

### AMERICAN BUSINESS BANK ANNOUNCES RECORD NET INCOME IN 2019

Net Interest Income increases 17% over prior year

### Full Year 2019 Highlights

- Total loans increased \$237 million or 19%
- **Total deposits increased** \$191 million or 10%
- Non-interest bearing demand deposits were 50% of total deposits
- Nonperforming assets to total assets negligible at 0.09%
- Continued status as well-capitalized, the highest regulatory category

### **Fourth Quarter 2019 Highlights**

- Net interest income increased by \$1.4 million or 7% over the prior year quarter
- Net organic loan growth of \$58 million or 16% annualized
- **Deposit growth** of \$66 million or 12% annualized
- Cost of deposits at 0.24%

Los Angeles, California, January 30, 2020. AMERICAN BUSINESS BANK (OTCQX: AMBZ) today reported record net income for the full year 2019 of \$22.1 million or \$2.73 per fully diluted share compared to \$16.4 million or \$2.09 per fully diluted share for the full year 2018, an increase of 35%. The increase was due to significant loan and core deposit growth in 2018 and 2019 resulting in increased net interest income.

"The Bank's strong growth in 2019 and the transformational increases of 2018 resulted in the highest net income in the Bank's history. Leveraging new back office technology in 2020 and moving into our new headquarters this last year will facilitate future efficient growth. The Bank is well positioned to keep its eye on the long game and grow with our customers," said Leon Blankstein, AMBZ's President, CEO and Director.

"Loan growth in the fourth quarter of 2019 was centered in relationship driven C&I and commercial real estate loans, a result of our discipline and commitment to our proven business model. We always stick to the fundamentals in all of our actions and put the needs of our customers first. Our reward is an extremely loyal and growing customer community, a stable core deposit base, and a group of talented bankers who, by their intentions and their actions, provide the Bank with a competitive advantage," continued Mr. Blankstein.

For the quarter ended December 31, 2019, net income was \$6.0 million or \$0.74 per fully diluted share, compared with net income of \$6.1 million or \$0.77 per fully diluted share for the fourth quarter of 2018. Net interest income increased \$1.4 million or 7% due to the strong loan growth funded by core deposit growth. However, non-interest expense for the fourth quarter of 2018 included a \$1.6 million deferred compensation plan (DCP) benefit related to the AMBZ stock fund compared to none in the fourth quarter of 2019. The change in 2019 to the Bank's DCP created capital and reduced income volatility. Beginning June 1, 2019, the Bank is no longer required to mark-to-market its DCP obligation related to the AMBZ

stock fund. Excluding this benefit in 2018, net income increased \$1.1 million, or 22% from fourth quarter of 2018 to 2019.

Net income for the fourth quarter of 2019 was \$6.0 million or \$0.74 per fully diluted share, compared with \$5.4 million or \$0.67 per fully diluted share for the third quarter of 2019. Net interest income for the fourth quarter was flat compared to the third quarter of 2019 as solid loan growth was offset by the effect of lower interest rates, while the cost of deposits remained at 0.24%. Further, the provision for loan losses was lower commensurate with the loan growth during the fourth quarter of 2019 to maintain the allowance for loan losses at 1.4% of loans.

### Net Interest Margin

The Bank's net interest margin for 2019 was 3.58%, compared to 3.41% in the previous year, an increase of 0.17%. This was primarily due to average loans being a higher percentage of average earnings assets in 2019 than in 2018 and an expansion in average loan yields of 0.19%. The loan to deposit ratio increased to 69% at December 31, 2019 from 63% at December 31, 2018. The net interest margin benefited from non-interest bearing deposits growing more than interest bearing deposits.

On a quarterly basis, the Bank's net interest margin for the fourth quarter of 2019 was 3.43%, compared to 3.53% for the fourth quarter of 2018, a decrease of 0.10%. This was due to a reduction in yields on loans and SBA securities primarily from the three prime rate cuts in 2019. Additionally, a new accounting standard adopted on January 1, 2019 requires a shorter amortization period for municipal securities purchased at a premium. This change accelerated premium amortization and reduced yields on the municipal portfolio in 2019. The cost of deposits increased 0.06% for the periods compared.

The Bank's net interest margin for the fourth quarter of 2019 was 3.43%, compared to 3.66% in the third quarter of 2019, a decrease of 0.23%. This was due to a reduction in yields on loans and securities primarily from the three prime rate cuts in 2019. During the quarter, the yield on new loan production declined to 4.24% and the yield on SBA securities declined to 1.04% as rising prepayment speeds led to higher premium amortization on the securities. The cost of deposits remained unchanged at 0.24%.

### Non-Interest Income

Non-interest income in 2019 was \$5.7 million, an increase of \$1.8 million, or 46% from \$3.9 million in the prior year. The increase is attributable to a \$488,000 increase in Deposits and International Fees due to growth in commercial business customers and a \$360,000 reduction in realized losses on the sale of investment securities. Bank owned life insurance (BOLI) income increased \$740,000, which is driven by the increase in the value of BOLI and COLI policies that are invested in mutual funds. Interchange income from credit cards, which is included in other non-interest income, increased by \$292,000 and the gain on sale of SBA loans declined \$495,000 as the Bank has started to portfolio certain SBA loans in 2019.

Non-interest income in the fourth quarter of 2019 was \$1.6 million. This compares to \$646,000 in the fourth quarter of 2018 and \$1.3 million for the third quarter of 2019. The increase is mainly due to the positive change in the value of BOLI and COLI policies for the periods compared.

#### Non-Interest Expense

Non-interest expense for 2019 increased \$5.3 million, or 12% compared to the prior year due to a \$3.8 million increase in salaries and employee benefits expense, \$1.1 million increase in professional services expense and a \$685,000 increase in occupancy and equipment expense. The increase in salaries and employee benefits was attributable to a \$2.6 million increase in DCP expense related to the AMBZ stock fund and other measurement funds, and a larger workforce. The increase in occupancy and equipment expense was primarily due to a full year of lease expense for the new Los Angeles headquarters in 2019.

Despite the increase in non-interest expense, the efficiency ratio decreased to 60% for 2019 from 64% for 2018.

Non-interest expense increased \$3.2 million or 34% for the quarter ended December 31, 2019 compared to the same quarter a year ago. The increase was predominantly due to a \$3.0 million increase in salaries and employee benefits expense. The increase was attributable to a \$2.0 million DCP benefit recorded in the fourth quarter of 2018 primarily related to the decline in the Bank's stock price, compared to a \$275,000 DCP expense related to the other measurement funds recorded in the fourth quarter of 2019. As of June 1, 2019, the Bank is no longer required to mark-to-market its DCP obligation related to the AMBZ stock fund. The remaining increase in non-interest expense was driven by a larger workforce. The efficiency ratio was 59% for the fourth quarter of 2019.

Compared to the third quarter of 2019, non-interest expense increased \$76,000 primarily due to a \$561,000 increase in salaries and employee benefits offset by a \$520,000 decrease in professional services expense primarily from lower legal services expense. The efficiency ratio remained at 59% for the fourth quarter of 2019 compared to the prior quarter.

Full time equivalent employees at December 31, 2019 were 195 compared to 191 a year ago, and the same as September 30, 2019. The Bank now has 30 relationship managers in seven offices.

#### **Balance Sheet**

Total assets increased \$244 million, or 11% from December 31, 2018 to \$2.4 billion. Total loans increased \$237 million to \$1.5 billion, or 19% primarily in owner occupied commercial real estate and C&I. This resulted in an increase in the loan to deposit ratio to 69% from 63% during the year. In the fourth quarter of 2019, loans and deposits grew by \$58 million and \$66 million, respectively. At December 31, 2019, non-interest bearing deposits represented 50% of total deposits, the same as December 31, 2018.

Asset quality at December 31, 2019 remains excellent with non-performing assets to total assets of 0.09%, \$1.9 million in non-performing loans, and no Other Real Estate Owned (OREO). The largest non-accrual loan is \$1.5 million and is fully secured by real estate with no specific allowance. At the end of the year, the allowance for loan losses stood at \$20.1 million, or 1.4% of total loans. During 2019, the Bank had no charge offs.

#### ABOUT AMERICAN BUSINESS BANK

American Business Bank, headquartered in downtown Los Angeles, offers a wide range of financial services to the business marketplace. Clients include wholesalers, manufacturers, service businesses, professionals and non-profits. American Business Bank has six Loan Production Offices in strategic locations including: North Orange County in Anaheim, Orange County in Irvine, South Bay in Torrance, San Fernando Valley in Woodland Hills, Riverside County in Corona and Inland Empire in Ontario.

#### FORWARD LOOKING STATEMENTS

This communication contains certain forward-looking information about American Business Bank that is intended to be covered by the safe harbor for "forward-looking statements" provided by the Private Securities Litigation Reform Act of 1995. Such statements include future financial and operating results, expectations, intentions and other statements that are not historical facts. Such statements are based on information available at the time of this communication and are based on current beliefs and expectations of the Bank's management and are subject to significant risks, uncertainties and contingencies, many of which are beyond our control. Actual results may differ materially from those set forth in the forward-

looking statements due to a variety of factors, including various risk factors. We are under no obligation (and expressly disclaim any such obligation) to update or alter our forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

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Figures in \$000, except share and per share amounts

# **BALANCE SHEETS (unaudited)**

	]	December 2019	S	September 2019	]	December 2018	
Assets:		2017		2017		2010	
Cash and Due from Banks	\$	31,673	\$	88,211	\$	26,673	
Interest Earning Deposits in Other Financial Institutions		45,202		26,077		76,599	
Investment Securities:							
US Agencies		284,032		305,572		440,212	
Mortgage Backed Securities		292,126		226,338		128,851	
State and Municipals		78,520		74,824		77,460	
US Treasuries		10,009		9,992		9,859	
Corporate Bonds		19,805		19,861		1,971	
Securities Available-for-Sale, at Fair Value		684,492		636,587		658,353	
State and Municipals Securities Held-to-Maturity, at Amortized Cost	t	86,707		86,915		87,526	
Federal Home Loan Bank Stock, at Cost		10,356		10,356		10,356	
Total Investment Securities		781,555		733,858		756,235	
Loans Receivable:							
Commercial Real Estate		982,070		954,424		827,388	
Commercial and Industrial		423,868		402,167		356,583	
Residential Real Estate		76,481		68,259		62,835	
Installment and Other		4,959		4,765		3,455	
Total Loans Receivable		1,487,378		1,429,615		1,250,261	
Allowance for Loan Losses		(20,824)		(20,014)		(17,503)	
Loans Receivable, Net		1,466,554		1,409,601		1,232,758	
Furniture, Equipment and Leasehold Improvements, Net		9,023		8,700		1,834	
Bank/Corporate Owned Life Insurance		26,448		26,110		25,328	
Other Assets		41,456		39,087		38,016	
Total Assets	\$	2,401,911	\$	2,331,644	\$	2,157,443	
Liabilities:							
Non-Interest Bearing Demand Deposits	\$	1,083,705	\$	1,084,152	\$	983,284	
Interest Bearing Transaction Accounts		215,730		221,196		211,794	
Money Market and Savings Deposits		827,713		751,415		728,237	
Certificates of Deposit		37,712		42,555		50,443	
Total Deposits		2,164,860		2,099,318		1,973,758	
Federal Home Loan Bank Advances / Other Borrowings		-		-		-	
Other Liabilities		30,386		31,258		18,618	
Total Liabilities	\$	2,195,246	\$	2,130,576	\$	1,992,376	
Shareholders' Equity:							
Common Stock	\$	163,872	\$	163,464	\$	154,710	
Retained Earnings		46,784		40,795		27,454	
Accumulated Other Comprehensive Income / (Loss)		(3,991)		(3,191)		(17,097)	
Total Shareholders' Equity	\$	206,665	\$	201,068	\$	165,067	
Total Liabilities and Shareholders' Equity	\$	2,401,911	\$	2,331,644	\$	2,157,443	
Standby Letters of Credit	\$	39,513	\$	39,722	\$	36,411	
Per Share Information:							
Common Shares Outstanding		7,850,171		7,834,279		7,705,590	
Book Value Per Share	\$	26.33	\$	25.67	\$	21.42	
	\$	26.33	\$	25.67	\$	21.42	

 $Figures\ in\ \$000,\ except\ share\ and\ per\ share\ amounts$ 

## **INCOME STATEMENTS (unaudited)**

	For the three months ended:						
	D	ecember	S	September	I	December	
Interest Income:		2019		2019		2018	
Interest and Fees on Loans	\$	17.021	\$	16,890	\$	14,124	
Interest on Investment Securities	•	3,942	*	4,260	-	4,747	
Interest on Interest Earning Deposits		- /-		,		,	
in Other Financial Institutions		530		332		868	
Total Interest Income		21,493		21,482		19,739	
Interest Expense:							
Interest on Interest Bearing Transaction Accounts		154		152		110	
Interest on Money Market and Savings Deposits		1,114		1,041		725	
Interest on Certificates of Deposits		45		73		97	
Interest on Federal Home Loan Bank Advances							
and Other Borrowings		-		1		1	
Total Interest Expense		1,313		1,267		933	
Net Interest Income		20,180		20,215		18,806	
Provision for Loan Losses		801		1,460		1,543	
Net Interest Income after Provision for Loan Losses		19,379		18,755		17,263	
Non-Interest Income:							
Deposit Fees		562		553		505	
International Fees		319		328		281	
Gain (Loss) on Sale of Investment Securities, Net		-		(122)		(74)	
Gain on Sale of SBA Loans, Net		65		87		141	
Bank/Corporate Owned Life Insurance Income		338		135		(323)	
Other Total Non-Interest Income		290 1,574		352 1,333		116 646	
		<b>,</b> - ·		,			
Non-Interest Expense:		0.005		0.444		5.050	
Salaries and Employee Benefits		9,005		8,444		5,959	
Occupancy and Equipment		982		888		792	
Professional Services		1,426		1,946		1,269	
Promotion Expenses		425		361		402	
Other		946		1,069		1,130	
Total Non-Interest Expense		12,784		12,708		9,552	
Earnings before income taxes		8,169		7,380		8,357	
Income Tax Expense		2,179		1,963		2,262	
NET INCOME	\$	5,990	\$	5,417	\$	6,095	
Add back: After-Tax Gain (Loss) on Sale of Investment Securities, Net	\$	_	\$	90	\$	54	
After-Tax Oam (2008) on Safe of investment Securities, 1vet After-Tax DCP ABB Stock Expense (Benefit)	\$	_	\$	-	\$	(1,199)	
Core Net Income	\$	5,990	\$	5,507	\$	4,950	
Pos Characterist		-					
Per Share Information: Earnings Per Share - Basic	\$	0.75	\$	0.68	\$	0.79	
Earnings Per Share - Diluted	\$	0.74	\$	0.67	\$	0.77	
Core Earnings Per Share - Diluted	\$	0.74	\$	0.68	\$	0.63	
Weighted Average Shares - Basic		8,019,772		7,999,146		7,700,091	
Weighted Average Shares - Diluted		8,117,068		8,100,992		7,881,465	

Figures in \$000, except share and per share amounts

# **INCOME STATEMENTS (unaudited)**

	For the twelve months ended:					
		December 2019		December 2018		
Interest Income:		2019		2010		
Interest and Fees on Loans	\$	64,835	\$	49,738		
Interest on Investment Securities		16,620		19,007		
Interest on Interest Earning Deposits						
in Other Financial Institutions		1,628		1,420		
Total Interest Income		83,083		70,165		
Interest Expense:						
Interest on Interest Bearing Transaction Accounts		516		374		
Interest on Money Market and Savings Deposits		3,918		2,100		
Interest on Certificates of Deposits		339		331		
Interest on Federal Home Loan Bank Advances				220		
and Other Borrowings		15		329		
Total Interest Expense		4,788		3,134		
Net Interest Income		78,295		67,031		
Provision for Loan Losses		3,279		3,811		
Net Interest Income after Provision for Loan Losses		75,016		63,220		
Non-Interest Income:						
Deposit Fees		2,160		1,899		
International Fees		1,159		932		
Gain (Loss) on Sale of Investment Securities, Net		(267)		(627)		
Gain on Sale of SBA Loans, Net		391		886		
Bank/Corporate Owned Life Insurance Income		1,120		380		
Other Total Non-Interest Income		1,156 5,719		453 3,923		
Non-Interest Expense:						
Salaries and Employee Benefits		35,466		31,674		
Occupancy and Equipment		3,938		3,253		
Professional Services		5,766		4,658		
Promotion Expenses		1,371		1,336		
Other		4,270		4,583		
Total Non-Interest Expense		50,811		45,504		
Earnings before income taxes		29,924		21,639		
Income Tax Expense		7,847		5,246		
NET INCOME	\$	22,077	\$	16,393		
Add back:		-		<u> </u>		
After-Tax Net Gains (Losses) on Sale of Investment Securities	\$	197	\$	475		
After-Tax DCP ABB Stock Expense (Benefit)	\$	448	\$	(890)		
Core Net Income	\$	22,722	\$	15,978		
Per Share Information:						
Earnings Per Share - Basic	\$	2.77	\$	2.15		
Earnings Per Share - Diluted	\$	2.73	\$	2.09		
Core Earnings Per Share - Diluted	\$	2.81	\$	2.03		
Weighted Average Shares - Basic		7,966,417		7,642,390		
Weighted Average Shares - Diluted		8,088,164		7,860,712		

Figures in \$000

# QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

				For the three i	nonths	ended:			
·	D	ecen	ber 2019			S	eptei	mber 2019	
	Average	I	nterest	Average		Average	I	Interest	Average
	Balance	I	nc/Exp	Yield/Rate		Balance	I	nc/Exp	Yield/Rate
Interest Earning Assets:									
Interest Earning Deposits in Other Financial Institutions	\$ 123,977	\$	530	1.73%	\$	58,676	\$	332	2.30%
Investment Securities:									
US Agencies	297,971		774	1.04%		351,204		1,406	1.60%
Mortgage Backed Securities	258,469		1,700	2.63%		208,820		1,422	2.72%
State and Municipals	163,437		1,094	2.68%		163,734		1,094	2.67%
US Treasuries	10,032		37	1.46%		10,039		37	1.46%
Corporate Bonds	 19,942		151	3.02%		15,328		118	3.07%
Securities Available-for-Sale and Held-to-Maturity	749,851		3,756	2.00%		749,125		4,077	2.18%
Federal Home Loan Bank Stock	 10,356		186	7.18%		10,356		183	7.05%
Total Investment Securities	760,207		3,942	2.07%		759,481		4,260	2.24%
Loans Receivable:									
Commercial Real Estate	969,700		11,232	4.60%		917,398		10,957	4.74%
Commercial and Industrial	399,926		4,839	4.80%		385,315		4,996	5.14%
Residential Real Estate	72,137		894	4.92%		66,512		891	5.32%
Installment and Other	 5,413		56	4.11%		5,159		46	3.58%
Total Loans Receivable	1,447,176		17,021	4.67%		1,374,384		16,890	4.88%
Total Interest Earning Assets	\$ 2,331,360	\$	21,493	3.61%	\$	2,192,541	\$	21,482	3.83%
Liabilities:									
Non-Interest Bearing Demand Deposits	1,118,736		-	0.00%		1,059,710		-	0.00%
Interest Bearing Transaction Accounts	216,134		154	0.28%		208,403		152	0.29%
Money Market and Savings Deposits	823,561		1,114	0.54%		746,947		1,041	0.55%
Certificates of Deposit	38,339		45	0.47%		50,425		73	0.57%
Total Deposits	 2,196,770		1,313	0.24%		2,065,485		1,266	0.24%
Federal Home Loan Bank Advances / Other Borrowings	-		-	0.00%		163		1	2.27%
Total Interest Bearing Deposits and Borrowings	1,078,034		1,313	0.48%		1,005,938		1,267	0.50%
Total Deposits and Borrowings	\$ 2,196,770	\$	1,313	0.24%	\$	2,065,647	\$	1,267	0.24%
Net Interest Income		\$	20,180				\$	20,215	
Net Interest Rate Spread				3.37%				,	3.59%
Net Interest Margin			=	3.43%				=	3.66%

Figures in \$000

# QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

				For the three r	nonths	ended:			
	D	ecen	nber 2019			3			
	Average	I	nterest	Average		Average	I	nterest	Average
	Balance	I	nc/Exp	Yield/Rate		Balance	I	nc/Exp	Yield/Rate
Interest Earning Assets:									
Interest Earning Deposits in Other Financial Institutions	\$ 123,977	\$	530	1.73%	\$	150,483	\$	868	2.34%
Investment Securities:									
US Agencies	297,971		774	1.04%		459,879		1,886	1.64%
Mortgage Backed Securities	258,469		1,700	2.63%		137,272		957	2.79%
State and Municipals	163,437		1,094	2.68%		174,603		1,492	3.42%
US Treasuries	10,032		37	1.46%		10,059		37	1.46%
Corporate Bonds	19,942		151	3.02%		2,000		17	3.41%
Securities Available-for-Sale and Held-to-Maturity	 749,851		3,756	2.00%		783,813		4,389	2.24%
Federal Home Loan Bank Stock	10,356		186	7.18%		10,356		358	13.83%
Total Investment Securities	 760,207		3,942	2.07%		794,169		4,747	2.39%
Loans Receivable:									
Commercial Real Estate	969,700		11,232	4.60%		782,799		9,164	4.64%
Commercial and Industrial	399,926		4,839	4.80%		317,882		4,031	5.03%
Residential Real Estate	72,137		894	4.92%		62,307		819	5.21%
Installment and Other	5,413		56	4.11%		4,245		110	10.32%
Total Loans Receivable	 1,447,176		17,021	4.67%		1,167,233		14,124	4.80%
Total Interest Earning Assets	\$ 2,331,360	\$	21,493	3.61%	\$	2,111,885	\$	19,739	3.66%
Liabilities:									
Non-Interest Bearing Demand Deposits	1,118,736		-	0.00%		1,029,346		-	0.00%
Interest Bearing Transaction Accounts	216,134		154	0.28%		197,465		110	0.22%
Money Market and Savings Deposits	823,561		1,114	0.54%		712,486		725	0.40%
Certificates of Deposit	 38,339		45	0.47%		64,269		97	0.60%
Total Deposits	2,196,770		1,313	0.24%		2,003,566		932	0.18%
Federal Home Loan Bank Advances / Other Borrowings	-		-	0.00%		402		1	1.48%
Total Interest Bearing Deposits and Borrowings	1,078,034		1,313	0.48%		974,622		933	0.38%
Total Deposits and Borrowings	\$ 2,196,770	\$	1,313	0.24%	\$	2,003,969	\$	933	0.18%
Net Interest Income		\$	20,180				\$	18,806	
Net Interest Rate Spread				3.37%					3.48%
Net Interest Margin			=	3.43%				-	3.53%

Figures in \$000

## YEAR-TO-DATE AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

				For the twelve	month	s ended:			
-	D	ecen	nber 2019			D	ecer	nber 2018	
	Average	1	Interest	Average		Average	1	nterest	Average
	Balance	1	Inc/Exp	Yield/Rate		Balance	1	nc/Exp	Yield/Rate
Interest Earning Assets:									
Interest Earning Deposits in Other Financial Institutions	\$ 77,077	\$	1,628	2.14%	\$	66,602	\$	1,420	2.16%
Investment Securities:									
US Agencies	370,925		5,386	1.45%		515,083		8,740	1.70%
Mortgage Backed Securities	202,087		5,603	2.77%		108,563		2,975	2.74%
State and Municipals	165,757		4,445	2.68%		179,656		6,188	3.44%
US Treasuries	10,042		148	1.47%		10,069		148	1.47%
Corporate Bonds	10,061		310	3.08%		2,087		65	3.13%
Securities Available-for-Sale and Held-to-Maturity	 758,872		15,892	2.09%		815,458		18,116	2.22%
Federal Home Loan Bank Stock	 10,356		728	7.03%		10,231		891	8.71%
Total Investment Securities	 769,228		16,620	2.16%	***************************************	825,689		19,007	2.30%
Loans Receivable:									
Commercial Real Estate	897,530		42,135	4.69%		722,717		32,851	4.55%
Commercial and Industrial	374,634		19,146	5.11%		282,141		13,380	4.74%
Residential Real Estate	64,769		3,381	5.22%		63,688		3,171	4.98%
Installment and Other	 5,065		173	3.42%		3,779		338	8.91%
Total Loans Receivable	1,341,998		64,835	4.83%		1,072,325		49,738	4.64%
Total Interest Earning Assets	\$ 2,188,303	\$	83,083	3.74%	\$	1,964,616	\$	70,165	3.52%
Liabilities:									
Non-Interest Bearing Demand Deposits	1,045,715		-	0.00%		941,057		-	0.00%
Interest Bearing Transaction Accounts	205,551		516	0.25%		188,101		374	0.20%
Money Market and Savings Deposits	757,833		3,918	0.52%		650,134		2,100	0.32%
Certificates of Deposit	55,673		339	0.61%		63,085		331	0.53%
Total Deposits	 2,064,772		4,773	0.23%		1,842,377		2,805	0.15%
Federal Home Loan Bank Advances / Other Borrowings	552		15	2.63%		20,037		329	1.64%
Total Interest Bearing Deposits and Borrowings	1,019,609		4,788	0.47%		921,357		3,134	0.34%
Total Deposits and Borrowings	\$ 2,065,324	\$	4,788	0.23%	\$	1,862,414	\$	3,134	0.17%
Net Interest Income		\$	78,295				\$	67,031	
Net Interest Rate Spread			, 0,2,0	3.51%				07,001	3.35%
Net Interest Margin			:	3.58%				:	3.41%
č				2.2070				=	270

Figures in \$000

## **SUPPLEMENTAL DATA (unaudited)**

	Do	ecember	Se	ptember	Do	ecember
Performance Ratios:		2019		2019		2018
Quarterly:						
Return on Average Assets (ROAA)		0.99%		0.95%		1.12%
Core Return on Average Assets (ROAA)		0.99%		0.96%		0.91%
Return on Average Equity (ROAE)		11.74%		11.03%		15.52%
Core Return on Average Equity (ROAE)		11.74%		11.22%		12.61%
Efficiency Ratio		58.77%		58.64%		48.92%
Core Efficiency Ratio		58.77%		58.64%		57.34%
Year-to-Date						
Return on Average Assets (ROAA)		0.97%		0.96%		0.80%
Core Return on Average Assets (ROAA)		1.00%		1.00%		0.78%
Return on Average Equity (ROAE)		11.80%		11.83%		10.65%
Core Return on Average Equity (ROAE)		12.15%		12.30%		10.38%
Efficiency Ratio		60.29%		60.82%		63.57%
Core Efficiency Ratio		59.57%		59.84%		65.21%
Capital Adequacy:						
Total Risk Based Capital Ratio		13.82%		13.81%		14.09%
Common Equity Tier 1 Capital Ratio		12.57%		12.56%		12.84%
Tier 1 Risk Based Capital Ratio		12.57%		12.56%		12.84%
Tier 1 Leverage Ratio		8.66%		8.91%		8.33%
Tangible Common Equity / Tangible Assets		8.60%		8.62%		7.65%
Asset Quality Overview						
Non-Performing Loans	\$	1,855	\$	1,481	\$	1,222
Loans 90+Days Past Due and Still Accruing Total Non-Performing Loans		1,855		1,481		1,222
Restructured Loans		227		229		235
Other Real Estate Owned		-		-		-
ALLL / Loans Receivable		1.40%		1.40%		1.40%
Non-Performing Loans / Total Loans Receivable *		0.14%		0.12%		0.12%
Non-Performing Assets / Total Assets *		0.09%		0.07%		0.07%
Net Charge-Offs (Recoveries) quarterly	\$	(8)	\$	(6)	\$	(10)
Net Charge-Offs (Recoveries) year-to-date	\$	(41)	\$	(33)	\$	(53)
Net Charge-Offs (Recoveries) year-to-date / Average Loans Receivable		(0.00%)		(0.00%)		(0.00%)

<sup>\*</sup> Includes non-accrual loans, accruing loans past due 90+ days and Troubled Debt Restructurings (TDRs).