



NewAlliance Bancshares

Analyst Day Presentation

August 5, 2005

Disclaimer & Forward-Looking Statements

This presentation contains forward-looking statements which involve risks and uncertainties. The Company's actual results may differ significantly from the results discussed in the forward-looking statements. Factors that might cause such a difference include, but are not limited to, changes in market interest rates, loan prepayment rates, general economic conditions, legislation and regulation; changes in the monetary and fiscal policies of the U.S. Government including policies of the U.S. Treasury and the Federal Reserve Board; changes in the quality or composition of the loan or investment portfolios; changes in deposit flows, competition, and demand for financial services, and loan, deposit and investment products in the Company's local markets; changes in accounting principles and guidelines; the ability of the Company to successfully complete and integrate acquisitions; the impact of equity awards yet to be determined and announced; war or terrorist activities; and other economic, competitive, governmental, regulatory, geopolitical, and technological factors affecting the Company's operations, pricing and services.

Agenda

- | | | |
|--------------|--|----------------------|
| I. | Introductions & Opening Remarks | P. Patterson |
| II. | Strategic Priorities | P. Patterson |
| III. | Financial Overview | M. Blanksteen |
| IV. | Credit Risk Management | D. Chaffee |
| V. | Business Banking | D. Wishnafski |
| VI. | Personal Banking | D. Purcell |
| VII. | Wealth Management | E. Diamond |
| VIII. | Wrap Up | P. Patterson |

NewAlliance Bank Organization

Board of Directors

**Chairman, President & CEO
Peyton R. Patterson**

**Personal
Banking**

**David
Purcell**

**Business
Banking**

**Diane
Wishnafski**

**Wealth
Management**

**Ed
Diamond**

**Chief
Financial
Officer**

**Merrill
Blanksteen**

**Chief
Operating
Officer**

**Gail
Brathwaite**

**Chief
Credit
Officer**

**Don
Chaffee**

**Chief
Risk
Officer**

**K.P.
Chan**

**Investor
Relations**

**Brian
Arsenault**

**Community
Development &
Public Relations**

**Paul
McCraven**



Experienced Management Team

Nearly Two Centuries of Collective Experience in the Financial Services Industry

Name	Title	Years in Industry	Prior Experience
Peyton R. Patterson	Chairman, President & Chief Executive Officer	23	New Haven Savings Bank (CT) Dime Bancorp (NY) Chemical Bank/Chase Manhattan (NY) CoreStates Financial Corp. (PA)
Merrill B. Blanksteen	Executive Vice President, Chief Financial Officer & Treasurer	28	New Haven Savings Bank (CT) American Savings Bank (FL) AmeriFirst Bank (FL)
Gail E.D. Brathwaite	Executive Vice President & Chief Operating Officer	27	New Haven Savings Bank (CT) Dime Bancorp (NY)
Donald T. Chaffee	Executive Vice President & Chief Credit Officer	33	New Haven Savings Bank (CT) Dime Bancorp (NY) Chase Manhattan Bank (NY)
David H. Purcell	Executive Vice President, Personal Banking	20	New Haven Savings Bank (CT) Dime Bancorp (NY) CoreStates Financial Corp. (PA) New Jersey National Bank (NJ)
Diane L. Wishnafski	Executive Vice President, Business Banking	30	New Haven Savings Bank (CT) Dime Savings Bank of Wallingford (CT) First Bank (CT) Connecticut Bank & Trust Co. (CT)
J. Edward Diamond	Executive Vice President, Asset Management	32	New Haven Savings Bank (CT) Dime Bancorp (NY) First Gibraltar Bank (TX)
Brian S. Arsenault	Executive Vice President, Corporate Communications and Investor Relations	15	Banknorth Group (ME)



The Vision Statement

NewAlliance Vision Statement

NewAlliance seeks to continually deliver superior value to its customers, shareholders, employees and communities by:

- Providing “best in class” financial products and customer service;
- Seeking a superior long-term return on investment for shareholders;
- Rewarding excellence in performance by employees;
- Building stronger communities through one of the nation’s largest bank foundations and the personal commitment of our more than 1000 employees.

NewAlliance Mission Statement

NewAlliance Mission Statement

“We have a relentless commitment to improve the financial well-being of the people and businesses in the markets we serve, and to invest in the communities where they reside and work.”

Strategic Focus Areas

STRATEGY I	GROW THE BANK
STRATEGY II	STRENGTHEN REVENUE SOURCES
STRATEGY III	IMPROVE OPERATING EFFICIENCIES
STRATEGY IV	MANAGE CAPITAL

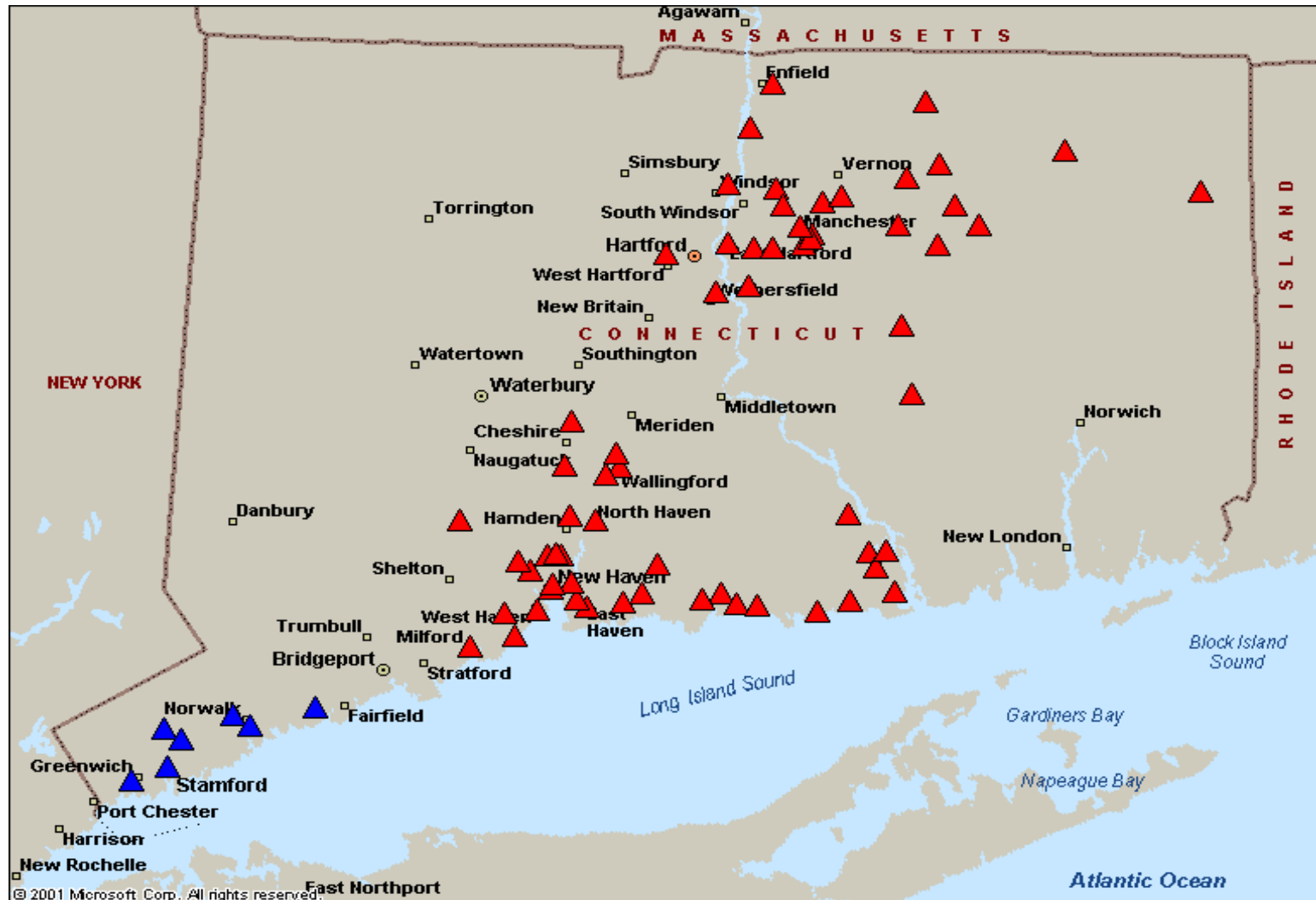
Strategic Focus Area

STRATEGY I: GROW THE BANK

NEWALLIANCE HAS A DUAL FOCUS ON GROWING THE BANK IN ITS EXISTING MARKETS WHILE EXPANDING THE FOOTPRINT INTO NEW MARKETS.

- ✓ Strengthen Sales Culture
- ✓ Focus on Core Relationships
- ✓ Heighten Market Awareness
- ✓ Attract and Retain Key Talent
- ✓ Fill-in branch gaps
- ✓ Purchase banks with strategic value
- ✓ Develop new business channels

Expanded Market Area



NewAlliance



Cornerstone



NewAlliance Bancshares

Strategic Focus Area

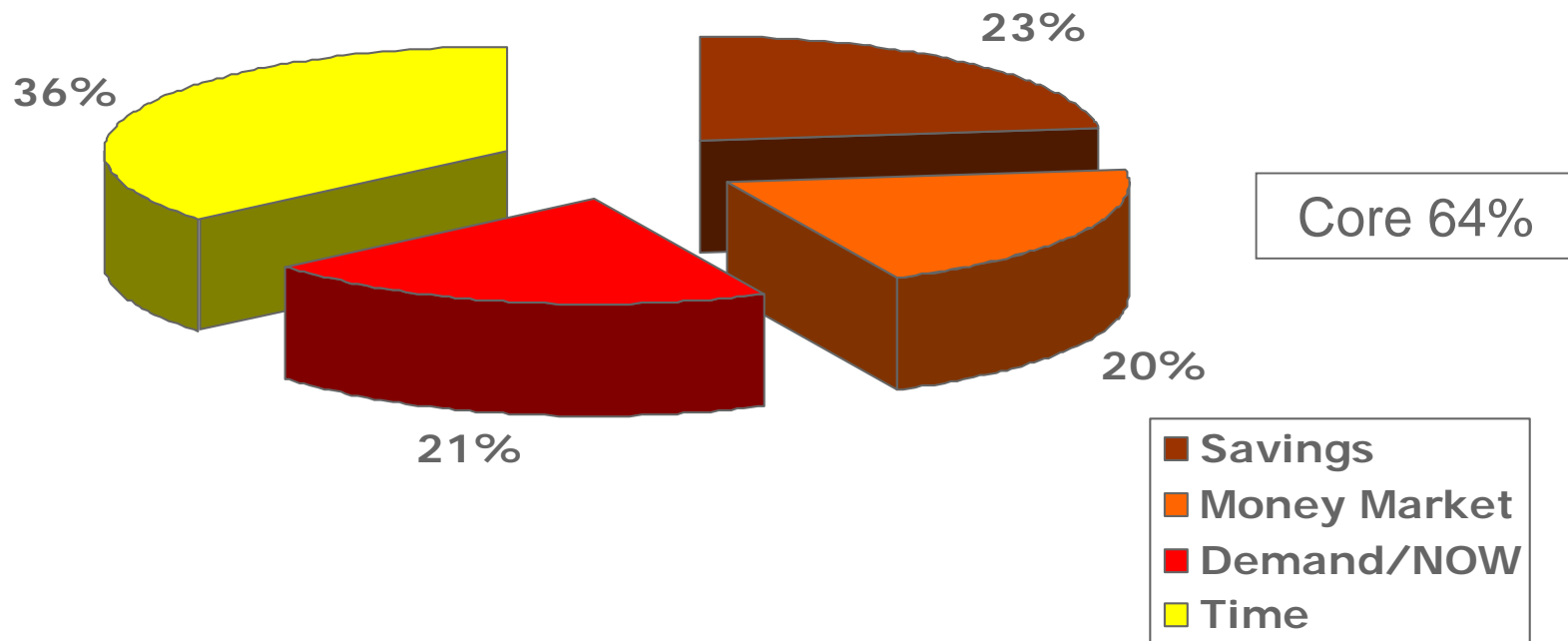
STRATEGY II: STRENGTHEN REVENUE SOURCES

NEWALLIANCE'S BUSINESS STRATEGIES FOCUS ON MAXIMIZING THE NET INTEREST MARGIN POTENTIAL AND INCREASING FEE INCOME SOURCES. THIS IS ACCOMPLISHED BY:

- ✓ Originating High-Yielding Loans
- ✓ Protecting the Margin While Growing Deposits
- ✓ Increasing DDA Accounts
- ✓ Acquiring Companies with Attractive Balance Sheets and/or Fee Income Streams

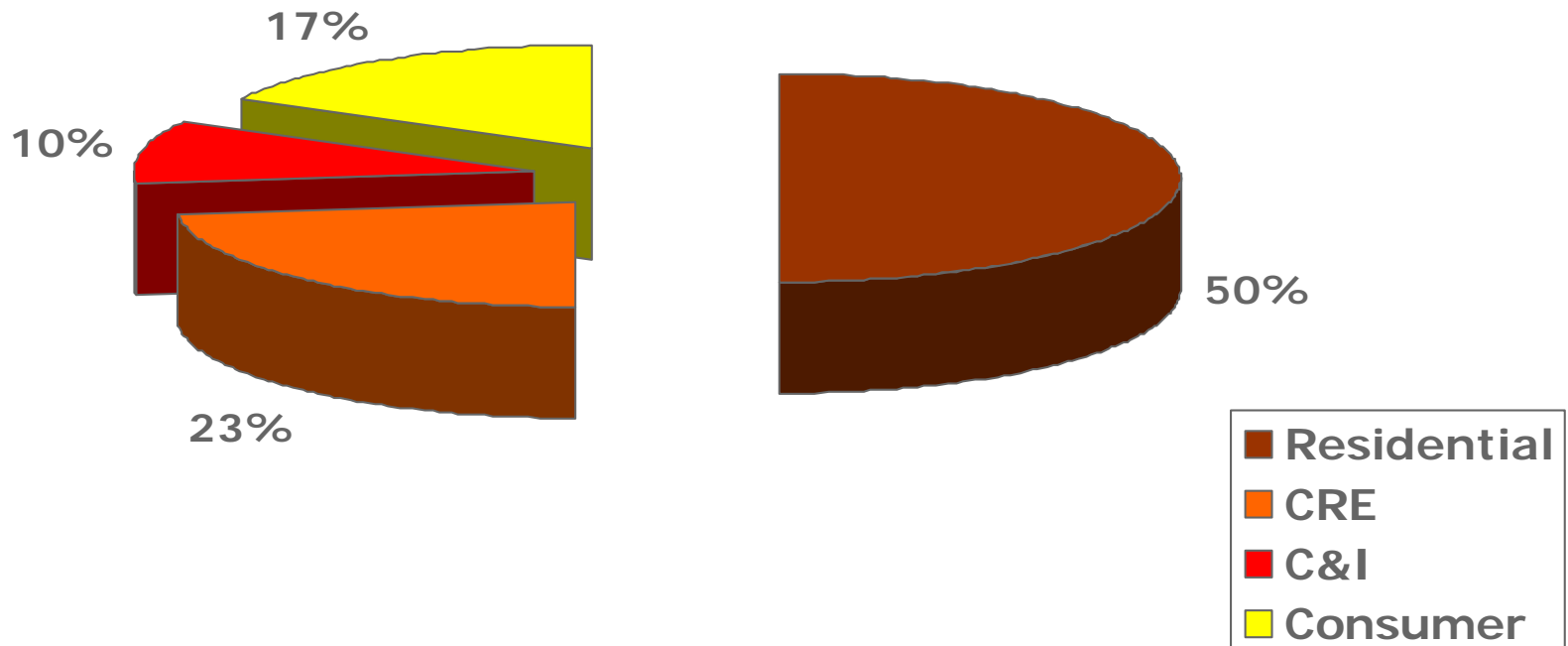
Deposits 6/30/05

TOTAL DEPOSITS: \$3.8 billion



Loans 6/30/05

TOTAL LOANS: \$3.2 billion



Strategic Focus Area

STRATEGY III: IMPROVE OPERATING EFFICIENCIES

NEWALLIANCE CONTINUES TO IMPROVE ITS OPERATING EFFICIENCIES THROUGH:

- ✓ Rigorous Expense Control
- ✓ Process Improvements
- ✓ Scale Creation
- ✓ Organic Growth

Strategic Focus Area

STRATEGY IV: MANAGE CAPITAL

NEWALLIANCE WILL CONTINUE TO MANAGE ITS CAPITAL VIA A THREE-PRONGED FOCUS:

Quarterly Dividend:

- Established competitive dividend
- Increased dividend twice in last five quarters

Stock Repurchase Plan:

- A 10% buy-back program can commence after August 10th
- Future purchases will be periodically evaluated

Acquisitions:

- Two acquisitions in 2005

Financial Overview



Merrill B. Blanksteen
Chief Financial Officer

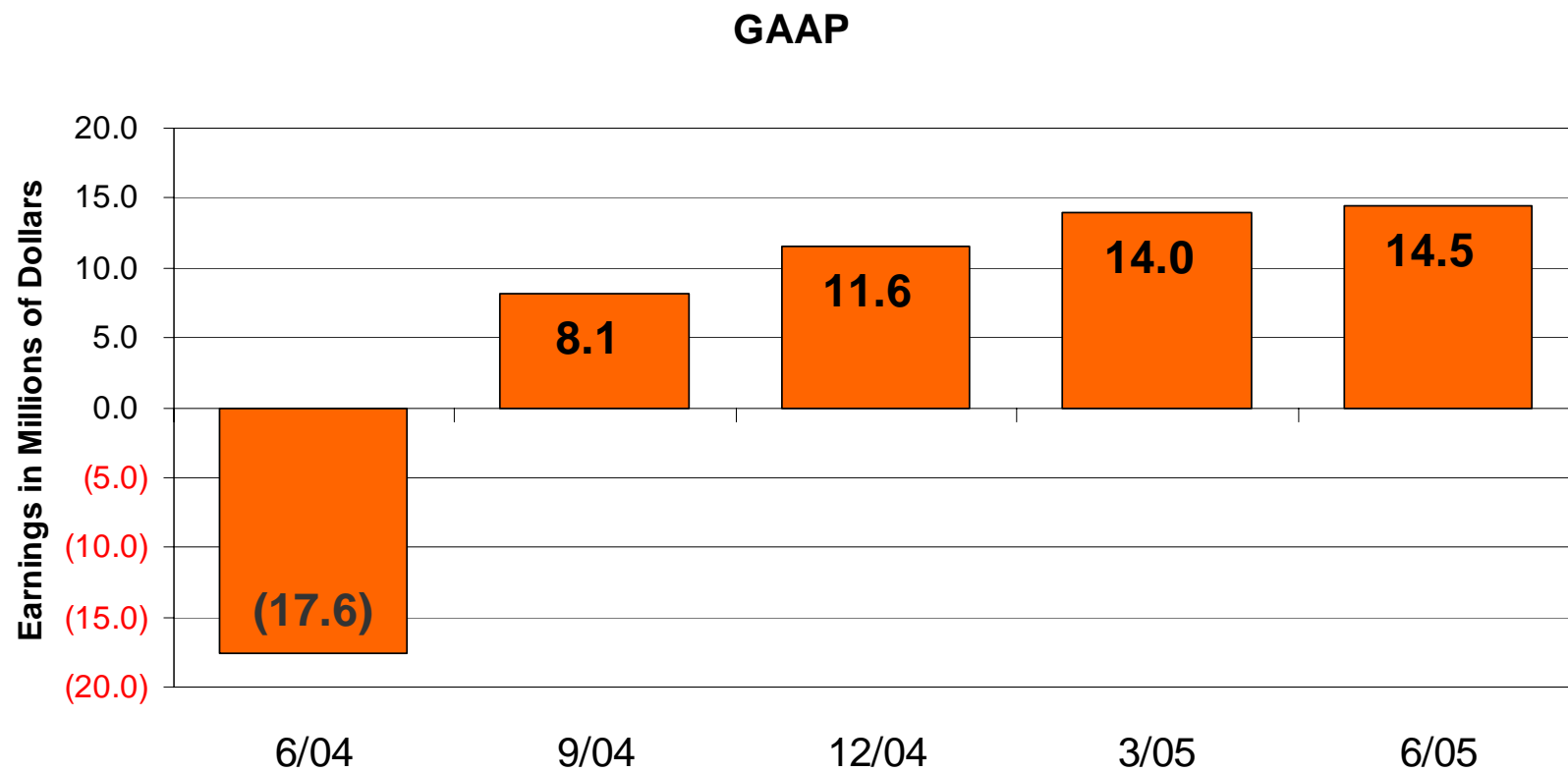
NewAlliance Bank

Capital ideas. Human values.

Balance Sheet Performance

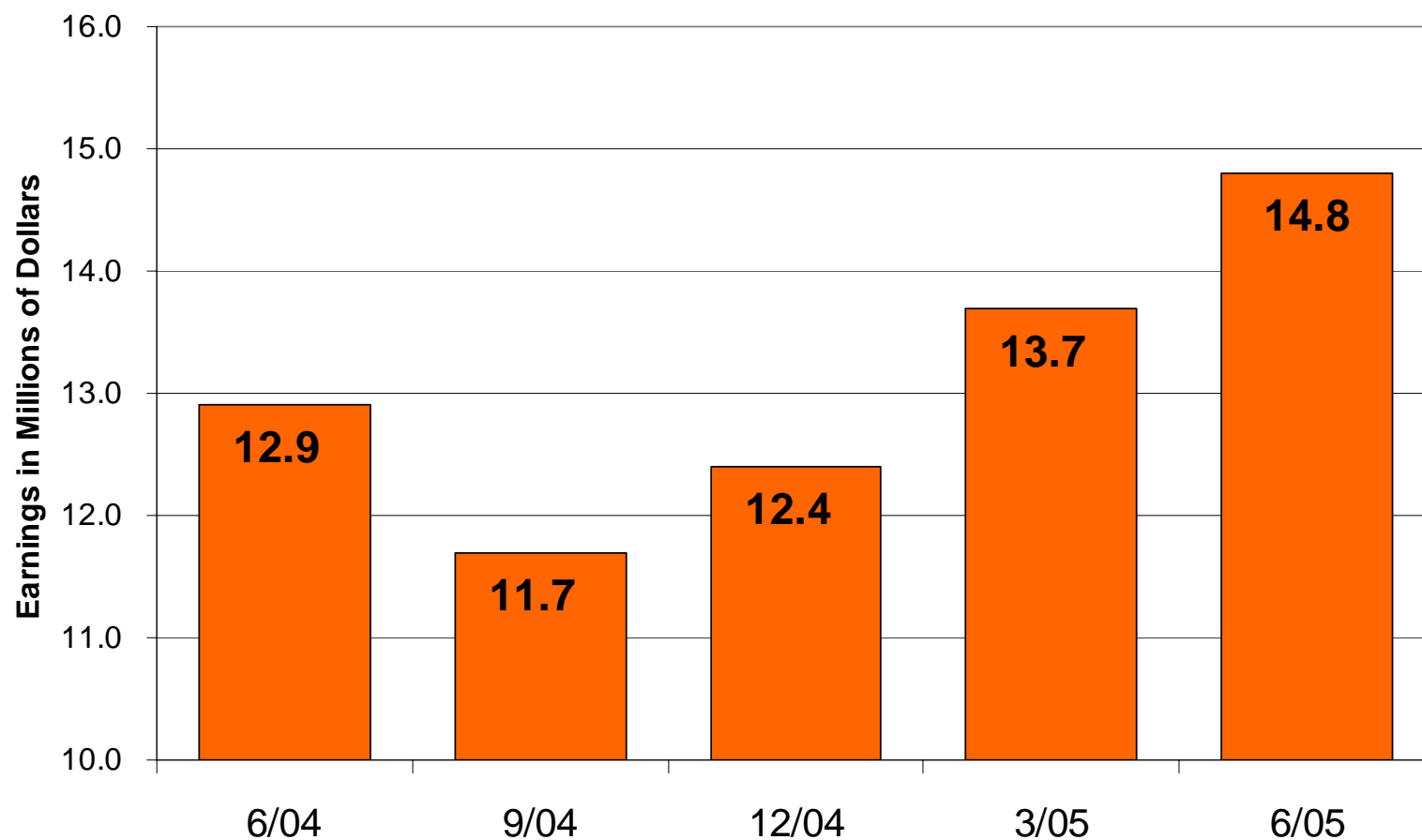
- Numbers have continued to improve in five quarters as a public company
- Earnings, ROA and Efficiency Ratio have benefited from merger-related cost saves and growth
- Asset quality has improved further

Net Income by Quarter



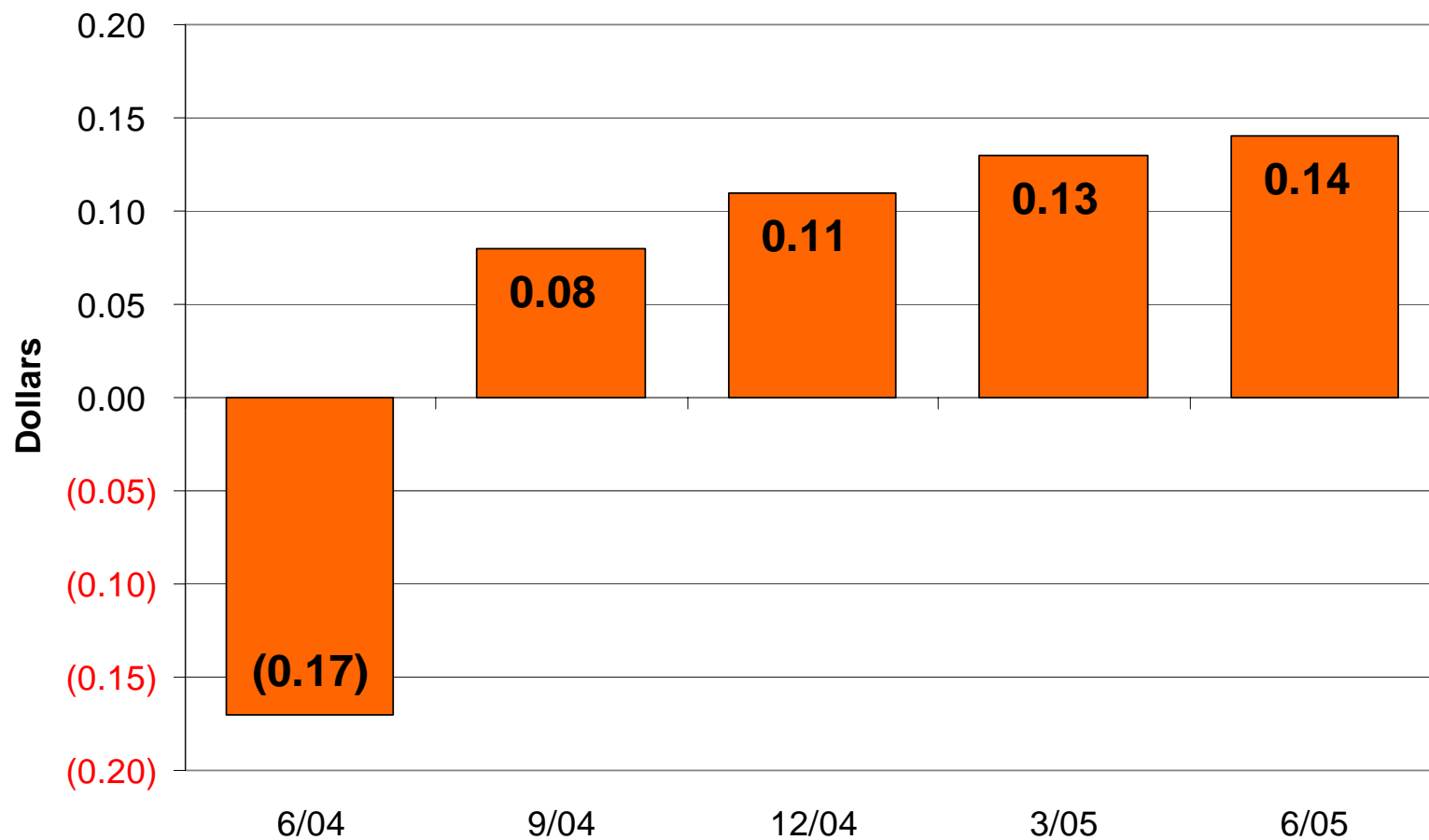
Net Income by Quarter

Proforma



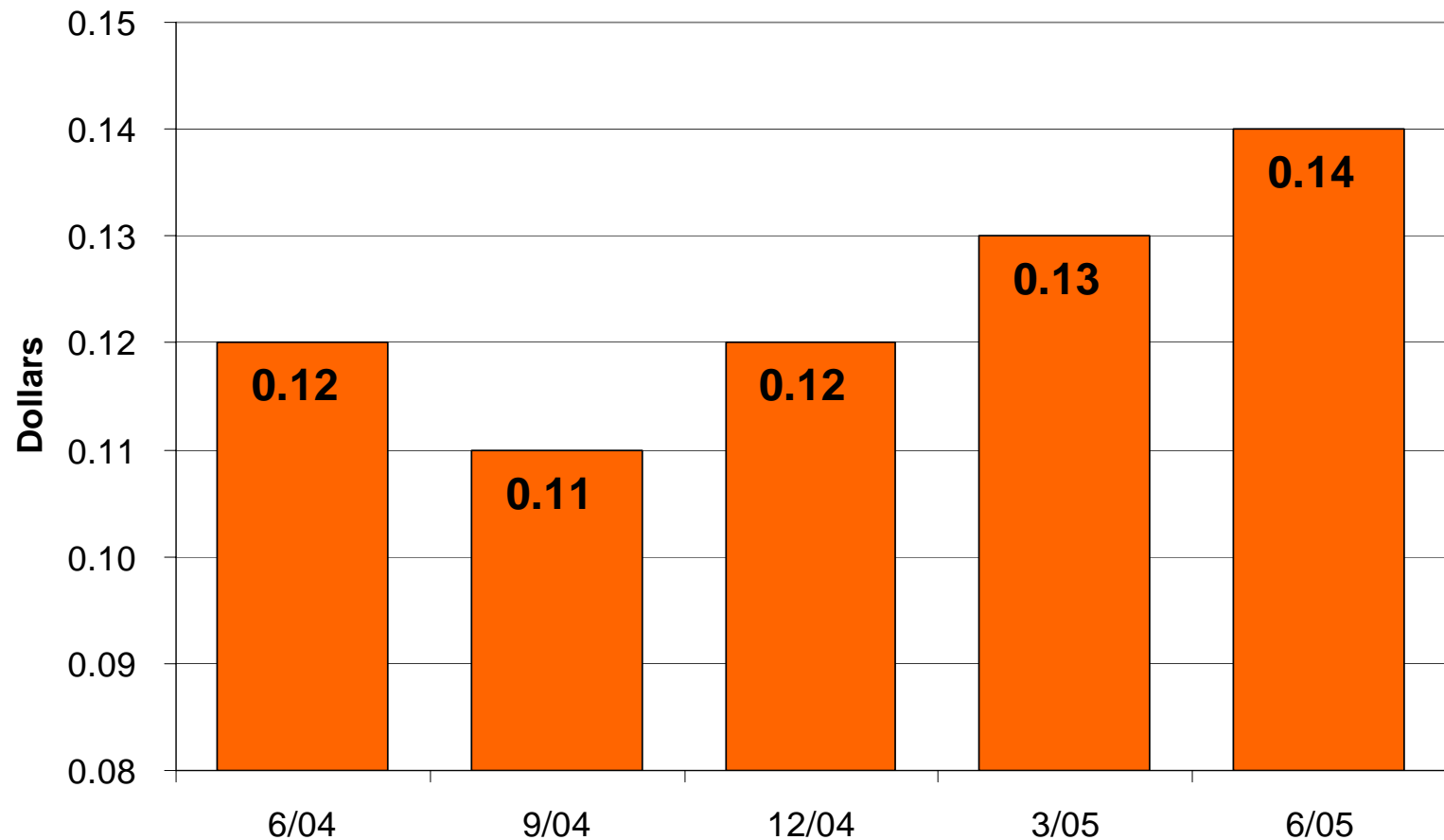
EPS by Quarter

GAAP



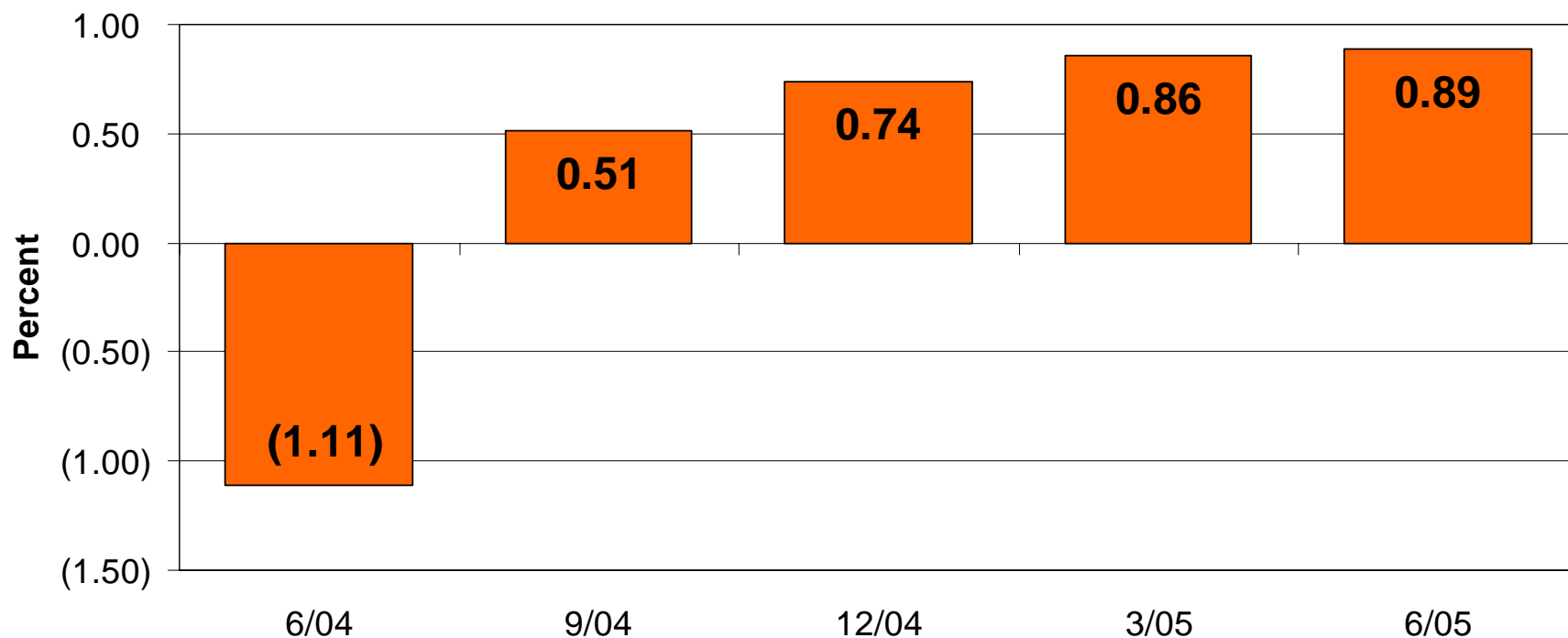
EPS by Quarter

ProForma

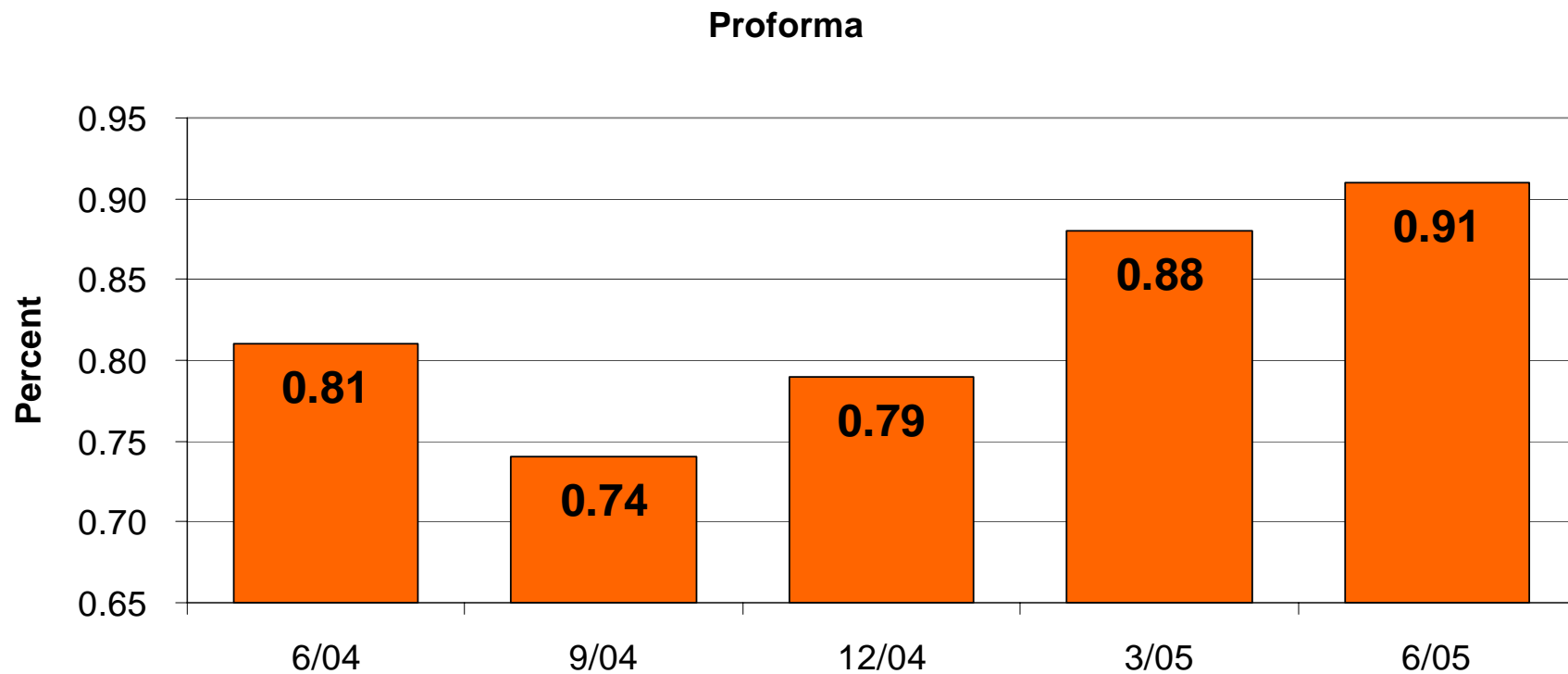


Quarterly ROA

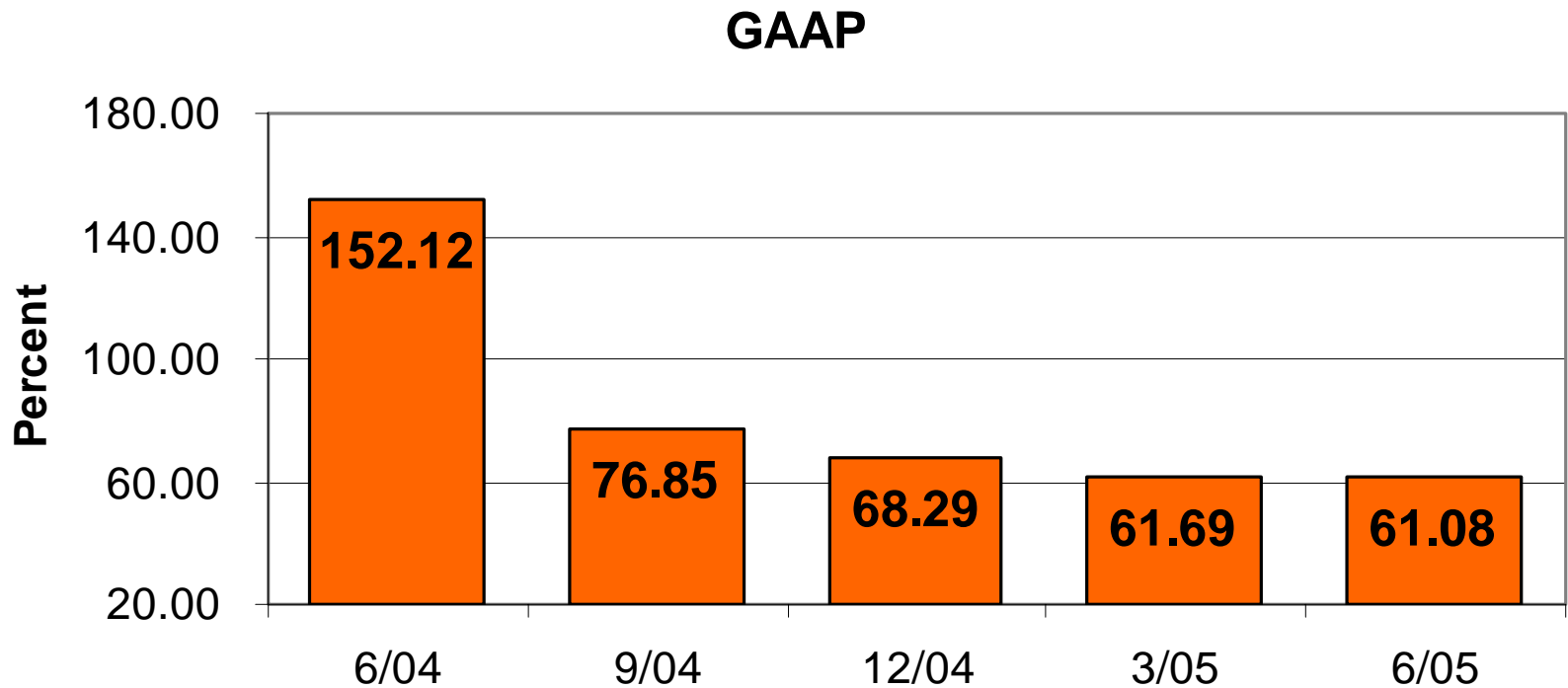
GAAP



Quarterly ROA

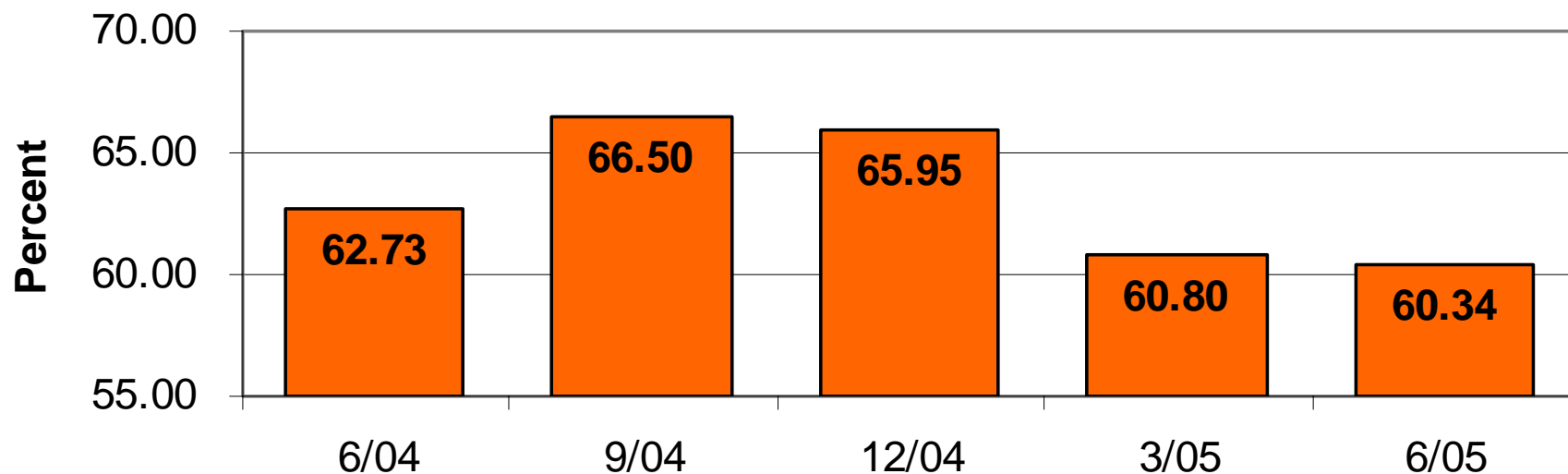


Quarterly Efficiency Ratio

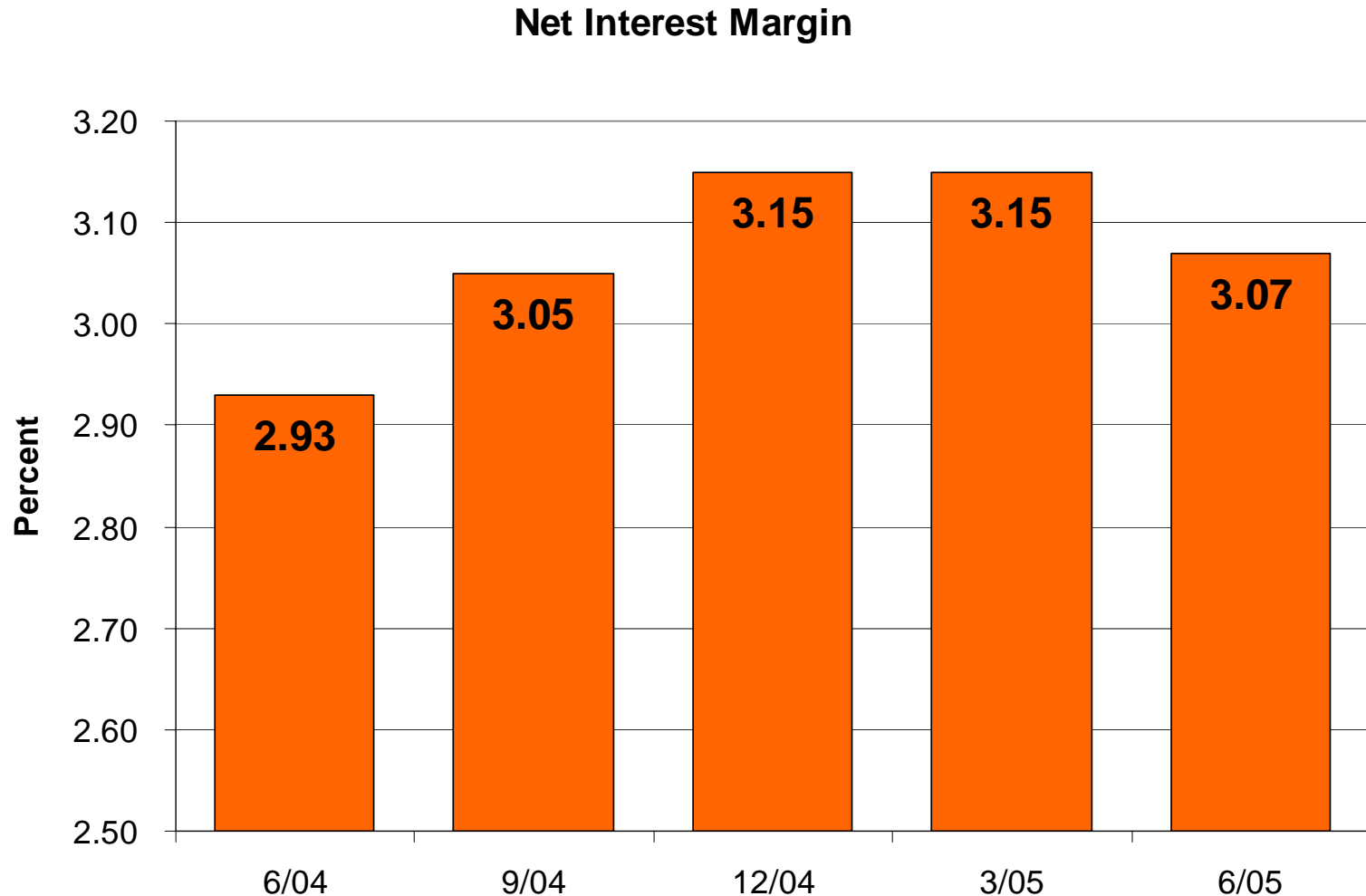


Quarterly Efficiency Ratio

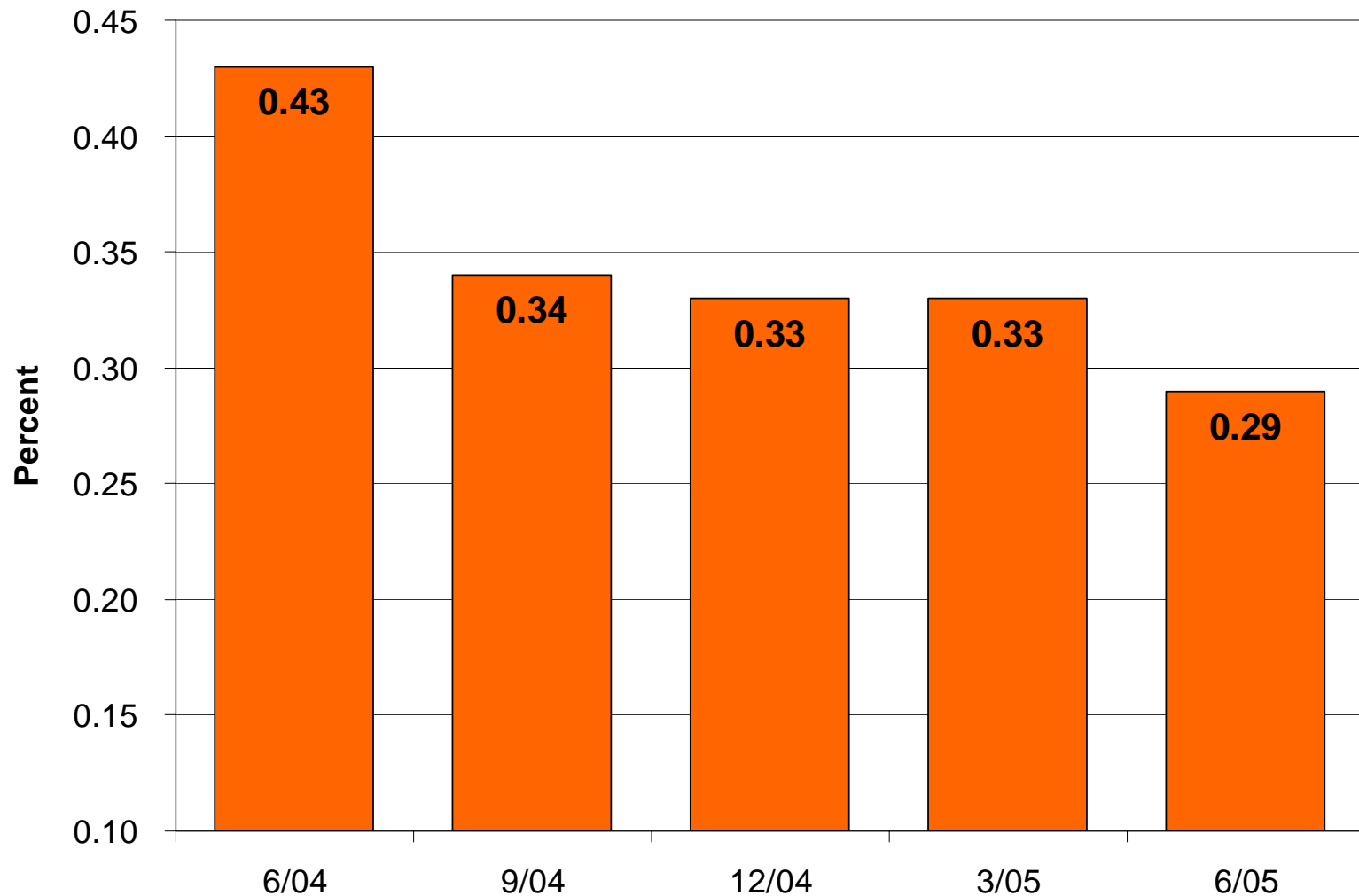
Proforma



Quarterly Net Interest Margin



Quarterly Ratio of Nonperforming Loans to Total Loans



Risk Management at NewAlliance

Key Areas of Focus

- Interest Rate Risk
- Compliance and Operating Risk
- Credit Risk

Interest-Rate Risk Management

- Short duration investment portfolio has benefited from higher short term interest rates
- Investment portfolio is high quality
- FHLB Advances have longer duration than loans and investments
- Overall, bank is positioned as slightly asset sensitive

Investment Portfolio Composition

	% of Portfolio
U. S. Treasury and Agency	7%
MBS	53%
CMO	23%
Short Term Liquidity	5%
Medium Term Notes	3%

Fixed Income Portfolio Composition

	% of Portfolio
U.S. Government Agency and AAA	96%
AA, A, BBB	4%

Fixed Income Portfolio

Duration in Years	2.16
Projected appreciation, down 100 bp	1.85%
Projected depreciation, up 100 bp	-2.50%
Projected cash flow, next 12 months	\$675 mm

Interest Rate Sensitivity

Duration Loans	2.08 yrs.
Duration Investments	2.16 yrs.
Duration FHLB Advances	3.01 yrs.

Interest Rate Sensitivity*

NIM Sensitivity	+200 bp rate shock	+2.47%
NIM Sensitivity	-50 bp rate shock	-0.56%

* Projections based on comparison to scenario using forward yield curve through 12/05, flat thereafter

Yield Curves

	6/30/05	Forward 12/31/05	Forward 6/30/06
Prime	6.25	7.00	7.10
3 month LIBOR	3.49	3.95	4.04
12 month	3.85	4.06	4.08
2 year swap	3.97	4.17	4.13
5 year swap	4.15	4.33	4.26
10 year swap	4.38	4.56	4.46

RISK MANAGEMENT FOCUS

- Strong management and board oversight
- Compliance with banking regulations, SEC, Sarbanes-Oxley, and FDICIA reporting requirements.
- Focus on internal operating and accounting controls
- Emphasis on risk assessment, monitoring, and internal control tracking and documentation

Credit Risk Management

Don T. Chaffee
Chief Credit Officer



NewAlliance Bank

Capital ideas. Human values.

Credit Risk Management is critical at this point in the cycle...

Hot Topics

- ✓ Bubble brewing
- ✓ High oil prices
- ✓ CONSUMER
LEVERAGE

Tough Environment



Need a Balanced View

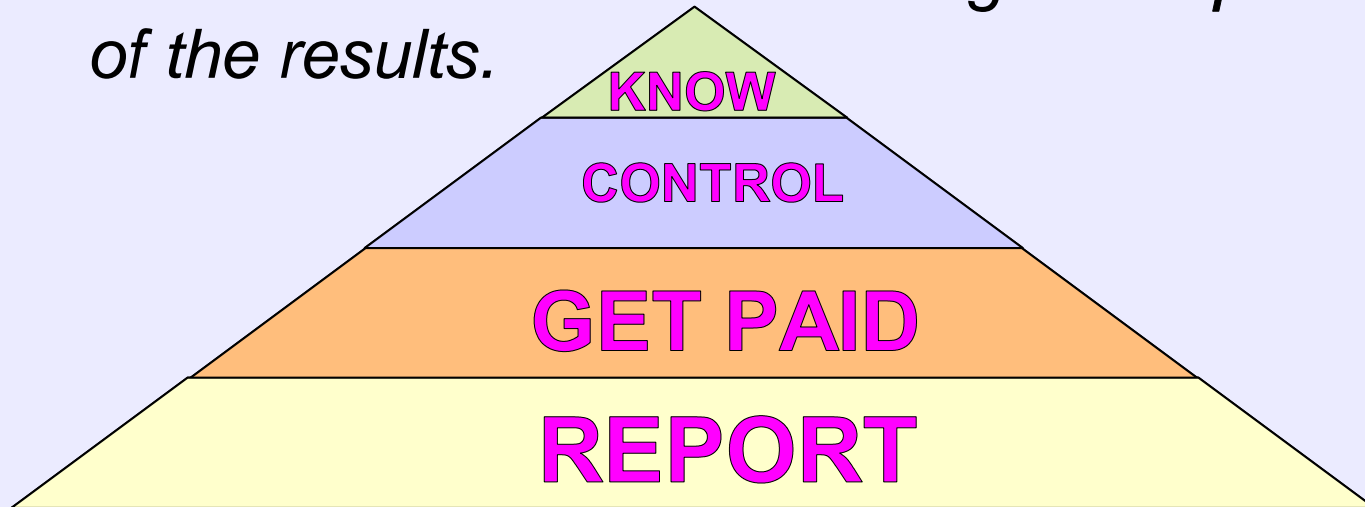
- Interest rates are low
- The economy is growing
- Unemployment is down and jobs are growing.



Some would say this is a “Goldilocks” economy.

CREDIT MISSION

.....to know and control the risks we are taking...and to properly get paid for them...with intense monitoring and reporting of the results.



WHAT WE DO – PRODUCING HIGH QUALITY LOANS

THE SUCCESSFUL LENDING FORMULA

- Experienced People
- Been through a couple downturns
- Who earn empowerment with demonstrated results
- Following Non-bureaucratic Policies
- Linked by Technology

LISTEN

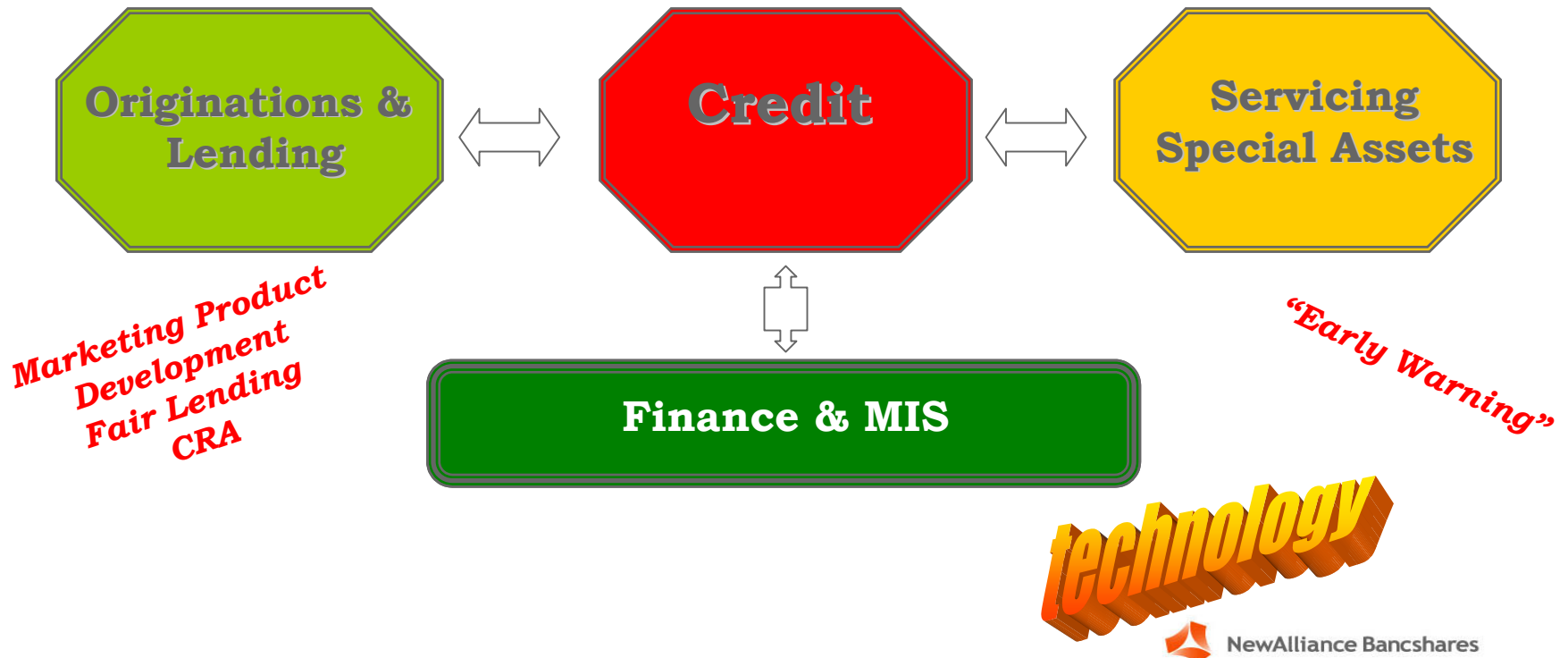
COMMUNICATE

THE PHILOSOPHY

- 📄 Strong Capital Base
- 📄 Experienced People in Key Jobs
- 📄 Asset Quality key in Compensation
- 📄 Portfolio Diversification
- 📄 Limit Setting
- 📄 Intense MIS Monitoring
- 📄 Maintaining Adequate Reserves

CREDIT GROUP

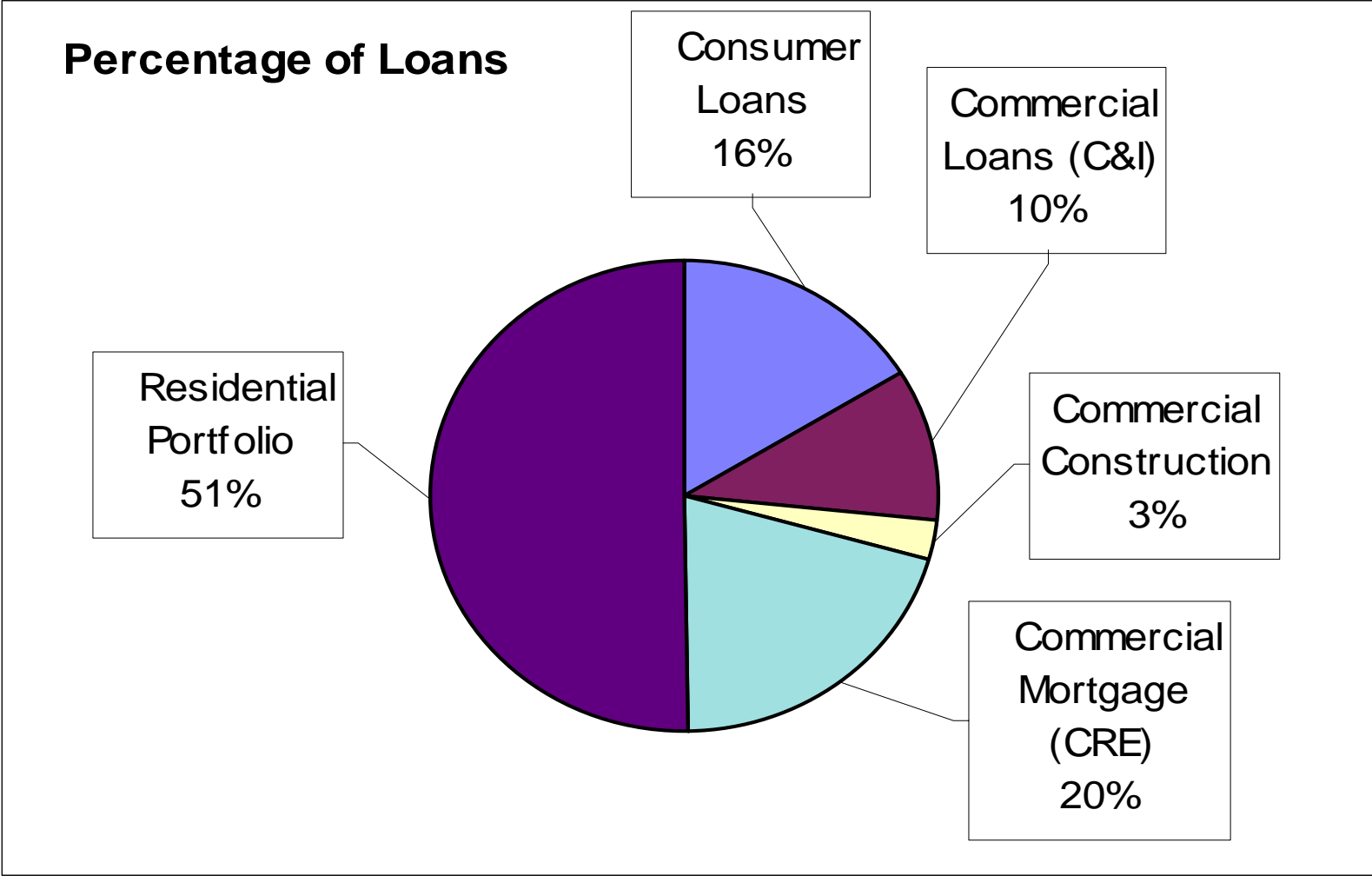
THE CREDIT RISK MANAGEMENT PARTNERSHIP



General Loan Policy

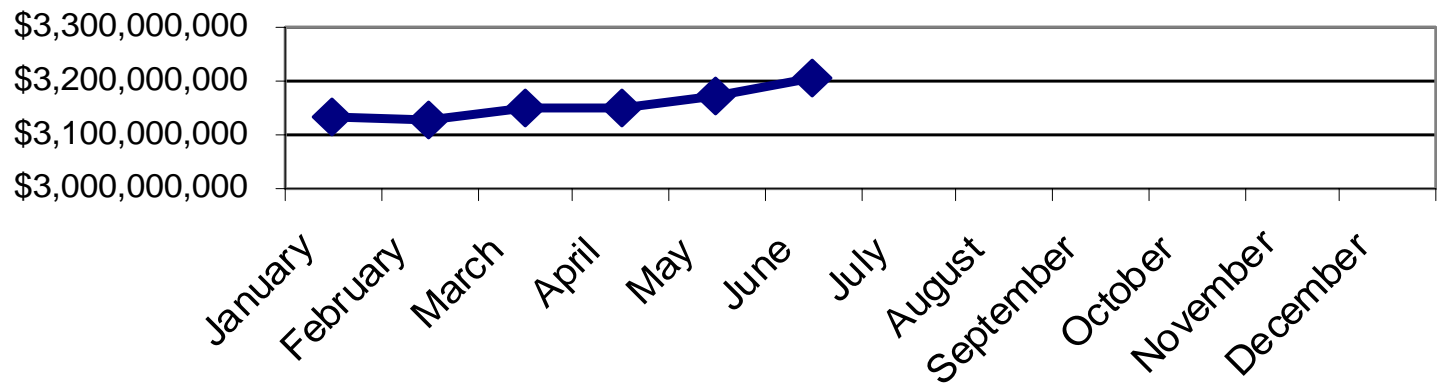
- ✓ Reviewed annually by the Board
- ✓ Exceptions can only be made by FVP/Senior Loan Committee Credit and reported to Board
- ✓ Independent Appraisal Group/appraisers approved annually by Board
- ✓ Loans to \$1MM require two signatures, to \$5MM Senior Loan Committee, and above \$5MM to Board Loan committee
- ✓ Independent Credit Department and Loan Review Function
- ✓ Emphasis on Fair Lending, Equal Credit, Regulatory compliance and CRA

NewAlliance Loan Portfolio (Summary) June 2005 Month-End

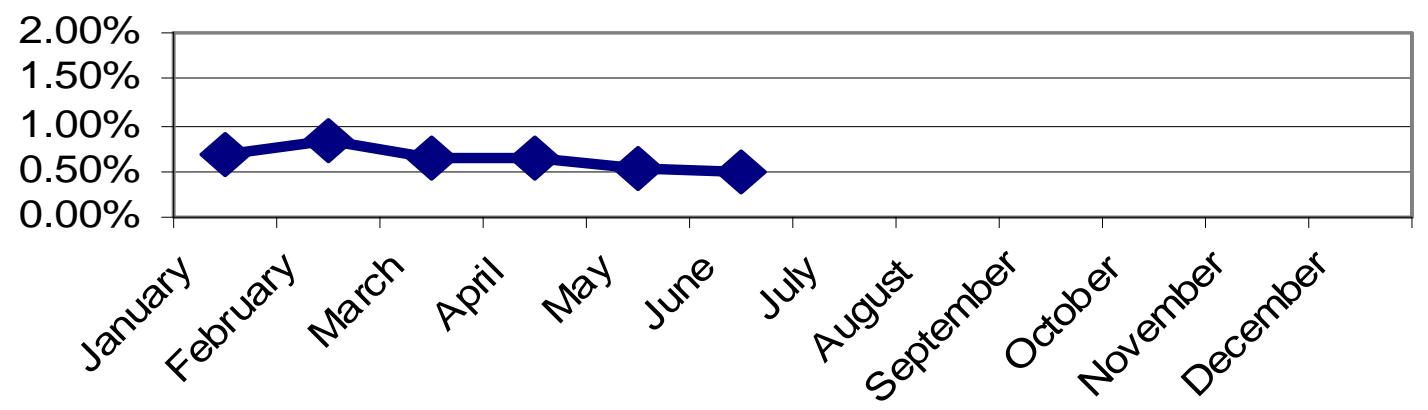


NewAlliance Loan Portfolio (Summary) June 2005 Month-End

Portfolio Growth



Delinquency



Portfolio Dashboard

June 30, 2005

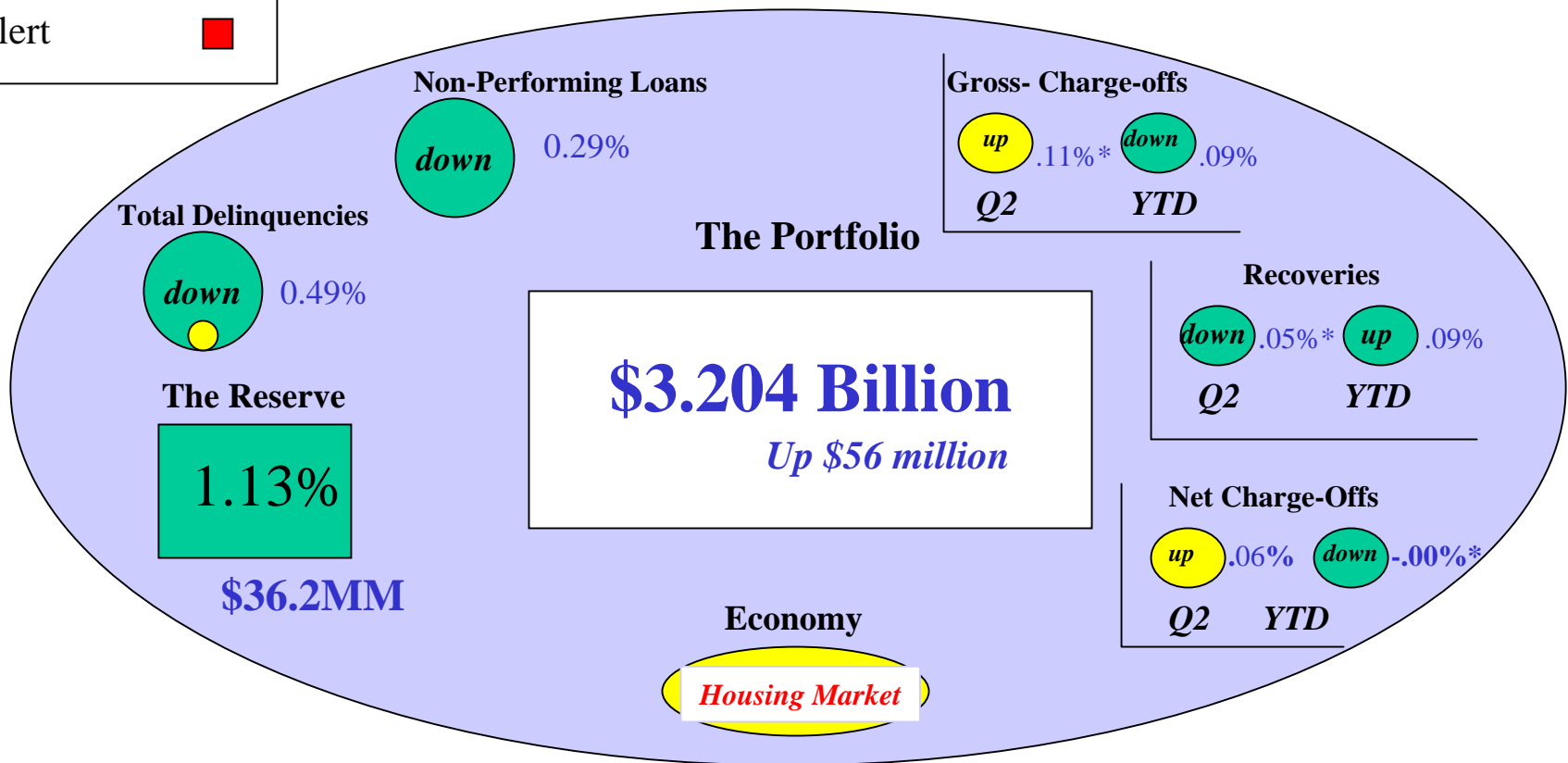
Satisfactory



Watch



Alert



- The total portfolio increased \$56 million for the quarter....all portfolios up.
- Delinquencies decreased to 0.49%. NPL's down to 29 bp.
- 1 non for profit charged off in quarter. Net recoveries year to date.
- The Reserve is at 1.13% with adequate coverage ratios. No provision required

NAL Positioned Well for Housing Slowdown

- ✓ Fundamentally conservative underwriting by very experienced people---learned from 90's
- ✓ Branch Channel
- ✓ Maximum CLTV for Home Equity 80%
- ✓ Minimal Interest Only Loans
- ✓ Debt Ratio Maximum 38% unless strong compensating factors (i.e.. low LTV)

continued...

NAL Positioned Well for Housing Slowdown

- ✓ Low investor lending (3%)
- ✓ Construction policy limits spec houses
- ✓ Monitor sub-markets for economic fundamentals
- ✓ Groton base closing should have minimal impact.
- ✓ Total delinquencies consistently 65 to 75bp. 49bp in June
- ✓ Most housing bubbles do not end in busts. (FDIC and Morgan Stanley Research) ***Stress Testing Portfolio***



*Banks with strong capital bases
Will be considered very wise over
The next 18 months*



...old credit dog circa 2005

Business Banking



Diane L. Wishnafski
Executive Vice President,
Business Banking

NewAlliance Bank

Capital ideas. Human values.

Business Banking Mission

To develop a competent, experienced, productive business banking team that provides premier service to external and internal customers and that achieves growth targets in business products and services at optimum profitability.

Corporate Strategy

Business Banking

- Diversification
 - Portfolio diversification
 - Assists interest rate risk management (short duration, variable rate assets)
- Profitability
 - Attractive spreads/yields
 - Higher average account balances
- Customer Relations
 - Drives broader bank relationship
 - Strong referral source

Commercial Division Yields

2nd Quarter 2005

Portfolio	Average Balance	Yield
Commercial Real Estate	733,243	6.03%
Commercial Business	318,653	6.28%
Total Loans	1,051,896	6.11%
Commercial Deposits	469,615	0.73%
Comm'l Sweep & Repos	136,572	1.53%
Total Funding	606,187	0.91%
Spread		5.20%

Business Banking Product/Service Structure

Business Dev.	Lending	Dep/Cash Mgmt	Port Mgmt	MSC
Prospects	C&I	Checking	Operations	Merchant Processing
Cold Calls	Comm RE	\$ Maximizers	Compliance	
Networking	Construction	Money Desk	Relationship Management	
Leads	Letters of Credit	Online Banking		
	SBA	Lock Box		
	*Leasing			
	*International Services			
	*Asset-based Lending			

*Strategic Alliances

Commercial Lending

Overview

We offer a full range of business credit and loan products including lines of credit, long term loans, bridge financing, SBA and CDA loans, letters of credit, construction and commercial real estate loans

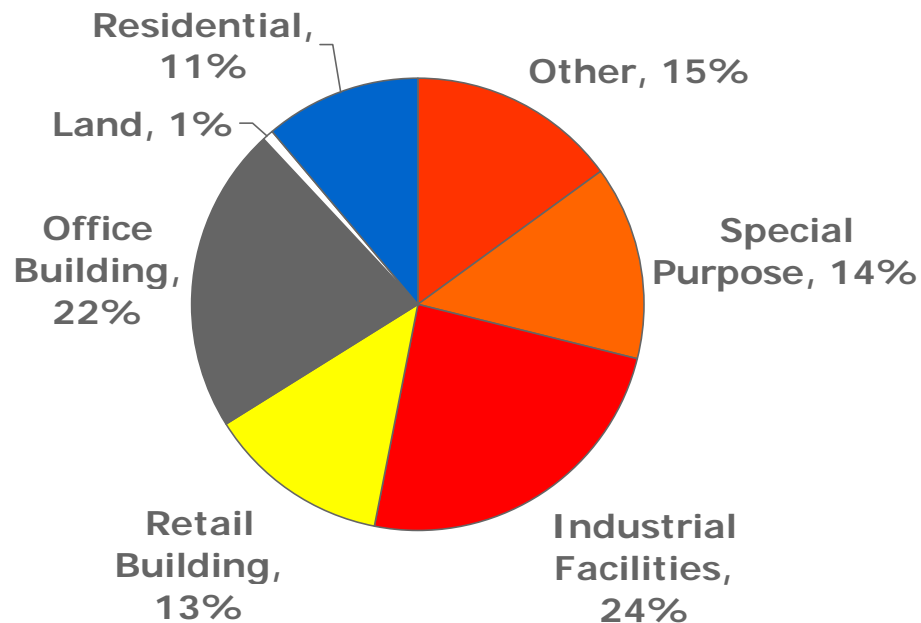
- Geographic
 - Primarily, Connecticut and contiguous states
- Loan Size
 - CRE: average \$2mm to \$6mm; max single loan \$15mm
 - C&I: average \$500k to \$2.5mm; max single loan \$10mm
- Borrower Limit
 - \$35mm house limit (2.5% of capital)
 - \$212mm legal regulatory limit (15% of capital)

Commercial Loan Portfolios

- The CRE and C&I loan portfolios have consistently represented 23% and 10% of the Bank's loan assets respectively
- Q2 business momentum is strong with originations increasing by 188% in CRE and 138% in C&I over Q1

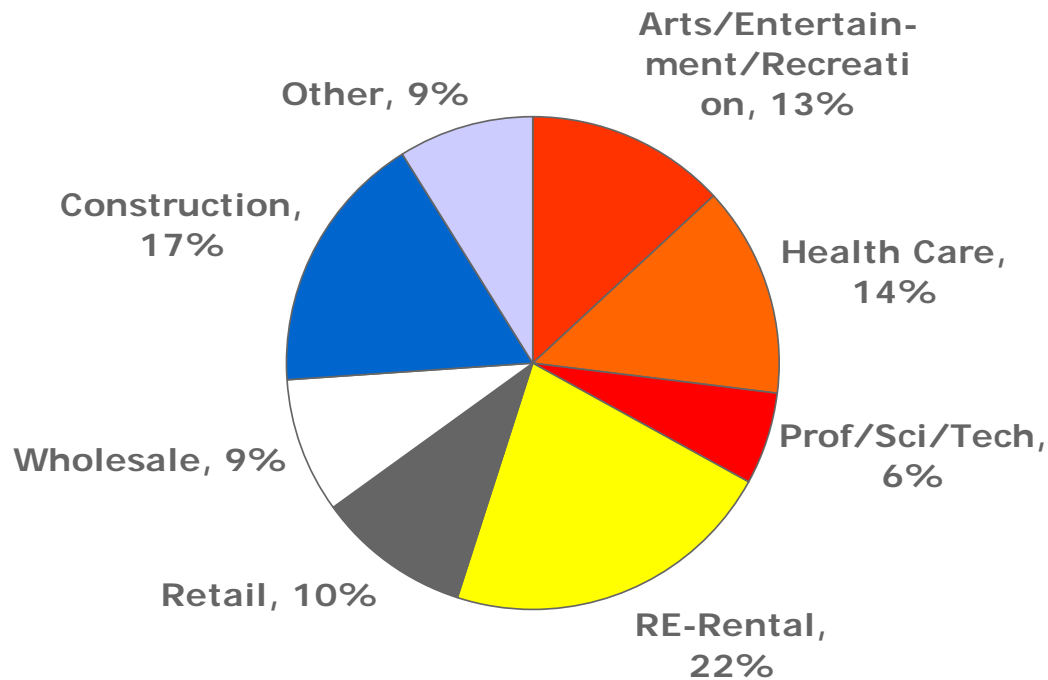
Commercial Real Estate (CRE)

Portfolio Diversity



Commercial & Industrial Lending (C&I)

Portfolio Diversity



Business Deposits

- Solid business checking deposit momentum
 - Free Business Checking program launch 3/05
 - New account openings increased 100% Q2
- Factor in relationship analysis
- Focus on new and enhanced cash management products and services

Merchant Services

- Overview
 - Credit and debit card transaction processing through a third party provider
 - Fee-based service
 - In-house sales, service and operational support including a telemarketing group
- Goals
 - Consolidate from three to one processing provider
 - Leverage sales force for cross-sell opportunities
 - Introduce “Harvest” concept

Business Banking Growth Opportunities

- Purchase whole loan portfolios and/or complementary business lines (e.g. asset-based lending, leasing)
- Participation within market footprint
- Participation in loan syndications/shared national credits
- Expand existing geographic footprint outside of Connecticut
- Bank acquisitions with strong commercial segments

Competitive Arena

LEVEL A

Webster Bank
Peoples Bank
Banknorth
Citizens Bank

LEVEL B

Bank of America
Wachovia Bank
Chase Bank
Sovereign Bank

LEVEL C

Guilford Savings
Milford Bank
Rockville Bank
Savings Institute
Liberty Bank

Non-Bank Competition: Brokers, Conduits, Credit Unions

Our Competitive Advantage

- CT-Based Community Model
- Seasoned, Highly Skilled Professionals
- Relationship-focused
- Customer Service Value Proposition

Customer Acquisition

- Geographics
 - C&I: Branch-centric
 - CRE: Statewide
- Target Markets
 - Medical groups
 - Professional groups
 - Non-profit entities
 - Real estate developers
- Source Channels
 - Business development team
 - Internal referrals
 - Professional network (attorneys, CPAs, realtors)
 - Existing customers
 - Community associations

Conclusion

- High Margin Business
- Highly Competitive
 - Pricing pressure
 - Credit quality standards
 - Number of players in the market
 - Business banker retention
- Relationship Driver
- Growth Opportunities

Personal Banking



David H. Purcell
Executive Vice President,
Personal Banking

NewAlliance Bank
Capital ideas. Human values.

Personal Banking Philosophy

Capital Ideas. Human Values.

What does our tag line mean to retail audiences?

For individual customers:

We forge “new”, stronger customer alliances based upon our heritage of personalized service. We provide customized product advice, based upon a total understanding of our customers’ goals. And we continuously improve our responsiveness and expertise, with the goal of delivering the best possible customer experience.

Retail Strategy

Branch Channel

- Existing - continuous process improvement
 - ✓ streamline operations, improve efficiency & increase branch sales time
- De-Novo – apply decision criteria to:
 - ✓ fill in key gaps in the franchise footprint or
 - ✓ extend the franchise into contiguous key markets

Retail Strategy

Electronic Channel

- Value added electronic solutions
 - ✓ Web site fast access content
 - ✓ Total Bill Management bill pay option

Hits per month > 3 million

Online customers > 10% of Households

Bill Pay customers > 10% of Online

Retail Strategy

Customer Acquisition – Deposits

- New Retail Free Checking driver
 - ✓ Marketing leading features with “more free”
 - ✓ High volume/low acquisition cost marketing
 - ✓ New Retail Checking openings up 65%
- New Relationship product offers
 - ✓ Intro offers on MMAs tied to Checking
 - ✓ Existing customer retention offers
- “Mouthpiece” product drivers
 - ✓ New with Checking relationship CDs

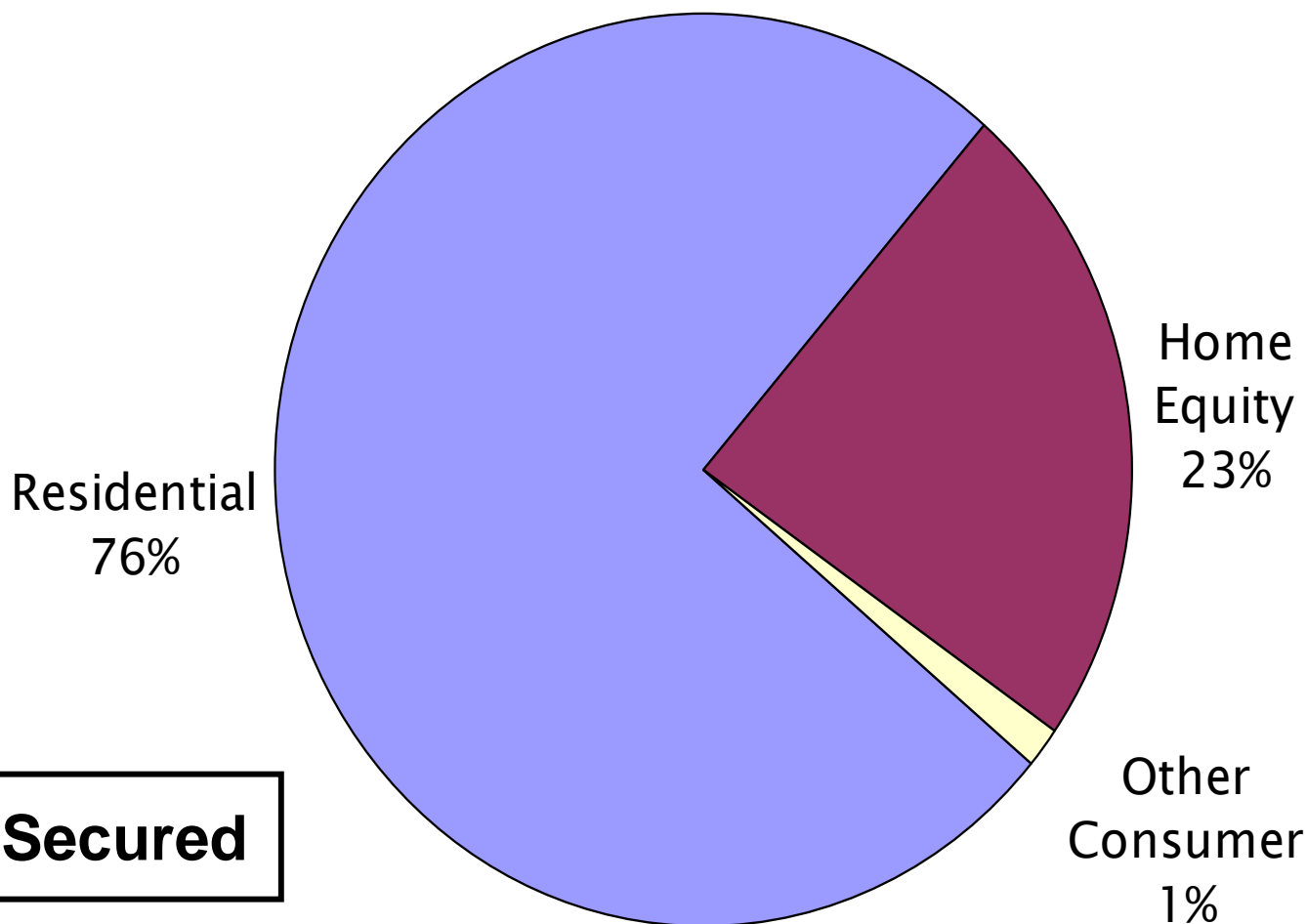
Retail Strategy

Customer Acquisition – Loans

- High quality branch channel originations
- 1st & 2nd Mortgage originations focus
- Piggyback 2nd standard sales approach
- Competitive ARM, HELOAN, HELOC offers
- Market leading convertability feature
- Differentiated pricing for Checking

Retail Lending Concentration

As of June 30, 2005



99% Secured

Sales Culture

Sales

- Financial needs based sales process
- Minimum sales standards established
 - Sales per day per banker
 - Needs analysis per day per banker
 - Tele-consulting contacts per day per banker
 - Referrals per week per banker & teller
- Sales incentives aligned with goals
- Referral sourcing to all Lines of Business

Marketing Strategy

Marketing

- Product & Marketing aligned to promote:
 - ✓ Increasing brand awareness, new customer acquisition & retention, relationship product cross-sale, segment mix, share of wallet
- 2004 complete NAL Bank re-branding
 - ✓ Major TV & radio spots, extensive print media
- 2005 integrated brand & product approach
 - ✓ Maximize advertising efficiency
 - ✓ Budget in-line with industry standards

Competitive Environment

PEAK YOUR INTEREST @ **people's**

A Special CD Offer IT'S POSSIBLE

10 MONTH PLUS CD

3.50% APY*

Take advantage of this limited opportunity today, available at all People's branches including our 7 day locations inside Super Stop & Shop. Great CD Rates. Made possible @ People's.

*APR. 10.00% - 10.25%

2.00% - 3.00% (10.00% - 10.25%)

3.00% - 4.00% (10.00% - 10.25%)

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54.00% - 55.00% (10.00% - 10.25%)

55.00% - 56.00% (10.00% - 10.25%)

56.00% - 57.00% (10.00% - 10.25%)

57.00% - 58.00% (10.00% - 10.25%)

58.00% - 59.00% (10.00% - 10.25%)

59.00% - 60.00% (10.00% - 10.25%)

60.00% - 61.00% (10.00% - 10.25%)

61.00% - 62.00% (10.00% - 10.25%)

62.00% - 63.00% (10.00% - 10.25%)

63.00% - 64.00% (10.00% - 10.25%)

64.00% - 65.00% (10.00% - 10.25%)

65.00% - 66.00% (10.00% - 10.25%)

66.00% - 67.00% (10.00% - 10.25%)

67.00% - 68.00% (10.00% - 10.25%)

68.00% - 69.00% (10.00% - 10.25%)

69.00% - 70.00% (10.00% - 10.25%)

70.00% - 71.00% (10.00% - 10.25%)

71.00% - 72.00% (10.00% - 10.25%)

72.00% - 73.00% (10.00% - 10.25%)

73.00% - 74.00% (10.00% - 10.25%)

74.00% - 75.00% (10.00% - 10.25%)

75.00% - 76.00% (10.00% - 10.25%)

76.00% - 77.00% (10.00% - 10.25%)

77.00% - 78.00% (10.00% - 10.25%)

78.00% - 79.00% (10.00% - 10.25%)

79.00% - 80.00% (10.00% - 10.25%)

80.00% - 81.00% (10.00% - 10.25%)

81.00% - 82.00% (10.00% - 10.25%)

82.00% - 83.00% (10.00% - 10.25%)

83.00% - 84.00% (10.00% - 10.25%)

84.00% - 85.00% (10.00% - 10.25%)

85.00% - 86.00% (10.00% - 10.25%)

86.00% - 87.00% (10.00% - 10.25%)

87.00% - 88.00% (10.00% - 10.25%)

88.00% - 89.00% (10.00% - 10.25%)

89.00% - 90.00% (10.00% - 10.25%)

90.00% - 91.00% (10.00% - 10.25%)

91.00% - 92.00% (10.00% - 10.25%)

92.00% - 93.00% (10.00% - 10.25%)

93.00% - 94.00% (10.00% - 10.25%)

94.00% - 95.00% (10.00% - 10.25%)

95.00% - 96.00% (10.00% - 10.25%)

96.00% - 97.00% (10.00% - 10.25%)

97.00% - 98.00% (10.00% - 10.25%)

98.00% - 99.00% (10.00% - 10.25%)

99.00% - 100.00% (10.00% - 10.25%)

100.00% - 101.00% (10.00% - 10.25%)

101.00% - 102.00% (10.00% - 10.25%)

102.00% - 103.00% (10.00% - 10.25%)

103.00% - 104.00% (10.00% - 10.25%)

104.00% - 105.00% (10.00% - 10.25%)

105.00% - 106.00% (10.00% - 10.25%)

106.00% - 107.00% (1

From customized financing, commercial real estate and cash management to insurance, investment and advisory services, Webster is totally committed to finding a way to help you achieve the financial objectives of your business. As Griff says, "Since teaming with Webster, they have been extremely responsive to any business need we have identified."

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†APR is calculated based on the value of \$10,000. The Annual Percentage Rate (APR) is a variable rate and will be based on the highest prime rate (see www.fdic.gov) plus 1.00%. Except for the Variable Rate, subject to the first trigger feature, the maximum APR for the HELOC is 10.00% and the minimum APR is 5.49%. The HELOC is subject to the 10.00% APR floor. Minimum rate on the HELOC is 5.49% and it is subject to change without notice. See WebsterOnline.com for details. Rate on the HELOC is subject to change without notice. See WebsterOnline.com for details.


**3.75%
APY***

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*APR 04 thru 3/31/05

We would like you to know: Interest Percentage Yield (APY) is available on deposits as of July 1st, 2005, and subject to change annual notice. Other deposits subject to FDIC and subject to personal CD and CD/IRA minimum only. Monthly fee may also apply. Rates may vary without notice. A CD is a time deposit for which a penalty is assessed for early withdrawal. ©2005 Wachovia Companies. Wachovia Bank, A Division of Wachovia Financial Group, Inc.

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NewAlliance Bancshares

Competitive Advantage

Advantage:

- Branch channel depth of experience/customer knowledge
- Sales culture - total needs based approach
- Competitive Product Set
- Creative Brand and Product Integrated Marketing
- Electronic channel functionality
- Highly skilled center of expertise support

Growth Opportunities

Opportunities:

- Sales culture evolution - next level achievement
- New product development aligned with needs
- Geographic expansion – Fairfield & De Novo
- Channel expansion for loan originations
- New electronic channel functionality
- Conversion impacts – BofA, TD
BankNorth/Hudson

Wealth Management



J. Edward Diamond
Executive Vice President,
Wealth Management

NewAlliance Bank

Capital ideas. Human values.

Market Position

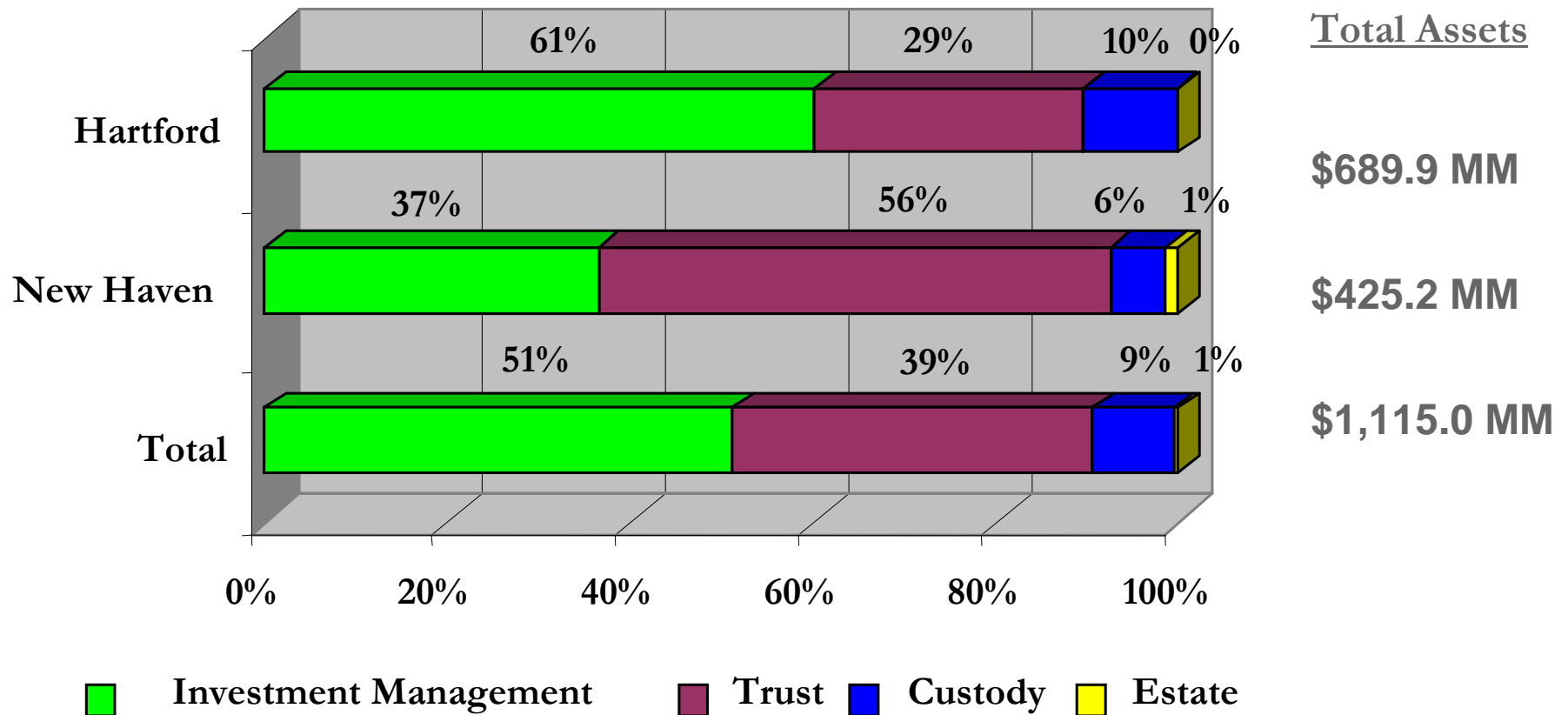
- \$1.12 billion in Assets Under Management
- \$700 million in Brokerage and Insurance Assets

TRUST COMPANY OF CONNECTICUT

A Division Of NewAlliance Bank

ASSETS UNDER MANAGEMENT

As of June 30, 2005



Distinctive Competencies

- Service Reputation
- Financial Strength
- Local Knowledge

Target Segments

- Wealth Segment
- Middle market businesses
- Selected institutions

Value Propositions

- Personal service
- Investment depth and discipline
- Non-biased advice

Distribution Strategy

- Relationship Managers with portfolio responsibility
- Dedicated Financial Consultants
- Increased reach in consumer banking
- Revenue sharing and variable compensation

Key Performance Measurements

- Asset growth
- Revenue growth
- Profit rate
- Client satisfaction

Sources of Growth

- NewAlliance business contacts
- Institutional targets
- Fairfield County presence



NewAlliance Bancshares

Capital ideas. Human values.