

EXCHANGE BANK
and Subsidiaries
Consolidated Balance Sheets
(Unaudited)

March 31, 2023 and 2022
(In Thousands)

ASSETS	2023	2022	Change 23/22	% Change 23/22
Cash and due from banks	\$ 38,830	\$ 30,251	\$ 8,579	28.36%
Federal Reserve Bank	11,781	277,791	(266,010)	-95.76%
Total Cash and cash equivalents	<u>50,611</u>	<u>308,042</u>	<u>(257,431)</u>	<u>-83.57%</u>
Investments				
Interest-earning deposits in other financial institutions	1,000	11,000	(10,000)	-90.91%
Securities available for sale	1,578,357	1,581,107	(2,750)	-0.17%
FHLB Stock	15,000	14,465	535	3.70%
Loans and leases				
Real estate	1,150,463	1,094,109	56,354	5.15%
Consumer	144,014	136,328	7,686	5.64%
Commercial	235,441	260,605	(25,164)	-9.66%
	1,529,918	1,491,042	38,876	2.61%
Less allowance for loan and lease losses	(43,059)	(43,931)	872	-1.98%
Net loans and leases	<u>1,486,859</u>	<u>1,447,111</u>	<u>39,748</u>	<u>2.75%</u>
Bank premises and equipment	17,308	18,285	(977)	-5.34%
Other assets	212,523	163,059	49,464	30.34%
Total Assets	<u>\$ 3,361,658</u>	<u>\$ 3,543,069</u>	<u>\$ (181,411)</u>	<u>-5.12%</u>
LIABILITIES AND STOCKHOLDERS' EQUITY				
Deposits				
Non-Interest Bearing Demand	\$ 1,104,601	\$ 1,236,994	\$ (132,393)	-10.70%
Interest Bearing				
Transaction	582,740	661,961	(79,221)	-11.97%
Money market	382,693	427,291	(44,598)	-10.44%
Savings	647,761	732,138	(84,377)	-11.52%
Time	201,335	177,733	23,602	13.28%
Total Deposits	<u>2,919,130</u>	<u>3,236,117</u>	<u>(316,987)</u>	<u>-9.80%</u>
Other liabilities	211,558	37,053	174,505	470.96%
Total liabilities	<u>3,130,688</u>	<u>3,273,170</u>	<u>(142,482)</u>	<u>-4.35%</u>
Stockholders' equity	<u>230,970</u>	<u>269,899</u>	<u>(38,929)</u>	<u>-14.42%</u>
Total Liabilities and Stockholder's Equity	<u>\$ 3,361,658</u>	<u>\$ 3,543,069</u>	<u>\$ (181,411)</u>	<u>-5.12%</u>

EXCHANGE BANK
and Subsidiaries
Consolidated Statements of Operations
(Unaudited)

For the Period Ended March 31, 2023 and 2022

(In Thousands, except per share amounts)

	Quarter Ended		Three Months Ended	
	2023	2022	Change 23/22	% Change 23/22
Interest Income				
Interest and fees on loans	\$ 19,274	\$ 17,105	\$ 2,169	12.68%
Interest on investments securities	8,149	5,677	2,472	43.54%
Total interest income	27,423	22,782	4,641	20.37%
Interest expense				
Interest on deposits	1,490	401	1,089	271.57%
Other interest expense	1,186	-	1,186	0.00%
Total interest expense	2,676	401	2,275	567.33%
Net interest income	24,747	22,381	2,366	10.57%
Provision (reversal of) for losses on loans	-	-	-	0.00%
Net interest income after provision for loan and leases	24,747	22,381	2,366	10.57%
Non-interest income	6,025	6,104	(79)	-1.29%
Non interest expense				
Salary and benefit costs	9,846	9,678	168	1.74%
Other expenses	8,277	7,423	854	11.50%
Total non-interest expense	18,123	17,101	1,022	5.98%
Income before income taxes	12,649	11,384	1,265	11.11%
Provision for income taxes	3,433	3,124	309	9.89%
Net income	\$ 9,216	\$ 8,260	\$ 956	11.57%
Basic earnings per common share	\$ 5.38	\$ 4.82	\$ 0.56	11.57%
Dividends per share	\$ 1.30	\$ 1.20	\$ 0.10	8.33%

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 2023 and 2022 was 1,714,344