

EXCHANGE BANK
and Subsidiaries
Consolidated Balance Sheets
(Unaudited)

September 30, 2018 and 2017
(In Thousands)

| ASSETS | 2018 | 2017 | Change 18/17 | % Change 18/17 |
|---|---------------------|---------------------|-------------------|-------------------|
| Cash and due from banks | \$ 41,573 | \$ 36,187 | \$ 5,386 | 14.88% |
| Federal Reserve Bank | 95,026 | 32,495 | 62,531 | 192.43% |
| Total Cash and cash equivalents | 136,599 | 68,682 | 67,917 | 98.89% |
| Investments | | | | |
| Interest-earning deposits in other financial institutions | 46,000 | 57,500 | (11,500) | -20.00% |
| Securities available for sale | 838,139 | 577,108 | 261,031 | 45.23% |
| FHLB Stock | 11,303 | 10,015 | 1,288 | 12.86% |
| Loans and leases | | | | |
| Real estate | 1,042,860 | 1,025,904 | 16,956 | 1.65% |
| Consumer | 121,412 | 119,553 | 1,859 | 1.55% |
| Commercial | 332,890 | 320,110 | 12,780 | 3.99% |
| | 1,497,162 | 1,465,567 | 31,595 | 2.16% |
| Less allowance for loan and lease losses | (39,373) | (39,096) | (277) | 0.71% |
| Net loans and leases | 1,457,789 | 1,426,471 | 31,318 | 2.20% |
| Bank premises and equipment | 18,154 | 18,082 | 72 | 0.40% |
| Other assets | 104,530 | 100,966 | 3,564 | 3.53% |
| Total Assets | \$ 2,612,514 | \$ 2,258,824 | \$ 353,690 | 15.66% |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | | | |
| Deposits | | | | |
| Non-Interest Bearing Demand | \$ 856,310 | \$ 732,484 | \$ 123,826 | 16.90% |
| Interest Bearing | | | | |
| Transaction | 478,409 | 387,732 | 90,677 | 23.39% |
| Money market | 315,377 | 288,617 | 26,760 | 9.27% |
| Savings | 523,894 | 419,317 | 104,577 | 24.94% |
| Time | 183,451 | 184,780 | (1,329) | -0.72% |
| Total Deposits | 2,357,441 | 2,012,930 | 344,511 | 17.11% |
| Other borrowings | - | 2,000 | (2,000) | -100.00% |
| Other liabilities | 34,543 | 37,789 | (3,246) | -8.59% |
| Total liabilities | 2,391,984 | 2,052,719 | 339,265 | 16.53% |
| Stockholders' equity | 220,530 | 206,105 | 14,425 | 7.00% |
| Total Liabilities and Stockholder's Equity | \$ 2,612,514 | \$ 2,258,824 | \$ 353,690 | 15.66% |

EXCHANGE BANK
and Subsidiaries
Consolidated Statements of Operations
(Unaudited)

For the Period Ended September 30, 2018 and 2017

(In Thousands, except per share amounts)

| | Quarter Ended | | Nine Months Ended | | Nine Months Ended | |
|--|-----------------|-----------------|-------------------|------------------|-------------------|-------------------|
| | 2018 | 2017 | 2018 | 2017 | Change 18/17 | % Change 18/17 |
| Interest Income | | | | | | |
| Interest and fees on loans | \$ 19,010 | \$ 17,649 | \$ 55,506 | \$ 51,430 | \$ 4,076 | 7.93% |
| Interest on investments securities | 5,444 | 3,059 | 15,396 | 8,685 | 6,711 | 77.27% |
| Total interest income | <u>24,454</u> | <u>20,708</u> | <u>70,902</u> | <u>60,115</u> | <u>10,787</u> | <u>17.94%</u> |
| Interest expense | | | | | | |
| Interest on deposits | 714 | 212 | 1,658 | 576 | 1,082 | 187.85% |
| Other interest expense | - | 25 | - | 432 | (432) | -100.00% |
| Total interest expense | <u>714</u> | <u>237</u> | <u>1,658</u> | <u>1,008</u> | <u>650</u> | <u>64.48%</u> |
| Net interest income | <u>23,740</u> | <u>20,471</u> | <u>69,244</u> | <u>59,107</u> | <u>10,137</u> | <u>17.15%</u> |
| Provision (reversal of) for losses on loans | - | - | - | - | - | 0.00% |
| Net interest income after provision for loan and leases | <u>23,740</u> | <u>20,471</u> | <u>69,244</u> | <u>59,107</u> | <u>10,137</u> | <u>17.15%</u> |
| Non-interest income | 5,615 | 5,562 | 20,106 | 19,067 | 1,039 | 5.45% |
| Non interest expense | | | | | | |
| Salary and benefit costs | 8,774 | 8,311 | 26,661 | 25,176 | 1,485 | 5.90% |
| Other expenses | 7,358 | 6,738 | 21,682 | 20,291 | 1,391 | 6.86% |
| Total non-interest expense | <u>16,132</u> | <u>15,049</u> | <u>48,343</u> | <u>45,467</u> | <u>2,876</u> | <u>6.33%</u> |
| Income before income taxes | 13,223 | 10,984 | 41,007 | 32,707 | 8,300 | 25.38% |
| Provision for income taxes | 3,692 | 4,330 | 11,502 | 12,908 | (1,406) | -10.89% |
| Net income | <u>\$ 9,531</u> | <u>\$ 6,654</u> | <u>\$ 29,505</u> | <u>\$ 19,799</u> | <u>\$ 9,706</u> | <u>49.02%</u> |
| Basic earnings per common share | \$ 5.56 | \$ 3.88 | \$ 17.21 | \$ 11.55 | \$ 5.66 | 49.02% |
| Dividends per share | \$ 0.95 | \$ 0.85 | \$ 2.85 | \$ 2.50 | \$ 0.35 | 14.00% |

Earnings per share is computed by dividing net income,
by the weighted averaged number of shares outstanding during the year.

Total average shares outstanding for both 2018 and 2017 was 1,714,344