

Bank Watch

Northeast

Bank M&A Market Activity Remains Steady

Significant Consolidation May Be Approaching

This article is excerpted from our recently published whitepaper, “**Community Bank Mergers: Creating the Potential for Shared Upside**,” which examines the issues that can arise when community banks merge or sell to a larger, public institution.

The bank M&A market has defied predictions since 2010 of a broad-based consolidation wave, but M&A activity nonetheless remains steady. A confluence of factors, which could be derailed by a slump in the economy and/or capital markets, ensure in our view that significant consolidation will occur even though the pace is uncertain. In time we expect upwards of one-half of institutions with less than \$1 billion of assets to merge. As of September 30, 2012, there were 7,181 commercial banks and thrifts according to the FDIC, compared to 8,534 at year-end 2007 when the financial crisis began unfolding. There were about 18,000 institutions when the June 1985 Supreme Court decision *Northeast Bancorp, Inc. v. Board of Governors of Federal Reserve* upheld regional interstate banking compacts.

Would-be buyers among public institutions seem to be coalescing around 2014 as the year that activity will become more pronounced as regulators write more rules to codify Dodd-Frank. Also, valuation challenges created by credit marks presumably will be less of an issue to the extent real estate values firm a bit and sellers have another year to mark credits themselves. Still, one catalyst has to be overcome to see a pick-up in activity: would-be sellers' resistance to the reality of today's pricing, which is a function of lower profitability relative to the pre-crisis era. While circumstances can change, much of the industry may see ROE ease further in coming years in spite of another round of cost cutting initiatives. For buyers, the most important controllable variable that determines the return on investment is the price paid.

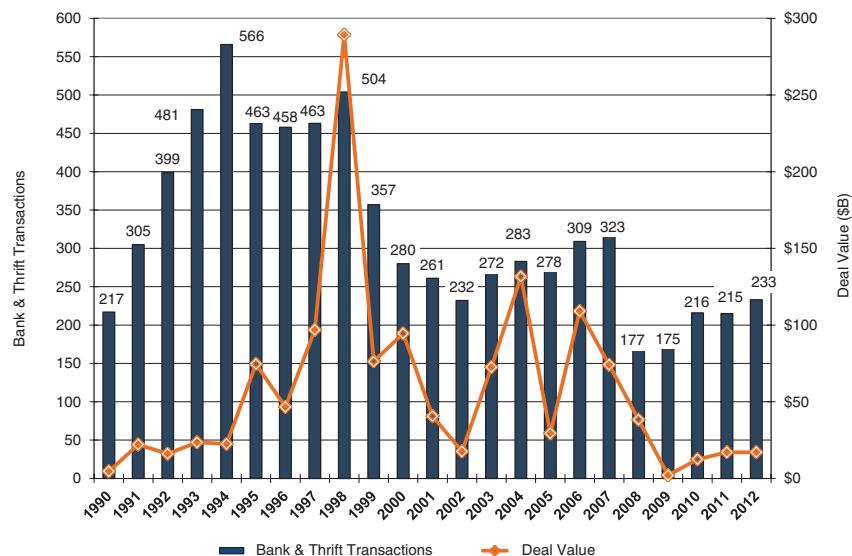
Unlike the frantic activity of the 1990s and to a lesser extent the years leading up to the financial crisis, we believe bank M&A will be dominated by the merger of privately held small banks with each other rather than large-scale, roll-up activity by regional banks. That is not to say regional banks will not be active, but most have a minimum asset threshold of \$500 million to \$1 billion of assets that precludes acquisition of broad swaths of small institutions. Only 559 of the 7,181 FDIC-insured institutions as of September 30, 2012 had assets greater than \$1 billion.

This trend is reflected in M&A metrics for 2012 in which there were 239 non-assisted acquisitions of banks and thrifts, which was the highest number since 2007 when 323 transactions occurred; however, aggregate acquired assets of \$142 billion was the second lowest total in the past 10 years, eclipsed only by the \$95 billion of assets acquired in non-assisted deals during 2009. The aggregate deal value was modest too at \$14 billion in 2012 as shown in Figure 1.

18 months will entail a notable migration of “3” rated banks to “2” with improving asset quality and credit metrics.

Get the full whitepaper at <http://mer.cr/community-bank-mergers>

Figure 1: Non-Assisted Bank & Thrift Acquisitions 1990-2012



Source: SNL Financial

As for large bank deals, public policy now explicitly discourages the largest banks from getting bigger—at least until the next crisis. Even Capital One Financial (COF) had trouble getting regulatory approval for its February 2012 acquisition of ING Direct, which had \$77 billion of internet-based deposits compared to \$128 billion for Capital One. The combination of the two was hardly the next JP Morgan Chase (JPM).

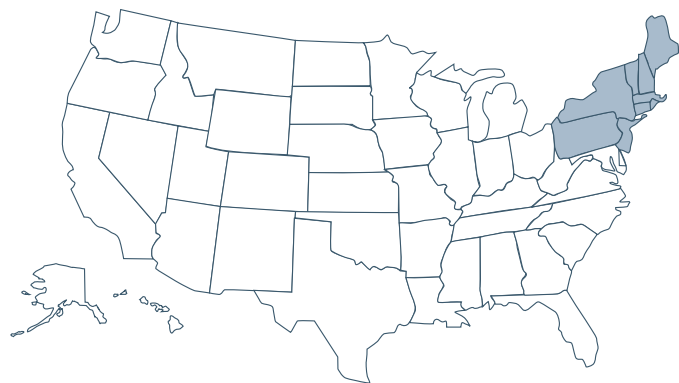
Many bank M&A attorneys regularly remark that the current regulatory environment is the toughest they have ever seen. There also appear to be too few banks rated “2” or better to have a robust M&A market with plenty of buyers, though perhaps the exam cycle over the next 12 to

Davis, Gibbs to Speak at 2013 Acquire or Be Acquired Conference

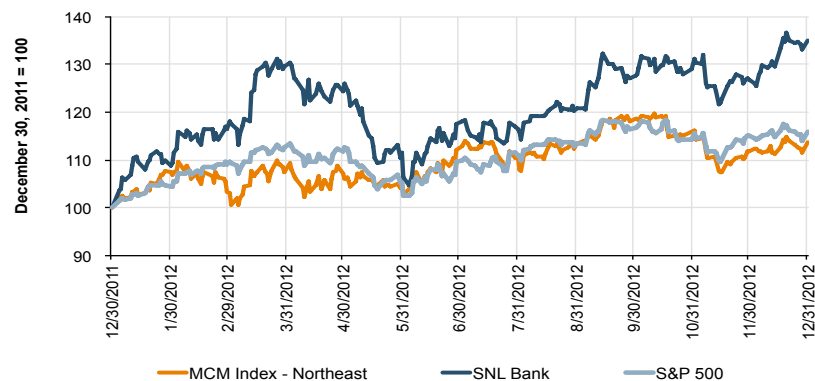
Andy Gibbs and Jeff Davis will be presenting the session “**Capital Management: Alternatives and Uncertainties**,” at the 2013 Acquire or Be Acquired Conference sponsored by *Bank Director* magazine.

The session will take place Monday, January 28th and discuss opportunities beyond bank M&A to manage capital in the current environment.

For more information visit <http://www.bankdirector.com/conferences>



Community Bank Group Index Overview



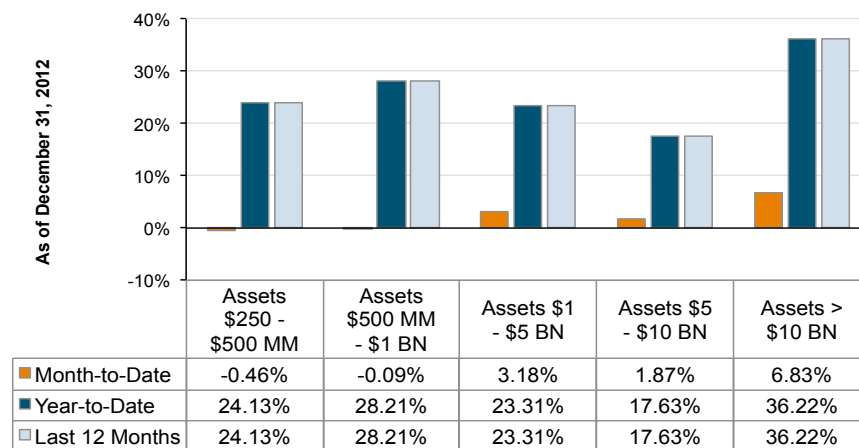
Median Valuation Multiples

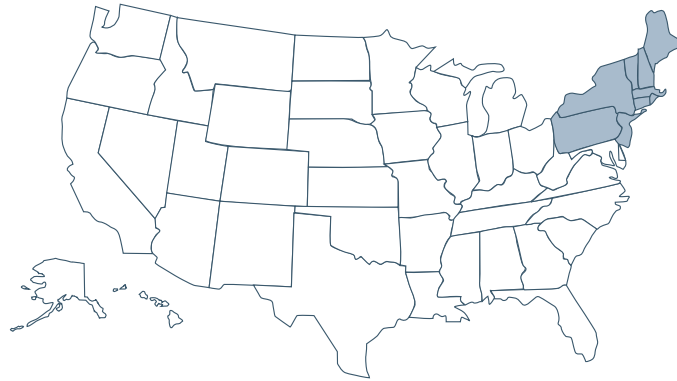
as of December 31, 2012

	Northeast Community Bank Index	National Community Bank Index
Price / LTM EPS	11.93	11.85
Price / 2012 (E) EPS	13.75	12.67
Price / 2013 (E) EPS	12.56	12.37
Price / Book Value	100.82%	92.38%
Price / Tangible Book Value	102.03%	97.52%
Dividend Yield	3.55%	2.67%

Return Stratification of U.S. Banks

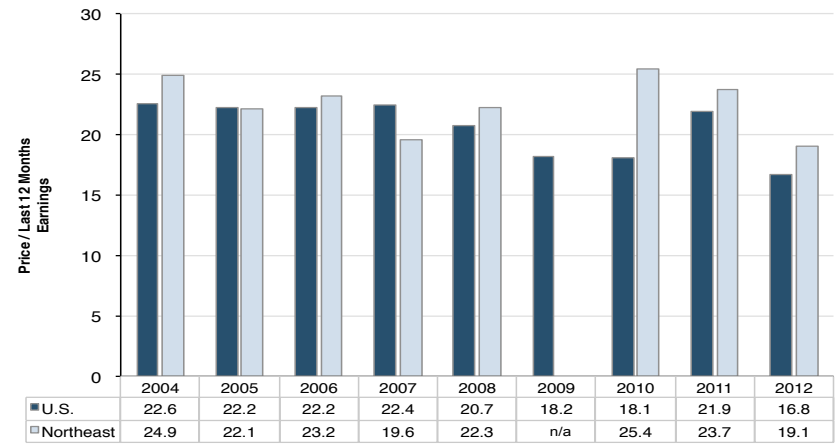
by Asset Size





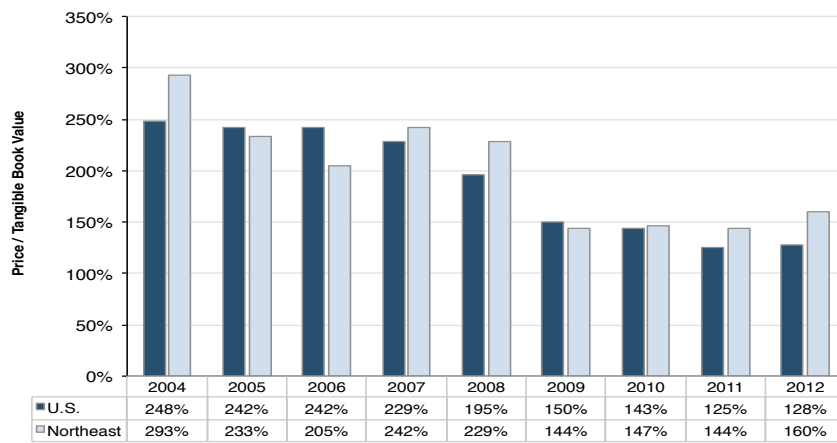
Median Price/Earnings Multiples

Target Banks Assets <\$5MM and LTM ROE >5%



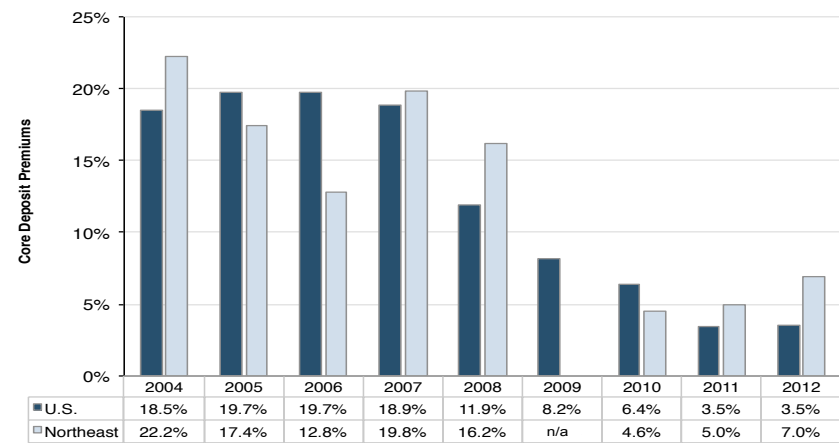
Median Price/Tangible Book Value Multiples

Target Banks Assets <\$5MM and LTM ROE >5%



Median Core Deposit Multiples

Target Banks Assets <\$5MM and LTM ROE >5%



Mercer Capital's Northeast Public Bank Peer Report

January 17, 2013

52 Wk Perf (%)	YTD Perf (%)	52 Wk High (\$)	52 Wk Low (\$)	Company Name	Ticker	State	Current Price (\$)	Market Cap (\$M)	LTM (x)	Price / Earnings Core LTM (x)	FY 13 (x)	FY 14 (x)	Price/BVPS (x)	Price/Tang. BVPS (x)	Div. Yield (%)	Tangible Equity + Assets (%)	Dividend Payout (%)	Efficiency Ratio (%)	LTM ROE (%)	LTM ROA (%)	NPA's/Loans + OREO (%)	NCO's/Avg. Loans (%)	Loan Loss Reserve/Loans (%)	Assets (\$M)
(26.24)	7.98	\$1.88	\$1.03	Patriot National Bancorp, Inc.	PNBK	CT	\$1.35	\$52	44.99	41.92	NM	NM	1.02	1.02	0.00	8.30	0.00	115.26	2.65	0.21	7.49	0.18	1.33	\$615,348
15.90	8.61	\$28.47	\$22.51	Salisbury Bancorp, Inc.	SAL	CT	\$25.35	\$43	9.49	8.64	NM	NM	0.79	0.98	4.42	7.28	41.95	66.05	6.94	0.78	4.42	0.29	1.09	\$611,037
100.00	80.81	\$3.62	\$0.92	Southern Connecticut Bancorp, Inc.	SSE	CT	\$3.58	\$10	NM	NM	NM	NM	0.84	0.84	nm	9.59	NM	93.85	(16.39)	(1.44)	7.73	2.09	2.10	\$122,666
4.12	6.28	\$24.98	\$18.88	Webster Financial Corporation	WBS	CT	\$21.84	\$1,865	11.74	NA	NM	11.90	0.96	1.33	1.83	7.15	18.82	63.52	8.92	0.90	NA	0.67	1.46	\$20,146,765
10.01	8.30			Median - Connecticut					11.74	25.28	...	11.90	0.90	1.00	1.83	7.79	18.82	79.95	4.80	0.50	7.49	0.48	1.40	\$613,193
14.40	1.89	\$10.75	\$7.65	Boston Private Financial Holdings, Inc.	BPFH	MA	\$9.18	\$723	15.05	NA	12.91	11.96	1.33	nm	2.18	NA	6.56	73.97	9.72	0.89	NA	0.18	1.64	\$6,465,005
16.99	(1.55)	\$34.00	\$23.51	Century Bancorp, Inc.	CNBKA	MA	\$32.44	\$116	9.46	10.05	NM	NM	1.00	1.02	1.48	5.75	13.99	69.91	11.06	0.65	0.68	0.15	1.73	\$3,086,209
19.64	4.72	\$18.19	\$14.01	Enterprise Bancorp, Inc.	EBTC	MA	\$17.30	\$167	13.84	14.02	NM	NM	1.22	1.27	2.66	8.02	34.80	69.37	9.19	0.78	2.89	0.16	1.84	\$1,637,547
12.52	6.29	\$31.74	\$25.85	Independent Bank Corp.	INDB	MA	\$30.77	\$700	15.23	14.25	14.37	12.90	1.35	1.87	2.73	7.04	40.59	63.71	9.12	0.88	2.15	0.39	1.21	\$5,192,094
20.44	7.17	\$51.33	\$38.21	State Street Corporation	STT	MA	\$50.38	\$23,417	12.00	NA	13.14	11.71	1.13	1.95	1.91	5.54	22.86	71.08	10.21	1.06	NA	(0.03)	0.18	\$222,582,000
16.99	4.72			Median - Massachusetts					13.84	14.02	13.14	11.96	1.22	1.57	2.18	6.39	22.86	69.91	9.72	0.88	NM	0.16	1.64	\$5,192,094
21.04	5.08	\$38.00	\$29.71	Bar Harbor Bankshares	BHB	ME	\$35.36	\$139	11.52	11.58	NM	10.75	1.07	1.12	3.39	9.56	37.46	54.31	9.83	0.99	1.82	0.26	1.00	\$1,295,430
7.13	0.47	\$40.43	\$30.63	Camden National Corporation	CAC	ME	\$34.13	\$260	10.44	10.92	NA	NM	1.11	1.37	2.93	7.86	45.87	57.22	11.23	1.07	1.71	0.28	1.48	\$2,467,875
15.74	2.91	\$18.96	\$13.41	First Bancorp, Inc.	FNLC	ME	\$16.95	\$167	13.89	NA	NM	NM	1.16	1.44	4.60	8.34	63.93	50.16	8.20	0.90	NA	0.95	1.44	\$1,415,401
(23.30)	3.21	\$14.29	\$8.00	Northeast Bancorp	NBN	ME	\$9.44	\$89	24.84	35.10	NA	NM	0.86	0.89	3.81	16.56	94.74	88.44	3.15	0.43	2.49	0.23	0.17	\$670,908
11.44	3.06			Median - Maine					12.71	11.58	...	10.75	1.09	1.24	3.60	8.95	54.90	55.77	9.02	0.94	1.82	0.27	1.22	\$1,355,416
35.00	7.88	\$9.05	\$5.62	1st Constitution Bancorp	FCCY	NJ	\$9.00	\$53	9.84	9.50	9.25	8.41	0.81	0.89	nm	6.89	0.00	59.87	8.73	0.64	2.99	0.37	1.29	\$796,158
51.96	(2.14)	\$14.62	\$8.93	Bancorp of New Jersey, Inc.	BKJ	NJ	\$13.70	\$71	17.79	18.51	nm	NM	1.32	1.32	1.75	9.88	23.38	55.19	7.62	0.80	1.51	0.12	1.20	\$548,793
(6.38)	(4.47)	\$10.99	\$8.71	BCB Bancorp, Inc.	BCBP	NJ	\$9.03	\$77	NM	18.27	NM	NM	0.92	0.92	5.32	7.23	NM	71.80	(2.22)	(0.18)	7.26	0.35	1.39	\$1,154,823
20.94	2.25	\$12.00	\$9.38	Center Bancorp, Inc.	CNBC	NJ	\$11.84	\$194	12.08	13.80	11.09	10.48	1.33	1.50	1.86	8.09	17.35	50.25	11.61	1.12	1.42	(0.02)	1.18	\$1,612,079
21.51	1.08	\$6.20	\$4.60	Community Partners Bancorp	CPBC	NJ	\$5.65	\$45	10.46	10.08	NM	NM	0.57	0.75	nm	8.81	0.00	64.06	5.40	0.70	3.27	0.15	1.35	\$705,130
17.77	(2.55)	\$11.00	\$8.16	Lakeland Bancorp, Inc.	LBAI	NJ	\$9.92	\$295	13.39	13.18	13.08	12.43	1.06	1.55	2.82	6.87	31.62	58.11	8.32	0.75	2.03	0.76	1.39	\$2,859,647
2.55	8.05	\$7.00	\$4.59	Parke Bancorp, Inc.	PKBK	NJ	\$5.37	\$29	5.25	5.75	4.85	4.60	0.44	0.44	nm	8.57	0.00	36.42	9.02	0.92	18.94	1.36	2.89	\$770,190
26.33	1.21	\$16.83	\$10.86	Peapack-Gladstone Financial Corporation	PGC	NJ	\$14.25	\$127	11.97	13.16	NM	NM	1.08	1.08	1.40	7.39	16.81	65.50	9.67	0.71	2.52	0.51	1.26	\$1,583,490
24.00	1.18	\$9.29	\$7.58	Somerset Hills Bancorp	SOMH	NJ	\$9.09	\$48	14.44	14.90	14.51	13.62	1.17	1.17	3.52	11.79	47.62	62.24	8.17	0.95	0.58	0.03	1.31	\$351,836
(24.85)	1.51	\$6.30	\$3.40	Stewardship Financial Corporation	SSFN	NJ	\$4.04	\$24	NM	NM	NM	NM	0.56	0.56	0.99	6.28	NM	64.97	(0.31)	(0.03)	7.96	2.50	2.87	\$683,812
26.13	2.26	\$3.73	\$2.21	Sun Bancorp, Inc.	SNBC	NJ	\$3.62	\$312	NM	NM	NM	NM	1.08	1.27	nm	7.81	NM	85.95	(9.03)	(0.86)	5.32	2.00	2.07	\$3,180,263
27.61	9.11	\$6.00	\$4.40	Sussex Bancorp	SBBX	NJ	\$5.87	\$20	14.68	26.46	NM	NM	0.48	0.52	0.00	7.65	0.00	73.99	3.34	0.27	8.63	1.25	1.97	\$504,294
(3.31)	(1.59)	\$6.67	\$5.50	Unity Bancorp, Inc.	UNTY	NJ	\$6.14	\$46	22.74	26.05	NM	NM	0.82	0.84	0.00	6.85	0.00	69.39	4.97	0.45	6.20	0.92	2.56	\$802,675
(13.21)	7.96	\$12.69	\$8.65	Valley National Bancorp	VLY	NJ	\$10.04	\$1,984	14.49	13.19	13.46	14.11	1.31	1.84	6.47	7.03	94.33	58.34	9.08	0.85	2.66	0.33	1.14	\$15,771,134
21.22	1.36			Median - New Jersey					13.39	13.49	12.08	11.45	0.99	1.00	1.80	7.52	16.81	63.15	7.89	0.70	3.13	0.44	1.37	\$799,417

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49.55	4.46	\$46.39	\$28.55	Alliance Financial Corporation	ALNC	NY	\$45.45	\$217	20.29	18.18	18.82	19.22	1.46	1.97	2.82	7.85	55.80	70.30	7.55	0.75	0.86	0.38	0.94	\$1,446,040
11.57	(0.96)	\$26.62	\$22.60	Arrow Financial Corporation	AROW	NY	\$24.71	\$297	13.41	13.60	13.83	13.53	1.70	1.99	4.05	7.47	53.20	58.68	12.97	1.12	0.66	0.05	1.32	\$2,040,515
27.25	2.88	\$27.32	\$19.30	Bank of New York Mellon Corporation	BK	NY	\$26.44	\$30,763	13.02	11.47	11.55	10.24	0.87	2.47	1.97	3.71	25.62	73.11	7.08	0.80	NA	0.07	0.57	\$358,990,000
10.72	1.34	\$9.20	\$6.29	Berkshire Bancorp Inc.	BERK	NY	\$8.31	\$120	10.65	10.85	NM	NM	0.90	0.90	1.93	15.63	0.00	68.97	9.19	1.30	1.35	0.00	4.38	\$847,271
3.44	1.08	\$24.80	\$18.68	Bridge Bancorp, Inc.	BDGE	NY	\$20.56	\$181	13.53	14.97	15.45	13.34	1.54	1.57	4.47	7.29	60.53	59.32	12.30	0.90	1.30	0.14	1.92	\$1,566,108
46.36	4.25	\$43.25	\$24.61	Citigroup Inc.	C	NY	\$41.24	\$124,912	16.90	12.75	8.97	8.03	0.67	NM	0.10	NA	1.64	69.32	4.17	0.41	NA	2.21	3.88	\$1,864,660,000
3.50	3.40	\$29.50	\$25.38	Community Bank System, Inc.	CBU	NY	\$28.29	\$1,120	14.29	13.53	13.54	13.09	1.24	2.17	3.82	7.19	53.03	56.67	9.25	1.12	0.93	0.22	1.12	\$7,570,373
39.17	3.23	\$18.70	\$11.83	Evans Bancorp, Inc.	EVBN	NY	\$16.00	\$67	8.99	8.68	9.11	10.36	0.90	1.01	3.00	8.28	24.72	70.69	10.34	0.96	2.31	0.25	1.71	\$799,308
22.85	2.95	\$19.52	\$15.22	Financial Institutions, Inc.	FISI	NY	\$19.18	\$264	12.37	11.03	10.33	10.02	1.13	1.44	3.34	7.05	34.84	57.31	9.36	0.94	0.69	0.35	1.46	\$2,653,319
(7.96)	4.41	\$10.35	\$7.08	First Niagara Financial Group, Inc.	FNFG	NY	\$8.28	\$2,920	18.82	NA	11.41	10.96	0.64	1.50	3.86	5.87	90.91	57.83	3.53	0.49	1.84	0.26	0.78	\$35,873,934
17.20	5.40	\$31.80	\$25.10	First of Long Island Corporation	FLIC	NY	\$29.85	\$268	13.33	15.09	12.69	11.87	1.30	1.30	3.35	9.99	41.96	56.12	10.30	0.99	0.64	0.12	1.64	\$2,053,167
(23.48)	(0.32)	\$22.49	\$14.17	Hudson Valley Holding Corp.	HVB	NY	\$15.52	\$305	NM	80.26	13.11	15.68	1.04	1.14	0.00	9.23	481.21	54.21	1.10	0.11	3.47	4.18	1.86	\$2,929,042
51.55	13.37	\$4.49	\$2.75	Interinvest Bancshares Corporation	IBCA	NY	\$4.41	\$95	9.19	8.87	NM	NM	0.51	0.51	0.00	11.19	0.00	36.24	6.00	0.66	7.99	0.20	2.54	\$1,665,792
(0.83)	(5.45)	\$12.50	\$10.05	Jeffersonville Bancorp	JFBC	NY	\$10.40	\$44	10.20	10.55	NM	NM	0.85	0.85	5.00	11.68	50.98	64.52	8.66	0.98	NA	0.56	1.98	\$441,132
36.93	5.62	\$46.87	\$30.83	JPMorgan Chase & Co.	JPM	NY	\$46.44	\$176,658	8.93	10.01	8.69	8.14	0.91	1.22	2.58	6.28	23.08	68.28	11.05	0.94	NA	1.25	2.99	\$2,359,141,000
31.70	4.94	\$105.33	\$76.92	M&T Bank Corporation	MTB	NY	\$103.33	\$13,250	13.70	12.51	12.37	11.60	1.42	2.33	2.71	7.17	37.14	55.92	10.61	1.29	NA	0.30	1.39	\$83,008,803
(6.23)	3.75	\$24.10	\$18.92	NBT Bancorp Inc.	NBTB	NY	\$21.03	\$710	12.75	12.01	12.42	12.09	1.23	1.74	3.80	6.97	48.48	64.15	10.01	0.96	1.12	0.50	1.66	\$6,028,916
21.01	5.13	\$75.24	\$56.76	Signature Bank	SBNY	NY	\$75.00	\$3,520	20.22	20.54	19.40	17.38	2.22	2.22	nm	9.63	0.00	37.08	11.96	1.15	1.24	0.34	1.12	\$16,459,254
11.40	7.35	\$10.58	\$8.30	Sterling Bancorp	STL	NY	\$9.78	\$303	15.05	15.92	15.28	13.36	1.30	1.44	3.68	7.84	55.38	71.41	9.00	0.79	0.80	0.52	1.32	\$2,699,725
21.01	7.71	\$16.90	\$11.03	Suffolk Bancorp	SUBK	NY	\$14.11	\$163	NM	NM	NM	NM	1.05	1.06	0.00	9.85	NM	83.41	(1.90)	(0.17)	4.25	3.55	2.72	\$1,569,105
5.43	3.18	\$43.13	\$35.82	Tompkins Financial Corporation	TMP	NY	\$40.90	\$587	16.29	12.76	12.92	12.01	1.34	1.80	3.72	6.77	57.37	62.56	8.65	0.80	2.16	0.26	0.91	\$4,924,786
4.82	3.12	\$10.98	\$9.65	VSB Bancorp, Inc.	VSBN	NY	\$10.25	\$18	15.30	NA	NM	NM	0.66	0.66	2.34	10.29	35.82	76.07	4.32	0.47	NA	(0.07)	2.14	\$269,704
14.39	3.57			Median - New York					13.47	12.75	12.69	12.01	1.09	1.44	3.00	7.84	41.96	63.35	9.10	0.92	1.27	0.28	1.65	\$2,676,522

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52 Wk Port (%)	YTD Port (%)	52 Wk High (\$)	52 Wk Low (\$)	Company Name	Ticker	State	Current Price (\$)	Market Cap (\$M)	LTM (x)	Price / Core Earnings LTM (x)	FY 13 (x)	FY 14 (x)	Price/ BVPS (x)	Price/ Tang. BVPS (x)	Div. Yield (%)	Tangible Equity + Assets (%)	Dividend Payout (%)	Efficiency Ratio (%)	LTM ROE (%)	LTM ROA (%)	NPAs/ Loans + OREO (%)	NCOs/ Avg. Loans (%)	Loan Loss Reserve/ Loans (%)	Assets (\$M)
22.55	0.12	\$17.00	\$13.88	ACNB Corporation	ACNB	PA	\$16.20	\$97	11.49	11.01	NM	NM	0.95	1.04	4.69	8.80	53.90	61.66	8.50	0.82	2.56	0.66	2.27	\$1,063,023
37.33	(1.00)	\$3.21	\$2.00	AmeriServ Financial, Inc.	ASRV	PA	\$2.98	\$57	12.42	12.44	NM	NM	0.63	0.73	0.00	7.95	0.00	86.83	5.42	0.62	0.76	0.10	1.82	\$1,002,281
13.24	(1.71)	\$23.44	\$19.14	Bryn Mawr Bank Corporation	BMTC	PA	\$21.89	\$293	13.85	13.00	13.82	12.13	1.46	1.96	2.92	8.47	39.87	63.38	10.96	1.16	1.72	0.16	1.04	\$1,814,529
1.84	2.86	\$22.48	\$16.79	Citizens & Northern Corporation	CZNC	PA	\$19.44	\$239	10.51	10.67	NM	11.35	1.31	1.40	4.94	13.39	45.41	51.44	12.91	1.74	1.67	0.16	1.00	\$1,286,907
13.18	3.79	\$18.20	\$14.24	CNB Financial Corporation	CCNE	PA	\$17.00	\$212	12.23	13.16	12.37	11.38	1.48	1.60	3.88	7.67	47.48	54.04	12.50	1.02	3.09	0.56	1.49	\$1,741,197
70.17	-	\$16.00	\$9.02	Codorus Valley Bancorp, Inc.	CVLY	PA	\$15.05	\$67	7.53	7.75	NM	NM	0.88	0.89	2.92	7.19	19.05	61.87	9.56	0.90	NA	0.16	1.26	\$1,059,737
(12.29)	6.67	\$28.00	\$19.16	Commercial National Financial Corporation	CNAF	PA	\$20.80	\$60	7.32	9.91	NM	NM	1.06	1.06	5.00	14.86	36.62	62.65	14.96	2.13	0.38	0.01	0.97	\$376,006
53.42	4.95	\$16.75	\$11.00	DNB Financial Corporation	DNBF	PA	\$16.27	\$44	9.30	9.58	NM	NM	1.03	1.04	1.23	6.79	10.29	64.65	9.85	0.84	3.37	0.32	1.63	\$626,193
48.12	5.28	\$25.00	\$15.45	Emclair Financial Corp.	EMCF	PA	\$21.95	\$38	10.55	12.80	NM	NM	0.91	1.03	3.28	7.08	33.65	66.55	8.01	0.80	NA	0.06	1.49	\$530,173
(4.98)	5.93	\$12.56	\$9.89	F.N.B. Corporation	FNB	PA	\$11.25	\$1,573	14.61	13.71	13.82	12.67	1.13	2.32	4.27	6.02	62.34	59.46	7.90	0.93	2.10	0.48	1.28	\$1,984,891
30.14	6.89	\$7.61	\$5.45	First Commonwealth Financial Corporation	FCF	PA	\$7.29	\$748	27.00	25.40	16.43	14.72	0.98	1.24	2.74	10.54	59.26	65.97	3.57	0.47	2.67	1.18	1.52	\$5,963,638
2.84	9.47	\$10.80	\$8.75	Fulton Financial Corporation	FULT	PA	\$10.52	\$2,096	13.15	13.49	12.30	11.69	1.01	1.36	3.04	9.67	37.50	58.09	7.79	0.98	NA	1.05	1.83	\$16,528,153
64.78	12.18	\$14.83	\$8.90	Metro Bancorp, Inc.	METR	PA	\$14.83	\$210	21.19	19.51	19.01	17.77	0.91	0.91	nm	9.09	0.00	73.98	4.40	0.41	4.13	0.61	1.69	\$2,538,361
57.84	(2.23)	\$11.50	\$7.10	Mid Penn Bancorp, Inc.	MPB	PA	\$10.94	\$38	8.29	8.54	NM	NM	0.81	0.83	1.83	6.35	15.15	69.89	9.36	0.72	2.78	0.23	1.33	\$723,504
15.22	4.18	\$9.85	\$8.18	National Penn Bancshares, Inc.	NPBC	PA	\$9.71	\$1,452	15.41	14.76	14.67	14.07	1.20	1.54	4.12	11.56	39.68	56.51	7.93	1.12	1.29	0.49	2.16	\$8,435,526
17.64	1.28	\$32.01	\$25.00	Norwood Financial Corp.	NWFL	PA	\$30.13	\$99	11.41	12.67	NM	NM	1.07	1.21	4.12	11.85	45.45	52.04	9.62	1.27	3.01	0.46	1.11	\$698,697
35.04	11.93	\$11.29	\$7.45	Orrstown Financial Services, Inc.	ORRF	PA	\$10.79	\$87	NM	NM	NM	NM	1.00	1.01	0.00	6.81	NM	69.86	(55.57)	(4.88)	7.91	6.86	4.52	\$1,269,319
10.65	6.44	\$45.42	\$35.70	Penns Woods Bancorp, Inc.	PWOD	PA	\$39.82	\$153	10.79	11.76	NM	NM	1.63	1.68	4.72	10.83	50.68	50.60	16.43	1.78	3.98	0.34	1.54	\$840,606
3.92	6.35	\$67.89	\$53.36	PNC Financial Services Group, Inc.	PNC	PA	\$62.01	\$32,741	11.70	NA	9.47	9.12	0.92	NM	2.58	NA	29.25	66.88	7.49	1.02	NA	0.72	2.13	\$305,107,000
25.74	3.87	\$2.42	\$1.65	Republic First Bancorp, Inc.	FRBK	PA	\$2.15	\$56	NM	NA	17.76	21.14	0.81	0.81	nm	7.13	NM	96.21	(28.75)	(2.11)	4.63	2.22	1.57	\$966,990
(19.33)	0.84	\$3.09	\$0.95	Royal Bancshares of Pennsylvania, Inc.	RBPA	PA	\$1.21	\$17	NM	NM	NM	NM	0.44	0.44	0.00	4.44	NM	105.63	(12.50)	(1.12)	14.24	1.47	5.04	\$801,681
(6.73)	1.49	\$23.34	\$15.68	S&T Bancorp, Inc.	STBA	PA	\$18.34	\$545	15.54	13.75	15.12	12.93	1.02	1.55	3.27	8.32	50.85	59.88	7.12	0.87	3.19	0.83	1.41	\$4,422,258
25.70	7.11	\$11.27	\$8.73	Susquehanna Bancshares, Inc.	SUSQ	PA	\$11.23	\$2,093	17.01	12.82	13.63	12.07	0.81	1.65	2.49	7.57	25.76	60.30	4.85	0.70	1.63	0.66	1.47	\$18,106,730
17.51	1.64	\$18.68	\$14.69	Univest Corporation of Pennsylvania	UVSP	PA	\$17.38	\$291	13.90	14.10	15.08	13.45	1.03	1.31	4.60	10.25	64.00	62.30	7.59	0.96	3.24	1.01	1.84	\$2,232,081
17.51	4.18			Median - Pennsylvania					12.32	12.82	14.25	12.67	1.01	1.23	3.04	8.13	38.59	62.65	7.90	0.90	3.01	0.49	1.52	\$1,286,907
15.14	(0.27)	\$27.75	\$22.53	Washington Trust Bancorp, Inc.	WASH	RI	\$26.24	\$430	12.80	13.02	11.99	11.86	1.44	1.84	4.60	7.84	44.88	64.42	11.69	1.12	1.64	0.09	1.34	\$3,048,868
15.14	(0.27)			Median - Rhode Island					12.80	13.02	11.99	11.86	1.44	1.84	4.60	7.84	44.88	64.42	11.69	1.12	1.64	0.09	1.34	\$3,048,868
1.95	5.42	\$30.48	\$25.07	Merchants Bancshares, Inc.	MBVT	VT	\$28.22	\$177	11.71	12.49	11.46	11.21	1.42	1.42	3.97	7.00	46.47	66.53	13.55	0.93	0.26	(0.00)	1.07	\$1,685,836
8.92	(0.67)	\$21.00	\$18.70	Union Bankshares, Inc.	UNB	VT	\$19.41	\$86	12.60	13.58	nm	nm	1.92	2.09	5.15	7.21	64.94	73.50	16.41	1.21	NA	NA	NA	\$577,300
5.44	2.38			Median - Vermont					12.16	13.03	11.46	11.21	1.67	1.76	4.56	7.10	55.70	70.01	14.98	1.07	0.26	(0.00)	1.07	\$1,131,568
16.44	3.50			Average					14.05	15.45	13.09	12.41	1.07	1.32	2.79	8.41	41.48	65.22	6.30	0.67	3.30	0.70	1.70	\$76,443,133
15.74	3.23			Median					13.33	13.16	13.09	12.07	1.05	1.29	2.92	7.82	36.88	64.15	8.66	0.87	2.31	0.34	1.48	\$1,665,792

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For more information about Mercer Capital, visit www.mercercapital.com.

Contact Us

Jeff K. Davis, CFA
615.345.0350
jeffdavis@mercercapital.com

Andrew K. Gibbs, CFA, CPA/ABV
901.322.9726
gibbsa@mercercapital.com

Jay D. Wilson, Jr., CFA, CBA
901.322.9725
wilsonj@mercercapital.com

Mercer Capital
5100 Poplar Avenue, Suite 2600
Memphis, Tennessee 38137
901.685.2120 (P)

www.mercercapital.com