BMBC

BRYN MAWR BANK CORPORATION

Second Quarter 2020 Earnings Review

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Forward Looking Statement

This presentation contains statements which, to the extent that they are not recitations of historical fact may constitute forward-looking statements for purposes of the Securities Act of 1933, as amended, and the Securities Exchange Act of 1934, as amended. Such forward-looking statements may include financial and other projections as well as statements regarding the Corporation's future plans, objectives, performance, revenues, growth, profits, operating expenses or the Bryn Mawr Bank Corporation's (the "Corporation") underlying assumptions. The words "may," "would," "should," "could," "will," "likely," "possibly," "expect," "anticipate," "intend," "indicate," "estimate," "target," "potentially," "promising," "probably," "outlook," "predict," "contemplate," "continue," "plan," "forecast," "project," "annualized," "are optimistic," "are looking," "are looking forward" and "believe" or other similar words and phrases may identify forward-looking statements. Persons reading this press release are cautioned that such statements are only predictions, and that the Corporation's actual future results or performance may be materially different. Such forward-looking statements involve known and unknown risks and uncertainties. A number of factors, many of which are beyond the Corporation's control, could cause our actual results, events or developments, or industry results, to be materially different from any future results, events or developments expressed, implied or anticipated by such forward-looking statements, and so our business and financial condition and results of operations could be materially and adversely affected. The COVID-19 pandemic is adversely affecting us, our customers, counterparties, employees, and third-party service providers, and the ultimate extent of the impacts on our business, financial position, results of operations, liquidity, and prospects is uncertain. Continued deterioration in general business and economic conditions, including further increases in unemployment rates, or turbulence in domestic or global financial markets could adversely affect our revenues and the values of our assets and liabilities, reduce the availability of funding, lead to a tightening of credit, and further increase stock price volatility. In addition, changes to statutes, regulations, or regulatory policies or practices as a result of, or in response to COVID-19, could affect us in substantial and unpredictable ways. Other factors include, among others, our need for capital, our ability to control operating costs and expenses, and to manage loan and lease delinquency rates; the credit risks of lending activities and overall quality of the composition of our loan, lease and securities portfolio; the impact of economic conditions, consumer and business spending habits, and real estate market conditions on our business and in our market area; changes in the levels of general interest rates, deposit interest rates, or net interest margin and funding sources; changes in banking regulations and policies and the possibility that any banking agency approvals we might require for certain activities will not be obtained in a timely manner or at all or will be conditioned in a manner that would impair our ability to implement our business plans; changes in accounting policies and practices or accounting standards, including ASU 2016-13 (Topic 326), "Measurement of Credit Losses on Financial Instruments," commonly referenced as the Current Expected Credit Loss model, which has changed how we estimate credit losses and may result in further increases in the required level of our allowance for credit losses ; unanticipated regulatory or legal proceedings, outcomes of litigation or other contingencies; cybersecurity events; the inability of key third-party providers to perform their obligations to us; our ability to attract and retain key personnel; competition in our marketplace; war or terrorist activities; material differences in the actual financial results, cost savings and revenue enhancements associated with our acquisitions; uncertainty regarding the future of LIBOR; the impact of public health issues and pandemics, and their effects on the economic and business environments in which we operate, the effect of the COVID-19 pandemic, including on our credit quality and business operations, as well as its impact on general economic and financial market conditions; and other factors as described in our securities filings with the SEC. All forward-looking statements and information set forth herein are based on Corporation management's current beliefs and assumptions as of the date hereof and speak only as of the date they are made.

The Corporation does not undertake to update forward-looking statements. For a complete discussion of the assumptions, risks and uncertainties related to our business, you are encouraged to review our filings with the U.S. Securities and Exchange Commission (the "SEC"), including our most recent Annual Report on Form 10-K, as updated by our quarterly or other reports subsequently filed with the SEC.

Member FDIC. Equal Housing Lender. Securities, insurance, foreign exchange, and derivatives products are not a deposit, not FDIC insured, not bank guaranteed, not insured by any federal government agency, and may lose value.

Statement on Non-GAAP Measures: The Corporation believes the presentation of the following non-GAAP financial measures provides useful supplemental information that is essential to an investor's proper understanding of the results of operations and financial condition of the Corporation. Management uses non-GAAP financial measures in its analysis of the Corporation's performance. These non-GAAP measures should not be viewed as substitutes for the financial measures determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

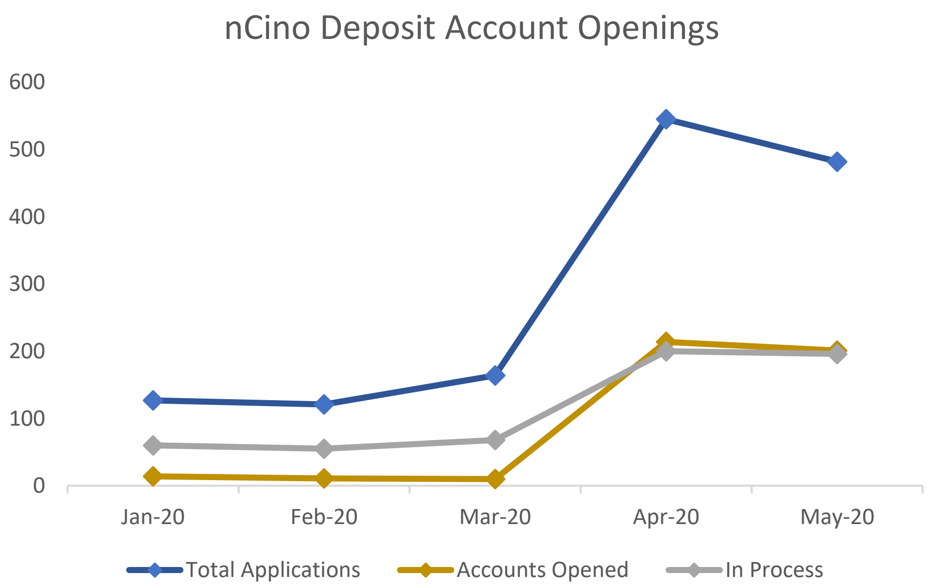
Second Quarter 2020 Recap

- Reported net income of $15 million, or $0.75 diluted earnings per share
- Sold substantially all of Paycheck Protection Program (“PPP”) loan portfolio, generating a $2.4 million gain on sale
- Announced intended exit of approximately 33,000 square feet of owned and leased office space near end of 2020
  - Adopting hybrid remote and hoteling structure for majority of back-office personnel
- Identified staffing redundancies resulting in 25 position terminations
- Decision to wind-down BMT Investment Advisers
- Declared dividend of $0.27 per share

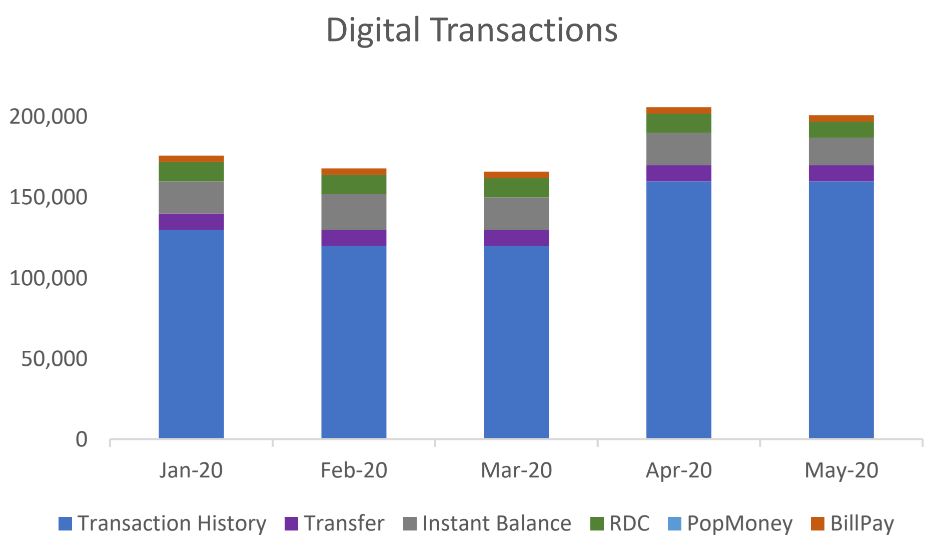
Digital Strategy

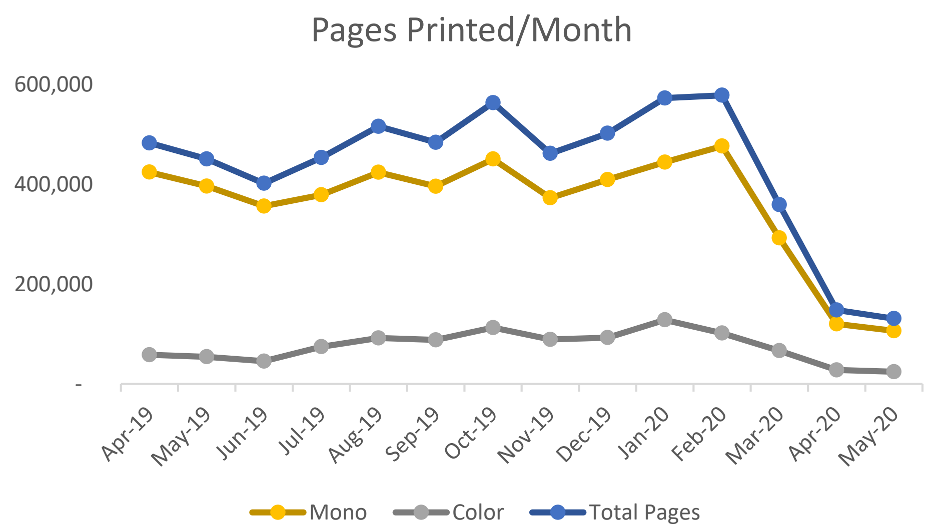
	LOYALTY	EFFICIENCY	AGILITY
CLOUD FOUNDATIONS	Latest Features Mobile Native High Performance	Economies of Scale	Elasticity
DIGITAL INTEGRATION PLATFORM	Easy Simple Fast	Consistent repeatable processes & controls	Pivot on demand
INSIGHT & AUTOMATION	Actionable Advice	Measurable Outcomes	Repeatable Results

Digital Change



- Deposit applications increased 300% from March through April, partially related to PPP loan originations
- Digital transactions increased over 25% during same time period
- Digitation of processes (using e-signature) drives efficiency





2nd Quarter 2020 Results

Income Statement $ in thousands, except share and per share data	2Q20	1Q20	% Change
Net interest income	$37,385	$36,333	3%
Provision for credit losses on loans & leases	4,302	32,335	-87%
Net interest income after provision	33,083	3,998	727%
Noninterest income	22,773	18,300	24%
Total noninterest expense	36,843	36,418	1%
Income (loss) before income taxes	19,013	(14,120)	235%
Income tax expense (benefit)	4,010	(2,957)	236%
Net income (loss)	$15,003	$(11,163)	234%
Diluted earnings per common share	$0.75	$(0.56)	
Weighted average diluted shares	20,008,219	20,053,159	

Financial Metrics		
Core return on average assets*	1.19%	(0.93)%
Core return on tangible equity*	16.23%	(10.17)%
Efficiency ratio*	57.25%	64.98%
Tax-equivalent net interest margin	3.22%	3.38%

*Non-GAAP measure, see reconciliation on slides 13-14

Balance Sheet - Liquidity - Capital

Balance Sheet ($ millions)	2Q20	1Q20
Assets		
Total Assets	$5,271	$4,923
Total Portfolio Loans & Leases	3,722	3,767
ACL on Loans and Leases	(55.0)	(54.1)
Liquidity		
Noninterest bearing deposits	$1,217	$928
Interest-bearing deposits	3,026	2,851
Short-term borrowings	29	162
Loan-to-Deposit Ratio	87.7%	99.7%
Capital		
Total shareholders' equity	$604	$593
Corp. Tier 1 leverage ratio	8.44%	8.88%
Corp. CET1 ratio	10.71%	10.25%
Tangible book value per common share	$20.23	$19.66

2Q 2020 Assets

- Loan portfolio decreased 1.2% Q over Q
- Increase to the allowance driven by the current and forward-looking adverse economic impacts of the COVID-19 pandemic

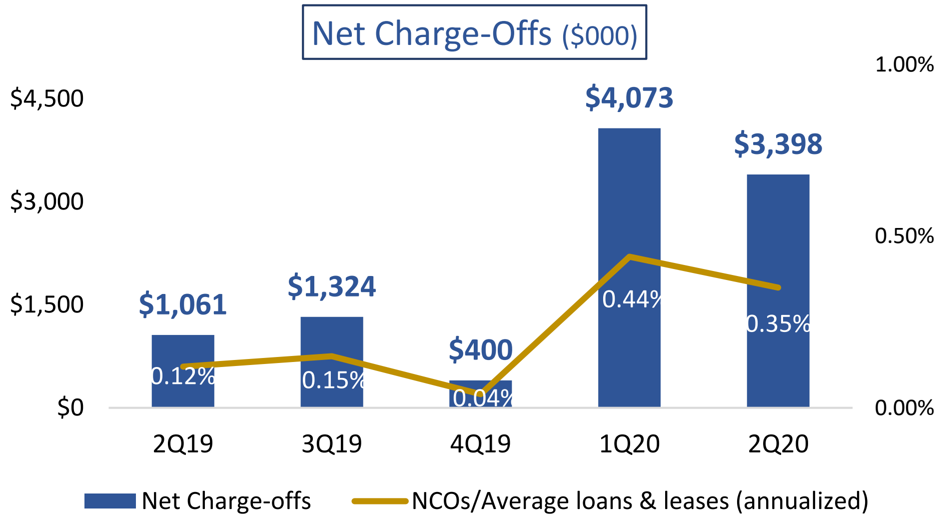
2Q 2020 Liquidity

- Deposits grew 12% while the interest costs decreased 47 basis points
- Avenues for liquidity include:
  - Significant capacity at FHLB
  - Federal Reserve discount window
  - Various wholesale & brokered deposit options
  - High quality investment portfolio acts as a source of liquidity

2Q 2020 Capital

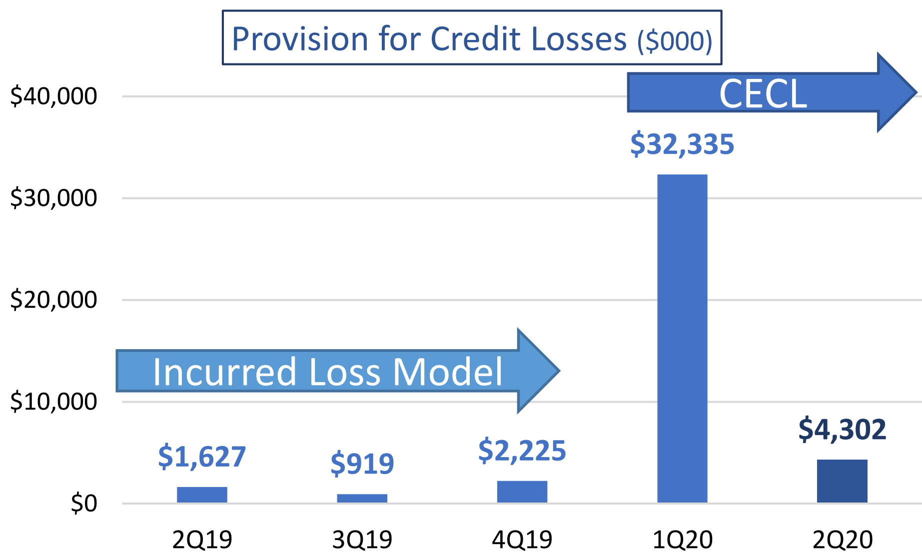
- Bank and Corporation capital remain above well-capitalized
- Paused stock buyback program in March
  - 207,201 shares repurchased previously in 1Q
- Increased shareholder dividend by 3.8% in Q2, to $0.27 per share

Asset Quality



Charge-Offs

- Net charge-offs decreased $675 thousand from the first quarter 2020
- Net charge-offs as a percent of average loans and leases decreased 9 basis points Q over Q
- Nonperforming loans increased $861 thousand, or 11% compared to the linked quarter



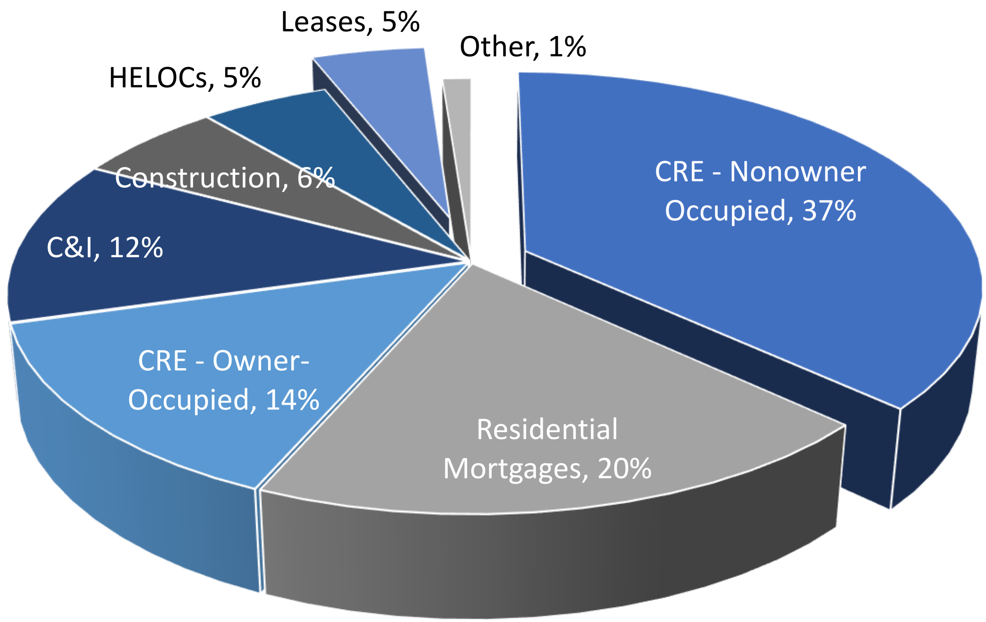
Provision under CECL

- The provision decreased by $28.0 million as compared to the linked quarter
- CECL was adopted on January 1, 2020
  - Day one (non-earnings) reserve increase of 14%, or $3.2 million recorded January 1
  - 1st (+$32.3 million) and 2nd (+$4.3 million) quarter provision reflects management's estimates under CECL

Allowance for Credit Losses on Loans and Lease "ACL"

$ thousands	December 31, 2019 Incurred Loss Method		January 1, 2020 CECL Adoption		March 31, 2020 CECL		June 30, 2020 CECL	
Portfolio Loan Segment	Amount	% of Segment	Amount	% of Segment	Amount	% of Segment	Amount	% of Segment
Commercial & Industrial	$3,835	0.89%	$3,676	0.85%	$8,734	1.78%	$7,988	1.75%
Construction	1,230	0.61%	871	0.43%	6,984	3.16%	6,061	2.85%
Consumer	304	0.54%	444	0.78%	190	0.42%	152	0.36%
CRE - Nonowner-Occupied - All other	5,086	0.57%	5,074	0.57%	7,259	0.80%	9,088	0.97%
CRE - Nonowner-Occupied - Retail	2,412	0.68%	2,006	0.56%	4,916	1.39%	5,070	1.47%
CRE - Nonowner-Occupied - Hospitality	462	0.52%	413	0.47%	1,154	1.25%	1,173	1.28%
CRE - Owner-Occupied	2,825	0.54%	2,841	0.54%	4,192	0.79%	5,083	0.94%
HELOC	1,114	0.50%	1,068	0.48%	2,748	1.31%	1,626	0.84%
Leases	2,361	1.43%	3,956	2.40%	8,909	5.29%	9,725	5.85%
Overdrafts	134	25.30%	134	25.30%	151	25.30%	289	25.01%
Residential	2,839	0.38%	5,325	0.72%	8,833	1.18%	8,719	1.20%
	$22,602	0.61%	$25,808	0.70%	$54,070	1.44%	$54,974	1.48%
Reserve for unfunded loan commitments	360		1,181		4,197		3,330	

Loan Portfolio Segments



CRE - Nonowner Occupied (37%)

Primarily commercial mortgage loans with 90% Pass-rated

- Average LTV: 64%
- Average loan size: $1.6 million
- 27% of portfolio in deferral

Leasing Portfolio (5%)

- Located in all 50 states and Washington D.C.
- Average lease size: $25 thousand
- 18% of portfolio in deferral

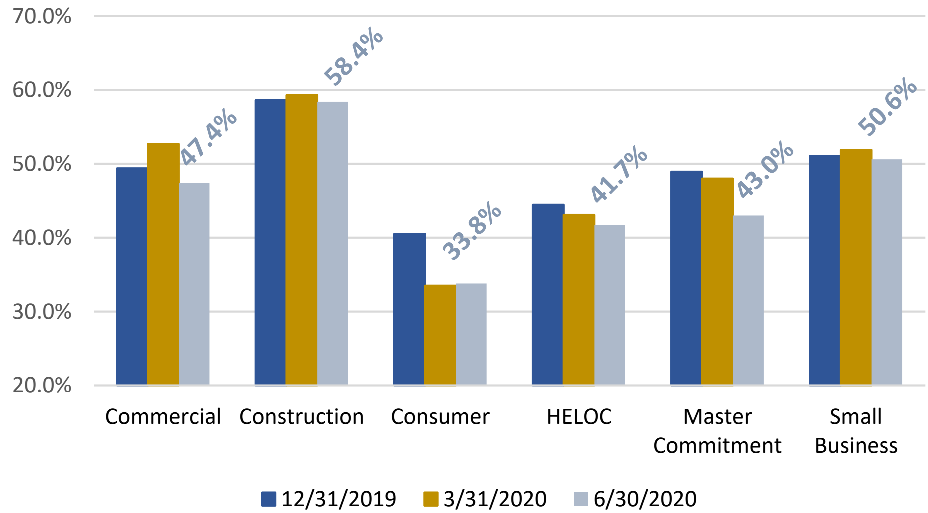
Specialized Sector Exposures

Commercial Real Estate-Sector ($000)	Size	% of Total Loans	Avg. Loan Size	Avg. LTV
Retail	$344,152	9.1%	$1,687	61.9%
Multifamily	286,668	7.6%	1,291	66.1%
Mixed Use/Flex	240,334	6.4%	1,161	63.5%
Office	218,414	5.8%	1,761	68.2%
Hospitality	91,932	2.4%	3,283	62.5%

CRE Sector Rating

CRE-Sector	Pass	Pass Watch	Special Mention	Substandard
Retail	91%	1%	0%	8%
Multifamily	98%	0%	2%	0%
Flex	97%	1%	1%	1%
Office	100%	0%	0%	0%
Hospitality	1%	2%	24%	73%

Lines of Credit Usage

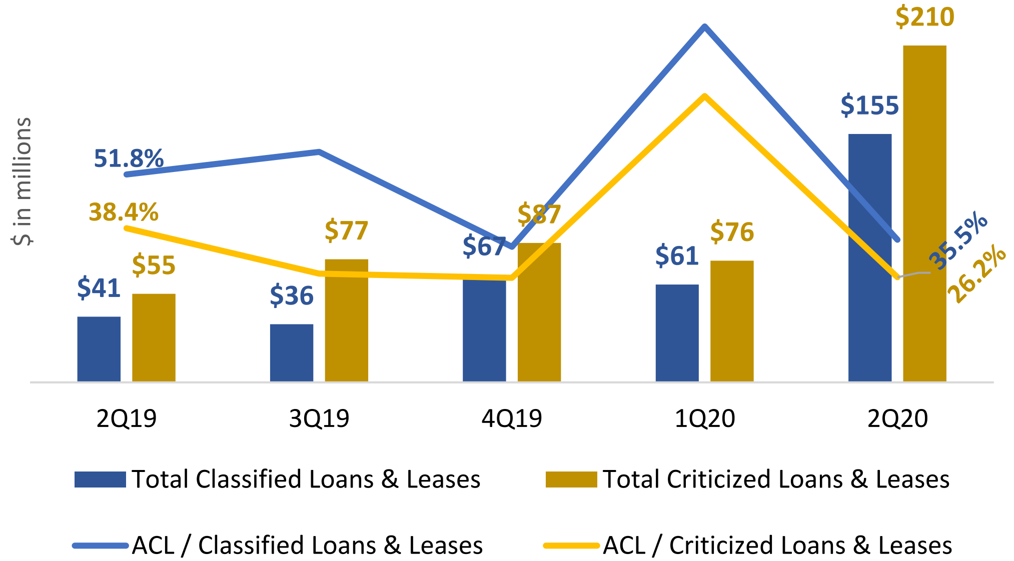


Lines of credit usage decreased 10%, or $79 million since March 31, 2020.

Deferral & Classified/Criticized Loan Summary

Loan Category	% in Deferral as of June 30, 2020
Commercial & Industrial	16%
Construction	20%
Consumer	0%
CRE - Nonowner-Occupied	27%
CRE - Owner-Occupied	26%
HELOC	3%
Residential	13%
Leases	18%
Total Portfolio	21%

- Extensive review of all retail and hospitality credits led to increased downgrades to criticized/classified loans



Non-GAAP Reconciliation

$ thousands	As of or For the Three Months Ended June 30, 2020	As of or For the Three Months Ended March 31, 2020
Reconciliation of Net Income to Net Income (core):		
Net income (loss) attributable to BMBC (a GAAP measure)	$ 15,035	$ (11,163)
Less: Tax-effected non-core noninterest income:		
Gain on sale of PPP loans	(1,905)	-
Add: Tax-effected non-core noninterest expense items:		
BMT Investment Advisers wind-down costs	1,844	-
Severance associated with staff reduction	425	-
Net income (loss) (core) (a non-GAAP measure)	**$ 15,399**	**$ (11,163)**
Calculation of Return on Average Tangible Equity (core):		
Net income (loss) (core) (a non-GAAP measure)	$ 15,035	$ (11,163)
Add: Tax-effected amortization and impairment of intangible assets	719	725
Net tangible income (loss) (core) (numerator)	$ 15,754	$ (10,438)
Average shareholders' equity	$ 600,563	$ 615,010
Less: Average Noncontrolling interest	696	695
Less: Average goodwill and intangible assets	(201,823)	(202,760)
Net average tangible equity (denominator)	$ 399,436	$ 412,945
Return on tangible equity (core) (a non-GAAP measure)	**15.86%**	**-10.17%**
Calculation of Return on Average Assets (core)		
Return on average assets (GAAP)	1.16%	-0.93%
Effect of adjustment to GAAP net income to core net income	0.03%	0.00%
Return on average assets (core)	1.19%	-0.93%

Non-GAAP Reconciliation

$ thousands	As of or For the Three Months Ended June 30, 2020	As of or For the Three Months Ended March 31, 2020
Calculation of Efficiency Ratio:		
Noninterest expense	$ 36,843	$ 36,418
Less: certain noninterest expense items*:		
Amortization of intangibles	(910)	(918)
BMT Investment Advisers wind-down costs	(2,334)	-
Severance associated with staff reduction	(538)	-
Noninterest expense (adjusted) (numerator)	$ 33,061	$ 35,500
Noninterest income	$ 22,773	$ 18,300
Less: non-core noninterest income items:		
Gain on sale of PPP loans	(2,411)	-
Noninterest income (core)	$ 20,362	$ 18,300
Net interest income	37,385	36,333
Noninterest income (core) and net interest income (denominator)	$ 57,747	$ 54,633
Efficiency ratio	**57.25%**	**64.98%**

** In calculating the Corporation's efficiency ratio, which is used by Management to identify the cost of generating each dollar of core revenue, certain non-core income and expense items as well as the amortization of intangible assets, are excluded.*