

### AMERICAN BUSINESS BANK REPORTS RECORD ANNUAL AND QUARTERLY EARNINGS

Core loans increased by \$136 million or 24% annualized in the quarter

### Full Year 2022 Highlights

- Total loans, excluding PPP loans, increased \$496 million or 26% over prior year
- Non-interest bearing demand deposits were 53% of total deposits
- Cost of average deposits of 0.14%, an increase of 0.09% over prior year quarter
- Nonperforming assets to total assets of 0.18%
- Near nil delinquencies in 30-89 day loan category
- **Record net income** of \$48.6 million
- **Net interest income increased** by \$18 million or 17% over the prior year
- Continued status as well-capitalized, the highest regulatory category

#### Fourth Quarter 2022 Highlights

- Total core loans, excluding PPP loans, increased \$136 million or 6% over prior quarter
- Net interest income increased 31%, excluding accelerated PPP fees, over prior year quarter
- Net interest margin increased to 3.6%, from 3.4% at September 30, 2022
- Net income increased \$4.3 million or 44% over prior year quarter
- Tangible book value per share increased by \$1.97 to \$28.39 over prior quarter

Los Angeles, California, January 27, 2023. <u>AMERICAN BUSINESS BANK</u> (OTCQX: AMBZ) today reported net income of \$14.0 million or \$1.51 per fully diluted share for the fourth quarter of 2022 compared to \$13.3 million or \$1.44 per fully diluted share for the third quarter of 2022, an increase of 5%. For the quarter ended December 31, 2022, net income associated with the PPP program was \$52 thousand or \$0.01 per fully diluted share compared to \$1.3 million or \$0.14 per fully diluted share for the quarter ended December 31, 2021. For the year ending December 31, 2022, net income was \$48.6 million or \$5.28 per fully diluted share, compared to \$39.2 million or \$4.33 per fully diluted share for the year ended December 31, 2021. For the year ended December 31, 2022, net income associated with the PPP program was \$2.9 million or \$0.31 per fully diluted share compared to \$12.4 million or \$1.37 per fully diluted share for the year ended December 31, 2021.

"Our team is pleased to report record annual net income for 2022 as well as achieving a 1.46% return on average assets for the fourth quarter. These are wonderful milestones for our Bank, but many factors are changing quickly, especially interest rates over the past several months. In the last year, we have benefitted from rising interest rates, but this is starting to have an adverse effect as the government draws liquidity from the financial system at super competitive rates. As a result, at year end 2022, our deposits decreased \$207 million or 6% from a year ago, and we are borrowing overnight to fill that gap. We continue to be a strong core deposit franchise and will be leaning into that strength, focusing on gathering core deposits to replace those borrowings.

Core loans grew at a healthy pace in the quarter. With a continued focus on outstanding credit quality, the loan pipeline remains solid but has been impacted by the higher rate environment and slowing economy.

We look forward to 2023 and continuing to deliver superior service and solutions throughout the entire economic cycle for small to mid-size businesses in Southern California," commented Leon Blankstein, ABB's President, CEO, and Director.

For the quarter ending December 31, 2022, net interest income was \$34.6 million, a 7% increase over the third quarter of 2022. Interest income on loans increased by \$2.9 million due to core loan growth and higher interest rates. For the quarter ending December 31, 2022, the cost of deposits was 0.14% representing an increase of 0.09% compared to the quarter ending September 30, 2022 and December 31, 2021.

The provision for loan losses was \$1.2 million in the quarter commensurate with core loan growth. The allowance for loan losses as a percentage of loans, excluding PPP loans, was 1.22% at December 31, 2022.

For the full year 2022, the increase in net income over 2021 was primarily due to a \$12.2 million increase in interest income on loans and a \$6.2 million increase in interest on investment securities. This was offset by a \$2.6 million increase in provision for loan losses commensurate with core loan growth and a \$1.8 million increase in salary expense.

### Net Interest Margin

Net interest margin for the fourth quarter of 2022 was 3.60% compared to 3.40% in the third quarter of 2022 and 2.82% in the fourth quarter of 2021 reflecting the higher yield on earning assets. Excluding the impact of PPP loans, the net interest margin was 3.60% for the fourth quarter of 2022 compared to 3.38% for the third quarter of 2022. As of December 31, 2022, 62% of the loan portfolio was fixed rate. Of the variable rate loans, approximately half are indexed to prime of which \$393 million are adjustable within 90 days of a change in prime.

#### Net Interest Income

For the quarter ended December 31, 2022, net interest income increased by \$2.3 million, or 7%, compared to the third quarter of 2022 and increased by \$7.0 million, or 26%, compared to the quarter ended December 31, 2021. This is the result of the Bank's strong core loan growth and increases in market rates on loans and investment securities offset by the reduction in PPP loan income.

For the year ended December 31, 2022, net interest income was \$125.1 million compared to \$107.1 million for the year ended December 31, 2021. The increase of \$18 million or 17% is due to additional interest on core loans of \$25.7 million and additional interest on investment securities of \$6.2 million offset by the \$13.5 million reduction in PPP loan income.

	Т	As of or Welve Mo			As of or For the Three Months Ended:								
(Figures in \$000s, except per share amounts)		December 2022		December 2021		cember 2022	S	eptember 2022	December 2021				
PPP Total Loans, net	\$	9,505	\$	143,584	\$	9,505	\$	10,066	\$	143,584			
1% Coupon Interest	\$	482	\$	4,086	\$	26	\$	35	\$	418			
Amortized fees		298		1,924		20		25		254			
Accelerated fees		3,286		11,589		28		297		1,118			
Total PPP loan income	\$	4,066	\$	17,599	\$	73	\$	356	\$	1,789			
Total PPP loan income after tax Total PPP loan income after tax per	\$	2,867	\$	12,413	\$	52	\$	251	\$	1,262			
share - diluted	\$	0.31	\$	1.37	\$	0.01	\$	0.03	\$	0.14			

As of January 19, 2023, approximately 99% of PPP loans have been forgiven. Of the thirteen remaining PPP loans, four are in the forgiveness review or submission process.

#### Non-Interest Income

Other non-interest income increased for the quarter and year-to-date periods primarily due to fees for cash management services. The increase in total non-interest income for the year ended December 31, 2022 compared to the year ended December 31, 2021 is primarily due to the increase in fees from deposit and cash management services offset by the decline in the valuation of COLI policies that are invested in mutual funds.

#### Non-Interest Expense

For the quarter ending December 31, 2022, total non-interest expense increased \$0.8 million and \$1.3 million compared to the third quarter of 2022 and the fourth quarter of 2021, respectively. These increases are primarily due to salaries related to additional employees. Bonuses and commissions have fluctuated with actual results between the periods. In addition other increases are due to an increase in legal costs and non recurring software expenses. The efficiency ratio was 45% for the fourth and third quarter of 2022, compared to 51% for the fourth quarter of 2021.

For the year ended December 31, 2022, non-interest expense increased \$1.9 million or 3% compared to the prior year, mainly due to increases in salaries and employee benefits and professional services offset by the decrease in settlement expense related to a legal matter which occurred in the second quarter of 2021.

There were 225 full time equivalent employees at December 31, 2022 compared to 204 a year ago and 211 at September 30, 2022. The Bank has 40 relationship managers in eight offices representing an increase of three from a year ago and remains unchanged from the prior quarter. The Bank has invested in back office personnel commensurate with the increase in core loans over the last two years.

#### **Balance Sheet**

From September 30, 2022 to December 31, 2022, total core loans, excluding PPP loans, increased \$136 million, or 6%. During the fourth quarter of 2022, Commercial Real Estate (CRE) loans increased by \$78 million, primarily due to an increase of \$52 million in owner-occupied CRE and \$44 million in non-owner-occupied CRE offset by a decrease of \$18 million in Construction & Land loans mainly due to three loan payoffs.

	De	ecember 31, 2022	Se	eptember 30, 2022
(Figures in \$000s)				
RE - Owner Occupied	\$	1,011,913	\$	959,677
RE - Non Owner Occupied		660,600		616,271
Construction & Land		49,398		67,833
Total CRE Loans	\$	1,721,911	\$	1,643,780

In addition, Residential Real Estate loans increased by \$28 million due to \$18 million in loan growth and a reclassification of \$10 million from CRE. C&I loans increased by \$20 million due to an increase in line utilization. At December 31, 2022, the utilization rate for the Bank's commercial lines of credit increased to 31% from 30% at September 30, 2022.

Investment securities decreased during the fourth quarter to \$1.3 billion. As of December 31, 2022, the duration of the available-for-sale securities portfolio decreased to 5.4 years from 5.6 years as of September 30, 2022. Accumulated other comprehensive loss decreased to \$81.2 million as of December 31, 2022 from \$84.7 million as of September 30, 2022 as market rates relevant to securities pricing decreased. The duration on the held-to-maturity portfolio which holds a significant amount of municipal securities is 7.7 years.

During 2022, total assets decreased \$71.5 million, or 1.8%, total deposits decreased by \$207 million, or 5.8% and overnight borrowings grew by \$162 million. Total loans, excluding PPP loans, grew \$496 million, or 26%.

At December 31, 2022, the tangible common equity ratio increased from September 30, 2022 to 6.6%, benefitting from fourth quarter net income and a lower Accumulated Other Comprehensive Loss. Loan growth over the last year has increased risk-weighted assets resulting in a decline in risk-based capital ratios, which remain well above regulatory requirements.

### **Asset Quality**

The following table presents asset quality overview as of the dates indicated:

	ember 31, 2022	September 30, 2022		
(Figures in \$000s)				
Non-performing assets (NPA)	\$ 6,927	\$	2,337	
Loans 90+ Days Past Due and Still Accruing	 -		-	
Total NPA	\$ 6,927	\$	2,337	
NPA as a % of total assets, excluding PPP	0.18%		0.06%	
Past Due as a % of total Loans, excluding PPP	0.00%		0.00%	
Criticized as a % of total Loans, excluding PPP	1.59%		2.33%	
Classified as a % of total Loans, excluding PPP	0.42%		0.35%	

During the fourth quarter, NPA increased by \$4.6 million to \$6.9 million with the addition of three C&I loan relationships in unrelated industries. As of December 31, 2022, the NPA had a \$487 thousand specific reserve related to six C&I impaired loan relationships of which the majority have a partial guarantee by the state or the SBA. There were no charge offs in the fourth quarter of 2022 and only one during the year.

The following table represents the allowance for loan losses as of and for the dates and periods indicated:

		Three Mor	nths En	ided	Twelve Months Ended					
	December 31, 2022		Sep	tember 30,	Dec	ember 31,	Dec	ember 31,		
				2022		2022		2021		
(Figures in \$000s)										
Beginning Balance	\$	28,439	\$	27,608	\$	25,062	\$	22,931		
Charge-offs		-		(23)		(23)		(278)		
Recoveries		27		18		81		456		
Net (charge-offs) / recoveries	\$	27	\$	(5)	\$	58	\$	178		
Provision		1,169		836		4,515		1,953		
Ending Balance	\$	29,635	\$	28,439	\$	29,635	\$	25,062		
Allowance as a % of total assets, excluding PPP		1.21%		1.24%		1.21%		1.30%		

All PPP loans are 100% guaranteed by the SBA and as such, no allowance for loan losses is allocated to these loans. The Bank is required to adopt CECL, or Current Expected Credit Loss, on January 1, 2023 and preliminary analysis will likely result in a decrease to the Allowance for Loan Losses. There are no loans on a loan payment deferment program.

#### ABOUT AMERICAN BUSINESS BANK

American Business Bank, headquartered in downtown Los Angeles, offers a wide range of financial services to the business marketplace. Clients include wholesalers, manufacturers, service businesses, professionals and non-profits. American Business Bank has seven Loan Production Offices in strategic locations including: North Orange County in Anaheim, Orange County in Irvine, South Bay in Torrance, San Fernando Valley in Woodland Hills, Riverside County in Corona, Inland Empire in Ontario and LA Coastal in Long Beach.

#### FORWARD LOOKING STATEMENTS

This communication contains certain forward-looking information about American Business Bank that is intended to be covered by the safe harbor for "forward-looking statements" provided by the Private Securities Litigation Reform Act of 1995. Such statements include future financial and operating results, expectations, intentions and other statements that are not historical facts. Such statements are based on information available at the time of this communication and are based on current beliefs and expectations of the Bank's management and are subject to significant risks, uncertainties and contingencies, many of which are beyond our control. Actual results may differ materially from those set forth in the forward-looking statements due to a variety of factors, including various risk factors. We are under no obligation (and expressly disclaim any such obligation) to update or alter our forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

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## American Business Bank

 $Figures\ in\ \$000,\ except\ share\ and\ per\ share\ amounts$ 

# **BALANCE SHEETS (unaudited)**

		December		eptember	December		
		2022		2022	2021		
Assets:							
Cash and Due from Banks	\$	34,644	\$	79,490	\$	33,246	
Interest Earning Deposits in Other Financial Institutions		1,931		13,420		195,624	
Investment Securities:							
US Agencies		123,164		133,686		185,170	
Mortgage Backed Securities		439,376		447,488		808,496	
State and Municipals		101,788		99,441		231,917	
US Treasuries		-		-		-	
Corporate Bonds		15,021		15,205		12,903	
Securities Available-for-Sale, at Fair Value		679,349		695,820		1,238,486	
Mortgage Backed Securities		190,525		193,640		-	
State and Municipals		394,219		394,929		298,651	
Securities Held-to-Maturity, at Amortized Cost		584,744		588,569		298,651	
Federal Home Loan Bank Stock, at Cost		15,000		15,000		11,779	
Total Investment Securities		1,279,093		1,299,389		1,548,916	
Loans Receivable:							
Commercial Real Estate		1,721,911		1,643,780		1,371,475	
Commercial and Industrial		514,787		494,681		444,009	
SBA Payroll Protection Program		9,505		10,066		143,584	
Residential Real Estate		179,452		151,514		112,817	
Installment and Other		14,547		5,186		5,897	
Total Loans Receivable		2,440,202		2,305,227		2,077,782	
Allowance for Loan Losses		(29,635)		(28,439)		(25,062)	
Loans Receivable, Net		2,410,567		2,276,788		2,052,720	
Furniture, Equipment and Leasehold Improvements, Net		5,605		5,645		6,580	
Bank/Corporate Owned Life Insurance		27,668		28,282		28,851	
Other Assets		81,254		80,405		46,339	
Total Assets	\$	3,840,762	\$	3,783,419	\$	3,912,276	
Liabilities:							
Non-Interest Bearing Demand Deposits	\$	1,808,570	\$	1,894,054	\$	1,934,444	
Interest Bearing Transaction Accounts	Ą	314,747	Ф	322,945	Ф	287,224	
Money Market and Savings Deposits		1,225,619		1,249,575		1,337,035	
Certificates of Deposit		41,858		43,530		39,445	
Total Deposits						3,598,148	
Federal Home Loan Bank Advances / Other Borrowings		3,390,794 161,500		3,510,104		3,390,140	
Other Liabilities		34,018		37,218		25 574	
Total Liabilities	<b>\$</b>	3,586,312	<u> </u>	3,547,322	<u> </u>	35,574 <b>3,633,722</b>	
Total Liabilities	•	3,380,312	<b>.</b>	3,547,522	•	3,033,722	
Shareholders' Equity:							
Common Stock	\$	205,558	\$	204,682	\$	202,199	
Retained Earnings		130,080		116,128		81,521	
Accumulated Other Comprehensive Income / (Loss)		(81,188)		(84,713)		(5,166)	
Total Shareholders' Equity	\$	254,450	\$	236,097	\$	278,554	
Total Liabilities and Shareholders' Equity	\$	3,840,762	\$	3,783,419	\$	3,912,276	
Standby Letters of Credit	\$	38,459	\$	42,067	\$	35,891	
Per Share Information:							
Common Shares Outstanding		8,963,108		8,937,069		8,832,797	
Book Value Per Share	\$	28.39	\$	26.42	\$	31.54	
Tangible Book Value Per Share	\$	28.39	\$	26.42	\$	31.54	
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# American Business Bank

Figures in \$000, except share and per share amounts

## **INCOME STATEMENTS (unaudited)**

	For the three months ended:					
	D	ecember 2022	Se	ptember 2022	Γ	December 2021
Interest Income:		2022		2022		2021
Interest and Fees on Loans	\$	28,068	\$	25,134	\$	20,729
Interest on Investment Securities		7,658		7,181		7,158
Interest on Interest Earning Deposits						
in Other Financial Institutions		366		467		135
Total Interest Income		36,092		32,782		28,022
Interest Expense:						
Interest on Interest Bearing Transaction Accounts		120		40		33
Interest on Money Market and Savings Deposits		1,145		383		377
Interest on Certificates of Deposits		20		10		10
Interest on Federal Home Loan Bank Advances						
and Other Borrowings		159		16		-
Total Interest Expense		1,444		449		420
Net Interest Income		34,648		32,333		27,602
Provision for Loan Losses		1,169		836		1,485
Net Interest Income after Provision for Loan Losses		33,479		31,497		26,117
Non-Interest Income:						
Deposit Fees		1,003		1,056		912
International Fees		328		318		357
Gain (Loss) on Sale of Investment Securities, Net		(32)		24		(18)
Gain on Sale of SBA Loans, Net		-		-		-
Bank/Corporate Owned Life Insurance Income (Expense)		181		270		308
Other		629		461		280
Total Non-Interest Income		2,109		2,129		1,839
Non-Interest Expense:						
Salaries and Employee Benefits		10,873		10,854		10,459
Occupancy and Equipment		1,153		1,243		1,157
Professional Services		2,032		1,716		1,462
Promotion Expenses		633		618		800
Other		1,698		1,198		1,176
Total Non-Interest Expense		16,389		15,629		15,054
Earnings before income taxes		19,199		17,997		12,902
Income Tax Expense		5,247		4,747		3,240
NET INCOME	\$	13,952	\$	13,250	\$	9,662
Per Share Information:						
Earnings Per Share - Basic	\$	1.53	\$	1.45	\$	1.07
Earnings Per Share - Diluted	\$	1.51	\$	1.44	\$	1.06
Weighted Average Shares - Basic		9,131,068		9,110,176		9,002,011
Weighted Average Shares - Diluted		9,219,807		9,200,981		9,143,933

# American Business Bank

Figures in \$000, except share and per share amounts

# INCOME STATEMENTS (unaudited)

INCOME STATEMENTS (unaudited)	For the twelve months ended:							
		ecember	December					
Interest Income:		2022		2021				
Interest and Fees on Loans	\$	98,995	\$	86,800				
Interest on Investment Securities	Ψ	27,778	Ψ	21,617				
Interest on Interest Earning Deposits		_,,,,,		,				
in Other Financial Institutions		975		462				
Total Interest Income		127,748		108,879				
Interest Expense:								
Interest on Interest Bearing Transaction Accounts		217		152				
Interest on Money Market and Savings Deposits		2,158		1,621				
Interest on Certificates of Deposits		51		47				
Interest on Federal Home Loan Bank Advances								
and Other Borrowings		267		-				
Total Interest Expense		2,693		1,820				
Net Interest Income		125,055		107,059				
Provision for Loan Losses		4,515		1,953				
Net Interest Income after Provision for Loan Losses		120,540		105,106				
Non-Interest Income:								
Deposit Fees		4,038		3,314				
International Fees		1,361		1,210				
Gain (Loss) on Sale of Investment Securities, Net		(75)		(33)				
Gain on Sale of SBA Loans, Net		-		-				
Bank/Corporate Owned Life Insurance Income (Expense)		(387)		1,113				
Other Total Non-Interest Income		1,788 6,725		921 6,525				
		0,720		0,020				
Non-Interest Expense:								
Salaries and Employee Benefits		41,689		39,867				
Occupancy and Equipment		4,675		4,589				
Professional Services		7,172		6,043				
Promotion Expenses		1,974		1,734				
Other T-t-1N - L-tt E		5,233		6,581				
Total Non-Interest Expense		60,743		58,814				
Earnings before income taxes		66,522		52,817				
Income Tax Expense		17,963		13,654				
NET INCOME	\$	48,559	\$	39,163				
Per Share Information:								
Earnings Per Share - Basic	\$	5.34	\$	4.39				
Earnings Per Share - Diluted	\$	5.28	\$	4.33				
Weighted Average Shares - Basic		9,095,159		8,918,938				
Weighted Average Shares - Diluted		9,194,381		9,048,355				

# QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

	For the three months ended:											
		]	Dec	ember 2022			S	epter	nber 2022			
		Average		Interest	Average		Average	]	Interest	Average		
	-	Balance		Inc/Exp	Yield/Rate		Balance	]	Inc/Exp	Yield/Rate		
Interest Earning Assets:												
Interest Earning Deposits in Other Financial Institutions	\$	39,054	\$	366	3.71%	\$	78,168	\$	467	2.42%		
Investment Securities:												
US Agencies		128,861		970	3.01%		139,525		570	1.63%		
Mortgage Backed Securities		731,139		3,429	1.88%		747,130		3,404	1.82%		
State and Municipals		509,687		2,816	2.21%		513,082		2,840	2.21%		
US Treasuries		-		-	0.00%		-		-	0.00%		
Corporate Bonds		16,250		180	4.43%		14,424		142	3.93%		
Securities Available-for-Sale and Held-to-Maturity		1,385,937		7,395	2.13%		1,414,161		6,956	1.97%		
Federal Home Loan Bank Stock		15,000		263	7.00%		15,000		225	6.00%		
Total Investment Securities		1,400,937		7,658	2.19%		1,429,161		7,181	2.01%		
Loans Receivable:												
Commercial Real Estate		1,690,553		18,581	4.36%		1,609,616		16,938	4.17%		
Commercial and Industrial		504,597		7,142	5.62%		493,273		6,112	4.92%		
SBA Payroll Protection Program		9,796		73	2.96%		13,580		356	10.40%		
Residential Real Estate		163,068		2,219	5.40%		138,437		1,678	4.81%		
Installment and Other		7,352		53	2.84%		6,694		50	2.99%		
Total Loans Receivable		2,375,366		28,068	4.69%		2,261,600		25,134	4.41%		
Total Interest Earning Assets	\$	3,815,357	\$	36,092	3.70%	\$	3,768,929	\$	32,782	3.40%		
Liabilities:												
Non-Interest Bearing Demand Deposits		1,948,872		_	0.00%		1,942,800		_	0.00%		
Interest Bearing Transaction Accounts		319,496		120	0.15%		307,736		40	0.05%		
Money Market and Savings Deposits		1,231,241		1,145	0.37%		1,237,809		383	0.12%		
Certificates of Deposit		44,427		20	0.18%		42,396		10	0.10%		
Total Deposits		3,544,036		1,285	0.14%		3,530,741		433	0.05%		
Federal Home Loan Bank Advances / Other Borrowings		15,989		159	3.94%		2,609		16	2.37%		
Total Interest Bearing Deposits and Borrowings		1,611,153		1,444	0.36%		1,590,550		449	0.11%		
Total Deposits and Borrowings	\$	3,560,025	\$	1,444	0.16%	\$	3,533,350	\$	449	0.05%		
Net Interest Income			•	34,648				¢	32,333			
Net Interest Rate Spread			Ψ	37,070	3.54%			Ψ	34,333	3.35%		
*				=					=			
Net Interest Margin				=	3.60%				=	3.40%		
Net Interest Margin, excluding SBA PPP				=	3.60%				-	3.38%		

# QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

				For the three	months	ended:			
	 ]	Dece	ember 2022			I	Decen	nber 2021	
	 Average Balance		Interest Inc/Exp	Average Yield/Rate		Average Balance		Interest Inc/Exp	Average Yield/Rate
Interest Earning Assets:			-					-	
Interest Earning Deposits in Other Financial Institutions	\$ 39,054	\$	366	3.71%	\$	326,356	\$	135	0.17%
Investment Securities:									
US Agencies	128,861		970	3.01%		191,544		278	0.58%
Mortgage Backed Securities	731,139		3,429	1.88%		818,689		3,728	1.82%
State and Municipals	509,687		2,816	2.21%		520,354		2,863	2.20%
US Treasuries	-		-	0.00%		-		-	0.00%
Corporate Bonds	16,250		180	4.43%		12,750		109	3.42%
Securities Available-for-Sale and Held-to-Maturity	 1,385,937		7,395	2.13%		1,543,337		6,978	1.81%
Federal Home Loan Bank Stock	15,000		263	7.00%		11,779		180	6.10%
Total Investment Securities	 1,400,937		7,658	2.19%		1,555,116		7,158	1.84%
Loans Receivable:									
Commercial Real Estate	1,690,553		18,581	4.36%		1,318,877		13,624	4.10%
Commercial and Industrial	504,597		7,142	5.62%		401,559		4,211	4.16%
SBA Payroll Protection Program	9,796		73	2.96%		161,986		1,789	4.38%
Residential Real Estate	163,068		2,219	5.40%		113,660		1,059	3.70%
Installment and Other	7,352		53	2.84%		6,658		46	2.75%
Total Loans Receivable	 2,375,366		28,068	4.69%		2,002,740		20,729	4.11%
Total Interest Earning Assets	\$ 3,815,357	\$	36,092	3.70%	\$	3,884,212	\$	28,022	2.82%
Liabilities:									
Non-Interest Bearing Demand Deposits	1,948,872		-	0.00%		2,019,342		-	0.00%
Interest Bearing Transaction Accounts	319,496		120	0.15%		267,881		33	0.05%
Money Market and Savings Deposits	1,231,241		1,145	0.37%		1,363,415		377	0.11%
Certificates of Deposit	44,427		20	0.18%		39,414		10	0.10%
Total Deposits	 3,544,036		1,285	0.14%		3,690,052		420	0.05%
Federal Home Loan Bank Advances / Other Borrowings	15,989		159	3.94%		-		-	0.00%
Total Interest Bearing Deposits and Borrowings	1,611,153		1,444	0.36%		1,670,710		420	0.10%
Total Deposits and Borrowings	\$ 3,560,025	\$	1,444	0.16%	\$	3,690,052	\$	420	0.05%
Net Interest Income		\$	34,648				\$	27,602	
Net Interest Rate Spread				3.54%					2.77%
Net Interest Margin			=	3.60%				=	2.82%
Net Interest Margin, excluding SBA PPP			=	3.60%				=	2.75%
1100 morest Margin, excluding SDA 111			=	3.0070				=	2.7370

## QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

				For the twelve	month	s ended:			
	]	Dece	ember 2022			I	Dece	mber 2021	
	Average		Interest	Average		Average		Interest	Average
	 Balance		Inc/Exp	Yield/Rate		Balance		Inc/Exp	Yield/Rate
Interest Earning Assets:									
Interest Earning Deposits in Other Financial Institutions	\$ 80,083	\$	975	1.22%	\$	319,720	\$	462	0.15%
Investment Securities:									
US Agencies	150,498		1,632	1.08%		209,417		1,409	0.67%
Mortgage Backed Securities	764,473		13,250	1.73%		583,907		9,035	1.55%
State and Municipals	516,387		11,438	2.22%		463,422		10,086	2.18%
US Treasuries	_		-	0.00%		-		-	0.00%
Corporate Bonds	14,490		566	3.91%		11,133		392	3.52%
Securities Available-for-Sale and Held-to-Maturity	 1,445,848		26,886	1.86%		1,267,879		20,922	1.65%
Federal Home Loan Bank Stock	14,047		892	6.35%		11,515		695	6.03%
Total Investment Securities	 1,459,895		27,778	1.90%		1,279,394		21,617	1.69%
Loans Receivable:									
Commercial Real Estate	1,565,704		65,417	4.18%		1,202,622		49,713	4.13%
Commercial and Industrial	492,483		23,315	4.73%		363,284		15,572	4.29%
SBA Payroll Protection Program	47,421		4,066	8.58%		402,131		17,599	4.38%
Residential Real Estate	129,698		6,000	4.63%		98,753		3,741	3.79%
Installment and Other	6,955		197	2.83%		5,576		175	3.13%
Total Loans Receivable	 2,242,261		98,995	4.41%		2,072,366		86,800	4.19%
Total Interest Earning Assets	\$ 3,782,239	\$	127,748	3.33%	\$	3,671,480	\$	108,879	2.92%
Liabilities:									
Non-Interest Bearing Demand Deposits	1,944,585		_	0.00%		1,895,685		_	0.00%
Interest Bearing Transaction Accounts	295,346		217	0.07%		262,980		152	0.06%
Money Market and Savings Deposits	1,256,463		2,158	0.17%		1,297,730		1,621	0.12%
Certificates of Deposit	42,111		51	0.12%		36,300		47	0.13%
Total Deposits	 3,538,505		2,426	0.07%		3,492,695		1,820	0.05%
Federal Home Loan Bank Advances / Other Borrowings	16,274		267	1.64%		2		-	0.37%
Total Interest Bearing Deposits and Borrowings	1,610,194		2,693	0.17%		1,597,012		1,820	0.11%
Total Deposits and Borrowings	\$ 3,554,779	\$	2,693	0.08%	\$	3,492,697	\$	1,820	0.05%
Net Interest Income		¢	125,055				\$	107,059	
			123,033	2.250/			<u></u>	107,039	2.070/
Net Interest Rate Spread			=	3.25%				-	2.87%
Net Interest Margin			-	3.31%				-	2.92%
Net Interest Margin, excluding SBA PPP			=	3.24%				=	2.74%

# **SUPPLEMENTAL DATA (unaudited)**

	D	ecember	Se	ptember	D	ecember
		2022		2022		2021
Performance Ratios:						
Quarterly:						
Return on Average Assets (ROAA)		1.46%		1.39%		0.97%
Return on Average Equity (ROAE)		23.45%		21.22%		14.17%
Efficiency Ratio		44.55%		45.38%		51.10%
Year-to-Date						
Return on Average Assets (ROAA)		1.26%		1.20%		1.03%
Return on Average Equity (ROAE)		19.27%		17.98%		14.95%
Efficiency Ratio		46.07%		46.66%		51.77%
Capital Adequacy:						
Total Risk Based Capital Ratio		12.46%		12.39%		13.21%
Common Equity Tier 1 Capital Ratio		11.41%		11.35%		12.09%
Tier 1 Risk Based Capital Ratio		11.41%		11.35%		12.09%
Tier 1 Leverage Ratio		8.75%		8.40%		7.09%
Tangible Common Equity / Tangible Assets		6.62%		6.24%		7.12%
Asset Quality Overview						
Non-Performing Loans	\$	6,927	\$	2,337	\$	338
Loans 90+ Days Past Due and Still Accruing		-		-		-
Total Non-Performing Loans		6,927		2,337		338
Restructured Loans		-		-		-
Other Real Estate Owned		-		-		-
ALLL / Loans Receivable		1.21%		1.23%		1.21%
Non-Performing Loans / Total Loans Receivable *		0.28%		0.10%		0.02%
Non-Performing Loans / Total Loans Receivable *, excluding PPP **		0.28%		0.10%		0.02%
Non-Performing Assets / Total Assets *		0.18%		0.06%		0.01%
Non-Performing Assets / Total Assets *, excluding PPP **		0.18%		0.06%		0.01%
Net Charge-Offs (Recoveries) quarterly	\$	(27)	\$	5	\$	(27)
Net Charge-Offs (Recoveries) year-to-date	\$	(59)	\$	(31)	\$	(178)
Net Charge-Offs (Recoveries) year-to-date / Average		(0.00%)		(0.00%)		(0.01%)
Loans Receivable						

Includes non-accrual loans, accruing loans past due 90+ days and Troubled Debt Restructurings (TDRs).
 SBA Paycheck Protection Program (PPP)