



CSB BANCORP, INC.  
Millersburg, Oh.

presentation to the

Ohio Community Bank Conference

November 1, 2007

CSBB.OB

# INTRODUCTIONS

- Eddie L. Steiner  
President and Chief Executive Officer
  
- Paula J. Meiler  
Chief Financial Officer



# FORWARD LOOKING STATEMENTS

This report contains “forward-looking statements” that are subject to certain risks and uncertainties. When used herein, the terms “anticipates”, “plans”, “expects”, “believes”, and similar expressions as they relate to the Company or its management are intended to identify such forward-looking statements.

The Company’s actual results, performance or achievements may materially differ from those expressed or implied in the forward-looking statements. Risks and uncertainties that could cause or contribute to such material differences include, but are not limited to, general economic conditions, interest rate environment, competitive conditions in the financial services industry, changes in law, governmental policies and regulations, and rapid changes in technology affecting financial services. These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. The Company does not undertake, and specifically disclaims any obligation, to publicly revise any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

Further information about the Company and its business, including additional factors that could materially affect the Company’s financial results, is included in its filings with the Securities and Exchange Commission.

# Company Description

- **\$330 million independent community bank**
- **Full line commercial and retail banking**
  - **Incl. trust, brokerage, and cash management**
  - **Most commercial accounts are small businesses**
- **10 banking centers serving all of Holmes and portions of Tuscarawas and Wayne counties**
  - **37% deposit market share in Holmes County**
  - **7.7% deposit share for tri-county area ranks 4th behind one super-regional and two regional banks**



# CSB Market Area



Market area approximately 1½ hours northeast of Columbus.

# Market Characteristics

- **Mostly rural and small town environment**
  - **Holmes Co. pop. 45,000; \$528M FDIC deposits**
  - **Tri-county pop. 250,000; \$3.2B FDIC deposits**
  - **Contiguous county pop. 750,000; \$10B deposits**
  
  - **Holmes County Distinctive Culture**
    - **19,000 Amish**
    - **Wayne County 12,000 Amish**
    - **Conservative lifestyle and financial practices**



# Market Characteristics

- **Resilient and somewhat diverse economy**
  - **Agriculture, tourism, small manufacturing, and construction are leading industries in CSB's market**
  - **Low unemployment, and slow but steady population growth**
  - **Limited economic peaks and valleys**
    - **Minimal reduction in current housing values**
    - **Fairly low foreclosure activity**
    - **Moderate inventory of homes for sale**
    - **Builders have experienced some softening in new home orders**
    - **Commercial Loan pipeline showing some slowdown**



# Company History

- **Ohio-chartered commercial bank est. 1879**
- **Rapid growth in 1990's**
- **Turbulence in 2000 & 2001**
- **Board together since 2001**
- **Recovery phase complete**
- **Now performing above peers**
- **Well-managed and well-capitalized financial holding company**

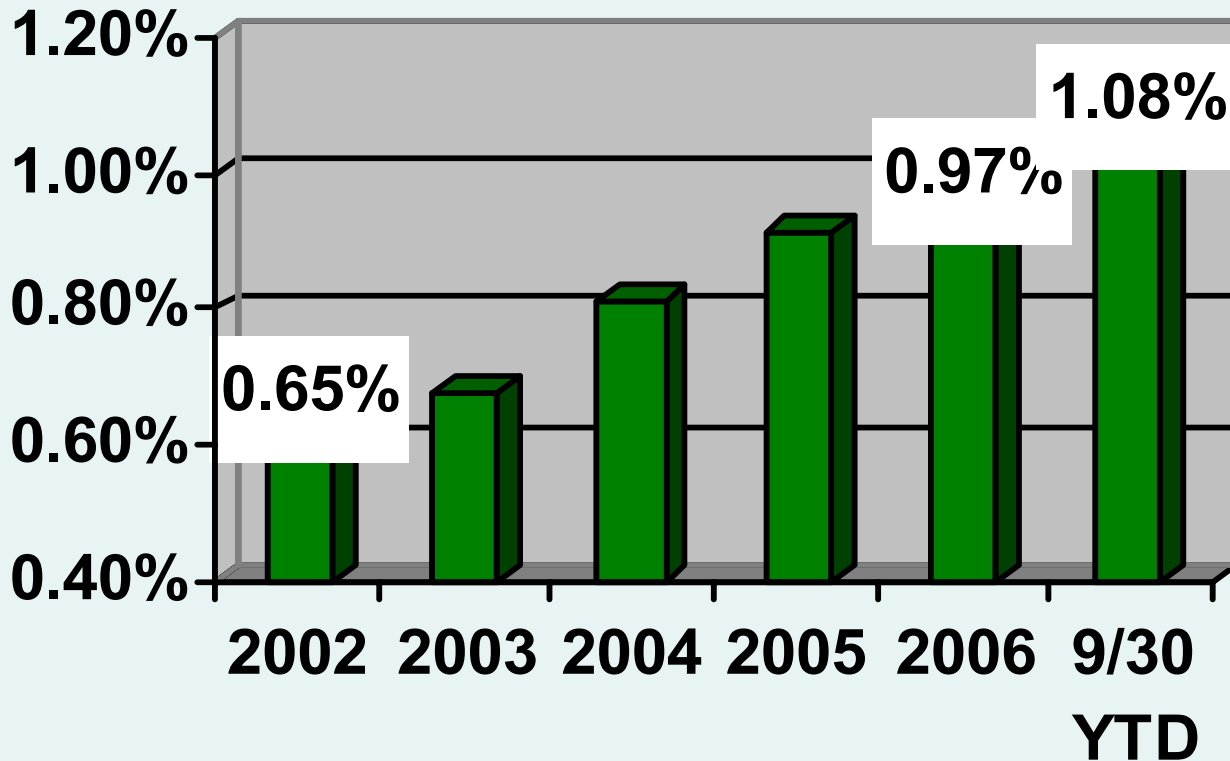


# Seasoned Leadership Team

- **Eddie Steiner, President, CSB Bancorp**
  - **CEO since 2006, Director since 2001, CPA**
  - **20+ years operations and senior management in regulated industries**
- **Rick Ginther, President, Commercial & Savings Bank**
  - **4 years CSB**
  - **30+ years commercial lending management in N.E. Ohio**
- **Paul Greig, SVP/COO**
  - **4 years CSB**
  - **30+ years bank operations executive in Northeast Ohio**
- **Paula Meiler, SVP/CFO**
  - **3 years CSB**
  - **25+ years bank finance in N.E. Ohio**
  - **ALCO, Investments, Regulatory**



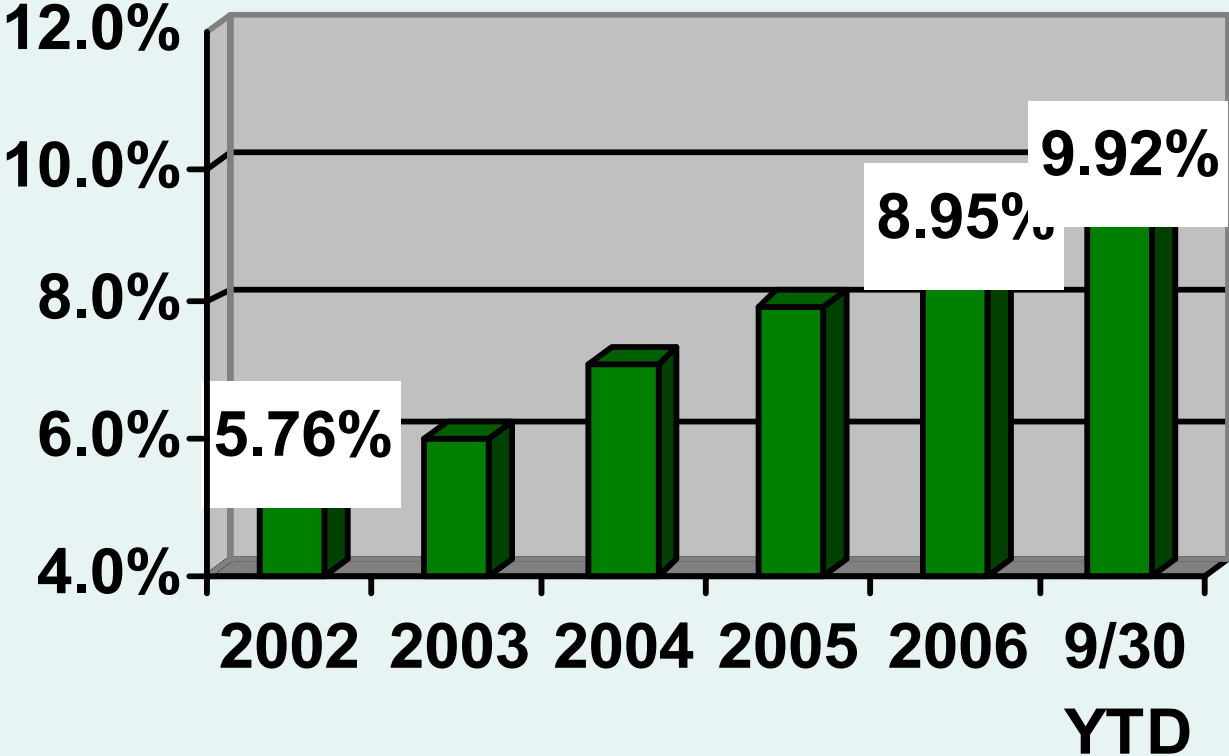
# Return on Average Assets



Ferris, Baker Watts Q2 07 Ohio bank & thrift median was .72%.



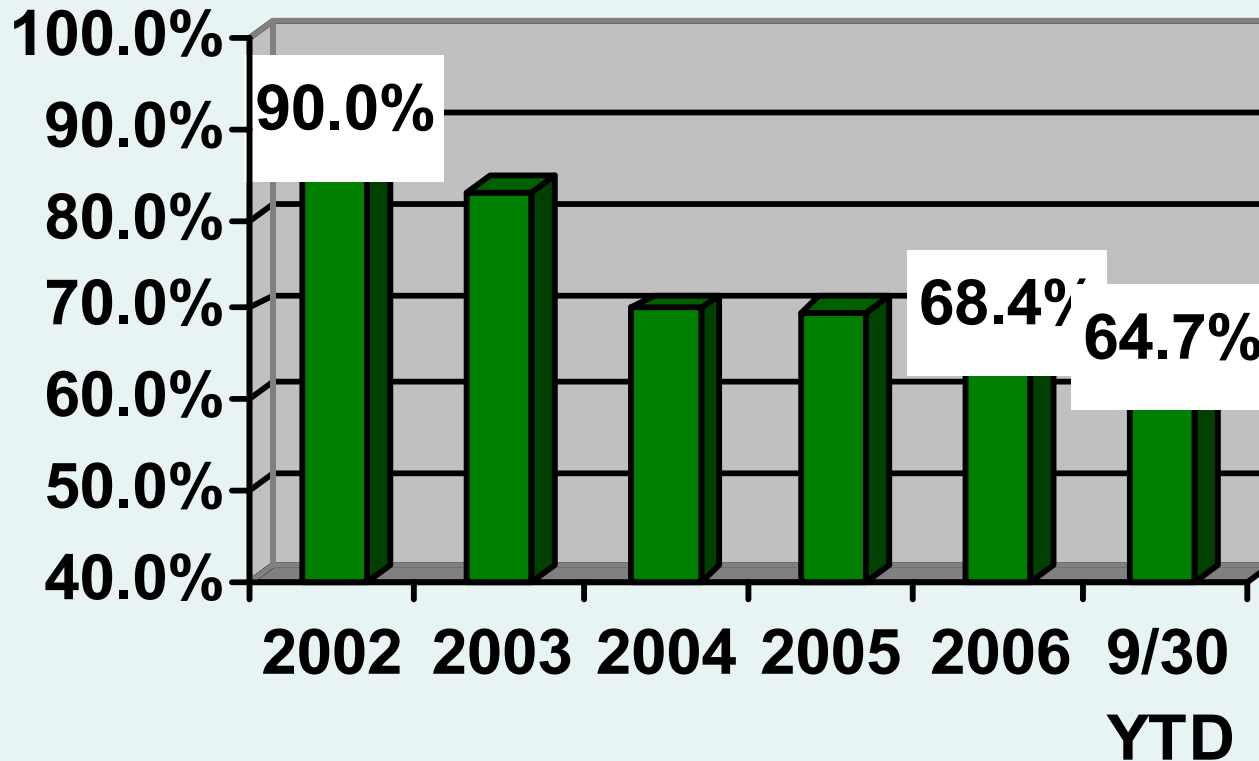
# Return on Average Equity



Ferris, Baker Watts Q2 07 Ohio bank & thrift median was 7.38%.



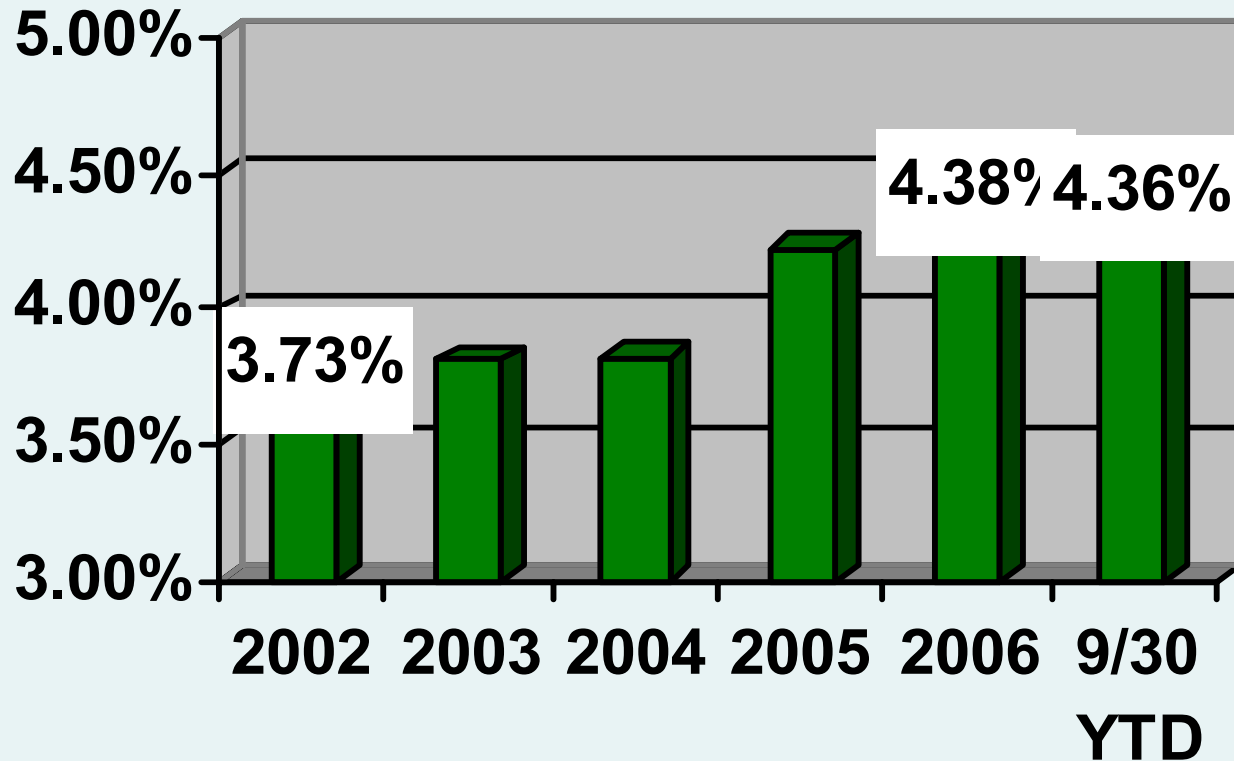
# Efficiency Ratio



Ferris, Baker Watts Q2 07 Ohio bank & thrift median was 68.4%.



# Net Interest Margin



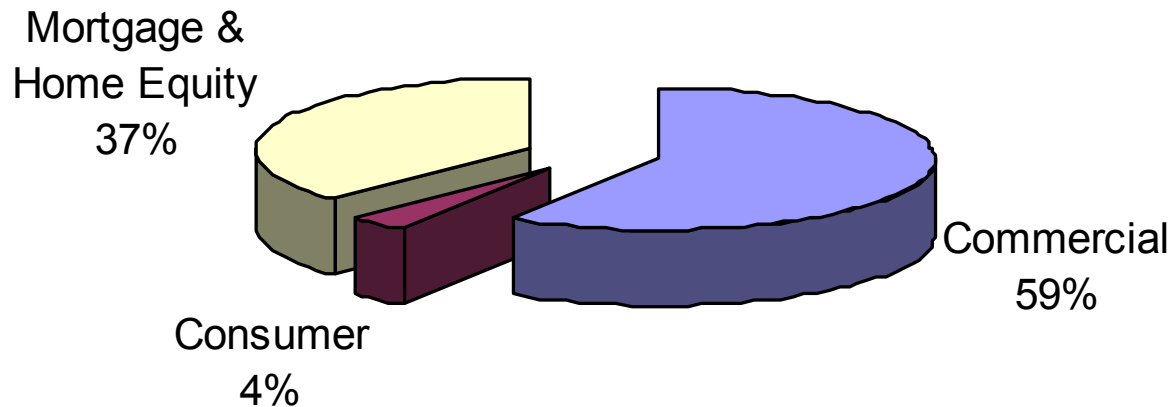
Ferris, Baker Watts Q2 07 Ohio bank & thrift median was 3.39%.



# Balance Sheet Characteristics

- **Neutral bias to interest rate risk (ALCO)**
- **Non-originator of subprime mortgages**
- **No embedded subprime derivatives in securities portfolio**

# Loan Composition

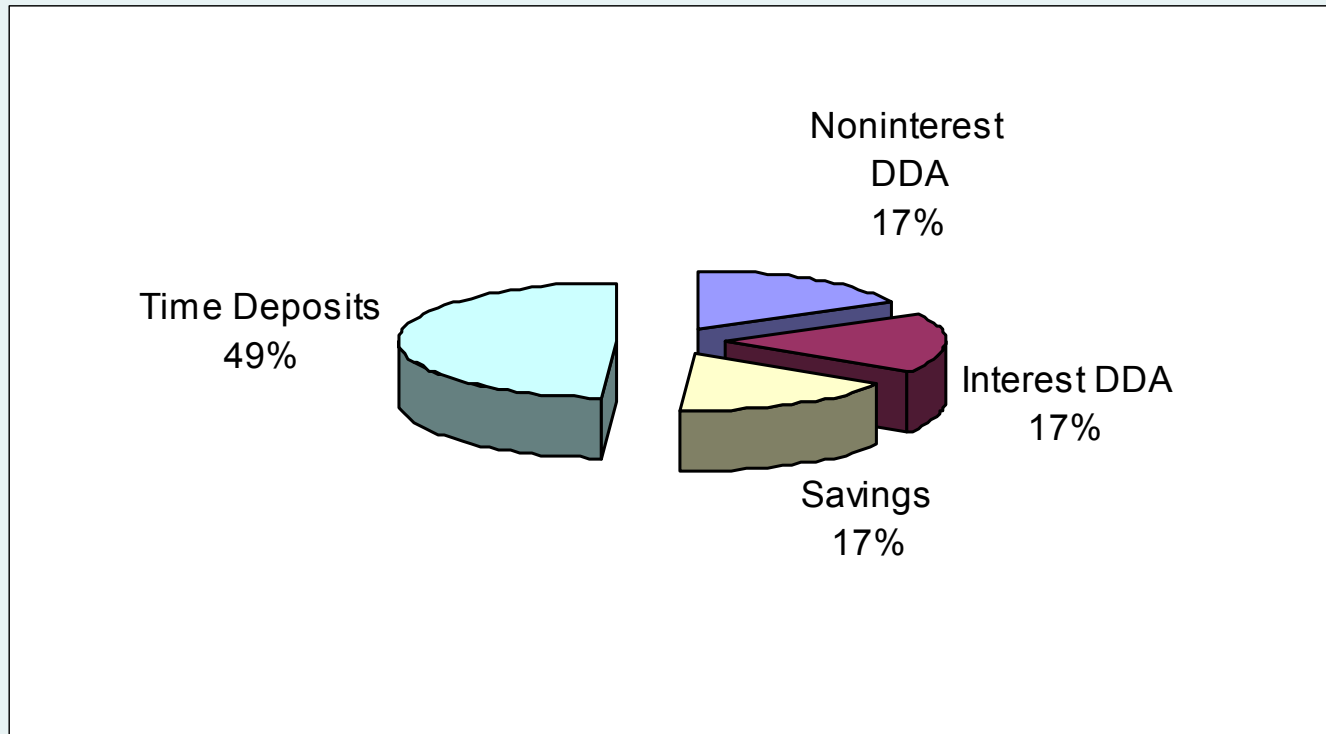


- Average loan balances of \$239 million are up 7% for the first nine months of 2007 vs. same period 2006.

# Relatively Stable Credit Quality

- **Net charge-offs to Average Loans**  
YTD 2007 - .23% annualized vs. .06% in 2006
- **Nonperforming assets to Loans & OREO**  
.44% at 9/30/07, down from .64% a year ago
- **Allowance for Loan Losses to Nonperforming Loans**  
234% at 9/30/07

# Deposit Composition



- Average deposit balances of \$252 million are up 2.6% for the first 9 months of 2007 vs. same period 2006.

# Key Measures For 2007

	2006 Actual	Published 2007 Target	2007 YTD
ROAA	.97%	1.01%	1.08%
ROAE	8.95%	9.28%	9.92%
Effic. Ratio	68.35%	67.91%	64.72%
EPS	\$1.23	\$1.30	\$1.07 (a)

(a) Year-end earnings per share on track to exceed \$1.30.



# Key Strategic Thrusts

- **Committed to sustaining 5 year trend of improvements in financial performance**
- **Continued focus on efficiencies**
- **Growth beyond current market area**
- **Pursue opportunities afforded by financial holding company status.**

# 2007 Tactical Accomplishments

- **Trust and Brokerage Enhancements**
  - Accretive to Company's Bottom Line
- **Opened New Banking Center**
  - Serving greater Orrville area including Dalton, Kidron, Apple Creek and Marshallville
- **Merchant Remote Deposit Capture**
  - Coupon payment interface capabilities to client receivable system



# Company Ownership and Stock Information

- Over 1,100 known shareholders
- No significant concentration of ownership
- No identified institutional holdings
- Current directors and executives own 6%
- A former director of the Company owns 5%

# CSBB Stock Information

- **Average Reported Volume**
  - 3 month average of 645 shares per day as of Oct 31
  - 10 day average at 1,712 shares per day as of Oct 31
- **Market Price Has Declined**
  - From \$21 to \$19 during 2006, a decline of 9.5%, with dividend yield increasing well above 3%
  - From \$19 to \$17.00 at 9/30/2007, a decline of 10% with dividend yield increasing well above 4%



# Cash Dividends

**Dividend rate increased six consecutive years**

**2007 Dividend Rate Increased 12.5% to  
annualized rate of \$.72 per share**

**Dividend Yield on October 31 stock price  
exceeds 4%**

**At current dividend rate, yield remains above  
3% until stock price exceeds \$24.00**



# Share Repurchase Program

**264,000 shares authorized July 2005  
(10% buyback program)**

**181,000 shares repurchased to date**

**83,000 shares still authorized for repurchase,  
or approximately 3.4% of current shares  
outstanding.**



# Stock Value Proposition

**As of October 31,**

**CSBB is trading at:**

**Price to tangible book value < 1.2**

**Price to Earnings (ttm) < 12**

**Strong dividend yield resulting from 5 years of increasing dividends and a 50% average earnings payout.**



# CSB Bancorp and The Commercial & Savings Bank

- Solid company performance versus peer.
- 5 year track record of increased earnings momentum.
- Diversified balance sheet with strong capital position.
- Organizational model and team infrastructure built to support a larger company.
- Poised for growth in current and new markets.





# Questions & Answers

CSBB.OB

This page intentionally left blank.



# End of Presentation Documents

November 1, 2007

*CSB - "A relationship you can bank on!"*