



**2015 Sterne Agee Financial Institutions
Investor Conference**

NASDAQ: SAL

enriching.

Investor Information

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Forward Looking Statements

This presentation contains certain statements that may be considered “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Actual results, performance or achievements of Salisbury may differ materially from those discussed in these forward-looking statements. We refer you to the documents Salisbury files from time to time with the Securities and Exchange Commission, especially the Company’s last filed Form 10-K and Form 10-Q. These documents contain and identify important factors that could cause actual results to differ materially from those contained in our projections or forward-looking statements. You should carefully review all of these factors, and you should be aware that there may be other factors that could cause these differences. These forward-looking statements were based on information, plans and estimates at the date of this presentation, and Salisbury assumes no obligation to update forward-looking statements to reflect changes in underlying assumptions or factors, new information, future events or other changes.

Unaudited data

All of the financial data presented herein is unaudited.

Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.

Investment Highlights

- Valuable franchise
 - ✓ Loyal customer base
 - ✓ Profitable Trust and Wealth Advisory division
 - ✓ Solid reputation and name recognition
 - ✓ Affluent market demographics
 - ✓ Progressively becoming the community bank of choice in counties of operation
- Demonstrated organic growth and a proven acquirer
 - ✓ Profitably expanding current branch footprint through de novo branching, strategic branch and whole bank acquisitions
 - ✓ Strategic initiatives providing scale and diversification
- Engaged and experienced management team and board
 - ✓ CEO with 33 years of experience with the Bank
 - ✓ Management team with a combined 224 years of industry experience
- Committed to a strong regulatory capital position
- Consistent dividend and high dividend yield
 - ✓ 20 plus year history of dividend payments
 - ✓ Dividend yield is one of the highest among banks in our region
- Salisbury stock trading around tangible book value provides for good entry point in light of strategic initiatives to date and overall franchise value relative to peers

Who We Are

Corporate Overview

- Full service community bank offering consumer and business banking products and services as well as trust and wealth advisory services with roots dating back to 1848
- Approximately \$ 855 million in total assets, \$715 million in total deposits, \$ 673 million in net loans, \$385 million in total AUM
- Large operating footprint with 13 banking locations across four affluent counties in CT, MA and NY (“Operating Counties”)
- #2 community bank in combined four counties served
- Achieved meaningful scale, loan diversification and cross sale opportunities with recent Riverside Bank acquisition
- 167 full-time employees
- Market Capitalization: ~ \$77 million (as of 2/6/15)
- 20 plus year history of dividend payments

Key Statistics

Financial Information (as of or for year ending Dec. 31, 2014 unaudited)

Total Assets (\$000s)	\$855,427
Net Loans (\$000s)	\$673,330
Total Deposits (\$000s)	\$715,426
Shareholder’s Equity (\$000s)	\$101,821
Tangible Book Value per Share (\$)	\$25.84
Assets Under Management (\$000s)	\$385,316
Net Income (\$000s excluding 1 time expenses)	\$4,041
EPS (\$ - excluding 1 time expenses)	\$2.26
FTEs	167

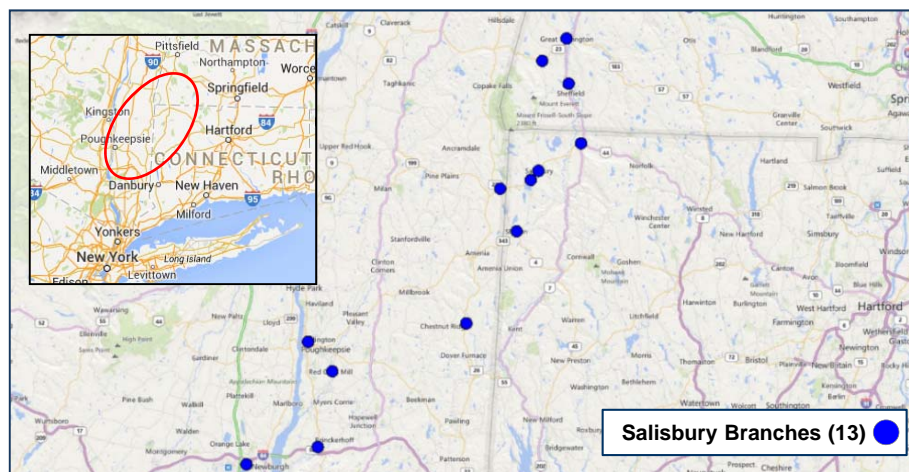
Stock and Dividend Information (as of February 6, 2015)

Stock Price (\$)	\$28.19
Market Capitalization (\$MMs)	\$76.7
Price/ Tangible Book Value (%)	109.1
Common Dividend (%)	\$1.12
Dividend Yield (%)	3.97%

Source: SNL Financial

Note: Deposit data as of June 30, 2014 for Salisbury and Riverside combined; Grey italics indicate super regional and money center institutions

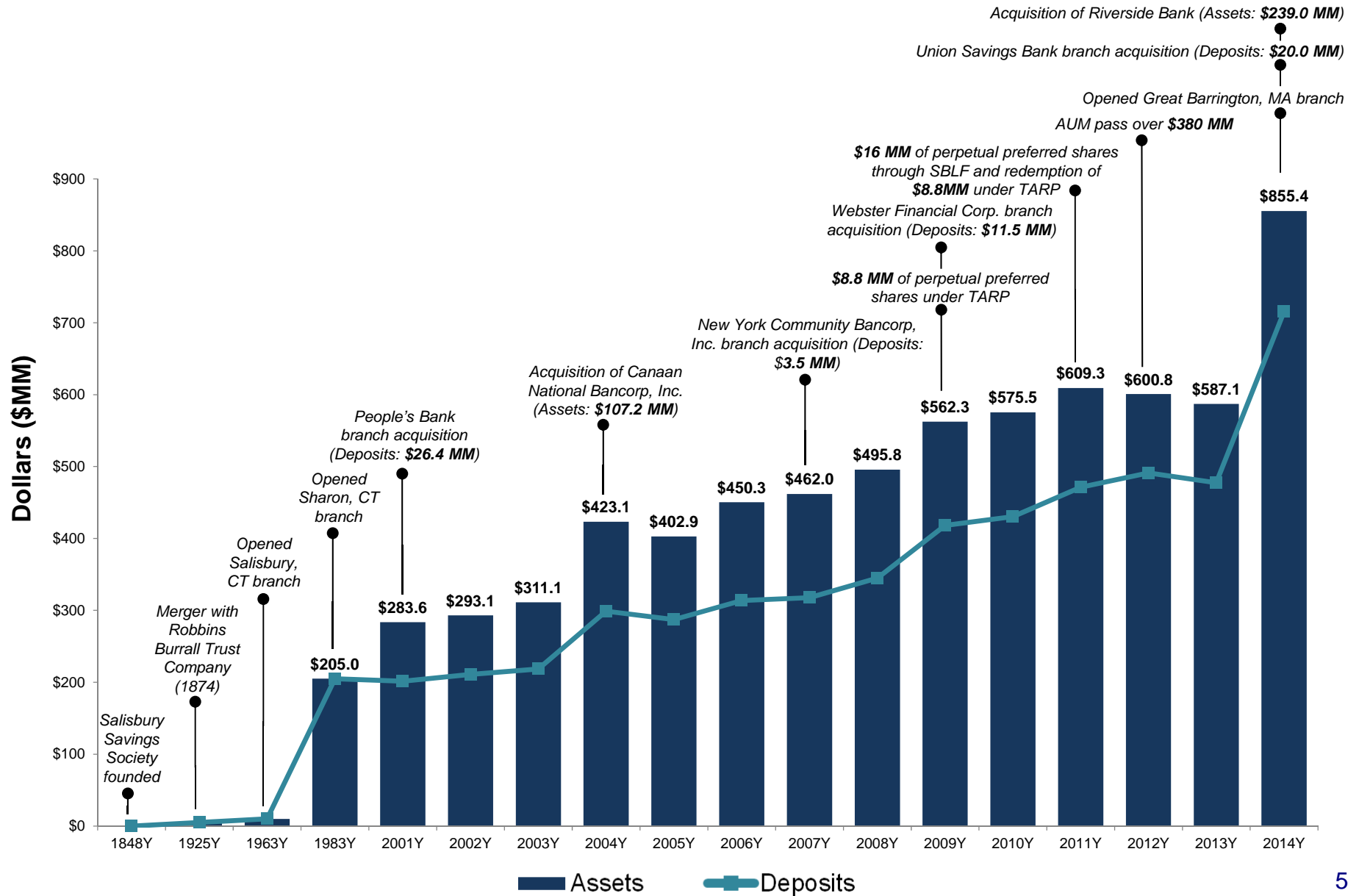
Branch Footprint



Operating Counties – Deposit Market Share

Rank	Company Name	June 30, 2014 (%)
1	<i>Toronto-Dominion Bank</i>	9.35
2	Berkshire Hills Bancorp Inc.	8.41
3	<i>JPMorgan Chase & Co.</i>	8.11
4	<i>KeyCorp</i>	6.56
5	<i>M&T Bank Corp.</i>	5.58
6	<i>Royal Bank of Scotland Group Plc</i>	5.12
7	<i>Bank of America Corp.</i>	4.59
8	Salisbury Bancorp Inc.	4.01
9	Webster Financial Corp.	3.91
10	Torrington Savings Bank	3.20
11	Rhinebeck Bancorp MHC	3.06
12	Orange County Bancorp Inc.	3.00

History of Our Business





Experienced Management Team

	<i>Years with SAL</i>	<i>Years in Banking/ Financial Service</i>
Richard J. Cantele, Jr. - President and Chief Executive Officer <ul style="list-style-type: none"> Joined the Company in 1981, served as President and Director since 2005, became CEO in 2009 Formerly Salisbury Bank President and COO 	33	33
Donald E. White - Executive Vice President and Chief Financial Officer <ul style="list-style-type: none"> Served as Executive Vice President and CFO since April 2013 Previously served as a Managing Director with Sandler O'Neill + Partners 	2	33
Richard P. Kelly - Executive Vice President and Chief Credit Officer <ul style="list-style-type: none"> Joined the Company in 2013 Prior experience includes Berkshire Bank and Community Bank N.A. 	2	33
John M. Davies – Regional President for New York and Chief Lending Officer <ul style="list-style-type: none"> Former President and CEO of Riverside Bank Prior experience includes M&T Bank and Bank of New York 		30
Todd M. Clinton – Executive Vice President, Chief Risk Officer <ul style="list-style-type: none"> Joined the Company in 1987 Prior experience includes First National Bank of America (NY) 	27	33
Betsy A. Summerville – Executive Vice President, Chief Retail Officer <ul style="list-style-type: none"> Joined the Company in 2004 Prior experience includes North American Bank (CT), New England Bank and Trust Company (CT), and National Commercial Bank and Trust Company (NY) 	10	37
Steve Essex – Senior Vice President, Trust Wealth Advisory Services <ul style="list-style-type: none"> Joined the Company in 2009 Prior experience includes Connecticut National Bank 	6	25

Strategic Objectives

- Continue to expand existing client relationships by enhancing share of wallet
- Continue to profitably expand current branch footprint
- Strategic acquisitions
 - ✓ Wealth advisory
 - ✓ Branches
 - ✓ Whole bank
- Optimize net interest margin
- Continue revenue growth and diversification
- Innovations for customer service and convenience
- Augment equity capital to facilitate continued growth and possible redemption of SBLF

Key Accomplishments

**Great Barrington, MA Branch
Opened (5/5/2014)**

- ✓ Expanded branch footprint
- ✓ Opened 9th branch, 3rd in Berkshire County
- ✓ Location includes sufficient parking and drive-up capabilities
- ✓ Branch offers unique position for success, given the people, size, service, and location

**Union Savings Branch
Acquisition, Sharon, CT
(6/6/2014)**

- ✓ Acquired approximately \$20 million in deposits
- ✓ Consolidated existing branch with improved location and facility
- ✓ Acquisition offered significant market share growth
- ✓ Acquisition was accretive to earnings in 2014
- ✓ Market share growth from 54% to approximately 76%

**Riverside Bank Acquisition
(12/5/2014)**

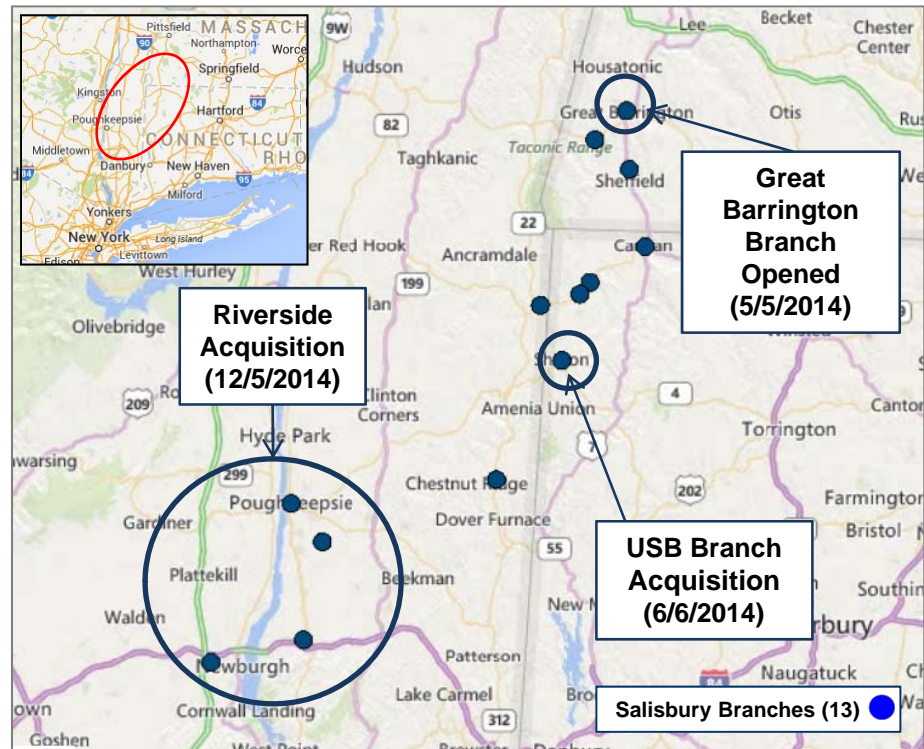
- ✓ Increased SAL assets by over 35%
- ✓ Furthered loan portfolio diversification into more commercial exposures, increased total yield on loans
- ✓ Significant cross-sale opportunities through SAL's established residential lending, trust and wealth management platform and Riverside's commercial concentration
- ✓ Significant EPS accretion
- ✓ TCE capital accretive

A Prominent Community Banking Franchise

Operating Counties – Deposit Market Share

Rank	Company Name	City	State	Total Active Branches 2014	Total Deposits 2014 (\$000)	Market Share 2014 (%)
1	Toronto-Dominion Bank	Toronto	-	25	1,668,056	9.35
2	Berkshire Hills Bancorp Inc.	Pittsfield	MA	17	1,499,396	8.41
3	JPMorgan Chase & Co.	New York	NY	32	1,446,483	8.11
4	KeyCorp	Cleveland	OH	16	1,170,777	6.56
5	M&T Bank Corp.	Buffalo	NY	20	994,946	5.58
6	Royal Bank of Scotland Group Plc	Edinburgh	-	13	913,564	5.12
7	Bank of America Corp.	Charlotte	NC	17	818,206	4.59
8	Salisbury Bancorp Inc.	Lakeville	CT	13	714,740	4.01
9	Webster Financial Corp.	Waterbury	CT	11	697,049	3.91
10	Torrington Savings Bank	Torrington	CT	7	571,057	3.20
11	Rhinebeck Bancorp MHC	Poughkeepsie	NY	12	545,980	3.06
12	Orange County Bancorp Inc.	Middletown	NY	9	535,681	3.00
13	Sterling Bancorp	Montebello	NY	7	520,688	2.92
14	Union Savings Bank	Danbury	CT	11	518,808	2.91
15	Thomaston Savings Bank	Thomaston	CT	6	491,083	2.75
16	Wells Fargo & Co.	San Francisco	CA	7	472,031	2.65
17	First Niagara Financial Group Inc.	Buffalo	NY	8	431,712	2.42
18	Walden Savings Bank	Montgomery	NY	10	390,194	2.19
19	Mountaineer Financial MHC	North Adams	MA	3	353,107	1.98
20	Connecticut Mutual Holding Co.	Winsted	CT	9	317,275	1.78
21	Adams Community Bank	Adams	MA	7	316,842	1.78
22	People's United Financial Inc.	Bridgeport	CT	11	247,260	1.39
23	Berkshire Financial Services Inc.	Lee	MA	5	200,259	1.12
24	Pittsfield Co-operative Bank	Pittsfield	MA	4	190,857	1.07
25	Millbrook Bank System Inc.	Millbrook	NY	4	176,990	0.99
Total For Institutions in Market				340	17,836,064	

Operating Counties – Deposit Market Share

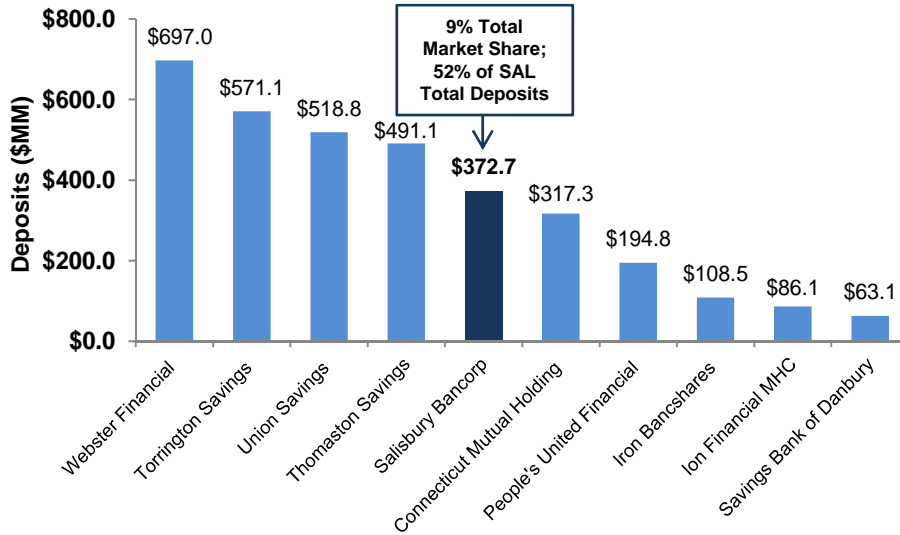


Key Highlights

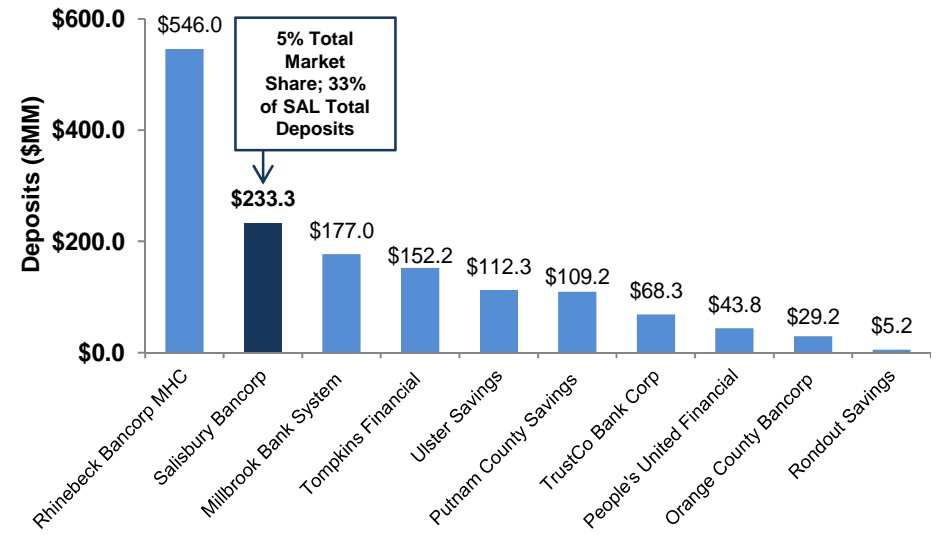
- Top 10 bank in combined four counties of operation (“Operating Counties”); #2 excluding money center and super regional institutions by market share
- Significant opportunities exist to gain market share from larger banking institutions
- Operating area supported by attractive, affluent demographics; extensive relationships with our customers

Top 10 Community Bank in Operating Counties

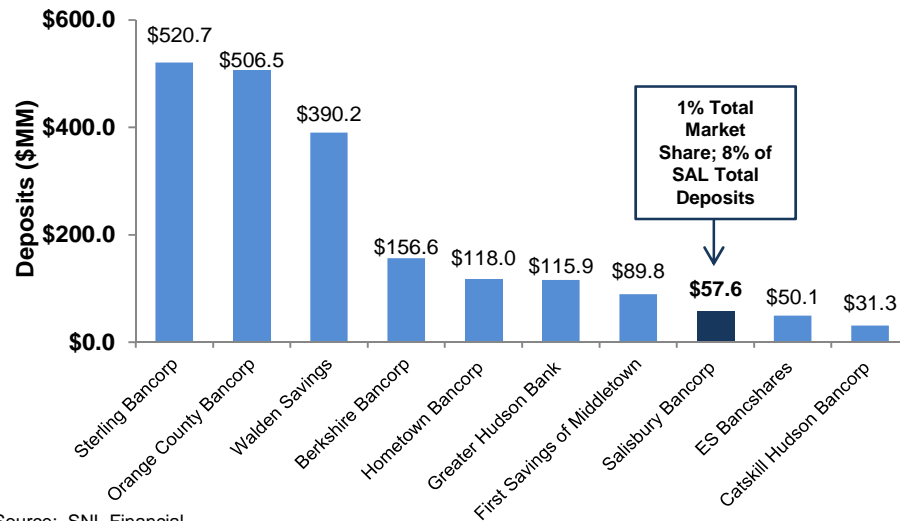
Litchfield, CT Community Bank Market Share



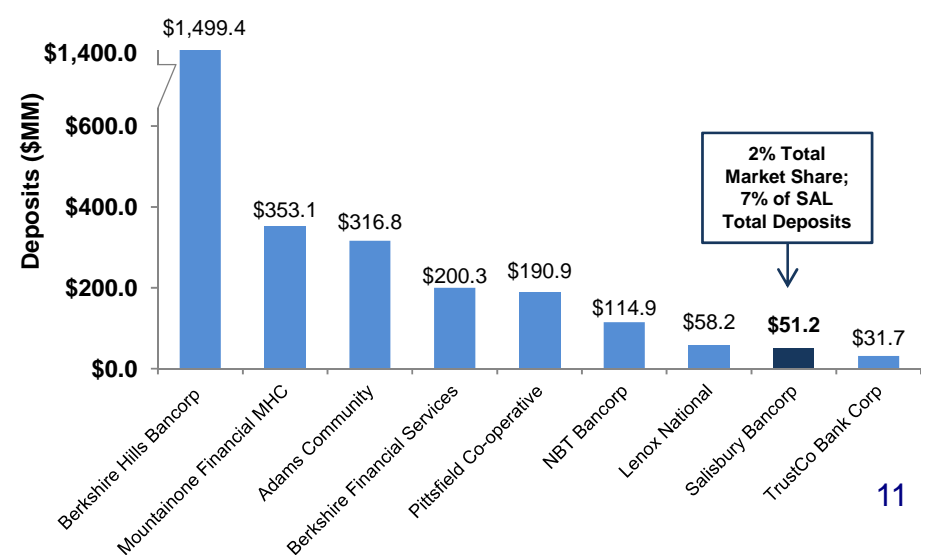
Dutchess, NY Community Bank Market Share



Orange, NY Community Bank Market Share



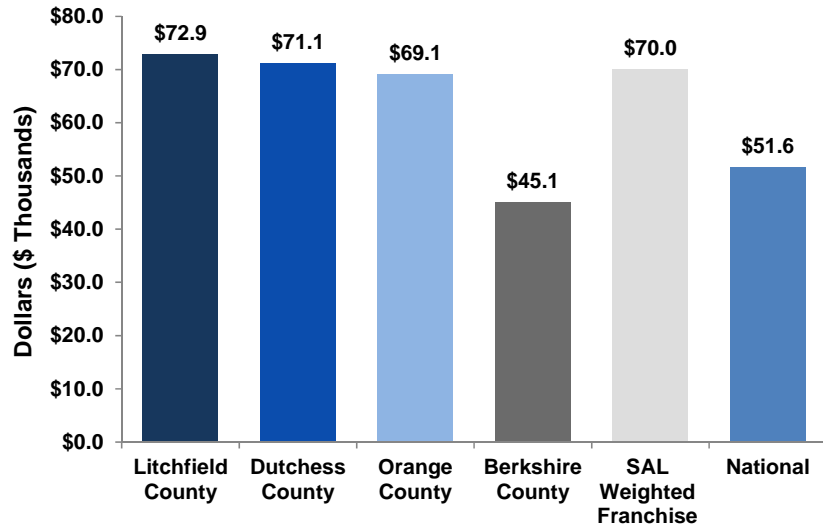
Berkshire, MA Community Bank Market Share



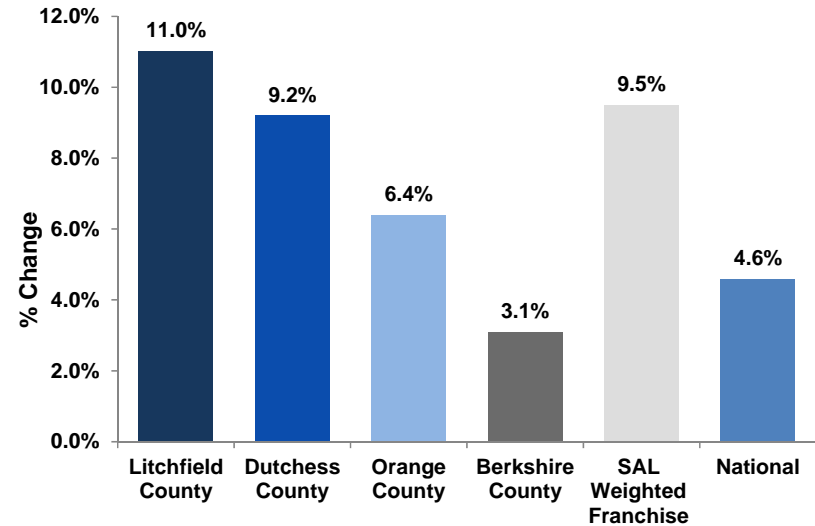
Source: SNL Financial

Note: Deposit data as of June 30, 2014 for Salisbury and Riverside combined

Median Household Income



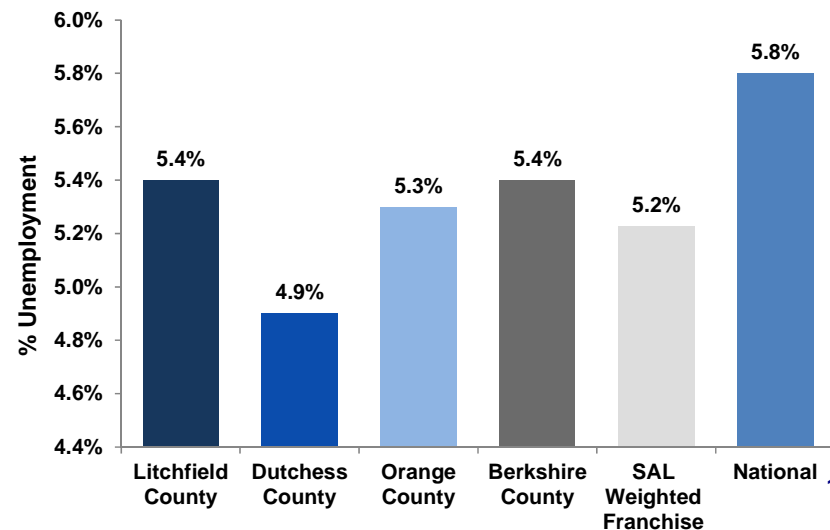
Projected Household Income Growth



Commentary

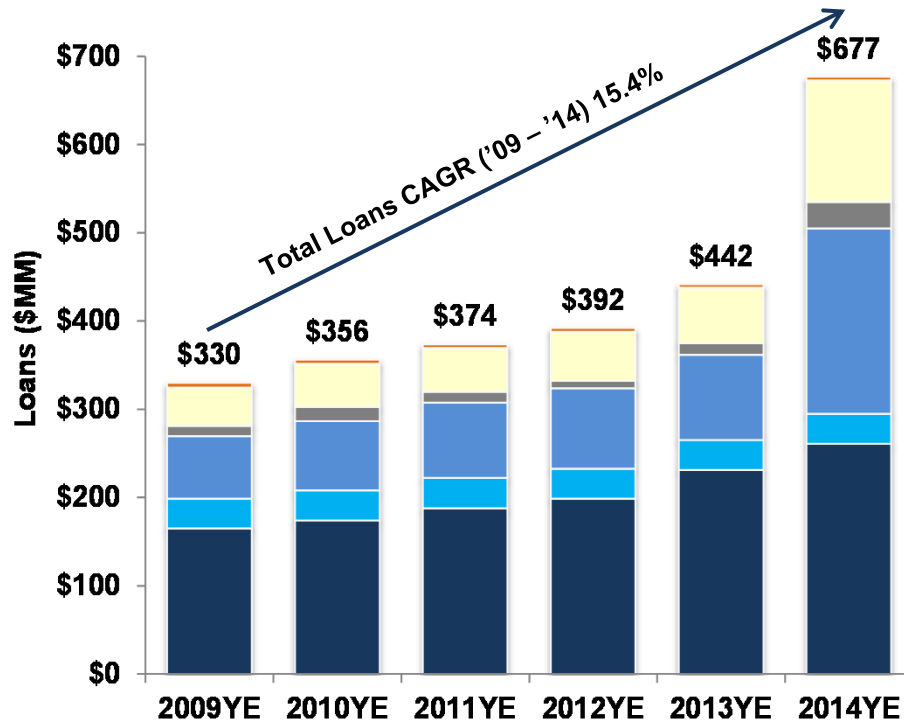
- Litchfield County’s prestigious private and public school systems attract affluent individuals to the county
- Litchfield County’s median household income is 7% higher than the CT average; projected household growth is nearly double the CT average
- Dutchess County’s median household income is 23% higher than the NY average
- Orange County’s homeownership rate is nearly 28% higher than the NY average

Unemployment Rate



Source: SNL Financial, Nielsen
 Note: SAL Weighted Franchise based on Salisbury’s June 30, 2014 county deposit market share

Loan Portfolio Composition



(Dollars in Millions)	2009YE	2010YE	2011YE	2012YE	2013YE	2014YE	CAGR Since '09
1-4 Family	\$165	\$174	\$188	\$199	\$231	\$261	9.6%
Home Equity	\$34	\$34	\$35	\$34	\$34	\$34	0.3%
CRE & Multifam.	\$71	\$78	\$85	\$91	\$97	\$210	24.3%
Construction	\$12	\$16	\$12	\$8	\$13	\$30	21.1%
Commercial, Financial, Agricultural	\$44	\$49	\$50	\$56	\$63	\$138	26.0%
Other Consumer	\$6	\$5	\$4	\$4	\$4	\$4	-6.3%
Total Loans	\$330	\$356	\$374	\$392	\$442	\$677	15.4%

Lending Strategy

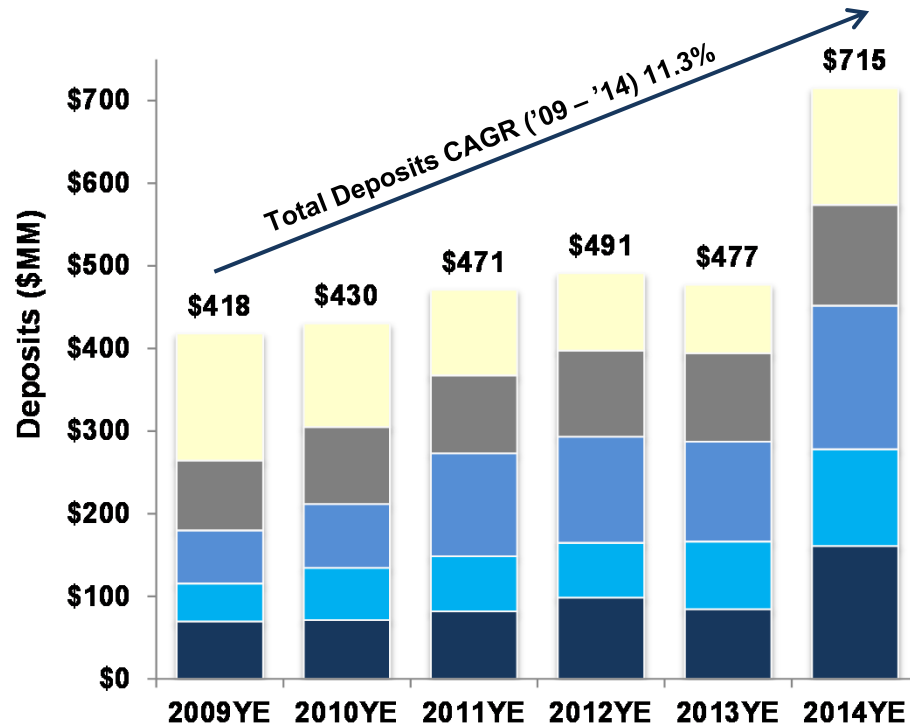
Residential & Consumer:

- Relationship oriented approach to lending differentiates Salisbury in a market crowded by larger institutions
- Residential and consumer lending growth leverages our attractive demographic market area
 - ✓ Affluent home market
 - ✓ High credit scores
 - ✓ Complimentary demand for products and services
- Seasoned team of mortgage lenders

Commercial:

- Seasoned Commercial Lenders
 - ✓ 20 years average experience
- Riverside acquisition completed December 5, 2014, meaningfully increased our commercial concentration
 - ✓ 35% in Q3 2014 to 54% Q4 2014
 - ✓ Improved overall yield on total loans
 - ✓ Significant cross referral opportunities
 - ✓ Former CEO of Riverside named President for New York Region and Chief Lending Officer of SAL

Deposit Composition

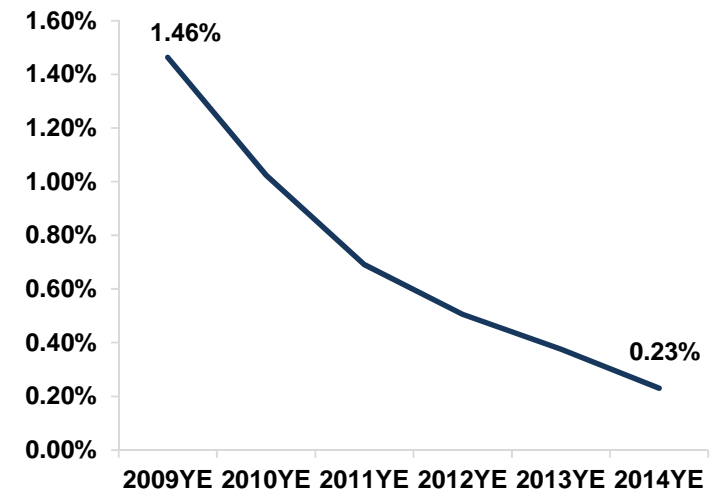


Deposit Strategy

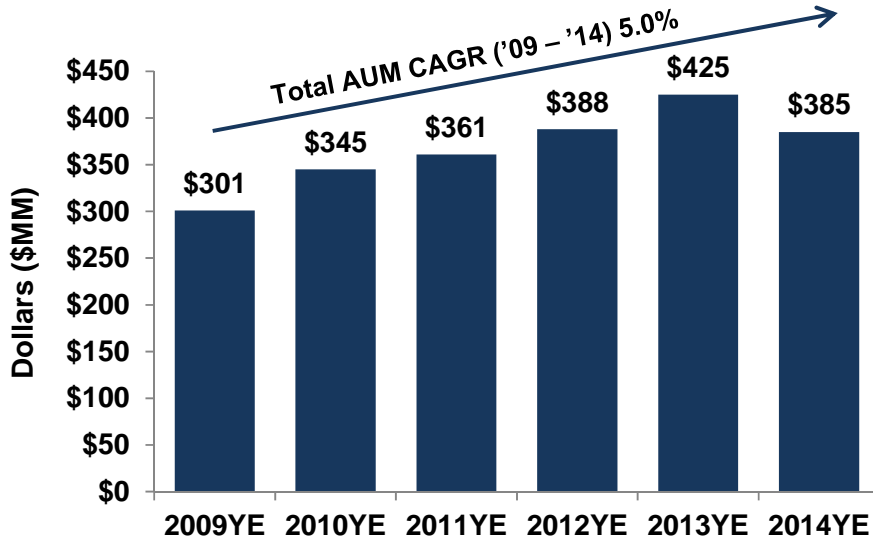
- Business model relies on core and other local deposits
- Consistent emphasis on growing core deposits, which represented 93% of total deposits at December 31, 2014
- Overall cost of deposits at 0.23% as of December 31, 2014
- Strong growth in our non-interest bearing deposit portfolio

(Dollars in Millions)	2009YE	2010YE	2011YE	2012YE	2013YE	2014YE	CAGR Since '09
■ NIB Deposits	\$70	\$72	\$82	\$99	\$85	\$161	18.1%
■ IB Demand	\$46	\$63	\$66	\$66	\$82	\$117	20.7%
■ Money Market	\$64	\$77	\$125	\$129	\$121	\$174	22.0%
■ Savings & Other	\$85	\$93	\$95	\$104	\$107	\$122	7.6%
■ CD's	\$154	\$125	\$104	\$94	\$83	\$141	-1.7%
Total Deposits	\$418	\$430	\$471	\$491	\$477	\$715	11.3%

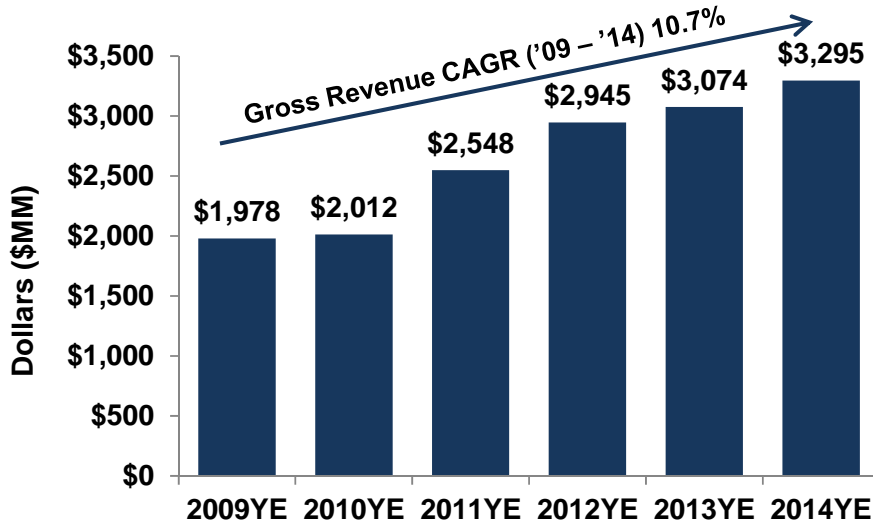
Cost of Total Deposits



Assets Under Management



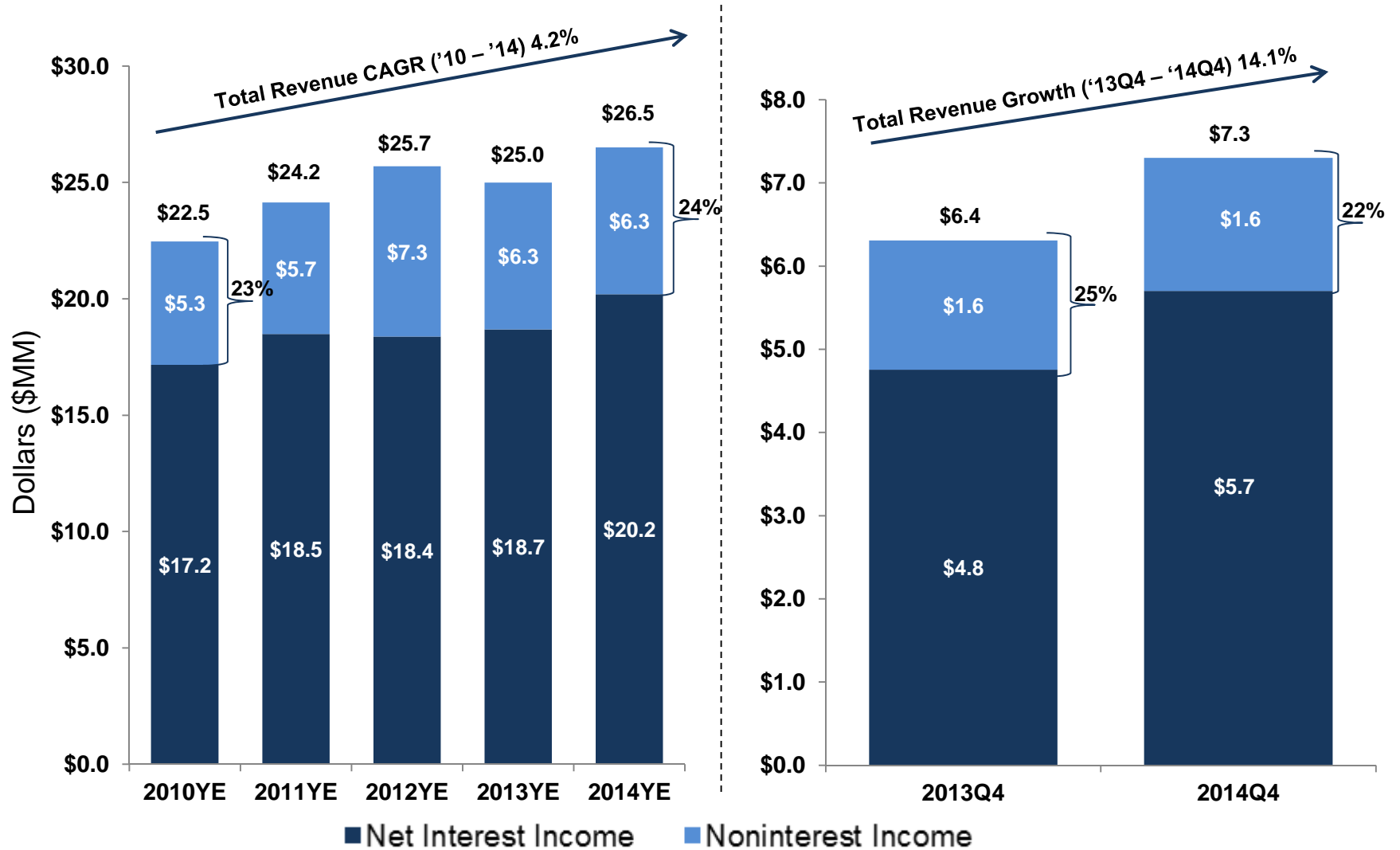
Gross Revenue: Trust and Wealth Advisory



Asset Management Strategy

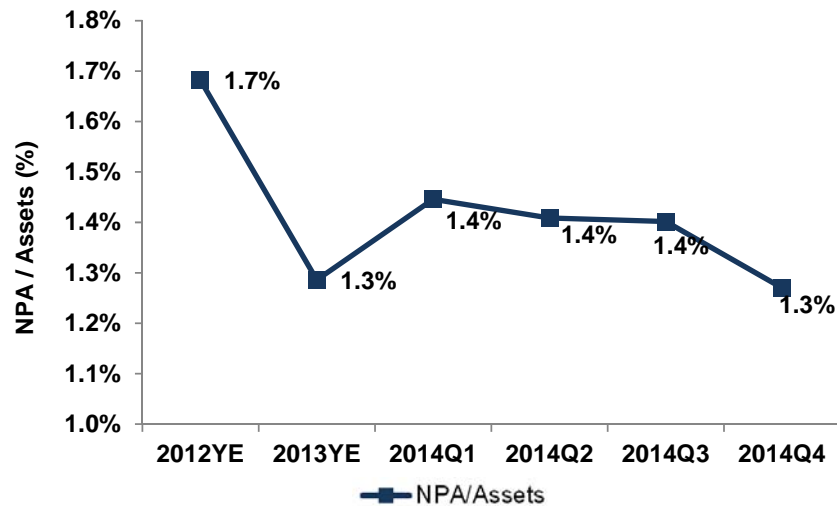
- Trust revenue grew 7% year over year
- Over 100 years of continuous operation
- Serve more than 500 families
- Future growth is expected to continue given an increasing high net worth population
- We have extensive intangible relationships with our customers to maintain strong business retention
- Solid results and consistent growth year after year

Net Interest Income and Noninterest Income



Source: SNL Financial; SAL 2014YE figures are unaudited

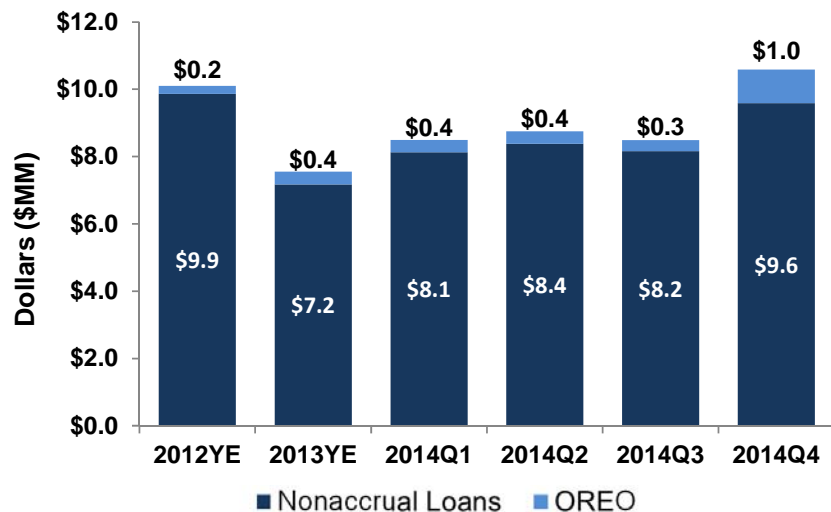
NPA / Assets



Prudent Credit Culture

- Asset quality remains a top priority
- As a customer-centric, relationship-oriented community bank we lend to borrowers we know
- Experienced relationship managers
- We are focused on reducing NPAs and improving risk profile
- Prudent underwriting practices
 - ✓ Senior management is highly disciplined in the oversight of risk in our lending portfolio
 - ✓ Deep knowledge of sectors & industries
- Independent loan review function

Nonaccrual Loans

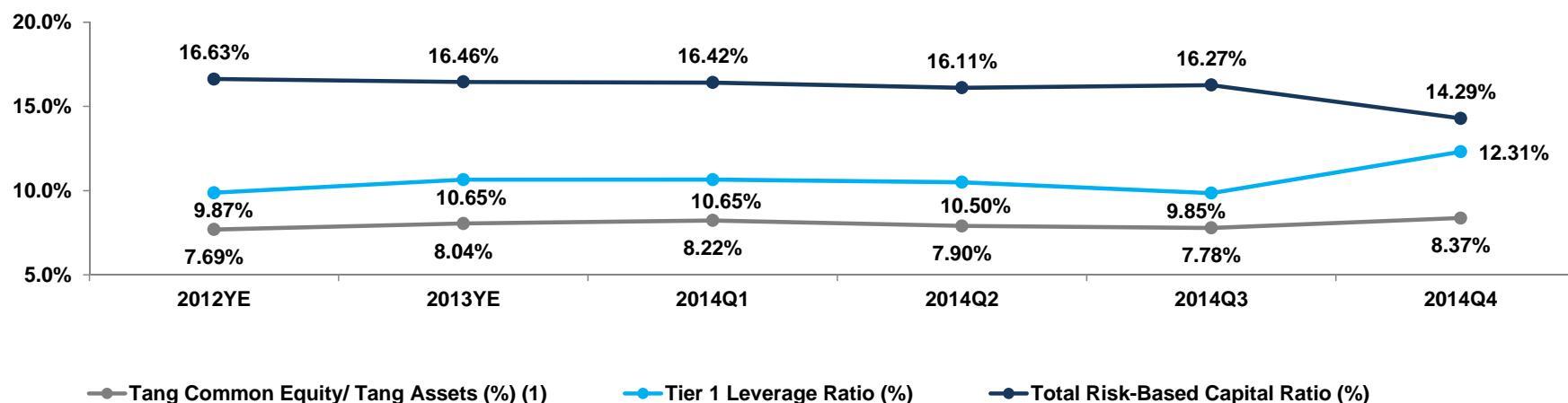


Source: SNL Financial; SAL 2014YE figures are unaudited

Strong Regulatory Capital Position

- Solid capital position
- Internally generated capital growth
- Riverside merger resulted in TCE capital accretion for Salisbury
- Exceed all “well-capitalized” measures
- Small Business Lending Fund (SBLF)
 - ✓ \$16.0 million preferred
 - ✓ Dividend rate 1% through Q1 2016
 - ✓ Dividend rate increases to 9% thereafter`

Capital Ratios

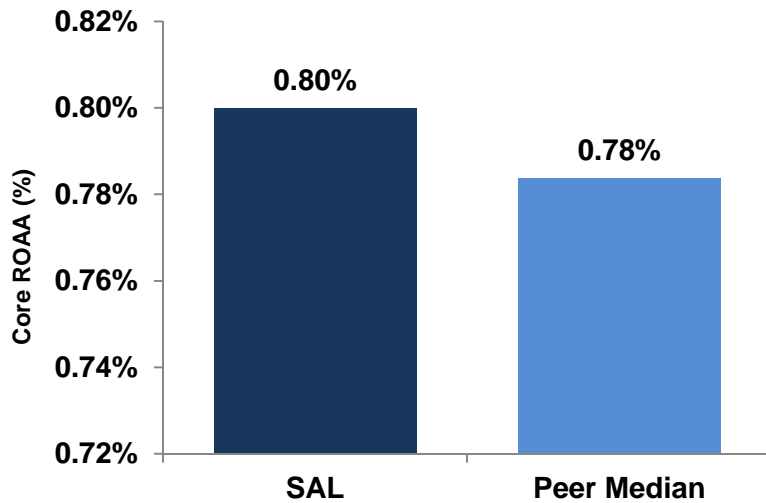


	2012YE	2013YE	2014Q1	2014Q2	2014Q3	2014Q4	Basel III "Well Capitalized"
Tang Common Equity/ Tang Assets (%) ⁽¹⁾	7.69%	8.04%	8.22%	7.90%	7.78%	8.37%	-
Tier 1 Leverage Ratio (%)	9.87%	10.65%	10.65%	10.50%	9.85%	12.31%	5.00%
Total Risk-Based Capital Ratio (%)	16.63%	16.46%	16.42%	16.11%	16.27%	14.29%	10.00%

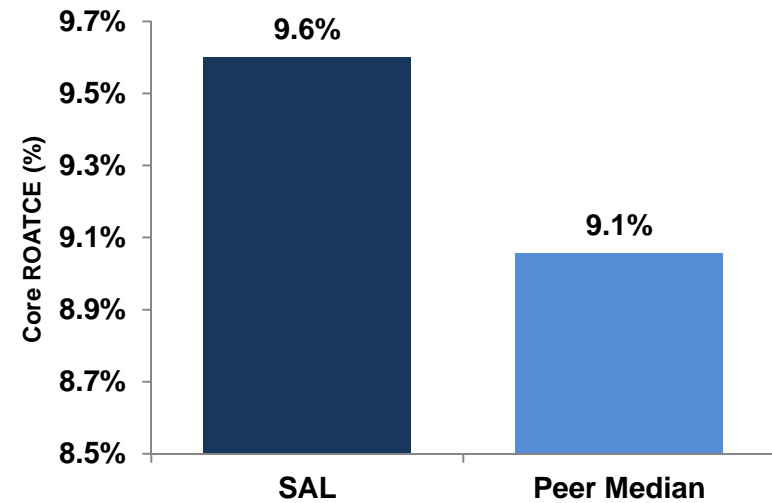
Source: SNL Financial; SAL 2014YE figures are unaudited
 (1) Non-GAAP

How Do We Compare?

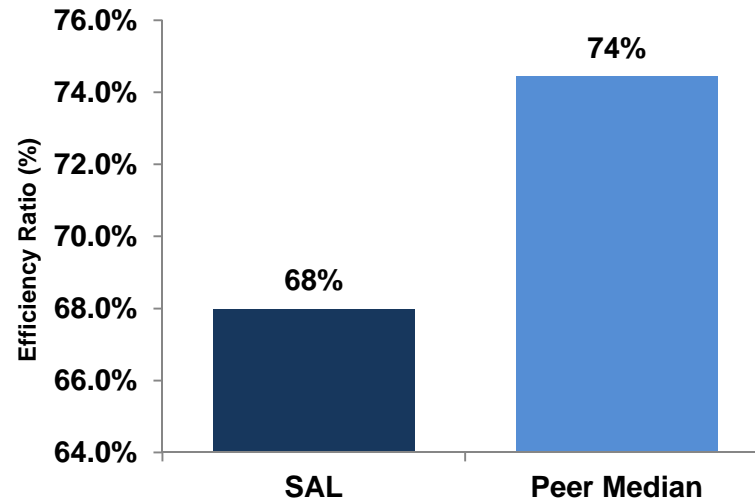
Core ROAA⁽¹⁾



Core ROATCE⁽¹⁾



Core Efficiency⁽¹⁾



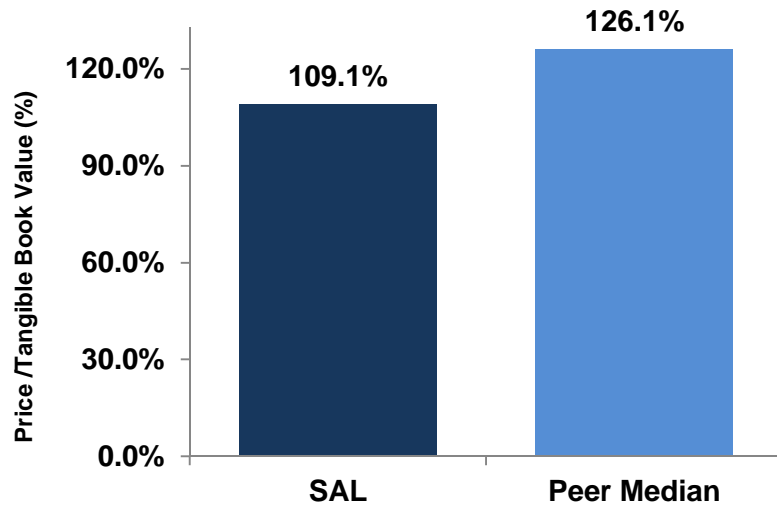
Source: SNL Financial; data as of most recent quarter

Peers defined as New England and NY public banks with approximately \$625 million to \$1.5 billion in Assets and a TCE/TA ratio below 11.0%

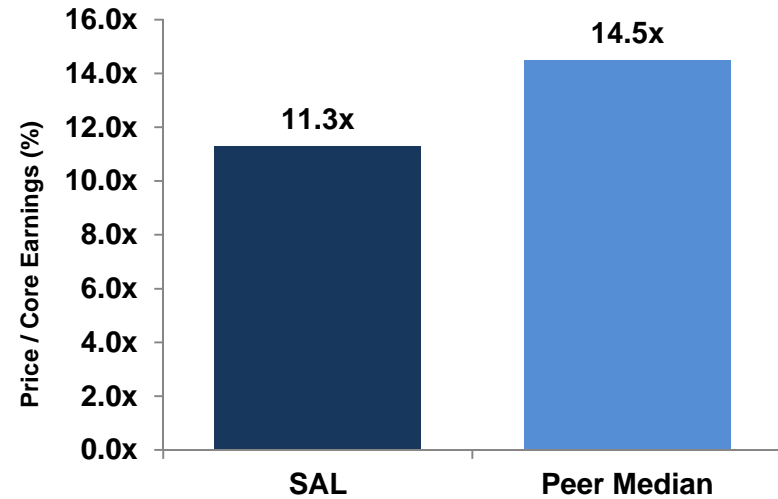
(1) Estimates only, as noted in SAL-Riverside 3/19/14 Merger Presentation; Pro forma profitability metrics assume fully integrated phase in of cost savings and acquisition adjustments of Riverside merger and are illustrative in nature

How Do We Compare?

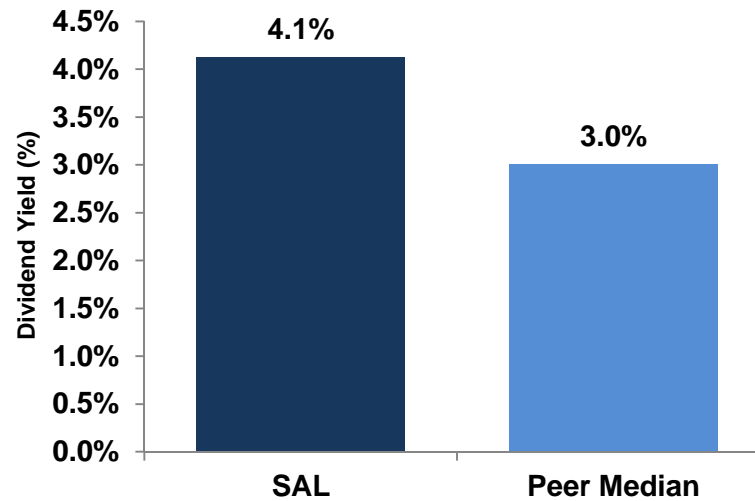
Price / Tangible Book Value⁽¹⁾



Price / Core MRQ EPS⁽¹⁾



Dividend Yield⁽¹⁾



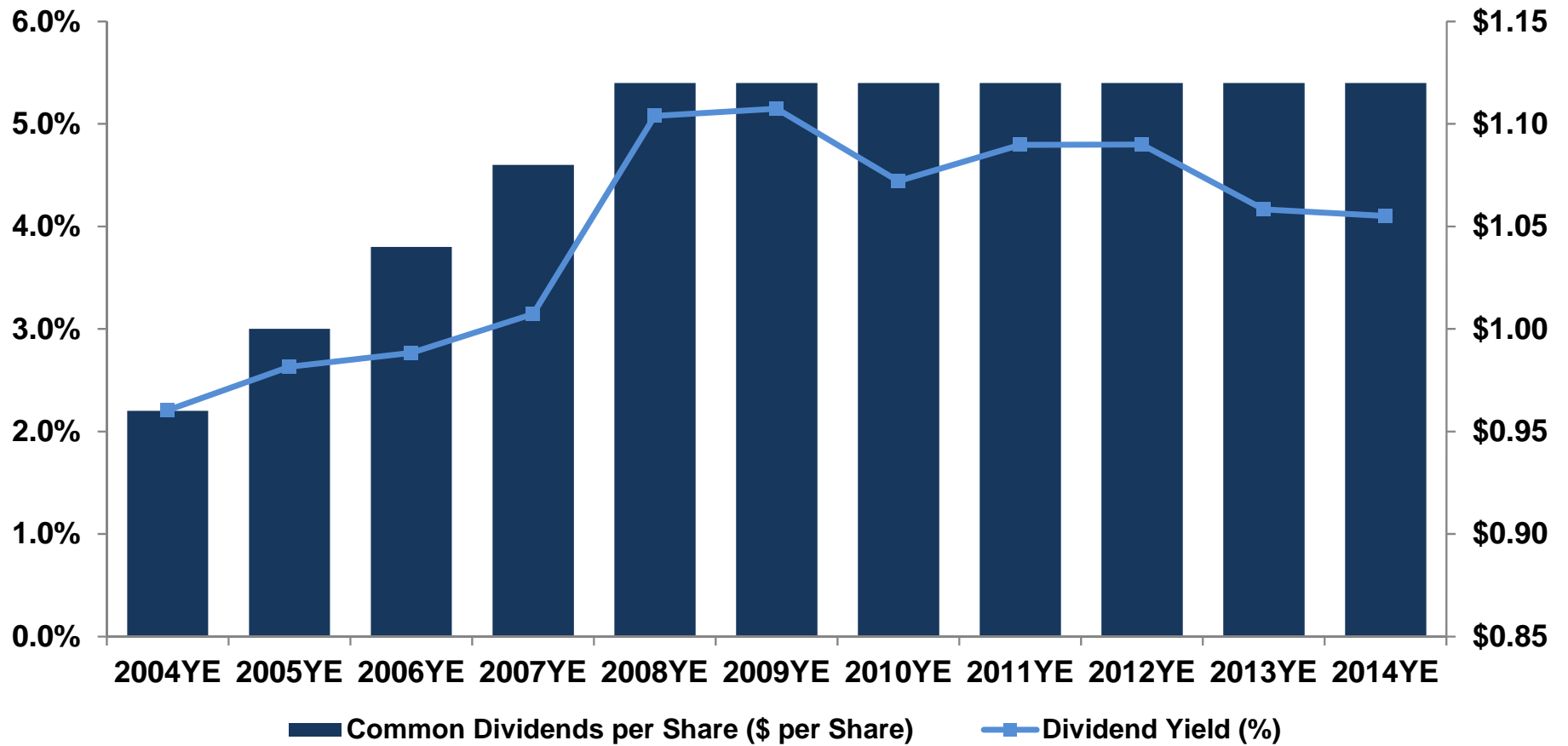
Source: SNL Financial

Peers defined as New England and NY public banks with approximately \$625 million to \$1.5 billion in Assets and a TCE/TA ratio below 11.0%;

(1) Estimates only, as noted in SAL-Riverside 3/19/14 Merger Presentation, reflective of pricing information as of 2/6/2014. Pro forma profitability metrics assume fully integrated phase in of cost savings and acquisition adjustments of Riverside merger and are illustrative in nature

Common Stock Dividends

Common Dividends per Share (%)



Source: SNL Financial; SAL 2014YE figures are unaudited



Appendix

Financial Highlights

	For the Years Ended:			12/31/2012 - 12/31/2014	For the Quarters Ended:					12/31/2013 - 12/31/2014
	12/31/2012	12/31/2013	12/31/2014	CAGR	12/31/2013	3/31/2014	6/30/2014	9/30/2014	12/31/2014	Trailing 5 Qtrs
Balance Sheet										
Total Assets (\$000)	600,813	587,109	855,427	19.3%	587,109	589,771	621,476	638,089	855,427	45.7%
Cash and Equivalents (\$000)	43,574	12,711	36,105	(9.0%)	12,711	9,404	34,908	48,825	36,105	184.0%
Total AFS Securities (\$000)	126,287	94,491	91,312	(15.0%)	94,491	92,675	88,456	85,445	91,312	(3.4%)
Total Net Loans (\$000)	388,758	438,178	673,330	31.6%	438,178	446,518	456,627	461,913	673,330	53.7%
Total Deposits (\$000)	491,215	477,369	715,426	20.7%	477,369	477,512	507,361	522,294	715,426	49.9%
Tangible Common Equity (\$000) ⁽¹⁾	45,370	46,385	70,279	24.5%	46,385	47,652	48,225	48,815	70,279	51.5%
Tang Common Equity/ Tang Assets (%) ⁽¹⁾	7.69	8.04	8.37		8.04	8.22	7.90	7.78	8.37	
Risk Based Capital Ratio (%)	16.63	16.46	14.29		16.46	16.42	16.11	16.27	14.29	
Profitability										
Net Income (\$000)	4,077	4,083	2,523		983	551	966	768	238	
ROAA (%)	0.64	0.66	0.37		0.64	0.35	0.62	0.45	0.11	
ROACE (%)	7.22	7.01	3.88		6.69	3.53	6.32	4.85	1.17	
Net Interest Margin (%)	3.45	3.57	3.63		3.71	3.72	3.74	3.39	3.68	
Efficiency Ratio (%) ⁽¹⁾	69.38	70.70	78.41		71.77	77.11	72.35	75.92	77.84	
Noninterest Inc./ Operating Rev (%)	28.47	25.23	23.68		24.68	23.15	25.54	24.62	21.65	
Asset Quality (%)										
NPAs / Assets (%)	1.68	1.29	1.27		1.29	1.45	1.41	1.40	1.27	
Reserves / Total Loans (%)	1.11	1.06	0.79		1.06	1.09	1.11	1.15	0.79	
NCOs / Avg Loans (%)	0.21	0.15	0.14		0.15	0.12	0.09	0.03	0.14	
Per Share Information										
Price per Share (\$)	23.34	26.89	27.34		26.89	26.86	30.01	26.95	27.34	
Tangible Book Value per Share (\$) ⁽¹⁾	26.85	27.12	25.83		27.12	27.85	28.15	28.49	25.83	
Diluted EPS after Extraordinary (\$)	2.28	2.30	1.32		0.55	0.29	0.54	0.43	0.10	

Year Ended 12/31/2014 and Quarter Ended 12/31/2014 financials are unaudited

(1) In addition to evaluating the Company's results of operations in accordance with generally accepted accounting principles in the United States ("GAAP"), management periodically supplements this evaluation with an analysis of certain non-GAAP financial measures, such as the return on average tangible stockholders' equity and tangible equity ratio. Management believes that these non-GAAP financial measures provide information useful to investors in analyzing the relative strength of the Company's capital position. A detailed reconciliation table of the Company's GAAP to the non-GAAP measures follows.

Non-GAAP Financials (Quarters Ended)

At or for the quarters ended (\$000s)

(in thousands, except per share amounts and ratios)	12/31/2013	3/31/2014	6/30/2014	9/30/2014	12/31/2014
Shareholders' Equity	\$ 72,790	\$ 74,001	\$ 75,000	\$ 75,516	\$101,821
Less: Preferred Stock	-\$16,000	-\$16,000	-\$16,000	-\$16,000	-\$16,000
Common Shareholders' Equity	\$56,790	\$58,001	\$59,000	\$59,516	\$85,821
Less: Goodwill	-\$9,829	-\$9,829	-\$9,829	-\$9,829	\$12,552
Less: Intangible assets	-\$576	-\$520	-\$946	-\$872	\$2,990
Tangible Common Shareholders' Equity	\$ 46,385	\$ 47,652	\$ 48,225	\$ 48,815	\$70,279
Total Assets	\$587,109	\$589,771	\$621,476	\$638,089	\$855,427
Less: Goodwill	-\$9,829	-\$9,829	-\$9,829	-\$9,829	-\$12,552
Less: Intangible assets	-\$576	-\$520	-\$946	-\$872	-\$2,990
Tangible Total Assets	\$576,704	\$579,422	\$610,701	\$627,388	\$839,885
Common Shares outstanding	1,710	1,711	1,713	1,713	2,721
Book value per Common Share – GAAP	\$ 33.21	\$ 33.90	\$ 34.44	\$ 34.74	\$31.54
Tangible book value per Common Share - Non-GAAP	\$27.12	\$27.85	\$28.15	\$28.50	\$25.84
Common Equity to Assets – GAAP	9.67%	9.83%	9.49%	9.33%	10.03%
Tangible Common Equity to Assets – Non-GAAP	8.04%	8.22%	7.90%	7.78%	8.37%
Non-interest expense	\$ 4,977	\$ 5,110	\$ 5,068	\$ 5,108	\$6,852
Less: Amortization of core deposit intangibles	-56	-56	-63	-75	-\$97
Less: Foreclosed property expense	-123	-10	-5	-1	-\$114
Less: Strategic initiatives	-233	-301	-90	-197	-\$1,596
Operating Expenses	\$ 4,565	\$ 4,743	\$ 4,910	\$ 4,835	\$5,045
Net interest and dividend income, tax equivalent	\$ 5,115	\$ 5,104	\$ 5,227	\$ 5,075	\$6,038
Non-interest income	1,571	1,438	1,682	1,553	\$1,579
Operating Revenue	\$ 6,686	\$ 6,542	\$ 6,909	\$ 6,628	\$7,617
Efficiency Ratio less strategic initiatives	68.27%	72.49%	71.07%	72.94%	66.19%

Year Ended 12/31/2014 and Quarter Ended 12/31/2014 financials are unaudited

Non-GAAP Financials (Years Ended)

At or for the years ended (\$000s)

(in thousands, except per share amounts and ratios)	12/31/2012	12/31/2013	12/31/2014
Non-interest expense	\$19,553	\$18,935	\$22,138
Less: Amortization of core deposit intangibles	-\$224	-\$224	-\$290
Less: Foreclosed property expense	-\$181	-\$167	-\$131
Less: Nonrecurring expenses	-	-\$233	-\$2,184
Pension plan curtailment	-\$341	-	-
FHLBB prepayment fee	-\$450	-	-
Litigation	-\$400	-	-
Operating Expenses	\$17,957	\$18,311	\$19,530
Net interest and dividend income, tax equivalent	\$19,412	\$19,927	\$21,445
Non-interest income	\$7,313	\$6,305	\$6,254
Less: Gains on securities, net	-\$279	-	-
Operating Revenue	\$26,446	\$26,232	\$27,699
Efficiency Ratio less strategic initiatives	67.90%	69.80%	70.51%
Shareholders' Equity	\$71,997	\$ 72,790	\$101,821
Less: Preferred Stock	-\$16,000	-\$16,000	-\$16,000
Common Shareholders' Equity	\$55,997	\$56,790	\$85,821
Less: Goodwill	-\$9,829	-\$9,829	\$12,552
Less: Intangible assets	-\$798	-\$576	\$2,990
Tangible Common Shareholders' Equity	\$45,370	\$ 46,385	\$70,279
Total Assets	\$600,813	\$587,109	\$855,427
Less: Goodwill	-\$9,829	-\$9,829	-\$12,552
Less: Intangible assets	-\$798	-\$576	-\$2,990
Tangible Total Assets	\$590,186	\$576,704	\$839,885
Common Shares outstanding	\$1,690	\$1,710	\$2,721
Book value per Common Share – GAAP	\$33.14	\$ 33.21	\$31.54
Tangible book value per Common Share - Non-GAAP	\$26.85	\$27.12	\$25.84
Common Equity to Assets – GAAP	9.32%	9.67%	10.03%
Tangible Common Equity to Assets – Non-GAAP	7.69%	8.04%	8.37%



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