

## CAPITAL MARKETS ANNOUNCEMENT

## Evans Bancorp, Inc. (NYSE MKT: EVBN; Hamburg, NY) Closes \$14.0 Million Follow-On Offering of Common Stock

Sandler O'Neill + Partners, L.P. served as Sole Book-Running Manager for this offering.

This transaction represents the 111<sup>th</sup> public offering or private placement of common stock for a bank or thrift since January 1, 2012 for which Sandler O'Neill acted as book-runner, co-manager or placement agent—more than any other investment bank during that period. These transactions have raised approximately \$19.9 billion for our clients.<sup>1</sup>

## About the Offering:

Hamburg, New York, Jan. 23, 2017 – Evans Bancorp, Inc. (NYSE MKT: EVBN) (the “Company”), a community financial services company serving Western New York, today announced that it has completed a public offering of 400,000 shares of common stock at a price of \$35.00 per share. The offering resulted in gross proceeds of \$14.0 million and net proceeds of approximately \$12.9 million. The Company has also granted the underwriters a 30-day option to purchase up to an additional 60,000 shares of common stock at the same price and on the same terms and conditions. The Company expects to use the net proceeds of this offering to support organic growth and other general corporate purposes, including contributing capital to its banking subsidiary, Evans Bank, National Association.

## About the Company:

Evans Bancorp, Inc. is a financial holding company and the parent company for Evans Bank, National Association, a commercial bank with \$1.08 billion in assets and \$898.0 million in deposits. Founded in 1920, Evans Bank is a full service community bank, with 14 branches, providing comprehensive financial services to consumer, business and municipal customers throughout Western New York. Evans Bancorp's wholly-owned insurance subsidiary, The Evans Agency, LLC, provides property and casualty insurance through seven insurance offices in the Western New York region. Evans Investment Services provides non-deposit investment products, such as annuities and mutual funds.

*This announcement is for informational purposes only and does not constitute an offer to sell or the solicitation of an offer to buy securities.*

1) Source: SNL Financial

2) Financial data is not pro forma for the offering

January 23, 2017

**Follow-On Offering**

**\$14.0 Million**



**Sole Book-Running Manager**

**SANDLER O'NEILL + PARTNERS**

Financial Highlights as of September 30, 2016<sup>2</sup>

*(Dollars in millions)*

Total Assets	\$1,085
Net Loans	899
Total Deposits	898
Total Equity	95
Tang. Common Equity / Tang. Assets	8.09%
LTM ROAA	0.78%
LTM ROAE	8.25%

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**SANDLER O'NEILL + PARTNERS, L.P.**

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