

EXCHANGE BANK
and Subsidiaries
Consolidated Balance Sheets
(Unaudited)

December 31, 2021 and 2020
(In Thousands)

ASSETS	2021	2020	Change 21/20	% Change 21/20
Cash and due from banks	\$ 24,712	\$ 35,316	\$ (10,604)	-30.03%
Federal Reserve Bank	448,257	301,095	147,162	48.88%
Total Cash and cash equivalents	472,969	336,411	136,558	40.59%
Investments				
Interest-earning deposits in other financial institutions	17,000	38,000	(21,000)	-55.26%
Securities available for sale	1,407,247	919,705	487,542	53.01%
FHLB Stock	14,465	13,483	982	7.28%
Loans and leases				
Real estate	1,076,593	1,113,241	(36,648)	-3.29%
Consumer	135,446	477,518	(342,072)	-71.64%
Commercial	298,068	136,930	161,138	117.68%
	1,510,107	1,727,689	(217,582)	-12.59%
Less allowance for loan and lease losses	(43,847)	(41,668)	(2,179)	5.23%
Net loans and leases	1,466,260	1,686,021	(219,761)	-13.03%
Bank premises and equipment	18,717	20,498	(1,781)	-8.69%
Other assets	140,093	124,979	15,114	12.09%
Total Assets	\$ 3,536,751	\$ 3,139,097	\$ 397,654	12.67%
LIABILITIES AND STOCKHOLDERS' EQUITY				
Deposits				
Non-Interest Bearing Demand	\$ 1,232,666	\$ 1,118,093	\$ 114,573	10.25%
Interest Bearing				
Transaction	642,026	875,589	(233,563)	-26.67%
Money market	420,451	326,327	94,124	28.84%
Savings	706,719	267,251	439,468	164.44%
Time	177,256	191,313	(14,057)	-7.35%
Total Deposits	3,179,118	2,778,573	400,545	14.42%
Other liabilities	38,431	55,606	(17,175)	-30.89%
Total liabilities	3,217,549	2,834,179	383,370	13.53%
Stockholders' equity	319,202	304,918	14,284	4.68%
Total Liabilities and Stockholder's Equity	\$ 3,536,751	\$ 3,139,097	\$ 397,654	12.67%

EXCHANGE BANK
and Subsidiaries
Consolidated Statements of Operations
(Unaudited)

For the Period Ended December 31, 2021 and 2020

(In Thousands, except per share amounts)

	Quarter Ended		Twelve Months Ended		Twelve Months Ended	
	2021	2020	2021	2020	Change 21/20	% Change 21/20
Interest Income						
Interest and fees on loans	\$ 18,533	\$ 21,953	\$ 77,880	\$ 82,339	\$ (4,459)	-5.42%
Interest on investments securities	4,938	3,867	17,426	17,337	89	0.51%
Total interest income	23,471	25,820	95,306	99,676	(4,370)	-4.38%
Interest expense						
Interest on deposits	421	613	1,757	3,297	(1,540)	-46.71%
Total interest expense	421	613	1,757	3,297	(1,540)	-46.71%
Net interest income	23,050	25,207	93,549	96,379	(2,830)	-2.94%
Provision (reversal of) for losses on loans	-	900	2,000	1,800	200	0.00%
Net interest income after provision for loan and leases	23,050	24,307	91,549	94,579	(3,030)	-3.20%
Non-interest income	6,740	5,704	23,645	21,535	2,110	9.80%
Non interest expense						
Salary and benefit costs	8,203	9,701	35,622	38,922	(3,300)	-8.48%
Other expenses	7,838	6,631	29,024	29,719	(695)	-2.34%
Total non-interest expense	16,041	16,332	64,646	68,641	(3,995)	-5.82%
Income before income taxes	13,749	13,679	50,548	47,473	3,075	6.48%
Provision for income taxes	3,899	4,443	14,138	13,774	364	2.64%
Net income	\$ 9,850	\$ 9,236	\$ 36,410	\$ 33,699	\$ 2,711	8.04%
Basic earnings per common share	\$ 5.75	\$ 5.39	\$ 21.24	\$ 19.66	\$ 1.58	8.04%
Dividends per share	\$ 1.20	\$ 1.20	\$ 4.80	\$ 4.80	\$ -	0.00%

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 2021 and 2020 was 1,714,344