## UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, DC 20549

## FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported):
February 1, 2012

## THE SAVANNAH BANCORP, INC.

(Exact name of registrant as specified in its charter)
Georgia
State of Incorporation
SEC File No.
Tax I.D. No.
25 Bull Street, Savannah, GA 31401
(Address of principal executive offices) (Zip Code)
912-629-6486
(Registrant's telephone number, including area code)
Not Applicable
(Former Name or Former Address, If Changed Since Last Report)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
|_| Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
| $\mid$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\qquad$ | Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
|_| Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02-Results of Operations and Financial Condition

On February 1, 2012, The Savannah Bancorp, Inc. ("Registrant") issued a news release with respect to the announcement of earnings for the fourth quarter 2011.

A copy of Registrant's press release is attached hereto as Exhibit 99.1 and by this reference is hereby incorporated by reference into this Form 8-K and made a part hereof.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

The Savannah Bancorp, Inc. (Registrant)

By: /s/ Michael W. Harden, Jr.
Date: February 2, 2012 Michael W. Harden, Jr. Chief Financial Officer

# The Savannah Bancorp, Inc. <br> Year-End Earnings Announcement 

February 1, 2012
For Release: Immediately

## Savannah Bancorp Reports Fourth Quarter and Annual Results

SAVANNAH, GA--(Globe Newswire) - February 1, 2012 - The Savannah Bancorp, Inc. (Nasdaq: SAVB) (the "Company") reported a net loss for the fourth quarter 2011 of $\$ 2,034,000$ compared to a net loss of $\$ 1,876,000$ for the fourth quarter 2010. Net loss per diluted share was 28 cents in the fourth quarter 2011 compared to a net loss per diluted share of 26 cents in 2010 . The net loss for 2011 was $\$ 2,172,000$ compared to a net loss of $\$ 3,989,000$ in 2010 . Net loss per diluted share was 30 cents in 2011 compared to a net loss per diluted share of 60 cents in 2010 . The decline in the net loss for 2011 was primarily due to an increase in the net interest margin and a decrease in the Company's provision for loan losses. Pretax earnings before the provision for loan losses and gain/loss on sale of securities and foreclosed assets increased $\$ 2,119,000$, or 13 percent, to $\$ 17,884,000$ in 2011 compared to $\$ 15,765,000$ in 2010. Core earnings in the fourth quarter of 2011 declined slightly to $\$ 4,320,000$ compared to $\$ 4,448,000$ in the fourth quarter of 2010 . Other growth and performance ratios are included in the attached financial highlights.

Total assets decreased 7.9 percent to $\$ 985$ million at December 31, 2011, down approximately $\$ 82$ million from $\$ 1.07$ billion a year earlier. Loans totaled $\$ 760$ million compared to $\$ 827$ million one year earlier, a decrease of approximately $\$ 67$ million or 8.1 percent. Deposits totaled $\$ 847$ and $\$ 924$ million at December 31, 2011 and 2010, respectively, a decrease of 8.3 percent. On June 25, 2010, The Savannah Bank, N.A. ("Savannah") entered into an agreement with the FDIC to purchase approximately $\$ 201$ million in deposits and certain other liabilities and assets of First National Bank, Savannah. Since this transaction, the Company has allowed much of its brokered and higher priced time deposits to run-off in order to reduce this excess liquidity and improve its net interest margin. Shareholders' equity was $\$ 84.1$ million at December 31, 2011 compared to $\$ 85.8$ million at December 31, 2010. The Company's total capital to risk-weighted assets ratio was 12.63 percent at December 31, 2011, which exceeds the 10 percent required by the regulatory agencies to maintain well-capitalized status.

John C. Helmken II, President and CEO, said, "In reviewing 2011, there are several notable positives. Our net interest margin increased from 3.43 percent in 2010 to 3.88 percent in 2011, resulting in a 6.0 percent increase in our net interest income year over year. Most of the improvemnet in our margin is a result of our lower cost of deposits. This is our highest net interest margin since 2007 . We reduced salaries and benefits $\$ 666,000$ and information technology expense $\$ 393,000$ saving us more than $\$ 1$ million annually. All of this, and more, contributed to our 62 percent efficiency ratio in 2011 , an improvement over 66 percent in 2010 but well short of our goal of less than 60 percent. There is more work to do."

The Company's allowance for loan losses was $\$ 21,917,000$, or 2.89 percent of total loans at December 31, 2011 compared to $\$ 20,350,000$ or 2.46 percent of total loans a year earlier. Nonperforming assets were $\$ 55,213,000$ or 5.60 percent of total assets at December 31, 2011 compared to $\$ 49,099,000$ or 4.60 percent at December 31, 2010. Other real estate owned ("OREO") increased $\$ 7,133,000$, or 54 percent, to $\$ 20,332,000$ in 2011 . For 2011, net charge-offs were $\$ 18,468,000$ compared to net charge-offs of $\$ 18,348,000$ for 2010 . The provision for loan losses for 2011 was $\$ 20,035,000$ compared to $\$ 21,020,000$ for 2010. Fourth quarter 2011 net charge offs and provision for loan losses were $\$ 7,447,000$ and $\$ 6,510,000$, respectively compared to net charge offs and provision for loan losses of $\$ 5,894,000$ and $\$ 6,725,000$, respectively, for the fourth quarter of 2010 . Both the net charge-offs and the provision for loan losses have remained elevated in 2011. The Company continues to see weakness in its local real estate markets with downward pressure on real estate values, and this weakness has led to a continued high level of real estate related charge-offs and provisions for loan losses.

Helmken continued, "We anticipated a reduction in charge-offs in 2011 compared to 2010 but several year-end appraisals resulted in significant impairments and resulted in this year's charge-offs again surpassing $\$ 18$ million. We will continue to aggressively review and address our loan and OREO portfolios. Our disappointing fourth quarter and annual loss, led by the previously mentioned charge-offs, highlight the negatives of this quarter and year. Loan balances were down $\$ 45$ million on average in 2011, which is not surprising given the elevated level of charge-offs, normal repayments, weakened loan demand and increased underwriting standards. Despite the lower loan balances, we increased our allowance for loan losses by 7.7 percent, to 2.89 percent of loans at year end. As we work problem assets into and through our Special Assets Division, our relationship managers will be able to return their focus to business development and an intensified calling effort that includes senior management and is directed by me. There continues to be tremendous opportunity to gain market share in our trade areas."

Net interest income increased $\$ 2,008,000$, or 6.0 percent, in 2011 versus 2010. The net interest margin increased to 3.88 percent in 2011 as compared to 3.43 percent in 2010. The Company saw increases in its net interest income and net interest margin due primarily to a lower cost on interest-bearing deposits in 2011 compared to 2010 partially offset by less interest income on loans. The cost of interest-bearing deposits decreased to 1.03 percent for the year ended December 31, 2011 compared to 1.48 percent for the same period in 2010. Average loans declined approximately $\$ 45$ million for the year ended December 31, 2011 compared to the same period in 2010. The decrease in average loans was due to normal pay downs, significant charge-offs, and weakened demand for new loans.

Net interest income decreased $\$ 151,000$, or 1.7 percent during the fourth quarter of 2011 versus the same period in 2010. The net interest margin increased to 3.88 percent in the fourth quarter of 2011 as compared to 3.57 percent in the same period in 2010 . While the net interest margin increased, net interest income decreased in the fourth quarter of 2011 compared to the same period in 2010 due to the lower level of interest-earning assets. Average loans declined approximately $\$ 50$ million for the fourth quarter of 2011 compared to the same period in 2010. This decline was also due to normal pay downs, significant charge-offs, and weakened demand for new loans.

On a linked quarter basis, the net interest margin decreased 13 basis points compared to the third quarter of 2011. The Company held, on average, $\$ 34$ million more in lower-yielding interest-bearing deposits during the fourth quarter of 2011 compared to the third quarter.

Noninterest income decreased $\$ 665,000$, or 9.1 percent, in 2011 versus 2010. This decrease was primarily related to a decline in service charges on deposit accounts of $\$ 330,000$, or 18 percent, and other operating income of $\$ 319,000$, or 17 percent, in 2011 compared to 2010. The decrease in service charges was primarily due to recent regulatory guidance related to overdraft charges. The decline in other operating income was due to the Company recording a $\$ 308,000$ gain on a bank-owned life insurance policy payout in which the Company was the beneficiary during 2010. Noninterest income decreased $\$ 270,000$, or 15 percent, in the fourth quarter of 2011 compared to the same period in 2010 primarily due to a $\$ 66,000$ decline in service charges on deposit accounts and a decline in other operating income. In the fourth quarter of 2010, the Company recorded a $\$ 254,000$ gain in other operating income related to the sale of its 50 percent interest in a parking lot.

Noninterest expense decreased $\$ 724,000$, or 2.7 percent, to $\$ 26,253,000$ during 2011 as compared to 2010. Salaries and employee benefits decreased $\$ 667,000$, or 5.6 percent, information technology declined $\$ 393,000$, or 19 percent, and FDIC deposit insurance declined $\$ 385,000$, or 23 percent. The decrease in salaries and employee benefits was due to the Company averaging fewer employees during 2011 when compared to 2010. The Company renegotiated and renewed its contract with its core processor which contributed to the decline in the information technology expense. The decrease in the FDIC deposit insurance premiums was due to changes to the FDIC assessment process which became effective in the second quarter of 2011. These decreases were partially offset by an increase in loss on sale of foreclosed assets of $\$ 207,000$, or 8.4 percent, and an increase in other operating expense of $\$ 722,000$, or 16 percent. The increase in other operating expense was mainly due to a $\$ 684,000$ increase in loan collection costs and OREO expenses in 2011. The Company had significantly more activity in OREO in 2011. Noninterest expense declined $\$ 88,000$, or 1.3 percent, during the fourth quarter of 2011 compared to the same period in 2010. Salaries and employee benefits decreased $\$ 263,000$, or 9.0 percent, occupancy and equipment declined $\$ 147,000$, or 14 percent, and FDIC deposit insurance declined $\$ 286,000$, or 64 percent. These decreases were offset by an increase in loss on sale of foreclosed assets of $\$ 187,000$, or 33 percent, and an increase in other operating expense of $\$ 471,000$, or 40 percent. The increase in other operating expense was due to a $\$ 425,000$ increase in loan collection costs and OREO expenses during the fourth quarter of 2011 compared to the same period in 2010.

The Savannah Bancorp, Inc., a bank holding company for The Savannah Bank, N.A., Bryan Bank \& Trust (Richmond Hill, Georgia) ("Bryan"), and Minis \& Co., Inc., is headquartered in Savannah, Georgia and began operations in 1990. The Company has eleven branches in Coastal Georgia and South Carolina. Its primary businesses include loan, deposit, trust, asset management, and mortgage origination services provided to local customers.

## Forward-Looking Statements

This press release contains statements that constitute "forward-looking statements" within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934 as amended by the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, among others, statements identified by words or phrases such as "potential," "opportunity," "believe," "expect," "anticipate," "current," "intention," "estimate," "assume," "outlook," "continue," "seek," "plans," "achieve," and similar expressions, or future or conditional verbs such as "will," "would," "should," "could," "may" or similar expressions. These statements are based on the current beliefs and expectations of our management and are subject to significant risks and uncertainties. There can be no assurance that these results will occur or that the expected benefits associated therewith will be achieved. A number of important factors could cause actual results to differ materially from those contemplated by our forward-looking statements in this press release. Many of these factors are beyond our ability to control or predict. These factors include, but are not limited to, those found in our filings with the Securities and Exchange Commission, including under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. We believe these forward-looking statements are reasonable; however, undue reliance should not be placed on any forward-looking statements, which are based on current expectations. We do not assume any obligation to update any forward-looking statements as a result of new information, future developments or otherwise, except as required by law.

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A printable format of this entire Annual Earnings Release may be obtained from the Corporate
Website at www.savb.com under the "SEC Filings and More" link and then "Latest Earnings Release".

## The Savannah Bancorp, Inc. and Subsidiaries

## Fourth Quarter Financial Highlights

December 31, 2011 and 2010
(\$ in thousands, except share data)
(Unaudited)

| Balance Sheet Data at December 31 | $\mathbf{2 0 1 1}$ | 2010 | Change |
| :--- | ---: | ---: | ---: |
| Total assets |  |  |  |
| Interest-earning assets | $\mathbf{\$ 9 5 5 , 2 3 5}$ | $\$ 1,066,930$ | $(7.7)$ |
| Loans | $\mathbf{8 8 9 , 0 2 6}$ | 971,653 | $(8.5)$ |
| Other real estate owned | $\mathbf{7 5 9 , 6 7 8}$ | 826,562 | $(8.1)$ |
| Deposits | $\mathbf{2 0 , 3 3 2}$ | 13,199 | 54 |
| Interest-bearing liabilities | $\mathbf{8 4 6 , 9 2 9}$ | 923,745 | $(8.3)$ |
| Shareholders' equity | $\mathbf{7 8 9 , 9 1 8}$ | 881,599 | $(10)$ |
| Loan to deposit ratio | $\mathbf{8 4 , 1 3 0}$ | 85,803 | $(1.9)$ |
| Equity to assets | $\mathbf{8 9 . 7 0}$ | $\%$ | $89.48 \%$ |
| Tier 1 capital to risk-weighted assets | $\mathbf{8 . 5 4}$ | 0.2 |  |
| Total capital to risk-weighted assets | $\mathbf{1 1 . 3 6}$ | \% | $8.04 \%$ |
| Outstanding shares | $\mathbf{1 2 . 6 3}$ | 6 | 6.2 |
| Book value per share | $\mathbf{7 , 1 9 9}$ | $11.13 \%$ | 2.1 |
| Tangible book value per share | $\$ \mathbf{1 1 . 6 9}$ | $7.40 \%$ | 1.9 |
| Market value per share | $\$$ | $\mathbf{1 1 . 1 9}$ | $\$ 11.92$ |


| Loan Quality Data | $\mathbf{\$ 3 4 , 6 6 8}$ | $\$ 32,836$ | 5.6 |
| :--- | ---: | ---: | ---: |
| Nonaccruing loans | $\mathbf{2 1 3}$ | 3,064 | $(93)$ |
| Loans past due 90 days - accruing | $\mathbf{1 8 , 4 6 8}$ | 18,348 | 0.7 |
| Net charge-offs | $\mathbf{2 1 , 9 1 7}$ | 20,350 | 7.7 |
| Allowance for loan losses | $\mathbf{2 . 8 9} \%$ | $2.46 \%$ | 17 |
| Allowance for loan losses to total loans | $\mathbf{5 . 6 0}$ | $\%$ | $4.60 \%$ |

Performance Data for the Fourth Quarter

| Net loss | \$ $(\mathbf{2 , 0 3 4})$ |  | \$ (1,876) |  | (8.4) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Return on average assets | (0.82) | \% | (0.69) | \% | (19) |
| Return on average equity | (9.27) | \% | (8.43) | \% | (10) |
| Net interest margin | 3.88 | \% | 3.57 | \% | 8.7 |
| Efficiency ratio | 64.97 | \% | 63.22 | \% | 2.8 |
| Per share data: |  |  |  |  |  |
| Net loss - basic | \$ (0.28) |  | \$ (0.26) |  | (10) |
| Net loss - diluted | \$ (0.28) |  | \$ (0.26) |  | (10) |
| Dividends | \$ 0.00 |  | \$ 0.00 |  | $N M$ |
| Average shares (000s): |  |  |  |  |  |
| Basic | 7,199 |  | 7,200 |  | $N M$ |
| Diluted | 7,199 |  | 7,200 |  | $N M$ |

Performance Data for the Year

| Net loss | \$ (2,172) | \$ (3,989) | 46 |
| :---: | :---: | :---: | :---: |
| Return on average assets | (0.21) \% | (0.37) \% | 42 |
| Return on average equity | (2.51) \% | (4.73) \% | 47 |
| Net interest margin | 3.88 \% | 3.43 \% | 13 |
| Efficiency ratio | 62.18 \% | 66.00 \% | (5.8) |
| Per share data: |  |  |  |
| Net loss - basic | \$ (0.30) | \$ (0.60) | 50 |
| Net loss - diluted | \$ (0.30) | \$ (0.60) | 50 |
| Dividends | \$ 0.00 | \$ 0.02 | NM |
| Average shares (000s): |  |  |  |
| Basic | 7,199 | 6,625 | 8.7 |
| Diluted | 7,199 | 6,625 | 8.7 |

## The Savannah Bancorp, Inc. and Subsidiaries

## Consolidated Balance Sheets

(\$ in thousands, except share data) (Unaudited)

|  | December 31, |  |
| :---: | :---: | :---: |
|  | 2011 | 2010 |
| Assets |  |  |
| Cash and due from banks | \$ 13,225 | \$ 17,990 |
| Federal funds sold | 535 | 110 |
| Interest-bearing deposits | 81,717 | 40,836 |
| Cash and cash equivalents | 95,477 | 58,936 |
| Securities available for sale, at fair value (amortized |  |  |
| cost of \$81,764 and \$136,980) | 83,653 | 138,099 |
| Loans, net of allowance for loan losses |  |  |
| of \$21,917 and \$20,350 | 737,761 | 806,212 |
| Premises and equipment, net | 14,286 | 15,056 |
| Other real estate owned | 20,332 | 13,199 |
| Bank-owned life insurance | 6,510 | 6,309 |
| Goodwill and other intangible assets, net | 3,562 | 3,786 |
| Other assets | 23,654 | 25,333 |
| Total assets | \$ 985,235 | \$ 1,066,930 |
|  |  |  |
| Liabilities |  |  |
| Deposits: |  |  |
| Noninterest-bearing | \$ 106,939 | \$ 95,725 |
| Interest-bearing demand | 147,716 | 140,531 |
| Savings | 20,062 | 20,117 |
| Money market | 255,285 | 265,840 |
| Time deposits | 316,927 | 401,532 |
| Total deposits | 846,929 | 923,745 |
| Short-term borrowings | 14,384 | 15,075 |
| Other borrowings | 8,581 | 10,536 |
| FHLB advances | 16,653 | 17,658 |
| Subordinated debt | 10,310 | 10,310 |
| Other liabilities | 4,248 | 3,803 |
| Total liabilities | 901,105 | 981,127 |
| Shareholders' equity |  |  |
| Preferred stock, par value \$1 per share: shares |  |  |
| authorized $10,000,000$, none issued | - | - |
| Common stock, par value \$1 per share: shares authorized |  |  |
| 20,000,000, issued 7,201,346 | 7,201 | 7,201 |
| Additional paid-in capital | 48,656 | 48,634 |
| Retained earnings | 27,103 | 29,275 |
| Treasury stock, at cost, 2,210 and 2,483 shares | (1) | (1) |
| Accumulated other comprehensive income, net | 1,171 | 694 |
| Total shareholders' equity | 84,130 | 85,803 |
| Total liabilities and shareholders' equity | \$ 985,235 | \$ 1,066,930 |

## The Savannah Bancorp, Inc. and Subsidiaries

Consolidated Statements of Income for the Twelve Months and Five Quarters Ending December 31, 2011
(\$ in thousands, except per share data)

|  |  |  |  |  | (Unaudited) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Twelve Months Ended |  |  |  | 2011 |  |  | 2010 |  | $\begin{gathered} \hline \text { Q4-11/ } \\ \text { Q4-10 } \\ \% \text { Chg } \\ \hline \end{gathered}$ |
|  | December 31, |  |  | $\begin{gathered} \hline \% \\ \mathrm{Chg} \\ \hline \end{gathered}$ | Fourth |  | Second | First | Fourth |  |
|  | 2011 |  | 2010 |  | Quarter | Quarter | Quarter | Quarter | Quarter |  |
| Interest and dividend income |  |  |  |  |  |  |  |  |  |  |
| Loans, including fees | \$41,935 |  | \$45,001 | (6.8) | \$10,083 | \$10,535 | \$10,620 | \$10,697 | \$10,985 | (8.2) |
| Investment securities | 2,998 |  | 2,761 | (8.6) | 587 | 700 | 836 | 875 | 950 | (38) |
| Deposits with banks | 127 |  | 147 | (14) | 43 | 25 | 27 | 32 | 37 | 16 |
| Federal funds sold | 3 |  | 20 | (85) | - | 1 | 1 | 1 | - | 0.0 |
| Total interest and dividend income | 45,063 |  | 47,929 | (6.0) | 10,713 | 11,261 | 11,484 | 11,605 | 11,972 | (11) |
| Interest expense |  |  |  |  |  |  |  |  |  |  |
| Deposits | 8,016 |  | 12,460 | (36) | 1,674 | 1,877 | 2,082 | 2,383 | 2,731 | (39) |
| Borrowings \& sub debt | 1,124 |  | 1,444 | (22) | 271 | 283 | 281 | 289 | 320 | (15) |
| FHLB advances | 348 |  | 458 | (24) | 86 | 87 | 86 | 89 | 88 | (2.3) |
| Total interest expense | 9,488 |  | 14,362 | (34) | 2,031 | 2,247 | 2,449 | 2,761 | 3,139 | (35) |
| Net interest income | 35,575 |  | 33,567 | 6.0 | 8,682 | 9,014 | 9,035 | 8,844 | 8,833 | (1.7) |
| Provision for loan losses | 20,035 |  | 21,020 | (4.7) | 6,510 | 2,865 | 6,300 | 4,360 | 6,725 | (3.2) |
| Net interest income after the |  |  |  |  |  |  |  |  |  |  |
| provision for loan losses | 15,540 |  | 12,547 | 24 | 2,172 | 6,149 | 2,735 | 4,484 | 2,108 | 3.0 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |
| Trust and asset management fees | 2,646 |  | 2,599 | 1.8 | 638 | 663 | 683 | 662 | 651 | (2.0) |
| Service charges on deposits | 1,458 |  | 1,788 | (18) | 369 | 371 | 348 | 370 | 435 | (15) |
| Mortgage related income, net | 183 |  | 398 | (54) | 29 | 72 | 68 | 14 | 76 | (62) |
| Gain on sale of securities | 763 |  | 608 | 25 | - | 308 | 237 | 218 | 18 | $N M$ |
| Gain (loss) on hedges | (1) |  | 2 | (150) |  | 4 | 2 | (7) | 16 | $N M$ |
| Other operating income | 1,597 |  | 1,916 | (17) | 461 | 399 | 369 | 368 | 571 | (19) |
| Total noninterest income | 6,646 |  | 7,311 | (9.1) | 1,497 | 1,817 | 1,707 | 1,625 | 1,767 | (15) |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and employee benefits | 11,282 |  | 11,948 | (5.6) | 2,644 | 2,886 | 2,846 | 2,906 | 2,907 | (9.0) |
| Occupancy and equipment | 3,683 |  | 3,945 | (6.6) | 894 | 925 | 981 | 883 | 1,041 | (14) |
| Information technology | 1,708 |  | 2,101 | (19) | 462 | 428 | 416 | 402 | 512 | (9.8) |
| FDIC deposit insurance | 1,303 |  | 1,688 | (23) | 162 | 325 | 336 | 480 | 448 | (64) |
| Amortization of intangibles | 224 |  | 171 | 31 | 56 | 56 | 56 | 56 | 56 | 0.0 |
| Loss on sale of foreclosed assets | 2,679 |  | 2,472 | 8.4 | 754 | 577 | 1,115 | 233 | 567 | 33 |
| Other operating expense | 5,374 |  | 4,652 | 16 | 1,641 | 1,221 | 1,359 | 1,153 | 1,170 | 40 |
| Total noninterest expense | 26,253 |  | 26,977 | (2.7) | 6,613 | 6,418 | 7,109 | 6,113 | 6,701 | (1.3) |
| Income (loss) before income taxes | $(4,067)$ |  | $(7,119)$ | 43 | $(2,944)$ | 1,548 | $(2,667)$ | (4) | $(2,826)$ | (4.2) |
| Income tax expense (benefit) | $(1,895)$ |  | $(3,130)$ | 39 | (910) | 320 | $(1,175)$ | (130) | (950) | (4.2) |
| Net income (loss) | \$ (2,172) | \$ | $(3,989)$ | 46 | \$ (2,034) | \$ 1,228 | \$ $(1,492)$ | \$ 126 \$ | \$ $(1,876)$ | (8.4) |
| Net income (loss) per share: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ (0.30) |  | \$ (0.60) | 50 | \$ (0.28) | \$ 0.17 | \$ (0.21) | \$ 0.02 | \$ (0.26) | (7.7) |
| Diluted | \$ (0.30) |  | \$ (0.60) | 50 | \$ (0.28) | \$ 0.17 | \$ (0.21) | \$ 0.02 | \$ (0.26) | (7.7) |
| Average basic shares (000s) | 7,199 |  | 6,625 | 8.7 | 7,199 | 7,199 | 7,199 | 7,199 | 7,200 | 0.0 |
| Average diluted shares (000s) | 7,199 |  | 6,625 | 8.7 | 7,199 | 7,199 | 7,199 | 7,199 | 7,200 | 0.0 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |  |
| Return on average equity | (2.51)\% |  | (4.73)\% | 47 | (9.27)\% | (6.96)\% | 0.59\% | 0.59\% | (8.43)\% | (9.1) |
| Return on average assets | (0.21)\% |  | (0.37)\% | 43 | (0.82)\% | (0.59)\% | 0.05\% | 0.05\% | (0.69)\% | (19) |
| Net interest margin | 3.88\% |  | 3.43\% | 13 | 3.88\% | 4.01\% | 3.73\% | 3.73\% | 3.57\% | 8.7 |
| Efficiency ratio | 62.18\% |  | 66.00\% | (5.8) | 64.97\% | 66.18\% | 58.39\% | 58.39\% | 63.22\% | 2.8 |
| Average equity | 86,695 |  | 84,319 | 2.8 | 87,013 | 86,037 | 86,723 | 86,723 | 88,250 | (1.4) |
| Average assets | 1,012,451 |  | 1,078,464 | (6.1) | 987,888 | 1,018,324 | 1,054,263 | 1,054,263 1 | ,086,365 | (9.1) |
| Average interest-earning assets | 918,054 |  | 979,436 | (6.3) | 889,449 | 928,316 | 962,328 | 962,328 | 983,548 | (9.6) |

The Savannah Bancorp, Inc. and Subsidiaries
Selected Financial Condition Highlights - Five-Year Comparison
(\$ in thousands, except per share data)
(Unaudited)

|  | 2011 | 2010 | 2009 | 2008 | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Selected Average Balances |  |  |  |  |  |
| Assets | \$ 1,012,451 | \$ 1,078,464 | \$ 1,018,470 | \$ 960,260 | \$ 869,026 |
| Interest-earning assets | 918,054 | 979,436 | 935,617 | 898,295 | 830,900 |
| Loans, net of unearned income | 765,641 | 810,484 | 841,033 | 821,673 | 754,490 |
| Securities | 107,066 | 111,753 | 81,282 | 62,019 | 58,910 |
| Other interest-earning assets | 45,347 | 57,199 | 13,302 | 13,838 | 16,201 |
| Interest-bearing deposits | 774,758 | 840,077 | 777,763 | 701,045 | 628,310 |
| Borrowed funds | 51,609 | 62,140 | 71,967 | 88,553 | 70,939 |
| Total interest-bearing liabilities | 826,367 | 902,217 | 849,730 | 789,598 | 699,249 |
| Noninterest-bearing deposits | 95,468 | 86,458 | 82,406 | 83,678 | 91,367 |
| Total deposits | 870,226 | 926,535 | 860,169 | 784,723 | 719,677 |
| Shareholders' equity | 86,695 | 84,319 | 79,804 | 78,998 | 71,516 |
| Loan to deposit ratio - average | 88\% | 87\% | 98\% | 105\% | 105\% |
| Selected Financial Data at Year-End |  |  |  |  |  |
| Assets | \$ 985,235 | \$ 1,066,930 | \$ 1,050,508 | \$ 1,007,284 | \$ 932,459 |
| Interest-earning assets | 889,026 | 971,653 | 959,219 | 931,448 | 878,992 |
| Loans, net of unearned income | 759,678 | 826,562 | 883,886 | 864,974 | 808,651 |
| Other real estate owned | 20,332 | 13,199 | 8,329 | 8,100 | 2,112 |
| Deposits | 846,929 | 923,745 | 884,569 | 832,015 | 764,218 |
| Interest-bearing liabilities | 789,918 | 881,599 | 883,527 | 837,558 | 759,597 |
| Shareholders' equity | 84,130 | 85,803 | 79,026 | 80,932 | 76,272 |
| Loan to deposit ratio | 90\% | 89\% | 100\% | 104\% | 106\% |
| Shareholders' equity to total assets | 8.54\% | 8.04\% | 7.52\% | 8.03\% | 8.18\% |
| Dividend payout ratio | NM | NM | 118.19\% | 49.38\% | 36.73\% |
| Risk-based capital ratios: |  |  |  |  |  |
| Tier 1 capital to risk-weighted assets | 11.36\% | 11.13\% | 10.30\% | 10.28\% | 10.49\% |
| Total capital to risk-weighted assets | 12.63\% | 12.40\% | 11.56\% | 11.54\% | 11.74\% |
| Loan Quality Data |  |  |  |  |  |
| Nonperforming assets | \$ 55,213 | \$ 49,099 | \$ 42,444 | \$ 35,703 | \$ 19,535 |
| Nonperforming loans | 34,881 | 35,900 | 34,115 | 27,603 | 17,424 |
| Net charge-offs | 18,468 | 18,348 | 8,687 | 5,564 | 765 |
| Allowance for loan losses | 21,917 | 20,350 | 17,678 | 13,300 | 12,864 |
| Allowance for loan losses to total loans | 2.89\% | 2.46\% | 2.00\% | 1.54\% | 1.59\% |
| Nonperforming loans to loans | 4.59\% | 4.34\% | 3.86\% | 3.19\% | 2.15\% |
| Nonperforming assets to total assets | 5.60\% | 4.60\% | 4.04\% | 3.54\% | 2.09\% |
| Net charge-offs to average loans | 2.41\% | 2.26\% | 1.03\% | 0.68\% | 0.01\% |
| Per Share Data at Year-End |  |  |  |  |  |
| Book value | \$ 11.69 | \$ 11.92 | \$ 13.32 | \$ 13.64 | \$ 12.88 |
| Tangible book value | 11.19 | 11.39 | 12.90 | 13.19 | 12.40 |
| Common stock closing price (Nasdaq) | 4.95 | 7.00 | 8.00 | 8.85 | 17.14 |
| Common shares outstanding (000s) | 7,199 | 7,199 | 5,932 | 5,934 | 5,924 |

The Savannah Bancorp, Inc. and Subsidiaries

## Selected Operating Highlights - Five-Year Comparison

(\$ in thousands, except per share data)
(Unaudited)

|  | 2011 | 2010 | 2009 | 2008 | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Summary of operations |  |  |  |  |  |
| Interest income - taxable equivalent | \$ 45,095 | \$ 47,961 | \$ 50,595 | \$ 56,714 | \$ 63,414 |
| Interest expense | 9,488 | 14,362 | 18,258 | 24,439 | 30,282 |
| Net interest income - taxable equivalent | 35,607 | 33,599 | 32,337 | 32,275 | 33,132 |
| Taxable equivalent adjustment | (32) | (32) | (32) | (32) | (156) |
| Net interest income | 35,575 | 33,567 | 32,305 | 32,243 | 32,976 |
| Provision for loan losses | 20,035 | 21,020 | 13,065 | 6,000 | 4,675 |
| Net interest income after provision for loan losses | 15,540 | 12,547 | 19,240 | 26,243 | 28,301 |
| Noninterest income |  |  |  |  |  |
| Trust and asset management fees | 2,646 | 2,599 | 2,351 | 2,832 | 1,513 |
| Service charges on deposit accounts | 1,458 | 1,788 | 1,809 | 1,881 | 1,383 |
| Mortgage related income, net | 183 | 398 | 432 | 295 | 615 |
| Gain on sale of securities | 763 | 608 | 2,119 | 163 |  |
| Gain (loss) on hedges | (1) | 2 | 873 | 1,288 |  |
| Other operating income | 1,597 | 1,916 | 1,238 | 1,216 | 1,242 |
| Total noninterest income | 6,646 | 7,311 | 8,822 | 7,675 | 4,753 |
| Noninterest expense |  |  |  |  |  |
| Salaries and employee benefits | 11,282 | 11,948 | 12,146 | 13,584 | 11,846 |
| Occupancy and equipment | 3,683 | 3,945 | 3,716 | 3,884 | 3,294 |
| Information technology | 1,708 | 2,101 | 1,810 | 1,633 | 1,616 |
| FDIC deposit insurance | 1,303 | 1,688 | 1,886 | 653 | 251 |
| Amortization of intangibles | 224 | 171 | 144 | 144 | 48 |
| Loss on sale of foreclosed assets | 2,679 | 2,472 | 2,566 | 228 | 44 |
| Other operating expense | 5,374 | 4,652 | 4,710 | 4,616 | 4,084 |
| Total noninterest expense | 26,253 | 26,977 | 26,978 | 24,742 | 21,183 |
| Income (loss) before income taxes | $(4,067)$ | $(7,119)$ | 1,084 | 9,176 | 11,871 |
| Income tax expense (benefit) | $(1,895)$ | $(3,130)$ | 155 | 3,170 | 4,235 |
| Net income (loss) | \$ (2,172) | \$ $(3,989)$ | \$ 929 | \$ 6,006 | \$ 7,636 |
| Net income (loss) per share: |  |  |  |  |  |
| Basic | \$ (0.30) | \$ (0.60) | \$ 0.16 | \$ 1.01 | \$ 1.31 |
| Diluted | \$ (0.30) | \$ (0.60) | \$ 0.16 | \$ 1.01 | \$ 1.29 |
| Cash dividends paid per share | \$ 0.00 | \$ 0.02 | \$ 0.185 | \$ 0.50 | \$ 0.48 |
| Average basic shares outstanding (000s) | 7,199 | 6,625 | 5,933 | 5,930 | 5,850 |
| Average diluted shares outstanding (000s) | 7,199 | 6,625 | 5,936 | 5,947 | 5,922 |
| Performance ratios |  |  |  |  |  |
| Net interest margin | 3.88\% | 3.43\% | 3.46\% | 3.58\% | 3.99\% |
| Return on average assets | (0.21)\% | (0.37)\% | 0.09\% | 0.63\% | 0.88\% |
| Return on average equity | (2.51)\% | (4.73)\% | 1.16\% | 7.60\% | 10.68\% |
| Efficiency ratio | 62.18\% | 66.00\% | 65.60\% | 61.98\% | 56.15\% |

The Savannah Bancorp, Inc. and Subsidiaries

## Selected Quarterly Data - 2011 and 2010

(\$ in thousands, except per share data)
(Unaudited)

## Condensed Quarterly Income Statements

The following is a summary of unaudited quarterly results for 2011 and 2010:


## Quarterly Market Values of Common Shares

The Company's common stock was sold in an initial public offering on April 10, 1990. It is traded on the NASDAQ Global Market under the symbol SAVB. The quarterly high, low and closing stock trading prices for 2011 and 2010 are listed below. There were approximately 600 holders of record of Company Common Stock and, according to information available to the Company, approximately 1,200 additional shareholders in street name through brokerage accounts at December 31, 2011.

| Closing Market Prices | 2011 |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth | Third | Second | First | Fourth | Third | Second | First |
| High | \$ 6.29 | \$ 7.58 | \$ 8.00 | \$ 8.00 | \$ 9.11 | \$ 10.05 | \$ 12.20 | \$ 11.09 |
| Low | 4.65 | 5.93 | 7.20 | 7.00 | 6.85 | 8.86 | 9.03 | 7.50 |
| Close | 4.95 | 6.00 | 7.41 | 7.35 | 7.00 | 9.30 | 9.76 | 10.61 |

The Savannah Bancorp, Inc. and Subsidiaries Allowance for Loan Losses and Nonperforming Assets (Unaudited)

|  | 2011 |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ in thousands) | $\begin{aligned} & \text { Fourth } \\ & \text { Quarter } \end{aligned}$ | $\begin{array}{r} \text { Third } \\ \text { Quarter } \end{array}$ | Second Quarter | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Fourth Quarter |
| Allowance for loan losses |  |  |  |  |  |
| Balance at beginning of period | \$ 22,854 | \$ 23,523 | \$ 22,363 | \$ 20,350 | \$ 19,519 |
| Provision for loan losses | 6,510 | 2,865 | 6,300 | 4,360 | 6,725 |
| Net charge-offs | $(7,447)$ | $(3,534)$ | $(5,140)$ | $(2,347)$ | $(5,894)$ |
| Balance at end of period | \$ 21,917 | \$ 22,854 | \$ 23,523 | \$ 22,363 | \$ 20,350 |
|  |  |  |  |  |  |
| As a \% of loans | 2.89\% | 2.90\% | 2.91\% | 2.73\% | 2.46\% |
| As a \% of nonperforming loans | 62.83\% | 53.72\% | 59.84\% | 64.38\% | 56.69\% |
| As a \% of nonperforming assets | 39.70\% | 38.30\% | 45.73\% | 45.87\% | 41.45\% |
| Net charge-offs as a \% of average loans (a) | 2.41\% | 1.84\% | 2.65\% | 1.21\% | 2.26\% |
| Risk element assets |  |  |  |  |  |
| Nonaccruing loans | \$ 34,668 | \$ 41,689 | \$ 39,160 | \$ 33,921 | \$ 32,836 |
| Loans past due 90 days - accruing | 213 | 851 | 150 | 817 | 3,064 |
| Total nonperforming loans | 34,881 | 42,540 | 39,310 | 34,738 | 35,900 |
| Other real estate owned | 20,332 | 17,135 | 12,125 | 14,014 | 13,199 |
| Total nonperforming assets | \$ 55,213 | \$ 59,675 | \$ 51,435 | \$ 48,752 | \$ 49,099 |
| Loans past due 30-89 days | \$ 15,132 | \$ 13,096 | \$ 17,013 | \$ 9,175 | \$ 11,164 |
| Nonperforming loans as a \% of loans | 4.59\% | 5.39\% | 4.87\% | 4.24\% | 4.34\% |
| Nonperforming assets as a \% of loans |  |  |  |  |  |
| and other real estate owned | 7.08\% | 7.41\% | 6.28\% | 5.85\% | 5.85\% |
| Nonperforming assets as a \% of assets | 5.60\% | 6.04\% | 5.13\% | 4.69\% | 4.60\% |

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## The Savannah Bancorp, Inc. and Subsidiaries Regulatory Capital Ratios

The banking regulatory agencies have adopted capital requirements that specify the minimum level for which no prompt corrective action is required. In addition, the Federal Deposit Insurance Corporation ("FDIC") has adopted FDIC insurance assessment rates based on certain "well-capitalized" risk-based and equity capital ratios. Failure to meet minimum capital requirements can result in the initiation of certain actions by the regulators that, if undertaken, could have a material effect on the Company's and the Subsidiary Banks' financial statements. Bryan has agreed with its primary regulator to maintain a Tier 1 Leverage Ratio of not less than 8.00 percent. Savannah has agreed with its primary regulator to maintain a Tier 1 Leverage Ratio of not less than 8.00 percent and a Total Risk-based Capital Ratio of not less than 12.00 percent. Both banks are currently in conformity with the agreements. The following table shows the capital ratios for the Company and the Subsidiary Banks at December 31, 2011 and 2010:

| (\$ in thousands) | Company |  | Savannah |  | Bryan |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| Qualifying Capital |  |  |  |  |  |  |
| Tier 1 capital | \$81,697 | \$87,623 | \$62,451 | \$64,193 | \$19,416 | \$21,294 |
| Total capital | 90,845 | 97,589 | 69,191 | 71,450 | 21,691 | 23,826 |
| Leverage Ratios |  |  |  |  |  |  |
| Tier 1 capital to average assets | 8.37\% | 8.12\% | 8.63\% | 7.97\% | 8.01\% | 8.20\% |
| Risk-based Ratios |  |  |  |  |  |  |
| Tier 1 capital to riskweighted assets | 11.36\% | 11.13\% | 11.74\% | 11.18\% | 10.82\% | 10.67\% |
| Total capital to riskweighted assets | 12.63\% | 12.40\% | 13.01\% | 12.44\% | 12.09\% | 11.93\% |

Following are the regulatory capital ratios minimum ratio and the minimum ratios to be classified as a well-capitalized holding company or bank:

| Required Regulatory Capital Ratios: | Minimum | Well- <br> Capitalized |
| :--- | :---: | :---: |
| Tier 1 capital to average assets | $4.00 \%$ | $5.00 \%$ |
| Tier 1 capital to risk-weighted assets | $4.00 \%$ | $6.00 \%$ |
| Total capital to risk-weighted assets | $8.00 \%$ | $10.00 \%$ |

## The Savannah Bancorp, Inc. and Subsidiaries

## Average Balance Sheet and Rate/Volume Analysis - Fourth Quarter, 2011 and 2010

| Average Balance |  | Average Rate |  |  | Taxable-Equivalent Interest (b) |  | (a) Variance Attributable to |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| QTD | QTD | QTD | QTD |  | QTD | QTD | Vari- |  |  |
| 12/31/11 | 12/31/10 | 12/31/11 | 12/31/10 |  | 12/31/11 | 12/31/10 | ance | Rate V | Volume |
| (\$ in thousands) |  | (\%) |  |  | (\$ in thousands) |  |  | (\$ in thousands) |  |
|  |  |  |  | Assets |  |  |  |  |  |
| \$ 67,741 | \$ 49,667 | 0.25 | 0.30 | Interest-bearing deposits | \$ 43 | \$ 37 | \$ 6 | (6)\$ | 12 |
| 79,105 | 140,431 | 2.65 | 2.49 | Investments - taxable | 528 | 880 | (352) | 57 | (409) |
| 5,840 | 6,935 | 4.42 | 4.35 | Investments - non-taxable | 65 | 76 | (11) | 1 | (12) |
| 584 | 608 | 0.00 | 0.00 | Federal funds sold | - | - | - | - |  |
| 736,179 | 785,907 | 5.43 | 5.55 | Loans (c) | 10,085 | 10,987 | (902) | (238) | (664) |
| 889,449 | 983,548 | 4.78 | 4.83 | Total interest-earning assets | 10,721 | 11,980 | $(1,259)$ | (186) | $(1,073)$ |
| 98,439 | 102,817 |  |  | Noninterest-earning assets |  |  |  |  |  |
| \$ 987,888 \$ | $\underline{\text { 1,086,365 }}$ | Total assets |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Liabilities and equity |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |
| \$ 138,420 | \$ 136,779 | 0.20 | 0.34 | NOW accounts | 70 | 117 | (47) | (48) | 1 |
| 20,548 | 19,308 | 0.10 | 0.29 | Savings accounts | 5 | 14 | (9) | (9) |  |
| 224,543 | 221,039 | 0.99 | 1.38 | Money market accounts | 561 | 769 | (208) | (217) | 9 |
| Money market accounts - |  |  |  |  |  |  |  |  |  |
| 145,063 | 187,098 | 1.36 | 1.79 | CDs, $\$ 100 \mathrm{M}$ or more | 499 | 845 | (346) | (203) | (143) |
| 56,826 | 60,717 | 0.71 | 0.90 | CDs, broker | 102 | 137 | (35) | (29) | (6) |
| 124,384 | 173,361 | 1.31 | 1.77 | Other time deposits | 411 | 773 | (362) | (201) | (161) |
| 744,259 | 840,796 | 0.89 | 1.29 | Total interest-bearing deposits | 1,674 | 2,731 | $(1,057)$ | (752) | (305) |
| 24,548 | 28,766 | 3.12 | 3.38 | Short-term/other borrowings | 193 | 245 | (52) | (19) | (33) |
| 16,654 | 15,681 | 2.05 | 2.07 | FHLB advances | 86 | 82 | 4 | (1) | 5 |
| 10,310 | 10,310 | 3.00 | 3.12 | Subordinated debt | 78 | 81 | (3) | (3) |  |
| Total interest-bearing |  |  |  |  |  |  |  |  |  |
| 795,771 | 895,553 | 1.01 | 1.39 | liabilities | 2,031 | 3,139 | $(1,108)$ | (774) | (334) |
| 100,976 | 93,178 | Noninterest-bearing deposits |  |  |  |  |  |  |  |
| 4,128 | 9,384 | Other liabilities |  |  |  |  |  |  |  |
| 87,013 | 88,250 | Shareholders' equity |  |  |  |  |  |  |  |
| \$ 987,888 \$ | 1,086,365 | Liabilities and equity |  |  |  |  |  |  |  |
|  |  | 3.77 | 3.44 | Interest rate spread |  |  |  |  |  |
|  |  | 3.88 | 3.57 | Net interest margin |  |  |  |  |  |
|  |  |  |  | Net interest income | \$8,690 | \$8,841 | \$ (151) \$ | 588 \$ | (739) |
| \$ 93,678 | \$ 87,995 |  |  | Net earning assets |  |  |  |  |  |
| \$ 845,235 | \$ 933,974 |  |  | Average deposits |  |  |  |  |  |
|  |  | 0.79 | 1.16 | Average cost of deposits |  |  |  |  |  |
| 87\% | 84\% | Average loan to deposit ratio |  |  |  |  |  |  |  |

(a) This table shows the changes in interest income and interest expense for the comparative periods based on either changes in average volume or changes in average rates for interest-earning assets and interest-bearing liabilities. Changes which are not solely due to rate changes or solely due to volume changes are attributed to volume.
(b) The taxable equivalent adjustment results from tax exempt income less non-deductible TEFRA interest expense and was $\$ 8$ in the fourth quarter 2011 and 2010, respectively.
(c) Average nonaccruing loans have been excluded from total average loans and categorized in noninterest-earning assets.

The Savannah Bancorp, Inc. and Subsidiaries
Average Balance Sheet and Rate/Volume Analysis - 2011 and 2010

| Average Balance |  | Average Rate |  |  | Taxable-Equivalent Interest (b) |  |  | (a) Variance Attributable to |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| YTD | YTD | YTD | YTD |  | YTD | YTD | Vari- |  |  |
| 12/31/11 | 12/31/10 | 12/31/11 | 12/31/10 |  | 12/31/11 | 12/31/10 | ance | Rate | Volume |
| (\$ in thousands) |  | (\%) |  |  | (\$ in thousands) |  |  | (\$ in thousands) |  |
|  |  |  |  | Assets |  |  |  |  |  |
| \$ 44,791 | \$ 50,461 | 0.28 | 0.29 | Interest-bearing deposits | \$ 127 | \$ 147 | \$ (20) | \$ (5) | \$ (15) |
| 100,889 | 104,367 | 2.72 | 2.35 | Investments - taxable | 2,745 | 2,456 | 289 | 386 | (97) |
| 6,177 | 7,386 | 4.42 | 4.45 | Investments - non-taxable | 273 | 329 | (56) | (2) | (54) |
| 556 | 6,738 | 0.54 | 0.30 | Federal funds sold | 3 | 20 | (17) | 40 | (57) |
| 765,641 | 810,484 | 5.48 | 5.55 | Loans (c) | 41,947 | 45,009 | $(3,062)$ | (567) | $(2,495)$ |
| 918,054 | 979,436 | 4.91 | 4.90 | Total interest-earning assets | 45,095 | 47,961 | $(2,866)$ | (148) | $(2,718)$ |
| 94,397 | 99,028 | Noninterest-earning assetsTotal assets |  |  |  |  |  |  |  |
| \$ 1,012,451 | \$ 1,078,464 |  |  |  |  |  |  |  |  |
|  |  |  |  | 俍 |  |  |  |  |  |
| Liabilities and equity |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |
| \$ 138,393 | \$ 125,994 | 0.27 | 0.36 | NOW accounts | 374 | 450 | (76) | (113) | 37 |
| 20,738 | 18,402 | 0.14 | 0.39 | Savings accounts | 29 | 71 | (42) | (46) | 4 |
| 230,959 | 199,331 | 1.12 | 1.49 | Money market accounts | 2,595 | 2,974 | (379) | (738) | 359 |
| Money market accounts - |  |  |  |  |  |  |  |  |  |
| 158,419 | 185,505 | 1.56 | 2.20 | CDs, $\$ 100 \mathrm{M}$ or more | 2,470 | 4,081 | $(1,611)$ | $(1,187)$ | (424) |
| 49,036 | 86,523 | 0.76 | 1.01 | CDs, broker | 374 | 877 | (503) | (216) | (287) |
| 137,817 | 169,395 | 1.45 | 2.10 | Other time deposits | 2,005 | 3,551 | $(1,546)$ | $(1,101)$ | (445) |
| 774,758 | 840,077 | 1.03 | 1.48 | Total interest-bearing deposits | 8,016 | 12,460 | $(4,444)$ | $(3,621)$ | (823) |
| 24,490 | 30,609 | 3.35 | 3.72 | Other borrowings | 821 | 1,138 | (317) | (113) | (204) |
| 16,809 | 21,221 | 2.07 | 2.16 | FHLB advances | 348 | 458 | (110) | (19) | (91) |
| 10,310 | 10,310 | 2.94 | 2.97 | Subordinated debt | 303 | 306 | (3) | (3) |  |
|  | Total interest-bearing |  |  |  |  |  |  |  |  |
| 826,367 | 902,217 | 1.15 | 1.59 | liabilities | 9,488 | 14,362 | $(4,874)$ | $(3,757)$ | $(1,117)$ |
| 95,468 | 86,458 |  |  | Noninterest-bearing deposits |  |  |  |  |  |
| 3,921 | 5,470 |  |  | Other liabilities |  |  |  |  |  |
| 86,695 | 84,319 |  |  | Shareholders' equity |  |  |  |  |  |
| \$ 1,012,451 \$ | 1,078,464 |  |  | Liabilities and equity |  |  |  |  |  |
|  |  | 3.76 | 3.31 | Interest rate spread |  |  |  |  |  |
|  |  | 3.88 | 3.43 | Net interest margin |  |  |  |  |  |
| \$ 91,687 | \$ 77,219 |  |  | Net interest income | \$35,607 | \$33,599 | \$2,008 | 3,609 | \$(1,601) |
|  |  |  |  | Net earning assets |  |  |  |  |  |
| \$ 870,226 | \$ 926,535 |  |  | Average deposits |  |  |  |  |  |
|  |  | 0.92 | 1.34 | Average cost of deposits |  |  |  |  |  |
| 88\% 87\% |  |  |  | Average loan to deposit ratio |  |  |  |  |  |

(a) This table shows the changes in interest income and interest expense for the comparative periods based on either changes in average volume or changes in average rates for interest-earning assets and interest-bearing liabilities. Changes which are not solely due to rate changes or solely due to volume changes are attributed to volume.
(b) The taxable equivalent adjustment results from tax exempt income less non-deductible TEFRA interest expense and was $\$ 32$ in 2011 and 2010 , respectively.
(c) Average nonaccruing loans have been excluded from total average loans and categorized in noninterest-earning assets.

The Savannah Bancorp, Inc. and Subsidiaries Consolidated Statements of Shareholders' Equity For the Three Years Ended December 31, 2011 (\$ in thousands, except share data)

|  | December 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | 2009 |
| Common shares issued |  |  |  |
| Shares, beginning of year | 7,201,346 | 5,933,789 | 5,933,789 |
| Common stock issued | - | 1,267,557 |  |
| Exercise of options | - | - |  |
| Shares, end of year | 7,201,346 | 7,201,346 | 5,933,789 |
| Treasury shares owned |  |  |  |
| Shares, beginning of year | 2,483 | 1,443 | 318 |
| Treasury stock issued | (273) | (943) |  |
| Unredeemed common stock | - | 36 |  |
| Unvested restricted stock | - | 1,947 | 1,125 |
| Shares, end of year | 2,210 | 2,483 | 1,443 |
| Common stock |  |  |  |
| Balance, beginning of year | \$ 7,201 | \$ 5,934 | \$ 5,934 |
| Common stock issued | - | 1,267 |  |
| Balance, end of year | 7,201 | 7,201 | 5,934 |
| Additional paid-in capital |  |  |  |
| Balance, beginning of year | 48,634 | 38,605 | 38,516 |
| Common stock issued, net of issuance costs | 2 | 9,980 |  |
| Stock-based compensation, net | 20 | 49 | 89 |
| Exercise of options | - | - |  |
| Balance, end of year | 48,656 | 48,634 | 38,605 |
| Retained earnings |  |  |  |
| Balance, beginning of year | 29,275 | 33,383 | 33,552 |
| Net income (loss) | $(2,172)$ | $(3,989)$ | 929 |
| Dividends paid | - | (119) | $(1,098)$ |
| Balance, end of year | 27,103 | 29,275 | 33,383 |
| Treasury stock |  |  |  |
| Balance, beginning and end of year | (1) | (4) | (4) |
| Treasury stock issued | - | 3 |  |
| Balance, end of year | (1) | (1) | (4) |
| Accumulated other comprehensive income (loss), net |  |  |  |
| Balance, beginning of year | 694 | 1,108 | 2,934 |
| Change in unrealized gains/losses on securities |  |  |  |
| available for sale, net of tax | 477 | (127) | (531) |
| Change in fair value and gains on termination of derivative |  |  |  |
| instruments, net of tax | - | (287) | $(1,295)$ |
| Balance, end of year | 1,171 | 694 | 1,108 |
| Total shareholders' equity | \$ 84,130 | \$ 85,803 | \$ 79,026 |


[^0]:    (a) Annualized

