



John Smith
1 Maine Street
Anytown, ME, 00000

August 30, 2019

Greetings,

Recently, Bar Harbor Bank & Trust announced its planned acquisition of eight People's United Bank branches in central Maine. We are excited to welcome you to the Bar Harbor Bank & Trust family, and look forward to helping you achieve your financial goals.

As a Maine-headquartered bank, we are passionate about helping our customers achieve their goals and are committed to providing you the best service possible. With that in mind, we make every effort to provide you clear information regarding your accounts. Below you will find some important preliminary information about this transaction and what you can expect to happen next:

- **In late September, you will receive a Welcome Kit in the mail.** This kit will provide information on important updates to your accounts.
- **Bar Harbor Bank & Trust will not be closing any branches or changing any branch hours.** You can expect the same friendly, helpful, and knowledgeable staff you work with today at your local branch location.
- **We will be converting your People's United Bank accounts to Bar Harbor Bank & Trust accounts over the weekend of October 26 - 27, 2019.** During this time we will do everything possible to minimize disruption for you.
- **Additional Frequently Asked Questions (FAQs) and helpful information can be found on the reverse side of this letter.**

At Bar Harbor Bank & Trust, we strive to provide you with the best tools and advice to make managing your money easier and to help you reach your financial goals. When you bank with us, you can expect superior service from bankers who are as passionate about your goals as you are.

We appreciate the opportunity to serve you today and in the years to come. If you have questions about this letter, please call our friendly Customer Service Center at 888-853-7100 or stop by any of our local branches.

Sincerely,

A handwritten signature in black ink that reads "Curtis C. Simard".

Curtis C. Simard
President & CEO
Bar Harbor Bankshares



Frequently Asked Questions

Q. Which People's United Bank branches are becoming Bar Harbor Bank & Trust branches?

A. The eight branches include the locations below:

- Brewer Branch: 366 Wilson St.
- Main St. Bangor Branch: 183 & 201 Main St.
- Newport Branch: 44 Moosehead Trail
- Orono Branch: 69 Main St.
- Pittsfield Branch: 109 Main St.
- Stillwater Ave. Bangor Branch: 920 Stillwater Ave.
- Union St. Bangor Branch: 992 Union St.
- Waterville Branch: 335 Main St.

Q. Will the branch staff still be the same?

A. Yes, you can still expect to work with the same friendly bankers at all People's United Bank branches when they become Bar Harbor Bank & Trust branches.

Q. When are changes expected to occur?

A. Changes will occur at conversion, which currently is scheduled for October 26 - 27, 2019. The eight branches noted above will begin to operate as Bar Harbor Bank & Trust branches on October 28.

Q. Who should I contact with questions about my People's United Bank accounts and services?

A. Prior to October 28, you can contact your local People's United Bank location or People's United Bank's Customer Service Center at 800-894-0300 for assistance.

Q. Where can I get information about Bar Harbor Bank & Trust's products and services?

A. Bar Harbor Bank & Trust will send information directly to you via mail. For additional information, you may visit www.barharbor.bank/welcome or stop by any existing Bar Harbor Bank & Trust branch.

Q. Will my checking and savings account type and/or features change?

A. Yes. After conversion your account will be converted into a Bar Harbor Bank & Trust checking or savings product with similar features and benefits. Additional information will be provided prior to conversion.

Q. Where will I do my banking in the future?

A. After conversion, customers will have access to 22 Bar Harbor Bank & Trust locations throughout Maine, over 30 Bar Harbor Bank & Trust locations in New Hampshire and Vermont, as well as Bar Harbor Bank & Trust ATMs, Bar Harbor Mobile*, Bar Harbor Online*, telephone banking*, and our Customer Service Center. To learn more about our locations and these services, visit www.barharbor.bank

Q. I have deposits at both People's United Bank and Bar Harbor Bank & Trust, how does FDIC deposit coverage work?

A. For the six months immediately following conversion (October 28, 2019), any funds previously held at People's United Bank will be separately insured from any accounts previously held at Bar Harbor Bank & Trust, ie. each portion of deposits will be insured for \$250,000. Remember that deposits held at a bank in different "ownership categories" — such as joint, single and retirement accounts — are separately insured to at least \$250,000. That means, for example, that after the merger you could have up to \$250,000 in single accounts and up to \$250,000 in your share of joint accounts and still be fully insured.

*Online and/or carrier fees may apply.