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# WesBanco, Inc.

## Annual Shareholders Meeting 2011 Year In Review

April 18, 2012

# Forward-Looking Statements

**Forward-looking statements in this presentation relating to WesBanco's plans, strategies, objectives, expectations, intentions and adequacy of resources, are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The information contained herein should be read in conjunction with WesBanco's 2011 Annual Report on Form 10-K filed with the Securities and Exchange Commission ("SEC"), which is available on the SEC's website [www.sec.gov](http://www.sec.gov) or at WesBanco's website [www.wesbanco.com](http://www.wesbanco.com).**

**Investors are cautioned that forward-looking statements, which are not historical fact, involve risks and uncertainties, including those detailed in WesBanco's 2011 Annual Report on Form 10-K filed with the SEC under the section, "Risk Factors" in Part 1, Item 1A. Such statements are subject to important factors that could cause actual results to differ materially from those contemplated by such statements. WesBanco does not assume any duty to update any forward-looking statements.**

# WesBanco at a Glance

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- **Headquarters in Wheeling, West Virginia**
- **Assets: \$5.5 billion**
- **Founded in 1870**
- **32 banks/23 companies acquired in 25 years**
- **Banking operations in West Virginia, Ohio and Western Pennsylvania**
  - **112 banking offices + Pittsburgh, PA Loan Office**
  - **122 ATM's**
- **Non-bank activities include:**
  - **Wealth management, securities brokerage, insurance and proprietary family of mutual funds**

# Banking Offices



# Experienced & Stable Management Team

Executive	Position	Years in Banking	Years with WSBC
James Gardill	Chairman of the Board	39*	39
Paul Limbert	President & CEO	34	34
Robert Young	EVP & CFO	25	10
Peter Jaworski	EVP & Chief Credit Officer	27	16
Jerome Schmitt	EVP – Trust & Investments	39	39
Bernard Twigg	EVP – Commercial Loans	27	8

\* As legal counsel to WesBanco.

# Performance Comparison

For the year Ended – December 31, 2011

(\$000's except per share data)	Year	Year	%Δ
	<u>ended</u> 12/31/11	<u>ended</u> 12/31/10	
<b>Net Income Available to Common Shareholders</b>	<b>\$43,809</b>	<b>\$35,611</b>	<b>+23%</b>
<b>Diluted Earnings Per Share</b>	<b>\$1.65</b>	<b>\$1.34</b>	<b>+23%</b>

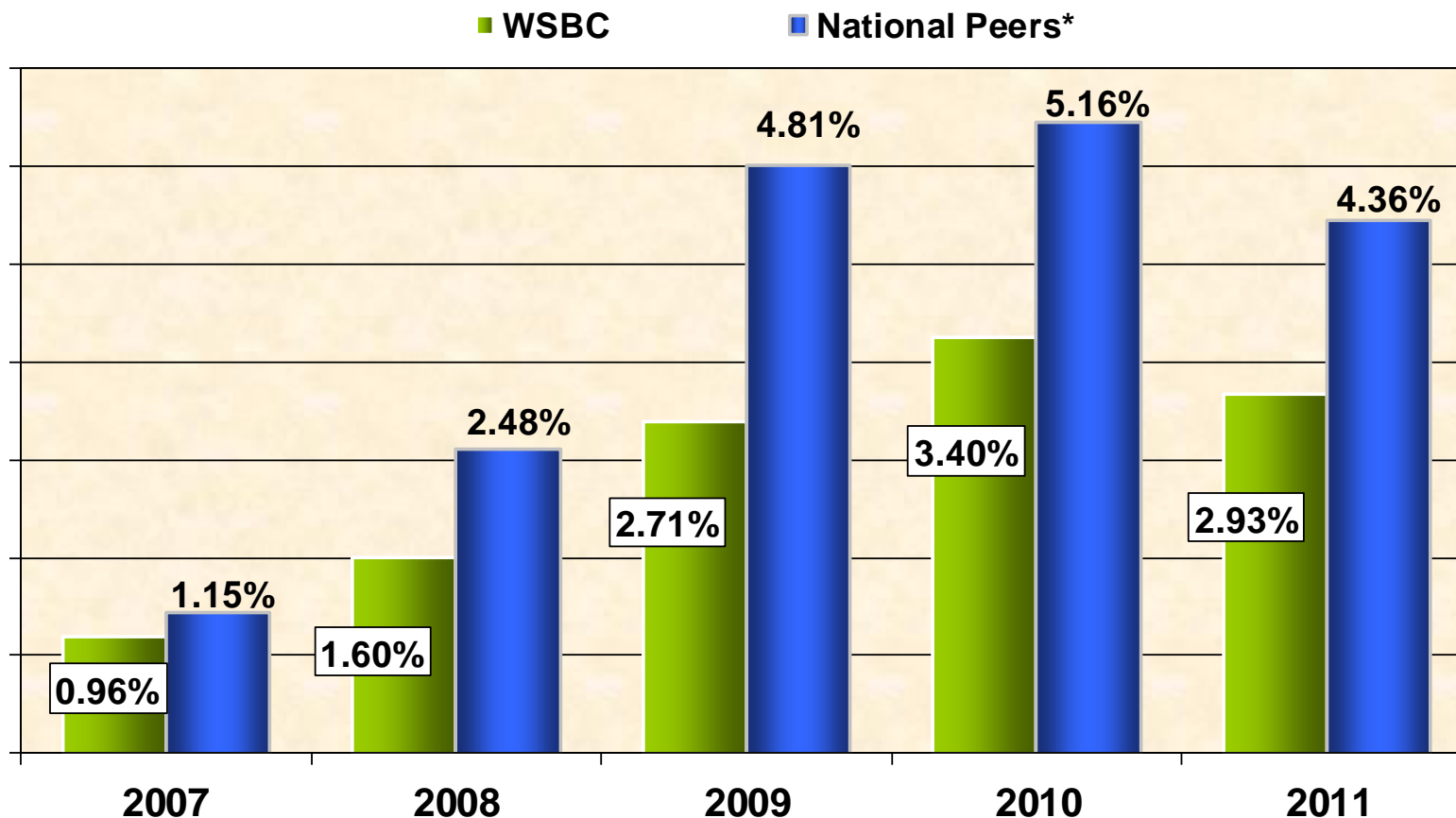
**- Increased dividends 3 times in last 5 quarters representing a 21% increase.**

# 2011 Year in Review

## WesBanco compared to Peer

	WesBanco	Peer*
ROA	0.81%	0.84%
ROE	7.01%	7.21%
Efficiency ratio	59.50%	62.21%
Net Charge-off %	1.30%	1.16%
Non-performing asset ratio	1.62%	3.11%

# Strong Asset Quality Relative to Peers



**NPA +  $\geq$  90 PD Loans / Total Loans + OREO**

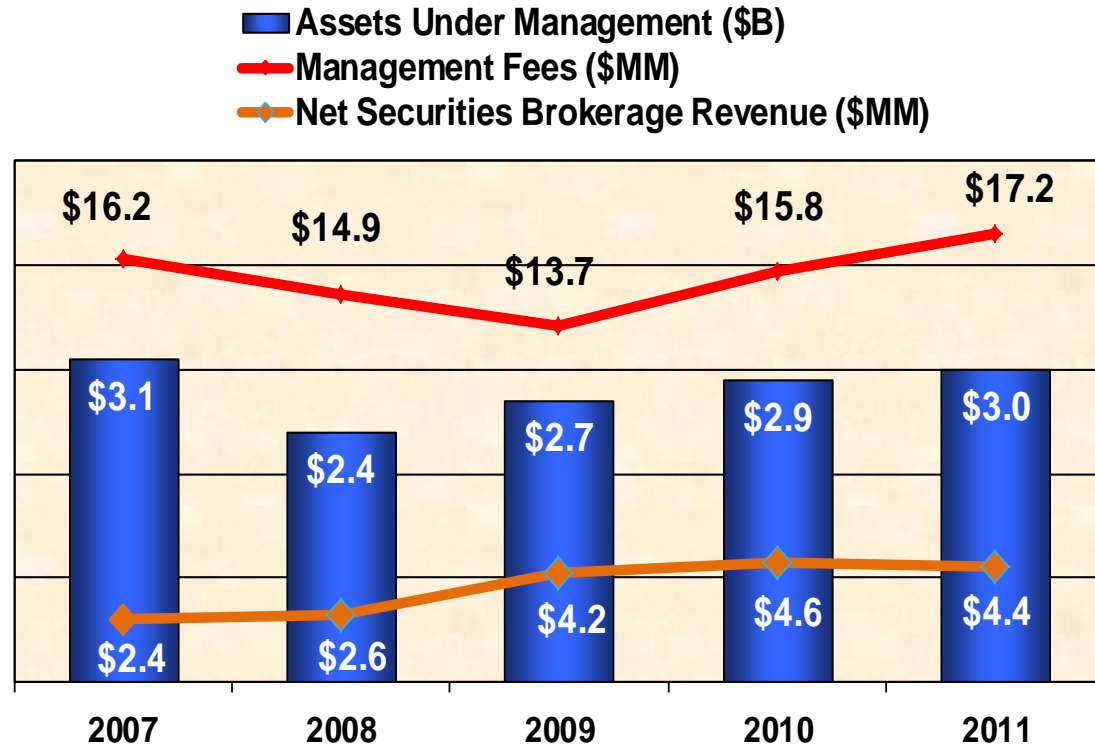
• National Peer Group = Average of 92 of 99 banks nationwide with assets between \$2-\$10 B.

• Source: SNL Financial



# Wealth Management Services

- ❖ **\$3.0B of assets under management/custody.**
- ❖ **Over 5,000 trust relationships.**
- ❖ **Combined Trust and Brokerage under one management team.**
- ❖ **10 locations in WV & OH**
- ❖ **Improving revenues as asset values have grown.**
- ❖ **Product capabilities:**
  - **Trust**
  - **Investment management**
  - **WesMark Funds**
  - **Estate planning**
  - **Financial planning**
  - **Brokerage sales**
  - **Retirement planning**



# 2011 Year in Review

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- **Continued growth in earnings and improved credit quality.**
- **Continued reduction of expenses.**
- **Continued growth in deposits and strong loan origination focus.**
- **Maintained strong capital position, considered “Well capitalized” under regulatory guidelines.**
- **Formed a private banking team to coordinate delivery of special service products.**

# Customer Service Initiatives

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- **Expand technology for both product delivery and efficiency**
  - ❖ **Iron key security software**
  - ❖ **Cash dispenser machines**
  - ❖ **Mobile banking**
  - ❖ **Remote deposit capture**
  - ❖ **Customer relationship management – CORE**

# 2012 Initiatives

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- **Raised dividend in 1st quarter 2012.**
- **Actively remix the balance sheet – loans & deposits - to improve I/R sensitivity, regulatory capital and profitability.**
- **Continuing efforts to address credit quality and impaired loan levels as economy improves.**

# 2012 Initiatives (cont.)

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- **Focus on organic loan growth, with an emphasis on business banking and C&I lending.**
- **Pursue opportunities for activities related to Marcellus and Utica shales.**
- **Continue to focus on wealth management and other fee-related opportunities.**
- **Monitor opportunities for selective acquisitions in footprint.**

# Opportunities for Organic Growth

- **Marcellus/Utica Shale Opportunity**

- ✓ Land owners are finding new wealth.

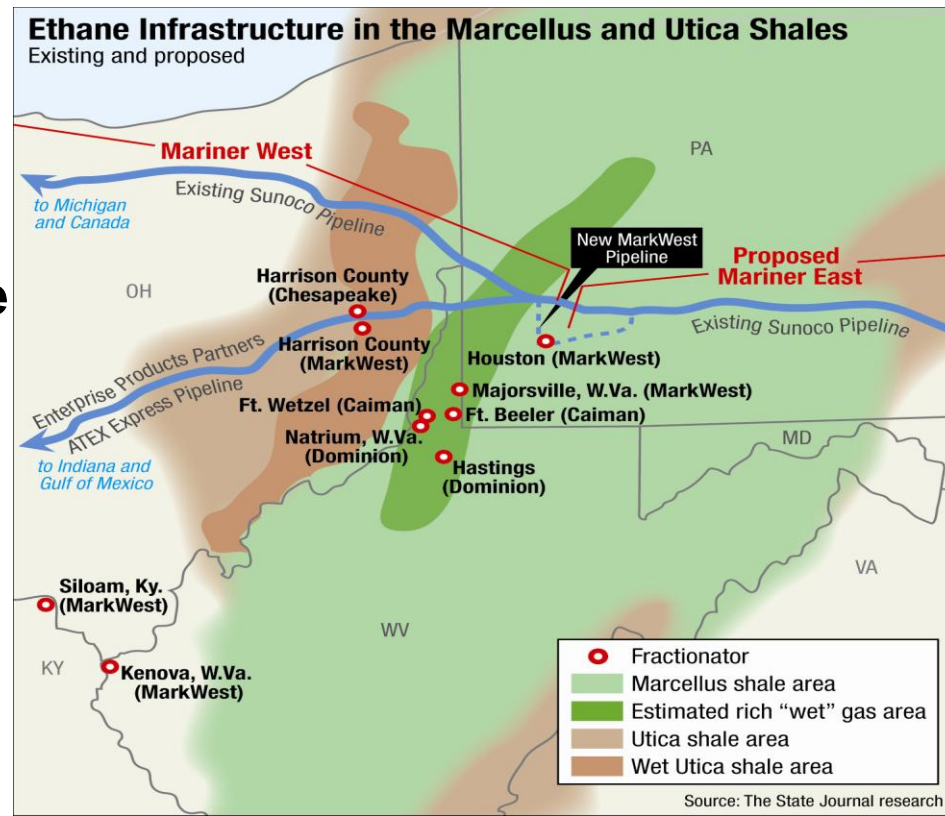
- ❖ Large cash payments for drilling rights.

- ❖ Land owners need financial advice.

- ❖ Our products in the retail bank provide short-term solutions.

- ❖ Our products in the wealth management function provide longer term solutions.

- ❖ Private banking combines all products and provides opportunities for financial advice.



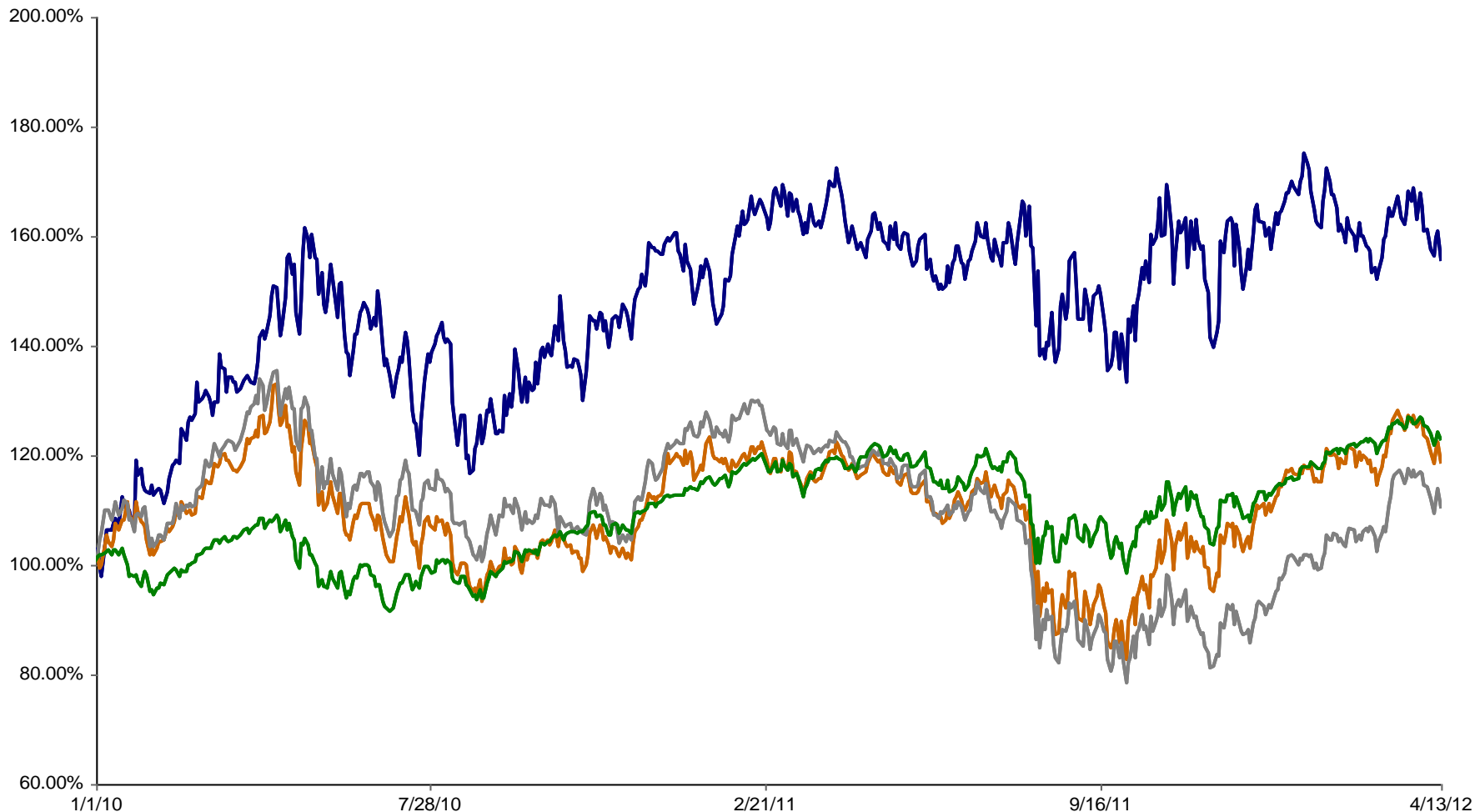
# Investment Rationale

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- **Strong regulatory capital.**
- **Liquidity to provide for additional lending capacity.**
- **Asset quality compares favorably with regional and national peers.**
- **Diversity of earnings stream.**
- **Proven acquisition-oriented growth strategy.**

# Current Market Update

## Market Performance – Since January 1, 2010

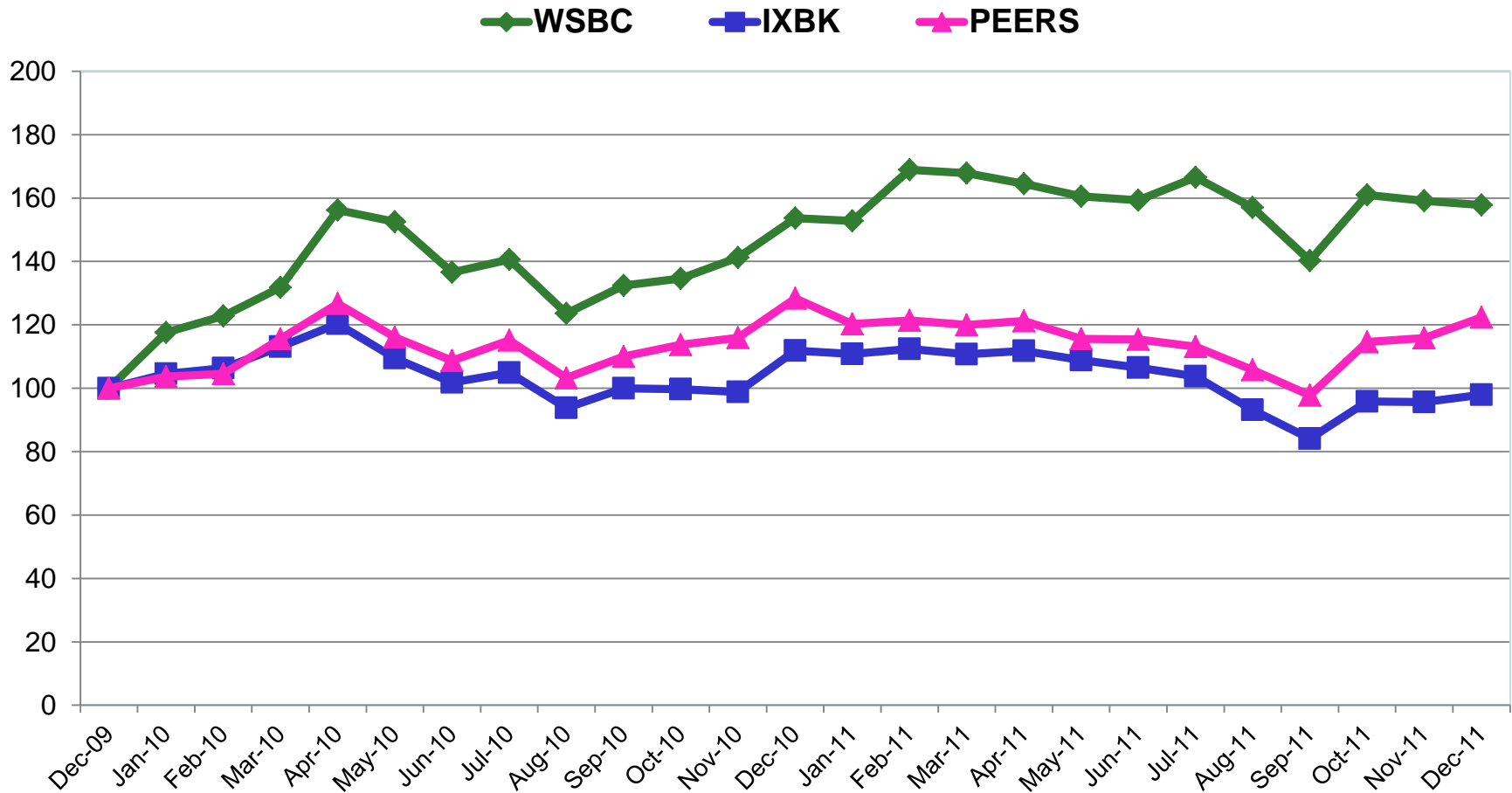




# WesBanco Stock Performance Chart

## December 31, 2009 thru December 31, 2011

100-Based Index Analysis: WSBC vs. IXBK\*/Peers (2 Years)

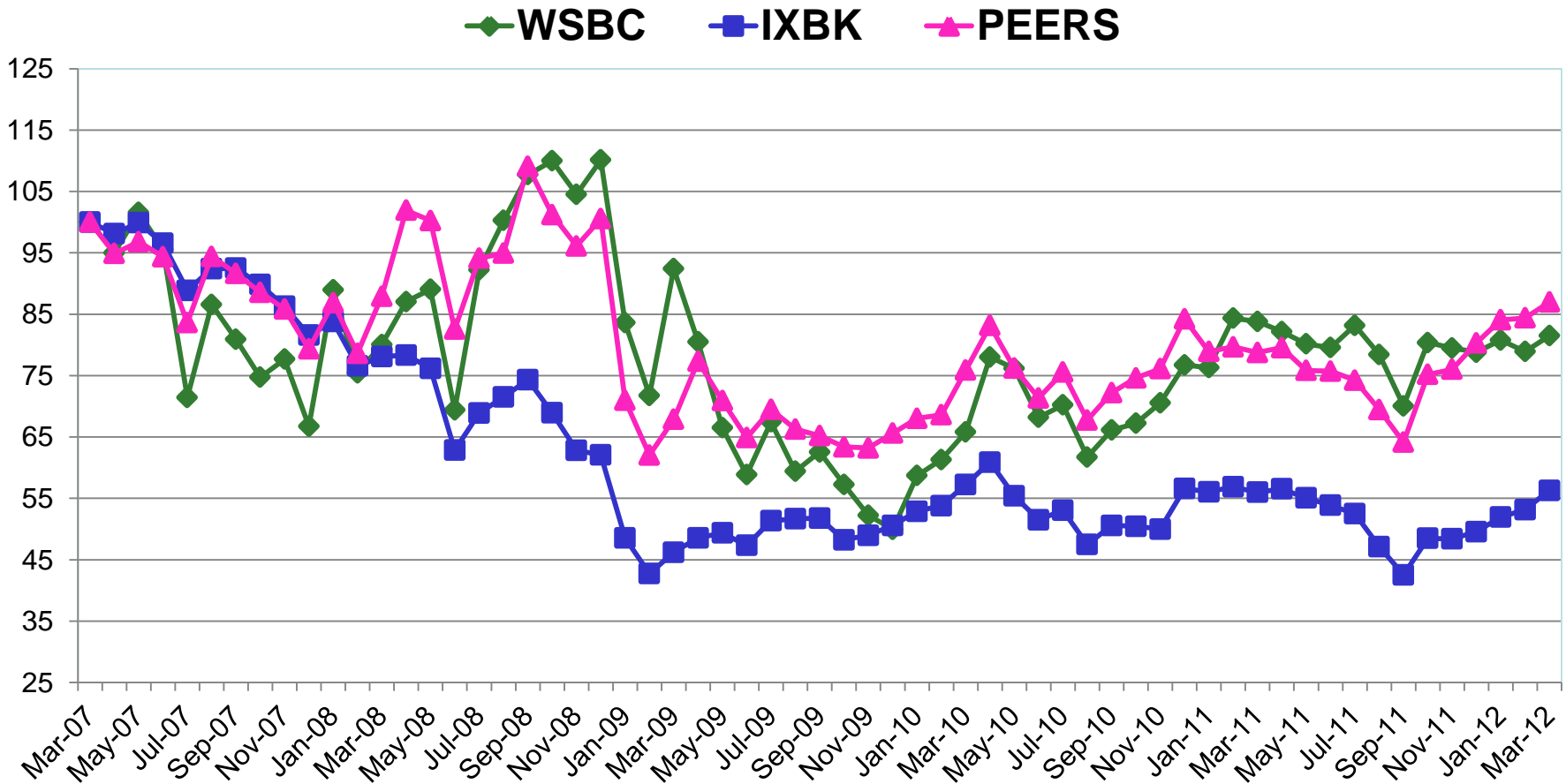


\*IXBK – NASDAQ Bank Index

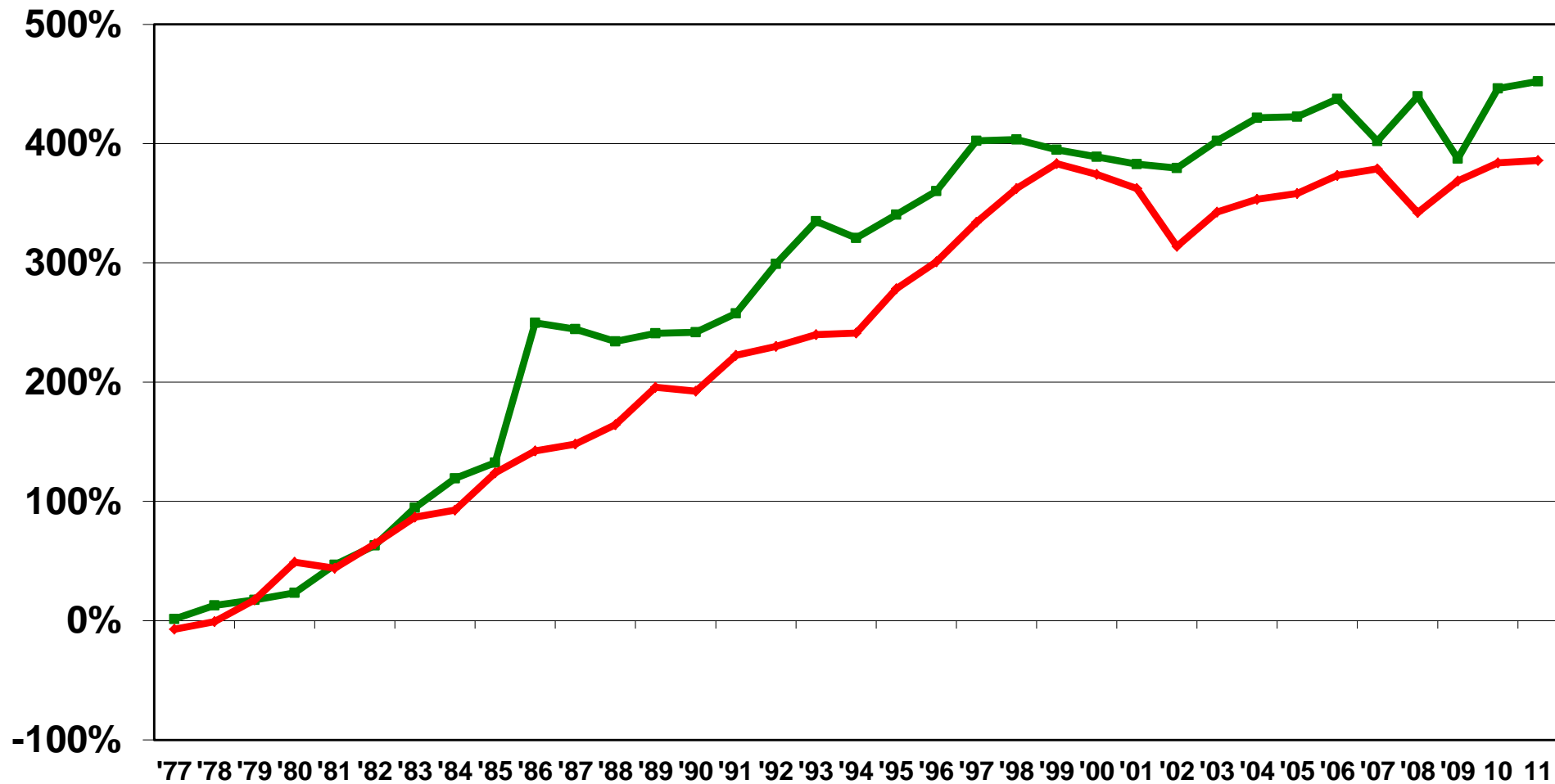
# WesBanco Stock Performance Chart

## March 31, 2007 thru March 31, 2012

100-Based Index Analysis: WSBC vs. IXBK/Peers (5 Years)



# Stock Performance – Long-term Cumulative Return



# Questions?

**Annual Shareholders Meeting**  
**April 18, 2012**