



STRONG TOGETHER.

SHORE BANCSHARES, INC.
2012 ANNUAL REPORT

SELECTED FINANCIAL DATA

Years Ended December 31,

(Dollars in thousands, except per share data)	2012	2011	2010	2009	2008
RESULTS OF OPERATIONS:					
Interest income	\$45,901	\$50,852	\$55,461	\$58,789	\$61,474
Interest expense	<u>10,562</u>	<u>11,088</u>	<u>12,822</u>	<u>17,411</u>	<u>21,555</u>
Net interest income	35,339	39,764	42,639	41,378	39,919
Provision for credit losses	<u>27,745</u>	<u>19,470</u>	<u>21,119</u>	<u>8,986</u>	<u>3,337</u>
Net interest income after provision for credit losses	7,594	20,294	21,520	32,392	36,582
Noninterest income	15,758	17,318	18,041	19,541	20,350
Noninterest expense	<u>39,555</u>	<u>39,167</u>	<u>41,720</u>	<u>40,248</u>	<u>38,370</u>
(Loss) income before income taxes	(16,203)	(1,555)	(2,159)	11,685	18,562
Income tax (benefit) expense	<u>(6,565)</u>	<u>(658)</u>	<u>(492)</u>	<u>4,412</u>	<u>7,092</u>
Net (loss) income	(9,638)	(897)	(1,667)	7,273	11,470
Preferred stock dividends and discount accretion	—	—	—	1,876	—
Net (loss) income available to common shareholders	<u>\$ (9,638)</u>	<u>\$(897)</u>	<u>\$(1,667)</u>	<u>\$5,397</u>	<u>\$11,470</u>

PER COMMON SHARE DATA:

Net (loss) income – basic	\$(1.14)	\$(0.11)	\$(0.20)	\$0.64	\$1.37
Net (loss) income – diluted	(1.14)	(0.11)	(0.20)	0.64	1.37
Dividends paid	0.01	0.09	0.24	0.64	0.64
Book value (at year end)	13.48	14.34	14.51	15.18	15.16
Tangible book value (at year end) ¹	11.56	12.37	12.32	12.64	12.55

FINANCIAL CONDITION (at year end):

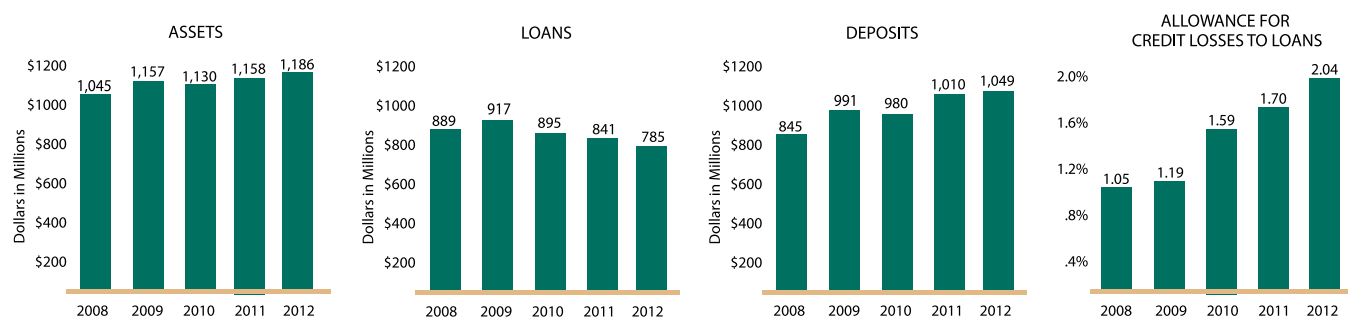
Loans	\$ 785,082	\$ 841,050	\$ 895,404	\$ 916,557	\$ 888,528
Assets	1,185,807	1,158,193	1,130,311	1,156,516	1,044,641
Deposits	1,049,273	1,009,919	979,516	990,937	845,371
Long-term debt	—	455	932	1,429	7,947
Stockholders' equity	114,026	121,249	122,513	127,810	127,385

PERFORMANCE RATIOS (for the year):

Return on average total assets	(0.82)%	(0.08)%	(0.15)%	0.48%	1.13%
Return on average stockholders' equity	(8.07)	(0.74)	(1.33)	4.00	9.22
Net interest margin	3.23	3.74	4.02	3.90	4.23
Efficiency ratio ²	77.17	68.35	68.75	66.07	63.66
Dividend payout ratio	(0.88)	(81.82)	(120.00)	100.00	46.72
Average stockholders' equity to average total assets	10.18	10.66	11.05	11.96	12.30

¹ Total stockholders' equity, net of goodwill and other intangible assets, divided by the number of shares of common stock outstanding at year end.

² Noninterest expense as a percentage of total revenue (net interest income plus total noninterest income). Lower ratios indicate improved productivity.



LETTER TO SHAREHOLDERS

To Our Shareholders,

A year ago, when we closed 2011 and wrote our annual message to shareholders, our comments included:

“We expect to devote the majority of our efforts in 2012 toward further improvement of credit quality and the improvement of earnings.”

“On the credit quality side, this will involve closely monitoring the health of existing credits, continuing to focus intensely on prudent loan workouts, and reducing the level of nonperforming assets on our balance sheet through orderly liquidation of loan collateral and other real estate owned.”

“As for the improvement of earnings, we have undertaken a variety of business development initiatives planned to attract selected new relationships, originate quality loans to reverse the decline in the loan portfolio, and grow deposit share. We have realigned key team leaders and other personnel to proactively conduct new business development, as we clearly recognize there are solid opportunities across our footprint, even in this environment, for our organization as the dominant independent banking company on the Delmarva Peninsula.”

So, how well did we deliver on what we said we expected to do?

- We significantly reduced troubled assets (loans) and bank-owned real estate that we have foreclosed upon by writing off approximately \$26 million during 2012, bringing the total during this multi-year Delmarva real estate downturn to about \$63 million since 2010. Our historically strong capital levels resulting from our hallmark conservative balance sheet management enabled the company to absorb necessary write-downs and to dispose of nonperforming loans. Our capital ratios remain strong, with Tier 1 Leverage and Total Risk-Based ratios of 8.32% and 13.32% at year-end. Both are substantially above the levels required to be considered “well capitalized” as defined by the regulatory authorities.

- In terms of improving earnings, we made a major decision late in the fourth quarter to incur the cost of terminating a portion of an interest rate cap instrument, as reported in our year-end earnings press release. This action will contribute to an ongoing improvement in the net interest margin of our banking operations beginning in the first quarter of 2013 and continuing thereafter. Restoring the margin to historical levels in our lead subsidiary Talbot Bank will be meaningful in increasing net income.

- On controlling the expense side of the income statement, we have been closely-focused. There have been no senior executive bonuses paid, pay raises given to employees were modest—where deserved, director fees have been capped and to further contain costs, open but non-critical positions remain unfilled. We continue to assess a variety of other cost-containment options as we move into 2013.

Our operating environment remains challenging. Adverse external circumstances and unpredictable variables—the factors beyond our control, continue to resist improvement. Everyone recognizes the uncertainty associated with the future of the national economy, but there are unique factors affecting the Delmarva micro-economy. These revolve around commercial and residential real-estate

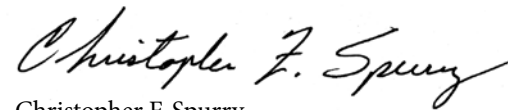
development, construction, housing sales, and real estate maintenance. Still, we are quite confident that our company will emerge from this unprecedented cycle as the ongoing dominant financial institution across our geographic footprint. We have the capital strength, the management talent—with a good succession plan, the leading market share, and the long-standing reputation needed to prevail as the dominant and most successful financial services provider locally headquartered in the Delmarva region.

We appreciate the support and confidence of all of our loyal shareholders.

Sincerely,



W. Moorhead Vermilye



Christopher F. Spurry



W. Moorhead Vermilye
Chief Executive Officer



Christopher F. Spurry
Chairman of the Board



Lloyd L. “Scott” Beatty, Jr.
President and COO



SHORE BANCSHARES, INC.

HERBERT L. ANDREW, III
Farmer

BLENDA W. ARMISTEAD
Investor

LLOYD L. "SCOTT" BEATTY, JR.
President and COO, Shore Bancshares, Inc.

WILLIAM W. "BUCK" DUNCAN
Retired Bank Executive

JAMES A. JUDGE
Certified Public Accountant, Anthony, Judge & Ware, LLC

NEIL R. LECOMPTE
Certified Public Accountant, Office of Neil R. LeCompte

FRANK E. MASON, II
President and CEO, JASCO

DAVID J. BATES
Investor

CHRISTOPHER F. SPURRY
Chairman, President, Spurry and Associates, Inc.

F. WINFIELD TRICE, JR.
President and CEO, CNB

W. MOORHEAD VERMILYE
Chief Executive Officer, Shore Bancshares, Inc.

JOHN H. WILSON
President, Coastal South of MD, Inc.

Officers

W. Moorhead Vermilye	<i>Chief Executive Officer</i>
Lloyd L. "Scott" Beatty, Jr.	<i>President and COO</i>
George S. Rapp	<i>Vice President and CFO</i>
W. David Morse	<i>Secretary and Legal Counsel</i>
Andrea G. Bayline	<i>Vice President, Internal Audit</i>
Timothy J. Berrigan	<i>Vice President and Chief Information Officer</i>
Pamela J. Dill	<i>Vice President and Chief Human Relations Officer</i>
Debra H. Rich	<i>Vice President and Chief Project Officer</i>

BANKING

THE TALBOT BANK OF EASTON, MARYLAND

HERBERT L. ANDREW, III, *Chairman*

BLENDA W. ARMISTEAD
LLOYD L. "SCOTT" BEATTY, JR.
CAROLE ANN CLEM
R. MICHAEL CLEMMER, JR.
JOHN W. DILLON
DAVID A. FIKE
DUANE F. MARSHALL
STEPHEN M. SHEARER
CHRISTOPHER F. SPURRY
DAVID P. VALLIANT
W. MOORHEAD VERMILYE

Officers

Patrick M. Bilbrough	<i>President and CEO</i>
Kevin Moran	<i>Senior Vice President and SLO</i>
Susan E. Leaverton	<i>Vice President and CFO</i>
Laura P. Heikes	<i>Vice President and Branch Administration Officer</i>

CNB

ANN B. COLLIER
MARK M. FREESTATE
THOMAS K. HELFENBEIN
JAMES A. JUDGE
CLYDE V. KELLY, III
NEIL R. LECOMPTE
DAVID W. MOORE
JERRY F. PIERSON
WM. MAURICE SANGER, *Chairman*
JEFFREY E. THOMPSON
F. WINFIELD TRICE, JR.
MARY ELLEN VALLIANT

Officers

F. Winfield Trice, Jr.	<i>President and CEO</i>
Thomas E. Beery	<i>Senior Vice President and SLO</i>
Charles E. Ruch, Jr.	<i>Senior Vice President and SCO</i>
Edward C. Allen	<i>Vice President and CFO</i>
Donna J. Stevens	<i>Senior Vice President and Senior Operations and Compliance Officer</i>

INSURANCE

THE AVON-DIXON AGENCY, LLC ELLIOTT WILSON INSURANCE, LLC JACK MARTIN & ASSOCIATES, INC.

LLOYD L. "SCOTT" BEATTY, JR.
JAMES "DICK" DEERIN, JR.
MARK M. FREESTATE
MARY ANN HENKER
WILLIAM L. LANE, JR., *Chairman*
DAVID C. LEE
EDWARD "NED" McDONALD
GEORGE T. MORAN
RICHARD C. TRIPPE, JR.
MORGAN WELLS
JOHN H. WILSON

Officer

Richard C. Trippe, Jr. *President and CEO*

TRI-STATE GENERAL INSURANCE AGENCY, LTD.

Officers

Edward A. Dickerson, III	<i>President</i>
Lloyd L. "Scott" Beatty, Jr.	<i>Secretary</i>
Brenda Dickerson	<i>Executive Vice President</i>
Jodi Swift	<i>Operations Manager</i>

INVESTMENTS

WYE FINANCIAL & TRUST A DIVISION OF CNB

Officer

Elizabeth Spurry *Senior Vice President*

From top of staircase, left to right:

Herbert L. Andrew, III, Frank E. Mason, III, John H. Wilson, James A. Judge, Christopher F. Spurry, Neil R. LeCompte, F. Winfield Trice, Jr., Lloyd L. "Scott" Beatty, Jr., David J. Bates, Blenda W. Armistead, William W. "Buck" Duncan, W. Moorhead Vermilye

Photo: The Tidewater Inn in Historic Easton, Maryland

SHORE BANCSHARES, INC.

Banking. Insurance. Investments. Community.

SHORE BANCSHARES, INC.

Executive Office
18 East Dover Street
Easton, MD 21601
Phone (410) 763-7800
Fax (410) 820-4238

Headquarters
28969 Information Lane
Easton, MD 21601
Phone (410) 763-7800
Fax (410) 822-8893
www.shbi.com



BANKING

THE TALBOT BANK OF
EASTON, MARYLAND
18 East Dover Street
Easton, MD 21601
Phone (410) 822-1400
Fax (410) 820-7180
www.talbot-bank.com

CNB
109 N. Commerce Street
Centreville, MD 21617
Phone (410) 758-1600
Fax (410) 758-2364
www.cnb-bank.com

INSURANCE

THE AVON-DIXON AGENCY, LLC
106 N. Harrison Street
Easton, MD 21601
Phone (410) 822-0506
Fax (410) 820-5629
www.avondixon.com

ELLIOTT WILSON INSURANCE, LLC
106 N. Harrison Street
Easton, MD 21601
Phone (410) 820-7797
Fax (410) 820-7754
www.elliottwilsonins.com

JACK MARTIN & ASSOCIATES, INC.
135 Old Solomon's Island Road
Annapolis, MD 21401
Phone (410) 626-1000
Fax (410) 626-9966
www.jackmartin.com

TRI-STATE GENERAL INSURANCE
AGENCY, LTD.
One Plaza East, 4th Floor
Salisbury, MD 21802
Phone (410) 546-1255
Fax (800) 518-1904
www.tsgia.com

INVESTMENTS

WYE FINANCIAL & TRUST
16 N. Washington Street
Easton, MD 21601
Phone (410) 763-8543
Fax (410) 763-8557
www.wyefinancialandtrust.com

TRANSFER AGENT
Registrar & Transfer Company
10 Commerce Drive
Cranford, New Jersey 07016
Investor Relations: (800) 368-5948
E-mail for investor inquiries: info@rtco.com
www.rtco.com

NASDAQ:SHBI