

FIRST DEFIANCE
FINANCIAL CORPORATION

2008 Annual Meeting of
Shareholders
April 22, 2008

Date: Tuesday, April 22, 2008

Time: 1:00 PM

Place: First Federal Bank of the Midwest
Operations Center
25600 Elliott Road
Defiance, Ohio

1 WILLIAM J. SMALL, CHAIRMAN, PRESIDENT AND CEO of
FIRST DEFIANCE FINANCIAL CORP. (Mr. Small): Good afternoon. We ought
to

2 be outside on a day like this. If we would have known that the
weather was going to be this nice,,

3 we would have set the meeting up outside, but we did want to

4 give you a chance to see our new facility. The

5 annual meeting of First Defiance Financial Corp. is now

6 called to order. My name is William Small, and I will

7 act as presiding officer for the meeting.

8 I would like to welcome the stockholders who are

9 present, and if you did not sign in on the register as

10 you entered, we would certainly appreciate if you

11 would do that before you leave here today. Before we get

12 started with our program, I would like to make a few

13 introductions.

14 First off, to my right, Jack Wahl. Jack is our

15 Executive Vice President and Chief Financial Officer of

16 First Defiance. Seated next to Jack to his right is Jim

17 Rohrs, also Executive Vice President of First Defiance

18 and President, Chief Operating Officer of First Federal

19 Bank, and at the end of the table is Don Hileman. Don is

20 the Senior Vice President of First Defiance and the CEO
21 of First Insurance & Investments.

22 Also with us this afternoon are members of our Board
23 of Directors, Mr. Steve Boomer, who is our Vice Chairman.
24 John Bookmyer, Dr. Doug Burgei, Peter Diehl, Dwain
25 Metzger and Tom Voigt and Jerry Monnin.

I would also like to introduce Jean Hubbard

4 who is with us this afternoon. Jean, as you know, is a
5 nominee for our board. Also joining us today are
6 Jennifer Kary from our audit firm Crowe Chizek.
7 Seated up front is our
8 attorney from Vorys, Sater, Seymour & Pease, Terri Abare.

9 Before I proceed with our actual presentation, I
10 would like to acknowledge our retiring director, Jack
11 Fauster. Jack is not present today, but I tell you,
12 he served this company as a dedicated and devoted member
13 of our board for 33 years. I am very grateful for his
14 contributions and his support during the years of service
15 that I have had here at First Federal, and we certainly
16 all are going to miss him. As many of you know, we have
17 a mandatory retirement age, and it is hard to believe
18 that Jack has reached that. But he has, and we just wish
19 he and his wife Kate all the best in his retirement.

20 With that, we will proceed with our PowerPoint
21 presentation, and we always have to begin this with our
22 Safe Harbor Regulation FD Statement. First Defiance

23 Financial Corp., just a little profile of us. We were
24 actually founded in the year 1916 as Northwest Savings,
25 and our primary line of

1 business has always been community financial services.
2 As of March 31st of this year, we closed the first
3 quarter of 2008 We have
5 consolidated assets of 1.89 billion.

6 First Federal Bank of the Midwest is our primary
7 business unit, and that consists now of 36 banking
8 centers in 15 counties. That includes northwest Ohio,
9 southeast Michigan, and northeast Indiana, and 45 ATM
10 locations. We also offer Wealth and Management Trust
11 Services through the bank.

12 Our second business unit is First Insurance &
13 Investments, and there we specialize in property and
14 casualty, as well as group health programs. And we grew
15 this agency in 2007 not only through organic growth
16 but also through an additional acquisition when we
17 acquired Huber, Harger, Welt & Smith, an agency in
18 Bowling Green in February of 2007.

19 This is why we are successful. Our community
20 banking model is tested and proven. Our values that we
21 operate under are Customer First. When we talk about

22 Customer First, we talk about both our external
23 customers, the people that come through the doors every
24 day to do business with us as well as our internal
25 customers of different departments that service each

1 other within the bank. We strive to become trusted
2 advisers for our customers.

3 Local decision-making. This is very, very important
4 to us in our community bank philosophies, and that is why
5 we structure ourselves in what we call a market area
6 structure, so that we can keep that decision close to
7 home. And we are focused on increasing the value of our
8 company.

9 I think when you look back at our present
10 performance, you have to go back to 2002, the
11 year that we made the decision to sell off our mortgage
12 banking operation, the Leader Mortgage Company. At that
13 time, after the sale of that company in 2002, we were at
14 \$850 million in total assets. And also, at the time we
15 sold the company, it represented 50 percent of the
16 revenue of First Defiance. It wasn't an easy decision to
17 make, we made sure that
18 we had a plan in place that would allow for the
19 successful operation of this company in the years to
20 come.

21 As a result of that plan and the fact that we were
22 able to fully and successfully execute it, today our
23 assets have grown more than 2.2 times. We are up to 576
24 employees. We have entered a number of new markets.
25 At the time of that sale, we were operating eight

1 offices. We also have increased shareholder value.
2 We have become the largest community bank in the region,
3 and we are positioned for continued growth.

4 Our growth has been one that has a strategic focus.
5 It has not been helter-skelter by any means, and we have
6 tried to search out and take advantage of
7 opportunities that have been created, whether
8 through acquisitions, whether through de novo or
9 establishing new branches in markets that have been
10 avoided by community banking, or whether it has been
11 developing and offering a new line of products to our
12 customers.

13 Some of these would include remote deposit, which we
14 currently have 136 customers on; our CDARS program, which
15 is a program that allows people to obtain additional
16 insurance on their deposited funds, and also our
17 commercial and nonresidential real estate loans that have
18 grown to 1.1 billion. And this was all a part of the
19 plan that we made going back to that decision in 2002 to sell
20 the Leader Mortgage Company and focus on true community

21 banking.

22 2007 was a very active year as far as adding to the
23 franchise. We opened a new office in August in Fort
24 Wayne. I mentioned earlier the acquisition of the Huber,
25 Harger, Welt & Smith Insurance Agency in Bowling Green,

1 and we also, in October of 2007, announced the
2 acquisition of Pavilion Bancorp, which, as you will see
3 later, we closed in the first quarter of this year. And
4 this, again, was all part of our strategic plan for
5 growth.

6 Other significant accomplishments in 2007 included
7 14 percent growth in non-interest bearing deposits, and
8 this has been very, very critical to us, especially from
9 the standpoint of looking at our net interest margin. In
10 the current interest rate environment we are in, it is a
11 real struggle out there. One of the ways that we can
12 impact this, even in a low-rate environment, is to build
13 our non-interest bearing deposits, and we have been very
14 successful, as you can see, with that.

15 We also had over \$50 million growth in commercial
16 loans, and this is just straight C & I loans. This
17 isn't anything associated with commercial real estate.
18 We also had a steady mortgage volume despite the economy,
19 and we also opened this new operations center. Actually
20 started moving in here in December of 2007. So, as

21 you can tell, it was a very busy year for us.

22 This is our expanded footprint today. One big
23 difference from this year compared to last year is that
24 now we have facilities both in the state of Indiana and
25 eight offices up in the state of Michigan. We feel that

1 there are plenty of good business opportunities available
2 to us in this footprint. We don't see any need to
3 establish funding offices in Cleveland, Columbus,
4 Cincinnati, Indianapolis. We want to stay close to home,
5 and we really think that the opportunities are
6 there for us to be successful and grow our business by
7 doing that.

8 Our financial highlights on the screen here now, and
9 these are core earnings. Core earnings do not reflect
11 the impact of the one-time charges related to the
12 Pavilion acquisition. And 2007, as we expected, was
13 very, very tough. We knew it was going to be a tough
14 year, but, on a relative basis compared to other
15 banks, we had a very solid performance.

16 If you look at some of the main measurements
17 that are used in assessing banks, core return on
18 equity in 2007, we were at 8.48 percent. The median for
19 return on equity for publicly traded banks in Ohio last
20 year was 7.7 percent. Our median return on assets was 90 basis
points. The median in the State of

23 Ohio was 82 basis points.

24 So again, from a relative basis, it was a successful
25 year. Did it live up to our expectation for our past

1 performances? No. But in light of the challenging

2 environment out there, we felt it was successful.

3 And 2008 is off to a very solid start, which you will see as we go
through the slide presentation.. There are still a lot of

5 challenges out there, but I think we are prepared

6 to deal with them.

7 Commercial loans continue to be a strong business

8 focus for us at First Federal Bank. We had growth of

9 over \$50 million, which was a 21-and-a-half-percent

10 increase in the C & I category of our commercial

11 lending. We have a very strong small business

12 environment. None of that is tied to subprime lending.

13 We have an internal lending limit today because of our

14 size, of over \$25 million. Now generally our

15 internal limit is \$10 million. Anything above that takes

16 special board action, and believe me, there are

17 opportunities within our market area to make

18 loans in that range. And we have a strong emphasis on

19 our credit quality.

20 When you look at a breakdown of our loan portfolio

21 by loan type, you will see that commercial and commercial

22 real estate make up almost 70 percent of our loan
23 portfolio. The 47 percent of commercial
24 real estate I think needs a little bit of explanation,
25 because a lot of times people see commercial real estate

1 lending and all types of red flags and alarms go off in
2 regards to that.

3 I think this goes back to our
4 heritage of the savings and loan. As a thrift., we grab a
5 mortgage whenever we can. We like real estate. It is
6 collateral, and not only does it give us good solid
7 collateral, but it also gives us an opportunity to
8 operate under a thrift charter because of the way those
9 loans are classified by the regulators. So, while it
10 does look like a very significant part of our portfolio,
11 and it is, I think when you look at the attributes of
12 that segment of the portfolio and realize that most of
13 this is owner occupied, strong business properties within
14 our footprint, that certainly should mitigate some
15 of the concerns. And then the 22 percent that is in the
16 commercial and industrial, or C & I, segment, is made up
17 of a variety of different types of loans, including agriculture
18 loans to customers within the northwest Ohio, southeast
19 Michigan, and northeast Indiana area.

20 Our growth, as I mentioned, continues to be very

21 strong. This slide shows our compounded
22 annual growth rate, and on this particular graph we
23 exclude acquisitions just to show you what we have been
24 able to do through our organic growth. I think if you
25 look back against the year 2002, which is pretty much in

1 the middle of the bar graph here, you will see that
2 is when things really started to climb. After
3 the sale of Leader Mortgage, which took place in the
4 spring of 2002, it gave us an opportunity to really
5 redirect our focus on community banking.

6 Net charge-offs in the first quarter of this year,
7 were at 15 basis points. The last couple of years we
8 have seen these higher than our historical performance
9 has been. Again, on a peer group comparison, we still
10 perform very, very well. We mentioned in our press
11 release last night and again in our investor conference
12 call this morning that we feel the 15
13 basis point level is a level that possibly
14 will go higher throughout this year based
15 on a couple of factors; primarily the general
16 economic factors that we are facing.

17 Looking at some of our asset quality measures, our
18 non-performing assets have also trended up during the
19 current economic cycle, but I think you need to take into
20 consideration here that when you look at the

21 fact that they did go up in the first quarter of
22 this year a little bit more than what they traditionally have been
23 . The Pavilion
24 acquisition, which basically the Bank of Lenawee is their
25 operating entity, contributed to some of this

1 increase in the first quarter. In fact, loans that were actually
originated by First

3 Federal Bank, both our non-performing loans and other

4 real estate loans actually dropped in the first quarter.

5 We are working hard to bring our non-performing assets

6 down. Several of our real-estate-owned properties we

7 think are close to disposition, and we hope

8 that as the year goes on, we can effectively impact

9 that.

10 The reserves that we set up for our non-performing

11 loans or actually for our loans in general, we feel

12 are very adequate. We spend an awful lot of time on

13 this. We have a very diligent review process, and in the

14 case of the acquisition, we devoted a significant amount

15 of time during the due diligence process as well as just

16 prior to and right after closing, taking a good look

17 at all the loans and making sure that we had our hands

18 around everything. And we even had an independent firm

19 come in and do a loan review for us prior to closing, and

20 they basically reaffirmed our own findings. So we were

21 very pleased with that.

22 In regards to our credit quality factors,
23 one several of the reasons that I think are behind us being
24 successful in controlling our credit quality
25 numbers are that we are an in-market

1 lender. We know who our customers are. Our lenders know
2 their clients very well. We try to make sure that we
3 have solid underwriting standards in place and that they
4 are adhered to. We really have beefed up our credit
5 administration function over the last several years, and
6 we have established an asset review committee that
7 meets on a monthly basis to make sure that we are staying
8 on top of any credits that are showing any sign of
9 weakness.

10 We continue to be very, very active in the mortgage
11 banking arena. As many of you know, for years 12 pretty
much our only line of lending was residential
13 mortgage lending. Today with the fact that we have
14 diversified into more of a full-line community bank
15 business plan, we have not in any way abandoned mortgage
16 banking. We sell most of our production, and that is why
17 it represents a smaller part of our actual loan
18 portfolio. But when you look at the numbers that we have
19 produced and in the first quarter of 2008, we originated,
20 almost \$66 million in mortgage loans. That
21 represented 517 individual mortgages that were written in

22 the first quarter. That was a 55 percent increase from
23 the first quarter of 2007. Part of that actually,
24 I should say most of that, really, was driven by the
25 cuts that the Fed made back in January.

1 While mortgage rates are not directly tied to the
2 Fed move, they are actually more controlled by the
3 10-year Treasury. Treasuries took a significant
4 drop in late January that brought down mortgage rates and
5 stimulated the refinance activity, and that carried out
6 through the balance of the first quarter. Rates didn't
7 stay down very long, but the amount of business that came
8 into the pipeline certainly carried us all the way
9 through February, March, and I think we are still going
10 to benefit from some of that here in the second quarter.

11 Looking at that first number again of the
12 \$ 65.8 million in mortgage originations in the first three
13 months of this year. Last year, in total, we did
14 \$166 million, and that was a slight increase over the
15 prior year. And only \$32 and a half million of that was
16 done in the first quarter of 2007.

17 The 2005-2007 period was a pretty steady period
18 after we had been through the high volume of 2002 and 2003,
19 we saw a drop-off in '04. And then it came back and just
20 kind of leveled off for three years. Again, we are off

21 to a very strong start this year. Whether we will be
22 able to sustain that level depends a lot on some of the moves that
the Fed
24 makes and what happens to the economy in general. But
25 contrary to what you will hear on the evening news every

1 night, mortgage business is alive and well, at least
2 within the First Federal footprint.

3 Looking at servicing, I mentioned the fact that we
4 sell off most of our mortgage production. Even though we
5 sell the vast majority of the loans that we
6 originate, we retain the
7 servicing for them, and we make income off of that
8 servicing. You can see, the considerable jump in the
9 3/31/08 figures compared to year end '07.

10 The reason that jumps so significantly is that
11 obviously we had strong production here, but probably
12 more impactful is the fact that the Bank of Lenawee has a very
13 large mortgage servicing
14 portfolio that came on the books in the middle of March.
15 So that would have been reflected in the March 31st
16 numbers. Bank of Lenawee operated very similarly to
17 First Federal Bank as far as being a very aggressive
18 originator of residential mortgage loans in their market
19 area. This was another one of the strong similarities we found
20 between these two companies when we put them together.

21 On the deposit side of the balance sheet, and
22 this machine here is not an exercise machine or any new
23 medical device or anything, but this is our remote
24 deposit scanner. We felt it earned its place in our
25 presentation today because of what it has done for us as

1 far as increasing our non-interest deposits. We
2 have, as I mentioned, over 140 customers now on remote
3 deposit. And basically what this allows is
for businesses that are paid primarily in
5 checks to scan the checks right on-site and credit them to
6 their accounts simultaneous with that scanning. It saves
7 our customers the time and effort of making a trip to the bank and
8 also gets their account credited much quicker. In 2007,
9 as you can see here, we opened over 20,000 new retail
10 deposit accounts and over 1,600 new commercial deposit
11 customers at First Federal.

12 Our deposit account mix is continuing to change
13 dramatically and much to our delight. We have worked
14 hard. We have been very successful from
15 early on to transition the asset side
16 of our balance sheet (or the loan side) to become much more
17 like a commercial bank profile. But on the deposit side,
18 it has been a tougher climb. But I am very
19 pleased to say that we are right at about the 12 percent
20 level now of non-interest bearing deposits. And there are

21 two primary reasons for this.

22 We had a very focused marketing effort

23 throughout 2007, and it really paid dividends for us

24 especially in the latter part of the year as far as

25 bringing in a lot of new accounts. And part of that,

1 goes back to the remote deposit capture. The
2 other reason that that mix has improved so much as of
3 March 31st has to do with the acquisition of the
4 Bank of Lenawee. They had a very strong
5
6 deposit portfolio. This was one of the reasons that we
7 felt it was an attractive acquisition for us. This is
8 really key when we look at the impact this has on
9 our net interest margin.

10 This slide shows non-interest bearing accounts and this particular
slide actually excludes

12 acquisitions. You can see that our focus is
13 paying off with compounded annual growth rate of almost
14 13 percent.

15 Our second business unit is First Insurance &
16 Investments. We expanded our market as we bought the
17 agency and operate an office out of Bowling Green, Ohio
18 now. We continue to have
19 strong growth, especially in our group health and life
20 insurance areas, and we have learned that we need to be
21 very innovative in a soft premium market right now.

22 I think our people have done a good job of focusing on
23 that and setting targets to really build the
24 business. The only way you are going to grow the
25 insurance business today is to go out and find new

1 accounts. You are not going to do it just by maintaining
2 your current book of business.

3 This slide gives you a little bit of a profile of First
4 Insurance. It is actually headquartered right here in
5 Defiance. The original acquisition was right at the end of
6 1998 when we acquired the former Stauffer Mendenhall agency.
7 That was primarily a P & C or property and casualty book of
8 business. In the fall of '99, we acquired the
9 Defiance office of insurance and risk management. And
10 this was a good plan, because they brought along strong
11 group health as well as a much larger book of commercial
12 business. And then in 2007, we acquired the Bowling Green
agency,
13 which was primarily a property and casualty agency, but in a
14 market that we think offers great potential also in the
15 group health lines.

16 Our growth strategy here is basically to increase sales
17 opportunities, and a lot of that is a very focused effort
18 we have got on now in integrating both the bank and the
19 insurance sales efforts together and then continuing to
20 look for strategic acquisitions within the footprint of

21 First Defiance.

22 Our commission income continues to grow. You can
23 see that our commission income was \$5.3 million in 2007,
24 and going back again what I refer to as the benchmark
25 year of 2002, that is a \$2 million dollar growth. Our

1 health and life revenues continue
2 to exceed a 10 percent growth rate, and then the
3 other thing we have been very, very successful at is
4 contingent commission revenue. This is basically
5 being rewarded for writing good business. Most of this is booked in
the first
6
7 quarter. For 2008, the first quarter was a little over \$784,000
8 in contingent income. Our first quarter number actually
9 in 2007 was \$754,000. However, we did pick up some
10 additional contingent income later in 2007 that
11 brought that total up to over \$814,000. We don't
12 anticipate that number increasing really from where
13 it is right now. This year's number as of March 31st will
14 probably hold the same.

15 With that, I am going to turn it over to Jack Wahl,
16 our CFO, to give you some of the financial results before
17 I come back and wrap up.

18 JOHN C. WAHL, EXECUTIVE VICE PRESIDENT AND CHIEF
FINANCIAL OFFICER (Mr. Wahl): Thanks very much, Bill, and good

19 afternoon everyone. I will refer you to the copy of
20 the news release that was handed out when you came in the

21 room. I will not specifically read this, but it offers a
22 lot more detail than what I am going to provide here in
23 my presentation.

24 Some of the highlights for the quarter are -- and
25 Bill has already alluded to some of this -- the significant

1 increase in our net interest income and net interest
2 margin, which increased by 24 basis points in the 2008 first
3 quarter compared to 2007. Our core earnings per share is
4 up 6 percent for this year's first quarter versus last
5 year's first quarter, and I am also going to provide a
6 little bit of additional information on the Pavilion
7 acquisition and how that is being accounted for in
8 purchase accounting.

9 On a GAAP basis, which is Generally Accepted
10 Accounting Principles, our net income for the 2008 first
11 quarter was \$3.42 million or 47 cents per diluted share.
12 That compares to \$3.61 million in last year's first
13 quarter or 50 cents per share. This slide also shows GAAP
14 2003 through 2007 income and earnings per share. In
15 2007, as Bill mentioned, our income was \$13.9 million or \$1.94 per
share, which was down from 2006. It was
17 down primarily because of margin pressure that we felt
18 and all of our competitors felt as well.

19 When we record an acquisition, we typically have
20 expenses that are unique to closing that transaction and
21 that aren't going to be part of our results on a

22 going-forward basis. And we typically try to isolate
23 those acquisition-related costs so that somebody
24 analyzing your results can project how we will do
25 going forward. For the Pavilion acquisition

1 that we just completed, we reported \$750,000 of
2 acquisition-related costs within the first quarter.
3 These related to such things as the cancellation of
4 long-term contracts that we don't need any longer as
5 First Defiance, and it also includes paying stay bonuses
6 to some of the former Pavilion employees who didn't come
7 on as First Defiance employees but who we needed to
8 retain through a certain date in the transition to help
9 us following that closing date.

10 Our initial estimate of acquisition-related charges
11 when we announced the transaction was \$3.5 million. We
12 now believe those costs are going to cap out at about
13 \$2 million. A couple of things happened. The
14 estimate of the cost of terminating Pavilion's defined
15 benefit pension plan came about \$900,000 less than what
16 we had initially expected. And we had estimated some of
17 the separation costs of and severance costs of the former
18 Pavilion employees in our numbers. Those were
19 actually expensed by the seller prior to the closing
20 date. In our results for the first quarter of 2007, if

21 you exclude the \$750,000 of acquisition-related charges,
22 we earned \$3.91 million on a core basis or 54 cents per
23 share.

24 This slide also reflects similar adjustments that we
25 made in 2005 when we made the Commercial Bank and the

1 Genoa Savings acquisitions. And in 2004, we had an
2 unrelated one-time cost associated with an item when we
3 disclosed, I believe, the related charges.

4 This slide highlights one of the real successes of
5 our 2008 first quarter. Our net interest income
6 increased by \$1.6 million. That is our top line revenue
7 growth. Our top line revenue increased by \$1.6 million
8 or 13.4 percent over last year's first quarter.
9 Our net interest margin of 3.76 percent was 13 basis
10 points better than last year's first quarter and 24 basis
11 points better than the quarter ended
12 December 31st of 2007. This improvement was achieved
13 primarily by improving our mix of deposits. We allowed
14 higher-cost CDs to leave the bank, and we were able to
15 grow our lower costs for deposits.

16 Non-interest income for the first quarter was
17 \$6 million, a 7.3 percent increase over last year's first
18 quarter, and Bill has already mentioned most of the
19 growth in this area was in mortgage banking income, which
20 was up nearly 42 percent this year compared to the first

21 quarter of last year.

22 In this slide we highlight mortgage banking income

23 just so you can get a sense for how material it was,

24 especially back in 2003 and 2004 and how currently, even

25 though we are very pleased with how much that has

1 increased for us this year, it is a relatively minor part
2 of our total net income. We are much less reliant on
3 mortgage banking income than we were five years ago.

4 Efficiency ratio is a measure of how much expense it
5 takes to generate income or to generate revenue. For
6 example, on a GAAP basis in 2008 in the first quarter, it
7 cost us 67.7 cents to generate each dollar of revenue.

8 We prefer to do this analysis excluding the
9 acquisition-related costs. And when you do that, the
10 efficiency ratio is 64 percent. It is a continual focus
11 of the bank to try to lower this number, and we certainly
12 like it to be closer to 60 percent. However, when you
13 operate the type of business plan that we do, which
14 relies on high-touch customer contact, it is very
15 difficult to run with an efficiency ratio much
16 lower than 60 percent.

17 This slide provides a couple of details on the
18 Pavilion acquisition. The purchase price that we paid
19 for Pavilion was \$28 million in cash and 1,039,000 shares
20 of First Defiance stock. The acquisition was valued at

21 \$55.2 million using the October 2, 2007 stock price,

22 which was the date that we announced the acquisition.

23 Now, the accounting rules have changed since the acquisition,
and if

24 we do an acquisition that closes after January 1st of

25 next year, you will use the closing price on the date or

1 the stock price on the date of the closing of the
2 transaction rather than the announcement date. If we had
3 done that this year, the deal would have been valued at
4 \$48.2 million rather than \$55.2 million. That amount does
5 not include any investment banking fees, attorney fees,
6 or accounting fees that will be capitalized into the
7 purchase.

8 The acquisition increased our assets by \$235 million
9 on a net basis after you factor out the cash payment. It
10 increased our loans by \$230 million, our deposits by
11 \$209 million. Goodwill recorded and intangible assets
12 totaled approximately \$27 million, which reduced our
13 tangible book value per share to \$15.45 from \$17.79 at
14 the end of December.

15 Our estimate of the annual accretion that will be
16 realized from this acquisition is between seven and 10
17 cents per share, excluding the one-time
18 acquisition-related costs. I have already mentioned
19 that the estimate of the acquisition cost has been
20 lowered to \$2 million from our initial estimate of

21 \$3.5 million.

22 We always like to review with our shareholders some

23 of our capital management initiatives. We did borrow

24 \$20 million to help us fund the Pavilion acquisition.

25 That was booked at a rate of 90-day LIBOR

1 plus 1.5 percent. We issued over the last several years
2 two issues of trust preferred securities of \$15 million
3 last year at this time and \$20 million at the end of
4 2005. Our quarterly dividend right now is 26 cents per
5 quarter, and with the stock price of approximately \$18 a
6 share, that is about a 5.9 percent yield on that
7 dividend. Now, it is not very much comfort if your stock
8 was at \$30 a share when you bought it, but if you are
9 buying your stock at the price today, if nothing else,
10 you are getting an outstanding yield on that investment.

11 Back in 2003, the Board of Directors authorized us
12 to repurchase 639,000 shares of our stock. We still have
13 96,000 shares remaining in that repurchase. We have not
14 really been actively buying shares except from local
15 shareholders because, frankly, in this environment,
16 capital is very important. It is very important to our
17 regulators. It is also very important to our Board of
18 Directors.

19 This slide shows the historical total return of our
20 stock, and it is a lot more fun to talk about this last

21 year at this time than it is right now. Obviously,
22 our stock price has declined significantly. However,
23 if you assess your investment in First Defiance
24 since the beginning of 2000, we still have significantly
25 outperformed the NASDAQ bank index and the NASDAQ market

1 as a whole. Just a couple more comments on our stock
2 performance, and then I will turn the podium back over to
3 Bill.

4 We are frequently asked about why
5 our stock price is trading where it is, and
6 the answer we typically give is that there is
7 not really one specific answer to that question.
8 We believe there is certainly a bias against
9 financials right now. I don't think anybody would argue
10 that fact. There are a lot of concerns about
11 companies that have made a lot of mortgages, and even
12 though we have always emphasized that we have not been in
13 the subprime lending business, the market tends to
14 paint everybody with a broad brush.

15 Stocks frequently trade on emotion, and when that
16 emotion is greed, the price of the stock goes significantly
17 up. When that emotion is fear, the price of stock goes
18 significantly down, and I would suggest that
19 financials, including our stock, are certainly trading
20 right now some on fear.

21 We frequently do this presentation to national audiences
22 of investment advisers and stock analysts, and we point out
23 that the Midwest, and Ohio, Michigan and Indiana
24 specifically, frequently is a victim of what we call
25 geographic discrimination. I think just the fact that

1 we are located in northwest Ohio and with operations now
2 in Indiana and Michigan are of concern to certain investors.
Somebody looking at us as an
3 investment opportunity is potentially going to be scared
4 away by those facts.

5 However, I did point out that our dividend yield right now
6 is close to 6 percent and at \$18 a share, we are
7 trading at approximately 75 percent of book value and at
8 about 1.15 percent of our tangible book value. And if
9 you look over the last 12 months' earnings, that is about
10 nine times our last 12 months' earnings. Bill?

11 Mr. Small: Thanks, Jack. Just to
12 wrap up and talk about our focus throughout the
13 remainder of 2008. Obviously, high on our list is the
14 integration of our new offices. I think we are
15 off to a great start. We have seen growth in deposits.
16 When we set out and start doing all of the planning on an
17 acquisition, we usually factor in some deposit
18 runoff, being a new player in town so to speak. But,
19 during the first month or month and a half, we are
20 very pleased to see that we have actually had deposit

21 growth.

22 Our good-to-great initiative -- if any of you have
23 read the book, I think you will have a pretty good
24 understanding of that. This is really just kind of a
25 performance measurement program that we are establishing

1 within the bank. We think we are a good bank, but we are
2 not going to settle for that -- we are going to be a great bank. The
next bullet addresses our

3 role as a trusted advisor to our customers. Again, we,
4 we think is very, very important to be recognized that
5 way. And this is a major focus of our good-to-great
6 initiative.

7 Private banking is going to be one of the things
8 that you are going to see us more involved with as part
9 of that. Our deposit growth strategy is to continue
10 to keep our focus on growing especially on our
11 non-interest bearing deposits. Again, anything that we
12 can do there is certainly going to be an advantage for our net
interest margin. And then our wealth

14 management services, we think, represents some
15 significant opportunities. I know as we started
16 talking to the people with Pavilion Bancorp, they were
17 very excited about that. They felt there was a real void
18 to that in the southeast Michigan area, and we have
19 already had some great opportunities to go out and meet
20 with a number of clients up in that market area.

21 What will help us accomplish this and to be
22 successful? I think it is our clear vision for the
23 future. We have a well-defined and a well-communicated
24 business plan. Our people throughout the organization
25 understand it. Everything is based on core values,

1 customer first, the personal approach. Again, that is very near
2 and dear to our hearts. We are not going to be
3 successful if we take on the image of being a
4 big bank. We have just got a tremendous team in place,
5 throughout this organization.

6 I don't think anybody that has not experienced
7 it understands the amount of work that is involved in
8 acquiring and converting an institution, especially when
9 you go in on the day of the closing on Friday at
10 5:00 o'clock. That door gets locked, and over that
11 weekend, you convert the entire system, the entire
12 operation, the signage.

13 You open up Monday morning at 8:30 and it is First
14 Federal Bank, and I tell you, that doesn't happen easily.
15 I want to thank Denny Rose. Denny is the head of our
16 conversion team. He missed a meeting one day and got
17 named that, and so his attendance has been much better
18 the last several years. But it is an awful lot of work,
19 and it is not just Denny. We
20 have a lot of employees in this room. And there is not a

21 single one of them that is not in one way or another a
22 contributor to that successful conversion. And we
23 will continue to be a part of the successful
24 integration. And we are well prepared and well
25 positioned.

1 I think the fact that we have grown to the size that
2 we are today really gives us tremendous
3 opportunities, especially when we can operate with
4 the community bank business plan. We can go head-to-head
5 with any of the big banks as far as the products and services
6 we offer, and yet we can react in response to customers
7 on a level that not many of the smaller community banks have
8 been able to do. So, I think that, we are in
9 the right place. We are the right size. There is a ton
10 of opportunities out there, and we are going to continue
11 to take advantage of those.

12 With that, I thank you for listening to our
13 presentation this morning. And before we get into the
14 business segment of our meeting, we would be happy to
15 answer any questions that anybody might have. I am only
16 going to wait so long. Okay. If there are no questions,
17 we will proceed with the business part of our meeting.

18 The Board of Directors has appointed Terri Abare as
19 our Inspector of Elections. All executed proxies and the
20 list of stockholders have been turned over to the

21 Inspector of Elections. John Boesling, to my immediate
22 left, will act as secretary of this meeting, and Dani
23 Norden -- Danielle Norden, I ought to be formal, on the
24 far left up here, is the recording secretary. Mr.
25 Boesling will now report on the notice of the annual

1 meeting. John?

2 MR. Boesling: Thank you, Bill. Mr. Chairman, on or
3 about March 25, 2008, notice of this annual meeting,
4 together with the proxy statement, form of proxy, and
5 copy of the corporation's annual report for the fiscal
6 year ended December 31, 2007, were mailed to stockholders
7 of record as of March the 7, 2008. I have submitted an
8 affidavit verifying the mailing of these items.

9 The Inspector of Elections will now report on the votes
10 present at this meeting. Miss Abare.

11 MS. Abare: Mr. Chairman, there are 6,111,437 shares
12 present in person or by proxy at this meeting.

13 Mr. Small: Thank you. A quorum is
14 present either by person or by proxy, and this is a legal
15 meeting called to transact the business set forth in the
16 proxy statement and such other business as may come
17 before the meeting. Would any stockholder or proxy holder
18 who has not already done so, give the Inspector of
19 Elections his or her proxy for verification. So, if
20 anybody brought their proxy with them, would you make

21 sure that it comes to the front table?

22 There is one item to be considered at this meeting.

23 It is to elect three directors for three-year terms.

24 This item requires only a simple majority of the shares

25 actually voted. The company bylaws provide for a

1 classified board currently composed of 11 members.
2 Therefore, three persons have been nominated for election
3 for a three-year term expiring in the year 2011. I now
4 recognize Dr. Douglas Burgei, chairman of our corporate
5 governance committee, who will present the slate set
6 forth in the proxy statement. Doug?

7 DR. Burgei: Those persons nominated by the Board of
8 Directors and the term of each is as follows: Jean A.
9 Hubbard, three years, expiring 2011; James L. Rohrs,
10 three years, expiring 2011; Thomas A. Voigt, three years,
11 expiring 2011. I move that these individuals be elected
12 to serve on the Board of Directors of First Defiance
13 Financial Corp. for the term of year stated.

14 Mr. Small: Is there a second?

15 A VOICE: Second.

16 Mr. Small: Second. There have been no
17 other nominations or items submitted to First Defiance
18 pursuant to its bylaws. The bylaws require 30-days'
19 notice prior to the annual meeting. Are there any
20 questions concerning the item on the ballot? Since there

21 are no questions, the item will be put to a vote. We do
22 have ballots available, and if you want
23 to vote that today, of course if you have voted a proxy,
24 that has already been recorded.
25 However, you do have the right to revoke that proxy and

1 change your vote if you would desire to do so. And you
2 can do that by picking up a ballot from us. Is there
3 anybody present that would like to vote their ballot here
4 today? If not the polls are officially
5 open. And I guess with that, since nobody is going to
6 pick up a ballot or present a proxy, the polls
7 are closed. So if
8 there are no other shares to be voted in person, I now
9 declare the polls closed and ask the Inspector of
10 Election to announce the results of the voting.

11 MS. Abare: Mr. Chairman, the following number of
12 votes have been cast in favor of the election of the
13 following persons to serve as Directors of First Defiance
14 Financial Corp.: Jean Hubbard, 5,916,933; James Rohrs,
15 5,986,172; Thomas Voigt, 5,942,711.

16 Mr. Small: With that, I now declare the
17 three nominees have been duly elected by the required
18 votes of the stockholders. There is no other official
19 business to be brought before this meeting -- and again,
20 I will ask, does anybody have any questions?

21 Well, we thank you for attending today's meeting.
22 The executive officers and directors will be around
23 afterwards if you want to speak with them, or ask any
24 questions privately. And also, since this is our first
25 time to, host you at our new operations center,

1 we have made arrangements. Brian Eitniear, who is
2 standing in the back of the room, will host anybody who would like
3 a tour of the building, So, you just meet him right
4 outside the door there in the foyer, and he will give you
5 a tour. With that, if there is no other business, I will
6 entertain a motion to adjourn the meeting.
7

8 A VOICE: Move.

9 Mr. Small: So moved. Is there a
10 second?

11 A VOICE: Second.

12 Mr. Small: Seconded. Ladies and
13 gentlemen, we are adjourned. Thank you again very much.

14 (Whereupon, the meeting was adjourned at 1:52
15 o'clock p.m.)