



Nasdaq: PEBO

Investor Presentation

November 2011

Chuck Sulerzyski

*President and
Chief Executive Officer*

Ed Sloane

*Chief Financial Officer
and Treasurer*



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’ 2010 Annual Report on Form 10-K and Quarterly Report on Form 10-Q for the quarter ended September 30, 2011, filed with the Securities and Exchange Commission (“SEC”) and available on the SEC’s website (www.sec.gov) or at Peoples’ website (www.peoplesbancorp.com).

Investors are cautioned that forward-looking statements, which are not historical fact, involve risks and uncertainties, including those detailed in Peoples’ 2010 Annual Report on Form 10-K filed with the SEC under the section, “Risk Factors” in Part I, Item 1A. 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.

Strategic Priorities

CLEAN

- Diligent focus on problem loan workouts
- Meaningful improvement in credit costs
- TARP return expected by January 2012

LEAN

- Improve operating efficiencies via expense reductions
- Free up capacity to grow our business

MEAN

- Enhance marketing and brand awareness
- Build sales force & sales management discipline
- Retool distribution system
- Improve balance sheet mix
- Explore M&A opportunities

Discussion Points

- **Background**
- **Credit – How do we know it's fixed?**
- **Efficiency – How will we control costs?**
- **Growth – How will we grow?**
- **Summary**

Background

Corporate Profile

- **Financial holding company headquartered in Marietta, Ohio.**

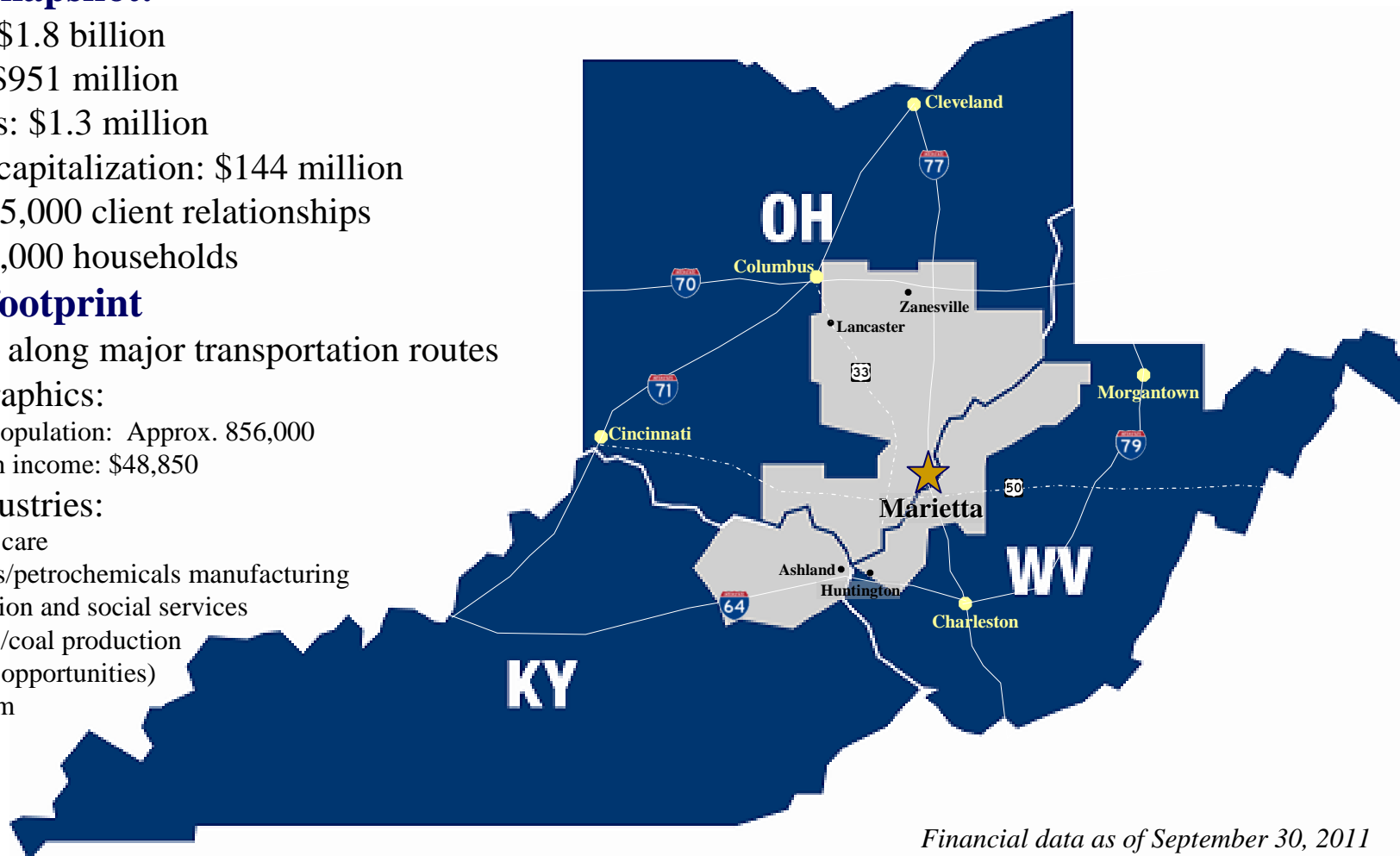
- Provide a broad range of banking, insurance, and investment services

- **Current snapshot:**

- Assets: \$1.8 billion
- Loans: \$951 million
- Deposits: \$1.3 million
- Market capitalization: \$144 million
- Over 125,000 client relationships
- Over 75,000 households

- **Current footprint**

- Located along major transportation routes
- Demographics:
 - » Total population: Approx. 856,000
 - » Median income: \$48,850
- Key industries:
 - » Health care
 - » Plastics/petrochemicals manufacturing
 - » Education and social services
 - » Oil/gas/coal production (shale opportunities)
 - » Tourism



Financial data as of September 30, 2011

Market data as of November 14, 2011



Recent Financial Summary

	Metrics	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011
Financial Performance	Diluted EPS	(\$0.01)	\$0.01	\$ 0.13	\$0.26	\$0.35
	Return on common equity	– 0.20%	0.11%	2.83%	5.49%	7.19%
	Net interest margin (FTE)	3.58%	3.44%	3.43%	3.43%	3.39%
	Efficiency	58.78%	62.14%	65.21%	67.43%	69.70%
Capital	Tier 1 common equity	11.13%	11.59%	11.72%	12.05%	12.40%
	Tier 1 capital	16.22%	16.91%	15.25%	15.62%	15.98%
	Total capital	17.55%	18.24%	16.60%	16.97%	17.33%
	TCE to TA ⁽¹⁾	7.16%	7.17%	7.36%	7.83%	8.16%
	Tangible Book Value per share ⁽¹⁾	\$12.47	\$12.16	\$12.21	\$12.99	\$13.55
Asset Quality	NPAs to loans + OREO	4.08%	4.64%	3.85%	3.71%	3.84%
	NPAs to TCE + ALLL	26.40%	29.22%	24.13%	21.76%	21.97%
	ALLL to total loans	2.69%	2.77%	2.58%	2.68%	2.65%
	Net c/o's to avg loans ⁽²⁾	3.11%	2.93%	3.21%	0.67%	0.34%
	Loan loss prov to avg loans ⁽²⁾	3.12%	2.75%	2.24%	0.97%	0.36%

(1) Non-GAAP financial measure. See Appendix for more information.

(2) Presented on an annualized basis

Key Performance Drivers

Metric	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011
Classified Assets Ratio (1)	61.30%	59.85%	50.28%	45.28%	47.91%
Revenue Growth (2)	0.1%	- 3.5%	- 1.3%	- 2.5%	1.6%
Efficiency Ratio	58.78%	62.14%	65.21%	67.43%	69.70%
Loan Growth (2)	- 0.5%	- 5.0%	- 1.3%	- 0.8%	1.1%

- 18% improvement in classified assets since year end
- 2% revenue growth in Q3 2011
- Expense reduction initiatives occurring in Q4 2011 and throughout 2012
- Stable net interest income - linked quarter
- **Meaningful improvement in each area is needed to achieve our long-term goals**

(1) Substandard loans, OREO, classified investments as a % of Tier I capital +ALLL

(2) Sequential growth

Balance Sheet Focus

(\$ in millions)

End of Period Balances

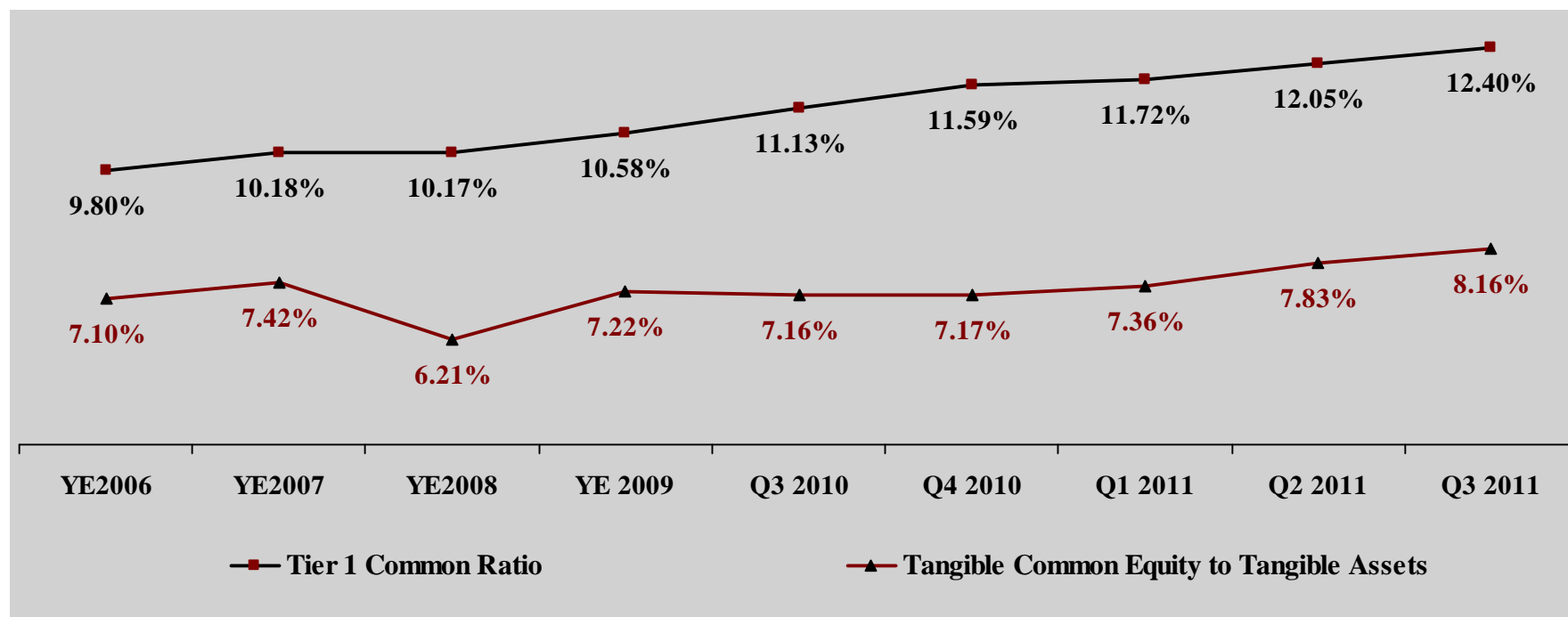
	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011
Total Loans	\$1,010.9	\$ 960.7	\$ 948.0	\$ 940.1	\$ 950.8
Total Investments ⁽¹⁾	611.4	620.1	638.2	641.6	636.2
Interest-Bearing Retail Deposits	1,086.9	1,059.1	1,071.2	1,068.8	1,042.5
Non-Interest-Bearing Retail Deposits	209.7	215.1	219.2	222.1	235.6
Wholesale Funding	332.2	319.2	287.3	281.5	289.6

- Loan growth challenged by problem loan workouts and weak demand
- Adjusting funding mix from higher-cost wholesale funding to low-cost deposit
- Allowing some high-cost deposit runoff given lack of asset growth
- **Remaining disciplined with balance sheet management**

(1) Amortized cost and excludes FHLB/FRB stock

Capital Trends

(\$ in millions)



- Plan to return remaining \$18 million TARP without capital raise
- Improved balance sheet risk profile in 2010
- Capacity to grow our franchise

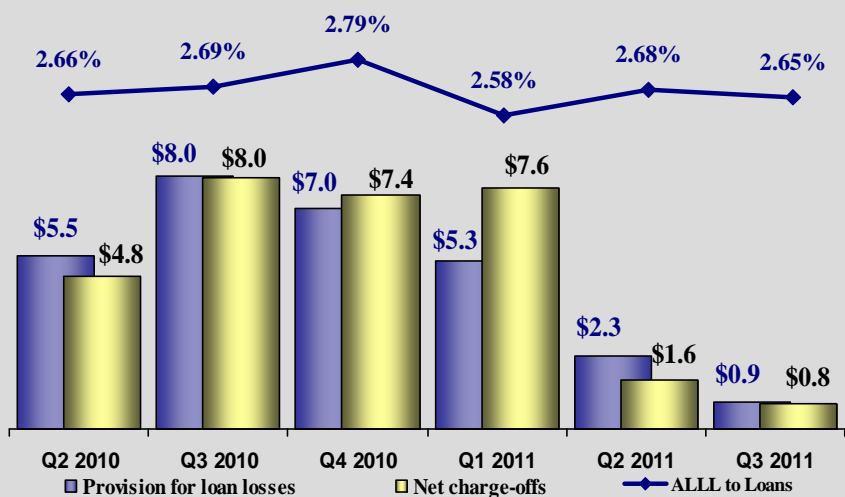
Credit

- **Partial TARP repayment in Q1 2011**
 - Completed without capital raise
 - Indication credit issues are stabilizing
- **Renewed emphasis on credit basics**
 - Aligned talent against task
 - Filled Chief Credit Officer vacancy
- **Experiencing stable-to-improving trends in several credit metrics**
 - Criticized loans down 32% versus peak level (year-end 2009)
 - Q3 credit losses were lowest since 2008
- **Loan balances are starting to rebound**
 - \$11 million growth during Q3
 - New production pipeline remains strong

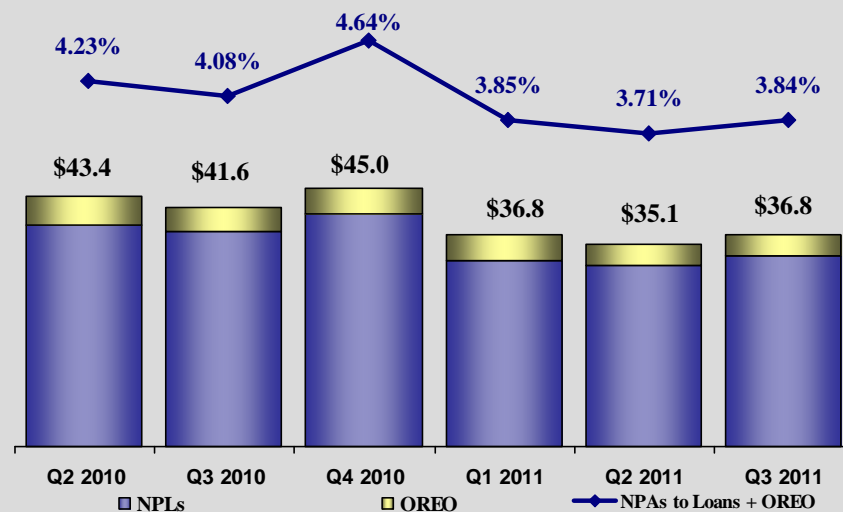
Asset Quality Trends

(\$ in millions)

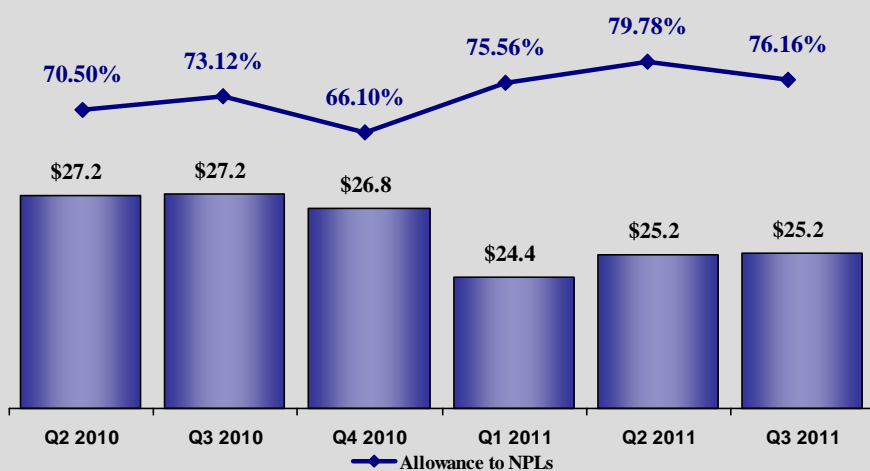
Provision for Loan Losses & Net Charge-offs



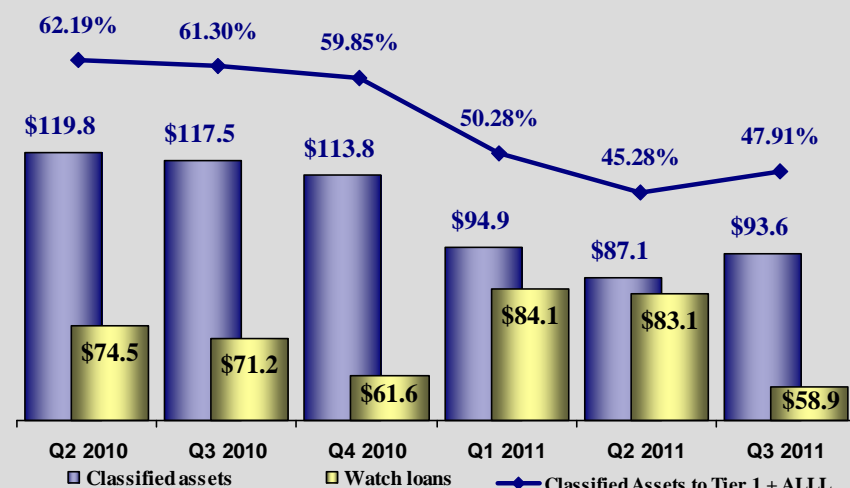
Nonperforming Assets



Allowance for Loan Losses



Classified Assets

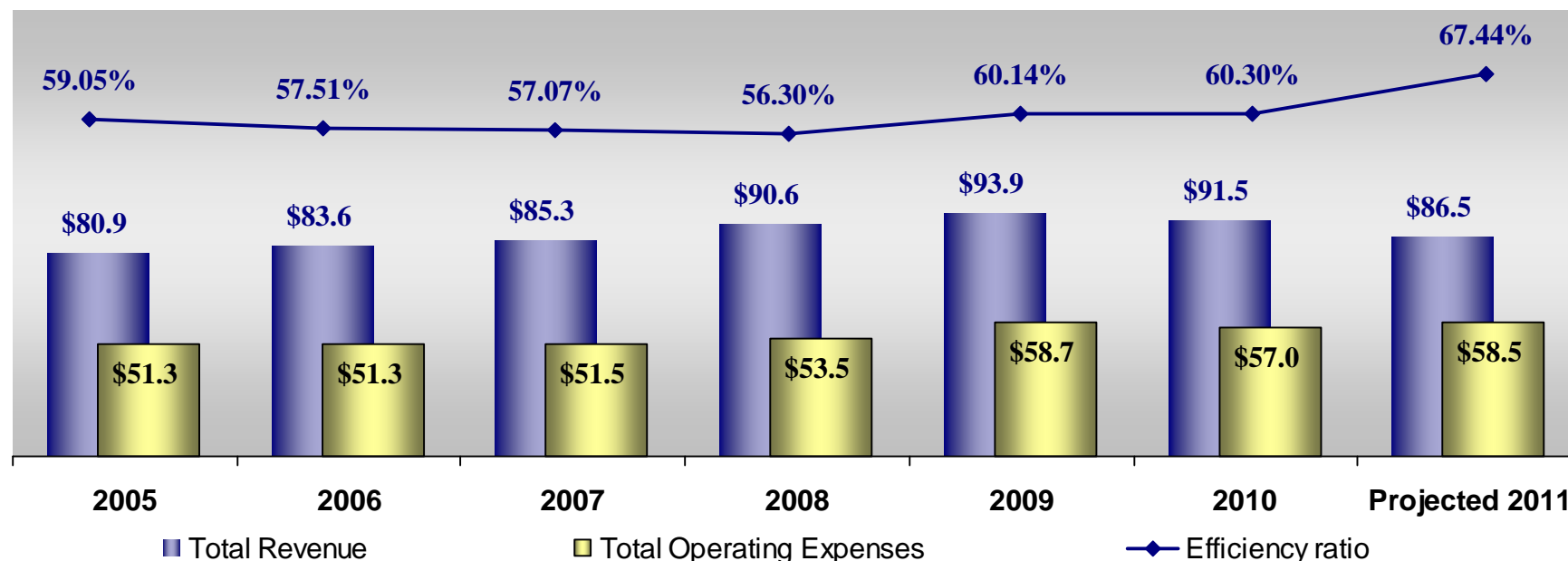


- **Increased monitoring activities**
 - Standardized tracking report for criticized assets
 - Requiring written workout plans for each problem loan
- **Enhanced credit risk management function**
 - Formalized Loan Quality Committee
 - Created a Special Assets group
- **Refined loan underwriting process**
 - Improved loan pricing discipline
 - New credit administration software
- **Performed detailed review of problem loans**
 - Categorized into workout strategy (Rehab, Monitor, Exit)

- **Aggressive resolution of problem loans**
 - Quarterly monitoring of workout plans
 - Focus on improving migration trends
- **Restructure commercial lending function**
 - Deploy a “finders”, “minders” and “grinders” strategy
 - Segregate underwriting from production
 - Place greater emphasis on business development
- **Balance loan growth with risk management**
 - Emphasize C&I and retail lending, plus new niches (health care)
 - Lessen exposure to CRE lending
 - Deploy new technology/resources

Efficiency

Current Environment



- **Diversified revenue is a source of strength**
 - Net interest margin being challenged by low interest rates & weak loan demand
 - Growth in fee-based revenues driven by increased production
- **Taking actions to control expenses & improve operating efficiency**
 - Cost saving initiatives provided offset to problem loan workout costs
 - Increasing regulatory burden significant driver of expense increases since 2008
- **Making investments today to position for long-term growth**
 - Working to offset incremental expenses through reductions in other areas

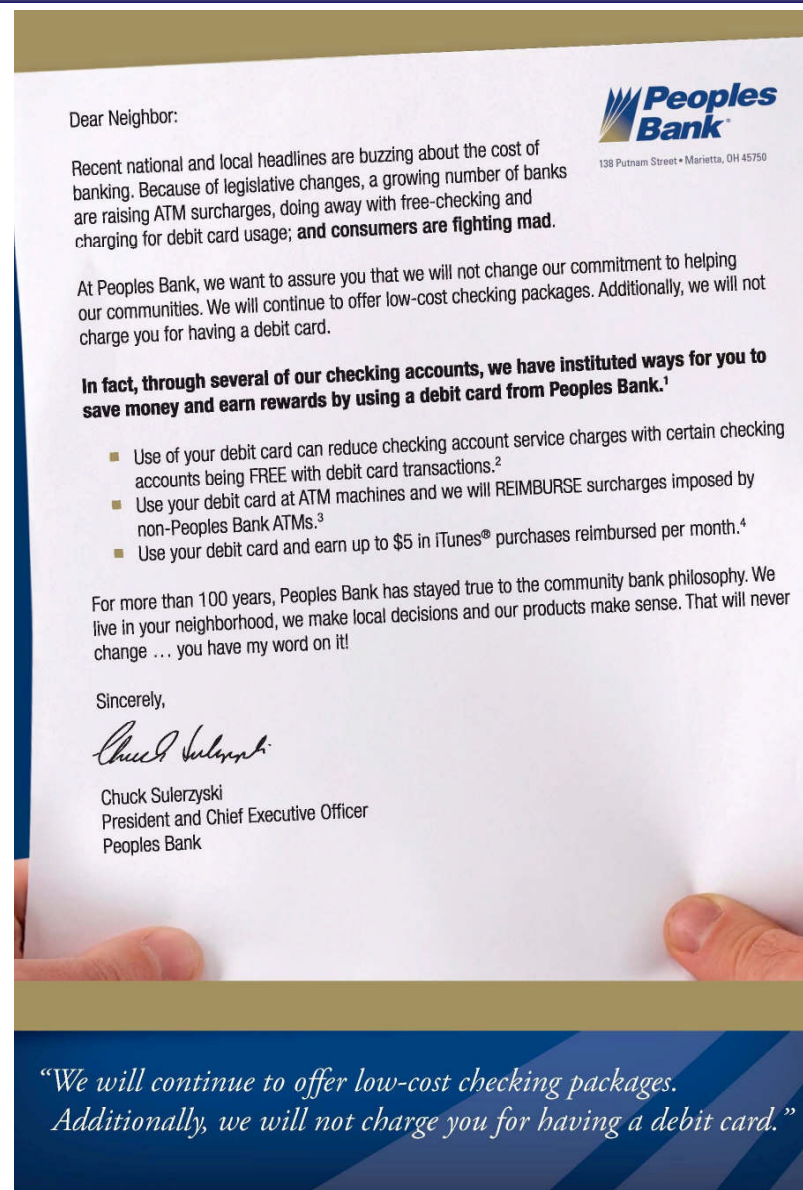
Looking Ahead

- **Revenue growth is expected across all business lines**
 - Emphasizing execution of sales discipline
 - Greater focus on business line performance
- **Redeploying resources from underperforming areas**
 - Ongoing rationalization of branch distribution network
 - Refining our senior management structure to drive our success
 - Creating greater capacity for meaningful growth
- **Enhancing brand positioning and marketing**
 - Working to differentiate from the competitors
- **Seeking to capitalize on external opportunities**
 - Positioning to be nimble and well-prepared for action

Growth

Our Differentiators

- **Community banking model**
 - Parity in products and delivery channels
 - More nimble and responsive to market needs
 - Positive community stature and involvement
- **Sound financial fundamentals**
 - Strong capital and liquidity positions
 - Diversified revenue stream
 - Good operating discipline
- **Strong core infrastructure**
 - Passionate, talented and diverse associates
 - Robust IT systems and capabilities
- **Long-standing, stable company**
 - Solid reputation and brand awareness
 - Sizable market share
- **Committed to prudent growth**
 - Enhancing sales force
 - Entire team working to grow today





Our Capabilities

	National Banks					PEOPLES BANCORP	***Community Banks***				
	Chase	Wells Fargo	Bank of America	PNC	Huntington		Advantage Bank	Community Trust	Wes-Banco	First Century	United Bank
Online Channel											
Bill Pay	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes
Electronic Statements	Yes	Yes	Yes	Yes	Yes	Yes ★	Yes	No	Yes	No	Yes
Online Account Opening	Yes	Yes	Yes	Yes	Yes	Pending	No	No	No	No	No
Online Financial Management	No	Yes	Yes	Yes	Yes	Yes ★	No	No	No	No	No
ACH, Wires Stop Payments	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Positive Pay	Yes	Yes	Yes	Yes	Yes	Yes ★	No	No	No	No	No
Tax Services	Yes	Yes	Yes	Yes***	Yes	Yes	Yes	No	Yes	No	No
P2P Payments	Yes	Yes	Yes	Yes	Pending	In Review	No	No	No	No	No
Online Chat	No	No	Yes*	Yes	Yes	Yes ★	No	No	No	No	No
Mobile Channel											
Text Alerts	Yes	Yes	Yes	Yes	Yes	Yes ★	No	No	No	No	No
Bill Pay-Specific to Mobile	Yes	Yes	Yes	Yes	Yes	Yes ★	No	No	No	No	No
iPhone/iPad/Andriod Apps	Yes	Yes	Yes	Yes	Yes	Yes ★	No	No	No	No	No
Text Banking	Yes	Yes	Yes	Yes	Yes	Yes ★	No	No	No	No	No
Mobile Deposit Capabilities	Yes	No	Pending	Yes	No	In Review	No	No	No	No	No
Business Support Center	Yes	Yes	Yes	Yes	Yes	Yes ★	No	No	Yes	No	No
Social Media Channel											
Facebook	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No
Twitter	Yes	Yes	Yes	Yes	Yes	Yes ★	No	No	Yes	No	No
YouTube	Yes	Yes	Yes	Yes	Yes	Yes ★	No	No	No	No	No
LinkedIn	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Targeted online ads	Yes	N/A	Yes	Yes	Yes	Yes ★	No	No	Yes	No	No
Microsites	Yes	Yes	Yes	Yes	Yes	Yes ★	Yes	No	Yes	No	No
"Text to win" Contests	No	No	Yes**	No	No	Yes ★	No	No	No	No	No
ATM Channel	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

★ indicates Peoples has advantage over Community Bank group

Competitor information as of June 30, 2011

Key Strategic Targets

Strategic Focus	Metrics	Actual 3Q 2011	5-Year Target Range
Improve Asset Quality	NPAs to total loans + OREO	3.84%	0.80% to 1.00%
	Net charge-offs to average loans ⁽¹⁾	0.34%	0.50% to 1.00%
Adjust Balance Sheet Mix	Loans to total assets	52.65%	60% to 65%
	Deposits to total funding	85.64%	85% to 90%
High Quality, Diversified Revenue Stream	Annual revenue growth	- 2.02%	3.5% to 4.0%
	Non-interest income to total revenue	38.75%	35% to 40%
Strong Capital Position	Tier 1 common equity	12.40%	12% to 13%
	TCE to tangible assets ⁽²⁾	8.16%	7% to 10%
Operating Leverage	Net interest margin (Fully-tax equivalent) ⁽³⁾	3.42%	3.55% to 3.65%
	Efficiency ⁽³⁾	67.44%	60% to 65%
Execute on Strategies	Return on common equity ⁽³⁾	5.22%	10% to 12%
	Dividend payout ⁽³⁾	27.46%	30% to 50%
	Book value per common share	\$19.70	\$20.00 to \$25.00

(1) Presented on an annualized basis

(2) Non-GAAP financial measure. See Appendix for more information.

(3) Presented on a year-to-date basis.

Focus on Business Lines

Retail Banking

- Build stronger sales force
- Expand talent in growth markets
- Branch rationalization/efficiency
- Consumer loan growth
- Alternate delivery channels
- Build out current markets
- Refresh branch offices

Commercial Banking

- Increase production levels
- Add producers in growth markets
- Develop niche lending programs
- Capitalize on cross-sell opportunities
- Greater pricing discipline
- New credit administration system

Target Marketing & Rebranding

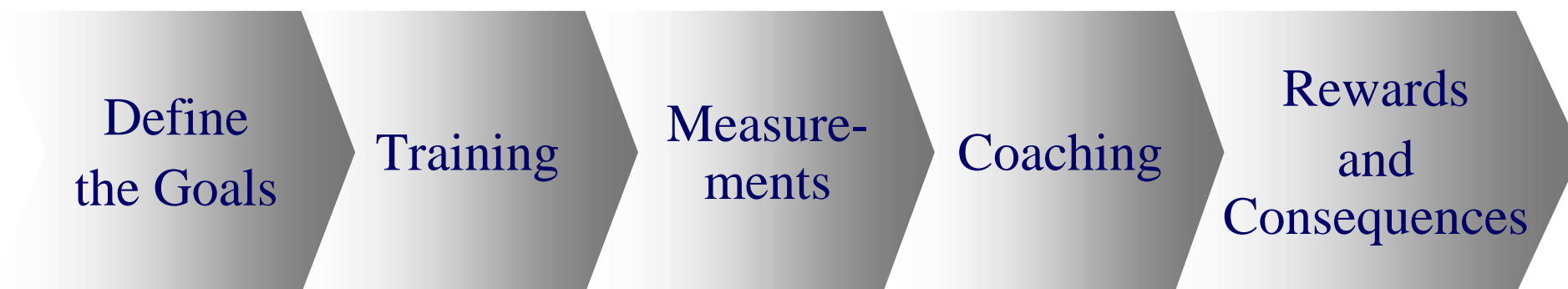
Wealth Management

- Focus on top-line revenue growth
- Improve operating efficiency
- Full integration with other business lines
- Acquire new talent and business
- Competitive fee structure

Insurance

- Focus on top-line revenue growth
- Explore M&A opportunities
- Business development
- Improve operating efficiency

Sales and Service Discipline



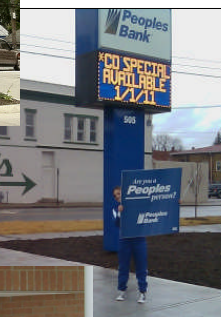
- Leadership sales and coaching training starts in December
- Commercial, Insurance and Investment training completed in Q1 2012
- Retail training completed by end of April 2012
- All managers trained in coaching and sales management disciplines
- All client facing personnel trained in cross selling other lines of business

Growing Our Franchise

Since January 1, 2011...



Opened new banking office in Lancaster OH



GET ALL THE BENEFITS YOU WANT. START SAVING TODAY.

Checking Benefits	Peoples Power Checking	Peoples Performance Checking	Peoples Prime Checking*	Peoples Checking	Peoples Student Checking**
No Minimum Balance	•		•	•	•
Earns Interest		•			
Free Checks		•	•		
Free Online Banking, Bill Pay & FinanceWorks*	•	•	•	•	•
Free ATM Use	•				•
Cell Phone Replacement Protection	•				
ID Theft Protection Benefits	•	•	•	•	•
Everyday Discounts	•				
Health Care Discounts	•		•		
iTunes Rewards					•
Monthly Fee	\$0, reduced fee with debit card purchases	\$15, if balance falls below \$1,000	\$0	\$5, or \$0 with Direct Deposit or 5 debit card purchases	\$0

* Limited to customers age 50+ ** Available to high school and college students up to age 25

Introduced
new checking
product
lineup



New office in Vienna WV
coming soon!

Growing Our Franchise

Enhanced Online Banking Services...

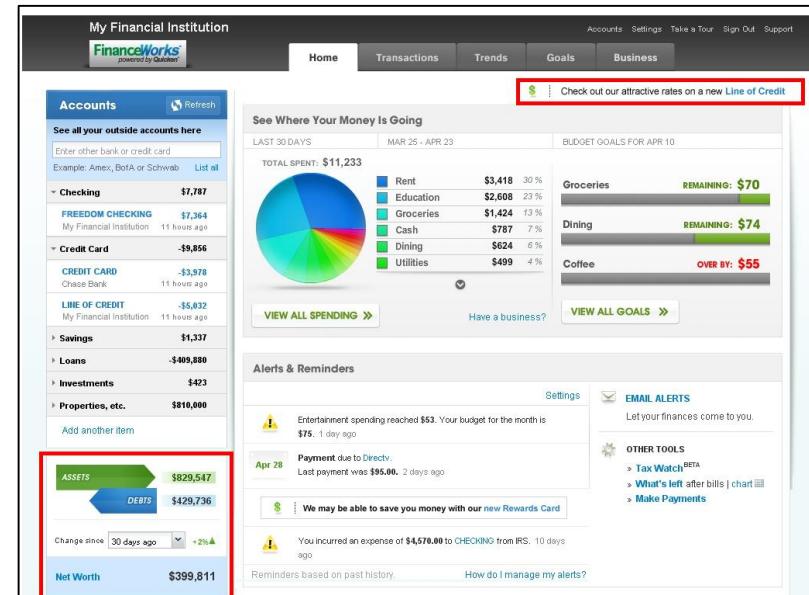
Increased visibility through social media channels...



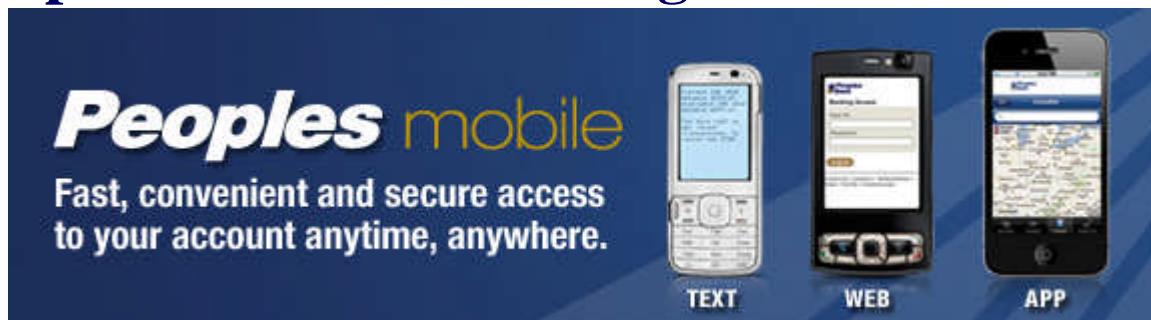
www.facebook.com/PeoplesBank

www.twitter.com/PeoplesBank

www.youtube.com/PeoplesBankTV



Expanded mobile banking to include ...



New Website with Online Account Opening coming soon!

Growing Our Franchise

Created new partnerships within our communities ...



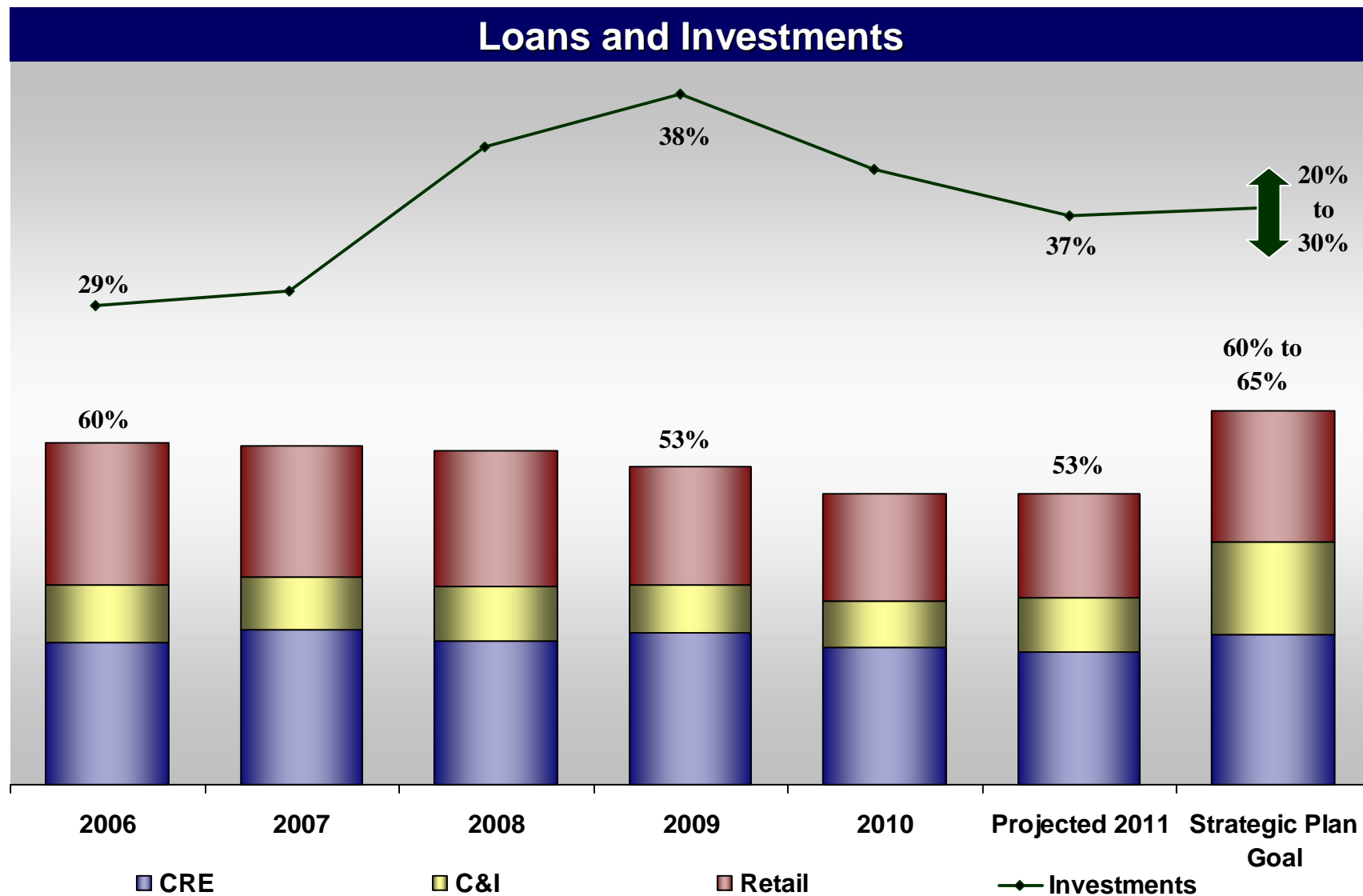
What does your *business need?*



Tell us at HelpGrowMyBiz.com
WIN \$5,000 in office equipment

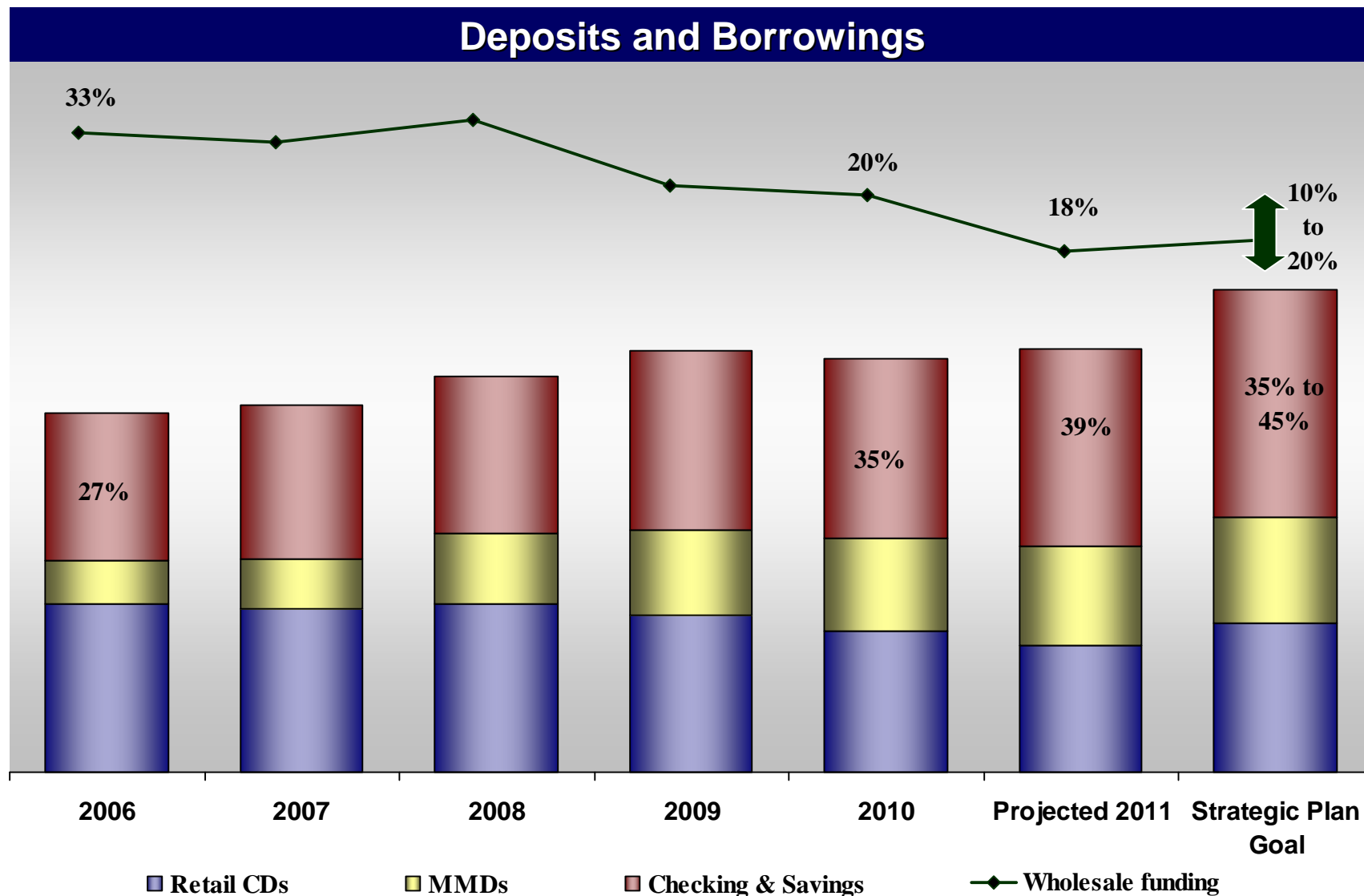


Asset Allocation Trend



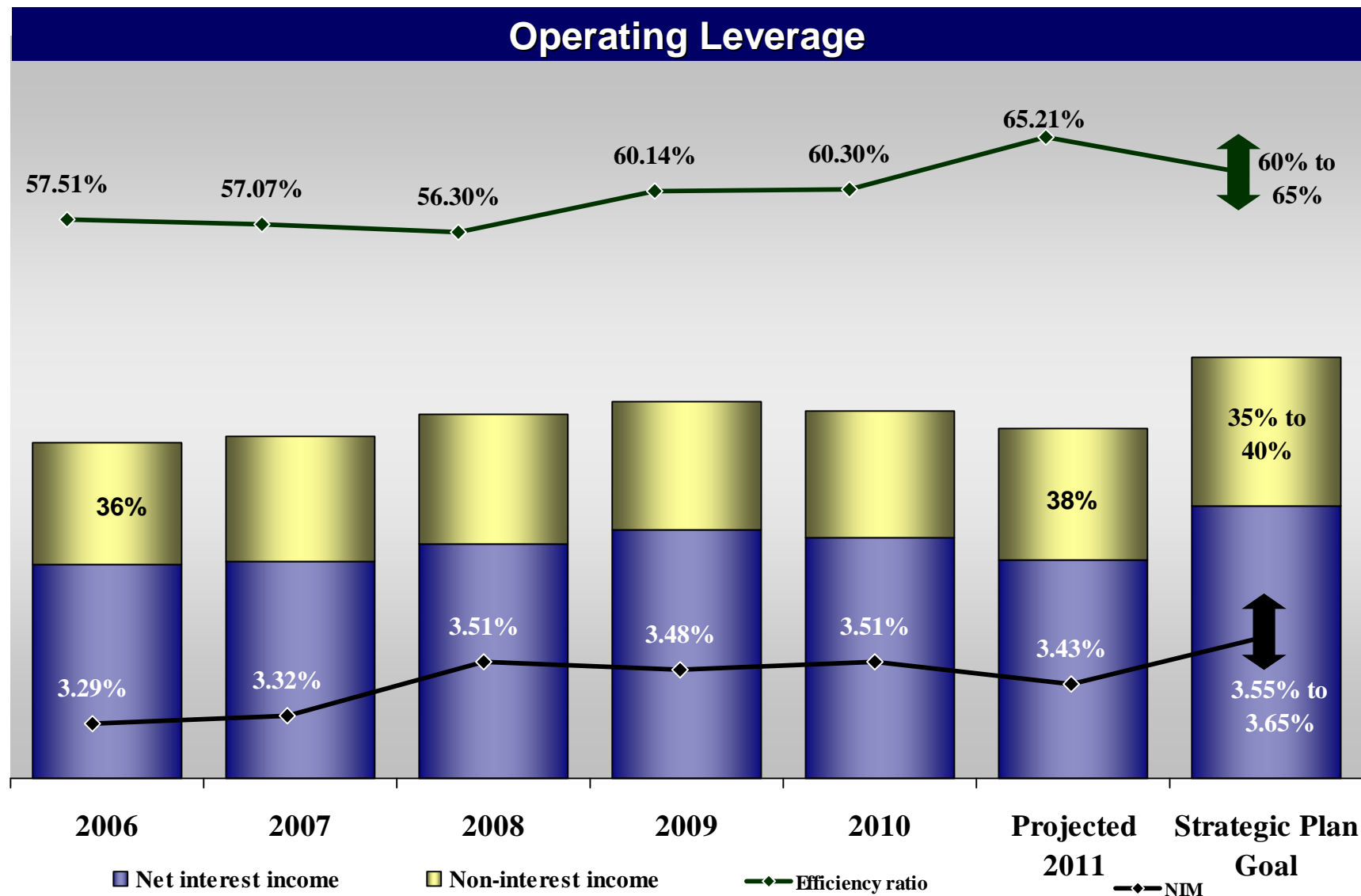
Strategic Plan Goal data represents target range at the end of the 5-year plan period.

Funding Allocation Trends



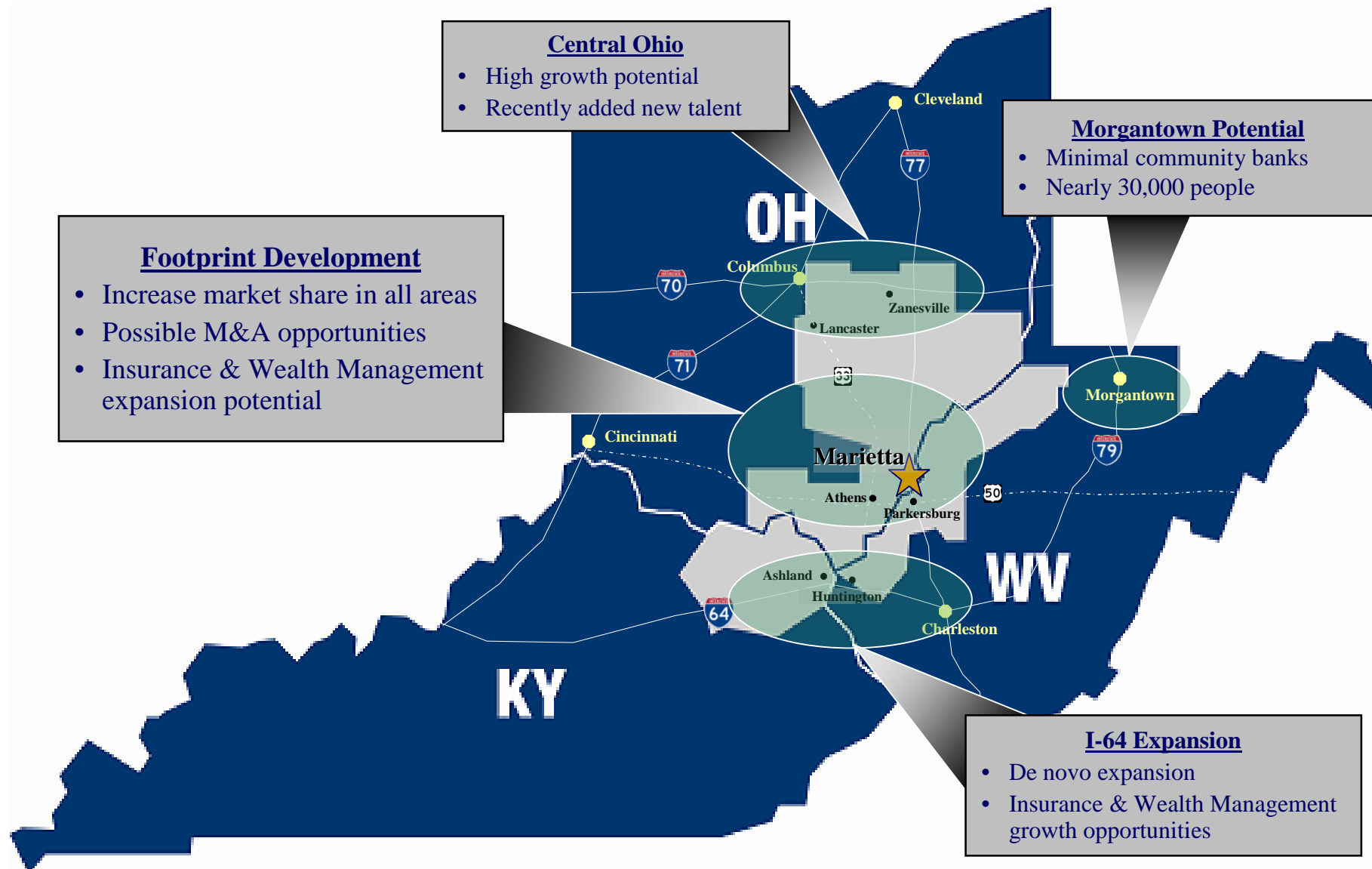
Strategic Plan Goal data represents target range at the end of the 5-year plan period.

Revenue & Expense Trend



Strategic Plan Goal data represents target range at the end of the 5-year plan period.

Market Growth Opportunities



- **Strengthen credit structure**
- **Return remaining TARP**
- **Control costs**
- **Pursue prudent growth**



Nasdaq: PEBO

Questions?

Chuck Sulerzyski

*President and
Chief Executive Officer*

Ed Sloane

*Chief Financial Officer
and Treasurer*

Appendix

Stock Performance

12/31/2010 to 11/14/2011



Annualized Returns

PEBO	-12.6%
KBW Regional	-13.3%
KBW Bank	-28.1%

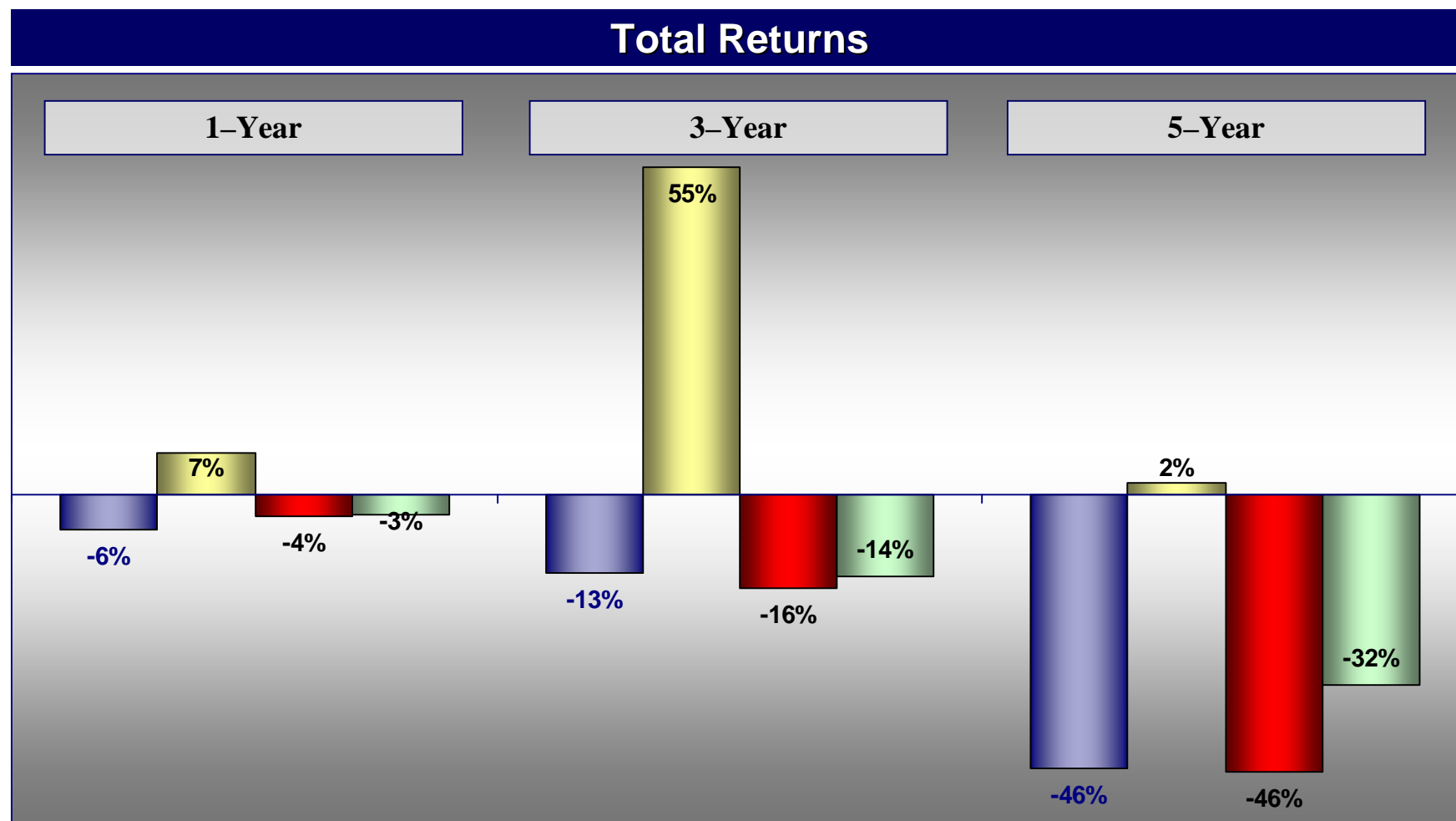
6/15/2011 to 11/14/2011



Annualized Returns

PEBO	85.7%
KBW Regional	-11.0%
KBW Bank	-35.4%

Stock Performance



■ Peoples Bancorp

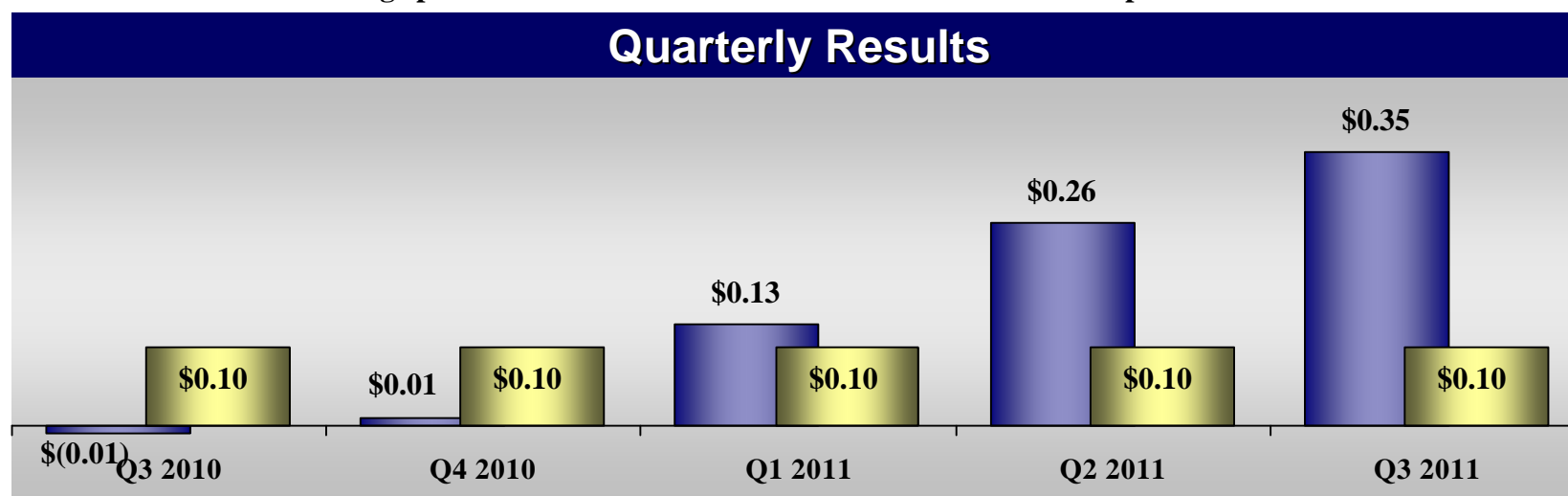
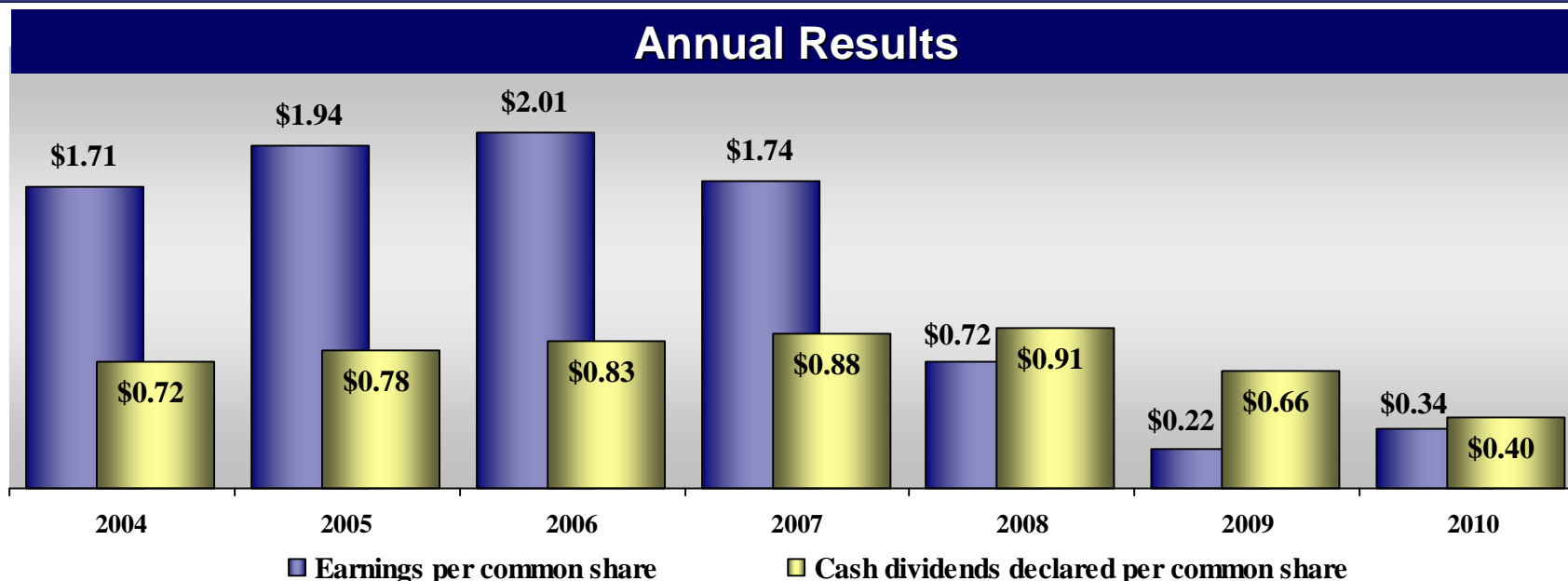
■ SPX 500 Index

■ NASDAQ Bank Index

■ Peer Group

Peer Group data is comprised of the 22 publicly-traded financial institution holding companies more fully defined in Peoples' definitive proxy materials for the 2011 Annual Meeting of Shareholders.

Earnings Performance



Dividend data presented above reflects amounts declared with respect to earnings for the quarterly period indicated. Beginning in Q2 2011, Peoples modified the quarterly dividend schedule to consider and declare dividends during the first month following quarter-end.

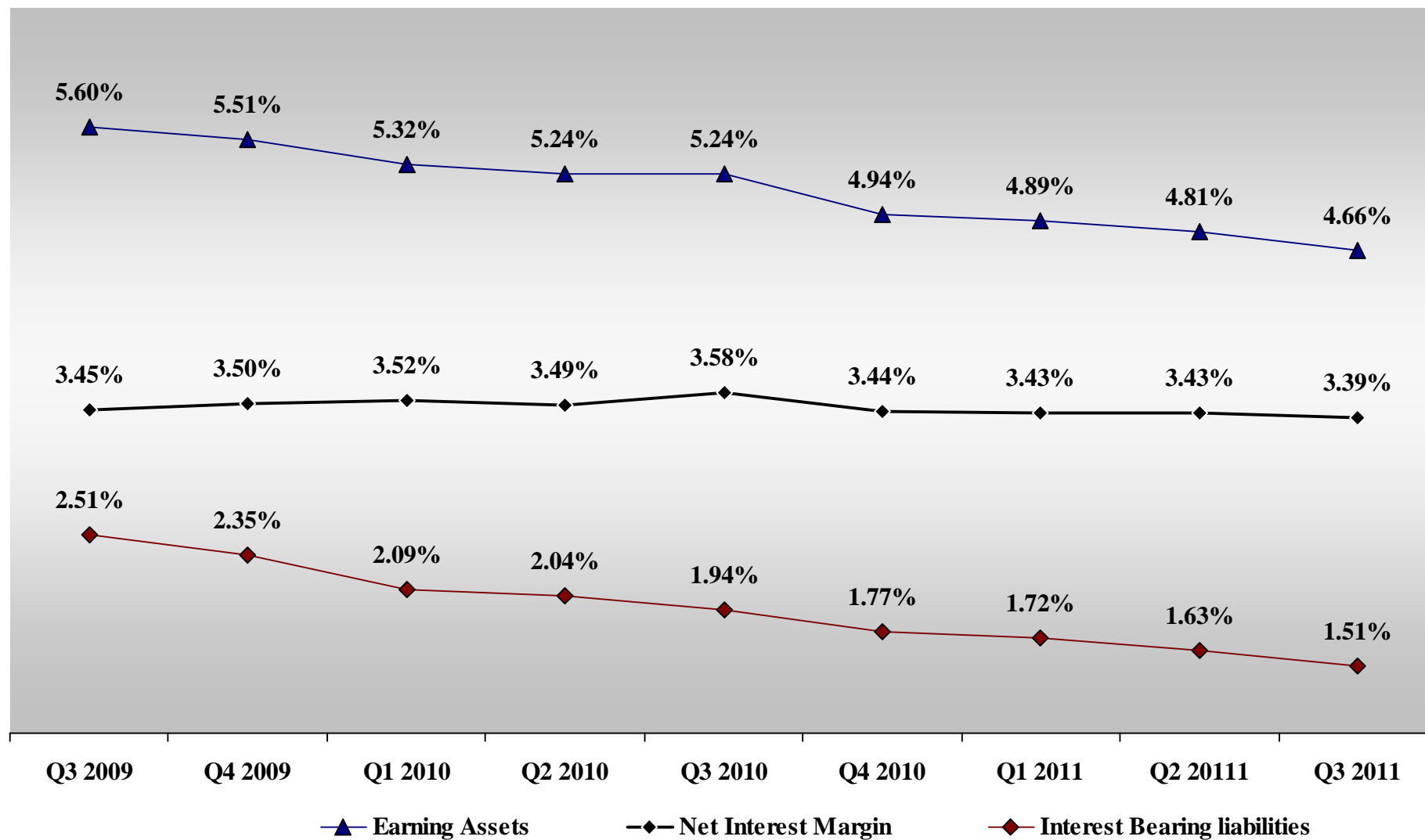


Pre-Tax, Pre-Provision Income

	2006	2007	2008	2009	2010	Q3 2010	Q2 2011	Q3 2011
Income before income taxes	\$ 29,423	\$ 23,874	\$ 7,615	\$ 3,126	\$ 5,753	\$ 192	\$ 3,807	\$ 5,806
Add: Provision for loan losses	3,622	3,959	27,640	25,721	26,916	8,005	2,295	865
Add: Intangible amortization	2,261	1,934	1,586	1,252	918	224	152	141
Add: FDIC special assessment	—	—	—	930	—	—	—	—
Add: Impairment losses	—	6,170	4,260	7,707	1,786	—	—	—
Add: Losses on assets	—	—	—	—	39	820	500	—
Less: Gains on assets	746	184	2,424	1,343	—	—	—	446
Pre-tax, Pre-provision income	\$34,560	\$35,753	\$38,677	\$37,393	\$35,412	\$ 9,241	\$ 6,754	\$ 6,366

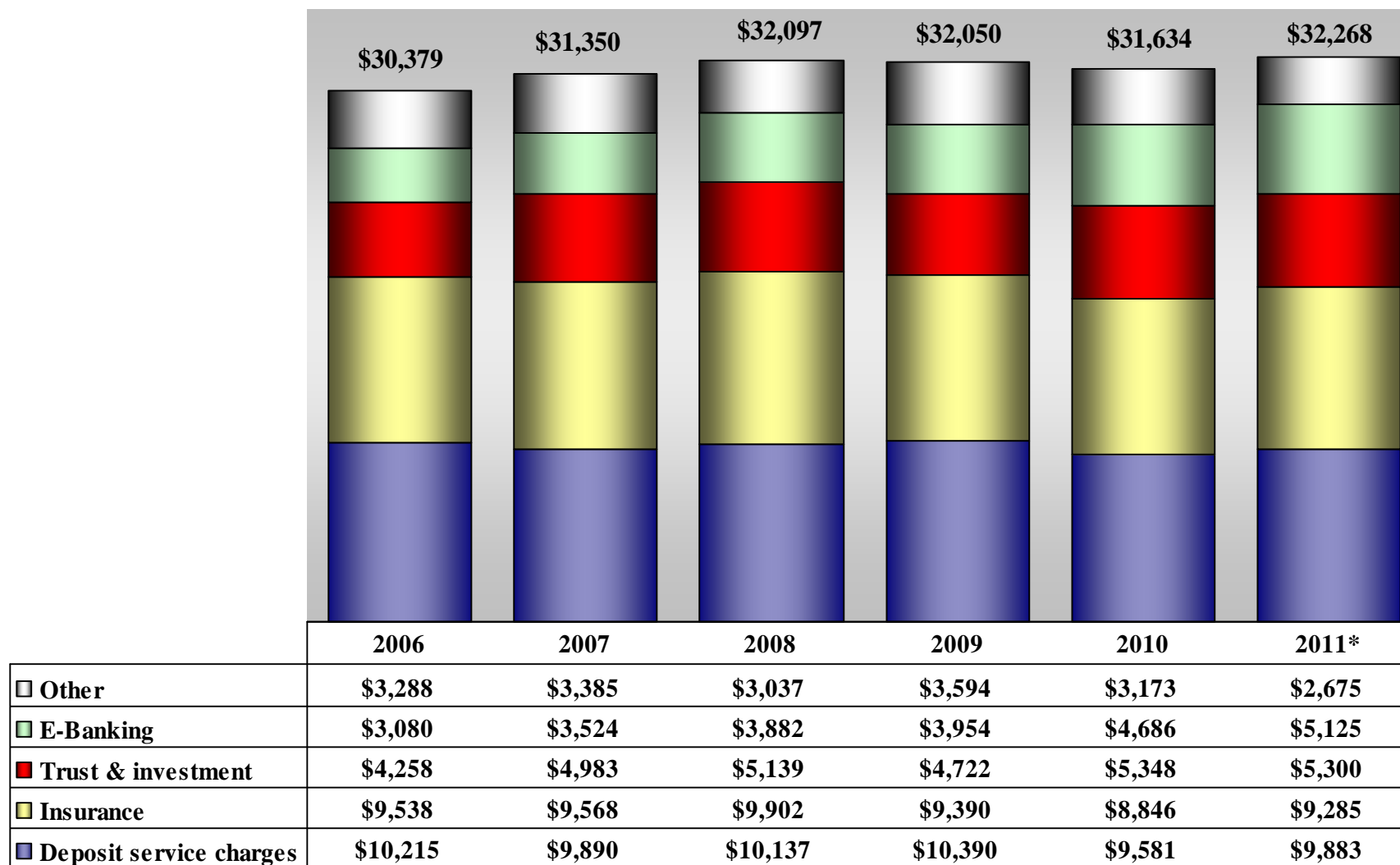
Pre-tax, pre-provision income represent a non-GAAP financial measure commonly used to evaluate the operating performance and trends of financial services companies, including Peoples.

Net Interest Margin



Non-Interest Income

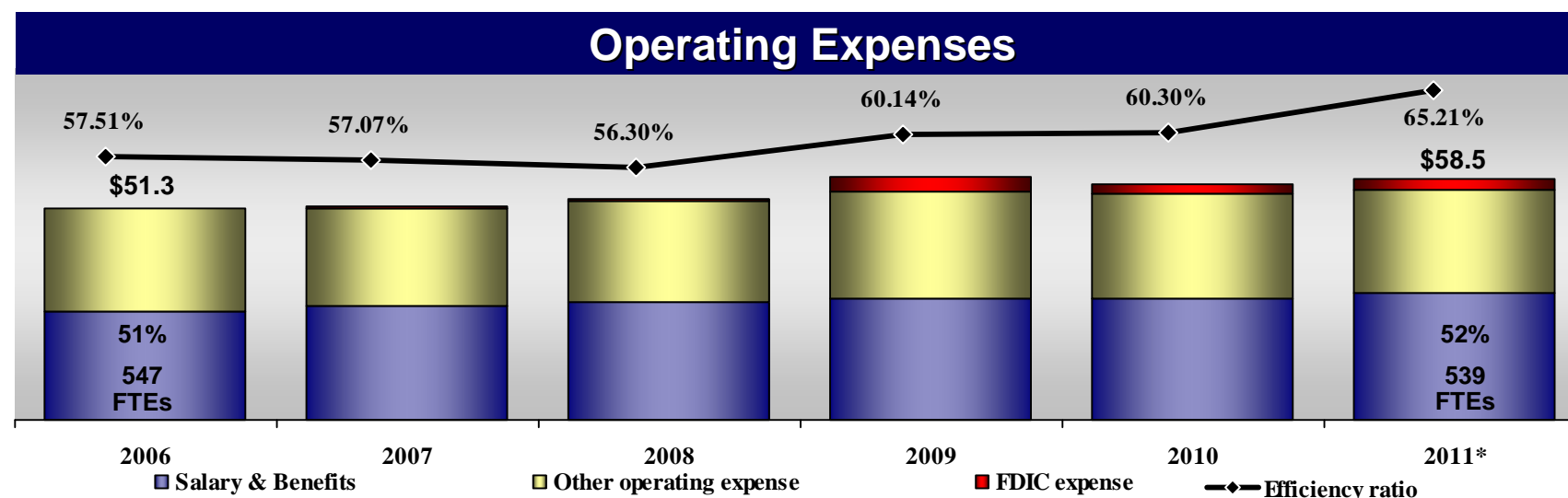
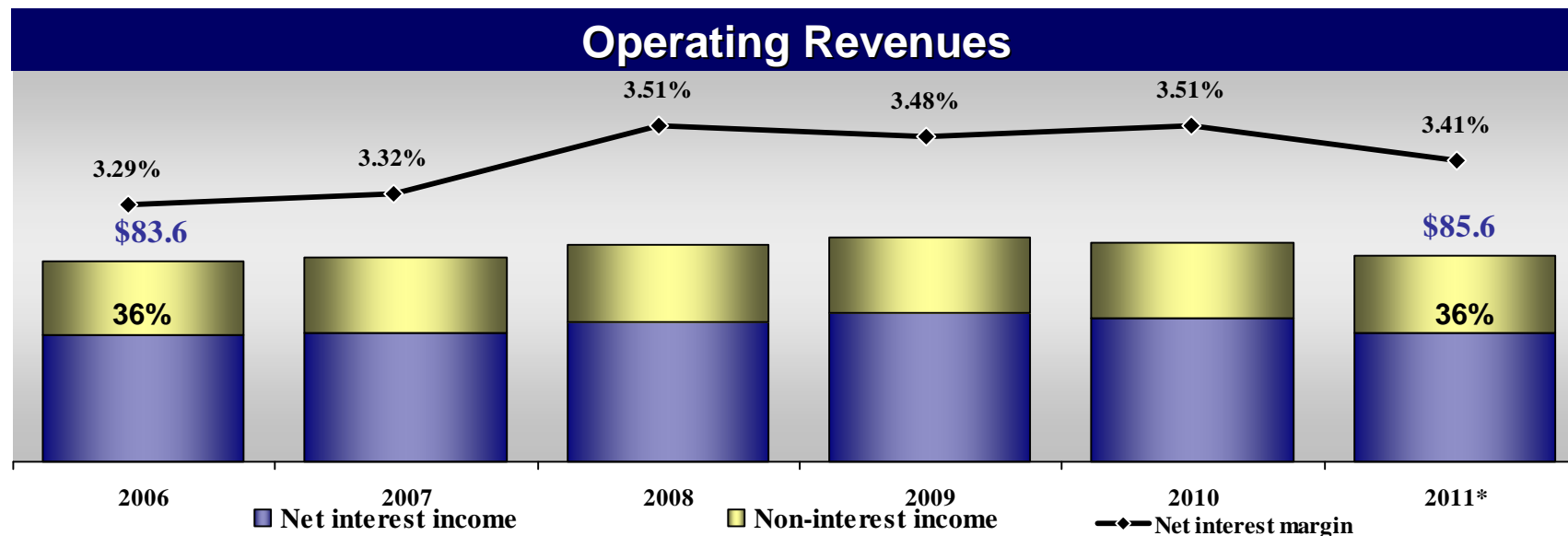
(\$ in thousands)



* 2011 information reflects Q3 data presented on an annualized basis

Revenue & Expense Trends

(\$ in millions)



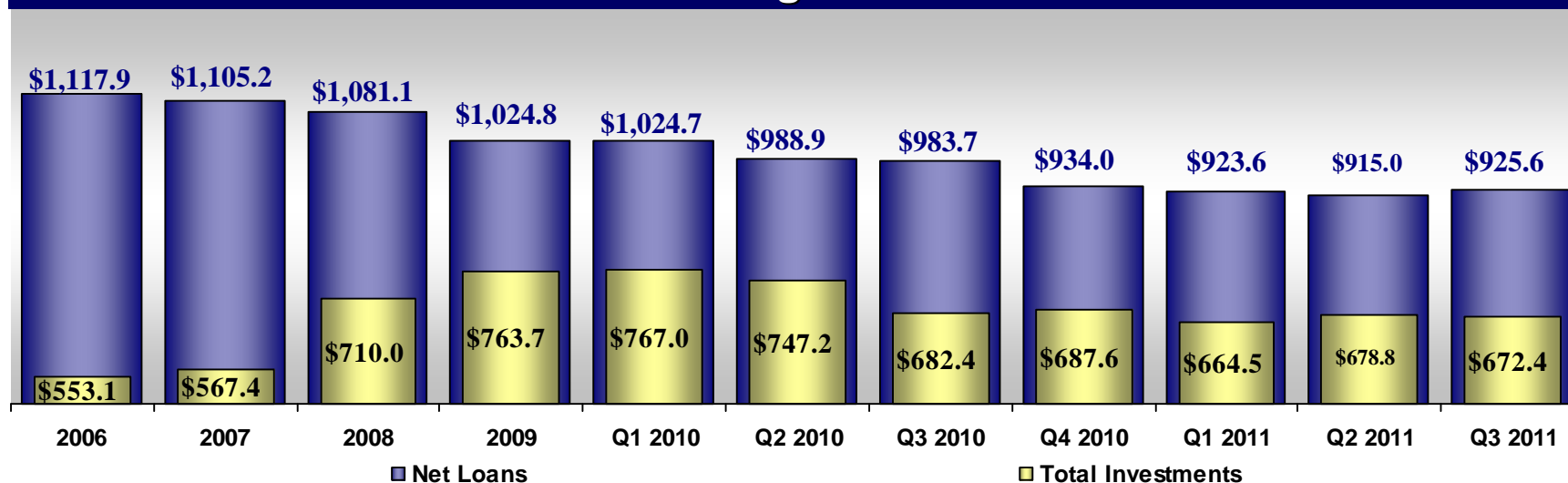
* 2011 information reflects Q3 data presented on an annualized basis

FTEs = Full-time equivalent employees

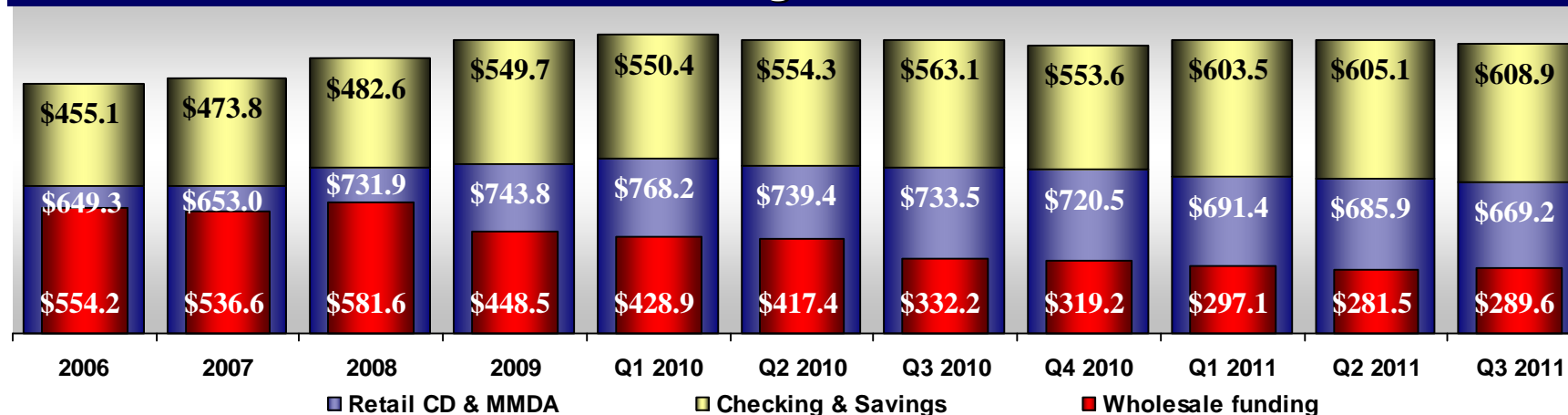
Balance Sheet Trends

(\$ in millions)

Earning Assets

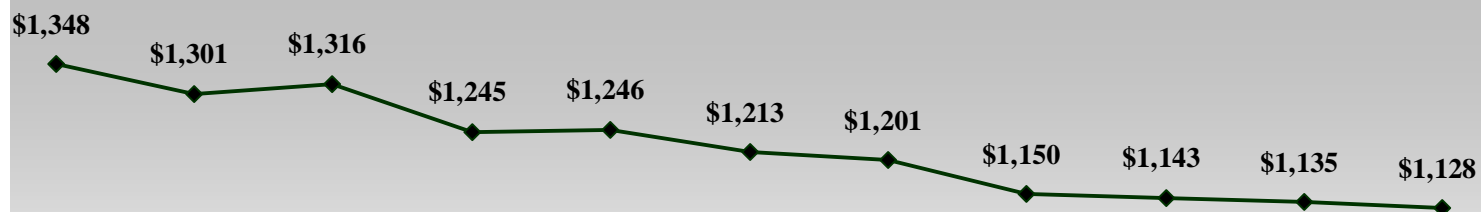


Funding Sources

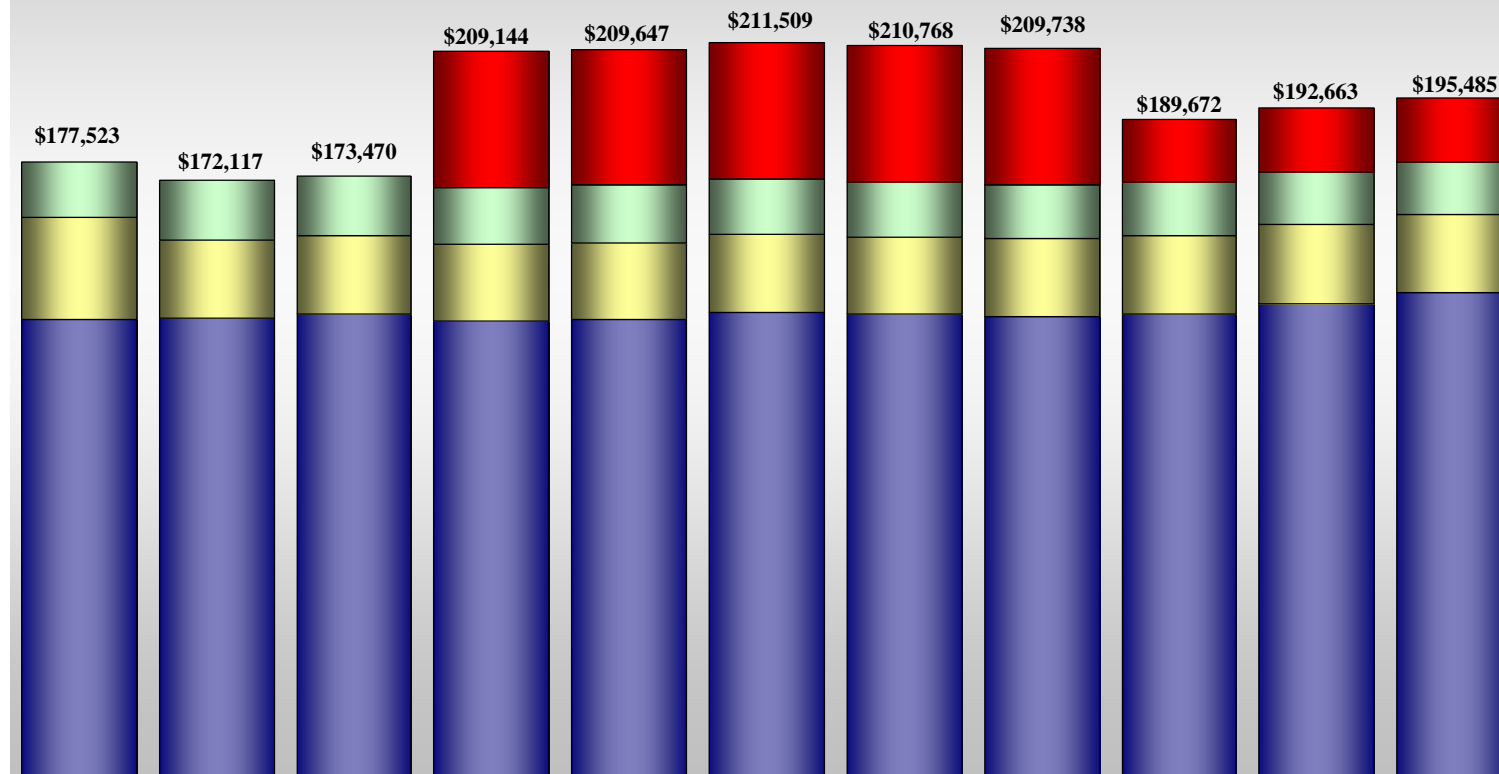


Regulatory Capital

**Net
Risk-Weighted
Assets**
(\$ in millions)



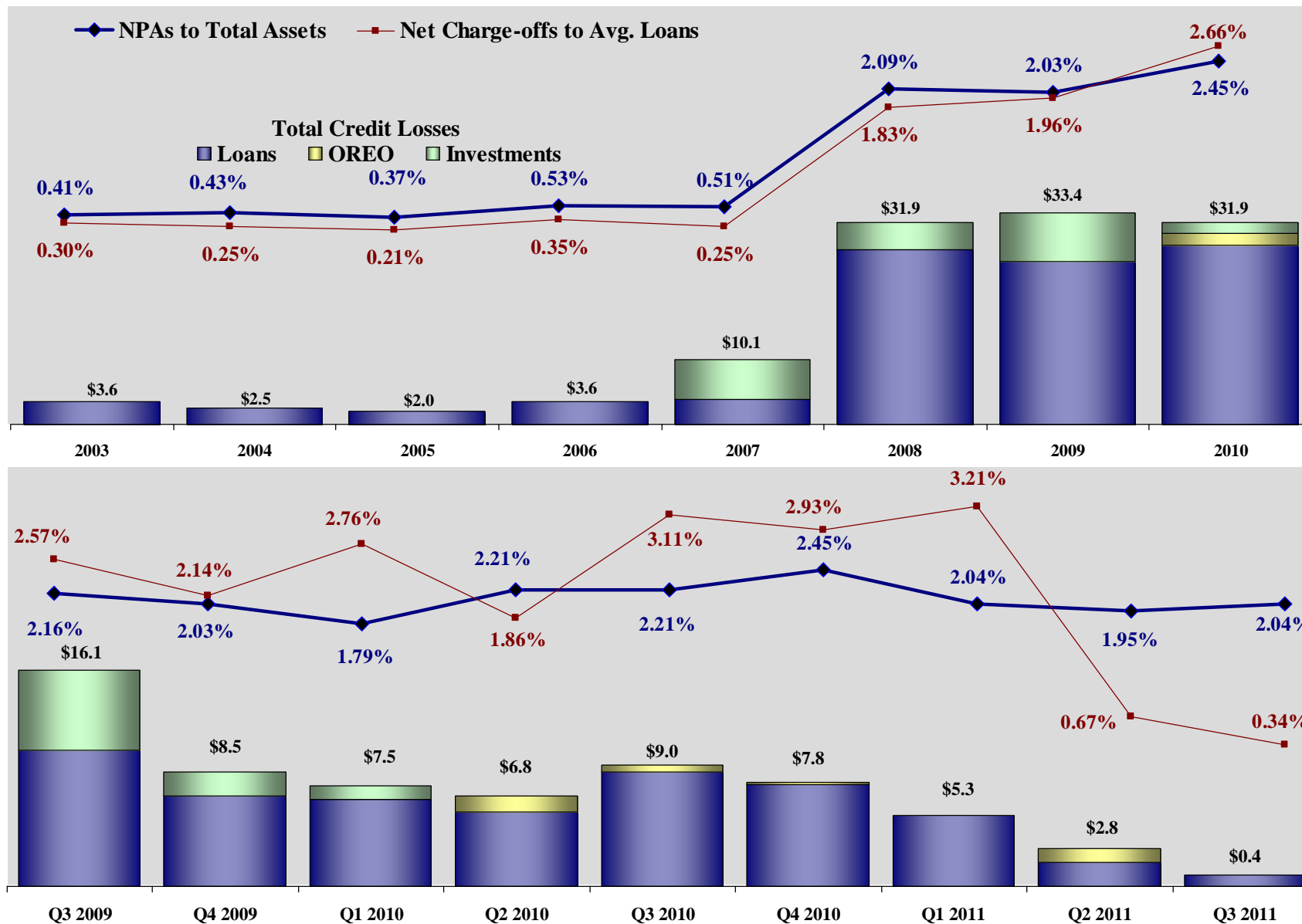
**Total
Regulatory
Capital**
(\$ in thousands)



	YE2006	YE2007	YE2008	YE2009	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011
TARP	\$0	\$0	\$0	\$39,000	\$39,000	\$39,000	\$39,000	\$39,000	\$18,000	\$18,000	\$18,000
Tier 2	\$16,084	\$17,184	\$17,216	\$16,322	\$16,436	\$16,070	\$15,968	\$15,331	\$15,358	\$15,376	\$15,191
Tier 1-Trust Preferred	\$29,413	\$22,190	\$22,494	\$22,075	\$22,108	\$22,141	\$22,176	\$22,210	\$22,423	\$22,445	\$22,466
Tier 1 Common	\$132,026	\$132,743	\$133,760	\$131,747	\$132,103	\$134,298	\$133,624	\$133,197	\$133,891	\$136,842	\$139,828

Asset Quality Trends

(\$ in millions)





Non-GAAP Measures

(\$ in thousands)

Peoples uses tangible common equity ratios to evaluate the adequacy of Peoples' stockholders' equity. Such ratios represent non-GAAP financial information since their calculation removes the impact of intangible assets acquired through acquisitions on the consolidated balance sheets. 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.

	As of December 31,					September 30
	2006	2007	2008	2009	2010	2011
Tangible Common Equity:						
Total stockholders' equity, as reported	\$ 197,169	\$ 202,836	\$ 186,626	\$ 243,968	\$ 230,681	\$ 224,530
Less: goodwill and other intangible assets	68,852	68,029	66,406	65,599	64,870	64,489
Less: preferred stockholders' equity	-	-	-	38,543	38,645	17,875
Tangible common equity	\$ 128,317	\$ 134,807	\$ 120,220	\$ 139,826	\$ 127,166	\$ 142,166
Tangible Assets:						
Total assets, as reported	\$ 1,875,255	\$ 1,885,553	\$ 2,002,338	\$ 2,001,827	\$ 1,837,985	\$ 1,805,743
Less: goodwill and other intangible assets	68,852	68,029	66,406	65,599	64,870	64,489
Tangible assets	\$ 1,806,403	\$ 1,817,524	\$ 1,935,932	\$ 1,936,228	\$ 1,773,115	\$ 1,741,254
Tangible Common Equity to Tangible Assets Ratio:						
Tangible common equity	\$ 128,317	\$ 134,807	\$ 120,220	\$ 139,826	\$ 127,166	\$ 142,166
Tangible assets	\$ 1,806,403	\$ 1,817,524	\$ 1,935,932	\$ 1,936,228	\$ 1,773,115	\$ 1,741,254
Tangible common equity to tangible assets	7.10%	7.42%	6.21%	7.22%	7.17%	8.16%
Tangible Book Value per Share						
Tangible common equity	\$ 128,317	\$ 134,807	\$ 120,220	\$ 139,826	\$ 127,166	\$ 142,166
Common shares outstanding	10,651,985	10,296,748	10,333,884	10,374,637	10,457,327	10,489,400
Tangible book value per share	\$ 12.05	\$ 13.09	\$ 11.63	\$ 13.48	\$ 12.16	\$ 13.55

Non-GAAP Measures

(\$ in thousands)

Peoples uses tangible common equity ratios to evaluate the adequacy of Peoples' stockholders' equity. Such ratios represent non-GAAP financial information since their calculation removes the impact of intangible assets acquired through acquisitions on the consolidated balance sheets. 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.

	September 30, 2010	December 31, 2010	March 31, 2011	June 30, 2011	September 30, 2011
Tangible Common Equity:					
Total stockholders' equity, as reported	\$ 233,759	\$ 230,681	\$ 210,485	\$ 218,527	\$ 224,530
Less: goodwill and other intangible assets	64,934	64,870	64,765	64,602	64,489
Less: preferred stockholders' equity	38,619	38,645	17,850	17,862	17,875
Tangible common equity	\$ 130,206	\$ 127,166	\$ 127,870	\$ 136,063	\$ 142,166
Tangible Assets:					
Total assets, as reported	\$ 1,883,689	\$ 1,837,985	\$ 1,801,590	\$ 1,802,703	\$ 1,805,743
Less: goodwill and other intangible assets	64,934	64,870	64,765	64,602	64,489
Tangible assets	\$ 1,818,755	\$ 1,773,115	\$ 1,736,825	\$ 1,738,101	\$ 1,741,254
Tangible Common Equity to Tangible Assets Ratio:					
Tangible common equity	\$ 130,206	\$ 127,166	\$ 127,870	\$ 136,063	\$ 142,166
Tangible assets	\$ 1,818,755	\$ 1,773,115	\$ 1,736,825	\$ 1,738,101	\$ 1,741,254
Tangible common equity to tangible assets	7.16%	7.17%	7.36%	7.83%	8.16%
Tangible Book Value per Share					
Tangible common equity	\$ 130,206	\$ 127,166	\$ 127,870	\$ 136,063	\$ 142,166
Common shares outstanding	10,438,510	10,457,327	10,474,507	10,478,149	10,489,400
Tangible book value per share	\$ 12.47	\$ 12.16	\$ 12.21	\$ 12.99	\$ 13.55



Nasdaq: PEBO

Investor Presentation

November 2011

Chuck Sulerzyski

*President and
Chief Executive Officer*

Ed Sloane

*Chief Financial Officer
and Treasurer*