

Nasdaq: PEBO

Investor Presentation

2nd Quarter 2015

Safe Harbor Statement



Statements in this presentation which are not historical are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. These forward-looking statements may include discussions of the strategic plans and objectives or anticipated future performance and events of Peoples Bancorp Inc. ("Peoples").

The information contained in this presentation should be read in conjunction with Peoples' Annual Report on Form 10-K for the fiscal year ended December 31, 2014 (the "2014 Form 10-K") and the earnings release for the second quarter and six months ended June 30, 2015 (the "Second Quarter Earnings Release") included in Peoples' Current Report on Form 8-K furnished to the Securities and Exchange Commission ("SEC") on July 24, 2015, each of which is available on the SEC's website (www.sec.gov) or at Peoples' website (www.peoplesbancorp.com). Peoples expects to file its Quarterly Report on Form 10-Q for the quarter ended June 30, 2015 (the "Second Quarter Form 10-Q") with the SEC on or about July 29, 2015. As required by U.S. generally accepted accounting principles, Peoples is required to evaluate the impact of subsequent events through the issuance date of Peoples' consolidated financial statements as of and for the fiscal quarter ended June 30, 2015 as part of its Second Quarter Form 10-Q. Accordingly, subsequent events could occur that may cause Peoples to update its critical accounting estimates and to revise its financial information from that which is contained in this presentation.

Investors are cautioned that forward-looking statements, which are not historical fact, involve risks and uncertainties, including those detailed in Peoples' 2014 Form 10-K under the section, "Risk Factors" in Part I, Item 1A and in the Second Quarter Earning Release. As such, actual results could differ materially from those contemplated by forward-looking statements made in this presentation. Management believes that the expectations in these forward-looking statements are based upon reasonable assumptions within the bounds of management's knowledge of Peoples' business and operations. Peoples disclaims any responsibility to update these forward-looking statements to reflect events or circumstances after the date of this presentation.



Corporate Profile



Financial holding company headquartered in Marietta, Ohio.

- Provide a broad range of banking, insurance, and investment services

Current snapshot:



- Located along major transportation routes
- Demographics:
- Total population: Approx. 5.0 million
- Median income: \$39,189
- Key industries:
- · Health care
- Manufacturing (plastics/petrochemicals)
- Oil/gas/coal activities (shale opportunities)
- Education and social services
- · Tourism

Unemployment rates:

- · OH: 5.2%
- · WV: 7.0%
- KY: 5.0%





Marietta



KY

Investment Rationale



Unique community banking model

- Greater revenue diversity for a community bank our size (30% to 35% fee-based)
- Strong community reputation and active involvement
- Local market teams capable of outmaneuvering larger banks
- More sophistication and product breadth than smaller banks

Strong, growing fee-based businesses

- Sizable market share in several areas
- Prior insurance acquisitions producing steady returns
- Potential wealth management opportunities

Capacity to grow our franchise

- Strong fundamentals (capital, liquidity, competency) to support active M&A strategy
- Scalable IT capabilities
- Passionate and talented associates

Committed to disciplined execution

- Strong, integrated enterprise risk management process
- Focused on business line performance and contribution



2015 Outlook



- Efficiency ratio goal of 65% for second half of 2015
 - Acquisition costs from NB&T will be minimal in second half of the year
 - Core operating expense run-rate of \$26.5 million in Q3 and Q4
- Effective balance sheet management
 - Invest excess seasonal and NB&T cash into securities portfolio
 - Reduce securities portfolio once loan growth takes hold
- Net interest margin expected to stabilize in low 3.50's for remainder of year
 - Core net interest margin expansion of 6 to 7 basis points
 - Net accretion income from acquisitions of 12 to 15 basis points
- Annual organic loan growth of 7% to 9%
 - Loan growth is expected to accelerate in Q3 and Q4
 - Strong commercial loan pipeline to support growth
- · Superior asset quality standards
 - Annual net charge-off rate of 20 to 30 basis points to average loans
 - Actual net charge-off rate of 7 basis points through first half of year
- Active acquisition strategy to continue
 - Focus will be on insurance and investment opportunities to build fee-based revenue
 - No bank deals anticipated in the second half of the year

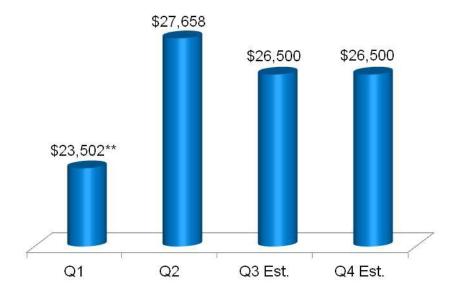


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2015 Core Operating Expenses*



(thousands)





Strategic Road Map



"Best Community Bank in America"

- · Excellent Financial Results and Shareholder Return
- Great Place to Work

- · Great Place to Bank
- Meaningful Impact on Our Communities

Re sponsible Risk Management

- · Our Way of Life
- · Asset Quality
- · Compliance / Regulatory
- Operational Risk
- · Information Security
- · Change Management
- Execution Risk
- · Reputational Risk

Extraordinary Client Experience

- · Broad Delivery Channels
- · Delight the Customer
- Knowledgeable, Caring Associates Consistently Delivering Competent Advice / Solutions
- Consistent Experience at Every Touch Point
- · DWYSYWD

Profitable Revenue Growth

- · M&A
- · Sales & Service Process
- Define the Ideal Client Profile for New Relationships
- · Best Client Retention
- Relationship Reviews;
 Value Added
- Deepen Relationships/ Cross Sell
- Understand Customer
 Needs
- · Seek Client Referrals

Superior Workforce

- Right People / Right Job
- · Appetite for Winning
- Culture of Learning
- · Coaching/Development
- · No Whiners/ No Excuses
- · Accountability/ Performance Metrics
- · Reward/Recognition

How we

- 1. Create a Winning Culture: Embrace change/active learners/help each other win/communicate effectively
- 2. Human Capital Development: Define the behaviors and goals/provide the training/measure/coach/reward
- 3. Pricing Discipline: Focus on the risk-adjusted margin / fair prices, fair returns
- 4 Operating Efficiencies: Quest for continuous improvement / revenue growth faster than expense growth
- 5. Merger Integration: Manage the risk / retain and grow the revenue / lower the cost / delight the community

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Strategic Priorities



Positive Operating Leverage

- Primary emphasis on revenue growth
- Disciplined expense management
- Expand revenue vs. expense growth gap beyond 2%
- Target efficiency ratio below 65%

Superior Asset Quality

- Balance growth with prudent credit practices
- Improve diversity within the loan portfolio
- Preserve key metrics superior to most of our peers

High Quality Balance Sheet

- · Adjust earning asset mix by shifting investments to loans
- Achieve meaningful loan growth each year
- · Maintain emphasis on core deposit growth
- Prudent use of capital (dividends & acquisitions)



Strategic Targets



| | Metrics | Actual 2013 | Actual 2014 | Actual Q2 2015* | 5-Year Strategic Target Range |
|---------------|--|----------------|----------------|--------------------|-------------------------------------|
| | Net interest margin (Fully-tax equivalent) | 3.23% | 3.45% | 3.46% | 3.60% to 3.80% |
| Positive | Total revenue growth | 3.53% | 18.31% | 42.50% | 5% to 8% |
| Operating | Total expense growth | 7.55% | 24.52% | 43.86% | 3% to 6% |
| Leverage | Non-interest income to total revenue | 40.19% | 36.56% | 32.48% | 35% to 40% |
| | Efficiency | 71.90% | 75.37% | 74.20% | 58% to 62% |
| Superior | NPAs to total loans + OREO | 0.67% | 0.75% | 1.25% | 0.70% to 1.00% |
| Asset Quality | Net charge-offs to average loans (1) | -0.35% | -0.03% | 0.10% | 0.30% to 0.50% |
| | Loans to total assets | 58.09% | 63.12% | 62.67% | 60% to 70% |
| High Quality | Deposits to total funding | 87.04% | 87.85% | 92.00% | 80% to 90% |
| Balance Sheet | Tier 1 capital | 12.42% | 14.32% | 13.98% | 10% to 13% |
| | TE to tangible assets (2) | 7.26% | 9.39% | 8.73% | 7.50% to 8.50% |
| | Return on equity | 7.92% | 6.16% | 4.69% | Over 10% |
| | Return on assets | 0.91% | 0.74% | 0.61% | Over 1% |
| Execute on | Pre-provision net revenue to assets (2) | 1.26% | 1.10% | 0.99% | Over 1.80% |
| Strategies | Revenue vs. expense growth gap | - 4.02% | -6.21% | -1.36% | Over 2% |
| | Dividend payout (3) | 33.20% | 43.10% | 56.14% | 30% to 40% |

Current 5-year strategy planning period = 2015 to 2019

- (1) Presented on an annualized basis
- (1) Presented on an annualize wass?
 (2) Non-GAAP financial measure. See Appendix.
 (3) Dividend data reflects amounts declared with respect to earnings for the period indicated



* Includes \$0.7 million in acquisition charges, largely related to the NB&T transaction



NB&T Financial Group Inc.

(NASDAQ: NBTF)



- Deal announced on August 4, 2014 and closed / converted on March 6, 2015
- 22 offices in SW Ohio
- Important step in Peoples' quest to "Build the Best Community Bank in America"
- Top market share in both Clinton County and Brown County



Transaction rationale:

- Market expansion to southwest, Ohio (Cincinnati / Dayton) market place
- Hired Ed Reilly, former southwest Ohio District President for Key Bank, to lead southwest Ohio
- Resulting in assets over \$3.2 billion and market cap of approximately \$439 million at
- Moved to 12th highest deposit market share in Ohio

Financial summary (as of 3/6/15):

- Total assets = \$720 million
- Total loans = \$390 million
- Total deposits = \$630 million

Creates one of the largest community banks in Ohio





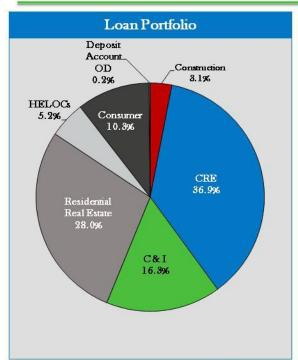
Our Capabilities

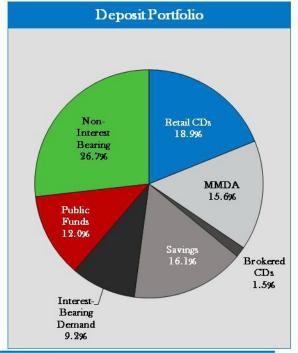


| | ***National Banks*** | | | | | | ***Community Banks*** | | | | | | | | | | | |
|-----------------------------|----------------------|----------------|--------------------|-----|------------|--------------------|-----------------------|--------------------|---------------|------------------|----------------|-----|-----|-----|-----|-----|-----|-----|
| Online Channel | Chase | Wells Fargo | Bank of America | PNC | Huntington | PEOPLES BANCORP | City National | Community Trust | Wes- Banco | Park National | United Bank | | | | | | | |
| Bill Pay | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | | | | | | | |
| Online Account Opening | Yes | Yes | Yes | Yes | Yes | Yes 🖈 | Yes | No | No | No | No | | | | | | | |
| Online Loan Applications | Yes | Yes | Yes | Yes | Yes | Yes 🖈 | No | No | Yes | No | No | | | | | | | |
| Online Financial Management | No | Yes | Yes | Yes | Yes | Yes 🧙 | No | No | No | No | Yes | | | | | | | |
| ACH, Wires Stop Payments | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | | | | | | | |
| Positive Pay | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | No | Yes | Yes | | | | | | | |
| Tax Services | Yes | Yes | Yes | Yes | Yes | Yes 🖈 | No | No | Yes | No | Yes | | | | | | | |
| P2P Payments | Yes | Yes | Yes | Yes | No | Pending | No | No | No | No | No | | | | | | | |
| Online Chat | No | No | Yes | Yes | Yes | Yes 🖈 | No | No | No | No | No | | | | | | | |
| Mobile Channel | | | | | | 120 | | | | | | | | | | | | |
| Text Alerts | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | | | | | | | |
| Bill Pay-Specific to Mobile | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | | | | | | | |
| Phone/iPad/Andriod Apps | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | | | | | | | |
| Text Banking | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Mobile Deposit Capabilities | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | Yes | Yes | Yes | | | | | | | |
| Business Support Center | Yes | Yes | Yes | Yes | Yes | Yes 🧙 | No | No | Yes | Yes | No | | | | | | | |
| Social Media Channel | 21 | | | | - | | | Te | | 20 20 | | | | | | | | |
| Facebook | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | Yes | Yes | No | | | | | | | |
| Twitter | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | Yes | Yes | Yes | | | | | | | |
| YouTube | Yes | Yes | Yes | Yes | Yes | Yes 🖈 | No | No | No | Yes | Yes | | | | | | | |
| LinkedIn | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | | | | | | | |
| Other Channels | | | | | | | | | | | | | | | | | | |
| Prepaid Debit Card | Yes | Yes | Yes | Yes | No | Yes 🖈 | No | Yes | No | Yes | No | | | | | | | |
| Prepaid Gift Card | Yes | Yes | Yes | Yes | Yes | Yes 🖈 | No | Yes | Yes | No | No | | | | | | | |
| Employer-Loaded Pay Cards | Yes | N/A | Yes | N/A | Yes | Yes 🥎 | No | No | No | No | No | | | | | | | |

Loan and Deposit Composition







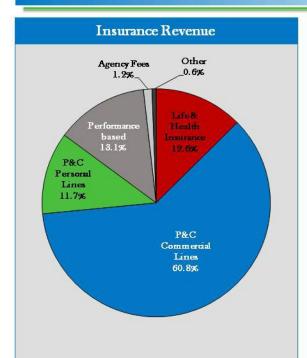
Data as of June 30, 2015

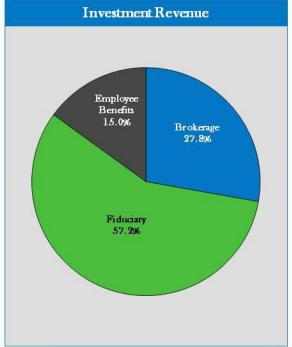


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Insurance & Investment Income Composition







Peoples (

Our Businesses



Commercial Banking

- 12% organic commercial loan growth in 2014; 9% growth in Q2 2015
- Expanding pipeline expected to drive 8% to 10% growth in 2015
- Legal lending limit over \$40 million with NB&T

Retail Banking

- 3.5% organic checking account growth; 27% non-interest bearing DDA to total deposits
- \$42 million or 43% indirect auto loan growth compared to a year ago

Insurance

- Commercial Property & Casualty lines comprising 61% of revenue
- Expanding Life & Health segment comprising 13% of revenue
- Performance-based income consistent with first half of last year

Trust and Investments

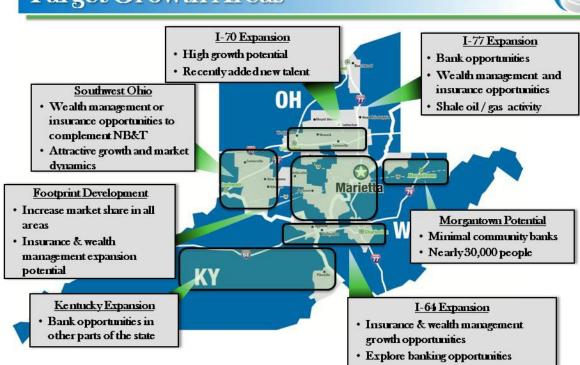
- \$1.9 billion in assets under management, including \$283 million from NB&T
- Retirement planning, 401(k) administration, brokerage and trust services
- Contributed double-digit revenue growth year over year



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Target Growth Areas







Refreshing Acquired Branches



Retrofitting acquired offices

- Floor-to-ceiling renovations
- Completed renovations of our Midwest and Ohio Heritage branches; North Akron is in process
- NB&T branch refresh will be phased in during 2015
- Used national branch design experts

Key Benefits

- All delivery channels "Best in Class"
- Consistent look with our new brand
- More engaging customer environment
- Better utilization of office space
- Enhanced customer sales discussions
- Increased office visits and sales activity







After







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Our M&A Strategy

· Optimize our current footprint

- Gain market share and improve operating efficiency
- Create more density through disciplined expansion

· Target areas with characteristics similar to existing markets

- Expand along major transportation routes
- Focused on "mid-major" communities or suburbs of major cities

· Acquire franchises that complement our strategy

- Maintain revenue diversity with insurance and investment providers
- Capitalize on accretion potential of smaller banks (under \$200 million)
- Improve balance sheet mix and size with larger banks (\$200-\$1 billion)

Improve shareholder return

- All transactions must be accretive by year 2
- Limit dilution of tangible book value to 5% per transaction
- Recapture tangible book value dilution within 4 years

Use M&A to augment organic growth





Appendix



Annual Financial Summary

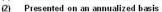


| | Metrics | FY 2012 | FY 2013 | FY 2014 |
|------------------------|--|------------|------------|------------|
| | Diluted EPS | \$1.92 | \$1.63 | \$1.35 |
| | Return on common equity | 9.52% | 7.92% | 6.16% |
| Financial | Return on assets | 1.11% | 0.91% | 0.74% |
| Performance | Diluted EPS Return on common equity Return on assets Pre-provision net revenue to assets (1) Net interest margin (FTE) Efficiency ratio Tier 1 capital Total capital TE to TA (1) TBV per share (1) NPAs to loans + OREO NPAs to TE + ALLL ALLL to originated loans Net c/o's to avg loans | | 1.26% | 1.10% |
| | Financial Performance Return on common equity Return on assets Pre-provision net revenue to assets (1) Net interest margin (FTE) Efficiency ratio Tier 1 capital Total capital Te to TA (1) TBV per share (1) NPAs to loans + OREO NPAs to TE + ALLL Asset Quality ALLL to originated loans | 3.39% | 3.23% | 3.45% |
| | | | | 75.37% |
| | | | | |
| | Tier 1 capital | 14.06% | 12.42% | 14.32% |
| Capital | Total capital | 15.43% | 13.78% | 15.48% |
| Сарісаі | TE to TA (1) | 8.28% | 7.26% | 9.39% |
| | TBV per share (1) | \$14.52 | \$13.57 | \$15.57 |
| | | | | |
| | NPAs to loans + OREO | 1.48% | 0.67% | 0.75% |
| Capital Asset Quality | NPAs to TE + ALLL | 8.57% | 6.01% | 4.88% |
| | ALLL to originated loans | 1.81% | 1.57% | 1.48% |
| | Net c/o's to avg loans | 0.12% | - 0.35% | -0.03% |
| | Loan loss prov to avg loans | - 0.49% | - 0.42% | 0.03% |

Quarterly Financial Summary



| | Metrics | 2Q 2014 | 3Q 2014 | 4Q 2014 | 1Q 2015* | 2Q 2015* |
|-------------|---|------------|------------|------------|-------------|-------------|
| | Diluted EPS | \$0.32 | \$0.32 | \$0.28 | \$-0.04 | \$0.27 |
| **** | Return on equity | 5.91% | 5.84% | 5.03% | -0.78% | 4.69% |
| Financial | Return on assets | 0.67% | 0.73% | 0.66% | -0.10% | 0.61% |
| Performance | Pre-provision net revenue to assets (1) | 1.10% | 0.96% | 0.99% | 0.00% | 0.99% |
| | Net interest margin (FTE) | 3.39% | 3.49% | 3.53% | 3.46% | 3.46% |
| s s | Efficiency ratio | 75.58% | 77.82% | 76.55% | 96.71% | 74.20% |
| | | | | | | |
| | Tier 1 capital | 12.33% | 14.53% | 14.32% | 14.05% | 13.98% |
| Capital | Total capital | 13.65% | 15.73% | 15.48% | 15.02% | 14.99% |
| Сарпаі | TE to TA (1) | 7.90% | 9.40% | 9.39% | 8.61% | 8.73% |
| | TBV per share (1) | \$15.07 | \$15.50 | \$15.57 | \$14.53 | \$14.52 |
| 2 | | | | | | |
| | NPAs to loans + OREO | 0.92% | 0.66% | 0.75% | 0.68% | 1.25% |
| Asset | NPAs to TCE + ALLL | 6.75% | 4.27% | 4.88% | 4.63% | 8.87% |
| | ALLL to originated loans | 1.49% | 1.47% | 1.48% | 1.48% | 1.42% |
| Quality | Net c/o's to avg loans (2) | 0.02% | -0.16% | -0.05% | 0.03% | 0.10% |
| | Loan loss prov to avg loans (2) | 0.19% | -0.11% | 0.03% | 0.08% | 0.13% |

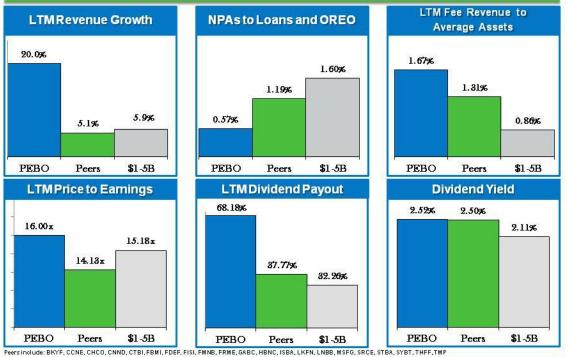




* Includes \$9.6 million and \$0.7 million in NB&T acquisition charges recorded in Q1 and Q2 respectively 91

Key Drivers of Shareholder Value





\$1-5B peer group represents all publically-traded Midwest banks with total assets between \$1 and \$5 billion Source: SNL Financial as of March 31, 2015; Pricing data as of July 21, 2015



Non-GAAP Measures



ADJUSTED CORENET INCOME

Adjusted core net income is non-GAAP since it excludes non-core charges incurred during the period and the tax expense is adjusted to be the estimated, effective tax rate for the year.

| (S in Thousands) | | 2 2014 | Q | 1 2015 | Q | 2 2015 |
|--|----|----------|----|----------|----|----------|
| Income (loss) before income taxes | \$ | 5,054 | \$ | (840) | \$ | 7,144 |
| Acquisition costs | | (1,272) | | (9,043) | | (732) |
| (Losses) gains | | (121) | | (503) | | (125) |
| Pension settlement charge | | (536) | | (269) | | (103) |
| O ther | | 4900 | | (100) | | (285) |
| Income (loss) before income taxes - Adjusted | \$ | 6,983 | \$ | 9,075 | \$ | 8,389 |
| Income tax expense (31%) | | 2,165 | | 2,813 | | 2,601 |
| Net income - Adjusted | \$ | 4,818 | S | 6,262 | S | 5,788 |
| Weighted-average shares outstanding - Diluted - Reported | 10 | ,880,090 | 14 | ,616,225 | 18 | ,253,918 |
| Capital raise shares impact prior to NB&T acquisition | | 350 | 1 | ,314,010 | | 121 |
| Weighted-average shares outstanding - Diluted - Adjusted | 10 | ,880,090 | 13 | ,302,215 | 18 | ,253,918 |
| (Loss) earnings per common share - Diluted - Reported | \$ | 0.32 | \$ | (0.04) | \$ | 0.27 |
| Earnings per common share - Diluted - Adjusted | \$ | 0.44 | \$ | 0.43 | \$ | 0.32 |



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Non-GAAP Measures



PRE-PROVISION NET REVENUE

Pre-provision net revenue (PPNR) represents a non-GAAP financial measure commonly used to evaluate the operating performance and trends of financial services companies, including Peoples. PPNR represents the earnings capacity that can be either retained in order to build capital or used to absorb unexpected losses and preserve existing capital. PPNR is defined as net interest income plus non-interest income minus non-interest expense. This measure is non-GAAP since it excludes provision for (recovery of) loan losses and all gains and/or losses included in earnings.

| (S in Thousands) | | 2012 | | 2013 | | 2014 |
|---|----|-----------|----|------------------|----|-----------|
| Income before income taxes | \$ | 29,910 | \$ | 29,084 | \$ | 24,178 |
| Add: Provision for loan losses | | - | | 8 10 | | 339 |
| Add: Impairment losses | | - | | - | | - |
| Add: Loss on debt extinguishment | | 4,144 | | 19- | | - |
| Add: Loss on loans held-for-sale and OREO | | - | | 19- | | 95 |
| Add: Net loss on securities | | - | | 19 -1 | | 30 |
| Add: Loss on other assets | | 248 | | 241 | | 430 |
| Less: Recovery of loan losses | | 4,716 | | 4,410 | | - |
| Loss: Net gain on debt extinguishment | | _ | | 13 == | | 67 |
| Less: Gain on loans held-for-sale and OREO | | 66 | | 86 | | 27 |
| Less: Gain on securities | | 3,548 | | 489 | | 428 |
| Less: Gain on other assets | | _ | | 82 | | - |
| Pre-provision net revenue | s | 25,972 | s | 24,340 | s | 24,550 |
| Average assets | \$ | 1,841,289 | \$ | 1,932,367 | \$ | 2,240,534 |
| Pre-provision net revenue to average assets | | 1.41% | | 1.26% | | 1.10% |



Non-GAAP Measures



PRE-PROVISION NET REVENUE

Pre-provision net revenue (PPNR) represents a non-GAAP financial measure commonly used to evaluate the operating performance and trends of financial services companies, including Peoples. PPNR represents the earnings capacity that can be either retained in order to build capital or used to absorb unexpected losses and preserve existing capital. PPNR is defined as net interest income plus non-interest income minus non-interest expense. This measure is non-GAAP since it excludes provision for (recovery of) loan losses and all gains and/or losses included in earnings.

| (S in Thousands) | (| 22 2014 | (| Q3 2014 | (| Q4 2014 | (| Q1 2015 | Q2 | 2 2015 |
|---|---|---------|---|----------------|---|---------|---|-------------|------|--------|
| Income (loss) before income taxes | S | 5,054 | S | 5,908 | S | 6,285 | S | (840) | S | 7,144 |
| Add: Provision for loan losses | | 583 | | = 3 | | 128 | | 350 | | 672 |
| Add: Loss on debt extinguishment | | 5200 | | <u></u> - | | 12 | | 520 | | CULT |
| Add: Loss on loans held-for-sale and OREO | | contra | | | | 95 | | 8 | | 73 |
| Add: Loss on securities | | - | | 8 | | - | | - | | - |
| Add: Loss on other assets | | 187 | | 185 | | 51 | | 575 | | 63 |
| Less: Recovery of loan losses | | 2 | | 380 | | - | | _ | | 52.2 |
| Less: Gain on debt extinguishment | | cisille | | 67 | | 150 | | | | cmite |
| Less: Gain on loans held-for-sale and OREO | | - | | 9 | | - | | - | | - |
| Less: Gains on securities | | 66 | | 124 | | 238 | | 600 | | 11 |
| Less: Gains on other assets | | 32 | | <u>=</u> | | 12 | | - | | 122 |
| Pre-provision net revenue | s | 5,758 | s | 5,513 | s | 6,321 | S | 13 | s | 7,941 |
| Average assets (in millions) | S | 2,091.0 | S | 2,277.2 | S | 2,538.3 | S | 2,762.3 | \$ 3 | ,223.8 |
| Pre-provision net revenue to average assets (a) | | 1.10% | | 0.96% | | 0.99% | | 0.00% | | 0.99% |

(a) Presented on an annualized basis



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Non-GAAP Measures



Peoples uses tangible common equity ratios to evaluate the adequacy of Peoples' stockholders' equity. Such ratios represent non-GAAP financial information since the calculations exclude the impact of intangible assets acquired through acquisitions on both total stockholders' equity and total assets, and the related amortization from earning. Management believes this information is useful to investors since it facilitates the comparison of Peoples' operating performance, financial condition and trends to peers, especially those without a level of intangible assets similar to that of Peoples. The following table reconciles the calculation of these non-GAAP financial measures to amounts reported in Peoples' consolidated financial statements.

| (\$ in Thousands) | | 2012 | | 2013 | | 2014 |
|---|---|-------------------|---|-------------------|----|--------------------|
| Tangible Equity: Total stockholders' equity, as reported Less: goodwill and other intangible assets | S | 221,728 68,525 | S | 221,553 77,603 | S | 340,118 109,158 |
| Less: preferred stockholders' equity | | - | | 100 | | 2 |
| Tangible equity | S | 153,203 | S | 143,950 | S | 230,960 |
| Tangible Assets: | | | | | | |
| Total assets, as reported | S | 1,918,050 | S | 2,059,108 | S | 2,567,769 |
| Less: goodwill and other intangible assets | | 68,525 | | 77,603 | | 109,158 |
| Tangible assets | S | 1,849,525 | S | 1,981,505 | S | 2,458,611 |
| Tangible Equity to Tangible Assets Ratio: | | | | | | |
| Tangible equity | S | 153,203 | S | 143,950 | S | 230,960 |
| Tangible assets | S | 1,849,525 | S | 1,981,505 | S | 2,458,611 |
| Tangible equity to tangible assets | | 8.28% | | 7.26% | | 9.39% |
| Tangible Book Value per Share | | | | | | |
| Tangible common equity | S | 153,203 | S | 143,950 | \$ | 230,960 |
| Common shares outstanding | V | 10,547,960 | | 10,605,782 | | 14,836,727 |
| Tangible book value per share | S | 14.52 | S | 13.57 | S | 15.57 |



Non-GAAP Measures



Peoples uses tangible common equity ratios to evaluate the adequacy of Peoples' stockholders' equity. Such ratios represent non-GAAP financial information since the calculations exclude the impact of intangible assets acquired through acquisitions on both total stockholders' equity and total assets, and the related amortization from earning. Management believes this information is useful to investors since it facilitates the comparison of Peoples' operating performance, financial condition and trends to peers, especially those without a level of intangible assets similar to that of Peoples. The following table reconciles the calculation of these non-GAAP financial measures to amounts reported in Peoples' consolidated financial statements.

| (Sin Thousdands) | | June 30, 2014 | | September 30, 2014 | | December 31, 2014 | | March 31, 2015 | June 30, 2015 | |
|--|----|------------------|----|-----------------------|----|----------------------|----|-------------------|------------------|--|
| Tangible Equity: | | | | | | | | | | |
| Total stockholders' equity, as reported | \$ | 244,270 | \$ | 319,282 | \$ | 340,118 | \$ | 419,218 | \$ 418,164 | |
| Less: goodwill and other intangible assets | | 79,626 | | 100,016 | | 109,158 | | 152,291 | 151,169 | |
| Tangible equity | \$ | 164,644 | \$ | 219,266 | \$ | 230,960 | \$ | 266,927 | \$ 266,995 | |
| Tangible Assets: | | | | | | | | | | |
| Total assets, as reported | \$ | 2,163,274 | \$ | 2,432,903 | \$ | 2,567,769 | \$ | 3,253,835 | \$ 3,210,425 | |
| Less: goodwill and other intangible assets | | 79,626 | | 100,016 | | 109,158 | | 152,291 | 151,169 | |
| Tangible assets | \$ | 2,083,648 | \$ | 2,332,887 | \$ | 2,458,611 | \$ | 3,101,544 | \$ 3,059,256 | |
| Tangible Equity to Tangible Assets: | | | | | | | | | | |
| Tangible equity | \$ | 164,644 | \$ | 219,266 | \$ | 230,960 | \$ | 266,927 | \$ 266,995 | |
| Tangible assets | \$ | 2,083,648 | \$ | 2,332,887 | \$ | 2,458,611 | \$ | 3,101,544 | \$ 3,059,256 | |
| Tangible equity to tangible assets | | 7.90% | | 9.40% | | 9.39% | | 8.61% | 8.73% | |
| Tangible Book Value per Share | | | | | | | | | | |
| Tangible equity | \$ | 164,644 | \$ | 219,266 | \$ | 230,960 | \$ | 266,927 | \$ 266,995 | |
| Common shares outstanding | | 10,926,436 | | 14,150,279 | | 14,836,727 | | 18,374,526 | 18,391,575 | |
| Tangible book value per share | \$ | 15.07 | \$ | 15.50 | \$ | 15.57 | \$ | 14.53 | \$ 14.52 | |



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Nasdaq: PEBO

Investor Presentation

2nd Quarter 2015

2nd Quarter Earnings Release

