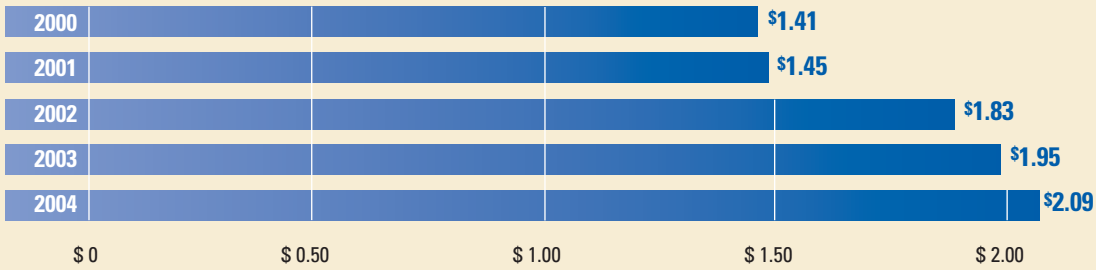


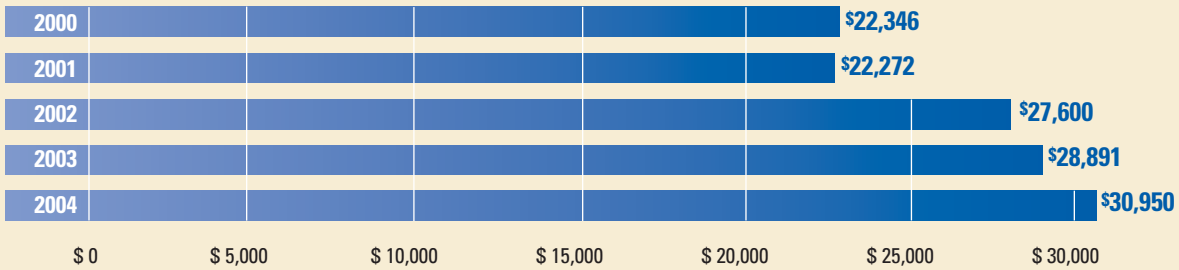
Financial Highlights

| in thousands (except ratios and per share amounts) | 2004 | 2003 | INCREASE (DECREASE) |
|---|--------------|--------------|------------------------|
| FOR THE YEAR | | | |
| Net income | \$ 30,950 | \$ 28,891 | 7.13 % |
| Basic earnings per share | \$ 2.09 | \$ 1.95 | 7.18 % |
| Diluted earnings per share | \$ 2.05 | \$ 1.93 | 6.22 % |
| Cash dividends per share | \$ 0.87 | \$ 0.75 | 16.00 % |
| Average shares outstanding | 14,811 | 14,821 | (0.07) % |
| AT YEAR END | | | |
| Assets | \$ 2,709,094 | \$ 2,474,039 | 9.50 % |
| Earning assets | \$ 2,499,452 | \$ 2,255,267 | 10.83 % |
| Deposits | \$ 2,140,418 | \$ 2,067,615 | 3.52 % |
| Loans held for sale | \$ 0 | \$ 315 | (100.00) % |
| Loans, net of unearned income | \$ 1,902,519 | \$ 1,736,260 | 9.58 % |
| Allowance for loan losses | \$ (27,017) | \$ (24,653) | 9.59 % |
| Shareholders' equity | \$ 236,169 | \$ 221,393 | 6.67 % |
| Book value per share | \$ 15.91 | \$ 14.95 | 6.42 % |
| Common shares outstanding | 14,845 | 14,808 | 0.25 % |
| Market price per common share | \$ 32.36 | \$ 27.46 | 17.84 % |
| Full time equivalent employees | 954 | 901 | 5.88 % |
| SIGNIFICANT RATIOS FOR THE YEAR | | | |
| Return on average assets | 1.22 % | 1.16 % | 5.17 % |
| Return on average common equity | 13.48 % | 13.43 % | 0.37 % |
| Capital ratios: | | | |
| Tier 1 leverage | 8.78 % | 8.73 % | 0.57 % |
| Tier 1 risk based | 11.82 % | 11.35 % | 4.14 % |
| Total risk based | 13.07 % | 12.60 % | 3.73 % |
| Equity to assets (year-end) | 8.72 % | 8.95 % | (2.56) % |
| Allowance to net loans | 1.42 % | 1.42 % | 0.00 % |
| Net charge-offs to average loans | 0.35 % | 0.48 % | (27.08) % |
| Allowance to nonperforming loans | 134.41 % | 145.93 % | (7.89) % |
| Net interest margin | 4.05 % | 3.76 % | 7.71 % |
| Operating efficiency ratio | 58.25 % | 59.17 % | (1.55) % |

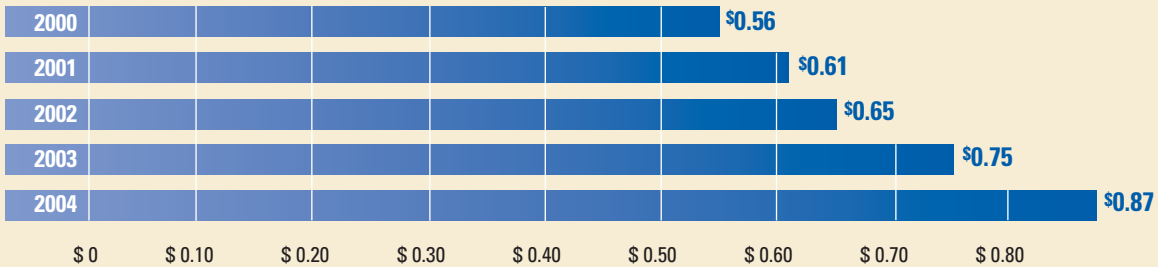
EARNINGS PER SHARE



NET INCOME in thousands



DIVIDENDS PER SHARE



SHAREHOLDERS' EQUITY in thousands

