## Heritage Commerce Corp Reports Financial Results for First Quarter 2009

San Jose, CA - April 30, 2009 - Heritage Commerce Corp (Nasdaq: HTBK), parent company of Heritage Bank of Commerce, today reported a first quarter 2009 net loss of $\$ 4.0$ million. The net loss available to common shareholders was $\$ 4.5$ million, or $\$(0.38)$ per diluted common share, in the first quarter ended March 31, 2009, which included a $\$ 10.4$ million provision for loan losses and $\$ 585,000$ in dividends and discount accretion on preferred stock. In the quarter ended March 31, 2008, Heritage Commerce Corp earned $\$ 1.7$ million, or $\$ 0.14$ per diluted common share, including a provision for loan losses of $\$ 1.7$ million and no dividends or discount accretion on preferred stock.

## First Quarter Developments

- Since the November 2008 sale of $\$ 40$ million in preferred shares to the U.S. Department of the Treasury through its Capital Purchase Program, the Company has made $\$ 66.0$ million in new loan commitments and $\$ 126.4$ million in renewed loan commitments through March 31, 2009. Of those, $\$ 34.4$ million in new loan commitments and $\$ 80.4$ million in renewed loan commitments were made during the first quarter of 2009.
- Capital ratios exceed regulatory well-capitalized standards, including a leverage ratio of $10.4 \%$ at March 31, 2009.
- Total assets were $\$ 1.46$ billion, an increase of 3\% from March 31, 2008 and a decrease of 3\% from December 31, 2008.
- Loans increased 7\% to $\$ 1.21$ billion from $\$ 1.13$ billion a year ago, but decreased from $\$ 1.25$ billion at December 31, 2008.
- Reflecting the difficult economic environment, nonperforming assets increased to $\$ 56.9$ million, or $3.89 \%$ of total assets. Consequently, the provision for loan losses was $\$ 10.4$ million in the first quarter of 2009.
- Heritage Bank of Commerce signed an agreement to purchase the deposits of two branches of Wachovia Bank, N.A., a subsidiary of Wells Fargo \& Company, in Santa Cruz, CA and Monterey, CA. At December 31, 2008, the deposits at the two branches were approximately $\$ 463$ million. No loans will be purchased as part of the transaction, which is subject to bank regulatory approval and customary closing conditions and is expected to close during the third quarter of 2009.
- The Board of Directors approved a suspension of the payment of cash dividends to common shareholders.
"While asset quality declined in the quarter, we remain in a strong capital position and continue to focus on providing a high level of personal service to our customers," said Walter Kaczmarek, President and Chief Executive Officer. "We also believe the current economic environment is offering exceptional opportunities, as demonstrated by our purchase agreement for the Wachovia branches in Santa Cruz and Monterey. Both of these markets are attractive for our relationship banking franchise, and we believe the terms of the acquisition contribute to our franchise value."
"According to the real estate service MDA Data Quick, the number of homes sold in the Bay area rose for the seventh month in a row in March, the result of continued bargain hunting and the availability of foreclosure-discounted properties," said Mr. Kaczmarek. "It's a little early to say whether the Silicon Valley housing market has reached a bottom, but it is encouraging news to see improvements in the housing sales in the region. Home buying remained slow in pricier coastal markets but was robust in many inland areas where steep price declines have boosted affordability. At the same time, Silicon Valley's unemployment rate climbed to $11 \%$ in March from $10.2 \%$ in February and above the year ago level of $5.3 \%$, according to recent figures released by the California Employment Development Department."


## Balance Sheet, Capital Management and Credit Quality

At March 31, 2009, Heritage's total assets were $\$ 1.46$ billion, compared to $\$ 1.41$ billion a year ago and $\$ 1.50$ billion at December 31, 2008. Total loans increased to $\$ 1.21$ billion at March 31, 2009, compared to $\$ 1.13$ billion at March 31, 2008, but decreased from $\$ 1.25$ billion at December 31, 2008. Total deposits remained the same at $\$ 1.17$ billion at March 31, 2009, compared to March 31, 2008, and increased from $\$ 1.15$ billion at December 31, 2008.

The securities portfolio of $\$ 97.3$ million at March 31, 2009 consisted primarily of U.S. government sponsored entities' debt securities, short term U.S. Treasury securities, mortgage-backed securities, collateralized mortgage obligations, and municipal bonds.

Nonperforming assets totaled $\$ 56.9$ million, or $3.89 \%$ of total assets at March 31, 2009, compared to $\$ 5.4$ million, or $0.38 \%$ of total assets a year ago, and $\$ 41.1$ million, or $2.74 \%$ of total assets at December 31, 2008. Three large loan relationships significantly increased nonperforming loans during the first quarter of 2009: 1) an $\$ 8.2$ million participation in a syndicated real estate loan for a retail center, 2 ) two construction loans to one borrower totaling $\$ 4.2$ million, and 3) a $\$ 3.8$ million land development loan.

The allowance for loan losses at March 31, 2009, was $\$ 23.9$ million, or $1.97 \%$ of total loans, up from $\$ 13.4$ million, or $1.19 \%$ of total loans a year ago. The $\$ 10.4$ million provision for loan losses was primarily due to a $\$ 15.6$ million increase in nonperforming loans and an increase in net charge-offs in the first quarter, compared to the fourth quarter of 2008. Net charge-offs in the first quarter of 2009 were $\$ 11.5$ million, compared to net charge-offs of $\$ 434,000$ in the first quarter of 2008. Of the net charge-offs in the first quarter, $\$ 3.3$ million was for the remaining loans to William J. ("Boots") Del Biaggio III, and $\$ 4.1$ million was for two construction loans and two commercial loans. The provision for loan losses in the first quarter of 2009 included loss allocations for a commerical loan, a construction loan and a real estate development loan. The total loss allocation for these three loans was $\$ 4.5$ million.

Shareholders' equity increased $18 \%$ to $\$ 180.3$ million, or $\$ 12.04$ book value per common share, at March 31,2009 , compared to $\$ 152.8$ million, or $\$ 12.55$ per common share, at March 31, 2008. The increase in shareholders' equity at March 31, 2009, compared to March 31, 2008, was due to the issuance of $\$ 40$ million in preferred stock to the U.S. Treasury as a participant in its Capital Purchase Program during the fourth quarter of 2008. Shareholders' equity was $\$ 184.3$ million, or $\$ 12.38$ book value per common share, at December 31, 2008. Capital ratios continue to be above the well-capitalized guidelines established by regulatory agencies. The Company's consolidated leverage ratio at March 31, 2009, was $10.41 \%$, compared to $9.63 \%$ at March 31, 2008, and $11.03 \%$ at December 31, 2008.

## Operating Results

First quarter net interest income decreased $15 \%$ to $\$ 11.2$ million, compared to $\$ 13.1$ million for the first quarter a year ago, and fell $10 \%$ from $\$ 12.4$ million in the fourth quarter of 2008. First quarter net interest margin was $3.35 \%$, compared with $4.32 \%$ for the first quarter a year ago, and $3.64 \%$ for the fourth quarter of 2008. Reversals of accrued interest on loans placed on nonaccrual status totaled $\$ 428,000$ in the first quarter, reducing net interest margin by 13 basis points.

First quarter noninterest income increased to $\$ 1.6$ million, compared to $\$ 1.5$ million for the first quarter of 2008, but decreased from $\$ 1.8$ million in the fourth quarter of 2008.

First quarter noninterest expense was $\$ 11.4$ million, up $7 \%$ compared to $\$ 10.6$ million in the first quarter a year ago, and up $9 \%$ from $\$ 10.4$ million in the fourth quarter of 2008 . When comparing the first quarter of 2009 to the first quarter of 2008, the increase was due to higher regulatory assessments (primarily FDIC insurance premiums), professional fees, and salaries and employee benefits due to increased severance expenses.

The income tax benefit for the quarter ended March 31,2009 was $\$ 5.1$ million, as compared to income tax expense of $\$ 684,000$ in the first quarter of 2008, and an income tax benefit of $\$ 1.4$ million in the fourth quarter of 2008. The negative effective income tax rates for the quarters ended March 31, 2009 and December 31, 2008, were due to reduced pre-tax earnings. The negative tax rates correspond to a tax benefit, rather than expense for the first quarter of 2009 and the fourth quarter of 2008. The effective income tax rate for the first quarter of 2008 was $28.6 \%$. The difference in the effective tax rate compared to the combined federal and state statutory tax rate of $42 \%$ is primarily the result of the Company's investment in life insurance policies whose earnings are not subject to taxes, tax credits related to investments in low income housing limited partnerships and investments in tax-free municipal securities.

The efficiency ratio was $88.94 \%$ in the first quarter of 2009 , compared to $73.40 \%$ in the previous quarter and $72.38 \%$ in the first quarter of 2008. The efficiency ratio increased in the first quarter of 2009 primarily due to compression of the net interest margin and an increase in expenses, as discussed above.

## Cash Dividends to Common Stock Shareholders

In the first quarter of 2006, Heritage Commerce Corp commenced the payment of cash dividends to common stock shareholders. Although the Company remains "well-capitalized" as of March 31, 2009, the Board of Directors has approved a suspension of the payment of cash dividends in view of its desire to preserve the capital of the Company to support its banking activities in the markets it serves during this challenging economy. The Board of Directors will periodically review its position throughout 2009 and into 2010.

## Investor Conference and Annual Meeting

Heritage Commerce Corp is scheduled to present at the D.A. Davidson $11^{\text {th }}$ Annual Financial Services Conference at the Bell Harbor Conference Center in Seattle. Lawrence D. McGovern, Chief Financial Officer, and Michael R. Ong, Chief Credit Officer, are scheduled to present on Thursday, May $7^{\text {th }}$ at 10:45 a.m. in the Marina Room. The presentation will be archived for 90 days after the conference, and can be viewed at http://www.wsw.com/webcast/dadco15/htbk/. D.A. Davidson \& Co. is a full-service investment firm with offices in 16 states.

Heritage Commerce Corp will hold its Annual Meeting of Shareholders at its Company Headquarters in San Jose, California, on May 28, 2009 at 1:00 p.m. (PDT).

Heritage Commerce Corp, a bank holding company established in February 1998, is the parent company of Heritage Bank of Commerce, established in 1994 and headquartered in San Jose with full-service branches in Los Gatos, Fremont, Danville, Pleasanton, Walnut Creek, Morgan Hill, Gilroy, Mountain View, and Los Altos. Heritage Bank of Commerce is an SBA Preferred Lender with Loan Production Offices in Sacramento, Oakland and Santa Rosa, California. For more information, please visit www.heritagecommercecorp.com.

Forward-looking statements are based on management's knowledge and belief as of today and include information concerning the Company's possible or assumed future financial condition, and its results of operations, business and earnings outlook. These forward-looking statements are subject to risks and uncertainties. A number of factors, some of which are beyond the Company's ability to control or predict, could cause future results to differ materially from those contemplated by such forward-looking statements. These factors include (1) difficult and adverse conditions in the global and domestic capital and credit markets, (2) continued volatility and further deterioration of the capital and credit markets, (3) significant changes in banking laws or regulations, including, without limitation, as a result of the Emergency Economic Stabilization Act, the American Reinvestment and Recovery Act, and possible amendments to the Troubled Asset Relief Program (TARP), including the Capital Purchase Program and related executive compensation requirements, (4) continued uncertainty about the impact of TARP and other recent federal programs on the financial markets including levels of volatility and credit availability, (5) a more adverse than expected decline or continued weakness in general business and economic conditions, either nationally, regionally or locally in areas where the Company conducts its business, which may affect, among other things, the level of nonperforming assets, charge-offs and provision expense, (6) changes in interest rates, reducing interest rate margins or increasing interest rate risks, (7) changes in market liquidity which may reduce interest margins and impact funding sources, (8) increased competition in the Company's markets, (9) changes in the financial performance and/or condition of the Company's borrowers, (10) current and further deterioration in the housing and commercial real estate markets particularly in California, and (11) increases in Federal Deposit Insurance Corporation premiums due to market developments and regulatory changes. For a discussion of factors which could cause results to differ, please see the Company's reports on Forms $10-K$ and $10-Q$ as filed with the Securities and Exchange Commission and the Company's press releases. Readers should not place undue reliance on the forward-looking statements, which reflect management's view only as of the date hereof. The Company undertakes no obligation to publicly revise these forward-looking statements to reflect subsequent events or circumstances.

| CONSOLIDATED INCOME STATEMENTS (in $\$ 000$ 's, unaudited) | For the Three Months Ended: |  |  |  |  |  | Percent Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March 31, } \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2008 \end{gathered}$ | $\begin{gathered} \hline \text { March 31, } \\ 2008 \end{gathered}$ |
| Interest Income | \$ | 16,033 | \$ | 18,166 | \$ | 19,895 | -12\% | -19\% |
| Interest Expense |  | 4,881 |  | 5,771 |  | 6,791 | -15\% | -28\% |
| Net Interest Income |  | 11,152 |  | 12,395 |  | 13,104 | -10\% | -15\% |
| Provision for Loan Losses |  | 10,420 |  | 4,500 |  | 1,650 | 132\% | 532\% |
| Net Interest Income after Provision for Loan Losses |  | 732 |  | 7,895 |  | 11,454 | -91\% | -94\% |
| Noninterest Income: |  |  |  |  |  |  |  |  |
| Servicing Income |  | 420 |  | 443 |  | 479 | -5\% | -12\% |
| Increase in Cash Surrender Value of Life Insurance |  | 412 |  | 413 |  | 398 | 0\% | 4\% |
| Service Charges and Other Fees on Deposit Accounts |  | 571 |  | 550 |  | 415 | 4\% | 38\% |
| Other |  | 220 |  | 391 |  | 222 | -44\% | -1\% |
| Total Noninterest Income |  | 1,623 |  | 1,797 |  | 1,514 | -10\% | 7\% |
| Noninterest Expense: |  |  |  |  |  |  |  |  |
| Salaries and Employee Benefits |  | 6,458 |  | 4,930 |  | 6,059 | 31\% | 7\% |
| Occupancy and Equipment |  | 916 |  | 1,112 |  | 1,119 | -18\% | -18\% |
| Other |  | 3,988 |  | 4,375 |  | 3,402 | -9\% | 17\% |
| Total Noninterest Expense |  | 11,362 |  | 10,417 |  | 10,580 | 9\% | 7\% |
| Income (Loss) Before Income Taxes |  | $(9,007)$ |  | (725) |  | 2,388 | 1142\% | -477\% |
| Income Tax Expense (Benefit) |  | $(5,052)$ |  | $(1,425)$ |  | 684 | 255\% | -839\% |
| Net Income (Loss) |  | $(3,955)$ |  | 700 |  | 1,704 | -665\% | -332\% |
| Dividends and Discount Accretion on Preferred Stock |  | (585) |  | (255) |  | - | 129\% | N/A |
| Net Income (Loss) Available to Common Shareholders | \$ | $(4,540)$ | \$ | 445 | \$ | 1,704 | -1120\% | -366\% |

## PER COMMON SHARE DATA

## (unaudited)

Basic Earnings (Loss) Per Share
Diluted Earnings (Loss) Per Share
Common Shares Outstanding at Period-End
Book Value Per Share
Tangible Book Value Per Share

## KEY FINANCIAL RATIOS

## (unaudited)

Annualized Return on Average Equity
Annualized Return on Average Tangible Equity
Annualized Return on Average Assets
Annualized Return on Average Tangible Assets
Net Interest Margin
Efficiency Ratio

| $-8.65 \%$ | $1.71 \%$ | $4.33 \%$ | $-606 \%$ | $-300 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $-11.62 \%$ | $2.42 \%$ | $6.21 \%$ | $-580 \%$ | $-287 \%$ |
| $-1.08 \%$ | $0.19 \%$ | $0.50 \%$ | $-668 \%$ | $-316 \%$ |
| $-1.12 \%$ | $0.19 \%$ | $0.52 \%$ | $-689 \%$ | $-315 \%$ |
| $3.35 \%$ | $3.64 \%$ | $4.32 \%$ | $-8 \%$ | $-23 \%$ |
| $88.94 \%$ | $73.40 \%$ | $72.38 \%$ | $21 \%$ | $23 \%$ |

## AVERAGE BALANCES

(in \$000's, unaudited)
Average Assets
Average Tangible Assets
Average Earning Assets
Average Total Loans
Average Deposits
Average Demand Deposits - Noninterest Bearing
Average Interest Bearing Deposits
Average Interest Bearing Liabilities
Average Equity
Average Tangible Equity

| $\$$ | $1,484,544$ | $\$$ | $1,494,245$ | $\$$ | $1,376,217$ | $-1 \%$ | $8 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | $1,437,195$ | $\$$ | $1,446,732$ | $\$$ | $1,328,133$ | $-1 \%$ | $8 \%$ |
| $\$$ | $1,351,921$ | $\$$ | $1,354,829$ | $\$$ | $1,218,888$ | $0 \%$ | $11 \%$ |
| $\$$ | $1,236,361$ | $\$$ | $1,233,763$ | $\$$ | $1,075,605$ | $0 \%$ | $15 \%$ |
| $\$$ | $1,163,552$ | $\$$ | $1,179,456$ | $\$$ | $1,102,706$ | $-1 \%$ | $6 \%$ |
| $\$$ | 253,481 | $\$$ | 263,301 | $\$$ | 249,173 | $-4 \%$ | $2 \%$ |
| $\$$ | 910,071 | $\$$ | 916,155 | $\$$ | 853,533 | $-1 \%$ | $7 \%$ |
| $\$$ | $1,016,395$ | $\$$ | $1,039,814$ | $\$$ | 940,498 | $-2 \%$ | $8 \%$ |
| $\$$ | 185,424 | $\$$ | 162,465 | $\$$ | 158,428 | $14 \%$ | $17 \%$ |
| $\$$ | 138,075 | $\$$ | 114,952 | $\$$ | 110,344 | $20 \%$ | $25 \%$ |


| CONSOLIDATED BALANCE SHEETS (in $\$ 000$ 's, unaudited) | End of Period: |  |  |  |  |  | Percent Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March 31, } \\ 2009 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2008 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2008 \end{gathered}$ |
| ASSETS |  |  |  |  |  |  |  |  |
| Cash and Due from Banks | \$ | 30,720 | \$ | 29,996 | \$ | 28,356 | 2\% | 8\% |
| Federal Funds Sold |  | 100 |  | 100 |  | 100 | 0\% | 0\% |
| Securities Available-for-Sale, at Fair Value |  | 97,340 |  | 104,475 |  | 130,784 | -7\% | -26\% |
| Loans: |  |  |  |  |  |  |  |  |
| Commercial Loans |  | 500,616 |  | 525,080 |  | 468,540 | -5\% | 7\% |
| Real Estate-Mortgage |  | 406,182 |  | 405,530 |  | 384,060 | 0\% | 6\% |
| Real Estate-Land and Construction |  | 244,181 |  | 256,567 |  | 233,073 | -5\% | 5\% |
| Home Equity |  | 54,011 |  | 55,490 |  | 42,194 | -3\% | 28\% |
| Consumer Loans |  | 4,025 |  | 4,310 |  | 2,848 | -7\% | 41\% |
| Loans |  | 1,209,015 |  | 1,246,977 |  | 1,130,715 | -3\% | 7\% |
| Deferred Loan Costs, Net |  | 1,556 |  | 1,654 |  | 1,090 | -6\% | 43\% |
| Total Loans, Net of Deferred Costs |  | 1,210,571 |  | 1,248,631 |  | 1,131,805 | -3\% | 7\% |
| Allowance for Loan Losses |  | $(23,900)$ |  | $(25,007)$ |  | $(13,434)$ | -4\% | 78\% |
| Net Loans |  | 1,186,671 |  | 1,223,624 |  | 1,118,371 | -3\% | 6\% |
| Company Owned Life Insurance |  | 41,061 |  | 40,649 |  | 39,402 | 1\% | 4\% |
| Premises \& Equipment, Net |  | 9,383 |  | 9,517 |  | 9,193 | -1\% | 2\% |
| Goodwill |  | 43,181 |  | 43,181 |  | 43,181 | 0\% | 0\% |
| Intangible Assets |  | 4,071 |  | 4,231 |  | 4,760 | -4\% | -14\% |
| Accrued Interest Receivable and Other Assets |  | 48,216 |  | 43,454 |  | 40,580 | 11\% | 19\% |
| Total Assets | \$ | 1,460,743 | \$ | 1,499,227 | \$ | 1,414,727 | -3\% | $3 \%$ |
| LIABILITIES \& SHAREHOLDERS' EQUITY |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |
| Demand Deposits-Noninterest Bearing | \$ | 254,823 | \$ | 261,337 | \$ | 254,938 | -2\% | 0\% |
| Demand Deposits-Interest Bearing |  | 133,183 |  | 134,814 |  | 159,046 | -1\% | -16\% |
| Savings and Money Market |  | 358,848 |  | 344,767 |  | 494,912 | 4\% | -27\% |
| Time Deposits, Under \$100 |  | 46,078 |  | 45,615 |  | 35,095 | 1\% | 31\% |
| Time Deposits, \$100 and Over |  | 177,308 |  | 171,269 |  | 161,840 | 4\% | 10\% |
| Brokered Deposits |  | 195,763 |  | 196,248 |  | 65,873 | 0\% | 197\% |
| Total Deposits |  | 1,166,003 |  | 1,154,050 |  | 1,171,704 | 1\% | 0\% |
| Securities Sold Under Agreement to Repurchase |  | 30,000 |  | 35,000 |  | 35,900 | -14\% | -16\% |
| Note Payable |  | - |  | 15,000 |  | 5,000 | -100\% | -100\% |
| Other Short-term Borrowings |  | 32,000 |  | 55,000 |  | - | -42\% | N/A |
| Notes Payable To Subsidiary Grantor Trusts |  | 23,702 |  | 23,702 |  | 23,702 | 0\% | 0\% |
| Accrued Interest Payable and Other Liabilities |  | 28,757 |  | 32,208 |  | 25,649 | -11\% | 12\% |
| Total Liabilities |  | 1,280,462 |  | 1,314,960 |  | 1,261,955 | -3\% | 1\% |
| Shareholders' Equity: |  |  |  |  |  |  |  |  |
| Preferred Stock, Net |  | 37,985 |  | 37,900 |  | - | 0\% | N/A |
| Common Stock |  | 79,153 |  | 78,854 |  | 82,120 | 0\% | -4\% |
| Accumulated Other Comprehensive Income (Loss) |  | 115 |  | (291) |  | (145) | 140\% | 179\% |
| Retained Earnings |  | 63,028 |  | 67,804 |  | 70,797 | -7\% | -11\% |
| Total Shareholders' Equity |  | 180,281 |  | 184,267 |  | 152,772 | -2\% | 18\% |
| Total Liabilities \& Shareholders' Equity | \$ | $\underline{\text { 1,460,743 }}$ | \$ | $\underline{\text { 1,499,227 }}$ | \$ | 1,414,727 | -3\% | 3\% |
| CREDIT QUALITY DATA (in $\$ 000$ 's, unaudited) |  |  |  |  |  |  |  |  |
| Nonaccrual Loans | \$ | 54,291 | \$ | 39,981 | \$ | 4,580 | 36\% | 1085\% |
| Loans Over 90 Days Past Due and Still Accruing |  | 1,774 |  | 460 |  | - | 286\% | N/A |
| Total Nonperforming Loans |  | 56,065 |  | 40,441 |  | 4,580 | 39\% | 1124\% |
| Other Real Estate Owned |  | 802 |  | 660 |  | 792 | 22\% | 1\% |
| Total Nonperforming Assets | \$ | 56,867 | \$ | 41,101 | \$ | 5,372 | 38\% | 959\% |
| Net Charge-offs (Recoveries) | \$ | 11,527 | \$ | 1,816 | \$ | 434 | 535\% | 2556\% |
| Allowance for Loan Losses to Total Loans |  | 1.97\% |  | 2.00\% |  | 1.19\% | -2\% | 66\% |
| Allowance for Loan Losses to Nonperforming Loans |  | 42.63\% |  | 61.84\% |  | 293.32\% | -31\% | -85\% |
| Nonperforming Assets to Total Assets |  | 3.89\% |  | 2.74\% |  | 0.38\% | 42\% | 924\% |
| Nonperforming Loans to Total Loans |  | 4.63\% |  | 3.24\% |  | 0.40\% | 43\% | 1058\% |
| OTHER PERIOD-END STATISTICS (unaudited) |  |  |  |  |  |  |  |  |
| Shareholders' Equity / Total Assets |  | 12.34\% |  | 12.29\% |  | 10.80\% | 0\% | 14\% |
| Loan to Deposit Ratio |  | 103.82\% |  | 108.20\% |  | 96.59\% | -4\% | 7\% |
| Noninterest Bearing Deposits / Total Deposits |  | 21.85\% |  | 22.65\% |  | 21.76\% | -4\% | 0\% |
| Leverage Ratio |  | 10.41\% |  | 11.03\% |  | 9.63\% | -5\% | 8\% |


| NET INTEREST INCOME AND NET INTEREST MARGIN (in $\$ 000$ 's, unaudited) | For the Three Months Ended March 31, 2009 |  |  |  |  | For the Three Months Ended March 31, 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  |  |  | Average <br> Yield/ <br> Rate | Average Balance |  |  |  | Average <br> Yield/ <br> Rate |
| Assets: |  |  |  |  |  |  |  |  |  |  |
| Loans, gross | \$ | 1,236,361 | \$ | 15,030 | 4.93\% | \$ | 1,075,605 | \$ | 18,355 | 6.86\% |
| Securities |  | 110,169 |  | 999 | 3.68\% |  | 137,810 |  | 1,501 | 4.38\% |
| Interest bearing deposits in other financial institutions |  | 5,215 |  | 4 | 0.31\% |  | 1,065 |  | 7 | 2.64\% |
| Federal funds sold |  | 176 |  | - | 0.00\% |  | 4,408 |  | 32 | 2.92\% |
| Total interest earning assets |  | 1,351,921 |  | 16,033 | 4.81\% |  | 1,218,888 |  | 19,895 | 6.56\% |
| Cash and due from banks |  | 24,481 |  |  |  |  | 38,559 |  |  |  |
| Premises and equipment, net |  | 9,468 |  |  |  |  | 9,272 |  |  |  |
| Goodwill and other intangible assets |  | 47,349 |  |  |  |  | 48,084 |  |  |  |
| Other assets |  | 51,325 |  |  |  |  | 61,414 |  |  |  |
| Total assets | \$ | 1,484,544 |  |  |  | \$ | 1,376,217 |  |  |  |
| Liabilities and shareholders' equity: |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |
| Demand, interest bearing | \$ | 136,317 |  | 99 | 0.29\% | \$ | 148,469 |  | 601 | 1.63\% |
| Savings and money market |  | 346,857 |  | 792 | 0.93\% |  | 476,592 |  | 2,889 | 2.44\% |
| Time deposits, under \$100 |  | 46,108 |  | 296 | 2.60\% |  | 34,625 |  | 320 | 3.72\% |
| Time deposits, \$100 and over |  | 176,837 |  | 874 | 2.00\% |  | 146,732 |  | 1,389 | 3.81\% |
| Brokered time deposits |  | 203,952 |  | 1,969 | 3.92\% |  | 47,115 |  | 518 | 4.42\% |
| Notes payable to subsidiary grantor trusts |  | 23,702 |  | 500 | 8.56\% |  | 23,702 |  | 557 | 9.45\% |
| Securities sold under agreement to repurchase |  | 32,722 |  | 243 | 3.01\% |  | 22,164 |  | 156 | 2.83\% |
| Note payable |  | 10,278 |  | 82 | 3.24\% |  | 1,154 |  | 9 | 3.14\% |
| Other short-term borrowings |  | 39,622 |  | 26 | 0.27\% |  | 39,945 |  | 352 | 3.54\% |
| Total interest bearing liabilities |  | 1,016,395 |  | 4,881 | 1.95\% |  | 940,498 |  | 6,791 | 2.90\% |
| Demand, noninterest bearing |  | 253,481 |  |  |  |  | 249,173 |  |  |  |
| Other liabilities |  | 29,244 |  |  |  |  | 28,118 |  |  |  |
| Total liabilities |  | 1,299,120 |  |  |  |  | 1,217,789 |  |  |  |
| Shareholders' equity |  | 185,424 |  |  |  |  | 158,428 |  |  |  |
| Total liabilities and shareholders' equity | \$ | 1,484,544 |  |  |  | \$ | 1,376,217 |  |  |  |
| Net interest income / margin |  |  | \$ | 11,152 | 3.35\% |  |  | \$ | 13,104 | 4.32\% |

