



May 2018  
NASDAQ: BMTC

# Safe Harbor

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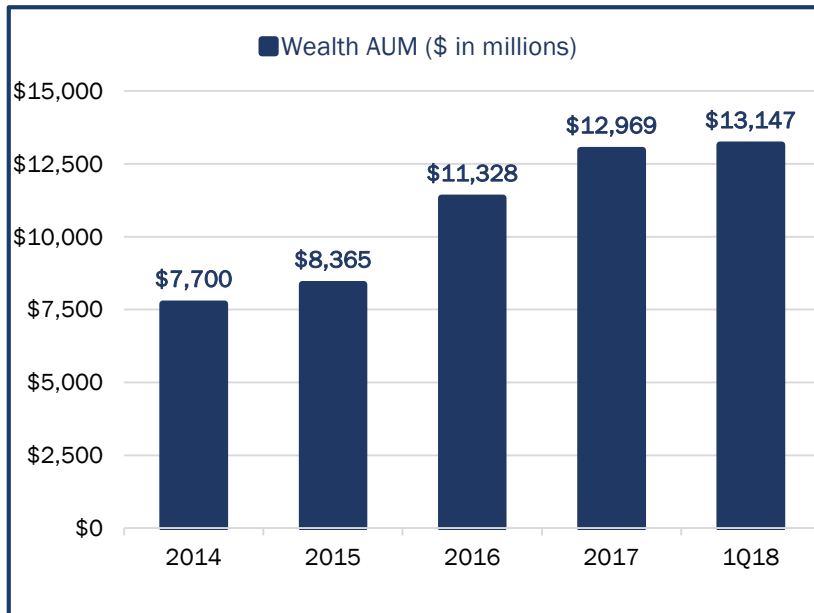
- This presentation contains statements which, to the extent that they are not recitations of historical fact may constitute forward-looking statements for purposes of the Securities Act of 1933, as amended, and the Securities Exchange Act of 1934, as amended.
- Please see the section titled Forward Looking Statements and Safe Harbor beginning on slide 12 for more information regarding these types of statements.
- The information contained in this presentation is correct only as of **May 4, 2018**. Our business, financial condition, results of operations and prospects may have changed since that date, and we do not undertake to update such information.

# Bryn Mawr Trust - Overview

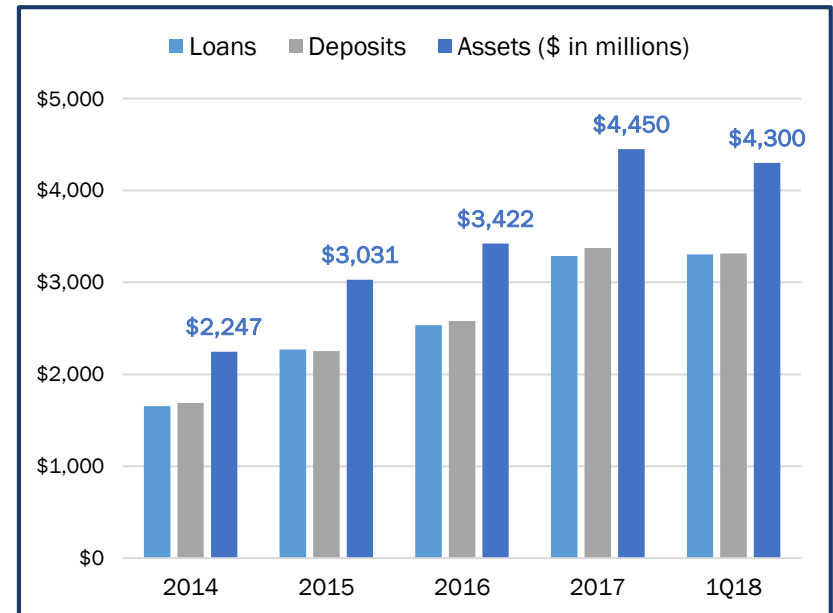
Bryn Mawr Trust is a highly profitable organization focused on building long-term shareholder value by growing our business organically and continually improving our operational effectiveness.

Our vision is to be the premier bank and wealth management services organization in the Delaware Valley region. To achieve this objective, we will partner with our clients, through their financial life cycle, to help them achieve their financial goals by providing local access to a comprehensive suite of financial solutions delivered by knowledgeable advisors.

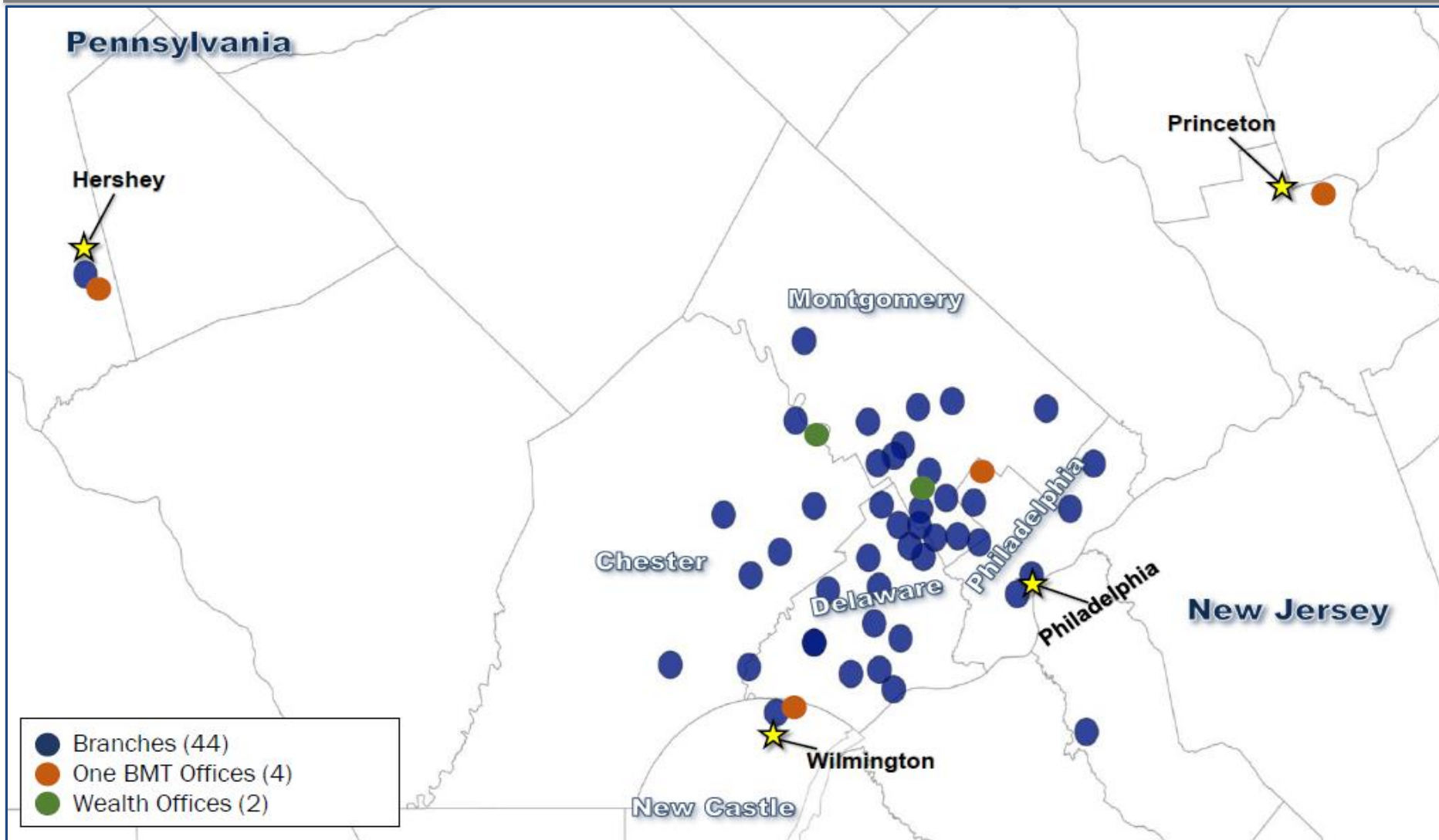
## Wealth Management



## Commercial Bank



# Market Overview



One BMT Office offer at least two of the following services: wealth management, insurance, lending

# 1<sup>st</sup> Quarter 2018 Performance

	2017	2016	1Q18	4Q17	3Q17	2Q17	1Q17
<b>Earnings</b>							
Reported Diluted EPS	\$1.32	\$2.12	\$0.75	(\$0.35)**	\$0.62	\$0.55	\$0.53
Core Diluted EPS*	\$2.42	\$2.12	\$0.94	\$0.63	\$0.65	\$0.59	\$0.55
<b>Asset Quality</b>							
NCOs as a % of Average Loans (annualized)	0.10%	0.11%	0.11%	0.08%	0.11%	0.10%	0.11%
NPAs as a % of Total Assets	0.23%	0.27%	0.18%	0.20%	0.15%	0.24%	0.25%
<b>Profitability</b>							
Tax-equivalent Net Interest Margin	3.69%	3.76%	3.94%	3.62%	3.71%	3.68%	3.74%
Noninterest Income as a % of Operating Revenue	33.9%	33.7%	34.3%	33.9%	34.6%	34.6%	32.6%
Efficiency Ratio	60.6%	61.3%	54.1%	58.6%	59.3%	62.2%	62.7%
Return on Average Tangible Common Equity	9.23%	15.79%	20.20%	-8.03%	16.52%	15.06%	14.96%
Return on Average Tangible Common Equity (Core)*	16.35%	15.81%	25.25%	16.30%	17.27%	16.28%	15.49%
Return on Average Equity	5.76%	9.75%	11.78%	-5.75%	10.72%	9.71%	9.60%
Return on Average Equity (Core)*	10.55%	9.77%	14.85%	10.45%	11.23%	10.53%	9.95%
Return on Average Assets	0.67%	1.16%	1.46%	-0.68%	1.24%	1.14%	1.13%
Return on Average Assets (Core)*	1.23%	1.16%	1.84%	1.23%	1.30%	1.23%	1.17%
<b>Balance Sheet</b>							
Loan Growth	29.60%	11.74%	0.61%	22.73%	0.40%	4.35%	0.80%
Loan to Deposit Ratio	97.4%	98.3%	99.7%	97.4%	99.7%	99.4%	96.9%
Tier 1 Leverage Ratio	10.10%	8.74%	8.71%	10.10%	8.53%	8.63%	8.77%

## 1<sup>st</sup> Quarter 2018 Highlights

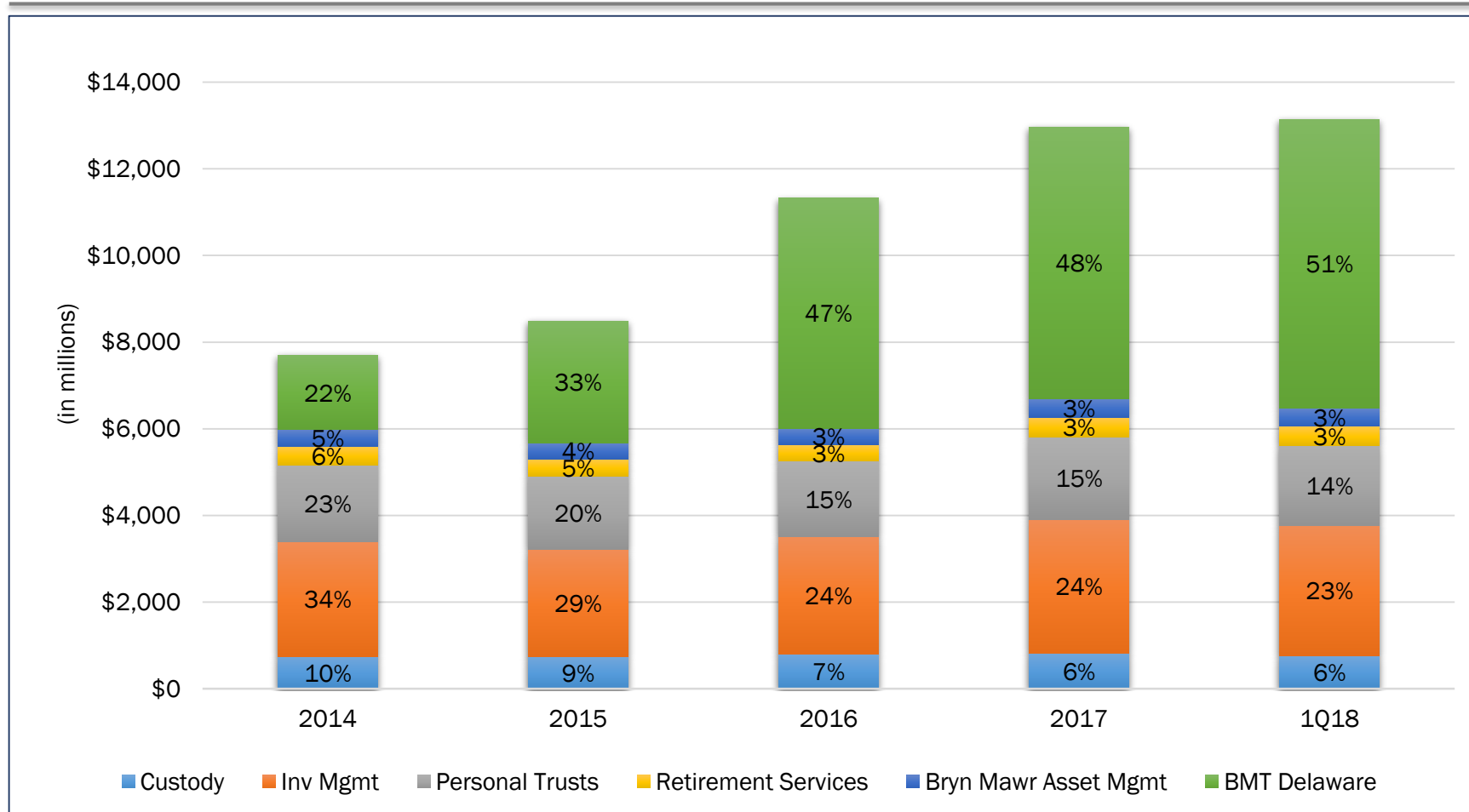
- Record quarterly earnings of \$15.3 million
  - First full quarter with Royal Bank
- RBA conversion completed
- Wealth Division exceeds \$13 billion in assets under management
- Declared \$0.22 dividend
- Effective tax rate ≈ 23%
- Net interest margin of 3.94%, or 3.62% excluding effect of purchase accounting

Source: Company filings

\*Non-GAAP, see disclosure at the conclusion of the presentation

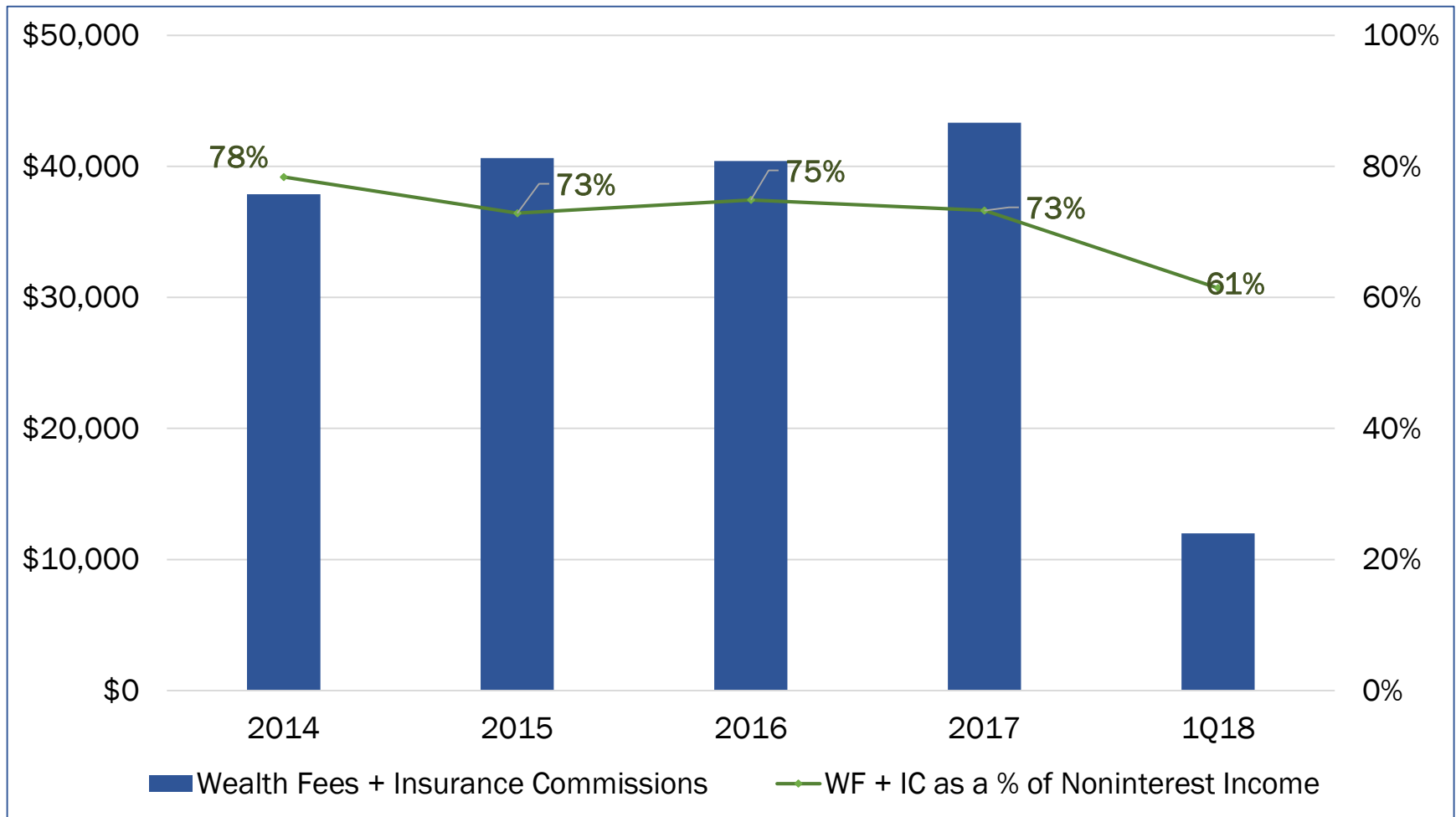
\*\*No dilution assumed in 4Q17

# BMT Wealth Assets Under Management



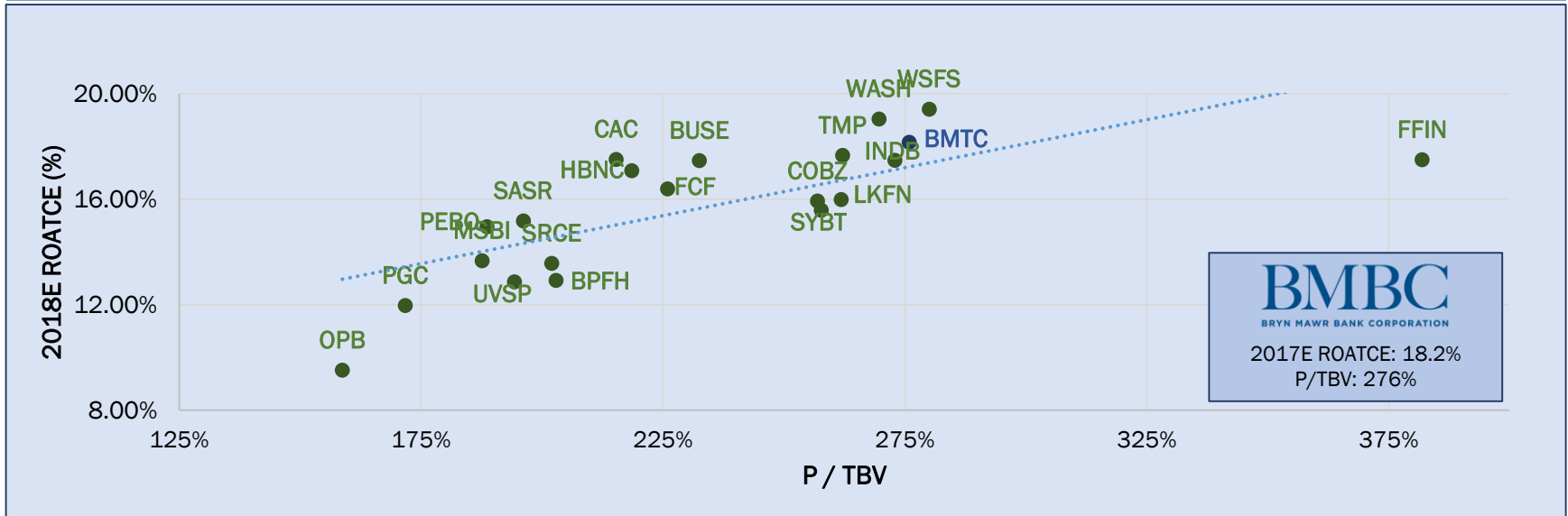
Wealth management assets have increased 1.4% QOQ, 12.1% YOY and over \$10 billion since 2009

# BMT Wealth and Insurance Revenue

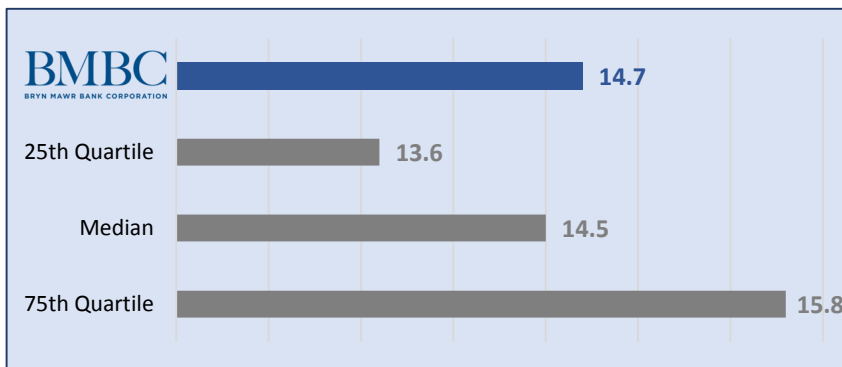


# Valuation

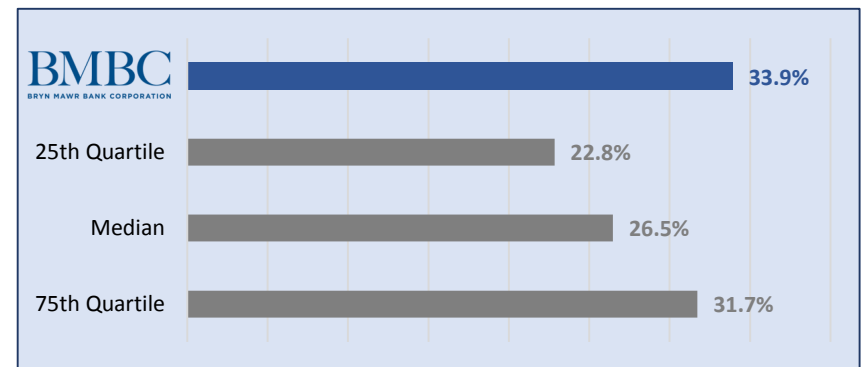
2018E ROATCE vs. Price/TBV



Price / 2018E EPS



LTM Noninterest income / Operating Revenues





# Strategic Objectives

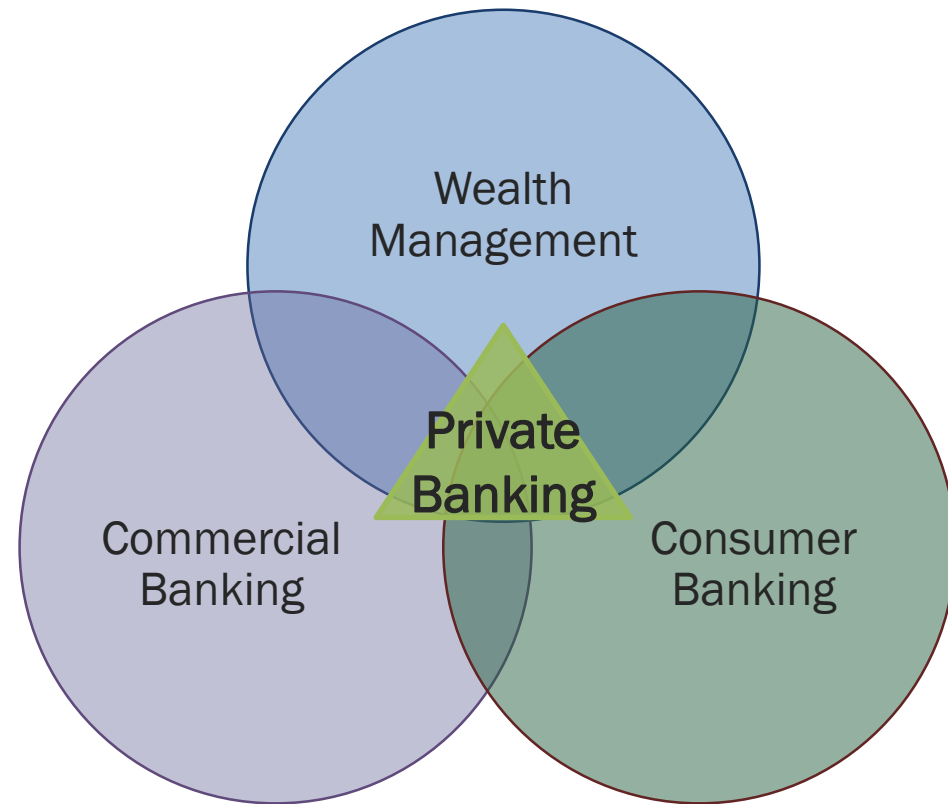
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- Continue to diversify business activities (interest and non-interest income sources) to strengthen predictability of financial performance
  - Leverage technology to drive process innovation and increase productivity
  - Export the BMT Brand by selectively investing in new markets using Private Client / Banking model
  - Continue digital investment with focus on mainstream customer adoption and transforming retail model
  - Supplement organic growth of bank and fee income segments with strategic acquisitions and lift-outs
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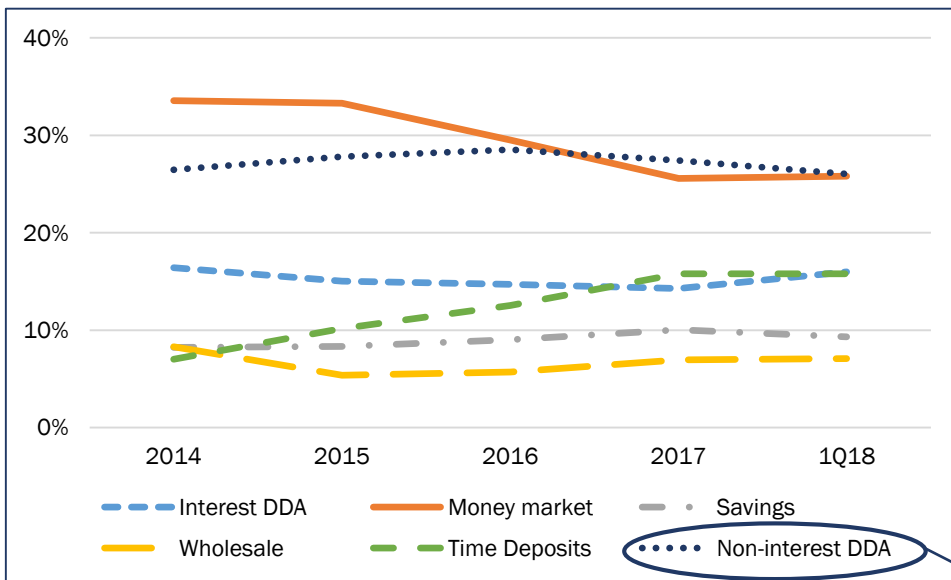
# Relationship Based Sales Approach

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- Serve as One “BMT” team
- Relationship based vs. transactional
- Private Banking facilitates client interaction with the organization
- Focus on overlapping needs across segments
- Customized solutions and services

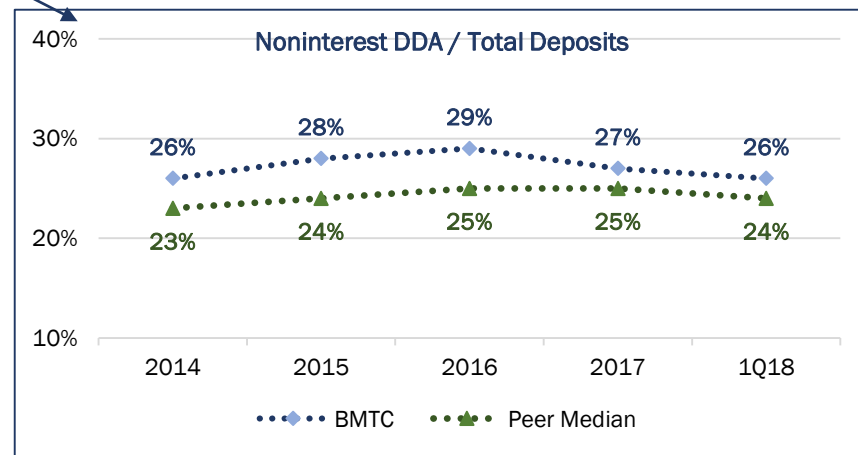


# Deposit Focus



Rank	Parent Holding Company	Parent State	# of Branches	Deposits in Market (\$mm)	Market Share (%)	% of Total Deposits
1	TD Group US Holdings LLC	DE	147	120,968	44.8%	20.5%
2	Wells Fargo & Co.	CA	198	31,664	11.7%	2.4%
3	PNC Financial Services Group	PA	166	22,758	8.4%	8.8%
4	Citizens Financial Group Inc.	RI	182	17,548	6.5%	15.4%
5	Bank of America Corp.	NC	86	14,240	5.3%	1.1%
6	M&T Bank Corp.	NY	60	7,800	2.9%	8.3%
7	BB&T Corp.	NC	100	5,075	1.9%	3.2%
8	WSFS Financial Corp.	DE	48	4,275	1.6%	88.4%
9	Beneficial Bancorp Inc.	PA	63	4,270	1.6%	100.0%
10	Santander Holdings USA Inc.	MA	73	4,196	1.6%	6.7%
				1,123	86.3%	
11	Bryn Mawr Bank Corp.	PA	44	3,264	1.2%	98.8%
				<b>Top 11 Banks hold:</b>		
<b>Total Philadelphia MSA</b>				<b>269,810</b>	<b>87.5%</b>	

<sup>(1)</sup> Excludes non-retail competitors (2 or fewer branches in market)



- Consistent deposit composition over time
- High percentage of noninterest deposits helps maintain low cost of funds: 0.87% during 1Q18
- Deposit Beta of 19% vs. SMID Median 21%<sup>(1)</sup> in 4Q16 – 1Q18
- Recent expansion into Philadelphia market through Royal Bank acquisition already generating additional deposit growth opportunities

<sup>(1)</sup>Keefe, Bruyette & Woods. April 29, 2018. Deposit Beta Tracker – 1Q18 Edition, v2.

# Forward Looking Statements and Safe Harbor

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This presentation contains statements which, to the extent that they are not recitations of historical fact may constitute forward-looking statements for purposes of the Securities Act of 1933, as amended, and the Securities Exchange Act of 1934, as amended. Such forward-looking statements may include financial and other projections, as well as statements regarding the expected financial and other effects of the transaction, Bryn Mawr Bank Corporation's ("Bryn Mawr" or "BMBC") future plans, objectives, performance, revenues, growth, profits, operating expenses or BMBC's underlying assumptions. The words "may," "would," "should," "could," "will," "likely," "possibly," "expect," "anticipate," "intend," "indicate," "estimate," "target," "potentially," "promising," "probably," "outlook," "predict," "contemplate," "continue," "plan," "forecast," "project," "are optimistic," "are looking," "are looking forward" and "believe" or other similar words and phrases may identify forward-looking statements. Persons reading this presentation are cautioned that such statements are only predictions, and that BMBC's actual future results or performance may be materially different.

Such forward-looking statements involve known and unknown risks and uncertainties. A number of factors could cause actual results, events or developments, or industry results, to be materially different from any future results, events or developments expressed, implied or anticipated by such forward-looking statements, and so business and financial condition and results of operations could be materially and adversely affected. In addition to factors previously disclosed in BMBC's reports filed with the U.S. Securities and Exchange Commission (the "SEC") and those identified elsewhere in this document, such factors include, among others, that BMBC is unable to successfully implement integration strategies in connection with its acquisitions; reputational risks and the reaction of an acquired company's customers to an acquisition by BMBC or its subsidiaries; diversion of management time on acquisition-related issues; the integration of acquired businesses with BMBC may take longer than anticipated or be more costly to complete and that the anticipated benefits, including any anticipated cost savings or strategic gains may be significantly harder to achieve or take longer than anticipated or may not be achieved; the need for capital, ability to control operating costs and expenses, and to manage loan and lease delinquency rates; the credit risks of lending activities and overall quality of the composition of loan, lease and securities portfolio; the impact of economic conditions, consumer and business spending habits, and real estate market conditions; changes in the levels of general interest rates, deposit interest rates, or net interest margin and funding sources; changes in banking regulations and policies; changes in tax regulations or accounting policies and practices; the inability of key third-party providers to perform their obligations to us; our ability to attract and retain key personnel; competition in our marketplace; war or terrorist activities. All forward-looking statements and information set forth herein are based on management's current beliefs and assumptions as of the date hereof and speak only as of the date they are made. BMBC does not undertake to update forward-looking statements.

For a complete discussion of the assumptions, risks and uncertainties related to our business, you are encouraged to review our filings with the Securities and Exchange Commission, including our most recent Annual Report on Form 10-K, as updated by our quarterly or other reports subsequently filed with the SEC.

This presentation is for discussion purposes only, and shall not constitute any offer to sell or the solicitation of an offer to buy any security, nor is it intended to give rise to any legal relationship between BMBC and you or any other person, nor is it a recommendation to buy any securities or enter into any transaction with BMBC.

# Peer Companies

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Boston Private Financial

First Busey Corp.

Camden National Corp.

CoBiz Financial Inc.

First Commonwealth Financial

First Financial Bankshares

Horizon Bancorp

Independent Bank Corp.

Lakeland Financial Corp.

Midland States Bancorp Inc.

Opus Bank

Peoples Bancorp Inc.

Peapack-Gladstone Financial

Sandy Spring Bancorp Inc.

1st Source Corp.

Stock Yards Bancorp Inc.

Tompkins Financial Corporation

Univest Corp. of Pennsylvania

Washington Trust Bancorp Inc.

WSFS Financial Corp.

# Non GAAP Measures

Statement on Non-GAAP Measures: The Corporation believes the presentation of the following non-GAAP financial measures provides useful supplemental information that is essential to an investor's proper understanding of the results of operations and financial condition of the Corporation. Management uses non-GAAP financial measures in its analysis of the Corporation's performance. These non-GAAP measures should not be viewed as substitutes for the financial measures determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

\$ in thousands except per share data	1Q18	4Q17	3Q17	2Q17	1Q17	FY 2017	FY 2016
Net income (a GAAP measure)	\$15,286	(\$6,200)	\$10,739	\$9,433	\$9,044	\$23,016	\$36,036
Add(Less): Tax-effected* net loss (gain) on sale of investment securities available for sale	(6)	(18)	(47)	-	(1)	(66)	50
Add: Tax-effected* due diligence, merger-related and merger integration expenses	3,412	2,280	553	803	332	3,968	-
Add: Income tax adjustment**	590	15,193	-	-	-	15,193	-
Net income (core) (a non-GAAP measure)	\$19,282	\$11,255	\$11,245	\$10,236	\$9,375	\$42,111	\$36,086
Adjusted weighted average diluted shares	20,425,494	17,844,672	17,253,982	17,232,767	17,182,689	17,398,923	17,028,122
Diluted earnings per common share (core) (a non-GAAP measure)	\$0.94	\$0.63	\$0.65	\$0.59	\$0.55	\$2.42	\$2.12
* assumed nominal tax rate of 35% in 2017, and 21% in 2018							
**Income tax adjustment related to the re-measurement of net deferred tax assets as a result of the Tax Cuts and Job Act							

Return on Average Assets (Core)	1Q18	4Q17	3Q17	2Q17	1Q17	FY 2017	FY 2016
Net income (core) (a non-GAAP measure)	\$19,282	\$11,255	\$11,245	\$10,236	\$9,375	\$42,111	\$36,086
Average assets	4,246,180	3,640,667	3,441,906	3,333,307	3,244,060	3,416,146	3,105,650
Return on average assets (core) (a non-GAAP measure)	1.84%	1.23%	1.30%	1.23%	1.17%	1.23%	1.16%

# Non GAAP Measures

Return on Average Equity (Core)	1Q18	4Q17	3Q17	2Q17	1Q17	FY 2017	FY 2016
Net income (core) (a non-GAAP measure)	\$19,282	\$11,255	\$11,245	\$10,236	\$9,375	\$42,111	\$36,086
Average shareholders' equity	526,434	427,318	397,357	389,716	382,214	399,270	369,529
Return on average equity (core) (a non-GAAP measure)	14.85%	10.45%	11.23%	10.53%	9.95%	10.55%	9.77%

Return on Average Tangible Common Equity (Core)	1Q18	4Q17	3Q17	2Q17	1Q17	FY 2017	FY 2016
Net income (core) (a non-GAAP measure)	\$19,282	\$11,255	\$11,245	\$10,236	\$9,375	\$42,111	\$36,086
Add: Tax-effected* amortization of intangible assets	694	440	440	447	450	1,777	2,274
Net average tangible equity (numerator)	\$19,976	\$11,695	\$11,685	\$10,683	\$9,825	\$43,888	\$38,360
Average shareholders' equity	\$526,434	\$427,318	\$397,357	\$389,716	\$382,214	\$399,270	\$369,529
Less: Average goodwill and intangible assets	(205,529)	(142,652)	(128,917)	(126,537)	(124,884)	(130,791)	(126,950)
Net average tangible common equity (denominator)	\$320,905	\$284,666	\$268,440	\$263,179	\$257,330	\$268,479	\$242,579
Return on average tangible common equity (core) (a non-GAAP measure)	25.25%	16.30%	17.27%	16.28%	15.49%	16.35%	15.81%

\* assumed nominal tax rate of 35% in 2017, and 21% in 2018.