| Long-term FHLB advances and other borrowings | 254,893        | 79.3 %                | 260,146           | 67.8 %                | (5,253)    | (2.0)%  |
| Subordinated notes                           | 29,491         | 9.2 %                 | 29,479            | 7.7 %                 | 12         | — %     |
| Borrowed funds                               | \$321,394      | 100.0 %               | \$383,792         | 100.0 %               | \$(62,398) | (16.3)% |

**Capital**

Consolidated shareholder's equity of the Corporation was \$365.2 million, or 11.9% of total assets as of March 31, 2016, as compared to \$365.7 million, or 12.1% of total assets as of December 31, 2015. During the first quarter of 2016, the Corporation contributed \$15.0 million to the Bank, primarily to increase the Bank's capital ratios. The following table presents the Corporation's and Bank's capital ratios and the minimum capital requirements to be considered "Well Capitalized" by regulators as of March 31, 2016 and December 31, 2015:

| <i>(dollars in thousands)</i>  | Actual     |         | Minimum to be Well Capitalized |         |
|--|------------|---------|--------------------------------|---------|
|  | Amount     | Ratio   | Amount                         | Ratio   |
| <b>March 31, 2016:</b>   |            |         |                                |         |
| Total (Tier II) capital to risk weighted assets                          |            |         |                                |         |
| Corporation  | \$ 296,845 | 12.13 % | \$ 244,720                     | 10.00 % |
| Bank   | 278,252    | 11.39 % | 244,295                        | 10.00 % |
| Tier I capital to risk weighted assets                                   |            |         |                                |         |
| Corporation  | 250,208    | 10.22 % | 195,858                        | 8.00 %  |
| Bank   | 261,106    | 10.69 % | 195,402                        | 8.00 %  |
| Common equity Tier I capital to risk weighted assets                     |            |         |                                |         |
| Corporation  | 250,208    | 10.22 % | 122,411                        | 5.00 %  |
| Bank   | 261,106    | 10.69 % | 122,126                        | 5.00 %  |
| Tier I Leverage ratio (Tier I capital to total quarterly average assets) |            |         |                                |         |
| Corporation  | 250,208    | 8.76 %  | 185,657                        | 6.50 %  |
| Bank   | 261,106    | 9.15 %  | 185,485                        | 6.50 %  |
| Tangible common equity to tangible assets <sup>(1)</sup>                 |            |         |                                |         |
| Corporation  | 237,400    | 8.10 %  | —                              | —       |
| Bank   | 249,696    | 8.53 %  | —                              | —       |
| <b>December 31, 2015:</b>  |            |         |                                |         |
| Total (Tier II) capital to risk weighted assets                          |            |         |                                |         |
| Corporation  | \$ 302,236 | 12.61 % | \$ 239,680                     | 10.00 % |
| Bank   | 257,716    | 10.78 % | 239,069                        | 10.00 % |
| Tier I capital to risk weighted assets                                   |            |         |                                |         |
| Corporation  | 256,900    | 10.72 % | 191,716                        | 8.00 %  |
| Bank   | 241,859    | 10.12 % | 191,193                        | 8.00 %  |
| Common equity Tier I capital to risk weighted assets                     |            |         |                                |         |
| Corporation  | 256,900    | 10.72 % | 119,823                        | 5.00 %  |
| Bank   | 241,859    | 10.12 % | 119,496                        | 5.00 %  |
| Tier I leverage ratio (Tier I capital to total quarterly average assets) |            |         |                                |         |
| Corporation  | 256,900    | 9.02 %  | 185,127                        | 6.50 %  |
| Bank   | 241,859    | 8.51 %  | 184,734                        | 6.50 %  |
| Tangible common equity to tangible assets <sup>(1)</sup>                 |            |         |                                |         |
| Corporation  | 237,043    | 8.17 %  | —                              | —       |
| Bank   | 224,146    | 7.74 %  | —                              | —       |



*(1) There is no official regulatory guideline for the tangible common equity to tangible asset ratio.*

Both the Corporation and the Bank exceed the capital levels to be considered “well capitalized” that are required by their respective regulators at the end of each period presented. The capital ratios as of March 31, 2015 for the Corporation have decreased from their December 31, 2015 levels, primarily as a result of the increase in risk-weighted assets during the first quarter of 2016. The loan growth during the first quarter of 2016 accounted for the majority of the risk-weighted asset growth, as cash balances that were present as of December 31, 2015, which were risk-weighted at zero percent, were replaced largely by loans which are risk-weighted between 50% and 100%. In addition, the Corporation repurchased \$8.0 million of treasury stock and issued dividends of \$3.4 million during the first quarter of 2016, further reducing capital. These reductions were partially offset by the \$8.3 million increase in retained earnings from net income for the first quarter of 2016. As noted above, the capital levels of the Bank, which were affected by the same factors which reduced the Corporation’s capital levels, were increased as a result of the \$15 million downstream of capital from the Corporation. Neither the Corporation nor the Bank is under any agreement with regulatory authorities which would have a material effect on liquidity, capital resources or operations of the Corporation or the Bank.

## **Liquidity**

The Corporation’s liquidity position is managed on a daily basis as part of the daily settlement function and continuously as part of the formal asset liability management process. The Bank’s liquidity is maintained by managing its core deposits as the primary source, purchasing federal funds, selling loans in the secondary market, borrowing from the FHLB and the Federal Reserve Bank, and purchasing and issuing wholesale certificates of deposit as its secondary sources.

Unused availability is detailed on the following table:

| <i>(dollars in millions)</i>                        | Available<br>Funds as<br>of March<br>31,<br>2016 | Percent of<br>Total<br>Borrowing<br>Capacity | Available<br>Funds<br>as of<br>December<br>31,<br>2015 | Percent of<br>Total<br>Borrowing<br>Capacity | Dollar<br>Change | Percent<br>Change |
|---|--|--|--|--|------------------|-------------------|
| Federal Home Loan Bank of Pittsburgh                | \$ 846.9   | 74.2   | % \$ 824.6   | 72.4   | % \$ 22.3        | 2.7               |
| Federal Reserve Bank of Philadelphia                | 131.4  | 100.0  | % 131.0  | 100.0  | % 0.4            | 0.3               |
| Fed Funds Lines (six banks)                         | 79.0   | 100.0  | % 34.0   | 53.1   | % 45.0           | 132.4             |
| Revolving line of credit with correspondent<br>bank | 5.0  | 100.0  | % 5.0  | 100.0  | % —              | —                 |
|   | \$ 1,062.3                                       | 78.3   | % \$ 994.6   | 75.1   | % \$ 67.7        | 6.8               |

Quarterly, the ALCO reviews the Corporation's liquidity needs and reports its findings to the Risk Management Committee of the Corporation's Board of Directors.

The Corporation has an agreement with CDC to provide up to \$5 million, excluding accrued interest, of money market deposits at an agreed upon rate currently at 0.45%. The Corporation had \$1.7 million in balances, including accrued interest, as of March 31, 2016 under this program. The Corporation can request an increase in the agreement amount as it deems necessary. In addition, the Corporation has an agreement with IND to provide up to \$40 million, excluding accrued interest, of money market and NOW funds at an agreed upon interest rate equal to the current Fed Funds rate plus 20 basis points. The Corporation had \$36.1 million in balances as of March 31, 2016 under this program.

The Corporation continually evaluates the cost and mix of its retail and wholesale funding sources relative to earning assets and expected future earning-asset growth. The Corporation believes that with its current branch network, along with the available borrowing capacity at FHLB and other sources, it has sufficient capacity available to fund expected earning-asset growth.

## Discussion of Segments

The Corporation has two principal segments as defined by FASB ASC 280, "Segment Reporting." The segments are Banking and Wealth Management (see Note 10 in the accompanying Notes to Unaudited Consolidated Financial

Statements).

The Wealth Management Segment, as discussed in the Non-Interest Income section above, recorded a pre-tax segment profit ("PTSP") of \$3.6 million for the three months ended March 31, 2016, as compared to PTSP of \$4.0 million for the same period in 2015. The Wealth Management Segment provided 28.5% of the Corporation's pre-tax profit for the three months ended March 31, 2016 as compared to 34.4% for the same period in 2015. While insurance revenues increased by \$255 thousand for the first quarter of 2016 as compared to the same period in 2015, fees for wealth management services decreased by \$273 thousand for the same period. The decrease in PTSP and the decrease in the contribution percentage to the consolidated pre-tax profit was primarily a result of an increase in non-interest expenses between March 31, 2015 and March 31, 2016. Accounting significantly for this increase in non-interest expense was the \$378 thousand increase in salaries and wages between the periods, largely due to the added staff from the April 2015 acquisition of RJM.

The Banking Segment recorded a PTSP of \$9.0 million for the three months ended March 31, 2016 as compared to PTSP of \$7.6 million for the same period in 2015. The Banking Segment provided 71.5% of the Corporation's pre-tax profit for the three months ended March 31, 2016 as compared to 65.6% for the same period in 2015.

### **Off Balance Sheet Risk**

The Corporation is a party to financial instruments with off-balance sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments include commitments to extend credit and standby letters of credit.

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the loan agreement. Total commitments to extend credit at March 31, 2016 were \$647.4 million, as compared to \$634.2 million at December 31, 2015.

Standby letters of credit are conditional commitments issued by the Bank to a customer for a third party. Such standby letters of credit are issued to support private borrowing arrangements. The credit risk involved in issuing standby letters of credit is similar to that involved in granting loan facilities to customers. The Bank's obligation under standby letters of credit at March 31, 2016 amounted to \$30.0 million, as compared to \$14.6 million at December 31, 2015.

Estimated fair values of the Corporation's off-balance sheet instruments are based on fees and rates currently charged to enter into similar loan agreements, taking into account the remaining terms of the agreements and the counterparties' credit standing. Since fees and rates charged for off-balance sheet items are at market levels when set, there is no material difference between the stated amount and the estimated fair value of off-balance sheet instruments.



**Contractual Cash Obligations of the Corporation as of March 31, 2016:**

| <i>(dollars in millions)</i>                 | Total     | Within 1<br>Year | 2 – 3<br>Years | 4 – 5<br>Years | After<br>5<br>Years |
|--|-----------|------------------|----------------|----------------|---------------------|
| Deposits without a stated maturity           | \$2,005.3 | \$2,005.3        | \$—            | \$—            | \$—                 |
| Wholesale and retail time deposits           | 338.7     | 221.4            | 106.0          | 11.3           | —                   |
| Short-term borrowings                        | 37.0      | 37.0             | —              | —              | —                   |
| Long-term FHLB advances and other borrowings | 249.8     | 75.0             | 134.1          | 40.7           | —                   |
| Operating leases                             | 35.0      | 4.3              | 8.4            | 10.4           | 11.9                |
| Purchase obligations                         | 8.1       | 2.3              | 2.9            | 2.9            | —                   |
| Total  | \$2,673.9 | \$2,345.3        | \$251.4        | \$65.3         | 11.9                |

**Other Information****Effects of Inflation**

Inflation has some impact on the Corporation's operating costs. Unlike many industrial companies, however, substantially all of the Corporation's assets and liabilities are monetary in nature. As a result, interest rates have a more significant impact on the Corporation's performance than the general level of inflation. Over short periods of time, interest rates may not necessarily move in the same direction or in the same magnitude as prices of goods and services.

**Effects of Government Monetary Policies**

The earnings of the Corporation are and will be affected by domestic economic conditions and the monetary and fiscal policies of the United States government and its agencies. An important function of the Federal Reserve Board is to regulate the money supply and interest rates. Among the instruments used to implement those objectives are open market operations in United States government securities and changes in reserve requirements against member bank deposits. These instruments are used in varying combinations to influence overall growth and distribution of bank loans, investments, and deposits, and their use may also affect rates charged on loans or paid for deposits.

The Corporation is a member of the Federal Reserve System and, therefore, the policies and regulations of the Federal Reserve Board have a significant effect on its deposits, loans and investment growth, as well as the rate of interest earned and paid, and are expected to affect the Corporation's operations in the future. The effect of such policies and

regulations upon the future business and earnings of the Corporation cannot be predicted.

### **Special Cautionary Notice Regarding Forward Looking Statements**

Certain of the statements contained in this Quarterly Report on Form 10-Q, including, without limitation, this Item 2 of Part I, may constitute forward-looking statements for the purposes of the Securities Act of 1933, as amended, and the Securities Exchange Act of 1934, as amended, and may involve known and unknown risks, uncertainties and other factors which may cause actual results, performance or achievements of the Corporation to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. These forward-looking statements include statements with respect to the Corporation's financial goals, business plans, business prospects, credit quality, credit risk, reserve adequacy, liquidity, origination and sale of residential mortgage loans, mortgage servicing rights, the effect of changes in accounting standards, and market and pricing trends loss. The words "may", "would", "could", "will", "likely", "expect," "anticipate," "intend", "estimate", "plan", "forecast", "project" similar expressions are intended to identify such forward-looking statements. The Corporation's actual results may differ materially from the results anticipated by the forward-looking statements due to a variety of factors, including without limitation:

the effect of future economic conditions on the Corporation and its customers, including economic factors which affect consumer confidence in the securities markets, wealth creation, investment and savings patterns, the real estate market, and the Corporation's interest rate risk exposure and credit risk;

changes in the securities markets with respect to the market values of financial assets and the stability of particular securities markets;

any future downgrades in the credit rating of the U.S. Government and federal agencies;

governmental monetary and fiscal policies, as well as legislation and regulatory changes;

results of examinations by the Federal Reserve Board, including the possibility that the Federal Reserve Board may, among other things, require us to increase our allowance for loan losses or to write down assets;

changes in accounting requirements or interpretations;

changes in existing statutes, regulatory guidance, legislation or judicial decisions that adversely affect our business, including changes in federal income tax, state income taxes, without limitation, the Pennsylvania Bank Shares Tax or other tax regulations;

the risks of changes in interest rates on the level and composition of deposits, loan demand, and the value of loan collateral and securities, as well as interest rate risk;

the effects of competition from other commercial banks, thrifts, mortgage companies, consumer finance companies, credit unions, securities brokerage firms, insurance companies, money-market and mutual funds and other institutions operating in the Corporation's trade market area and elsewhere including institutions operating locally, regionally, nationally and internationally and such competitors offering banking products and services by mail, telephone, computer and the Internet;

any extraordinary events (such as natural disasters, acts of terrorism, wars or political conflicts);

the Corporation's need for capital;

the Corporation's success in continuing to generate new business in its existing markets, as well as its success in identifying and penetrating targeted markets and generating a profit in those markets in a reasonable time;

the Corporation's ability to continue to generate investment results for customers and the ability to continue to develop investment products in a manner that meets customers' needs;

differences in the actual financial results, cost savings, and revenue enhancements associated with our acquisitions;

changes in consumer and business spending, borrowing and savings habits and demand for financial services in our investment products in a manner that meets customers' needs;

the Corporation's timely development of competitive new products and services in a changing environment and the acceptance of such products and services by customers;

the Corporation's ability to originate, sell and service residential mortgage loans;

the accuracy of assumptions underlying the establishment of reserves for loan losses and estimates in the value of collateral, the market value of mortgage servicing rights and various financial assets and liabilities;

the Corporation's ability to retain key members of the senior management team;

the ability of key third-party providers to perform their obligations to the Corporation and the Bank;

technological changes being more difficult or expensive than anticipated;

material differences in the actual financial results of the Corporation's merger and acquisition activities compared with expectations, such as with respect to the full realization of anticipated cost savings and revenue enhancements within the expected time frame; and

the Corporation's success in managing the risks involved in the foregoing.

All written or oral forward-looking statements attributed to the Corporation and the Bank are expressly qualified in their entirety by use of the foregoing cautionary statements. All forward-looking statements included in this Quarterly Report and incorporated documents are based upon the Corporation's beliefs and assumptions as of the date of this Quarterly Report. The Corporation assumes no obligation to update any forward-looking statement. In light of these risks, uncertainties and assumptions, the forward-looking statements discussed in this Quarterly Report or incorporated documents might not occur and you should not put undue reliance on any forward-looking statements.

### **ITEM 3. Quantitative and Qualitative Disclosures About Market Risks**

See the discussion of quantitative and qualitative disclosures about market risks in the Corporation's 2015 Annual Report, as updated by the disclosure in "Management's Discussion and Analysis of Results of Operations – Interest Rate Summary," "– Summary of Interest Rate Simulation," and "– Gap Analysis" in this quarterly report on Form 10-Q.

### **ITEM 4. Controls and Procedures**

As of the end of the period covered by this report, the Corporation carried out an evaluation, under the supervision and with the participation of the Corporation's management, including the Corporation's Chief Executive Officer, Francis J. Leto, and Chief Financial Officer, Michael W. Harrington, of the effectiveness of the design and operation of the Corporation's disclosure controls and procedures as defined in the Exchange Act Rules 13a-15(e) and 15d-15(e). Based upon the evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the Corporation's disclosure controls and procedures were effective as of March 31, 2016.

There were no changes in the Corporation's internal controls over financial reporting during the last fiscal quarter that materially affected, or are reasonably likely to materially affect, the Corporation's internal control over financial



reporting.

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**PART II OTHER INFORMATION.**

**ITEM 1. Legal Proceedings.**

None.

**ITEM 1A. Risk Factors**

None.

**ITEM 2. Unregistered Sales of Equity Securities and Use of Proceeds**

**Share Repurchase**

The following table presents the shares repurchased by the Corporation during the first quarter of 2016<sup>(1)</sup>:

| <b>Period</b>                      | <b>Total<br/>Number of<br/>Shares<br/>Purchased<sup>(2)</sup></b> | <b>Average<br/>Price<br/>Paid<br/>Per<br/>Share</b> | <b>Total<br/>Number of<br/>Shares<br/>Purchased<br/>as<br/>Part of<br/>Publicly<br/>Announced<br/>Plans<br/>or<br/>Programs</b> | <b>Maximum<br/>Number<br/>of<br/>Shares<br/>that<br/>May Yet<br/>Be<br/>Purchased<br/>Under the<br/>Plan<br/>or<br/>Programs</b> |
|------------------------------------|---|---|---|--|
| January 1, 2016 – January 31, 2016 | 286,700   | \$ 27.80  | 286,700   | 189,300  |

|                                      |         |          |         |         |
|--------------------------------------|---------|----------|---------|---------|
| February 1, 2016 – February 29, 2016 | —       | \$ —     | —       | 189,300 |
| March 1, 2016 – March 31, 2016       | 975     | \$ 25.41 | —       | 189,300 |
| Total                                | 287,675 | \$ 27.79 | 286,700 | 189,300 |

*On August 6, 2015, the Corporation announced a stock repurchase program (the “2015 Program”) under which the Corporation may repurchase up to 1,200,000 shares of the Corporation’s common stock, at an aggregate purchase price not to exceed \$40 million. There is no expiration date on the 2015 Program and the Corporation*

*(1) has no plans for an early termination of the 2015 Program. All share repurchases under the 2015 Program were accomplished in open market transactions. As of March 31, 2016, the maximum number of shares remaining authorized for repurchase under the 2015 Program was 189,300.*

*(2) On March 2, 2016, 975 shares were purchased to cover statutory tax withholding requirements on vested stock awards for certain officers of the Corporation and Bank.*

**ITEM 3. Defaults Upon Senior Securities**

None.

**ITEM 4. Mine Safety Disclosures.**

Not applicable.

**ITEM 5. Other Information**

None.

**ITEM 6. Exhibits**

| <b>Exhibit No.</b> | <b>Description and References</b>   |
|--------------------|---|
| 3.1                | Amended and Restated By-Laws, effective November 20, 2007, incorporated by reference to Exhibit 3.2 of the Corporation's Form 8-K filed with the SEC on November 21, 2007                   |
| 3.2                | Amended and Restated Articles of Incorporation, effective November 21, 2007, incorporated by reference to Exhibit 3.1 of the Corporation's Form 8-K filed with the SEC on November 21, 2007 |
| 31.1               | Certification of the Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002, filed herewith  |
| 31.2               | Certification of the Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002, filed herewith  |
| 32.1               | Certification of Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, filed herewith                           |
| 32.2               | Certification of Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, filed herewith                           |
| 101.INS<br>XBRL    | Instance Document, filed herewith   |
| 101.SCH<br>XBRL    | Taxonomy Extension Schema Document, filed herewith  |
| 101.CAL<br>XBRL    | Taxonomy Extension Calculation Linkbase Document, filed herewith  |
| 101.DEF<br>XBRL    | Taxonomy Extension Definition Linkbase Document, filed herewith   |
| 101.LAB<br>XBRL    | Taxonomy Extension Label Linkbase Document, filed herewith  |
| 101.PRE<br>XBRL    | Taxonomy Extension Presentation Linkbase Document, filed herewith   |

Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

Bryn Mawr Bank Corporation

Date:

May 6, 2016  
By: /s/ Francis J. Leto

**Francis J. Leto**  
**President & Chief Executive Officer**  
**(Principal Executive Officer)**

Date:

May 6, 2016  
By: /s/ Michael W. Harrington

**Michael W. Harrington**  
**Chief Financial Officer**  
**(Principal Financial and Accounting Officer)**

**Form 10-Q**

**Index to Exhibits**

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