

#### RECORD NET INCOME FROM ROBUST SBA PPP PROGRAM

Diluted Earnings per Share increases 45% over prior year quarter

## Third Quarter 2020 Highlights

- Total SBA Paycheck Protection Program ("PPP") loans outstanding of \$688 million with \$13.1 million of net deferred processing fees
- Total loans, excluding PPP loans, increased \$58 million or 4% from a year ago
- Total deposits, excluding estimated deposits related to PPP loans, increased \$261 million or 12% from a year ago
- Non-interest bearing demand deposits were 54% of total deposits
- Nonperforming assets to total assets, excluding PPP loans, at 0.11%
- Net interest income increased by \$1.6 million or 7% over the prior quarter
- Tangible book value per share increased by \$4.11 to \$29.77 from a year ago
- Continued status as well-capitalized, the highest regulatory category

Los Angeles, California, October 29, 2020. <u>AMERICAN BUSINESS BANK</u> (OTCQX: AMBZ) today reported net income of \$7.9 million or \$0.97 per fully diluted share for the third quarter of 2020 compared to \$5.4 million or \$0.67 per fully diluted share for the third quarter of 2019 primarily due to increased net interest income as a result of PPP loans outstanding during the quarter.

"While the pandemic creates near-term uncertainty, we are more confident for the future based upon the general return to profitability of our outstanding customer base during the quarter. Our business development efforts have also been successful as prospects heard of our significant participation in the PPP program resulting in loan and deposit growth this quarter and a solid pipeline of new relationships. While we are watching credit quality closely, the vast majority of our portfolio is well managed by our competent business owners who are taking the necessary steps as needed to generate positive returns in this challenging time. Thus, we anticipate continued strong credit metrics reflective of our prudent approach in the evaluation of clients and prospects."

"We remain committed to supporting the needs of our business community, as well as providing for the safety of our employees who continue to provide the same excellent responsiveness to customers despite the changed environment. Additionally, we are assisting our clients with a highly regarded accounting firm to ensure they meet the SBA requirements to maximize PPP loan forgiveness. As PPP loans payoff, the Bank stands to earn a noteworthy amount of fees to offset the effects of the unprecedented low interest rate environment," said Leon Blankstein, ABB's President, CEO and Director.

For the quarter ending September 30, 2020, net income was \$7.9 million or \$0.97 per fully diluted share, compared to net income of \$6.7 million or \$0.83 per fully diluted share for the second quarter of 2020. Net interest income for the third quarter was \$23.4 million, a 7% increase over the second quarter of 2020 as interest and net deferred fee amortization on PPP loans increased by \$843,000. This was partially offset by lower rates on non-PPP loans. For the quarter ending September 30, 2020, the cost of deposits was 0.07%,

representing a 0.01% decline from the second quarter of 2020. Additionally, interest income on the securities portfolio increased by \$1 million in the third quarter of 2020 compared to the second quarter of 2020 as excess liquidity was deployed into investment securities during the quarter. For the quarter ending September 30, 2020, the provision for loan losses was \$450,000. The allowance for loan losses as a percentage of loans, excluding PPP loans, was 1.54% at September 30, 2020 and June 30, 2020.

Net income was \$19.4 million or \$2.40 per fully diluted share for the nine months ended September 30, 2020, compared to \$16.1 million or \$1.99 per fully diluted share for the nine months ended September 30, 2019. The increase was primarily due to loan growth of 52% between periods, partially offset by a lower interest earning asset yield resulting in increased net interest income.

#### Net Interest Margin

Net interest margin for the third quarter of 2020 was 2.89% compared to 2.88% for the second quarter of 2020 and 3.66% for the third quarter of 2019. Excluding the impact of PPP loans, the net interest margin was 3.06% for the third quarter of 2020 and 3.02% for the second quarter of 2020. The reduction in the net interest margin compared to the prior year is due to lower market interest rates and the impact of PPP loans. As of September 30, 2020, approximately 42% of the Bank's variable-rate loans are indexed to prime and 71% of these loans are at or above interest rate floors.

#### Net Interest Income

Net interest income increased for the third quarter of 2020 compared to the third quarter of 2019 by \$3.1 million, or 15.5%, and compared to the second quarter of 2020 by \$1.6 million, or 7.4%. This was primarily due to an increase in average outstanding loans offset by lower yields on loans for the periods compared. Included in interest income for the third quarter of 2020 is the accretion of net deferred processing PPP loan fees of \$2.1 million compared to \$1.5 million in the second quarter of 2020. The Bank's core funding continues to be a strength with the cost of deposits at 0.07% for the third quarter of 2020 compared to 0.24% for same period a year ago.

On a year-to-date basis, net interest income was \$65.1 million for the nine months ended September 30, 2020, compared to \$58.1 million for the same period a year ago. The 12% increase was primarily due to significant loan growth between periods, partially offset by a lower net interest margin.

#### Non Interest Income

Non-interest income in the third quarter of 2020 was \$1.4 million, representing a decrease of \$362,000 or 20% compared to the second quarter of 2020 and an increase of \$101,000, or 8% from the quarter a year ago. This was primarily due to a change in Bank/Corporate owned life insurance income, which is driven by the increase/decrease in the value of the policies that are invested in mutual funds.

On a year-to-date basis, Deposit Fees increased \$334,000 from the period a year ago due to growth in commercial business customers and lower earnings credit. Non-interest income decreased as a result of a decline in gains on sale of SBA loans. Since mid-2019, the Bank has added most SBA loan originations to its loan portfolio. For the second and third quarter of 2020, International Fees declined due to the impact of the pandemic.

#### Non Interest Expense

Non-interest expense increased \$929,000 for the quarter ended September 30, 2020 compared to the same quarter a year ago. The increase was primarily due to a \$1 million increase in salaries and employee benefits. This is due to higher expenses related to the deferred compensation plan (DCP) as a result of the market performance of DCP investment balances, higher base salaries, and \$117,000 of severance costs associated with a reduction in work force near the end of the third quarter. The efficiency ratio declined to 55% for the third quarter of 2020 compared to 59% for the third quarter of 2019.

For the third quarter of 2020, total non-interest expense decreased \$287,000 compared to the second quarter of 2020. For the quarter, other non-interest expense declined \$376,000 primarily due to a reduction in the reserve for off balance sheet commitments of \$705,000. This was offset by an increase in the FDIC assessment of \$291,000 associated with increased assets. The efficiency ratio declined to 55% for the third quarter of 2020 compared to 59% for the second quarter of 2020.

For the nine months ending September 30, 2020, total non-interest expense increased \$1.6 million or 4% compared to the same period a year ago, primarily due to increased salaries and employee benefits, and other expense. The efficiency ratio was 57% and 61% for the nine months ended September 30, 2020 and 2019, respectively.

Full time equivalent employees at September 30, 2020 were 193 compared to 195 a year ago, and the same as June 30, 2020. For 2020, the average number of fulltime equivalent employees has increased by four. The Bank has 32 relationship managers in seven offices, an increase over year end and the prior quarter.

### **Balance Sheet**

From December 31, 2019 to September 30, 2020, total assets increased \$919 million, or 38%, to \$3.3 billion, with 75% of the increase attributable to PPP loan originations. Total loans, excluding PPP loans, increased \$281,000, to \$1.49 billion from year-end as C&I line utilization declined significantly. At September 30, 2020 and June 30, 2020 the utilization rate for the Bank's commercial lines of credit was 27% compared to 35% at December 31, 2019.

The Bank purchased \$186 million of municipal and U.S. Agency mortgage-backed securities during the third quarter with an estimated weighted average yield of 1.74%. The duration of the securities portfolio increased from 2.3 to 2.8 years from September 30, 2019 to September 30, 2020.

During the first nine months of 2020, total deposits grew by \$884 million with a majority of the increase attributable to the proceeds of PPP loans. This increase was also due to new deposit relationships of approximately \$200 million and existing customers maintaining higher liquidity as the economy slowed. At September 30, 2020, the tangible common equity ratio was 7.11%; excluding PPP loans, the tangible common equity ratio was 8.95%.

#### **Asset Quality**

At June 30, 2020 and September 30, 2020 non-performing assets totaled \$2.8 million, representing 0.11% of total assets (excluding PPP loans) at September 30, 2020. The Bank continues to have no Other Real Estate Owned. Excluding PPP loans, loans that were past due, criticized and classifieds represented 0.07%, 8.56%, and 1.32%, respectively of total loans at September 30, 2020 compared to 0.26%, 6.55% and 1.22%, respectively of total loans at June 30, 2020. As of September 30, 2020, the allowance for loan losses stood at \$22.9 million, or 1.54% of total loans (excluding PPP loans); compared to 1.4% at December 31, 2019. All PPP loans are 100% guaranteed by the SBA and as such, no allowance for loan losses is allocated to

these loans. The Bank is required to adopt CECL, or Current Expected Credit Loss, on January 1, 2023. For the first nine months of 2020, the Bank recorded a total of \$478,000 in net charge-offs on two commercial loans, representing annualized net charge offs of 0.03%. The Bank had no charge-offs in the third quarter of 2020.

In response to the COVID-19 pandemic, the Bank established a loan payment deferment program to assist its customers who are experiencing short-term financial or operational problems. As of September 30, 2020, there were six loans with a total principal balance of \$19.8 million (0.9% of total loans) on a loan payment deferment program of which \$7.8 million of loans previously granted a deferral received a second modification. At the time of origination, the loans currently granted deferrals were underwritten with a 56% average loan-to-value ratio. These loans are all backed by commercial real estate of which 79% are owner occupied. All payment deferrals granted to-date meet applicable requirements to continue accruing interest. As of September 30, 2020, 79% of clients whose first deferral concluded during the quarter resumed their scheduled payments.

#### 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. The COVID-19 pandemic is adversely affecting the national economy; the ultimate length and severity of its impact on the Bank's customers are uncertain. 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.

Contact: Karen Schoenbaum EVP/CFO (213) 430-4000 www.americanbb.bank

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

# BALANCE SHEETS (unaudited)

	September	June	December	September
	2020	2020	2019	2019
Assets:				
Cash and Due from Banks	\$ 69,786	\$ 68,072	\$ 31,673	\$ 88,211
Interest Earning Deposits in Other Financial Institutions	64,660	232,770	45,202	26,077
Investment Securities:				
US Agencies	230,637	240,012	284,032	305,572
Mortgage Backed Securities	359,974	313,119	292,126	226,338
State and Municipals	243,933	133,128	78,520	74,824
US Treasuries	10,044	10,081	10,009	9,992
Corporate Bonds	12,480	19,502	19,805	19,861
Securities Available-for-Sale, at Fair Value	857,068	715,842	684,492	636,587
State and Municipals Securities Held-to-Maturity, at Amortized Cost	91,717	86,289	86,707	86,915
Federal Home Loan Bank Stock, at Cost	10,864	10,864	10,356	10,356
Total Investment Securities	959,649	812,995	781,555	733,858
Loans Receivable:				
Commercial Real Estate	1,047,100	1,007,655	982,070	954,424
Commercial and Industrial	362,258	370,786	423,868	402,167
SBA Payroll Protection Program	688,336	675,666	-	· -
Residential Real Estate	74,170	71,112	76,481	68,259
Installment and Other	4,131	6,039	4,959	4,765
Total Loans Receivable	2,175,995	2,131,258	1,487,378	1,429,615
Allowance for Loan Losses	(22,910)	(22,399)	(20,824)	(20,014)
Loans Receivable, Net	2,153,085	2,108,859	1,466,554	1,409,601
Furniture, Equipment and Leasehold Improvements, Net	8,145	8,520	9.023	8,700
Bank/Corporate Owned Life Insurance	27,013	26,651	26,448	26,110
Other Assets	39,041	37,396	41,456	39,087
Total Assets	\$ 3,321,379	\$ 3,295,263	\$ 2,401,911	\$ 2,331,644
Liabilities:				
Non-Interest Bearing Demand Deposits	\$ 1,658,673	\$ 1,684,662	\$ 1,083,705	\$ 1,084,152
Interest Bearing Transaction Accounts	228,585	204,133	215,730	221,196
Money Market and Savings Deposits	1,124,329	1,100,191	827,713	751,415
Certificates of Deposit	36,981	35,713	37,712	42,555
Total Deposits	3,048,568	3,024,699	2,164,860	2,099,318
Federal Home Loan Bank Advances / Other Borrowings	-	-	-	-
Other Liabilities	36,822	43,206	30,386	31,258
Total Liabilities	\$ 3,085,390	\$ 3,067,905	\$ 2,195,246	\$ 2,130,576
Shareholders' Equity:				
Common Stock	\$ 165,789	\$ 165,032	\$ 163,872	\$ 163,464
Retained Earnings	66,233	58,359	46,784	40,795
Accumulated Other Comprehensive Income / (Loss)	3,967	3,967	(3,991)	(3,191)
Total Shareholders' Equity	\$ 235,989	\$ 227,358	\$ 206,665	\$ 201,068
Total Liabilities and Shareholders' Equity	\$ 3,321,379	\$ 3,295,263	\$ 2,401,911	\$ 2,331,644
Standby Letters of Credit	\$ 35,131	\$ 37,259	\$ 39,513	\$ 39,722
Dou Chara Information				
Per Share Information:	7 026 922	7 004 105	7.850,171	7 924 270
Common Shares Outstanding	7,926,833	7,904,105	.,,	7,834,279
Book Value Per Share	\$ 29.77	\$ 28.76	\$ 26.33	\$ 25.67
Tangible Book Value Per Share	\$ 29.77	\$ 28.76	\$ 26.33	\$ 25.67

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

## INCOME STATEMENTS (unaudited)

		For	the thre	ee months en	ded:	:		
	:	September 2020		June 2020	_	ptember 2019		
Interest Income:	_							
Interest and Fees on Loans	\$	19,793	\$	19,169	\$	16,890		
Interest on Investment Securities		4,048		3,084		4,260		
Interest on Interest Earning Deposits								
in Other Financial Institutions		71		93		332		
Total Interest Income		23,912		22,346		21,482		
Interest Expense:								
Interest on Interest Bearing Transaction Accounts		41		37		152		
Interest on Money Market and Savings Deposits		499		538		1,041		
Interest on Certificates of Deposits		21		28		73		
Interest on Federal Home Loan Bank Advances								
and Other Borrowings		-		-		1		
Total Interest Expense		561		603		1,267		
Net Interest Income		23,351		21,743		20,215		
Provision for Loan Losses		450		680		1,460		
Net Interest Income after Provision for Loan Losses		22,901		21,063		18,755		
Non-Interest Income:								
Deposit Fees		677		640		553		
International Fees		237		244		328		
Gain (Loss) on Sale of Investment Securities, Net		(32)		(184)		(122)		
Gain on Sale of SBA Loans, Net		-		-		87		
Bank/Corporate Owned Life Insurance Income (Expense)		361		953		135		
Other		191		143		352		
Total Non-Interest Income		1,434		1,796		1,333		
Non-Interest Expense:								
Salaries and Employee Benefits		9,494		9,384		8,444		
Occupancy and Equipment		966		953		888		
Professional Services		1,663		1,627		1,946		
Promotion Expenses		197		267		361		
Other		1,317		1,693		1,069		
Total Non-Interest Expense		13,637		13,924		12,708		
Earnings before income taxes		10,698		8,935		7,380		
Income Tax Expense		2,824		2,200		1,963		
NET INCOME	\$	7,874	\$	6,735	\$	5,417		
Add back:								
After-Tax Gain (Loss) on Sale of Investment Securities, Net	\$	23	\$	139	\$	90		
After-Tax DCP ABB Stock Expense (Benefit)	\$	-	\$	-	\$	-		
Core Net Income	\$	7,897	\$	6,874	\$	5,507		
Per Share Information:								
Earnings Per Share - Basic	\$	0.98	\$	0.84	\$	0.68		
Earnings Per Share - Diluted	\$		\$	0.83	\$	0.67		
Core Earnings Per Share - Diluted	\$	0.97	\$	0.85	\$	0.68		
Weighted Average Shares - Basic		8,070,598	8	3,046,122	7	7,999,146		
Weighted Average Shares - Diluted		8,109,487	8	3,097,354	8	3,100,992		

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

## INCOME STATEMENTS (unaudited)

	I	For the nine months				
	September		Se	September		
Interest Income:		2020		2019		
Interest and Fees on Loans	\$	56,257	\$	47,813		
Interest and Yees on Estans Interest on Investment Securities	Ψ	11,045	Ψ	12,678		
Interest on Interest Earning Deposits		,		,		
in Other Financial Institutions		217		1,098		
Total Interest Income		67,519		61,589		
Interest Expense:						
Interest on Interest Bearing Transaction Accounts		182		363		
Interest on Money Market and Savings Deposits		2,004		2,804		
Interest on Certificates of Deposits		90		293		
Interest on Federal Home Loan Bank Advances		101		1.5		
and Other Borrowings		131		15		
Total Interest Expense		2,407		3,475		
Net Interest Income		65,112		58,114		
Provision for Loan Losses		2,564		2,478		
Net Interest Income after Provision for Loan Losses		62,548		55,636		
Non-Interest Income:						
Deposit Fees		1,932		1,598		
International Fees		763		841		
Gain (Loss) on Sale of Investment Securities, Net		(168) 19		(267)		
Gain on Sale of SBA Loans, Net Bank/Corporate Owned Life Insurance Income (Expense)		564		782		
Other		532		866		
Total Non-Interest Income		3,642		4,147		
Non-Interest Expense:						
Salaries and Employee Benefits		27,097		26,461		
Occupancy and Equipment		2,839		2,956		
Professional Services		4,772		4,340		
Promotion Expenses		830		946		
Other		4,070		3,324		
Total Non-Interest Expense		39,608		38,027		
Earnings before income taxes		26,582		21,756		
Income Tax Expense		7,134		5,668		
NET INCOME	\$	19,448	\$	16,088		
Add back:						
After-Tax Gain (Loss) on Sale of Investment Securities, Net	\$	123	\$	198		
After-Tax DCP ABB Stock Expense (Benefit)	\$	- 19.571	\$	449		
Core Net Income	\$	19,5/1	\$	16,735		
Per Share Information: Earnings Per Share - Basic	¢	2.42	¢	2.02		
Lamings FCI Share - Dasic	\$	2.42	\$	2.02		
Earnings Per Share - Diluted	\$	2.40	\$	1.99		
Core Earnings Per Share - Diluted	\$	2.41	\$	2.07		
Weighted Average Shares - Basic	:	8,050,992	7	7,948,632		
Weighted Average Shares - Diluted	:	8,109,732	8	3,078,529		

Figures in \$000

# QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

	For the three months ended:											
			Sep	tember 2020			June 2020					
		Average	Interest		Average		Average		Interest	Average		
		Balance		Inc/Exp	Yield/Rate		Balance		Inc/Exp	Yield/Rate		
Interest Earning Assets:												
Interest Earning Deposits in Other Financial Institutions	\$	191,948	\$	71	0.15%	\$	264,722	\$	93	0.14%		
Investment Securities:												
US Agencies		237,419		429	0.72%		260,033		270	0.41%		
Mortgage Backed Securities		325,904		1,541	1.89%		271,173		1,434	2.12%		
State and Municipals		271,133		1,700	2.51%		174,950		1,196	2.73%		
US Treasuries		10,011		37	1.46%		10,018		37	1.48%		
Corporate Bonds		16,479		126	3.07%		19,908		147	2.95%		
Securities Available-for-Sale and Held-to-Maturity		860,946		3,833	1.78%		736,082		3,084	1.68%		
Federal Home Loan Bank Stock		10,864		215	7.90%		10,753		-	0.00%		
Total Investment Securities		871,810		4,048	1.86%		746,835		3,084	1.65%		
Loans Receivable:												
Commercial Real Estate		1,026,594		11,179	4.33%		1,003,318		11,031	4.42%		
Commercial and Industrial		364,750		3,987	4.35%		402,179		4,380	4.38%		
SBA Payroll Protection Program		683,495		3,837	2.23%		539,535		2,994	2.23%		
Residential Real Estate		73,291		734	3.98%		70,984		705	4.00%		
Installment and Other		4,817		56	4.65%		5,037		59	4.75%		
Total Loans Receivable		2,152,947		19,793	3.66%		2,021,053		19,169	3.81%		
Total Interest Earning Assets	\$	3,216,705	\$	23,912	2.91%	\$	3,032,610	\$	22,346	2.91%		
Liabilities:												
Non-Interest Bearing Demand Deposits		1,675,885		_	0.00%		1,624,250		_	0.00%		
Interest Bearing Transaction Accounts		215,041		41	0.08%		201,439		37	0.07%		
Money Market and Savings Deposits		1,132,664		499	0.18%		1,027,292		538	0.21%		
Certificates of Deposit		36,848		21	0.23%		35,614		28	0.31%		
Total Deposits		3,060,438		561	0.07%		2,888,595		603	0.08%		
Federal Home Loan Bank Advances / Other Borrowings		-		-	0.00%		-		-	0.00%		
Total Interest Bearing Deposits and Borrowings		1,384,553		561	0.16%	_	1,264,345		603	0.19%		
Total Deposits and Borrowings	\$	3,060,438	\$	561	0.07%	\$	2,888,595	\$	603	0.08%		
Net Interest Income			•	23,351				\$	21,743			
Net Interest Rate Spread			Þ	43,331	2.84%		:	Ф	21,743	2.83%		
Net Interest Margin				=	2.89%				-	2.88%		
S				=					=			
Net Interest Margin, excluding SBA PPP				_	3.06%				_	3.02%		

Figures in \$000

# QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

	For the three months ended:											
			Sep	tember 2020			September 2019					
		Average		Interest	Average		Average		Interest	Average		
		Balance		Inc/Exp	Yield/Rate		Balance		Inc/Exp	Yield/Rate		
Interest Earning Assets:												
Interest Earning Deposits in Other Financial Institutions	\$	191,948	\$	71	0.15%	\$	58,676	\$	332	2.30%		
Investment Securities:												
US Agencies		237,419		429	0.72%		351,204		1,406	1.60%		
Mortgage Backed Securities		325,904		1,541	1.89%		208,820		1,422	2.72%		
State and Municipals		271,133		1,700	2.51%		159,861		1,094	2.74%		
US Treasuries		10,011		37	1.46%		10,039		37	1.46%		
Corporate Bonds		16,479		126	3.07%		15,328		118	3.07%		
Securities Available-for-Sale and Held-to-Maturity		860,946		3,833	1.78%		745,252		4,077	2.19%		
Federal Home Loan Bank Stock		10,864		215	7.90%		10,356		183	7.05%		
Total Investment Securities		871,810		4,048	1.86%		755,608		4,260	2.25%		
Loans Receivable:												
Commercial Real Estate		1,026,594		11,179	4.33%		917,398		10,957	4.74%		
Commercial and Industrial		364,750		3,987	4.35%		385,315		4,996	5.14%		
SBA Payroll Protection Program		683,495		3,837	2.23%		-		-	0.00%		
Residential Real Estate		73,291		734	3.98%		66,512		891	5.32%		
Installment and Other		4,817		56	4.65%		5,159		46	3.58%		
Total Loans Receivable		2,152,947		19,793	3.66%	111111111	1,374,384		16,890	4.88%		
Total Interest Earning Assets	\$	3,216,705	\$	23,912	2.91%	\$	2,188,668	\$	21,482	3.84%		
Liabilities:												
Non-Interest Bearing Demand Deposits		1,675,885		-	0.00%		1,059,710		-	0.00%		
Interest Bearing Transaction Accounts		215,041		41	0.08%		208,403		152	0.29%		
Money Market and Savings Deposits		1,132,664		499	0.18%		746,947		1,041	0.55%		
Certificates of Deposit		36,848		21	0.23%		50,425		73	0.57%		
Total Deposits		3,060,438		561	0.07%		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		1,384,553		561	0.16%		1,005,938		1,267	0.50%		
Total Deposits and Borrowings	\$	3,060,438	\$	561	0.07%	\$	2,065,647	\$	1,267	0.24%		
Net Interest Income			\$	23,351				\$	20,215			
Net Interest Rate Spread					2.84%					3.60%		
Net Interest Margin				=	2.89%				=	3.66%		
Net Interest Margin, excluding SBA PPP				=	3.06%				=	3.66%		

Figures in \$000

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

	For the nine months ended:											
			Sep	otember 2020			September 2019					
		Average		Interest	Average		Average	Interest		Average		
		Balance		Inc/Exp	Yield/Rate		Balance	I	nc/Exp	Yield/Rate		
Interest Earning Assets:												
Interest Earning Deposits with Other Financial Institutions	\$	161,520	\$	217	0.18%	\$	61,271	\$	1,098	2.42%		
Investment Securities:												
US Agencies		258,359		1,376	0.71%		395,511		4,612	1.55%		
Mortgage Backed Securities		294,904		4,718	2.13%		183,086		3,903	2.84%		
State and Municipals		203,326		4,018	2.63%		162,505		3,351	2.75%		
US Treasuries		10,018		110	1.47%		10,046		111	1.47%		
Corporate Bonds		18,770		423	3.00%		6,732		159	3.15%		
Securities Available-for-Sale and Held-to-Maturity		785,377		10,645	1.81%		757,880		12,136	2.14%		
Federal Home Loan Bank Stock		10,658		400	5.01%		10,356		542	6.97%		
Total Investment Securities		796,035		11,045	1.85%	***************************************	768,236		12,678	2.20%		
Loans Receivable:												
Commercial Real Estate		1,011,829		33,553	4.43%		873,209		30,901	4.73%		
Commercial and Industrial		400,905		13,391	4.46%		366,111		14,308	5.23%		
SBA Payroll Protection Program		408,683		6,832	2.23%		-		-	0.00%		
Residential Real Estate		73,525		2,325	4.22%		62,286		2,487	5.34%		
Installment and Other		5,166		156	4.04%		4,949		117	3.17%		
Total Loans Receivable		1,900,108		56,257	3.95%		1,306,555		47,813	4.89%		
Total Interest Earning Assets	\$	2,857,663	\$	67,519	3.10%	\$	2,136,062	\$	61,589	3.80%		
Liabilities:												
Non-Interest Bearing Demand Deposits		1,469,001		-	0.00%		1,021,107		-	0.00%		
Interest Bearing Transaction Accounts		206,276		182	0.12%		201,985		363	0.24%		
Money Market and Savings Deposits		989,554		2,004	0.27%		735,682		2,804	0.51%		
Certificates of Deposit		36,298		90	0.33%		61,515		293	0.64%		
Total Deposits		2,701,129		2,276	0.11%		2,020,289		3,460	0.23%		
Federal Home Loan Bank Advances / Other Borrowings		10,533		131	1.66%		738		15	2.63%		
Total Interest Bearing Deposits and Borrowings		1,242,661		2,407	0.26%		999,920		3,475	0.46%		
Total Deposits and Borrowings	\$	2,711,662	\$	2,407	0.12%	\$	2,021,027	\$	3,475	0.23%		
Net Interest Income			\$	65,112				\$	58,114			
Net Interest Rate Spread			_		2.98%		=			3.57%		
Net Interest Margin				=	3.04%				=	3.64%		
Net Interest Margin, excluding SBA PPP				=	3.18%				=	3.64%		

Figures in \$000

# SUPPLEMENTAL DATA (unaudited)

	ptember 2020	June 2020	De	ecember 2019	Se	ptember 2019
Performance Ratios:						
Quarterly:						
Return on Average Assets (ROAA)	0.95%	0.86%		0.99%		0.95%
Core Return on Average Assets (ROAA)	0.95%	0.87%		0.99%		0.96%
Return on Average Equity (ROAE)	13.53%	12.14%		11.74%		11.03%
Core Return on Average Equity (ROAE)	13.57%	12.39%		11.74%		11.22%
Efficiency Ratio	54.95%	58.70%		58.77%		58.64%
Year-to-Date						
Return on Average Assets (ROAA)	0.87%	0.83%		0.97%		0.96%
Core Return on Average Assets (ROAA)	0.88%	0.84%		1.00%		1.00%
Return on Average Equity (ROAE)	11.67%	10.68%		11.80%		11.83%
Core Return on Average Equity (ROAE)	11.75%	10.77%		12.15%		12.30%
Efficiency Ratio	57.47%	58.88%		60.29%		60.82%
Core Efficiency Ratio	57.47%	58.88%		59.57%		59.84%
Capital Adequacy:						
Total Risk Based Capital Ratio	14.54%	14.64%		13.82%		13.81%
Common Equity Tier 1 Capital Ratio	13.29%	13.38%		12.57%		12.56%
Tier 1 Risk Based Capital Ratio	13.29%	13.38%		12.57%		12.56%
Tier 1 Leverage Ratio	6.97%	7.10%		8.66%		8.91%
Tangible Common Equity / Tangible Assets	7.11%	6.90%		8.60%		8.62%
Asset Quality Overview						
Non-Performing Loans	\$ 2,563	\$ 2,601	\$	1,855	\$	1,481
Loans 90+ Days Past Due and Still Accruing	-	-		-		-
Total Non-Performing Loans	2,563	2,601		1,855		1,481
Restructured Loans	221	223		227		229
Other Real Estate Owned	-	-		-		-
ALLL / Loans Receivable	1.05%	1.05%		1.40%		1.40%
Non-Performing Loans / Total Loans Receivable *	0.13%	0.13%		0.14%		0.12%
Non-Performing Loans / Total Loans Receivable *, excluding PPP **	0.19%	0.19%		0.14%		0.12%
Non-Performing Assets / Total Assets *	0.08%	0.09%		0.09%		0.07%
Non-Performing Assets / Total Assets *, excluding PPP **	0.11%	0.11%		0.09%		0.07%
Net Charge-Offs (Recoveries) quarterly	\$ (60)	\$ 168	\$	(8)	\$	(6)
Net Charge-Offs (Recoveries) year-to-date	\$ 478	\$ 538	\$	(41)	\$	(33)
Net Charge-Offs (Recoveries) year-to-date / Average Loans Receivable	0.03%	0.03%		0.00%		0.00%

Includes non-accrual loans, accruing loans past due 90+ days and Troubled Debt Restructurings (TDRs).
 \*\* SBA Paycheck Protection Program (PPP)