



2023
Q3 REPORT

BALANCE SHEETS

Unaudited - 000s omitted

| September 30, | 2023 | 2022 |
|---|--------------------|--------------------|
| ASSETS | | |
| Cash & cash equivalents | \$ 83,462 | \$ 92,910 |
| Investment securities | 1,188,735 | 1,299,389 |
| Loans receivable | 2,511,005 | 2,305,227 |
| Allowance for credit losses | (27,601) | (28,439) |
| Loans receivable, net | 2,483,404 | 2,276,788 |
| Furniture, equipment & leasehold improvements, net | 4,845 | 5,645 |
| Bank/Corp owned life insurance | 28,400 | 28,282 |
| Other assets | 85,315 | 80,405 |
| TOTAL ASSETS | \$3,874,161 | \$3,783,419 |
| LIABILITIES | | |
| Deposits: | | |
| Non-interest bearing demand deposits | \$1,796,743 | \$1,894,054 |
| Interest bearing transaction accounts | 331,315 | 322,945 |
| Money market & savings deposits | 1,124,590 | 1,249,575 |
| Certificates of deposits | 250,032 | 43,530 |
| Total Deposits | 3,502,680 | 3,510,104 |
| FHLB Advances/Other borrowings | 40,000 | - |
| Other liabilities | 52,204 | 37,218 |
| TOTAL LIABILITIES | \$3,594,884 | \$3,547,322 |
| SHAREHOLDERS' EQUITY | | |
| Common stock & retained earnings | \$ 372,823 | \$ 320,810 |
| Accumulated other comprehensive income/(loss) | (93,546) | (84,713) |
| TOTAL SHAREHOLDERS' EQUITY | \$ 279,277 | \$ 236,097 |
| TOTAL LIABILITIES & SHAREHOLDERS' EQUITY | \$3,874,161 | \$3,789,419 |
| Standby Letters of Credit | \$ 41,823 | \$ 42,067 |

INCOME STATEMENTS

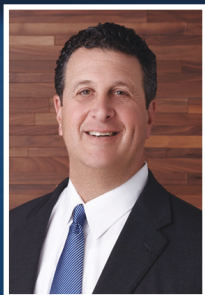
Unaudited - 000s omitted except share and per share amounts

| Nine months ended Sept. 30, | 2023 | 2022 |
|--|------------------|------------------|
| INTEREST INCOME | | |
| Loans | \$ 93,355 | \$ 70,928 |
| Investments | 23,436 | 20,120 |
| Interest earning deposits in other financial institutions | 739 | 610 |
| TOTAL INTEREST INCOME | 117,530 | 91,658 |
| INTEREST EXPENSE | | |
| Interest bearing transaction accounts | 1,342 | 97 |
| Money market & savings deposits | 12,572 | 1,013 |
| Certificates of deposits | 3,255 | 31 |
| FHLB Advances/Other borrowings | 9,394 | 108 |
| TOTAL INTEREST EXPENSE | 26,563 | 1,249 |
| NET INTEREST INCOME | 90,967 | 90,409 |
| Provision for credit losses | 2,839 | 3,346 |
| NET INTEREST INCOME AFTER PROVISION FOR CREDIT LOSSES | 88,128 | 87,063 |
| TOTAL NONINTEREST INCOME | 6,911 | 4,614 |
| TOTAL NONINTEREST EXPENSE | 50,025 | 44,354 |
| EARNINGS BEFORE INCOME TAXES | 45,014 | 47,323 |
| Income tax expense | 12,422 | 12,716 |
| NET INCOME | \$ 32,592 | \$ 34,607 |
| Earnings per share - basic | \$ 3.55 | \$ 3.81 |
| Earnings per share - diluted | \$ 3.53 | \$ 3.77 |
| Weighted average shares - basic | 9,181,813 | 9,083,190 |
| Weighted average shares - diluted | 9,229,089 | 9,185,905 |

ABB

SHAREHOLDERS & CLIENTS,

I am delighted to report another outstanding quarter end for our Bank. Our earnings totaled \$10.2 million for September 30, 2023, as compared to \$9.3 million for the quarter ended June 30, 2023, or an increase of 9%. Total deposits grew \$249 million or 8% over the prior quarter. Non-interest-bearing deposits grew \$38 million or 8% annualized in this third quarter.



Our deposit growth is outstanding, and much better than our peers, especially when considering the banking squeeze that we went through in March and April. Furthermore, total deposits exceeded the balances of December 31, 2022, by \$112 million. These deposit totals outpaced loan growth, for which we are finding a reduced demand, but still acceptable at 2.9% or \$71 million.

The Bank has 42 relationship managers in eight offices, and they should be commended for a job well done. Not only have we not lost a single client during the recent turmoil, but our team has also generated 138 new relationships.

Following uncertainty and challenges in the banking industry, it is gratifying to be able to share positive results. This feat is a testament to our rooted value for caring for our clients and staff first. We are thankful for the trust and confidence our clients have placed in us as we work each day to earn that trust by always managing the Bank for the long term.

Our successes are not possible without the best-in-class service, dedication, and hard work of our ABB team. Working together these past 25 years has been a true gift, thank you for your amazing contribution and commitment.

Wishing you all a joyful holiday season with your families and a cheerful new year.

At your service,

- Leon Blankstein
Chief Executive Officer, Director