

**Rodman & Renshaw**  
**Annual Investment Conference**  
**Community & Regional Bank Track**  
*September 11, 2009*

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**David J. Nasca**  
President & CEO

**Gary A. Kajtoch**  
Senior Vice President & CFO



# Safe Harbor Statement

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*This presentation includes "forward looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements concerning future business, revenue and earnings. These statements are not historical facts or guarantees of future performance, events or results. There are risks, uncertainties and other factors that could cause the actual results of the Company to differ materially from the results expressed or implied by such forward-looking statements. Information on factors that could affect the Company's business and results is discussed in the Company's periodic reports filed with the Securities and Exchange Commission. Forward looking statements speak only as of the date they are made. The Company undertakes no obligation to publicly update or revise forward looking information, whether as a result of new, updated information, future events or otherwise.*

# Evans Bancorp, Inc.

**Established in 1920, Evans Bancorp is a community-based financial services company providing banking, insurance and investment services in Western New York. Evans is a relationship-focused organization serving as a trusted advisor to its customers, is easy to interact with and is an excellent work environment for top talent.**

<b>NASDAQ: EVBN</b>	<b>\$12.66</b>
<b>Market Capitalization</b>	<b>\$35.4 million</b>
<b>Total Shares Outstanding</b>	<b>2.8 million</b>
<b>52-Week Range</b>	<b>\$18.00 – \$9.31</b>
<b>Avg. Daily Trading Volume (3 mos.)</b>	<b>860</b>
<b>Total Assets</b>	<b>\$553 million</b>
<b>Number of Branches</b>	<b>13</b>
<b>Ownership - Insider</b>	<b>7.1%</b>
<b>                  Institutional</b>	<b>8.6%</b>

Note: Market data as of 9/3/09; ownership as of latest filing.

# Our Strategy

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## **Capture a larger share of the WNY market by optimizing our core businesses**

- Commercial and retail banking
- Commercial and retail insurance
- Investment services

## **Apply our core competencies**

- Superior experience for our customers
- Broad range of sophisticated products and services
- Decisions at point of sale
- Investing in our communities

## **Solid balance sheet, quality assets and strong capital position through diligent risk management**

# Recent Strategic Actions

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**Reduced Dividend**  
Provide capital for growth



**Acquired Waterford Village Bank**  
Extends footprint in northtowns of WNY



**Exit National Leasing Business**  
Focus on core business



**New Brand**  
Simplified name, new logo and tagline



**Acquired Suchak Data Systems**  
Expand IT capabilities



**Acquired Fitzgerald Insurance Agency**  
Consolidated into our Amherst Bank Branch



**Opened Elmwood Village Branch**  
12<sup>th</sup> full-service branch

# Waterford Village Bank Acquisition

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Transaction facilitated by the Federal Deposit Insurance Corporation (FDIC).

Evans Bank assumed approximately \$50 million in deposits and \$43 million in loans.



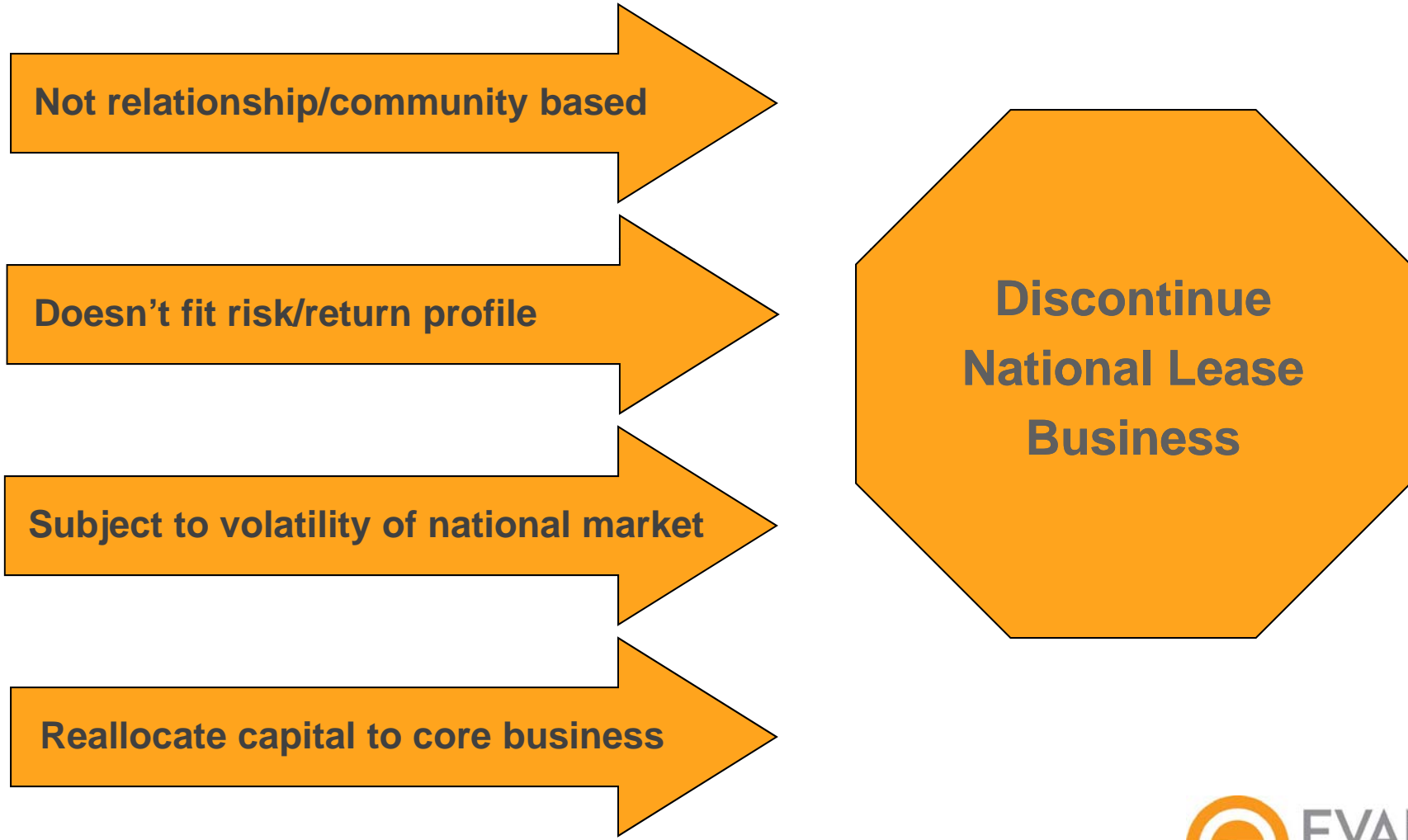
Complements existing network of branches, deepens reach into the northern area of Western New York



# National Leasing Portfolio Decision

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# Financial Highlights and Results

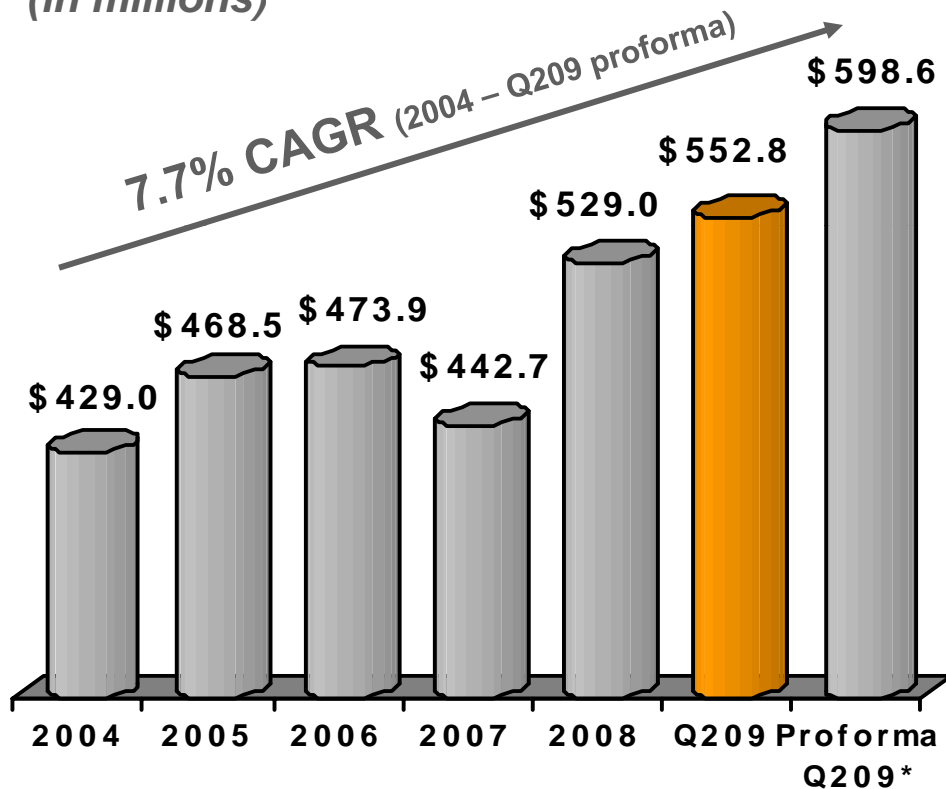
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**Gary A. Kajtoch**  
Senior Vice President and CFO



# Expanding Asset Base

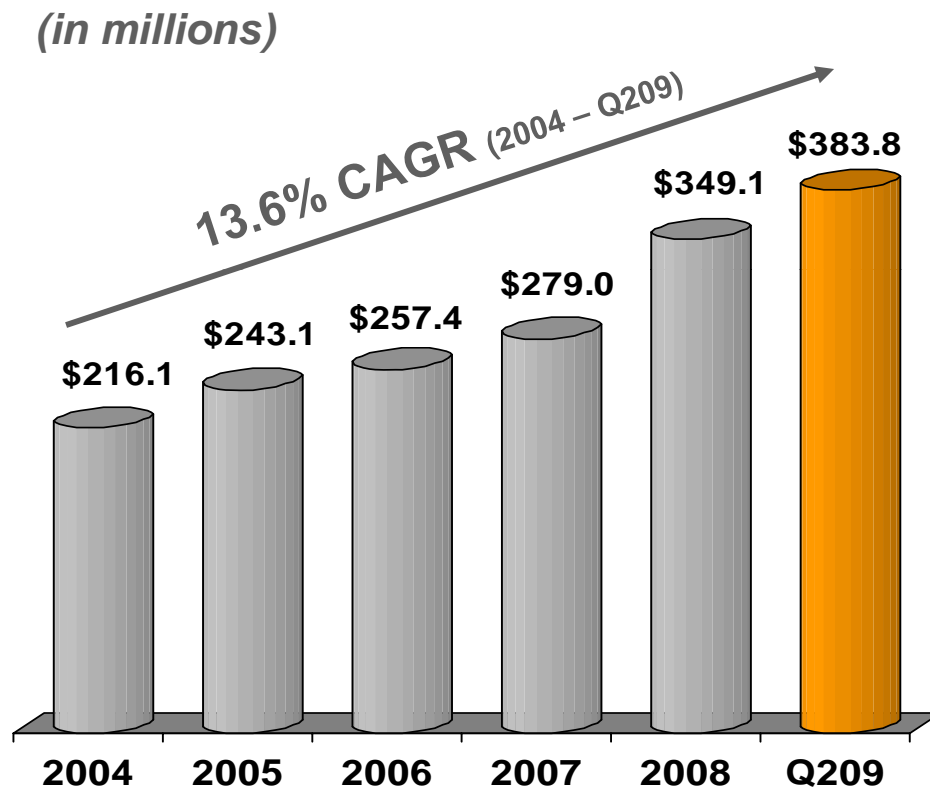
(in millions)



- Expanded asset base through organic growth
- Increased future earnings power potential
- Restructured balance sheet in 2007

\* Includes \$45.8 million in assets acquired with Waterford Village Bank on July 24, 2009.

# Core Banking: Loan Growth\*



- Commercial loans drive 25% growth in 2008
- High quality commercial real estate loans
- Capturing strong credits from larger banks
- Supports core business strategy

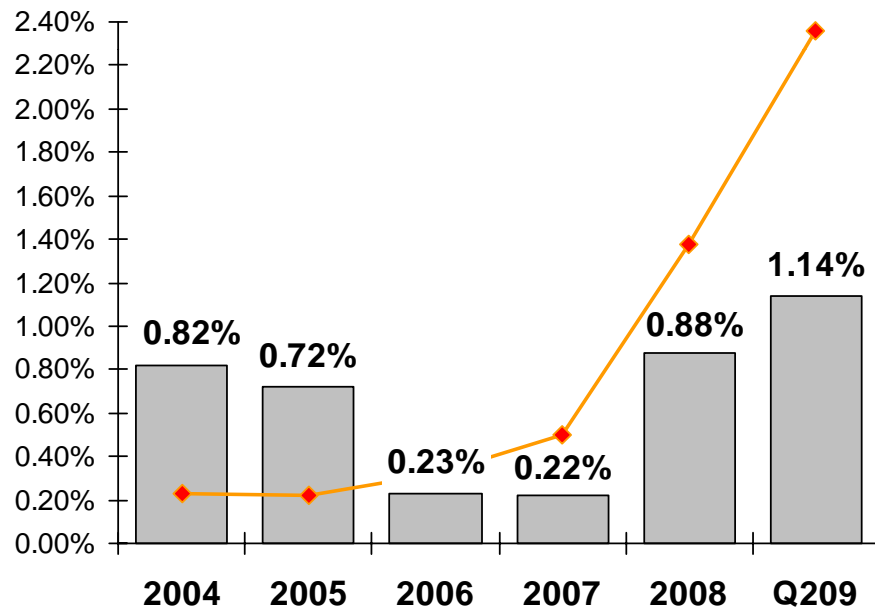
\* Excludes National Lease Portfolio

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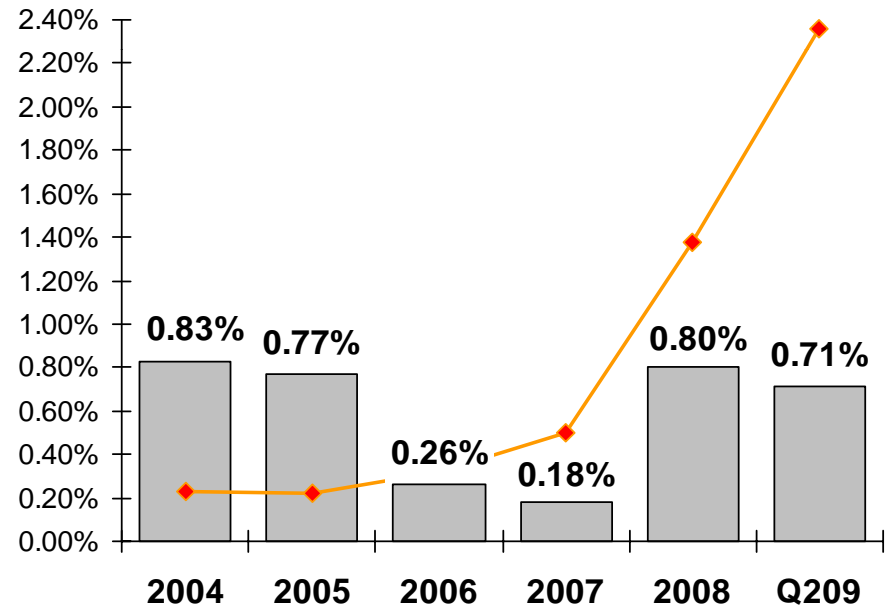


# Asset Quality: NPLs to Total Loans

EVBN  
 Banks < \$1 Billion in Assets

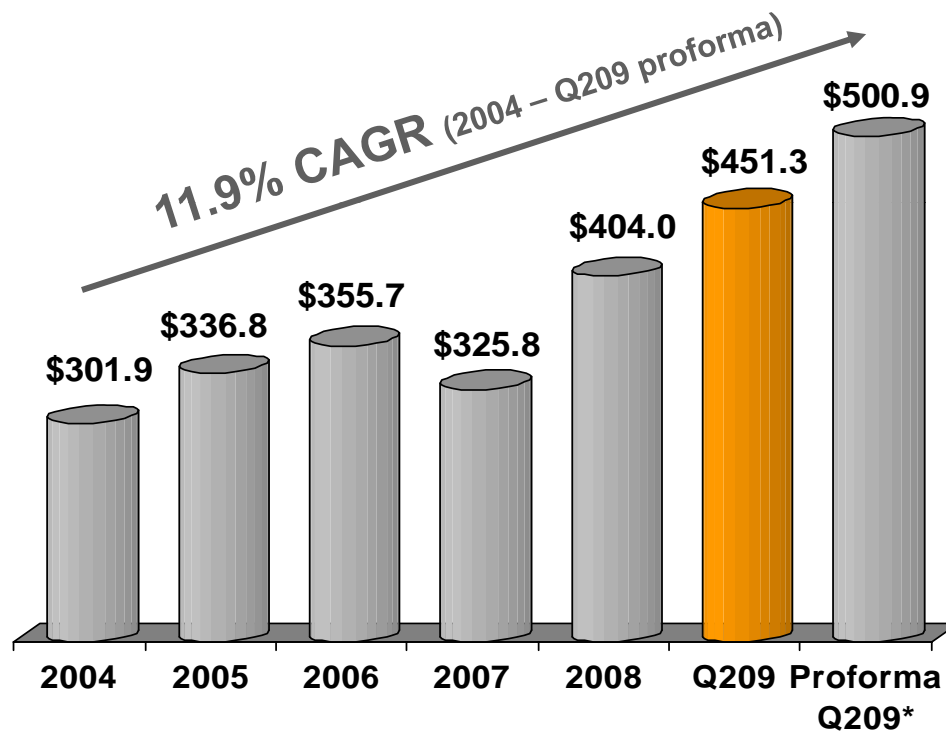


EVBN excluding National Lease Portfolio  
 Banks < \$1 Billion in Assets

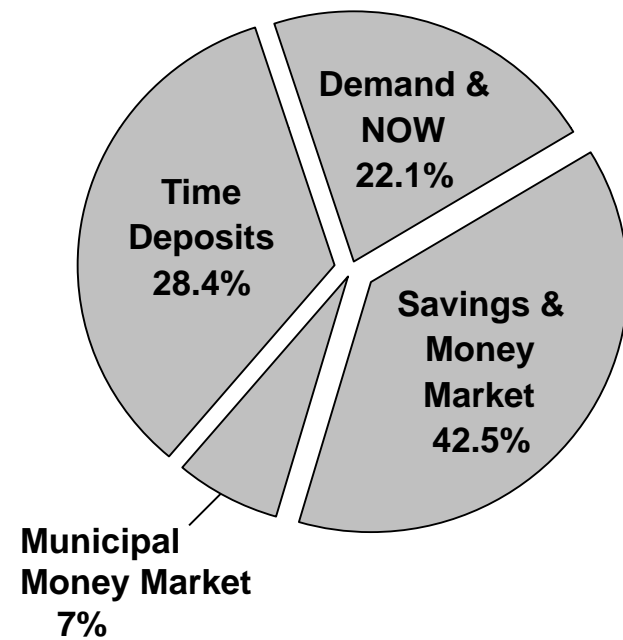


# Low Cost Core Deposits

(in millions)



Q2 2009 Actual

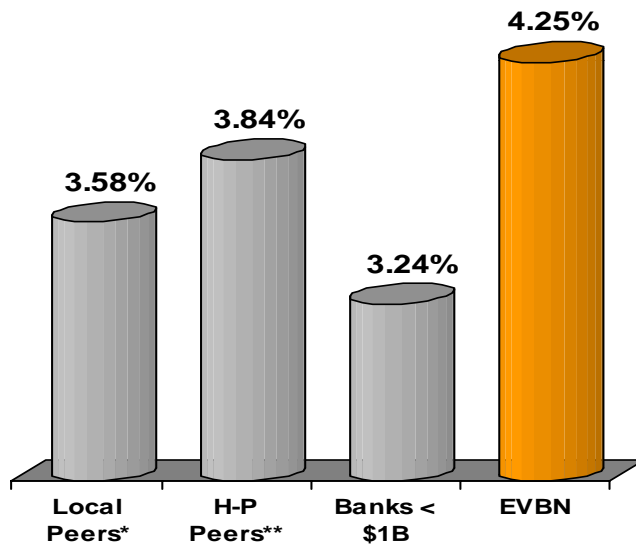


\* Includes \$49.6 million in deposits acquired with Waterford Village Bank on July 24, 2009.

# Strong Margins and Revenue Growth

## Net Interest Margin Comparison

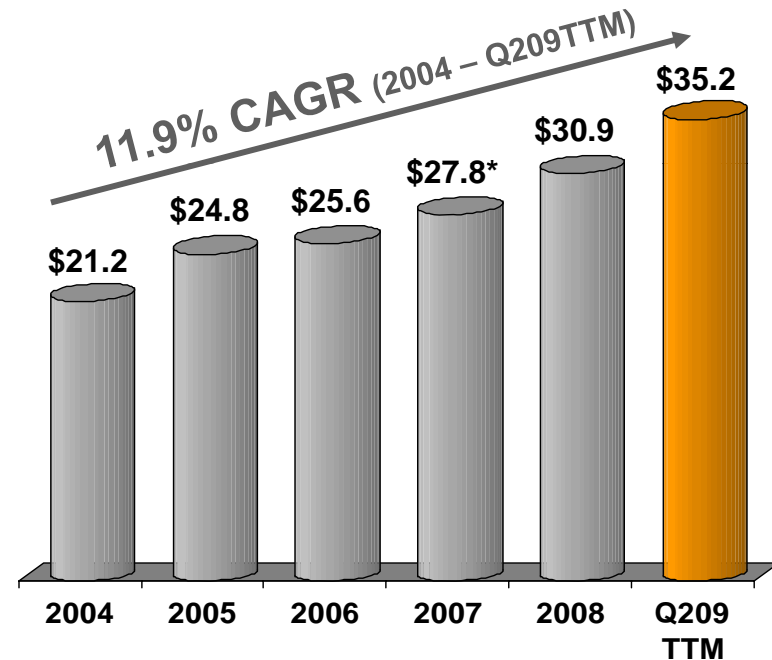
(Q2 2009)



\*Local Peer Group comprised of FISL, FNFG, LSBK, MTB & TMP

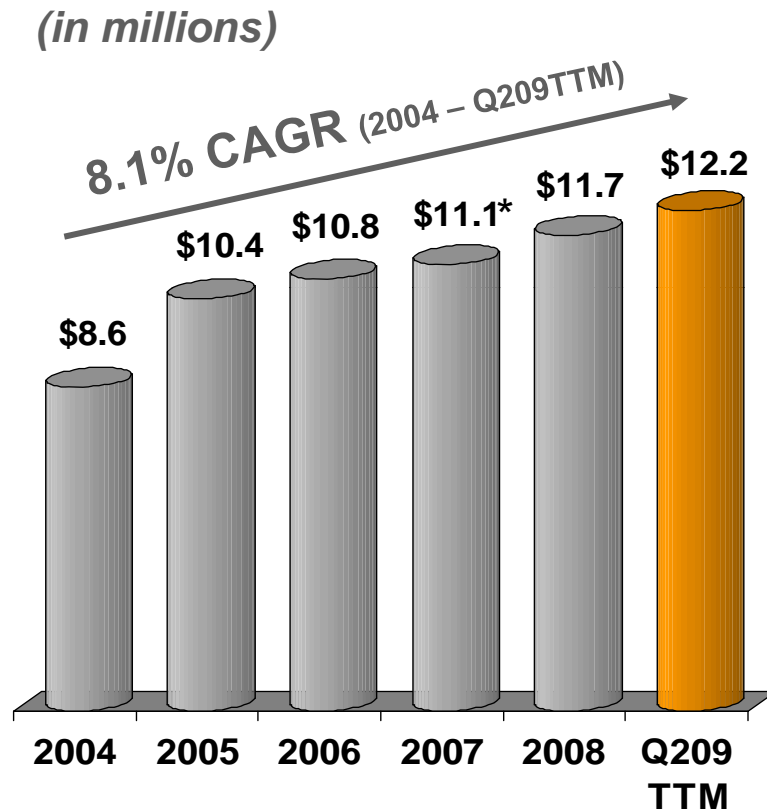
\*\* High-Performing Peer Group comprised of CCBP, CCNE, GIW, MBVT, MROE & PWOD

## Revenue (in millions)



\* Excludes \$1.4 million loss on sale of securities associated with balance sheet restructuring in June 2007.

# Increasing Non-Interest Income



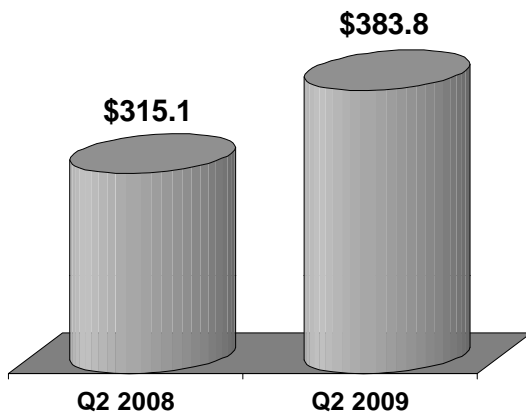
\* Excludes \$1.4 million loss on sale of securities associated with balance sheet restructuring in June 2007.

- Fee income less rate sensitive
- 35% of total revenue
- Capitalize on relationship management
- Large insurance agency presence in WNY with 15 locations and \$7.1MM in revenue (TTM)
- 7 insurance agency acquisitions since 2004

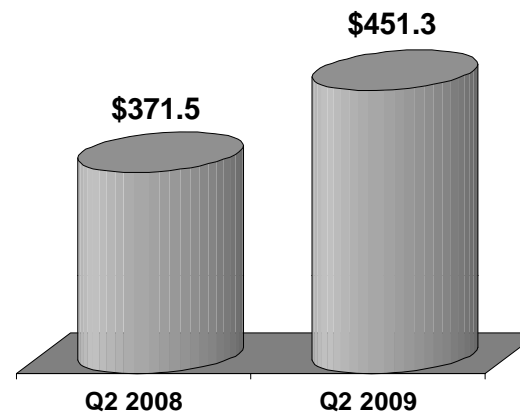
# Second Quarter 2009 – Core Business Strength

(in millions)

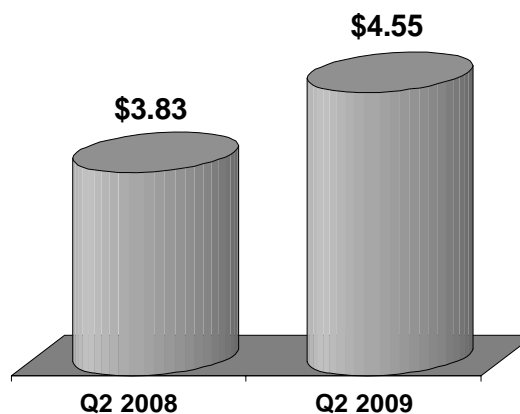
## Loans\*



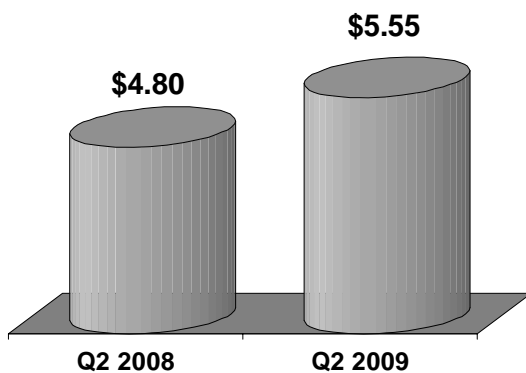
## Deposits



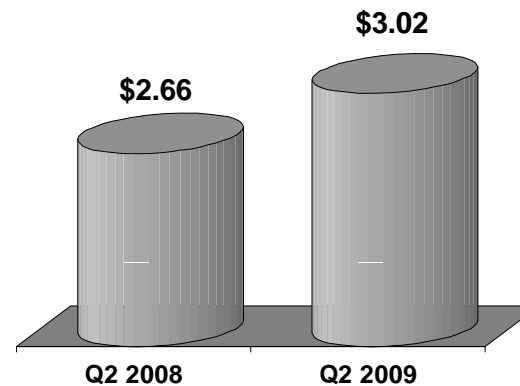
## Net Interest Income\*



## Non Interest Expense\*



## Non Interest Income\*

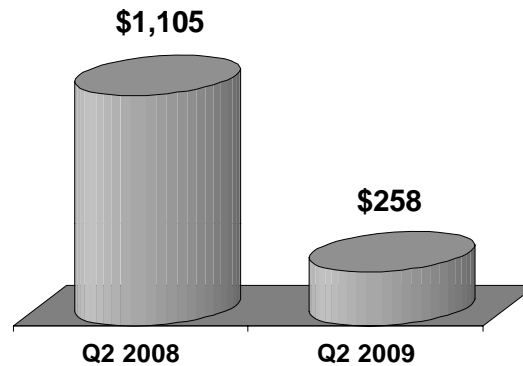


\* Excludes discontinued operations  
(National Lease Portfolio)

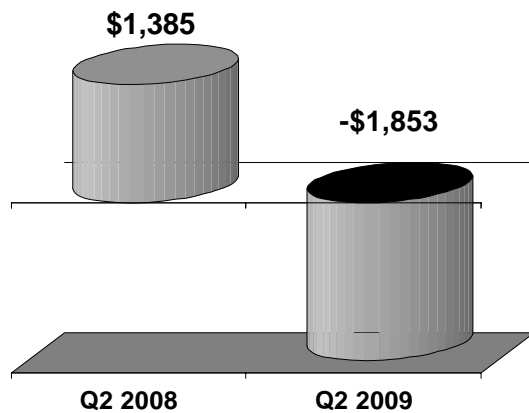
# Second Quarter 2009

*(in thousands, except per share data)*

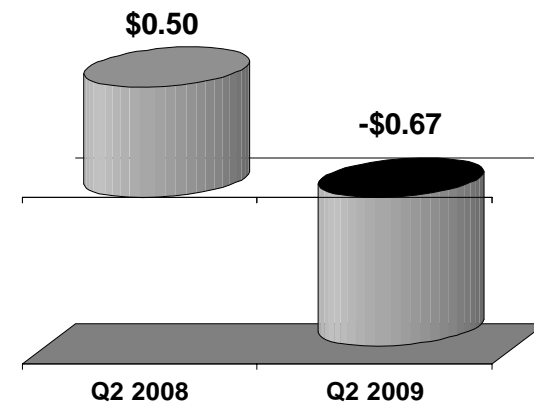
## Income from continuing operations



## Net Income



## Earnings Per Share (diluted)



# Financial Strategy

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# Outlook

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**David J. Nasca**  
President and CEO



# Long-Term Goals

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**Capitalize on  
current  
environment**

- **Acquire market share**
  - **Strategic acquisitions**
  - **De novo expansion**
- **Create scalable and exportable model**

**Brand  
Development**

- **Continue to drive name awareness**
- **Unification of brand**

**Market  
Segmentation**

- **Business solutions approach**

# Long-Term Goals

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**Improved  
Productivity**

- Performance-driven culture
- Advancing automation and use of technology

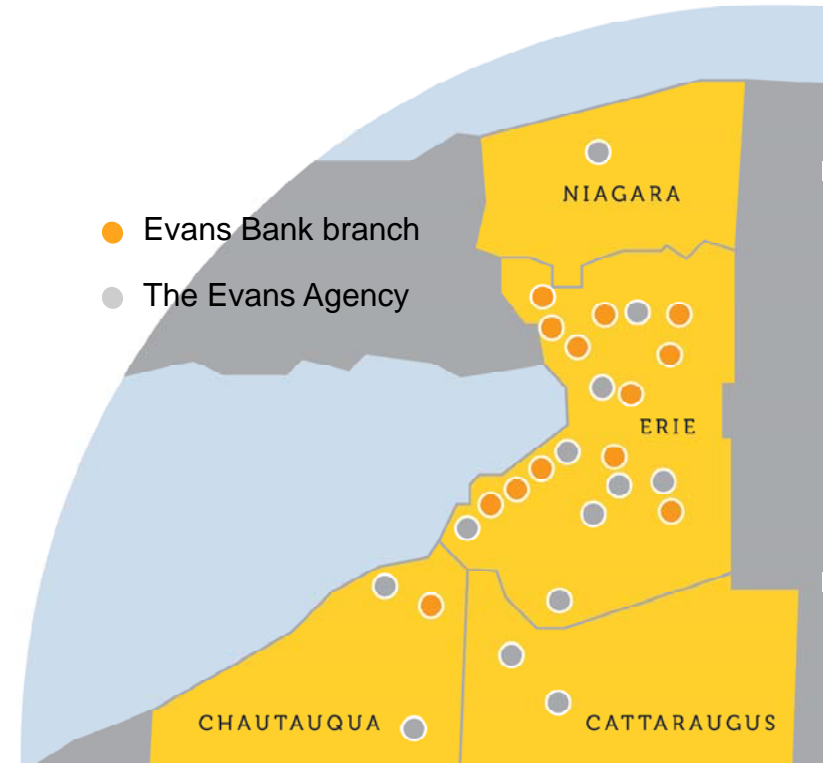
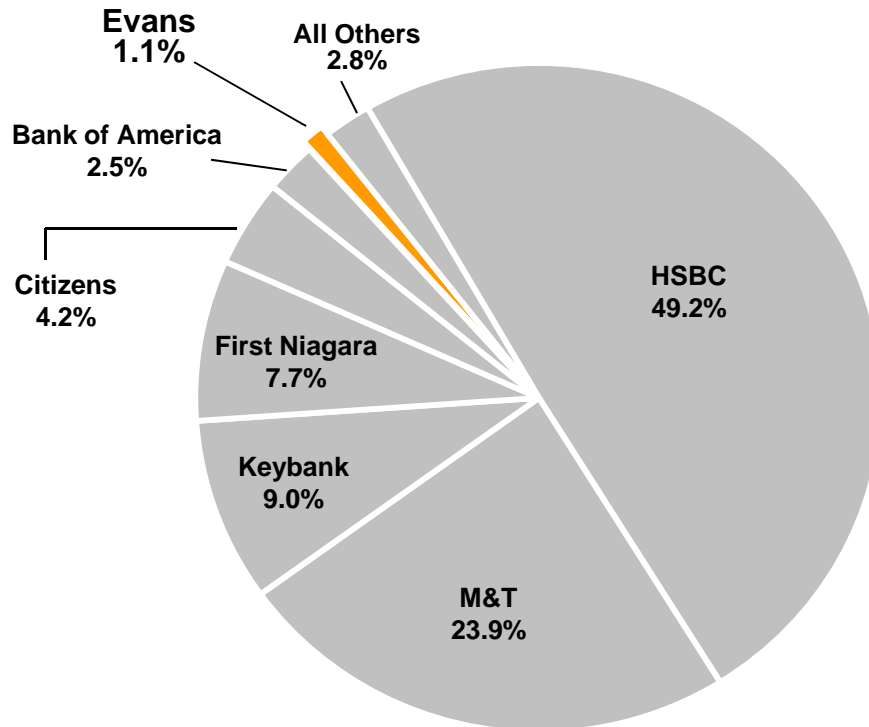
**Evolve Insurance &  
Financial Services**

- Expand non-interest income business
  - Insurance business
  - Investment services
  - Employee benefits
- Integrate sales efforts

# Opportunity for Growth

## 2008 Market Share by Deposits

\$34.5B Total Deposits



Note: See supplemental information for location detail.

Source: FDIC, as of June 30, 2008

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# Investment Considerations

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Full-service community bank

Strong and growing franchise in WNY

Experienced management team

Solid capital base

Focused on profitability and asset quality

Quality core deposit growth

# Questions

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# Evans Bancorp Supplemental Information

# Evans Bancorp Locations

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## Evans Bank Branches:

- **Clarence (2009)** *Waterford acquisition*
- **Elmwood Village/Bufalo (2008)**
- **Tonawanda (2006)**
- **North Buffalo (2005)**
- **Lancaster (2004)**
- **Amherst (2002)**
- **West Seneca (1999)**
- **Evans (1996)**
- **Hamburg (1995)**
- **North Boston (1989)**
- **Forestville (1977)**
- **Derby (1969)**
- **Angola (1920)**
- **ATMs: 34 owned; member MoneyPass network – 30,000+**

## Insurance/Investment Services Locations:

- **Amherst**
- **Angola\***
- **Cattaraugus**
- **Derby**
- **Eden**
- **Gowanda**
- **Hamburg**
- **Jamestown**
- **Lockport**
- **North Boston**
- **Silver Creek**
- **South Dayton**
- **West Seneca**
- **Williamsville**

\* Includes Frontier Claims