

Annual Shareholder Meeting

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CEO

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Topics

1. 2015 Look Back
2. 1Q16 Highlights
3. Priorities for 2016



2015 Full Year Performance

<u>Performance Metric</u>	<u>2015</u>
ROE	9.0%
GAAP Net Income	\$65 mm
Total Revenue Growth	8.2%
Fee Revenue Growth	13.0%
PTPP Growth ¹	1.5%
Average Loan Growth	5.5%
Average Deposit Growth	7.8%
Tier 1 Common Equity / RWA	9.8%
Non-performing Assets / Total Assets	0.36%

Note: Performance metric growth denotes year-over-year changes

1. PTPP Growth excludes restructuring expense



2015 Highlights

- Return of capital to shareholders: dividend increase
- Continued excellence in risk management & strong asset quality
- Strengthened Bank performance in all markets
- Laid the foundation for BPW rebound
- Continued Board Advancement: added Kimberly Stevenson & Lizabeth Zlatkus to the Board of Directors
- Reorganized top management: consolidated into one team
- Created a “market ready” strategy for integrated client development

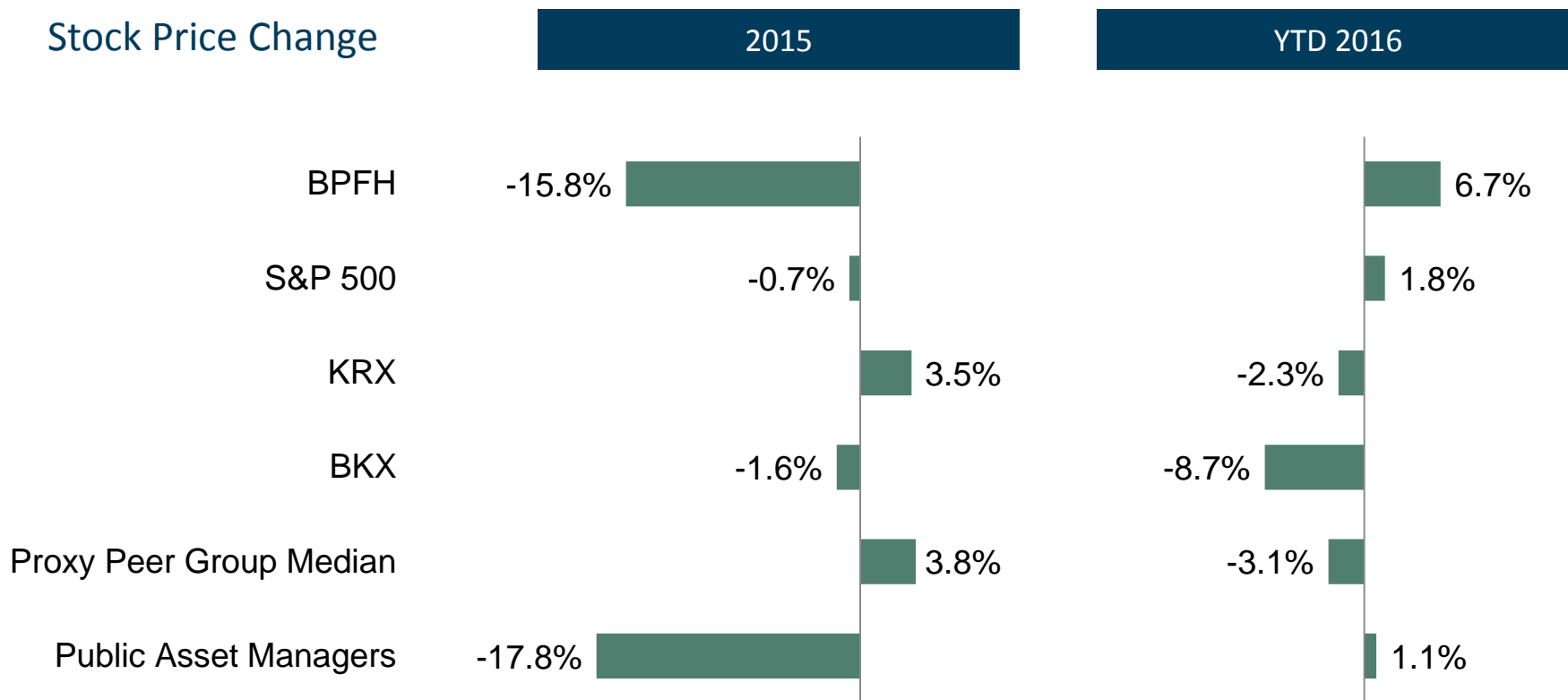


Q1 2016 Highlights

- Clean balance sheet, with improving credit quality and greater asset sensitivity
- Average Loans and Average Deposits up 6% and 8% year-over-year, respectively
- Capital ratios building (Tier 1 Common Equity Ratio of 9.92%, up from 9.80% 4Q15)
- Net Interest Income was up 4% linked quarter and 8% year-over-year
- Core Fees increased 2% linked quarter, but is down (6%) year-over-year
- Total Revenue was up 2% linked quarter and 1% year-over-year
- Experienced negative flows across most of our Wealth businesses:
 - Wealth Advisory: +\$63 million
 - Investment Management: (\$402) million
 - Wealth Management & Trust: (\$422) million
- Diluted Earnings Per Share were \$0.21 in 1Q16, up from \$0.17 in 4Q15
- Expenses were elevated with one-time charges with core expenses in line
- ROACE was 9.8% in 1Q16, vs. 8.1% 4Q15; ROATCE was 14.1% in 1Q16, vs. 11.9% 4Q15
- Share repurchase authorized

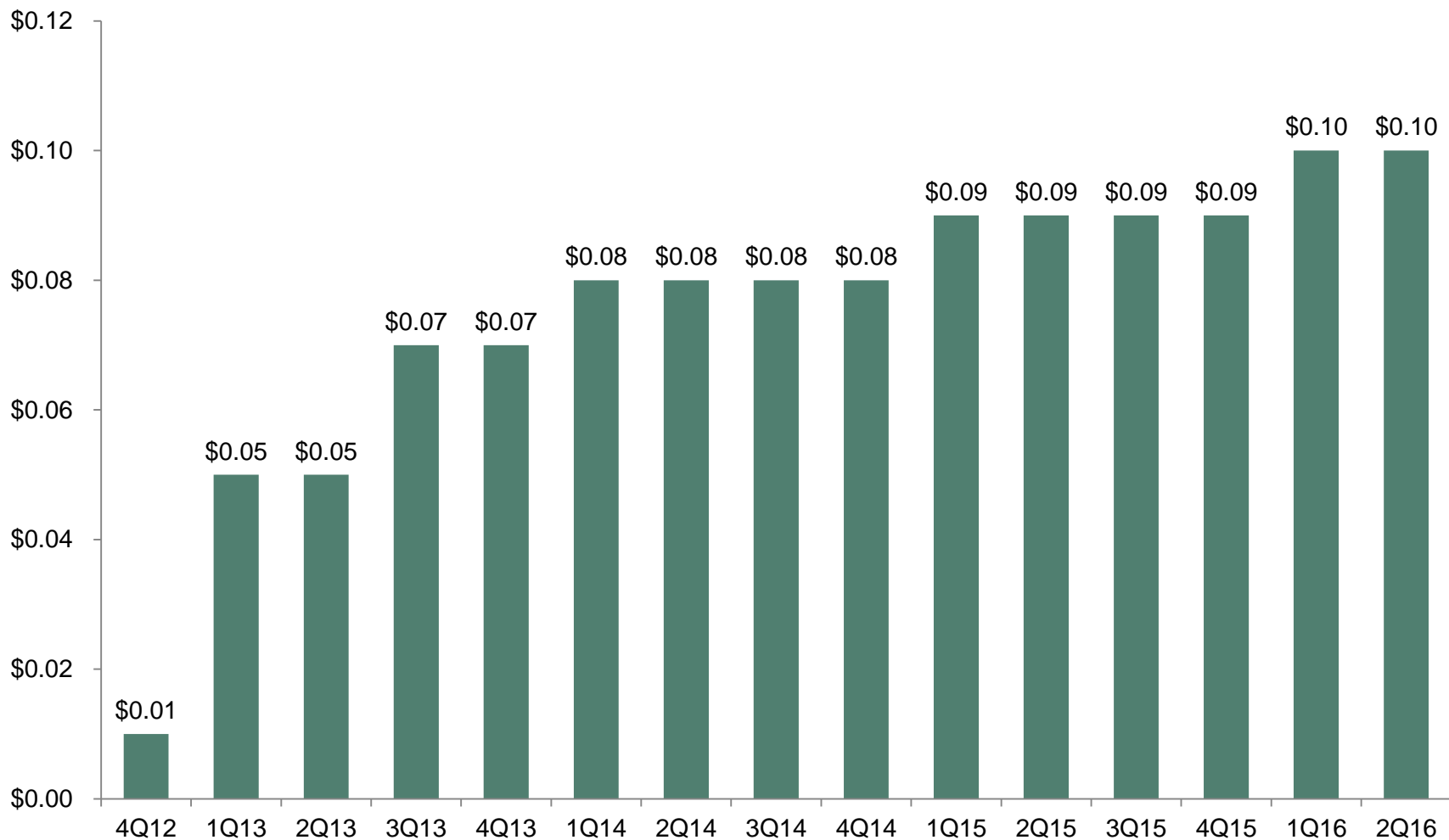


Perspective on Recent Stock Price Performance



Note: Data as of 4-15-16

Return of Capital to Shareholders



2016: Our Critical Building Blocks for Success

1 Strengthen the BPFH portfolio

- Partner with affiliates to improve profitability

2 Make BPW a central pillar of client expansion and value creation

- Attract high-quality clients
- Ramp up growth
- Improve margins

3 Drive Private Banking growth and client attraction in all markets

4 Harness “the power of the whole”; connect the WM, Trust and Private Banking client experience

5 Structure the Company for the future ... one Company, one team

- Collaboration
- Strong management
- Efficiency

6 Manage risk and capital tightly; give more cash back to shareholders while reinvesting in expansion

