

**EXCHANGE BANK**  
and Subsidiaries  
**Consolidated Balance Sheets**  
(Unaudited)

**March 31, 2020 and 2019**  
(In Thousands)

<b>ASSETS</b>	2020	2019	Change 20/19	% Change 20/19
Cash and due from banks	\$ 32,085	\$ 40,625	\$ (8,540)	-21.02%
Federal Reserve Bank	108,659	85,581	23,078	26.97%
<b>Total Cash and cash equivalents</b>	<b>140,744</b>	<b>126,206</b>	<b>14,538</b>	<b>11.52%</b>
Investments				
Interest-earning deposits in other financial institutions	51,000	54,000	(3,000)	-5.56%
Securities available for sale	756,453	842,747	(86,294)	-10.24%
FHLB Stock	13,483	11,303	2,180	19.29%
Loans and leases				
Real estate	1,127,525	1,040,163	87,362	8.40%
Consumer	132,641	125,454	7,187	5.73%
Commercial	328,527	343,118	(14,591)	-4.25%
	1,588,693	1,508,735	79,958	5.30%
Less allowance for loan and lease losses	(39,959)	(39,577)	(382)	0.97%
<b>Net loans and leases</b>	<b>1,548,734</b>	<b>1,469,158</b>	<b>79,576</b>	<b>5.42%</b>
Bank premises and equipment	18,180	18,499	(319)	-1.72%
Other assets	111,594	110,525	1,069	0.97%
<b>Total Assets</b>	<b>\$ 2,640,188</b>	<b>\$ 2,632,438</b>	<b>\$ 7,750</b>	<b>0.29%</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>				
Deposits				
Non-Interest Bearing Demand	\$ 870,713	\$ 829,263	\$ 41,450	5.00%
Interest Bearing				
Transaction	470,210	499,524	(29,314)	-5.87%
Money market	277,522	305,570	(28,048)	-9.18%
Savings	504,230	526,727	(22,497)	-4.27%
Time	194,092	184,022	10,070	5.47%
<b>Total Deposits</b>	<b>2,316,767</b>	<b>2,345,106</b>	<b>(28,339)</b>	<b>-1.21%</b>
Other liabilities	42,509	44,439	(1,930)	-4.34%
<b>Total liabilities</b>	<b>2,359,276</b>	<b>2,389,545</b>	<b>(30,269)</b>	<b>-1.27%</b>
<b>Stockholders' equity</b>	<b>280,912</b>	<b>242,893</b>	<b>38,019</b>	<b>15.65%</b>
<b>Total Liabilities and Stockholder's Equity</b>	<b>\$ 2,640,188</b>	<b>\$ 2,632,438</b>	<b>\$ 7,750</b>	<b>0.29%</b>

**EXCHANGE BANK**  
and Subsidiaries  
**Consolidated Statements of Operations**  
(Unaudited)

**For the Period Ended March 31, 2020 and 2019**

(In Thousands, except per share amounts)

	Three Months Ended		Three Months Ended	
	2020	2019	Change	% Change
			20/19	20/19
Interest Income				
Interest and fees on loans	\$ 19,790	\$ 19,193	\$ 597	3.11%
Interest on investments securities	5,222	5,970	(748)	-12.53%
<b>Total interest income</b>	<u>25,012</u>	<u>25,163</u>	<u>(151)</u>	<u>-0.60%</u>
Interest expense				
Interest on deposits	1,109	1,068	41	3.84%
<b>Total interest expense</b>	<u>1,109</u>	<u>1,068</u>	<u>41</u>	<u>3.84%</u>
<b>Net interest income</b>	<u>23,903</u>	<u>24,095</u>	<u>(192)</u>	<u>-0.80%</u>
Provision (reversal of) for losses on loans	-	-	-	0.00%
<b>Net interest income after provision for loan and leases</b>	<u>23,903</u>	<u>24,095</u>	<u>(192)</u>	<u>-0.80%</u>
<b>Non-interest income</b>	5,870	5,858	12	0.20%
Non interest expense				
Salary and benefit costs	10,026	9,743	283	2.90%
Other expenses	7,759	7,562	197	2.61%
<b>Total non-interest expense</b>	<u>17,785</u>	<u>17,305</u>	<u>480</u>	<u>2.77%</u>
<b>Income before income taxes</b>	11,988	12,648	(660)	-5.22%
Provision for income taxes	3,356	3,581	(225)	-6.28%
<b>Net income</b>	<u>\$ 8,632</u>	<u>\$ 9,067</u>	<u>\$ (435)</u>	<u>-4.80%</u>
Basic earnings per common share	\$ 5.04	\$ 5.29	\$ (0.25)	-4.80%
Dividends per share	\$ 1.20	\$ 1.05	\$ 0.15	14.29%

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 2020 and 2019 was 1,714,344