



## Forward-Looking Statements

---

Statements contained in this investor presentation that are not historical facts may constitute forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995 and such forward-looking statements are subject to significant risks and uncertainties. The Company intends such forward-looking statements to be covered by the safe harbor provisions contained in the Act. The Company's ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors which could have a material adverse effect on the operations and future prospects of the Company and its subsidiaries include, but are not limited to, general and local economic conditions, the scope and duration of economic contraction as a result of the COVID-19 pandemic and its effects on the Company's business and that of the Company's customers, changes in market interest rates, deposit flows, demand for loans, real estate values and competition, competitive products and pricing, the ability of our customers to make scheduled loan payments, loan delinquency rates and trends, our ability to manage the risks involved in our business, our ability to control costs and expenses, inflation, market and monetary fluctuations, changes in federal and state legislation and regulation applicable to our business, actions by our competitors, and other factors that may be disclosed in the Company's periodic reports as filed with the Securities and Exchange Commission. These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. The Company assumes no obligation to update any forward-looking statements except as may be required by applicable law or regulation.

### **Explanation of Use of Non-GAAP Financial Measures**

In addition to financial measures presented in accordance with generally accepted accounting principles ("GAAP"), we use, and this investor presentation contains or references, certain non-GAAP financial measures. We believe these non-GAAP financial measures provide useful information in understanding our underlying results of operations or financial position and our business and performance trends as they facilitate comparisons with the performance of other companies in the financial services industry. Non-GAAP adjusted items impacting the Company's financial performance are identified to assist investors in providing a complete understanding of factors and trends affecting the Company's business and in analyzing the Company's operating results on the same basis as that applied by management. Although we believe that these non-GAAP financial measures enhance the understanding of our business and performance, they should not be considered an alternative to GAAP or considered to be more important than financial results determined in accordance with GAAP, nor are they necessarily comparable with non-GAAP measures which may be presented by other companies. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found herein.

# Company Overview

---

## Corporate Overview

- Community Bank headquartered in Southwestern PA
- Founded in 1901
- Community Bank operates eleven offices in Greene, Allegheny, Washington, Fayette, and Westmoreland Counties in southwestern Pennsylvania, and three offices in Marshall and Ohio Counties in West Virginia.
- Financial Overview
  - Assets: \$1.39 billion
  - Loans: \$1.03 billion
  - Deposits: \$1.22 billion
- Focused on investing in organic growth initiatives while also returning capital to shareholders via share repurchases and dividends.



Shareholder Information	
Share Price	\$23.36
Shares Outstanding	5.1M
Public Float	4.6M
Market Cap	\$119.8M
Total Stockholder's Equity	\$113.8M
Book Value per Share	\$22.18
Tangible Book Value per Share <sup>(1)</sup>	\$19.43
Price to Book Value	1.05X
Price to Tangible Book Value <sup>(1)</sup>	1.20X
P/E LTM (LTM EPS of \$2.28)	10.2x
P/E LTM (LTM Adjusted EPS of \$1.53) <sup>(1)</sup>	15.3x

- All daily trading information/multiples as of July 26, 2022
- All other financial information as of June 30, 2022

<sup>(1)</sup> Refer to Non-GAAP Financial Measures in the Appendix for the calculation of the measure and reconciliation to the most comparable GAAP measure.

**MISSION:** We partner with individuals, businesses and communities to realize their dreams, protect their financial futures and improve their lives

**CORE VALUES:** Take care of each other | Always do the right thing | Protect the Bank | Work hard to achieve our goals | Give and expect mutual respect | Enjoy life everyday

**OUR CORNERSTONE:** Client experience first

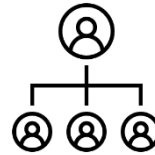
# Investment Thesis: Well-Positioned to Achieve Better than Peer Results

## Market Presence with Brand Recognition



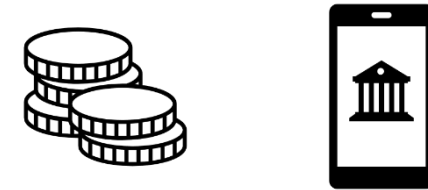
- 120+ Year History
- Serving Stable Southwestern PA & Ohio River Valley markets
- Higher education and healthcare, both of which tend to be recession-resistant, are key employers in our MSA

## Solid Fundamental Leadership



- Executive team with an average of over 25 years experience in lending, finance, and credit
- Led by CEO John Montgomery, an accomplished bank executive with over 30 years of experience
- Proven experience through all economic cycles – current credit management team successfully navigated the 2008-2010 recession

## Blending Efficiency with Technology



- Optimization efforts implemented in 2020-2021 are yielding measurable reductions in non-interest expense and resilience
- Improved profitability while continuing to invest in digital marketing and technology

# Diversified Business

## Commercial Banking

- Well-positioned to serve the needs of small and medium-sized businesses across our footprint
- Growing presence within the Pittsburgh MSA
- Strong asset quality



## Retail Banking

- Currently operating in Southwestern PA and Ohio River Valley

eStatements  
from Community Bank  
Simple. Secure. Convenient.



## Mortgage Banking

- Active mortgage origination platform with dedicated mortgage originators
- Robust housing market
- Expanding mortgage banking platform into legacy markets



## Insurance Brokerage

- Provides relatively uncorrelated source of revenues
- Complementary to commercial and retail banking business



# Leveraging a Rich History and Community Presence

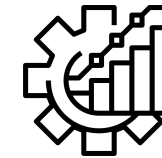
## The Beginning and Formation of the Bank

## Branch Network Supporting SW Pennsylvania, WV, and OH

## Global Pandemic Accelerates Need for Revitalization

## Implementation of Strategic Initiatives Aimed at Optimizing Branch Network

## Investing in Growth to Position Community Bank for the Future



1901

The Bank was originally chartered in 1901 as The First National Bank of Carmichaels, serving Southwestern PA and local community

1987

Changed name to Community Bank, National Association

2006

Completed a charter conversion from a national bank to a Pennsylvania-chartered commercial bank wholly-owned by the Company

2007-2019

Community Bank weathered the financial crisis, continued to expand its community presence, and launched new insurance and wealth management services

2020

The onset of COVID-19 increased demand for fintech solutions and mobile banking services

**Community Bank Appoints John Montgomery President & CEO in August 2020**

2021

Community Bank completed optimization of its current branch network through the consolidation of six and sale of two branch locations

Community Bank engaged with third-party workflow optimization experts to assist in implementing robotic process automations (RPAs) and more effective sales management that it expects will improve operational efficiencies and grow revenue in the near and long-term

2022 -

Focus squarely on growth investments as well as continued efficiency improvements through technology that prioritizes customer convenience

**Community Bank Appoints Alan Bicker, Bruce Sharp, and Ben Brown to the Executive Leadership Team**



# Attractive Operating Markets ~ Key Employers in Recession - Resistant Sectors

## Pittsburgh Metropolitan Area

- Population of approximately 2.4 million with a median household income of nearly \$64,000, which is projected to increase 10.2% in the next 5 years
- Large market for energy, healthcare, technology, and manufacturing companies<sup>(1)</sup>
- Highly educated labor force from Carnegie Mellon University, University of Pittsburgh, and Duquesne University<sup>(1)</sup>
- Fortune 500 companies headquartered in Pittsburgh MSA include: Kraft Heinz, PNC Financial Services, PPG Industries, U.S. Steel, Alcoa, Dick's Sporting Goods, and WESCO International<sup>(2)</sup>
- Carnegie Mellon University and the University of Pittsburgh have helped to bring tech jobs and innovation to the area and tech giants like Uber and Facebook have opened offices in Pittsburgh
- Substantial medical services investment is happening regionally:
  - UPMC is investing \$2 billion in 3 new specialty hospitals in Pittsburgh and is constructing a new hospital facility in Washington County, PA
  - UPMC broke ground on a new 900,000-square-foot heart and transplant during June 2022, according to the Pittsburgh Post-Gazette. Construction is slated to take about four years, and UPMC expects the facility to open in late 2026.

## Large Employers in Operating Area



## Opening of Southern Beltway from I-79 in Washington County to Pittsburgh International Airport



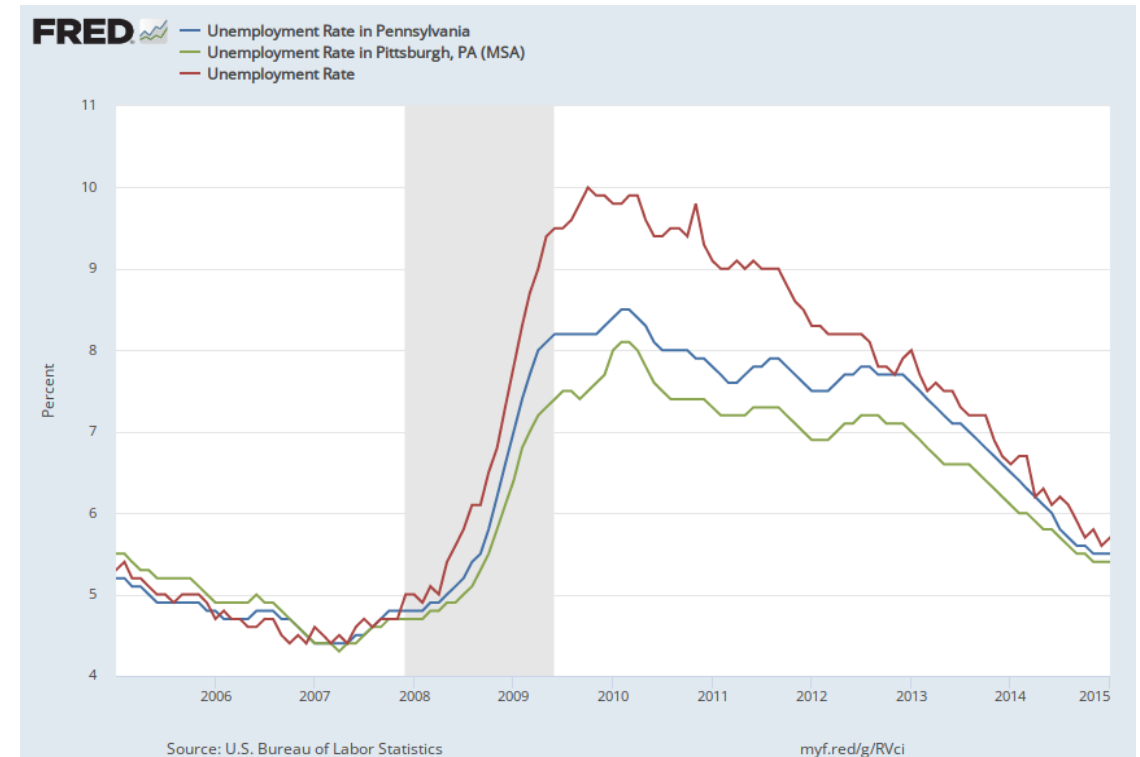
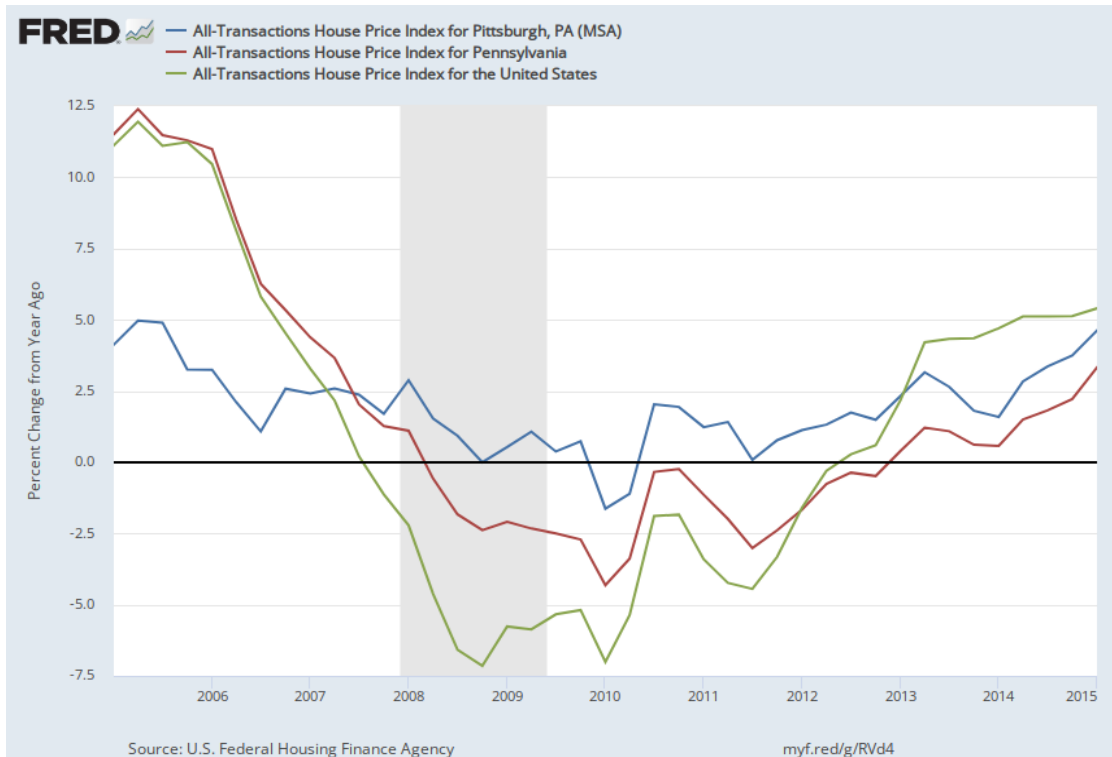
- Pittsburgh's first major highway in decades
- 110,000 drivers connected between Washington County and Pittsburgh International Airport

(1) <https://datausa.io/profile/geo/pittsburgh-pa/>

(2) <http://fortune.com/fortune500/>

# Attractive Operating Markets ~ Less Recessionary Impact During Last Recession

## Home Prices and Unemployment in the Pittsburgh MSA Compared Favorably with Pennsylvania and National Average



# Executive Leadership Team



**John Montgomery**

- President & CEO; appointed in August 2020
- Accomplished bank executive with over 30 years of experience
- Previously Chief Credit Officer at First Bank, a privately held \$6 Billion bank located in St. Louis, Missouri



**Jamie Prah**

- Executive Vice President & Chief Financial Officer
- 20+ years of banking experience with over 10 years in CEO/CFO role
- Joined CBFV in May 2019; previously President & CEO of Union Building & Loan Savings Bank and CFO of FFCO
- Responsible for financial oversight, SEC reporting, strategic planning and regulatory reporting oversight



**Ralph Burchianti**

- Senior Executive Vice President & Chief Credit Officer
- Director since 2018
- Responsibilities include oversight of credit and underwriting policies for the organization
- Nearly 35 years of experience with CBFV



**Jennifer George**

- Senior Executive Vice President & Chief Operations Officer
- Appointed SEVP in October 2021, EVP – COO in May 2019, joined CBFV in October 2014 during FFCO merger as Senior Vice President – Retail, Human Resources & Compliance
- 20+ years banking experience with a background in Accounting. Specializing in operations, BSA, compliance and human resources
- Previously a Senior Vice President – Chief Risk Officer & Vice President – Bank Operations at FFCO

## Leadership Additions to Drive Growth



### Alan Bicker

- Executive Vice President, Chief Consumer Banking Officer
- Appointed in March 2022
- Responsibilities include all retail bank operations, marketing, the call center, ATM/ITM rollout, business banking, mortgage sales and the Community Bank website
- Alan was previously an executive with First National Bank of Pennsylvania and has held various senior-level positions in the banking industry



### Bruce Sharp

- Executive Vice President, Chief Commercial Banking Officer
- Appointed in February 2022
- Responsibilities include all commercial sales, customer service, process, and product initiatives, as well as treasury management sales
- More than 30 years of experience in banking and financial services, having held various senior-level leadership roles



### Ben Brown

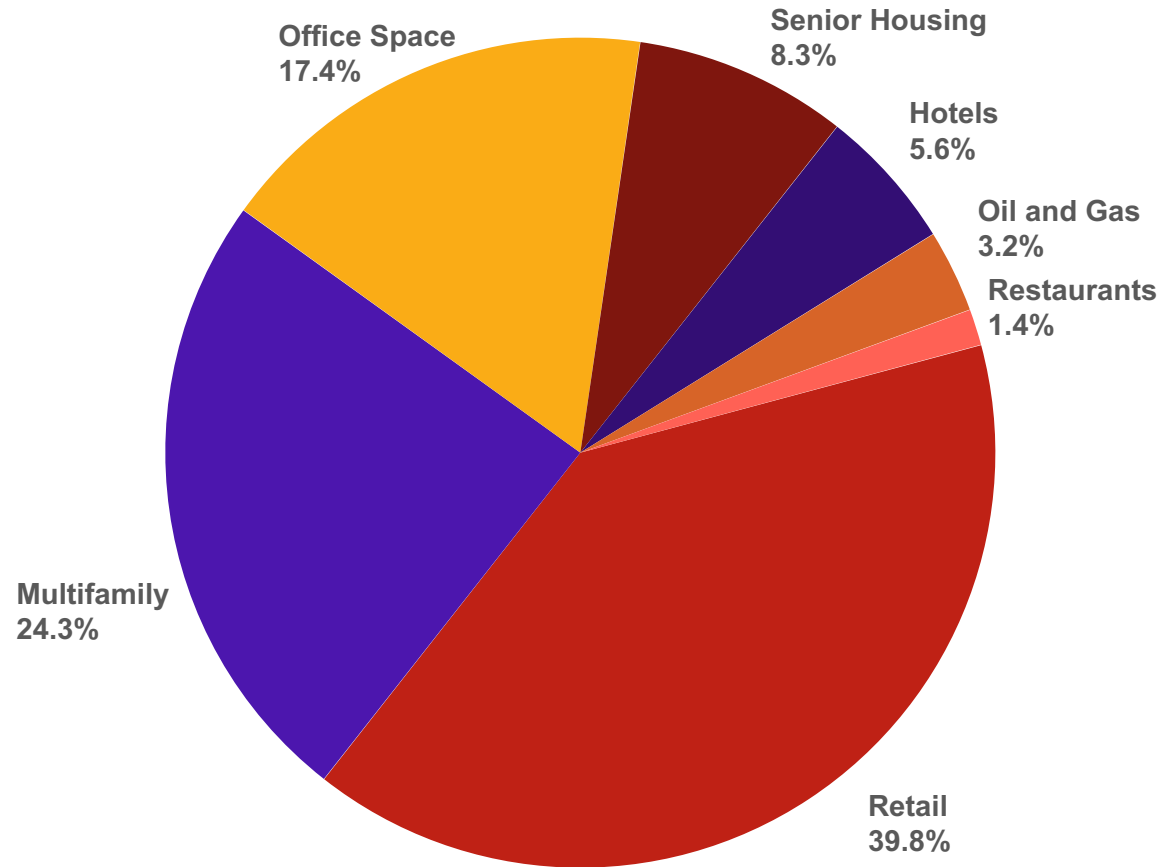
- Director of Client Experience and Innovation
- Appointed in April 2022
- Responsibilities include overseeing the strategy, planning and execution to assure quality client experience, as well as marketing, communications, and employee engagement functions
- Ben was previously CEO and Director of Operations at Mon Valley Alliance & Mon Valley Alliance Foundation

# Credit Insights

---

# Diversified Commercial Book Reduces Recession Sensitivity

## Credit Breakdown by Industry



- No loans are in deferral as of 6/30/2022
- Exposure includes categories of CRE, Construction CRE, and C&I loans

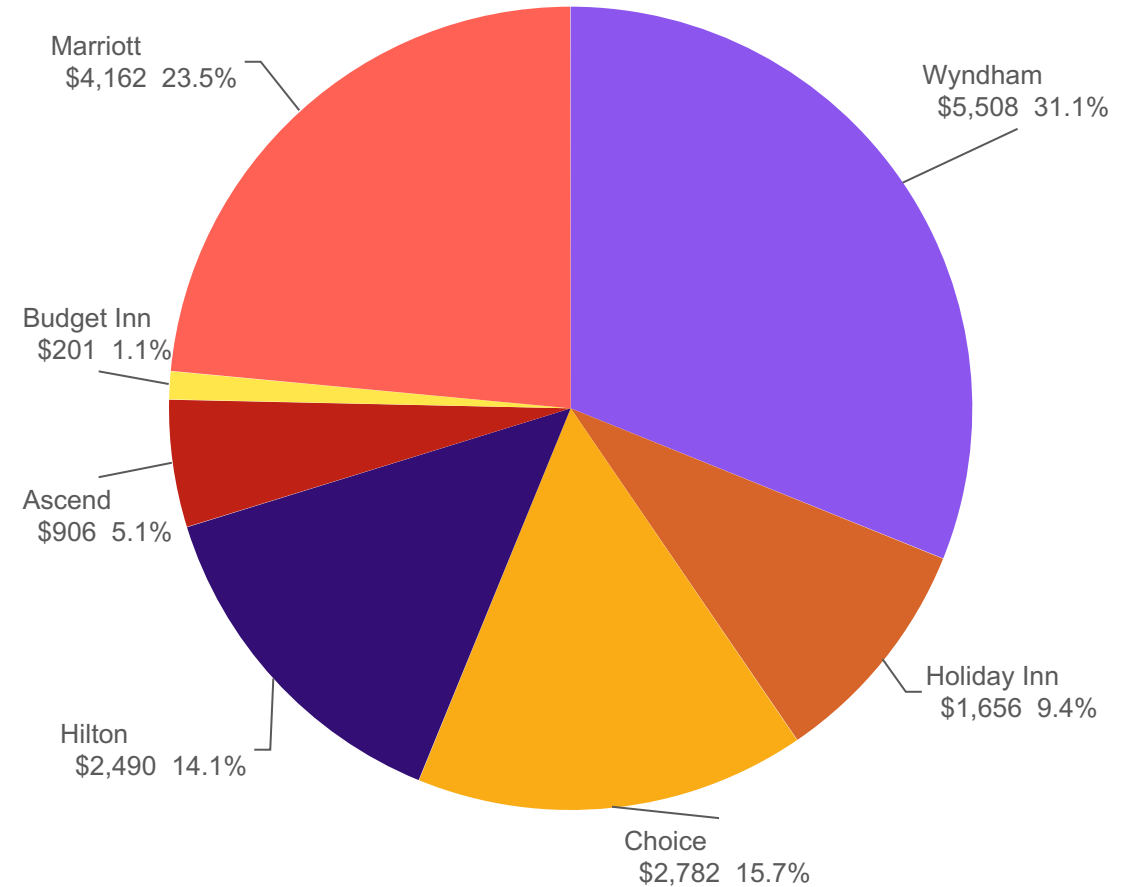
Industry Breakdown	Total Outstanding Balance (\$000)	% of Total Loans
Retail Space	\$ 126,339	12.3 %
Multifamily	77,325	7.5
Office Space	55,208	5.4
Senior Housing	26,390	2.6
Hotels	17,635	1.7
Oil and Gas	10,286	1.0
Restaurants	4,496	0.4
<b>Total Industries</b>	<b>\$ 317,679</b>	<b>30.9 %</b>

# Breakdown of Hospitality Exposure - Diversity Within Sector Also Reduces Sensitivity

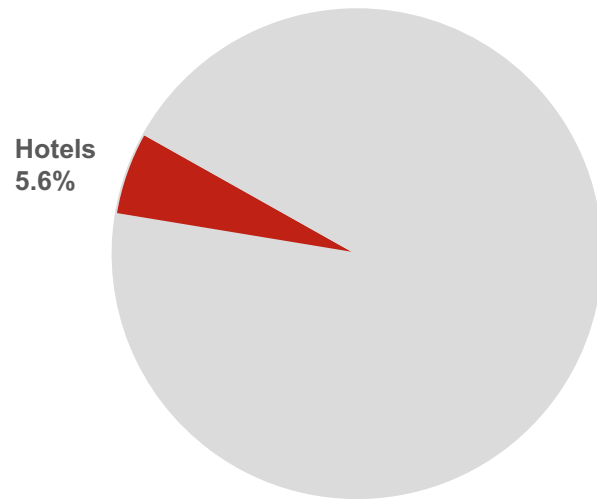
## Key Takeaways:

- \$17.6 million exposure located all in PA, or 1.7% of total loans at June 30, 2022
- 11 total hotel loans
- Average loan size of \$1.6 million
- 5 largest loans represent 77% of total

Hotels by Flag at 6/30/2022

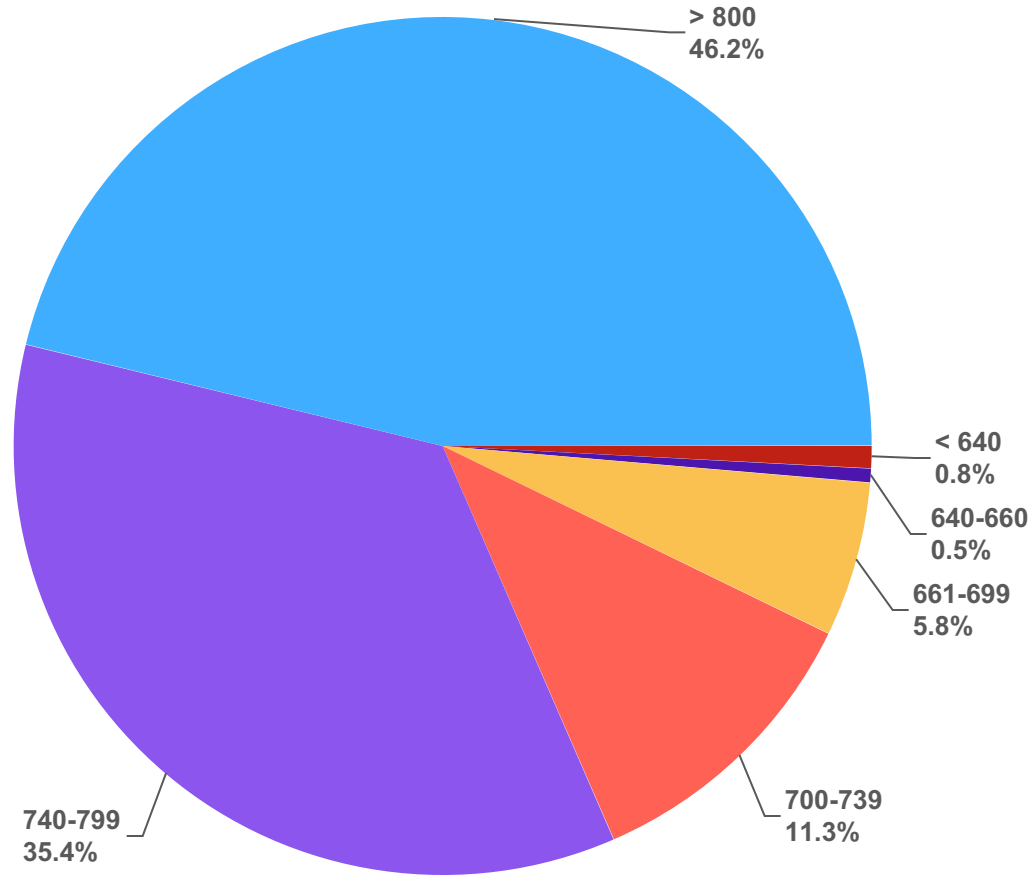


Hotels as a % of Recession Sensitive Industries



# Indirect Auto Lending Supported by Prime Borrower Relationships

## Borrower Credit Score Bands



## Key Takeaways:

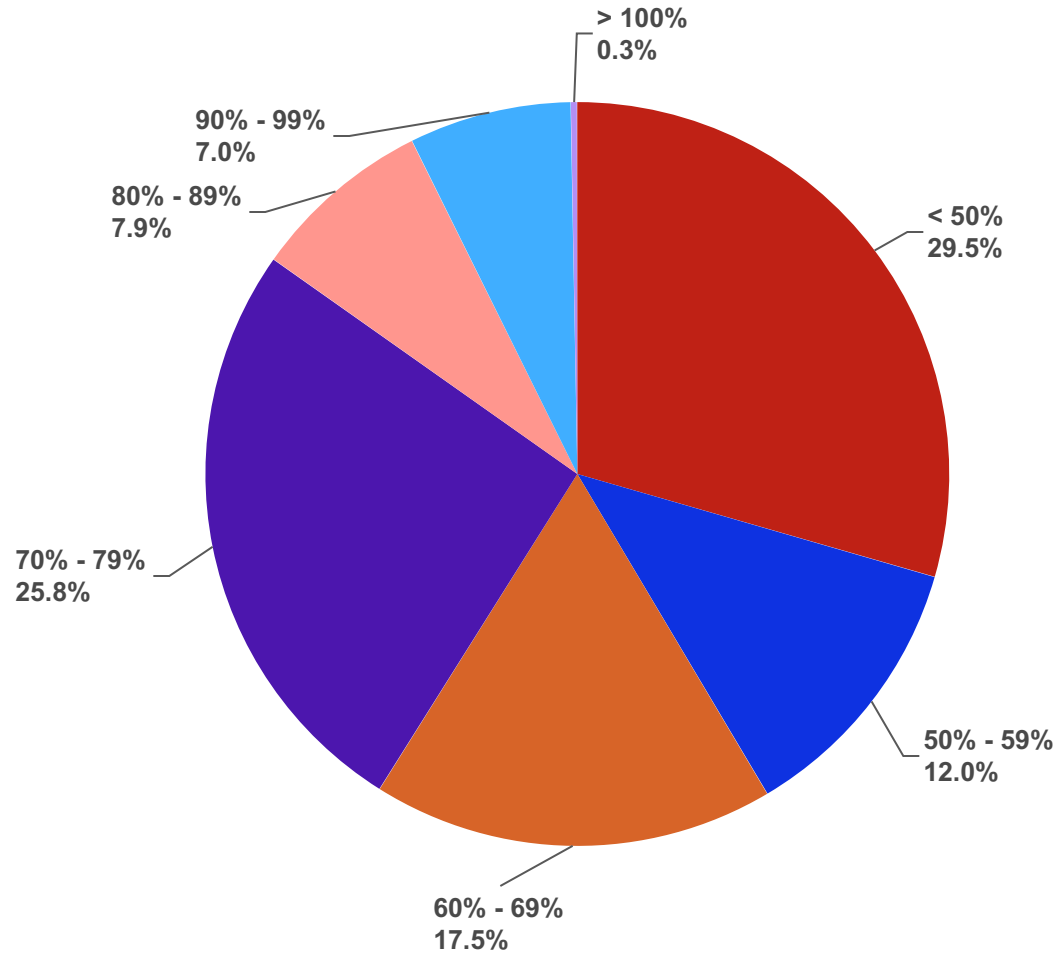
- Indirect Auto represents 13.4% of our total loan portfolio
- Within Indirect Auto, 46.2% of loans are to borrowers with FICO scores of 800 or better at the time of underwriting
- 81.6% of loans are to borrowers with FICO scores of 740 or better at the time of underwriting

Borrower Credit Score Bands	Total Outstanding Balance (\$000)	% of Indirect Loans	% of Total Loans
> 800	\$ 63,707	46.2 %	6.2 %
740-799	48,746	35.3	4.7
700-739	15,548	11.3	1.5
661-699	8,052	5.8	0.8
640-660	739	0.5	0.1
< 640	1,153	0.8	0.1
<b>Total Borrower Credit Score Bands</b>	<b>\$ 137,945</b>	<b>100.0 %</b>	<b>13.4 %</b>



# Residential Real Estate Segment Characterized by Conservative Loan to Value (LTVs)

## Borrower Loan to Value Bands



### Key Takeaways:

- Mortgage loans represent 31.6% of our total loan portfolio
- Within our mortgage book, 29.5% of loans carried an LTV of less than 50% at the time of underwriting
- 59.0% of loans carried an LTV of 69% or lower at the time of underwriting

Borrower Loan to Value Bands	Total Outstanding Balance (\$000)	% of Residential Loans	% of Total Loans
< 50%	\$ 95,847	29.5 %	9.3 %
50% - 59%	38,976	12.0	3.8
60% - 69%	56,797	17.5	5.5
70% - 79%	84,076	25.9	8.2
80% - 89%	25,620	7.9	2.5
90% - 99%	22,937	7.1	2.2
> 100%	885	0.3	0.1
<b>Total Borrower Loan to Value Bands</b>	<b>\$ 325,138</b>	<b>100.0 %</b>	<b>31.6 %</b>

# Q2 2022 Update

---



## Completed Stock Buyback Plan

- On June 10, 2021, CB authorized a program to repurchase up to \$7.5 million of the Company's outstanding common stock
- Completed the repurchase program on February 15, 2022 with 308,996 shares of the Company's common stock repurchased at an average price of \$24.27 per share



## Continued Build Out of Revenue Team

- Appointment of Bruce Sharp as Chief Commercial Banking Officer
- Appointment of Alan Bicker as Chief Consumer Banking Officer
- Ben Brown named as Director of Client Experience and Innovation
- Continue to focus on strategic hires that will help drive growth in both loans and deposits



## Grow Loans and Deposits

- Total loans, excluding PPP loans, increased \$11.7 million, or 4.6% annualized, from March 31, 2022 and increased \$27.8 million, or 5.6% annualized, from December 31, 2021
- Community Bank has been able to maintain a lower cost of deposits than regional peers in recent years
- Commercial real estate and indirect auto loans have been areas of notable strength year-to-date



## Improving Efficiency

- Completed optimization program undertaken over the prior two years, establishing a lower non-interest expense run rate
- Q2 2022 Efficiency Ratio of 68.6%, compared with 112.9% in Q2 2021; Q2 2022 adjusted Efficiency Ratio (non-GAAP) of 64.2%, compared with 80.7% in Q2 2021.
- Intend to maintain rigorous expense control as we work toward top quartile performance



## Announced New Stock Buyback Plan

- On April 21, 2022, CB announced a program to repurchase up to \$10.0 million of the Company's outstanding common stock
- Funding for the buyback program provided by subordinated debt offering conducted during Q4 2021 while current operations provide ample capital to support corporate growth initiatives
- As of June 30, 2022, CB had repurchased 27,439 shares at an average cost of \$22.06, with \$9.4 million of remaining availability

## Core Earnings Momentum

PTPP <sup>(1)</sup>	Net Income (NI)	Loans and Deposits	Book Value		Reported	Adjusted (non-GAAP) <sup>1</sup>
Pre-tax, pre-provision (PTPP) net income of \$3.9M in Q2 2022 was up 105.5% compared with \$1.9M in adjusted PTPP during Q2 2021 <sup>(1)</sup>	Q2 2022 net income (GAAP) was \$0.1M, or \$0.02 per diluted share, compared to \$(0.2) million, or \$(0.04) per diluted share, in the prior year period  Adjusted net income (non-GAAP) was \$0.3M, or \$0.05 per diluted share, compared to \$3.2M, or \$0.59 per diluted share <sup>(1)</sup>	Total loans as of 6/30/2022 were \$1.03B, an increase of \$7.2M compared to the prior year end  Total deposits as of 6/30/2022 were \$1.22B, a decrease of \$11.4M compared to the prior year end	Book value per share was \$22.18 at June 30, 2022, compared to \$25.31 at the prior year end  Tangible book value per share was \$19.43 at June 30, 2022, compared to \$22.45 at the prior year end <sup>(1)</sup>	NI	\$0.1M	<b>\$0.3M</b>
				PTPP		<b>\$3.9M</b>
				EPS	\$0.02	<b>\$0.05</b>
				ROAA	0.03%	<b>0.08%</b>
				ROAE	0.40%	<b>0.93%</b>
				Shares Repurchased (at June 30, 2022)		<b>27,439</b>

(1) Refer to Non-GAAP Financial Measures in the Appendix for the calculation of the measure and reconciliation to the most comparable GAAP measure.

# Financial Update – Q2 2022

<i>(\$000s except per share)</i>	2019 FY 12/31/19	2020 FY 12/31/20	2021 FY 12/31/21	Q2 2021 6/30/21	Q2 2022 6/30/22
<b>Balance Sheet</b>					
Total Assets	\$1,321,537	\$1,416,720	\$1,425,479	\$1,461,613	<b>\$1,386,461</b>
Total Loans	952,496	1,044,753	1,020,796	1,018,855	<b>1,027,969</b>
Total Deposits	1,118,359	1,224,569	1,226,613	1,276,110	<b>1,215,190</b>
Tangible Common Equity <sup>(2)</sup>	112,145	116,399	118,097	116,618	<b>99,636</b>
<b>Capital Ratios (%)</b>					
Loans/ Deposits	85.2 %	85.3 %	83.2 %	79.8 %	<b>84.6 %</b>
Tangible Common Equity / Tangible Assets <sup>(2)</sup>	8.74	8.32	8.37	8.07	<b>7.26</b>
Tier 1 Ratio <sup>(3)</sup>	11.4	11.8	12.0	11.7	<b>11.8</b>
Total Capital Ratio <sup>(3)</sup>	12.5	13.0	13.2	12.9	<b>13.1</b>
<b>Asset Quality (%)<sup>(1)</sup></b>					
NPAs/ Assets	0.42 %	1.04 %	0.51 %	1.07 %	<b>0.42 %</b>
NCOs/ Avg Loans	0.05	0.11	0.01	(0.01)	<b>1.01</b>
Reserves/ Nonaccrual Loans	340	117	233	91	<b>329</b>
<b>Profitability</b>					
Net Income (Loss)	\$ 14,327	\$ (10,640)	\$ 11,570	\$ (223)	\$ 118
ROAA	1.09 %	(0.77)%	0.79 %	(0.06)%	<b>0.03 %</b>
PTPP ROAA <sup>(2)</sup>	1.28	1.05	1.32	0.51	<b>1.11</b>
ROAE	9.89	(7.18)	8.66	(0.66)	<b>0.40</b>
ROATCE <sup>(2)</sup>	15.09	8.86	12.54	4.98	<b>2.18</b>
Net Interest Margin (FTE) <sup>(2)</sup>	3.64	3.32	2.94	2.85	<b>3.13</b>
Adjusted Efficiency Ratio <sup>(2)</sup>	63.8	68.1	74.2	80.7	<b>64.2</b>
Diluted EPS	\$ 2.63	\$ (1.97)	\$ 2.15	\$ (0.04)	\$ <b>0.02</b>
TBV Per Share <sup>(2)</sup>	20.52	21.42	22.45	21.56	<b>19.43</b>

(1) NPLs include nonaccrual loans, 90+ days past due loans and TDRs. NPAs include NPLs and OREO.

(2) Non-GAAP financial metric. Please see the appendix to view this presentation for Non-GAAP reconciliations.

(3) Regulatory capital ratios are bank-level.

- Diluted EPS (GAAP) for Q2 2022 was \$0.02, compared to \$(0.04) in the prior year period
- NIM (Non-GAAP) increased 28 bps year-over-year to 3.13% compared with Q2 2021 of 2.85% on declining asset yields slightly offset by lower interest-bearing deposit costs
- Total loans (including Payroll Protection Program (“PPP”) loans) were \$1.03 billion, an increase of \$7.2 million compared to prior year end
- Total loans (excluding PPP loans) were \$1.02 billion, a increase of \$27.8 million compared to the prior year end
- Total deposits were \$1.22 billion, a decrease of \$11.4 million compared to the prior year end
- Total assets decreased to \$1.39 billion, compared to \$1.43 billion at the prior year end
- Regulatory capital levels remain well capitalized

### Financial Performance

#### Improvement in Multiple Key Metrics<sup>(1)</sup>

- Net Interest Margin (NIM) of 3.12%, up 4 basis points from the first quarter
- Q2 2022 Efficiency Ratio of 68.6%, compared with 112.9% in Q2 2021; Q2 2022 adjusted Efficiency Ratio (non-GAAP) of 64.2%, compared with 80.7% in Q2 2021.
- Pre-tax, pre-provision (PTPP) net income of \$3.9M in Q2 2022 was up 105.5% compared with \$1.9M during Q2 2021

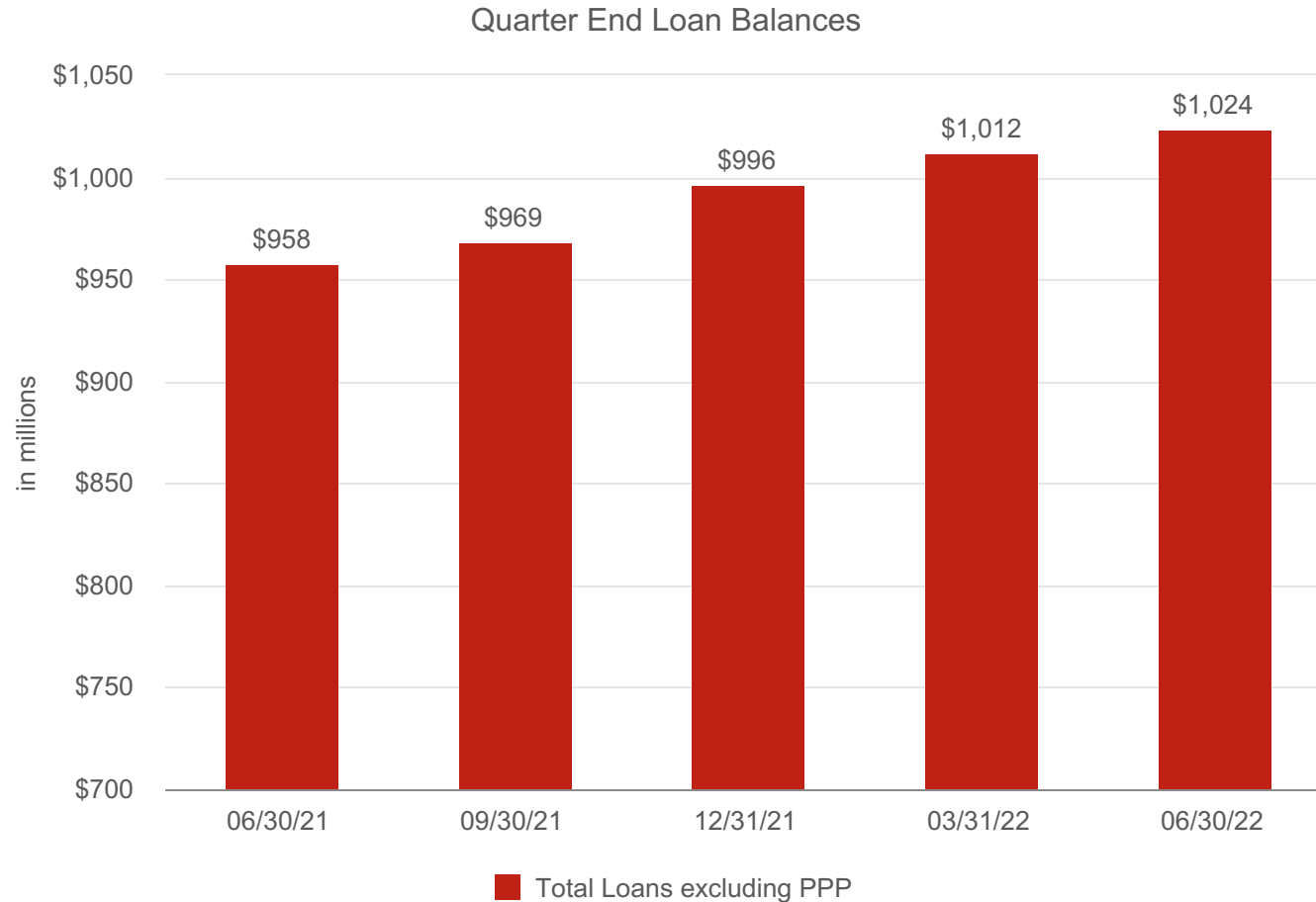
### Balance Sheet Strength

#### Loan momentum and Capital redeployment to shareholders continues

- Loans, excluding PPP, grew \$11.7 million (4.6% annualized) from March 31, 2022
- Tier 1 capital remains strong at 11.8%, compared with 11.7% at June 30, 2021
- Repurchased 27,439 shares at an average cost of \$22.06, with \$9.4 million of remaining availability

<sup>(1)</sup> Numbers and comparisons are on Adjusted basis. See appendix for discussion and reconciliation of non-GAAP financial measures. Numbers and percent changes may not add/ equate precisely due to rounding.

## Quarterly Loan Growth excluding PPP loans

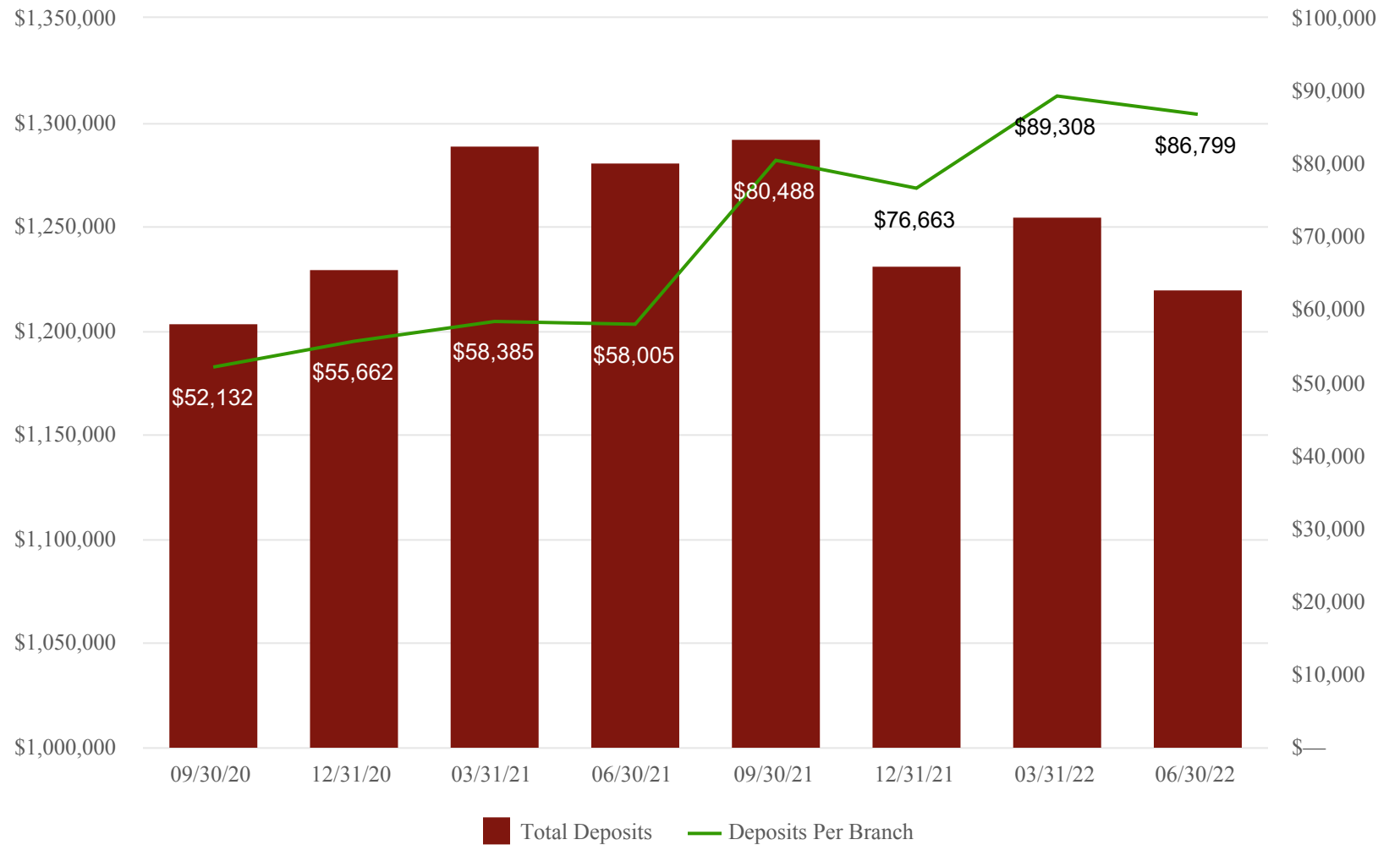


Period ending balances excluding PPP were \$1.02 billion at June 30, 2022 compared to \$957.9 million at June 30, 2021, an increase of 6.9%.

# Increasing Efficiency In Our Branch Network

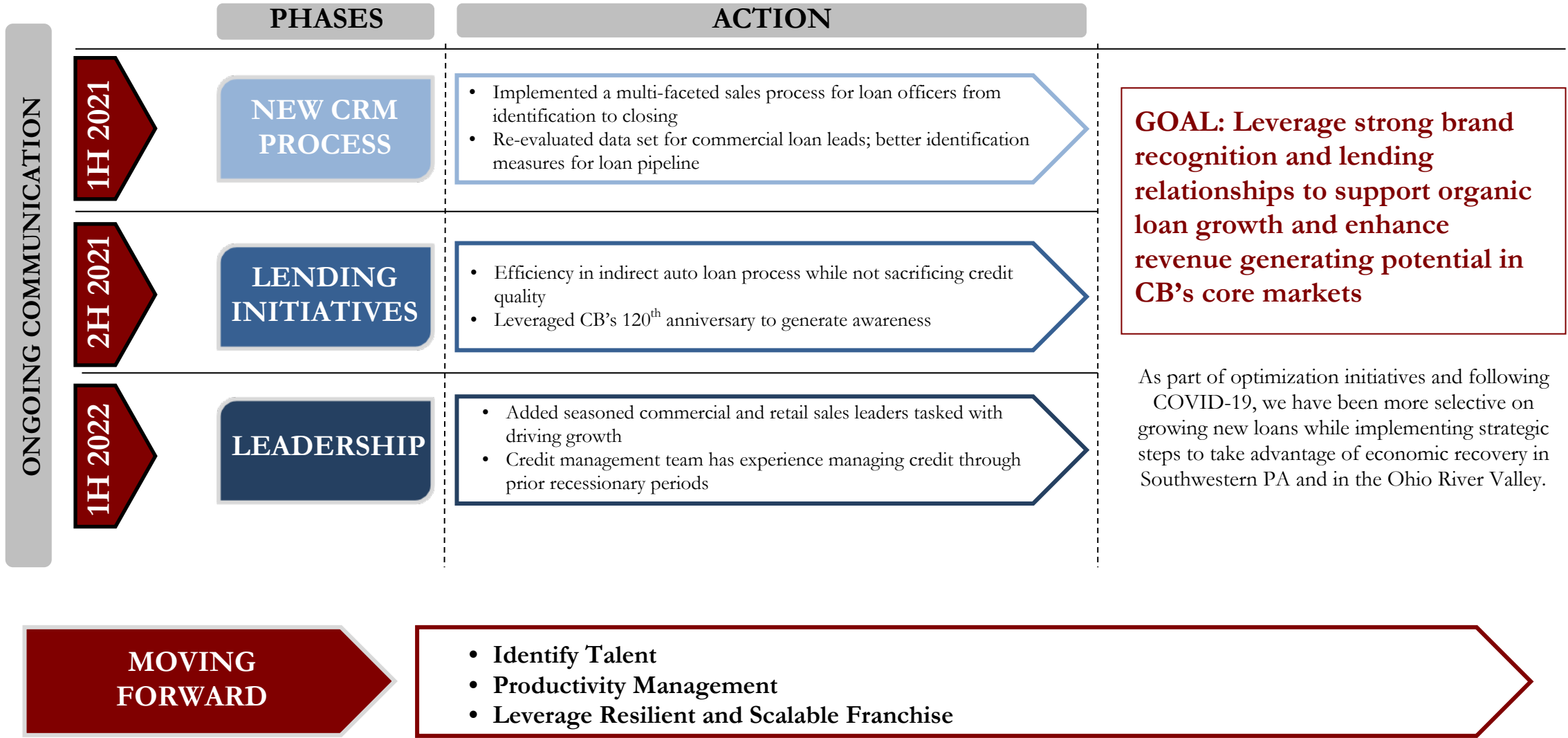
## Branch Optimization Efforts Yielding Results

- Reduced overall branch locations from 23 to 14 over the past 7 quarters
- Gaining traction in reduction of non-interest expense, including salaries
- Deposits per branch continuing to trend well above pre-optimization levels
- Focus on driving revenue initiatives while continuing to scrub for additional optimization opportunities





# Revenue Generating Initiatives



**GOAL: Leverage strong brand recognition and lending relationships to support organic loan growth and enhance revenue generating potential in CB's core markets**

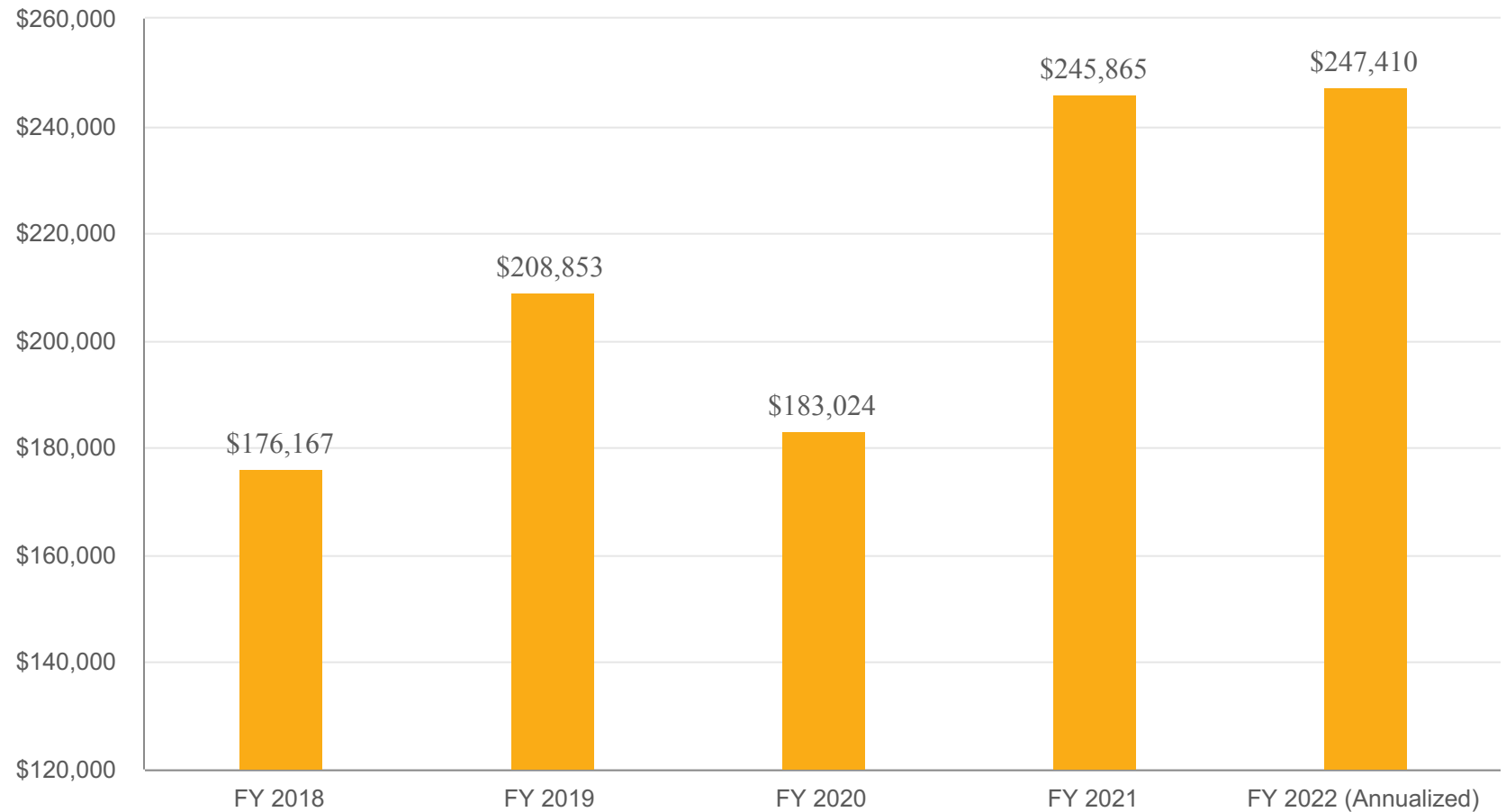
As part of optimization initiatives and following COVID-19, we have been more selective on growing new loans while implementing strategic steps to take advantage of economic recovery in Southwestern PA and in the Ohio River Valley.

# Revenue Metrics Benefiting From Optimization Efforts

## Improving Returns on Our Human Capital

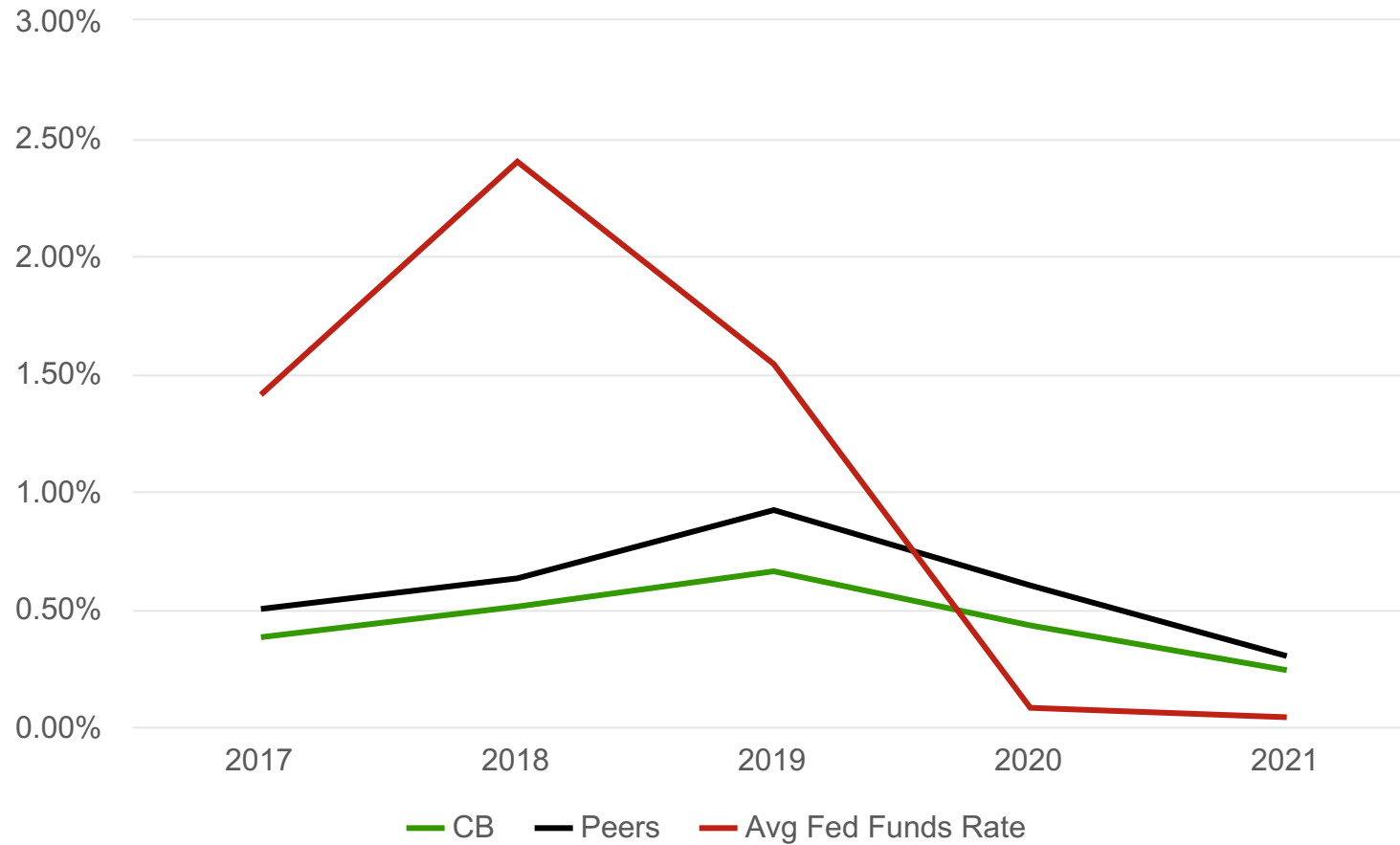
- **Total Interest and Dividend Income, plus Insurance Commissions, continue to grow**
- **Completion of optimization initiative in 2021 is resulting in improved efficiency**
- **Investing in retail deposit and commercial loan growth through our recent strategic hires**

### Revenue per Full-time Employee



# Favorable Cost of Deposits

CB Has Maintained a Lower Average Cost of Deposits Versus Peers\* Through the Most Recent Cycle



\* Peers Are defined as Pennsylvania-based commercial banks with assets between \$1 billion and \$5 billion  
 Data Courtesy of KBW Equity Research and <https://www.newyorkfed.org/markets/reference-rates/effr>

## Building on Core Strengths

---

- Empower our experienced, high-quality employees to provide **superior customer service** in all aspects of our business
  - **Net Promoter Score of 45** vs. a banking industry average of 34 (higher number represents an increasingly satisfied customer base)<sup>1</sup>
- Create a sales and service culture which builds **full relationships** with our customers
- Utilize **technology investments** to enhance speed of process while improving customer experience
- **Enhance profitability and efficiency potential** while continuing to invest for future growth
- Continue our track record of **opportunistic growth** in the robust Pittsburgh Metropolitan and across our footprint
- Evolve toward more **electronic/digital products** and processes driving greater efficiency and expand our brand awareness in our market by utilizing digital and other outlets
- Leverage our credit culture and **strong loan underwriting** as a foundation to uphold our asset quality metrics

Be the **Community Bank** of choice across our footprint  
for residents and small and medium-sized businesses

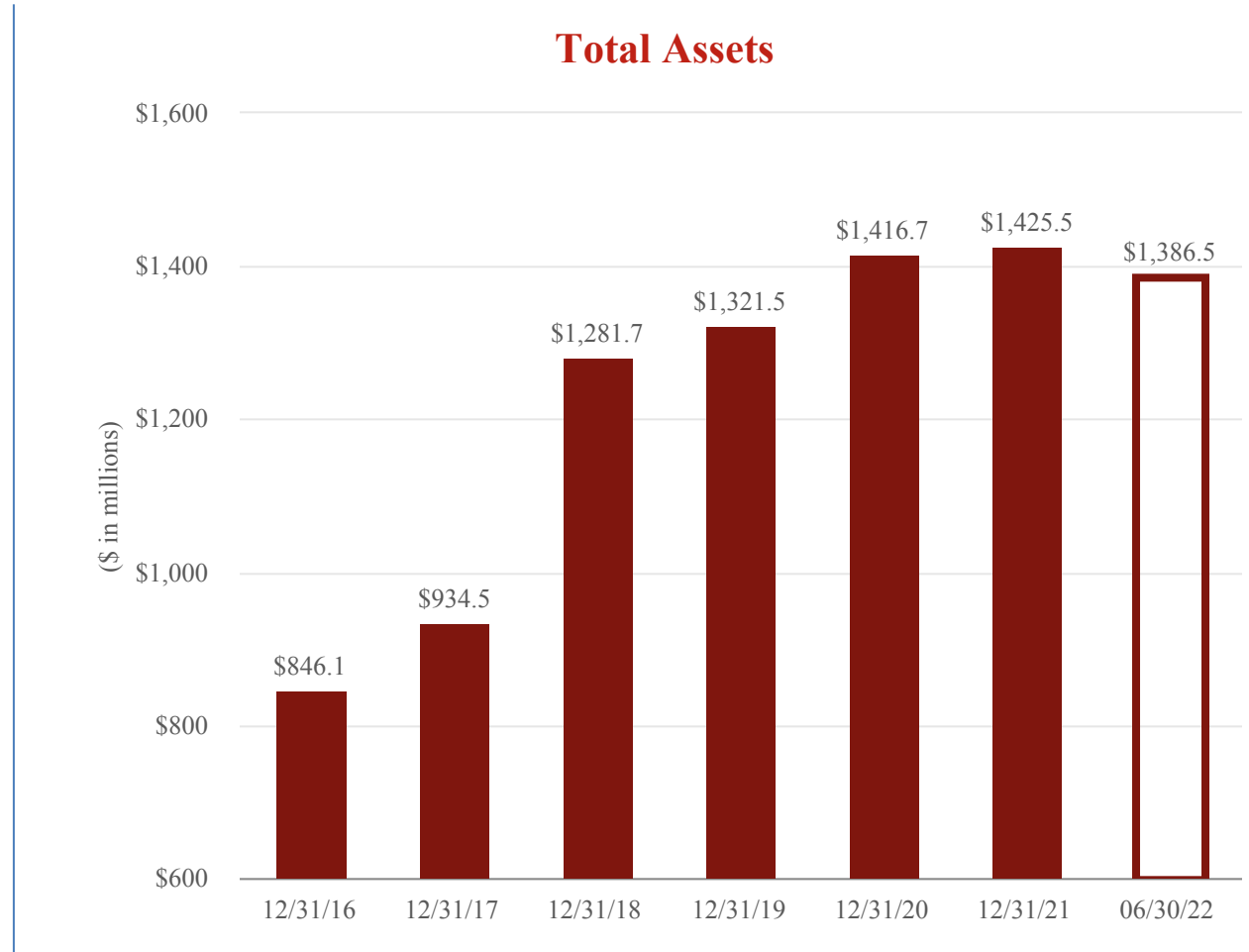
(1) Net promoter score based on 3rd party customer survey results. Banking industry average net promoter score: <https://customergauge.com/benchmarks/blog/financial-services-nps-benchmarks>



# Key Financial Metrics

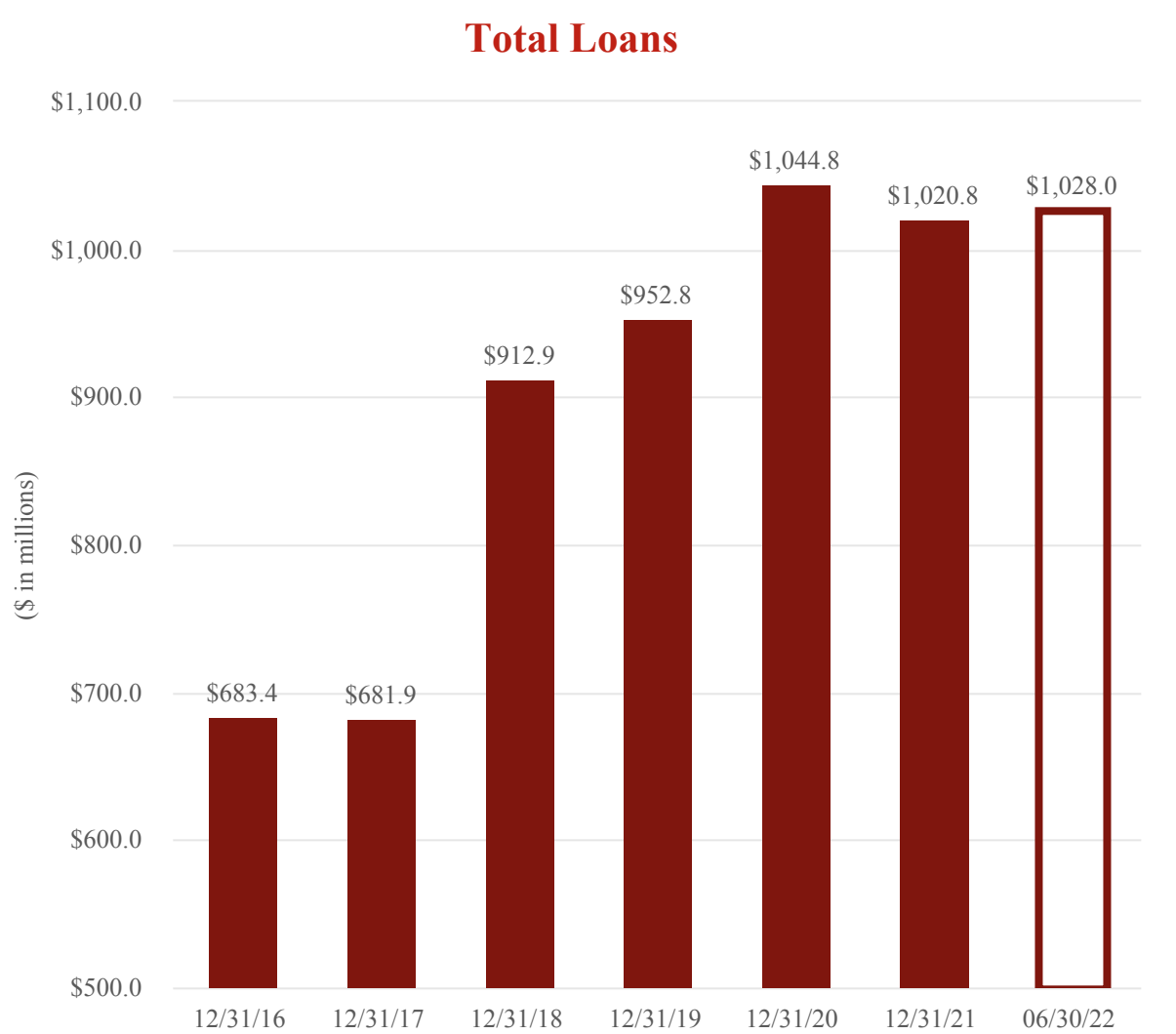
# Operating Initiatives Have Led to a High-Quality Balance Sheet

- Continuing to focus on credit underwriting standards
- Providing personalized customer engagement that leads to repeat and referral business
- Focusing on growth in core deposits
- Branch optimization

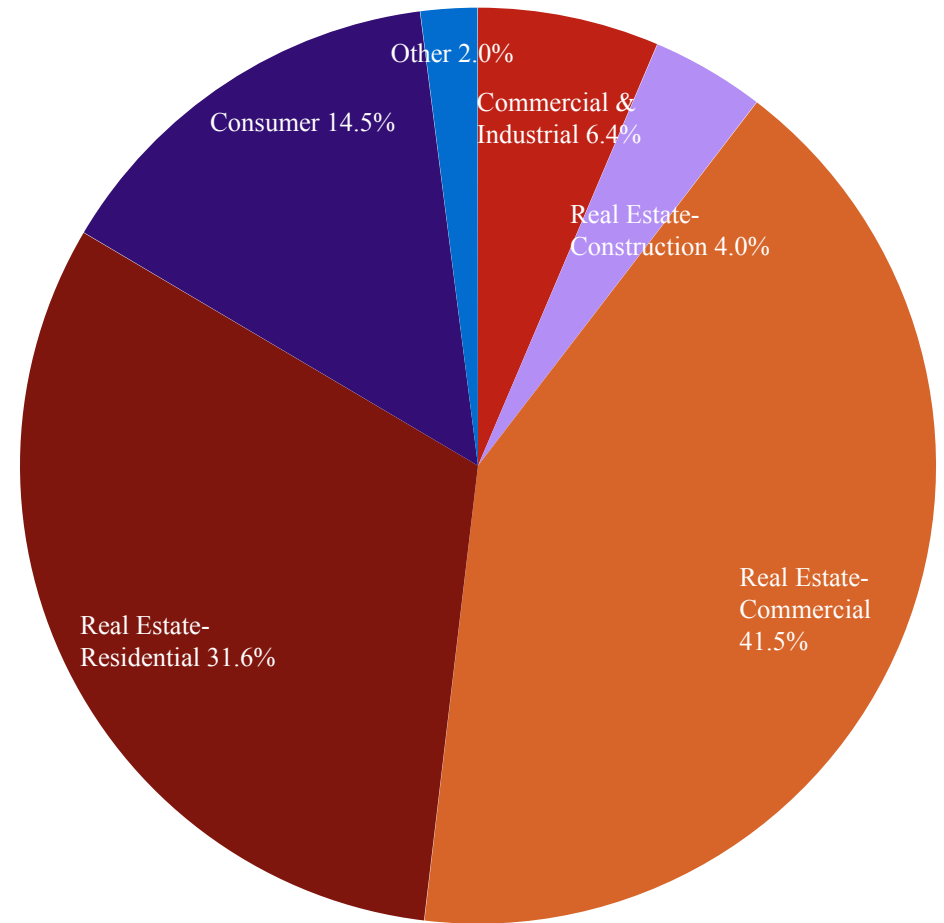


# Loan Growth Trend and CRE Loan Composition

### Total Loans

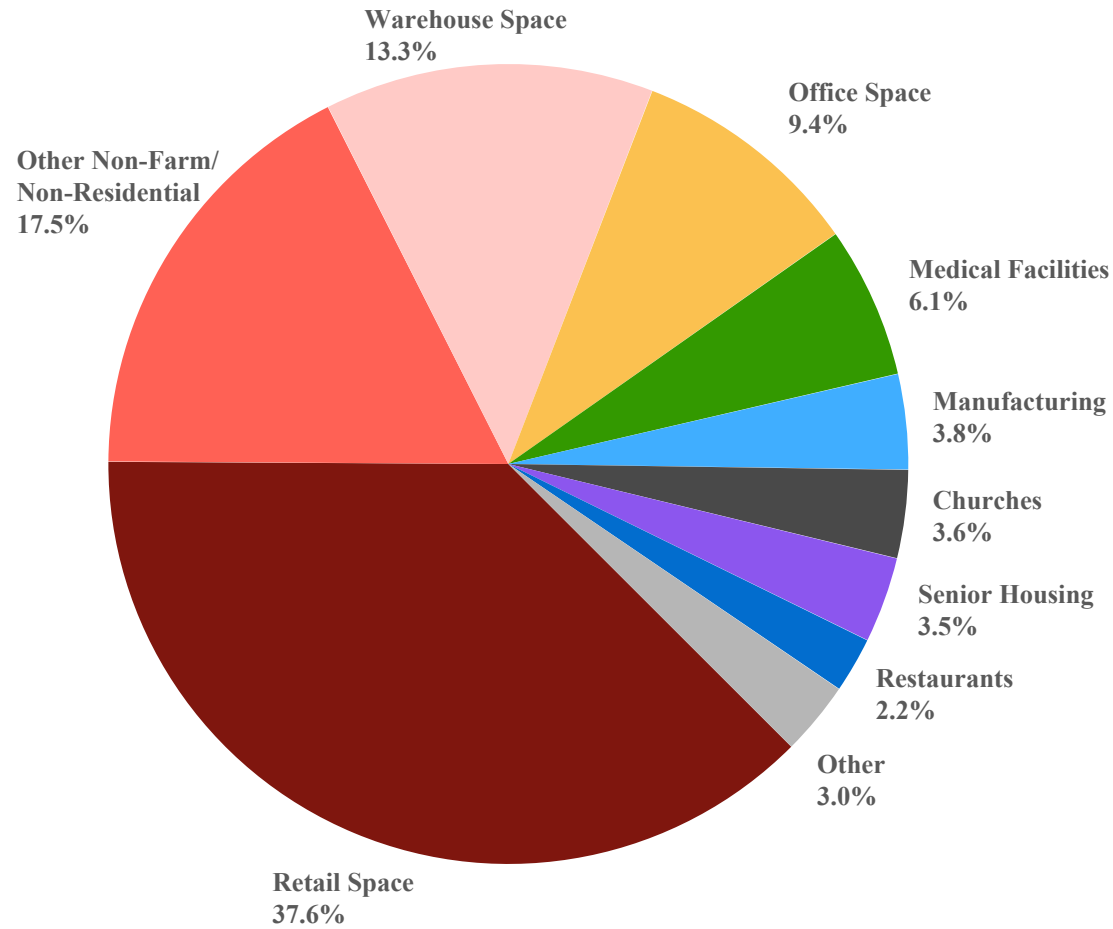


### Expertise in Commercial Real Estate (as of June 30, 2022)

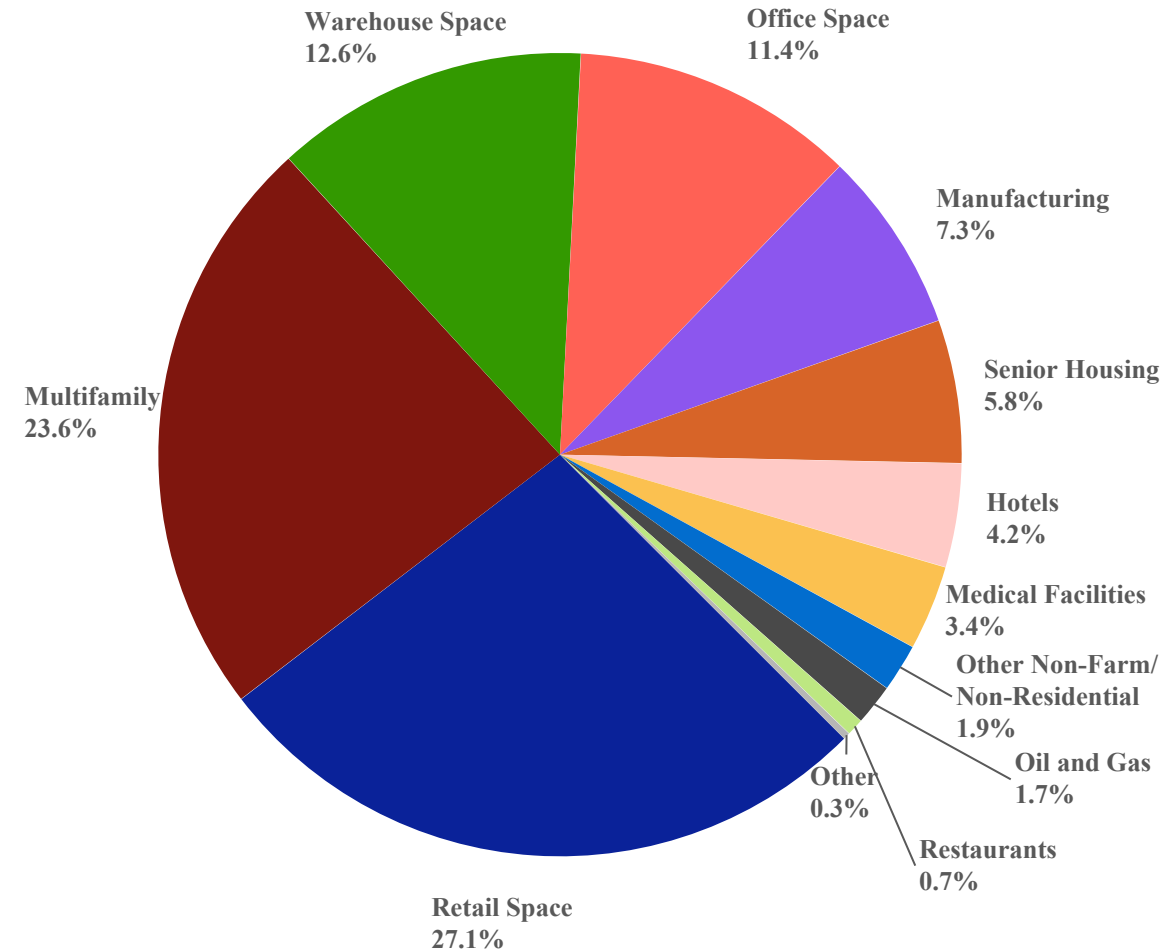


# Industry CRE Portfolio

## Owner Occupied CRE Loans by Industry – \$103.4M



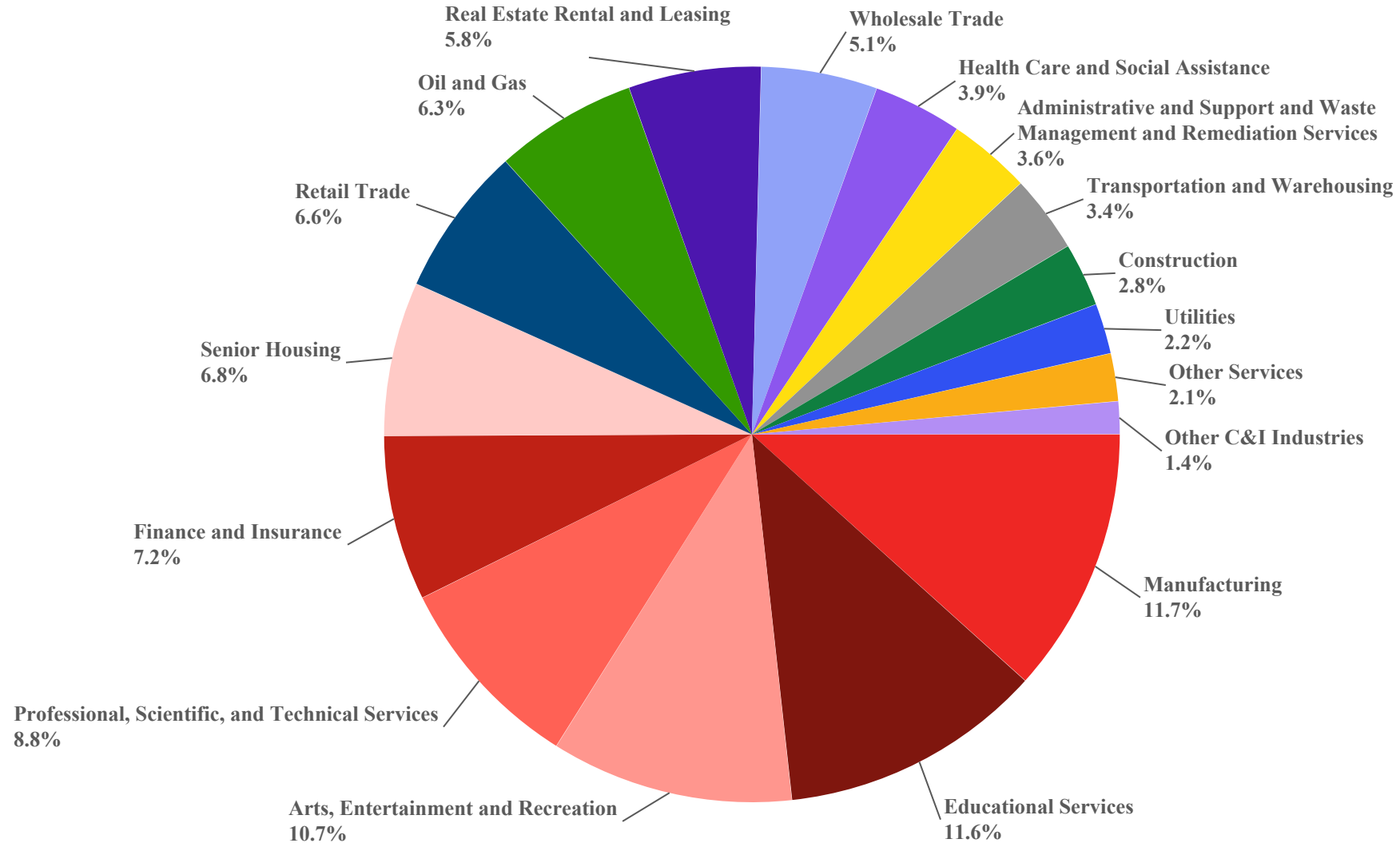
## Non-Owner Occupied CRE Loans by Industry – \$322.7M



Source: Company information as of 6/30/2022



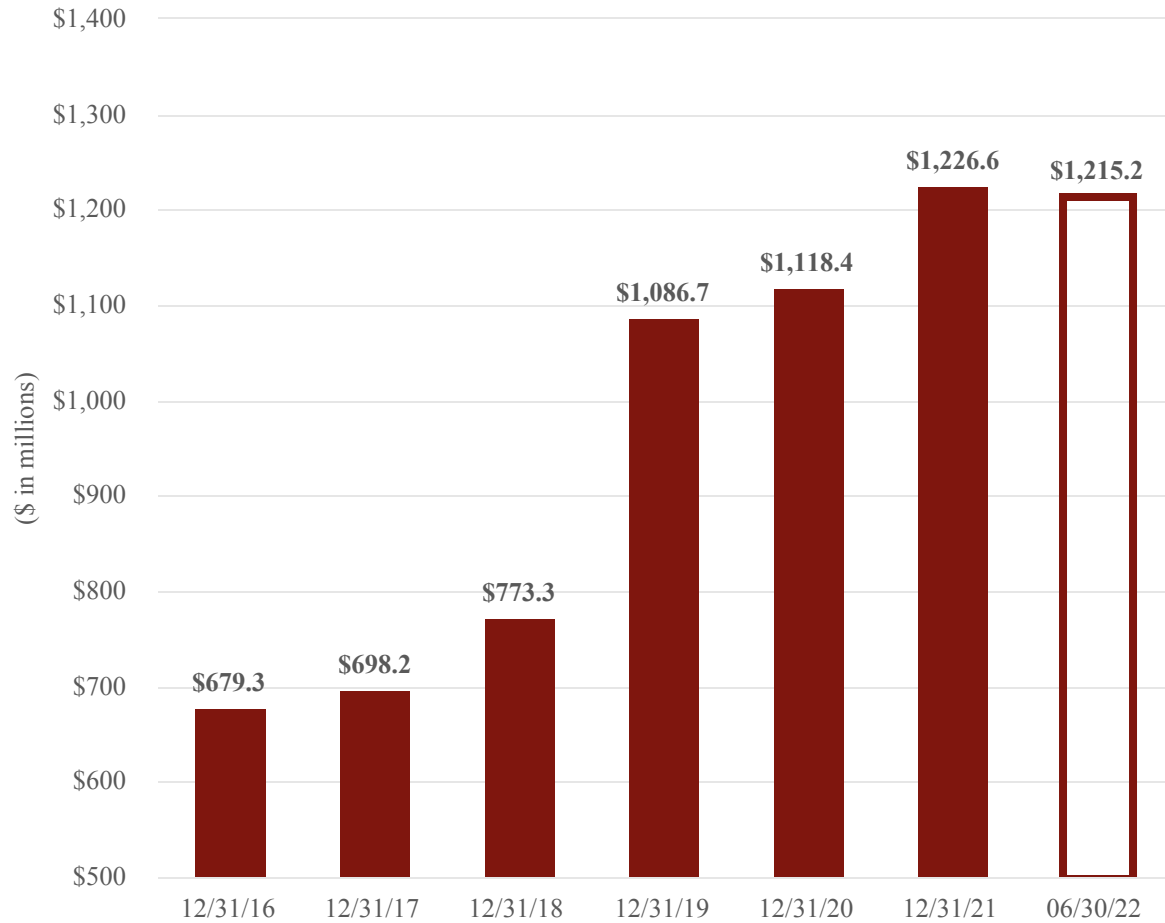
**C&I Loans by Industry – \$61.9M excl. PPP**



Source: Company information as of 6/30/2022

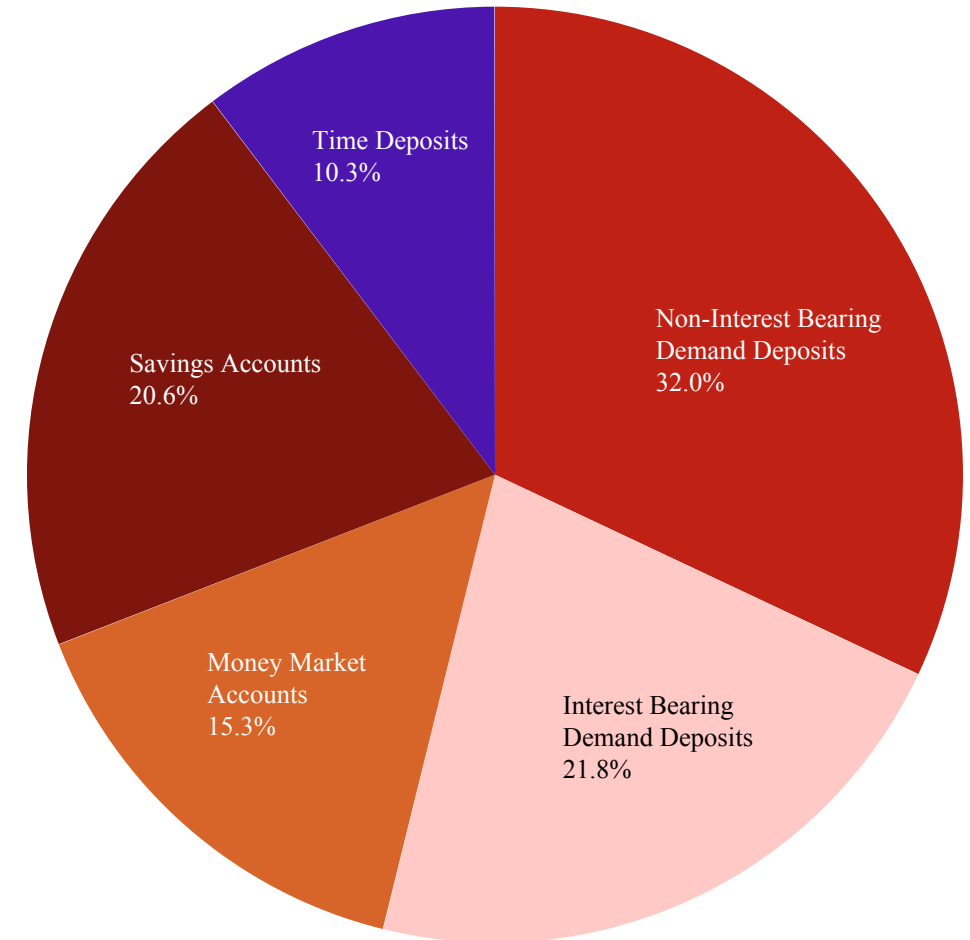
# Total Deposits and Deposit Composition

## Total Deposits



## Deposit Composition

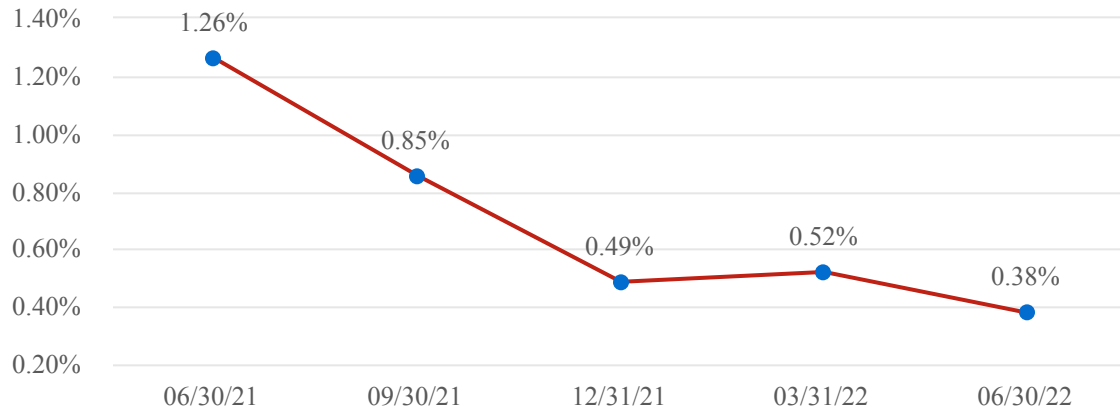
(as of June 30, 2022)



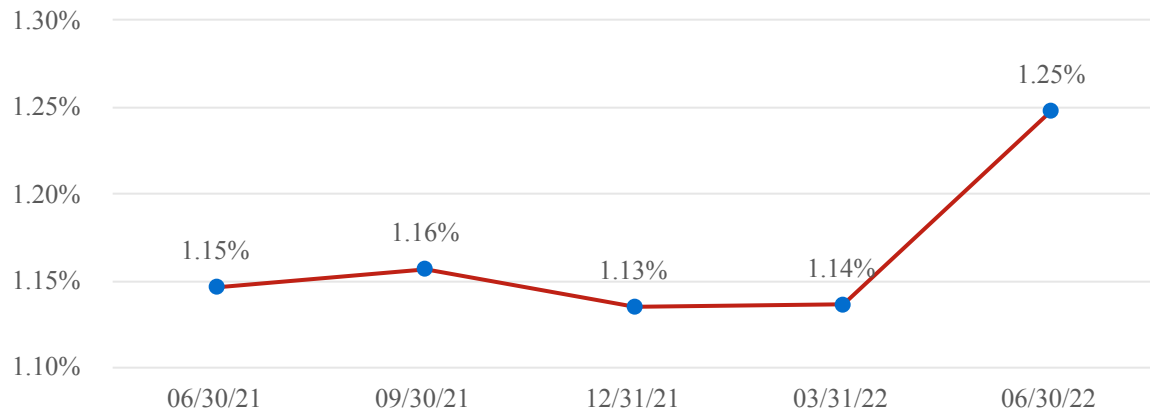
Source: Company information as of 6/30/2022

# Asset Quality Trends

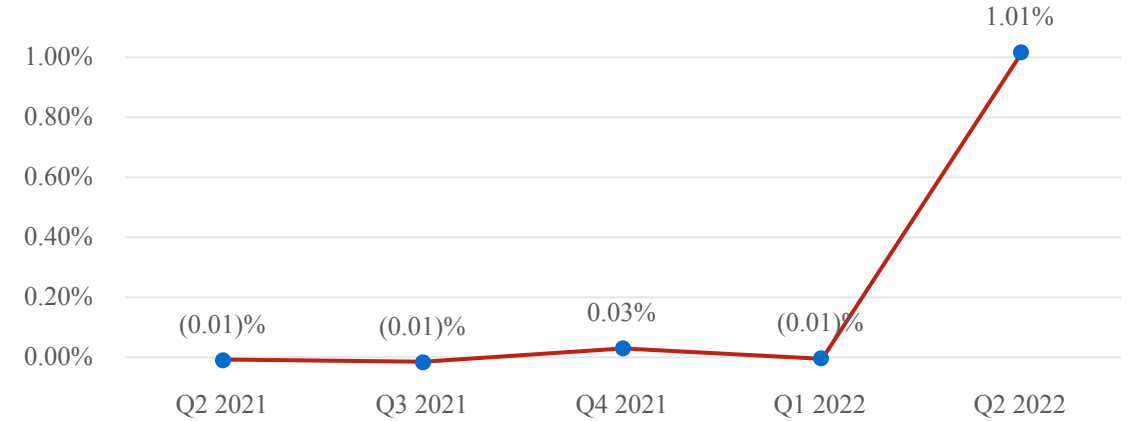
## Non-Current Loans/Total Loans



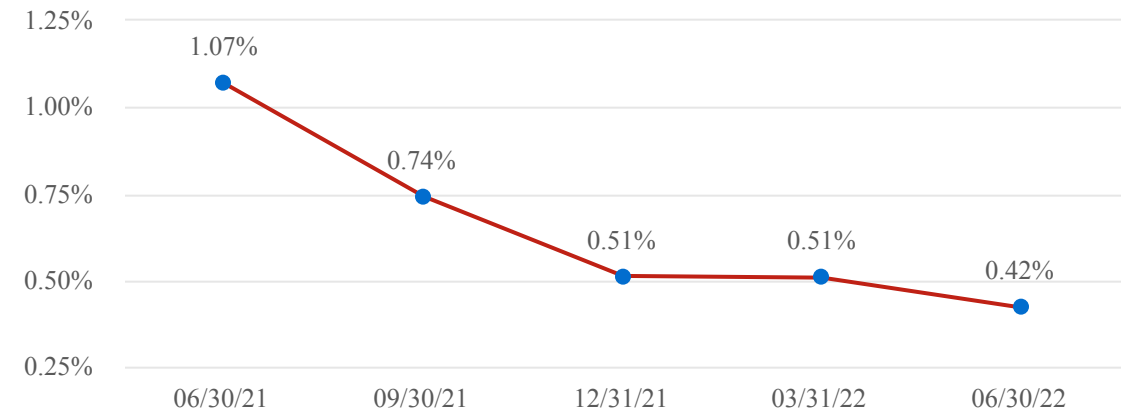
## Allowance for Loan Losses to Total Loans



## NCOs (Recoveries)/Average Loans



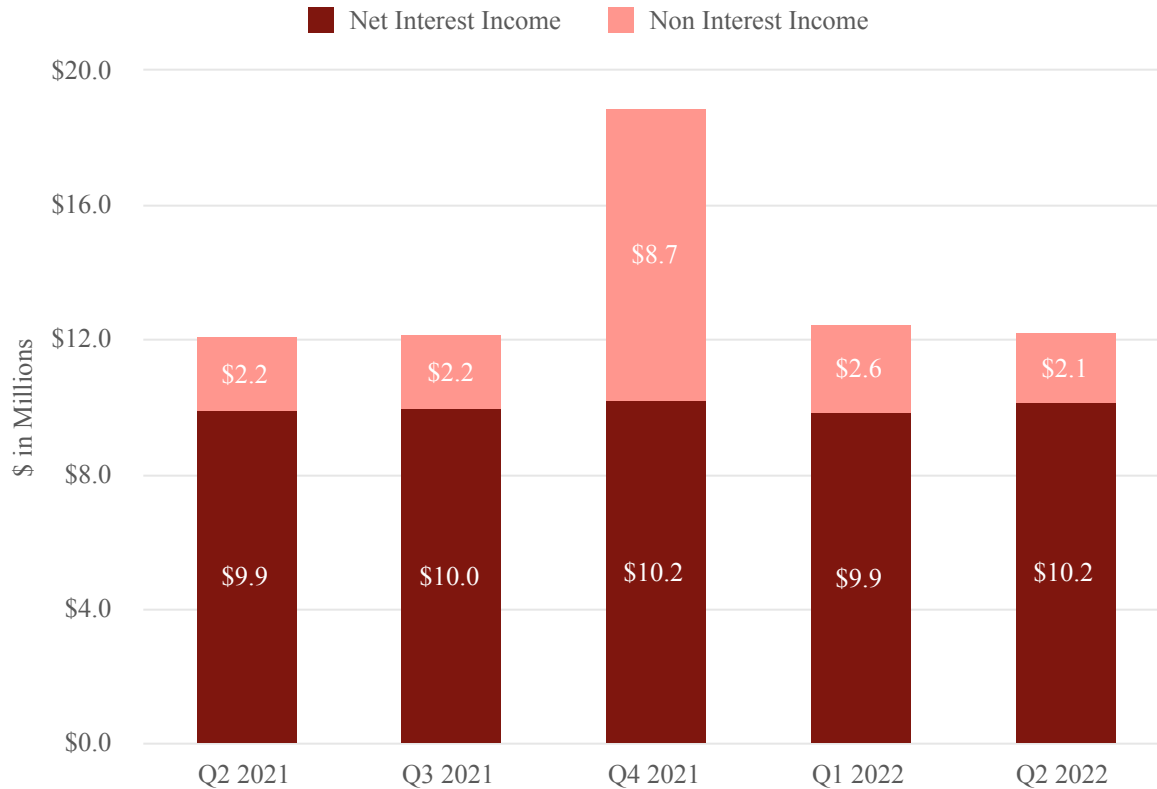
## NPAs/Total Assets



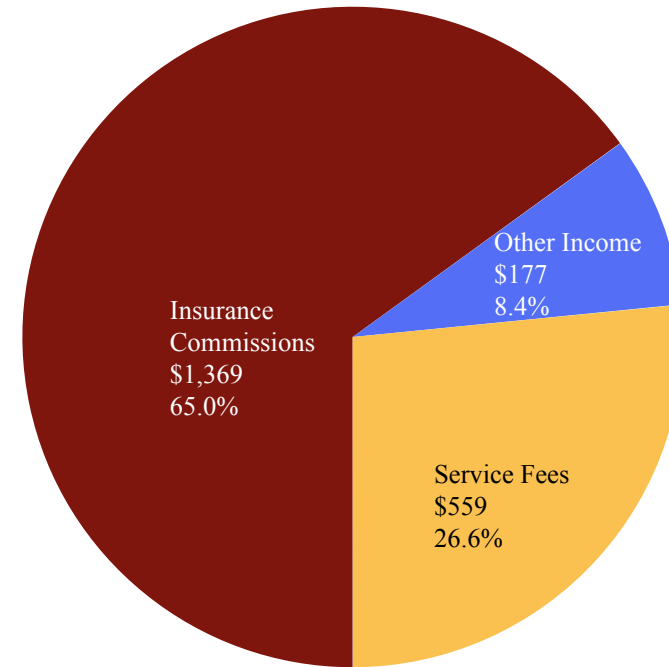
# Revenue Diversification

- Noninterest income sources comprised approximately 16.1% of total operating revenue during Q2 2022; provides stable revenue stream
- Q4 2021 Non interest income included \$5.2 million from the sale of branches as part of optimization initiative

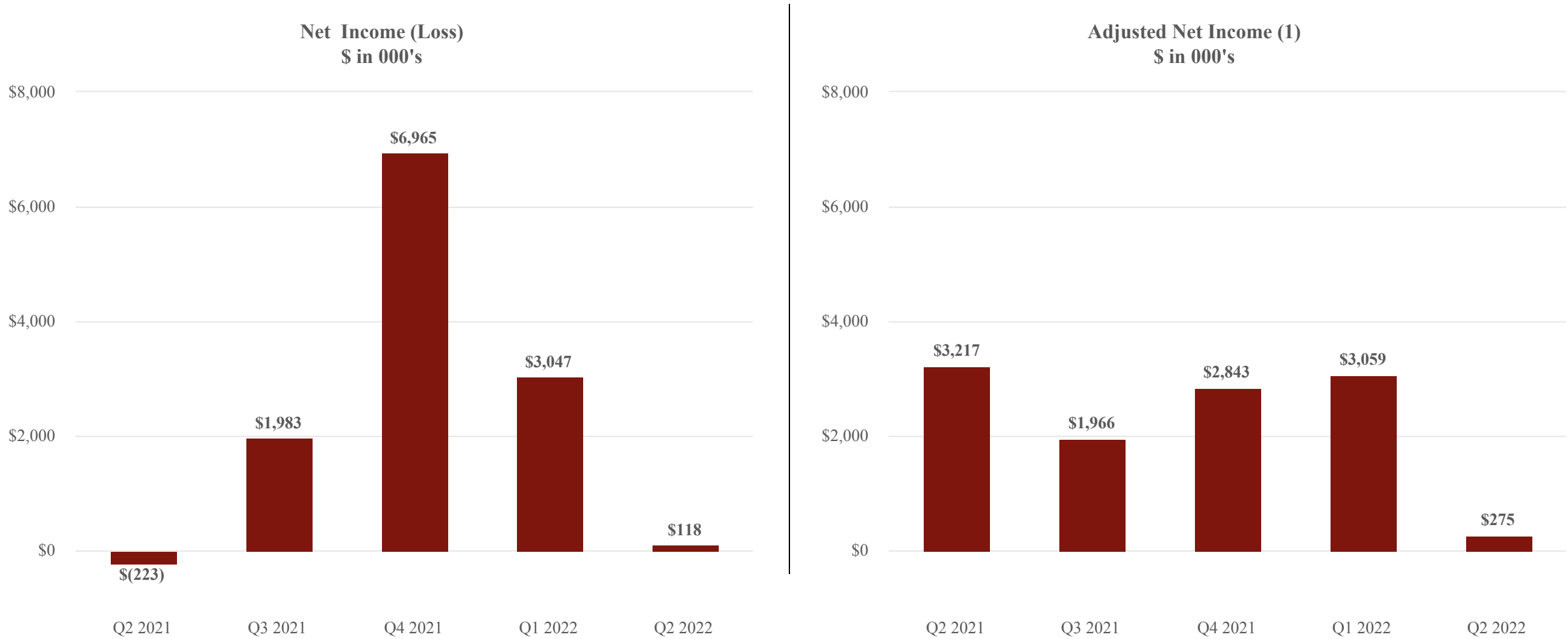
**Total Revenue - Five Quarter Trend (\$M)**



**Q2 2022 - Noninterest Income Mix (000's)**

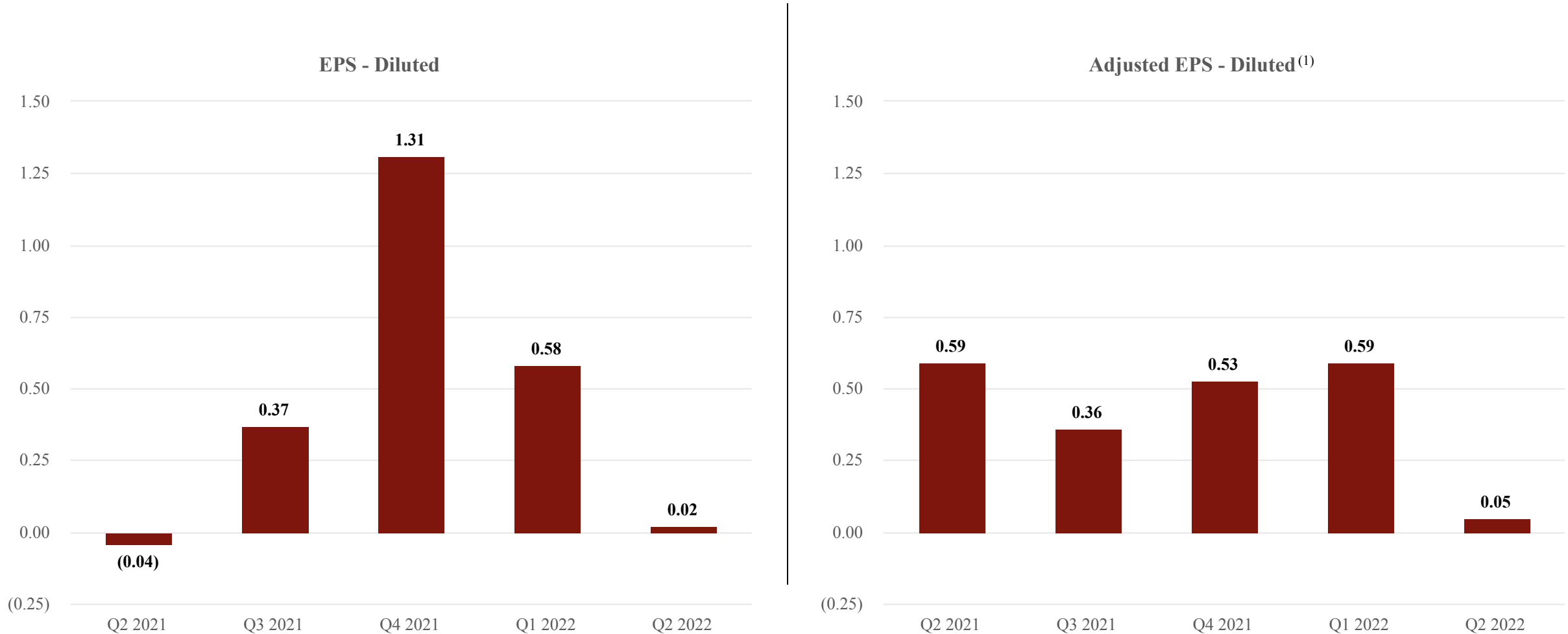


# Net Income (Loss) and Adjusted Net Income<sup>(1)</sup> – Last 5 Quarters



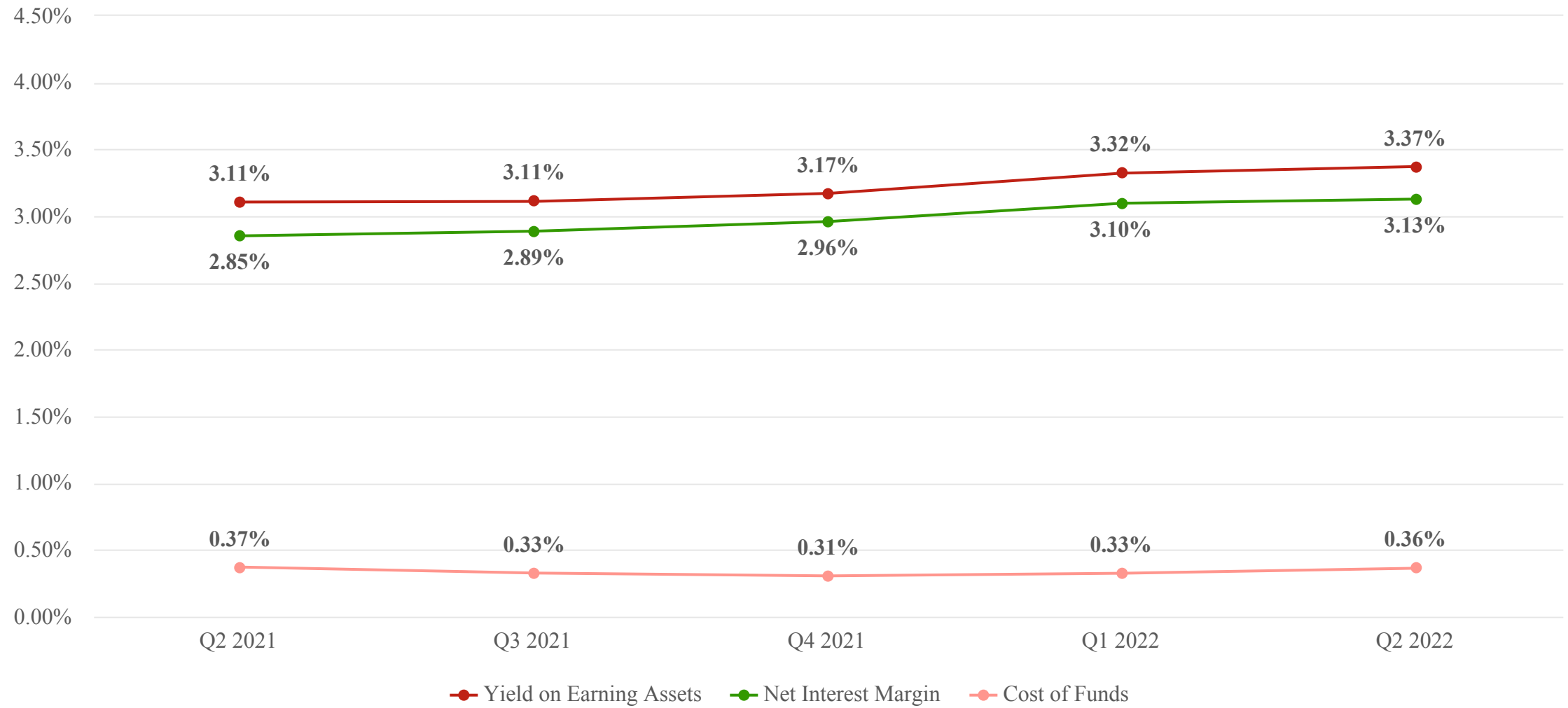
(1) Refer to Non-GAAP Financial Measures in the Appendix for the calculation of the measure and reconciliation to the most comparable GAAP measure.

# EPS - Diluted and Adjusted EPS - Diluted<sup>(1)</sup> – Last 5 Quarters



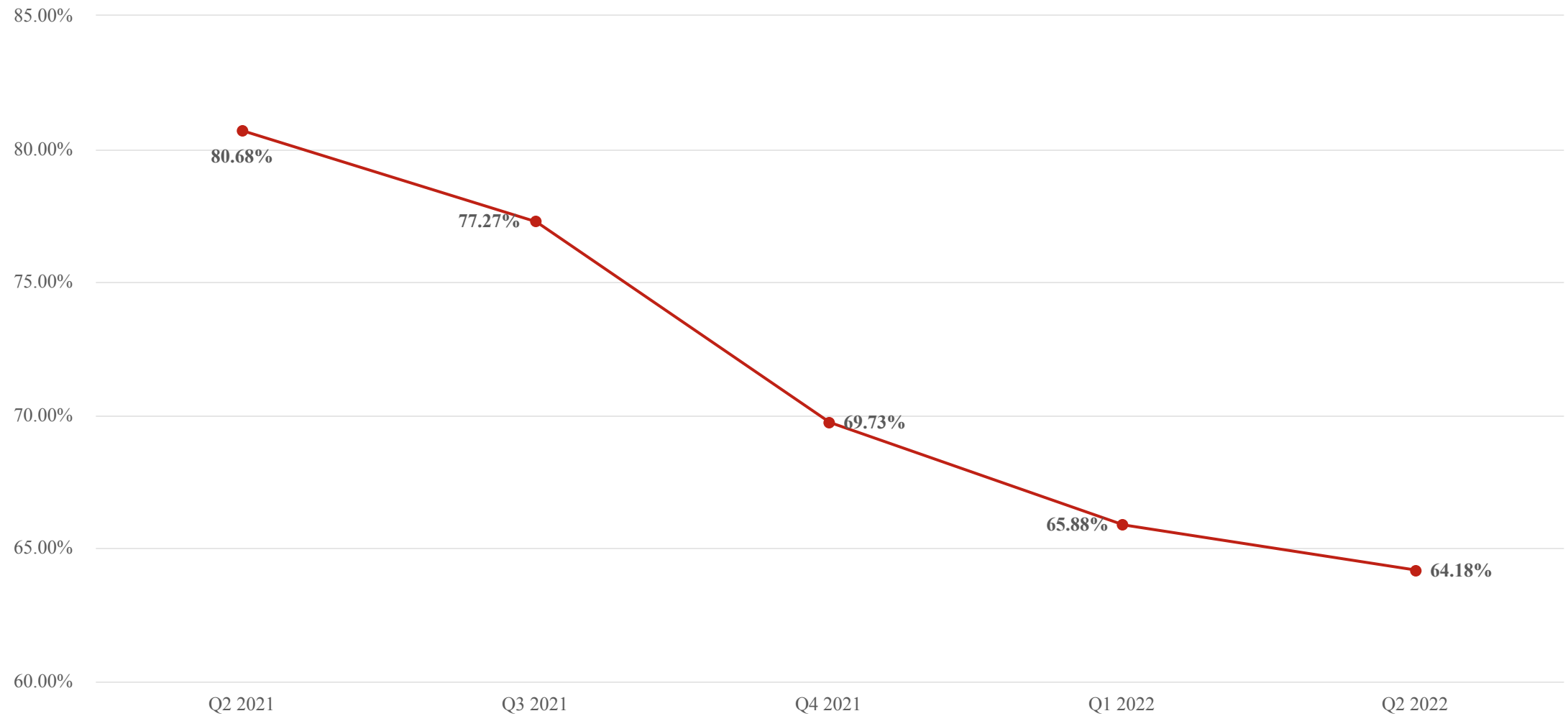
(1) Refer to Non-GAAP Financial Measures in the Appendix for the calculation of the measure and reconciliation to the most comparable GAAP measure.

# Net Interest Margin (FTE)<sup>(1)</sup>



(1) Net Interest Margin (GAAP) was 2.84%, 2.88%, 2.95%, 3.08%, and 3.12%, respectively, for the same time periods.

## Adjusted Efficiency Ratio<sup>(1)</sup>



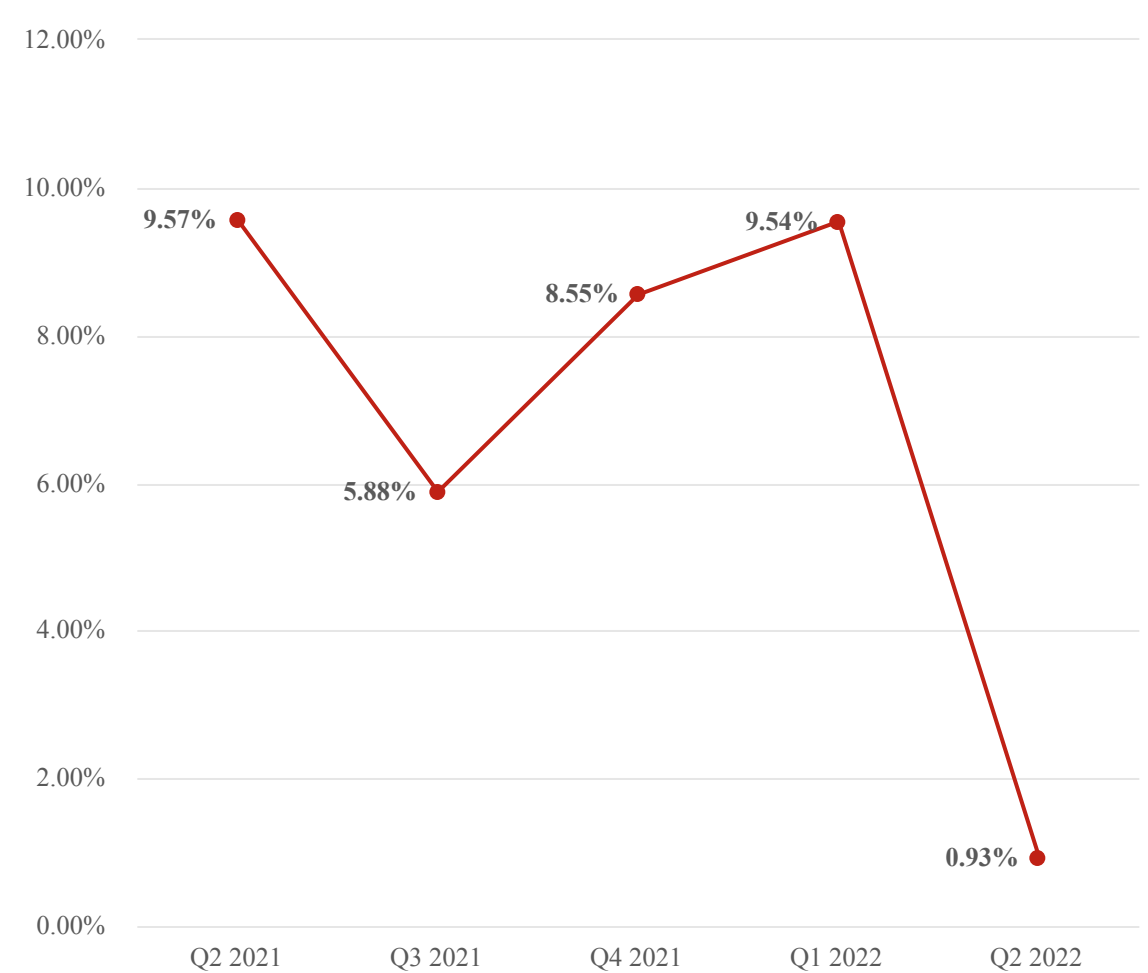
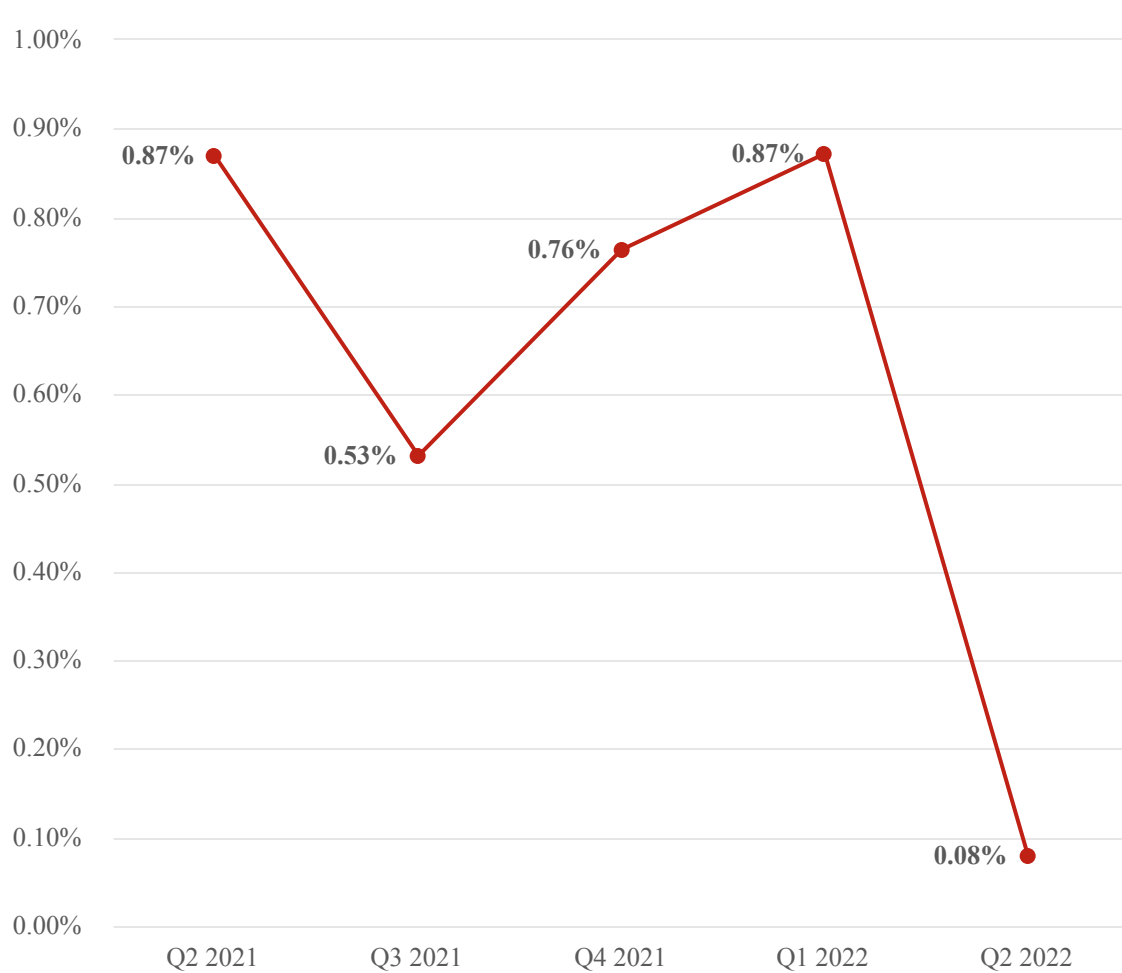
(1) Refer to Non-GAAP Financial Measures in the Appendix for the calculation of the measure and reconciliation to the most comparable GAAP measure. Efficiency Ratio (GAAP) was 112.91%, 80.05%, 52.71%, 69.21%, and 68.55%, respectively, for the same time periods.





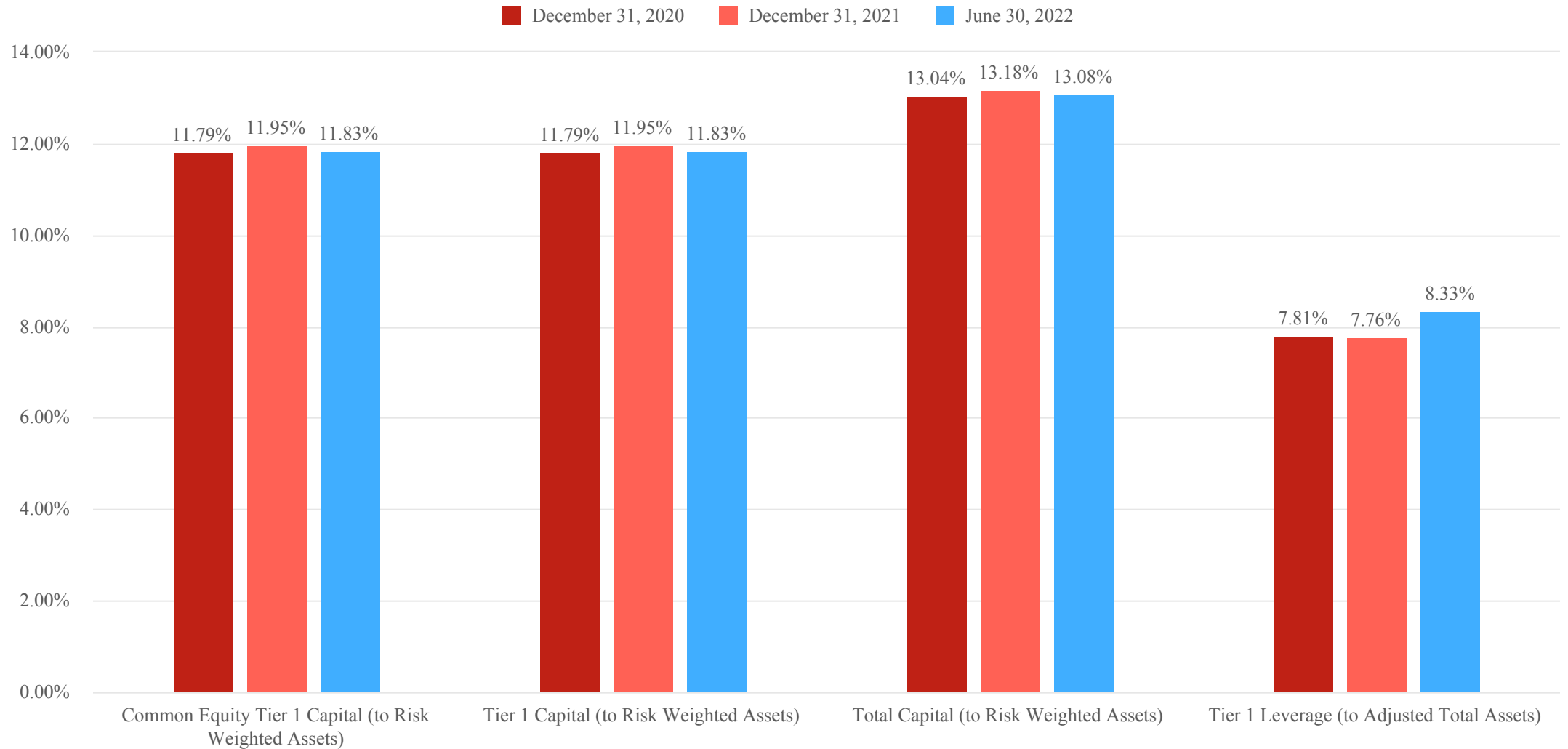
### Adjusted Return on Average Assets – ROAA<sup>(1)</sup>

### Adjusted Return on Average Equity – ROAE<sup>(1)</sup>



(1) Refer to Non-GAAP Financial Measures in the Appendix for the calculation of the measure and reconciliation to the most comparable GAAP measure. ROAA (GAAP) was (0.06)%, 0.54%, 1.87%, 0.87% and 0.03%, respectively, for the same time periods. ROAE (GAAP) was (0.66)%, 5.93%, 20.95%, 9.50%, and 0.40%, respectively, for the same time periods.

# Strong Capital Ratios (Community Bank)



## Interest Rate Risk Sensitivity

- The sensitivity is measured as a percentage change in net interest income given the stated changes in interest rates compared to net interest income with rates unchanged in the same period

Change in Interest Rates	Estimated % Change in Net Interest Income Over:	
	0 – 12 Months <sup>(1)</sup>	13 – 24 Months <sup>(2)</sup>
	Actual	Actual
Up 400 bps	16.16%	22.61%
Up 300 bps	12.95%	17.86%
Up 200 bps	9.82%	13.20%
Up 100 bps	5.46%	7.21%
Down 100 bps	(5.62)%	(7.88)%

Source: Company information as of 6/30/22.

(1) Assumes a parallel shift in the yield curve over 12 months, with no change thereafter.

(2) Assumes a parallel shift in the yield curve over 24 months, with no change thereafter.

 Financial Services, Inc.

Investing for the Future

Adaptive to New Consumer Expectations

Engaging with Loyal Customers and Winning New Ones



**Moving Forward – Building a Stronger Community**



NASDAQ Global Market: CBFV  
100 N. Market Street  
Carmichaels, PA 15320  
Phone: 724-966-5041  
Fax: 724-966-7867

Company Contact:  
John H. Montgomery  
President and Chief Executive Officer  
Phone: (724) 225-2400

Investor Relations  
Jeremy Hellman, CFA  
Phone: (212) 836-9626  
Email: [jhellman@equityny.com](mailto:jhellman@equityny.com)

# Appendix

# Selected Consolidated Financial Information



(Dollars in thousands) (Unaudited)

Selected Financial Condition Data	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21
<b>ASSETS</b>					
Cash and Due From Banks	\$ 81,121	\$ 123,588	\$ 119,674	\$ 173,523	\$ 172,010
Securities	213,505	231,097	224,974	221,351	208,472
Loans Held for Sale	—	—	—	17,407	11,409
Loans					
Real Estate:					
Residential	325,138	317,254	320,798	317,373	322,480
Commercial	426,105	427,227	392,124	379,621	360,518
Construction	41,277	54,227	85,028	78,075	85,187
Commercial and Industrial					
PPP	3,853	8,242	24,523	32,703	49,525
Other Commercial and Industrial	62,054	59,601	64,487	69,657	70,666
Consumer	148,921	143,422	122,152	112,087	106,404
Other	20,621	10,669	11,684	12,083	12,666
Total Loans	1,027,969	1,020,642	1,020,796	1,001,599	1,007,446
Allowance for Loan Losses	(12,833)	(11,595)	(11,582)	(11,581)	(11,544)
Loans, Net	1,015,136	1,009,047	1,009,214	990,018	995,902
Premises and Equipment Held for Sale	—	—	—	795	795
Premises and Equipment, Net	18,196	18,349	18,399	18,502	18,682
Bank-Owned Life Insurance	25,610	25,468	25,332	25,190	25,052
Goodwill	9,732	9,732	9,732	9,732	9,732
Intangible Assets, Net	4,404	4,850	5,295	5,740	6,186
Accrued Interest and Other Assets	18,757	16,539	12,859	12,560	13,373
Total Assets	\$ 1,386,461	\$ 1,438,670	\$ 1,425,479	\$ 1,474,818	\$ 1,461,613
<b>LIABILITIES</b>					
Deposits Held for Sale	\$ —	\$ —	\$ —	\$ 102,647	\$ 102,557
Deposits					
Non-Interest Bearing Demand Deposits	389,127	400,105	385,775	373,320	368,452
Interest Bearing Demand Accounts	265,347	280,455	272,518	244,004	246,920
Money Market Accounts	185,308	192,929	192,125	190,426	176,824
Savings Accounts	250,226	247,589	239,482	232,679	226,639
Time Deposits	125,182	129,235	136,713	144,727	154,718
Total Deposits	1,215,190	1,250,313	1,226,613	1,185,156	1,173,553
Short-Term Borrowings	32,178	39,219	39,266	42,623	39,054
Other Borrowings	17,618	17,607	17,601	6,000	6,000
Accrued Interest and Other Liabilities	7,703	9,375	8,875	7,405	7,913
Total Liabilities	1,272,689	1,316,514	1,292,355	1,343,831	1,329,077
STOCKHOLDERS' EQUITY	\$ 113,772	\$ 122,156	\$ 133,124	\$ 130,987	\$ 132,536

# Selected Consolidated Financial Information

(Dollars in thousands) (Unaudited)

Selected Operating Data	Three Months Ended				Six Months Ended		
	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21	6/30/22	6/30/21
Interest and Dividend Income							
Loans, Including Fees	\$ 9,733	\$ 9,551	\$ 9,904	\$ 9,718	\$ 9,936	\$ 19,284	\$ 20,082
Securities:							
Taxable	988	905	866	843	635	1,893	1,281
Tax-Exempt	57	66	66	71	74	123	152
Dividends	20	22	21	19	24	42	44
Other Interest and Dividend Income	160	72	106	135	151	232	249
Total Interest and Dividend Income	10,958	10,616	10,963	10,786	10,820	21,574	21,808
Interest Expense							
Deposits	604	530	636	715	827	1,134	1,774
Short-Term Borrowings	18	19	26	25	24	37	47
Other Borrowings	173	174	70	36	35	347	76
Total Interest Expense	795	723	732	776	886	1,518	1,897
Net Interest and Dividend Income	10,163	9,893	10,231	10,010	9,934	20,056	19,911
Provision (Recovery) for Loan Losses	3,784	—	75	—	(1,200)	3,784	(1,200)
Net Interest and Dividend Income After Provision (Recovery) for Loan Losses	6,379	9,893	10,156	10,010	11,134	16,272	21,111
Noninterest Income:							
Service Fees	559	526	569	602	614	1,085	1,160
Insurance Commissions	1,369	1,798	1,618	1,194	1,209	3,167	2,804
Other Commissions	179	89	90	93	173	268	338
Net Gain on Sales of Loans	—	—	977	49	31	—	117
Net (Loss) Gain on Securities	(199)	(7)	44	24	11	(206)	458
Net Gain on Purchased Tax Credits	14	14	17	18	17	28	35
Gain on Sale of Branches	—	—	5,203	—	—	—	—
Net Loss on Disposal of Fixed Assets	—	(8)	—	—	(3)	(8)	(3)
Income from Bank-Owned Life Insurance	142	136	142	138	136	278	273
Other Income	41	65	29	80	31	106	211
Total Noninterest Income	2,105	2,613	8,689	2,198	2,219	4,718	5,393
Noninterest Expense:							
Salaries and Employee Benefits	4,539	4,565	5,181	4,787	5,076	9,104	9,970
Occupancy	776	686	619	615	1,024	1,462	1,734
Equipment	182	210	252	205	311	392	577
Data Processing	446	485	488	541	607	931	1,125
FDIC Assessment	128	209	222	293	249	337	499
PA Shares Tax	240	240	173	224	225	480	490
Contracted Services	348	587	1,133	1,441	750	935	1,437
Legal and Professional Fees	389	152	206	180	419	541	608
Advertising	115	116	191	225	193	231	333
Other Real Estate Owned (Income)	(37)	(38)	(30)	(89)	(26)	(75)	(64)
Amortization of Intangible Assets	446	445	445	446	503	891	1,035
Intangible Assets and Goodwill Impairment	—	—	—	—	1,178	—	1,178
Writedown of Fixed Assets	—	—	23	2	2,268	—	2,268
Other	838	999	1,069	903	945	1,837	1,927
Total Noninterest Expense	8,410	8,656	9,972	9,773	13,722	17,066	23,117
Income (Loss) Before Income Tax (Benefit) Expense	74	3,850	8,873	2,435	(369)	3,924	3,387
Income Tax (Benefit) Expense	(44)	803	1,908	452	(146)	759	765
Net Income (Loss)	\$ 118	\$ 3,047	\$ 6,965	\$ 1,983	\$ (223)	\$ 3,165	\$ 2,622



## Per Common Share Data

Per Common Share Data	Three Months Ended					Six Months Ended	
	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21	6/30/22	6/30/21
Dividends Per Common Share	\$ 0.24	\$ 0.24	\$ 0.24	\$ 0.24	\$ 0.24	\$ 0.48	\$ 0.48
Earnings (Loss) Per Common Share - Basic	0.02	0.59	1.32	0.37	(0.04)	0.61	0.48
Earnings (Loss) Per Common Share - Diluted	0.02	0.58	1.31	0.37	(0.04)	0.61	0.48
Adjusted Earnings Per Common Share - Diluted (Non-GAAP) <sup>(1)</sup>	0.05	0.59	0.53	0.36	0.59	0.64	1.05
Weighted Average Common Shares Outstanding - Basic	5,147,846	5,198,194	5,291,795	5,373,032	5,432,234	5,172,881	5,433,298
Weighted Average Common Shares Outstanding - Diluted	5,156,975	5,220,887	5,314,537	5,390,128	5,432,234	5,189,144	5,438,401

	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21
Common Shares Outstanding	5,128,333	5,156,897	5,260,672	5,330,401	5,409,077
Book Value Per Common Share	\$ 22.18	\$ 23.69	\$ 25.31	\$ 24.57	\$ 24.50
Tangible Book Value per Common Share (Non-GAAP) <sup>(1)</sup>	19.43	20.86	22.45	21.67	21.56
Stockholders' Equity to Assets	8.2%	8.5%	9.3%	8.9%	9.1%
Tangible Common Equity to Tangible Assets (Non-GAAP) <sup>(1)</sup>	7.3	7.6	8.4	7.9	8.1

(1) Non-GAAP financial metric. Please see the appendix to view this presentation for Non-GAAP reconciliations.

## Selected Financial Ratios/Asset Quality Ratios/Capital Ratios

Selected Financial Ratios <sup>(2)</sup>	Three Months Ended					Six Months Ended	
	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21	6/30/22	6/30/21
Return on Average Assets	0.03 %	0.87 %	1.87 %	0.54 %	(0.06)%	0.45 %	0.36 %
Adjusted Return on Average Assets (Non-GAAP) <sup>(1)</sup>	0.08	0.87	0.76	0.53	0.87	0.48	0.79
Return on Average Equity	0.40	9.50	20.95	5.93	(0.66)	5.15	3.92
Adjusted Return on Average Equity (Non-GAAP) <sup>(1)</sup>	0.93	9.54	8.55	5.88	9.57	5.42	8.53
Average Interest-Earning Assets to Average Interest-Bearing Liabilities	149.03	144.48	145.09	146.78	146.82	146.74	144.94
Average Equity to Average Assets	8.49	9.14	8.93	9.03	9.08	8.81	9.27
Net Interest Rate Spread	3.00	2.98	2.85	2.77	2.72	3.00	2.81
Net Interest Rate Spread (FTE) (Non-GAAP) <sup>(1)</sup>	3.01	2.99	2.86	2.78	2.74	3.01	2.82
Net Interest Margin	3.12	3.08	2.95	2.88	2.84	3.10	2.94
Net Interest Margin (FTE) (Non-GAAP) <sup>(1)</sup>	3.13	3.10	2.96	2.89	2.85	3.11	2.95
Net (Recoveries) Charge-offs to Average Loans	1.01	(0.01)	0.03	(0.01)	(0.01)	0.50	0.01
Efficiency Ratio	68.55	69.21	52.71	80.05	112.91	68.89	91.36
Adjusted Efficiency Ratio (Non-GAAP) <sup>(1)</sup>	64.18	65.88	69.73	77.27	80.68	65.03	75.25

Asset Quality Ratios	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21
Allowance for Loan Losses to Total Loans	1.25 %	1.14 %	1.13 %	1.16 %	1.15 %
Allowance for Loan Losses to Total Loans, Excluding PPP Loans (Non-GAAP) <sup>(1)</sup>	1.25	1.15	1.16	1.20	1.21
Allowance for Loan Losses to Nonperforming Loans <sup>(3)</sup>	219.89	158.88	159.40	106.18	74.92
Allowance for Loan Losses to Noncurrent Loans <sup>(4)</sup>	329.47	218.28	233.37	135.37	90.83
Delinquent and Nonaccrual Loans to Total Loans <sup>(4) (5)</sup>	0.45	0.79	0.78	0.97	1.37
Nonperforming Loans to Total Loans <sup>(3)</sup>	0.57	0.72	0.71	1.09	1.53
Noncurrent Loans to Total Loans <sup>(4)</sup>	0.38	0.52	0.49	0.85	1.26
Nonperforming Assets to Total Assets <sup>(6)</sup>	0.42	0.51	0.51	0.74	1.07

- (1) Refer to Explanation of Use of Non-GAAP Financial Measures in this presentation for the calculation of the measure and reconciliation to the most comparable GAAP measure.
- (2) Interim period ratios are calculated on an annualized basis.
- (3) Nonperforming loans consist of nonaccrual loans, accruing loans that are 90 days or more past due, and troubled debt restructured loans.
- (4) Noncurrent loans consist of nonaccrual loans and accruing loans that are 90 days or more past due.
- (5) Delinquent loans consist of accruing loans that are 30 days or more past due.
- (6) Nonperforming assets consist of nonperforming loans and other real estate owned.
- (7) Capital ratios are for Community Bank only.

Certain items previously reported may have been reclassified to conform with the current reporting period's format.

Capital Ratios <sup>(7)</sup>	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21
Common Equity Tier 1 Capital (to Risk Weighted Assets)	11.83 %	11.99 %	11.95 %	11.53 %	11.67 %
Tier 1 Capital (to Risk Weighted Assets)	11.83	11.99	11.95	11.53	11.67
Total Capital (to Risk Weighted Assets)	13.08	13.20	13.18	12.77	12.92
Tier 1 Leverage (to Adjusted Total Assets)	8.33	8.19	7.76	7.38	7.23

# Average Balances and Yields

	June 30, 2022			March 31, 2022			December 31, 2021			September 30, 2021			June 30, 2021		
	Average Balance	Interest and Dividends	Yield / Cost <sup>(1)</sup>	Average Balance	Interest and Dividends	Yield / Cost <sup>(1)</sup>	Average Balance	Interest and Dividends	Yield / Cost <sup>(1)</sup>	Average Balance	Interest and Dividends	Yield / Cost <sup>(1)</sup>	Average Balance	Interest and Dividends	Yield / Cost <sup>(1)</sup>
<i>(Dollars in thousands) (Unaudited)</i>															
<b>Assets:</b>															
Interest-Earning Assets:															
Loans, Net <sup>(2)</sup>	\$ 1,007,874	\$ 9,751	3.88 %	\$ 1,009,210	\$ 9,573	3.85 %	\$ 1,004,827	\$ 9,927	3.92 %	\$ 1,004,474	\$ 9,740	3.85 %	\$ 1,016,868	\$ 9,959	3.93 %
Debt Securities															
Taxable	228,315	988	1.73	215,906	905	1.68	205,328	866	1.69	197,763	843	1.71	124,685	635	2.04
Exempt From Federal Tax	9,109	73	3.21	10,195	84	3.30	10,477	84	3.21	11,647	90	3.09	12,276	94	3.06
Equity Securities	2,693	20	2.97	2,693	22	3.27	2,693	21	3.12	2,655	19	2.86	2,649	24	3.62
Interest Bearing Deposits at Other Banks	56,379	122	0.87	59,296	33	0.22	150,102	61	0.16	160,935	92	0.23	242,348	106	0.17
Other Interest-Earning Assets	3,235	38	4.71	3,483	39	4.54	3,475	45	5.14	3,512	43	4.86	4,044	45	4.46
Total Interest-Earning Assets	1,307,605	10,992	3.37	1,300,783	10,656	3.32	1,376,902	11,004	3.17	1,380,986	10,827	3.11	1,402,870	10,863	3.11
Noninterest-Earning Assets	84,323			122,288			100,607			88,291			82,794		
Total Assets	\$ 1,391,928			\$ 1,423,071			\$ 1,477,509			\$ 1,469,277			\$ 1,485,664		
<b>Liabilities and Stockholders' Equity</b>															
Interest-Bearing Liabilities:															
Interest-Bearing Demand Deposits <sup>(3)</sup>	\$ 260,655	111	0.17 %	\$ 276,603	48	0.07 %	\$ 278,546	51	0.07 %	\$ 275,411	48	0.07 %	\$ 275,752	55	0.08 %
Savings <sup>(3)</sup>	248,356	20	0.03	243,786	19	0.03	252,387	20	0.03	251,801	21	0.03	247,238	25	0.04
Money Market <sup>(3)</sup>	188,804	61	0.13	192,425	41	0.09	209,572	57	0.11	198,167	55	0.11	199,652	71	0.14
Time Deposits <sup>(3)</sup>	127,832	412	1.29	132,015	422	1.30	154,342	508	1.31	168,654	591	1.39	177,506	676	1.53
Total Interest-Bearing Deposits <sup>(3)</sup>	825,647	604	0.29	844,829	530	0.25	894,847	636	0.28	894,033	715	0.32	900,148	827	0.37
Short-Term Borrowings															
Securities Sold Under Agreements to Repurchase	34,135	18	0.21	37,884	19	0.20	44,709	26	0.23	40,818	25	0.24	49,325	24	0.20
Other Borrowings	17,611	173	3.94	17,604	174	4.01	9,474	70	2.93	6,000	36	2.38	6,000	35	2.34
Total Interest-Bearing Liabilities	877,393	795	0.36	900,317	723	0.33	949,030	732	0.31	940,851	776	0.33	955,473	886	0.37
Noninterest-Bearing Demand Deposits	391,975			384,188			388,787			387,746			387,317		
Accrued Interest Payable and Other Liabilities	4,415			8,554			7,800			8,019			7,999		
Total Liabilities	1,273,783			1,293,059			1,345,617			1,336,616			1,350,789		
Stockholders' Equity	118,145			130,012			131,892			132,661			134,875		
Total Liabilities and Stockholders' Equity	\$ 1,391,928			\$ 1,423,071			\$ 1,477,509			\$ 1,469,277			\$ 1,485,664		
Net Interest Income (FTE) (Non-GAAP) <sup>(4)</sup>		10,197			9,933			10,272			10,051			9,977	
Net Interest-Earning Assets <sup>(5)</sup>	430,212			400,466			427,872			440,135			447,397		
Net Interest Rate Spread (FTE)(Non-GAAP) <sup>(4)(6)</sup>			3.01 %			2.99 %			2.86 %			2.78 %			2.74 %
Net Interest Margin (FTE) (Non-GAAP) <sup>(4)(7)</sup>			3.13			3.10			2.96			2.89			2.85
PPP Loans	5,546	144	10.41	14,673	445	12.30	29,067	391	5.34	40,313	484	4.76	57,661	636	4.42

(1) Annualized based on three months ended results.

(2) Net of allowance for loan losses and includes nonaccrual loans with a zero yield and Loans Held for Sale if applicable

(3) Includes Deposits Held for Sale that were sold in December 2021.

(4) Refer to Explanation and Use of Non-GAAP Financial Measures in this presentation for the calculation of the measure and reconciliation to the most comparable GAAP measure.

(5) Net interest-earning assets represent total interest-earning assets less total interest-bearing liabilities.

(6) Net interest rate spread represents the difference between the weighted average yield on interest-earning assets and the weighted average cost of interest-bearing liabilities.

(7) Net interest margin represents net interest income divided by average total interest-earning assets.

# Non-GAAP Financial Measures: Adjusted Net Income, Adjusted EPS, Adjusted ROAA and Adjusted ROAE

	Three Months Ended				
	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21
<i>(Dollars in thousands, except share and per share data) (Unaudited)</i>					
Net Income (Loss) (GAAP)	\$ 118	\$ 3,047	\$ 6,965	\$ 1,983	\$ (223)
<b>Adjustments</b>					
(Gain) Loss on Securities	199	7	(44)	(24)	(11)
(Gain) on Sale of Branches	—	—	(5,203)	—	—
Loss (Gain) on Disposal of Fixed Assets	—	8	—	—	3
Tax effect	(42)	(3)	1,102	5	2
<b>Non-Cash Charges:</b>					
Intangible Asset and Goodwill Impairment	—	—	—	—	1,178
Writedown on Fixed Assets	—	—	23	2	2,268
Tax Effect	—	—	—	—	—
<b>Adjusted Net Income (Non-GAAP)</b>	<b>\$ 275</b>	<b>\$ 3,059</b>	<b>\$ 2,843</b>	<b>\$ 1,966</b>	<b>\$ 3,217</b>
Weighted-Average Diluted Common Shares and Common Stock Equivalents Outstanding	5,156,975	5,220,887	5,314,537	5,390,128	5,432,234
Earnings (Loss) per Common Share - Diluted (GAAP)	\$ 0.02	\$ 0.58	\$ 1.31	\$ 0.37	\$ (0.04)
Adjusted Earnings per Common Share - Diluted (Non-GAAP)	\$ 0.05	\$ 0.59	\$ 0.53	\$ 0.36	\$ 0.59
Net Income (Loss) (GAAP) (Numerator)	\$ 118	\$ 3,047	\$ 6,965	\$ 1,983	\$ (223)
Annualization Factor	4.01	4.06	3.97	3.97	4.01
Average Assets (Denominator)	\$1,391,928	\$1,423,071	\$1,477,509	\$1,469,277	\$1,485,664
Return on Average Assets (GAAP)	0.03 %	0.87 %	1.87 %	0.54 %	(0.06)%
Adjusted Net Income (Non-GAAP) (Numerator)	\$ 275	\$ 3,059	\$ 2,843	\$ 1,966	\$ 3,217
Annualization Factor	4.01	4.06	3.97	3.97	4.01
Average Assets (Denominator)	\$1,391,928	\$1,423,071	\$1,477,509	\$1,469,277	\$1,485,664
Adjusted Return on Average Assets (Non-GAAP)	0.08 %	0.87 %	0.76 %	0.53 %	0.87 %

	Three Months Ended				
	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21
<i>(Dollars in thousands) (Unaudited)</i>					
Net Income (GAAP) (Numerator)	\$ 118	3,047	6,965	1,983	(223)
Annualization Factor	4.01	4.06	3.97	3.97	4.01
Average Equity (Denominator) (GAAP)	\$ 118,145	130,012	131,892	132,661	134,875
Return on Average Equity (GAAP)	0.40%	9.50 %	20.95 %	5.93 %	(0.66)%
Adjusted Net Income (Non- GAAP) (Numerator)	\$ 275	\$ 3,059	\$ 2,843	\$ 1,966	\$ 3,217
Annualization Factor	4.01	4.06	3.97	3.97	4.01
Average Equity (Denominator) (GAAP)	\$ 118,145	130,012	131,892	132,661	134,875
Adjusted Return on Average Equity (Non-GAAP)	0.93%	9.54 %	8.55 %	5.88 %	9.57 %

Share Price	\$ 23.36
Divided by: Earnings per Common Share - Diluted (GAAP) (Last 12 Months)	\$ 2.28
Price to EPS (GAAP)	10.2x
Share Price	\$ 23.36
Divided by: Adjusted Earnings per Common Share - Diluted (GAAP) (Last 12 Months)	\$ 1.53
Price to Adjusted EPS (Non-GAAP)	15.3x

## Non-GAAP Financial Measures: Tangible Common Equity, Tangible Book Value per Share and Tangible Common Equity to Tangible Assets

	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21	12/31/20	12/31/19	12/31/18
<i>(Dollars in thousands, except share and per share data)</i>								
Stockholders' Equity (GAAP)	\$ 113,772	\$ 122,156	\$ 133,124	\$ 130,987	\$ 132,536	\$ 134,530	\$ 151,097	\$ 137,625
Goodwill and Intangible Assets, Net	(14,136)	(14,582)	(15,027)	(15,472)	(15,918)	(18,131)	(38,952)	(41,080)
<b>Tangible Common Equity or Tangible Book Value (Non-GAAP)</b>	<b>\$ 99,636</b>	<b>\$ 107,574</b>	<b>\$ 118,097</b>	<b>\$ 115,515</b>	<b>\$ 116,618</b>	<b>\$ 116,399</b>	<b>\$ 112,145</b>	<b>\$ 96,545</b>
Common Shares Outstanding	5,128,333	5,156,897	5,260,672	5,330,401	5,409,077	5,434,374	5,463,828	5,432,289
Book Value per Common Share (GAAP)	\$ 22.18	\$ 23.69	\$ 25.31	\$ 24.57	\$ 24.50	\$ 24.76	\$ 27.65	\$ 25.33
<b>Tangible Book Value per Common Share (Non-GAAP)</b>	<b>\$ 19.43</b>	<b>\$ 20.86</b>	<b>\$ 22.45</b>	<b>\$ 21.67</b>	<b>\$ 21.56</b>	<b>\$ 21.42</b>	<b>\$ 20.52</b>	<b>\$ 17.77</b>
Total Assets (GAAP)	\$ 1,386,461	\$ 1,438,670	\$ 1,425,479	\$ 1,474,818	\$ 1,461,613	\$ 1,416,720	\$ 1,321,537	\$ 1,281,701
Goodwill and Intangible Assets, Net	(14,136)	(14,582)	(15,027)	(15,472)	(15,918)	(18,131)	(38,952)	(41,080)
<b>Tangible Assets (Non-GAAP)</b>	<b>\$ 1,372,325</b>	<b>\$ 1,424,088</b>	<b>\$ 1,410,452</b>	<b>\$ 1,459,346</b>	<b>\$ 1,445,695</b>	<b>\$ 1,398,589</b>	<b>\$ 1,282,585</b>	<b>\$ 1,240,621</b>
Stockholders' Equity to Assets (GAAP)	8.2%	8.5%	9.3%	8.9%	9.1%	9.5%	11.4%	10.7%
<b>Tangible Common Equity / Tangible Assets (Non-GAAP)</b>	<b>7.3%</b>	<b>7.6%</b>	<b>8.4%</b>	<b>7.9%</b>	<b>8.1%</b>	<b>8.3%</b>	<b>8.7%</b>	<b>7.8%</b>
Share Price	\$ 23.36							
Price to Book Value (GAAP)	1.05x							
Price to Tangible Book Value (Non-GAAP)	1.20x							

## Non-GAAP Financial Measures: Return on Average Tangible Common Equity

	Three Months Ended		Full Year			
	6/30/22	6/30/21	12/31/21	12/31/20	12/31/19	12/31/18
<i>(Dollars in thousands)</i>						
Net Income (Loss) (GAAP)	\$ 118	\$ (223)	\$ 11,570	\$ (10,640)	\$ 14,327	\$ 7,052
Amortization of Intangible Assets, Net	446	503	1,926	2,128	1,532	1,167
Goodwill Impairment	—	1,178	1,178	18,693	—	—
Adjusted Net Income (Non-GAAP) (Numerator)	\$ 564	\$ 1,458	\$ 14,674	\$ 10,181	\$ 15,859	\$ 8,219
Annualization Factor	4.01	4.01	1.00	1.00	1.00	1.00
Average Stockholders' Equity (GAAP)	\$ 118,145	\$ 134,875	\$ 133,605	\$ 148,132	\$ 144,903	\$ 119,300
Average Goodwill and Intangible Assets, Net	(14,414)	(17,394)	(16,591)	(33,207)	(39,782)	(30,012)
Average Tangible Common Equity (Non-GAAP) (Denominator)	\$ 103,731	\$ 117,481	\$ 117,014	\$ 114,925	\$ 105,121	\$ 89,288
Return on Average Equity (GAAP)	0.40 %	(0.66)%	8.66 %	(7.18)%	9.89 %	5.91 %
Return on Average Tangible Common Equity (Non-GAAP)	2.18 %	4.98 %	12.54 %	8.86 %	15.09 %	9.21 %

## Non-GAAP Financial Measures: Net Interest Rate Spread (FTE) and Net Interest Margin (FTE)

	Three Months Ended					Full Year			
	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21	12/31/21	12/31/20	12/31/19	12/31/18
<i>(Dollars in thousands)</i>									
Interest Income per Consolidated Statement of Income (GAAP)	\$ 10,958	\$ 10,616	\$ 10,963	\$ 10,786	\$ 10,820	\$ 43,557	\$ 47,467	\$ 51,031	\$ 43,626
Adjustment to FTE Basis	34	40	41	41	43	172	211	251	355
Interest Income (FTE) (Non-GAAP)	\$ 10,992	\$ 10,656	\$ 11,004	\$ 10,827	\$ 10,863	\$ 43,729	\$ 47,678	\$ 51,282	\$ 43,981
Interest Expense per Consolidated Statement of Income (GAAP)	795	723	732	776	886	3,405	5,563	7,857	5,949
Net Interest Income (FTE) (Non-GAAP)	\$ 10,197	\$ 9,933	\$ 10,272	\$ 10,051	\$ 9,977	\$ 40,324	\$ 42,115	\$ 43,425	\$ 38,032
Net Interest Income (GAAP)	\$ 10,163	\$ 9,893	\$ 10,231	\$ 10,010	\$ 9,934	\$ 40,152	\$ 41,904	\$ 43,174	\$ 37,677
Net Interest Rate Spread (GAAP)	3.00 %	2.98 %	2.85 %	2.77 %	2.72 %	2.81 %	3.13%	3.40%	3.37%
Adjustment to FTE Basis	0.01	0.01	0.01	0.01	0.02	0.01	0.02	0.02	0.03
Net Interest Rate Spread (FTE) (Non-GAAP)	3.01 %	2.99 %	2.86 %	2.78 %	2.74 %	2.82 %	3.15%	3.42%	3.40%
Divided by: Average Interest Earning Assets	\$ 1,307,605	\$ 1,300,783	\$ 1,376,902	\$ 1,380,986	\$ 1,402,870	\$ 1,373,380	\$ 1,268,833	\$ 1,192,371	\$ 10,592,790
Multiplied by: Annualization Factor	4.0110	4.0556	3.9674	3.9674	4.0110	1.0000	1.0000	1.0000	1.0000
Net Interest Margin (FTE) (Non-GAAP)	3.13 %	3.10 %	2.96 %	2.89 %	2.85 %	2.94 %	3.32%	3.64%	3.59%
Net Interest Margin (GAAP)	3.12 %	3.08 %	2.95 %	2.88 %	2.84 %	2.92 %	3.30%	3.62%	3.55%

# Non-GAAP Financial Measures: Adjusted Efficiency Ratio

	Three Months Ended				Full Year				
	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21	12/31/21	12/31/20	12/31/19	12/31/18
<i>(Dollars in thousands)</i>									
Efficiency Ratio (GAAP)									
Noninterest expense (GAAP)	\$ 8,410	\$ 8,656	\$ 9,972	\$ 9,773	\$ 13,722	\$ 42,862	\$ 56,767	\$ 34,960	\$ 34,848
Net Interest and Dividend Income (GAAP)	10,163	9,893	10,231	10,010	9,934	40,152	41,904	43,174	37,677
Noninterest Income (GAAP)	2,105	2,613	8,689	2,198	2,219	16,280	9,471	8,567	7,686
Operating Revenue (GAAP)	\$ 12,268	\$ 12,506	\$ 18,920	\$ 12,208	\$ 12,153	\$ 56,432	\$ 51,375	\$ 51,741	\$ 45,363
Efficiency Ratio (GAAP)	68.55 %	69.21 %	52.71 %	80.05 %	112.91 %	75.95 %	110.50 %	67.57 %	76.82 %
Adjusted Efficiency Ratio (Non-GAAP)									
Noninterest expense (GAAP)	\$ 8,410	\$ 8,656	\$ 9,972	\$ 9,773	\$ 13,722	\$ 42,862	\$ 56,767	\$ 34,960	\$ 34,848
Less:									
Other Real Estate Owned (Income)	(37)	(38)	(30)	(89)	(26)	(183)	(69)	(103)	48
Amortization of Intangible Assets, Net	446	445	445	446	503	1,926	2,128	2,127	1,556
Intangible Assets and Goodwill Impairment	—	—	—	—	1,178	1,178	18,693	—	—
Writedown on Fixed Assets	—	—	23	2	2,268	2,293	1,124	—	—
Merger Expense	—	—	—	—	—	—	—	—	854
Adjusted Noninterest Expense (Non-GAAP)	\$ 8,001	\$ 8,249	\$ 9,534	\$ 9,414	\$ 9,799	\$ 37,648	\$ 34,891	\$ 32,936	\$ 32,390
Net Interest and Dividend Income (GAAP)	\$ 10,163	\$ 9,893	\$ 10,231	\$ 10,010	\$ 9,934	\$ 40,152	\$ 41,904	\$ 43,174	\$ 37,677
Noninterest Income (GAAP)	2,105	2,613	8,689	2,198	2,219	16,280	9,471	8,567	7,686
Less:									
Net (Loss) Gain on Securities	(199)	(7)	44	24	11	526	233	140	(63)
Gain on Sale of Branches	—	—	5,203	—	—	5,203	—	—	—
Net (Loss) Gain on Disposal of Fixed Assets	—	(8)	—	—	(3)	(3)	(61)	2	(137)
Adjusted Noninterest Income (Non-GAAP)	\$ 2,304	\$ 2,628	\$ 3,442	\$ 2,174	\$ 2,211	\$ 10,554	\$ 9,299	\$ 8,425	\$ 7,886
Adjusted Operating Revenue (Non-GAAP)	\$ 12,467	\$ 12,521	\$ 13,673	\$ 12,184	\$ 12,145	\$ 50,706	\$ 51,203	\$ 51,599	\$ 45,563
Adjusted Efficiency Ratio (Non-GAAP)	64.18 %	65.88 %	69.73 %	77.27 %	80.68 %	74.25 %	68.14 %	63.83 %	71.09 %



## Non-GAAP Financial Measures: Pre-Tax Pre-Provision Return on Average Assets

	Three Months Ended		Full Year			
	6/30/22	6/30/21	12/31/21	12/31/20	12/31/19	12/31/18
<i>(Dollars in thousands)</i>						
Net Income (Loss) Before Income Tax Expense (Benefit) (GAAP)	\$ 74	\$ (369)	\$ 14,695	\$ (9,392)	\$ 16,056	\$ 8,590
Provision for Loan Losses	3,784	(1,200)	(1,125)	4,000	725	2,525
Goodwill and Intangible Asset Impairment	—	1,178	1,178	18,693	—	—
Writedown on Fixed Assets	—	2,268	2,293	1,124	—	—
<b>Pre-Tax, Pre-Provision ("PTPP") Net Income (Non-GAAP) (Numerator)</b>	<b>\$ 3,858</b>	<b>\$ 1,877</b>	<b>\$ 17,041</b>	<b>\$ 14,425</b>	<b>\$ 16,781</b>	<b>\$ 11,115</b>
Annualization Factor	4.0110	4.0110	1.0000	1.0000	1.0000	1.0000
Average Assets (Denominator)	\$ 1,391,928	\$ 1,485,664	\$ 1,464,455	\$ 1,378,074	\$ 1,311,425	\$ 1,152,558
<b>PTPP Return on Average Assets (Non-GAAP)</b>	<b>1.11%</b>	<b>0.51%</b>	<b>1.16%</b>	<b>1.05%</b>	<b>1.28%</b>	<b>0.96%</b>

## Non-GAAP Financial Measures: Allowance for Loan Losses, Excluding PPP Loans

	6/30/22	3/31/22	12/31/21	9/30/21	6/30/21
<i>(Dollars in thousands)</i>					
Allowance for Loan Losses	\$ 12,833	\$ 11,595	\$ 11,582	\$ 11,581	\$ 11,544
Total Loans	\$ 1,027,969	\$ 1,020,642	\$ 1,020,796	\$ 1,001,599	\$ 1,007,446
PPP Loans	(3,853)	(8,242)	(24,523)	(32,703)	(49,525)
Total Loans, Excluding PPP Loans (Non-GAAP)	\$ 1,024,116	\$ 1,012,400	\$ 996,273	\$ 968,896	\$ 957,921
Allowance for Loan Losses to Total Loans, Excluding PPP Loans (Non-GAAP)	1.25 %	1.15 %	1.16 %	1.20 %	1.21 %