

Investor Presentation

January 2025



Forward-Looking Statements

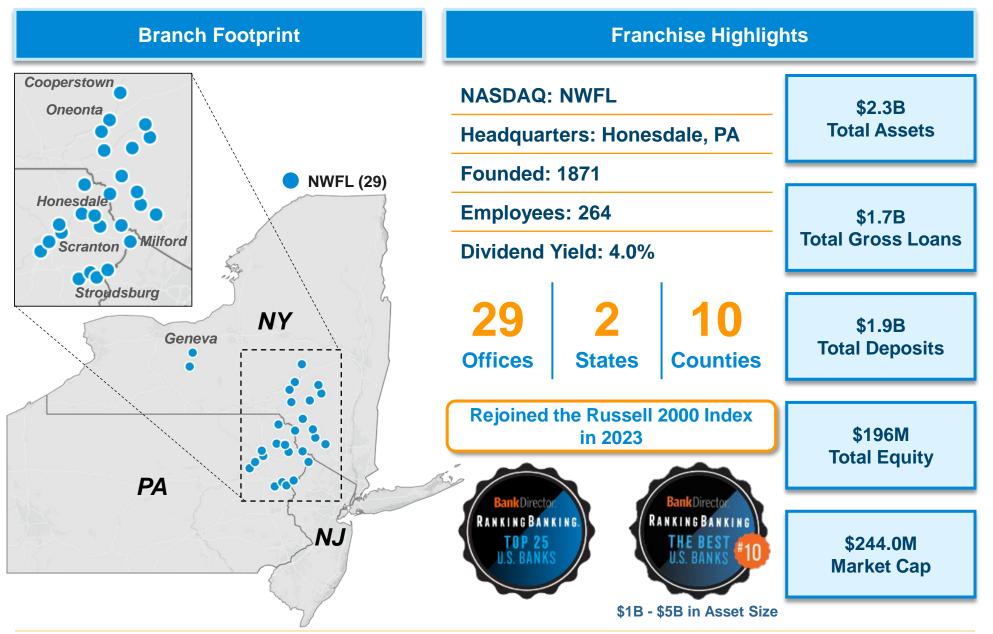
The information disclosed in this document includes various forward-looking statements that are made by Norwood Financial Corp (the "Company") in reliance upon the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The words "anticipates," "projects," "intends," "estimates," "expects," "believes," "plans," "may," "will," "should," "could," and other similar expressions are intended to identify such forward-looking statements. The Company cautions that these forward-looking statements are necessarily speculative and speak only as of the date made, and are subject to numerous assumptions, risks and uncertainties, all of which may change overtime. Actual results could differ materially from such forward-looking statements. Accordingly, you should not place undue reliance on forward-looking statements. The following factors, among others, could cause actual results to differ materially and adversely from such forward-looking statements: our inability to successfully reposition our fixed-income securities portfolio utilizing the proceeds from this offering, changes in the financial services industry and the U.S. and global capital markets, changes in economic conditions nationally, regionally and in the Company's markets, the nature and timing of actions of the Federal Reserve Board and other regulators, the nature and timing of legislation and regulation affecting the financial services industry, government intervention in the U.S. financial system, changes in federal and state tax laws, changes in levels of market interest rates, pricing pressures on loan and deposit products, credit risks of the Company's lending activities, successful implementation, deployment and upgrades of new and existing technology, systems, services and products, customers' acceptance of the Company's products and services, and competition. Any statements made by the Company that are not historical facts should be considered to be forward-looking statements. The Company cautions that the foregoing list of important factors is not exhaustive. The Company is not obligated to update and does not undertake to update any of its forward looking statements, whether written or oral, that may be made from time to time by or on behalf of the Company or made herein.

Non-GAAP Disclaimer

This presentation includes certain financial measures derived from consolidated financial data but not presented in accordance with U.S. generally accepted accounting principles ("GAAP"). The Company believes that these non-GAAP measures, when taken together with its financial results presented in accordance with GAAP, provide meaningful supplemental information regarding its operating performance and facilitate internal comparisons of its historical operating performance on a more consistent basis These non-GAAP financial measures however are subject to inherent limitations, may not be comparable to similarly titled measures used by other companies and should not be considered in isolation or as an alternative to GAAP measures. Please refer to the Appendix for reconciliations of the non-GAAP financial measures to their most directly comparable GAAP financial measures.

Franchise Overview | Norwood Financial Corp.





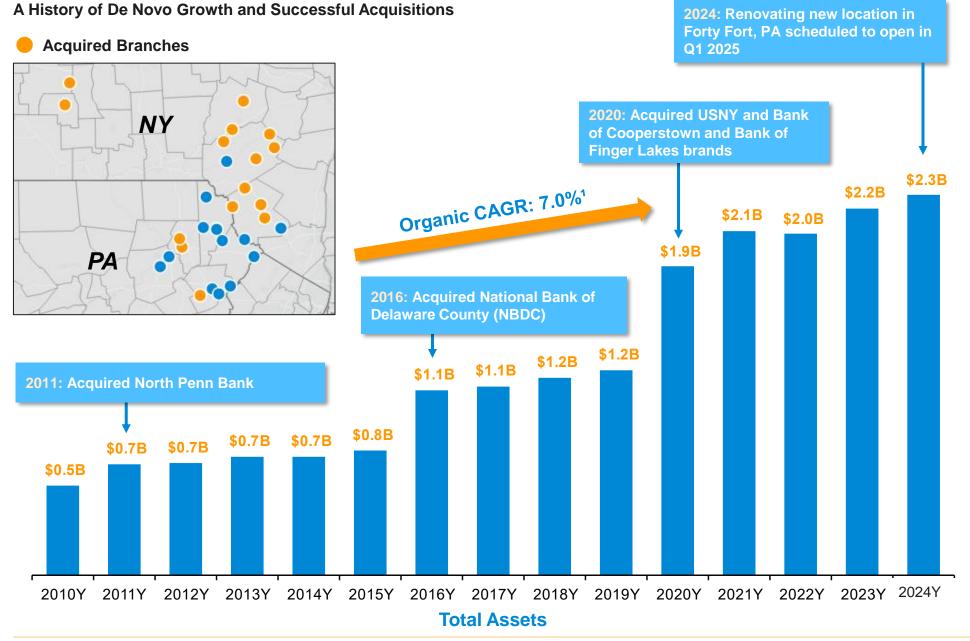
Strength. Security. Stability.





Historical Growth and Expansion

NORWOOD

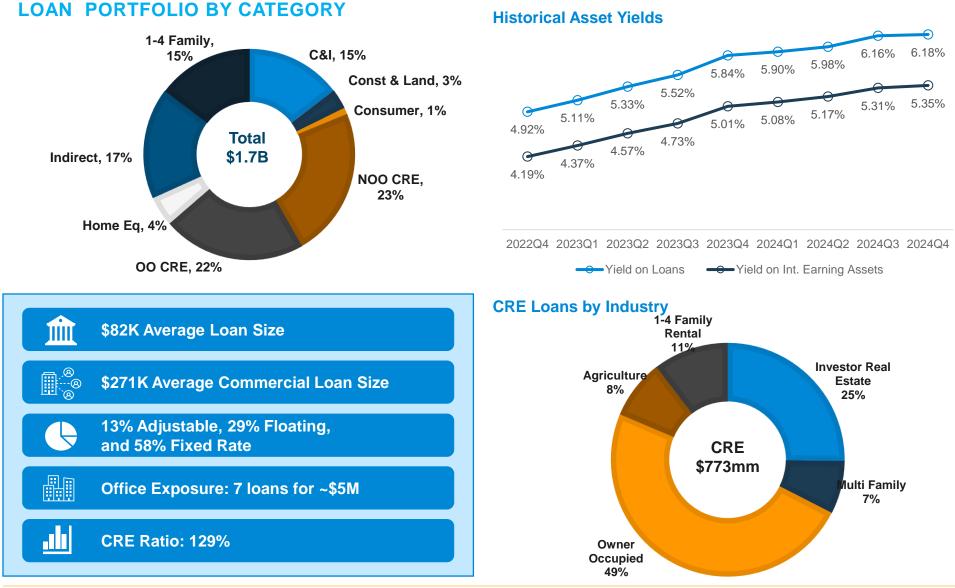


1) Excludes growth attributed to acquisitions from 2010 through 2023 Note: Acquired branches on map reflect the branches existing today

Loan Portfolio Overview

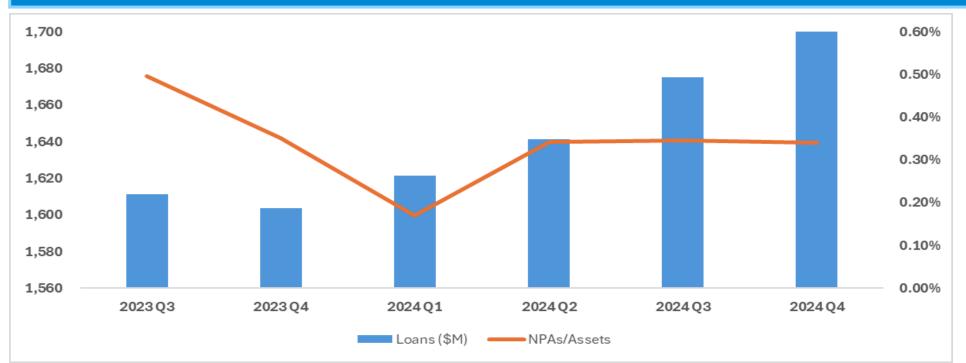


Small Business Lending, Granular Relationships and Limited Industry Concentration





Recent Loan Growth Has Not Compromised Our Disciplined Credit Culture

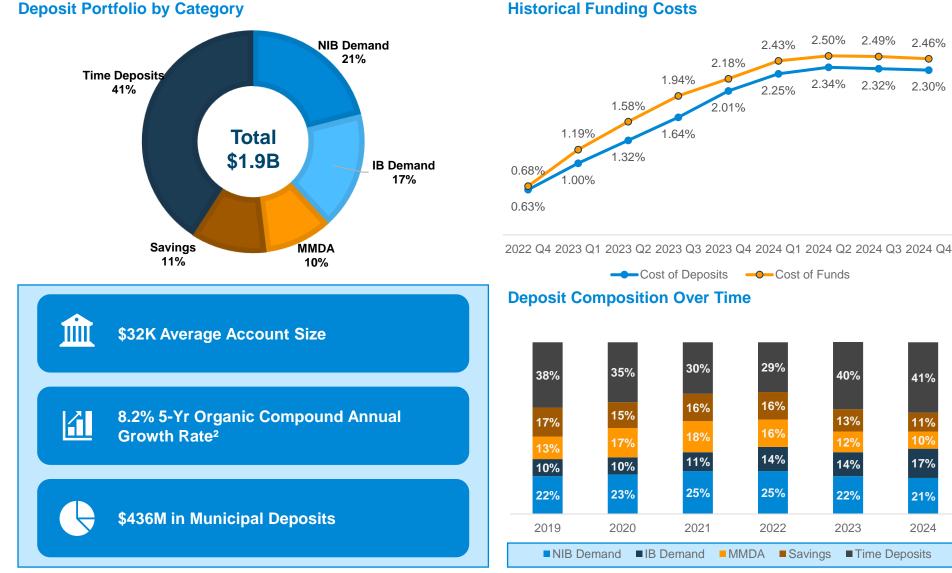


		For the Calendar Year Ended								
	2018Y	2020Y	2021Y	2022Y	2023Y	2024Y				
Credit Quality Ratios (%)										
Non-Performing Loans/Loans	0.09	0.24	0.05	0.08	0.48	0.46				
Net Charge Offs/Loans	0.13	0.07	0.07	0.02	0.39	0.10				
ACL/Loans	0.92	0.93	1.21	1.15	1.18	1.16				
Reserves/NPAs	362	302	664	1,165	246	252				

Deposit Portfolio Overview



Attractive Retail Franchise Bolstered by Commercial and Municipal Relationships



Historical Funding Costs

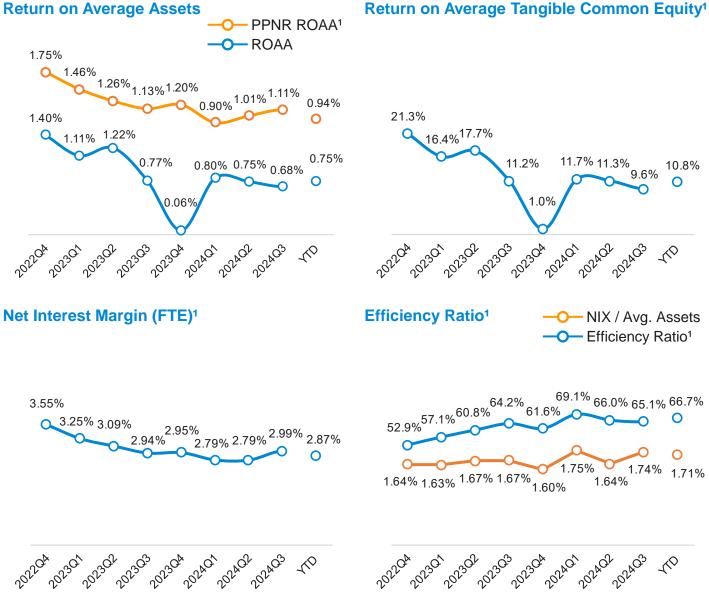
As of 9/30/2024; Since 9/30/2024 the company has added \$20 million of brokered deposits in order to test the facility for liquidity purposes 1)

Excludes deposits acquired in the acquisition of USNY 2)

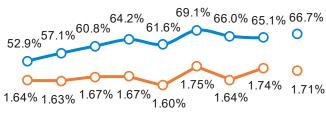
Key Performance Indicators – Through September 30, 2024

Earnings Commentary

- Net income for Q3 2024 was \$3.8M and for the first nine months of the year was \$12.5M
- Net interest income for Q3 2024 was \$15.9M and for the first nine months of the year was \$45.6M
- Non-interest income in Q3 was \$2.3M, consistent with prior quarters
- Non interest expense Q3 2024 was \$12.0M, slightly above Q2 of \$11.4M, driven by an increase in salaries and benefits, professional fees, data processing costs and FDIC insurance
- Corporate focus to return ROAA to historical levels and above 1.0% in the near-term



11.7% 11.3% 11.2% 10.8% 9.6% O 1.0% 202303 202304 202402 202403 202401 40 -O-NIX / Avg. Assets



—O— Efficiency Ratio¹

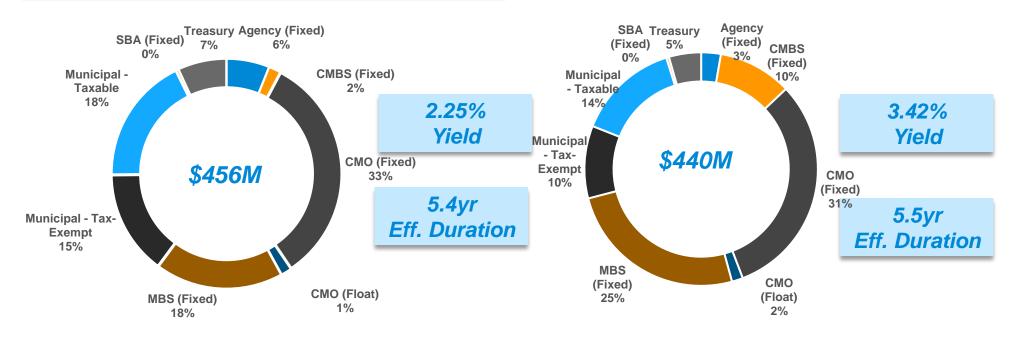


Securities Repositioning



Investment Portfolio at 11/30/2024

Investment Portfolio at 12/31/2024



Securities repositioning detail:

- Sale of ~\$155M of securities with an average yield of 2.0%
- A one-time, pre-tax loss of ~\$20M
- Reinvested in ~\$155M of securities with a projected average yield of 5.2%

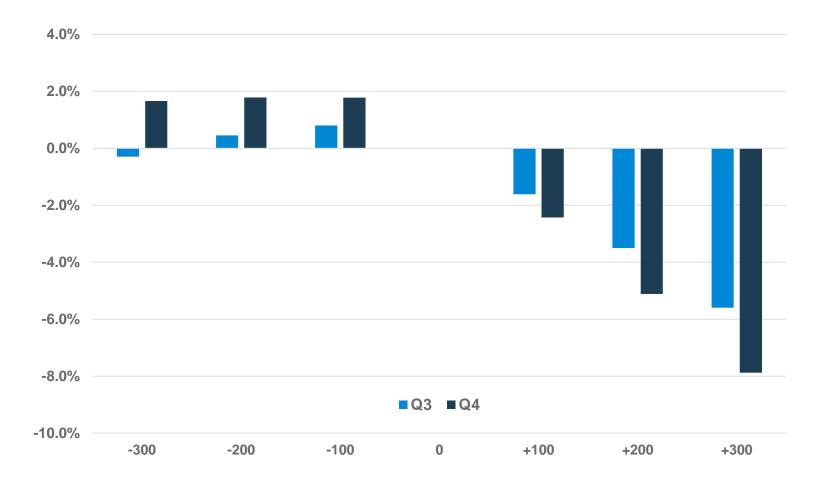
Benefits of the Transaction

- Expected immediate improvement in ROAA, NIM and EPS²
- Stronger capital generation
- Positioned for increased earnings in a falling rate environment
- Enhanced liquidity

Interest Rate Sensitivity



Net Interest Income Sensitivity







Appendix



Today's Presenters





Jim Donnelly, President, Chief Executive Officer, and Director

Mr. Donnelly became President, Chief Executive Officer, and Director of the Company in 2022. Mr. Donnelly joined the Company with over 30 years of banking experience, most recently with Bangor Savings Bank where he served as its Executive Vice President and Chief Commercial Officer. Mr. Donnelly brings substantial experience and leadership skills in the areas of commercial lending, retail and mortgage banking, credit, financial management, wealth management and franchise growth through acquisition and market expansion. Mr. Donnelly has a long and distinguished history of community service, including in the areas of healthcare, higher education, and the United Way.



John McCaffery, Executive Vice President and Chief Financial Officer

Mr. McCaffery became Executive Vice President and Chief Financial Officer of the Company in June 2024. Mr. McCaffery joined the Company with over 30 years of leadership and finance experience at various financial institutions, including two stints as CFO. His most recent position was Senior Vice President and Treasurer for Metropolitan Commercial Bank. Prior to that position, Mr. McCaffery served as Executive Vice President and Chief Financial Officer for Newtek Bank, N.A. and Bridge Bancorp. Upon the merger between Bridge Bancorp and Dime Community Bancorp, Mr. McCaffery was appointed Senior Executive Vice President and Chief Risk Officer. Mr. McCaffery brings a wealth of experience and expertise in capital raising, M&A transactions and integrations, growth and restructuring, regulatory and financial compliance, and development of high performing teams.

Historical Financial Highlights



	F	or the Calendar `	ear Ended		For	the Calendar Q	uarter Ended	
Balance Sheet (\$M)	2020Y	2021Y	2022Y	2023Y	2023Q4	2024Q1	2024Q2	2024Q3
Total Assets	\$1,852	\$2,069	\$2,047	\$2,201	\$2,201	\$2,260	\$2,235	\$2,280
Gross Loans HFI	1,411	1,355	1,474	1,604	1,604	1,621	1,641	1,675
Deposits	1,535	1,757	1,728	1,795	1,795	1,839	1,811	1,855
Gross Loans HFI / Deposits	91.9%	77.1%	85.3%	89.3%	89.3%	88.2%	90.6%	90.3%
TCE	165	176	138	152	152	152	153	166
AOCI	5	(0)	(57)	(47)	(47)	(49)	(50)	(38)
Capital Ratios								
TCE / TA ¹	9.07%	8.69%	6.97%	7.21%	7.21%	7.03%	7.18%	7.63%
Tier 1 Leverage	8.71%	8.51%	9.36%	9.00%	9.00%	8.95%	8.88%	9.03%
Total Capital	12.62%	13.66%	13.58%	13.06%	13.06%	12.99%	12.86%	12.78%
CRE Concentration (Bank)	113%	117%	110%	136%	136%	137%	135%	138%
Asset Quality								
NPLs / Loans	0.24%	0.05%	0.08%	0.48%	0.48%	0.23%	0.47%	0.47%
NPAs / Assets	0.24%	0.12%	0.07%	0.35%	0.35%	0.17%	0.34%	0.35%
Reserves / Loans	0.93%	1.21%	1.15%	1.18%	1.18%	1.11%	1.08%	1.12%
NCOs / Average Loans	0.07%	0.07%	0.02%	0.39%	0.79%	0.08%	0.13%	0.08%
Earnings & Profitability (\$M)								
Net Income	\$15.1	\$24.9	\$29.2	\$16.8	\$0.4	\$4.4	\$4.2	\$3.8
ROAA	0.97%	1.24%	1.43%	0.79%	0.06%	0.80%	0.75%	0.68%
ROATCE ¹	10.2%	14.5%	19.3%	11.7%	1.0%	11.7%	11.3%	9.6%
NIM ¹	3.55%	3.50%	3.53%	3.06%	2.95%	2.79%	2.79%	2.99%
Noninterest Income / Avg. Assets	0.50%	0.41%	0.46%	0.39%	0.38%	0.36%	0.39%	0.41%
NIX / Avg. Assets	2.08%	1.92%	1.98%	2.04%	1.97%	2.12%	2.03%	2.15%
Efficiency Ratio ¹	54.6%	51.6%	52.0%	60.9%	61.6%	69.1%	66.0%	65.1%

1) See pages 28-30 for Non-GAAP Reconciliation

Note: Financials reflect consolidated data unless otherwise indicated

Historical Balance Sheet



(\$ in Thousands)	As of Decemb	As of September,	
	2022	2023	2024
Cash and Cash Equivalents	\$31,866	\$66,120	\$82,880
Securities Available for Sale, at Fair Value	418,927	406,259	396,891
Loans Receivable, Net of Allowance for Credit Losses	1,456,946	1,584,650	1,656,440
Bank Premises and Equipment, Net	17,924	17,838	18,503
Bank Owned Life Insurance	43,364	46,439	46,382
Foreclosed Real Estate Owned	346	97	-
Deferred Tax Assets, Net	23,549	21,353	18,818
Goodwill and Other Intangibles	29,572	29,487	29,433
Other Assets	24,576	28,836	30,404
Total Assets	\$2,047,070	\$2,201,079	\$2,279,751
Total Deposits	\$1,727,727	\$1,795,159	\$1,855,251
Short-Term Borrowings	93,215	74,076	52,453
Other Borrowings	40,000	124,236	144,959
Other Liabilities	19,043	26,538	31,434
Total Liabilities	\$1,879,985	\$2,020,009	\$2,084,097
Common Stock	829	831	831
Surplus	96,897	97,700	98,330
Retained Earnings	130,020	135,284	140,489
Treasury Stock at Cost	(3,308)	(5,397)	(5,969)
Accumulated other Comprehensive Loss	(57,353)	(47,348)	(38,027)
Total Stockholders' Equity	\$167,085	\$181,070	\$195,654
Total Liabilities and Stockholders' Equity	\$2,047,070	\$2,201,079	\$2,279,751

Note: Financials reflect consolidated data unless otherwise indicated

Historical Income Statement



As of December 31, Months Ended 2022 2023 September 30, 2024 Interest and Fees on Loans \$66,013 \$85,209 \$73,266 Interest and Dividends on Securities, Taxable 7,262 8,389 6,514 Interest in Securities, Taxable 7,262 8,389 6,514 Interest in Securities, Taxable 7,262 8,389 6,514 Other Interest income 602 409 2,194 Total Interest on Borowings \$6,471 \$26,029 \$31,349 Interest on Short-Term Borrowings 524 3,048 1,015 Other Interest Expense \$77,666 \$39,570 \$45,566 Total Interest Income \$66,397 \$62,007 \$45,566 Total Interest Income \$66,397 \$56,2067 \$45,566 Not Interest Income After Provision for Credit Losses \$57,497 \$56,519 \$44,497 Service Charges and Fees \$5,661 \$5,613 \$4,344 Income from Fiduciary Activities \$3 \$63 1455 Gains on Sales of Loans, Net 3				For the Nine		
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Net Interest Income After Provision for Credit Losses \$67,497 \$56,519 \$44,497 Service Charges and Fees \$5,661 \$5,613 \$4,364 Income from Fiduciary Activities 845 898 719 Net Realized Gains (Losses) on Sales of Securities 3 (209) - Gains on Sales of Loans, Net 3 63 1445 Gain on Sales of Foreclosed Real Estate Owned 427 80 32 Earnings and Proceeds on BOLI 1,087 1,012 781 Other Income 1,906 667 467 Total Noninterest Income \$9,932 \$8,124 \$6,508 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 <t< td=""><td>Net Interest Income</td><td>\$68,397</td><td>\$62,067</td><td>\$45,566</td></t<>	Net Interest Income	\$68,397	\$62,067	\$45,566		
Service Charges and Fees \$5,611 \$5,613 \$4,364 Income from Fiduciary Activities 845 898 719 Net Realized Gains (Losses) on Sales of Securities 3 (209) - Gains on Sales of Loans, Net 3 63 145 Gain on Sales of Foreclosed Real Estate Owned 427 80 32 Earnings and Proceeds on BOLI 1,087 1,012 781 Other Income 1,906 667 467 Total Noninterest Income \$9,932 \$8,124 \$6,508 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses \$4,225 9,180 7,737 Total Noninterest Expenses <td< td=""><td>Provision for Credit Losses</td><td>\$900</td><td>\$5,548</td><td>\$1,069</td></td<>	Provision for Credit Losses	\$900	\$5,548	\$1,069		
Income from Fiduciary Activities 845 898 719 Net Realized Gains (Losses) on Sales of Securities 3 (209) - Gains on Sales of Loans, Net 3 63 145 Gain on Sales of Foreclosed Real Estate Owned 427 80 32 Earnings and Proceeds on BOLI 1,087 1,012 781 Other Income 1,906 667 467 Total Noninterest Income \$9,932 \$8,124 \$6,508 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amotization of Intangibles 101 85 54 Other Expenses \$2,25 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes <td< td=""><td>Net Interest Income After Provision for Credit Losses</td><td>\$67,497</td><td>\$56,519</td><td>\$44,497</td></td<>	Net Interest Income After Provision for Credit Losses	\$67,497	\$56,519	\$44,497		
Net Realized Gains (Losses) on Sales of Securities 3 (209) - Gains on Sales of Loans, Net 3 63 145 Gain on Sales of Foreclosed Real Estate Owned 427 80 32 Earnings and Proceeds on BOLI 1,087 1,012 781 Other Income 1,906 667 467 Total Noninterest Income \$9,932 \$8,124 \$65,058 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses \$2,25 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense <td< td=""><td>Service Charges and Fees</td><td>\$5,661</td><td>\$5,613</td><td>\$4,364</td></td<>	Service Charges and Fees	\$5,661	\$5,613	\$4,364		
Gains on Sales of Loans, Net 3 63 145 Gain on Sales of Foreclosed Real Estate Owned 427 80 32 Earnings and Proceeds on BOLI 1,087 1,012 781 Other Income 1,906 667 467 Total Noninterest Income \$9,932 \$8,124 \$6,508 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses \$4,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income \$29,233 \$16,759 \$12,491	Income from Fiduciary Activities	845	898	719		
Gain on Sales of Foreclosed Real Estate Owned 427 80 32 Earnings and Proceeds on BOLI 1,087 1,012 781 Other Income 1,906 667 467 Total Noninterest Income \$9,932 \$8,124 \$6,508 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Net Realized Gains (Losses) on Sales of Securities	3	(209)	-		
Earnings and Proceeds on BOLI 1,087 1,012 781 Other Income 1,906 667 467 Total Noninterest Income \$9,932 \$8,124 \$6,508 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Gains on Sales of Loans, Net	3	63	145		
Other Income 1,906 667 467 Total Noninterest Income \$9,932 \$8,124 \$6,508 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Gain on Sales of Foreclosed Real Estate Owned	427	80	32		
Total Noninterest Income \$9,932 \$8,124 \$6,508 Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$36,385 \$21,146 \$15,799 Income Before Taxes \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Earnings and Proceeds on BOLI	1,087	1,012	781		
Salaries and Employee Benefits \$22,071 \$23,565 \$18,328 Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Other Income	1,906	667	467		
Occupancy and Equipment Expenses 4,967 5,083 3,758 Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Total Noninterest Income	\$9,932	\$8,124	\$6,508		
Data Processing and Related Operations 2,948 3,342 3,208 Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Salaries and Employee Benefits	\$22,071	\$23,565	\$18,328		
Taxes, Other than Income 1,013 566 452 Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Occupancy and Equipment Expenses	4,967	5,083	3,758		
Professional Fees 1,719 1,676 1,669 Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Data Processing and Related Operations	2,948	3,342	3,208		
Amortization of Intangibles 101 85 54 Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Taxes, Other than Income	1,013	566	452		
Other Expenses 8,225 9,180 7,737 Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Professional Fees	1,719	1,676	1,669		
Total Noninterest Expenses \$41,044 \$43,497 \$35,206 Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Amortization of Intangibles	101	85	54		
Net Income Before Taxes \$36,385 \$21,146 \$15,799 Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Other Expenses	8,225	9,180	7,737		
Income Tax Expense \$7,152 \$4,387 \$3,308 Net Income \$29,233 \$16,759 \$12,491	Total Noninterest Expenses	\$41,044	\$43,497	\$35,206		
Net Income \$29,233 \$16,759 \$12,491	Net Income Before Taxes	\$36,385	\$21,146	\$15,799		
	Income Tax Expense	\$7,152	\$4,387	\$3,308		
Earnings Per Common Share, Basic\$3.59\$2.08\$1.55	Net Income	\$29,233	\$16,759	\$12,491		
	Earnings Per Common Share, Basic	\$3.59	\$2.08	\$1.55		

Non-GAAP Reconciliations



Non-GAAP Reconciliation Illustrated for Capital Offering + Securities Repositioning

(Dollars in Thousands)		For the Calenda	r Year Ended		
Consolidated TCE / TA	2020	2021	2022	2023	2024 YTD
Stockholders' Equity	\$194,785	\$205,262	\$167,085	\$181,070	\$195,654
Less: Intangible Assets	29,820	29,673	29,572	29,487	29,433
Add: Deferred Tax Liability Tangible Common Equity	379 \$165,344	1,808 \$177,397	3,282 \$140,795	5,430 \$157,013	5,949 \$172,170
Total Assets	\$1,851,864	\$2,068,504	\$2,047,070	\$2,201,079	\$2,279,751
Less: Intangible Assets Add: Deferred Tax Liability	29,820 379	29,673 1,808	29,572 3,282	29,487 5,430	29,433 5,949
Tangible Assets	\$1,822,423	\$2,040,639	\$2,020,780	\$2,177,022	\$2,256,267
TCE / TA	9.07%	¢∠,040,000 8.69%	6.97%	7.21%	7.63%
	0.0170	0.0070			110070
Consolidated TBVPS					
Tangible Common Equity	\$165,344	\$177,397	\$140,795	\$157,013	\$172,170
Common Shares (000s)	8,226	8,201	8,167	8,110	8,091
TBVPS	\$20.10	\$21.63	\$17.24	\$19.36	\$21.28
Consolidated ROATCE					
Net Income	¢1E 090	¢24.045	¢20,222	¢46 750	£12.401
	\$15,080	\$24,915	\$29,233	\$16,759	\$12,491
Avg. Stockholders' Equity	\$166,427	\$201,681	\$181,499	\$173,274	\$183,593
Less: Avg. Intangible Assets	17,942	29,738	29,618	29,526	29,457
Avg. Tangible Common Equity	\$148,485	\$171,943	\$151,881	\$143,748	\$154,136
ROATCE	10.16%	14.49%	19.25%	11.66%	10.82%
Consolidated NIM (FTE)					
Net Interest Income	\$50,476	\$65,313	\$68,397	\$62,067	\$45,566
Add: Tax-Equivalent Adjustment	883	787	767	749	601
Net Interest Income (FTE)	\$51,359	\$66,100	\$69,164	\$62,816	\$46,167
Average Interest Earning Assets	\$1,447,106	\$1,886,269	\$1,962,097	\$2,055,433	\$2,151,539
NIM (FTE)	3.55%	3.50%	3.53%	3.06%	2.87%
Consolidated Efficiency Ratio					
Total Noninterest Expense	\$32,391	\$38,578	\$40,617	\$43,417	\$35,174
Less: Foreclosure & REPO	53	79	(354)	49	13
Less: Amrt. of Intang. & Goodwill Imp.	114	123	101	85	54
Operating Expense	\$32,224	\$38,376	\$40,870	\$43,283	\$35,107
Net Interest Income	\$50,476	\$65,313	\$68,397	\$62,067	\$45,566
Add: Tax-Equivalent Adjustment	883	787	767	749	601
Net Interest Income (FTE)	\$51,359	\$66,100	\$69,164	\$62,816	\$46,167
Add: Total Noninterest Income	7,709	8,233	9,502	8,253	6,476
Operating Revenue	\$59,068	\$74,333	\$78,666	\$71,069	\$52,643
Efficiency Ratio	54.6%	51.6%	52.0%	60.9%	66.7%

1) Illustrative purposes only; All assumptions are subject to change based on actual results of the repositioning transaction; See page 13 for detail on the repositioning transaction; Assumes a \$30M common equity offering at \$30.00; There can be no assurance that we will complete the repositioning as planned, that the underlying assumptions will be realized or that actual results will not differ materially from these illustrations

Non-GAAP Reconciliations

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F	Ι	Ν	А	Ν	С	Ι	А	L	С	0	R	P

(Dollars in Thousands)			Fo	or the Calendar (Quarter Ended			
Consolidated TCE / TA	12/31/2022	3/31/2023	6/30/2023	9/30/2023	12/31/2023	3/31/2024	6/30/2024	9/30/2024
Stockholders' Equity	\$167,085	\$176,415	\$173,424	\$164,702	\$181,070	\$181,213	\$182,187	\$195,654
Less: Intangible Assets	29,572	29,549	29,526	29,506	29,487	29,468	29,449	29,433
Add: Deferred Tax Liability	3,282	2,928	5,996	5,937	5,430	5,430	6,026	5,949
Tangible Common Equity	\$140,795	\$149,794	\$149,894	\$141,133	\$157,013	\$157,175	\$158,764	\$172,170
Total Assets	\$2,047,070	\$2,104,363	\$2,141,765	\$2,179,998	\$2,201,079	\$2,260,423	\$2,235,316	\$2,279,751
Less: Intangible Assets	29,572	29,549	29,526	29,506	29,487	29,468	29,449	29,433
Add: Deferred Tax Liability	3,282	2,928	5,996	5,937	5,430	5,430	6,026	5,949
Tangible Assets	\$2,020,780	\$2,077,742	\$2,118,235	\$2,156,429	\$2,177,022	\$2,236,385	\$2,211,893	\$2,256,267
TCE / TA	6.97%	7.21%	7.08%	6.54%	7.21%	7.03%	7.18%	7.63%
Consolidated TBVPS								
Tangible Common Equity	\$140,795	\$149,794	\$149,894	\$141,133	\$157,013	\$157,175	\$158,764	\$172,170
Common Shares (000s)	8,167	8,181	8,067	8,069	8,110	8,110	8,092	8,091
TBVPS	\$17.24	\$18.31	\$18.58	\$17.49	\$19.36	\$19.38	\$19.62	\$21.28
Consolidated ROATCE								
Net Income	\$7,140	\$5,782	\$6,503	\$4,119	\$355	\$4,433	\$4,213	\$3,844
	. ,							
Avg. Stockholders' Equity Less: Avg. Intangible Assets	\$162,762 29,582	\$172,334 29,559	\$186,111 29,536	\$175,224 29,514	\$168,320 29,495	\$182,088 29,476	\$179,494 29,457	\$189,135 29,440
Avg. Tangible Common Equity	\$133,180	\$142,775	\$156,575	\$145,710	\$138,825	\$152,612	\$150,037	\$159,695
ROATCE	21.27%	16.42%	17.66%	11.22%	1.01%	11.68%	11.26%	9.58%
Consolidated NIM (FTE)								
Net Interest Income	\$17,232	\$16,093	\$15,642	\$15,039	\$15,293	\$14,710	\$14,925	\$15,931
Add: Tax-Equivalent Adjustment	197	182	187	185	195	195	199	207
Net Interest Income (FTE)	\$17,429	\$16,275	\$15,829	\$15,224	\$15,488	\$14,905	\$15,124	\$16,138
Average Interest Earning Assets	\$1,963,831	\$2,004,159	\$2,049,189	\$2,070,330	\$2,100,068	\$2,138,191	\$2,168,596	\$2,147,873
NIM (FTE)	3.55%	3.25%	3.09%	2.94%	2.95%	2.79%	2.79%	2.99%
Consolidated Efficiency Ratio								
Total Noninterest Expense	\$10,276	\$10,436	\$10,938	\$11,263	\$10,783	\$11,732	\$11,412	\$12,031
Less: Foreclosure & REPO	7	29	74	(4)	(49)	21	(17)	9
Less: Amrt. of Intang. & Goodwill Imp.	23	23	23	20	19	19	19	16
Operating Expense	\$10,246	\$10,384	\$10,841	\$11,247	\$10,813	\$11,692	\$11,410	\$12,006
Net Interest Income	\$17,232	\$16,093	\$15,642	\$15,039	\$15,293	\$14,710	\$14,925	\$15,931
Add: Tax-Equivalent Adjustment	197	182	187	185	195	195	199	207
Net Interest Income (FTE)	\$17,429	\$16,275	\$15,829	\$15,224	\$15,488	\$14,905	\$15,124	\$16,138
Add: Total Noninterest Income	1,923	1,910	1,995	2,293	2,057	2,006	2,175	2,295
Operating Revenue	\$19,352	\$18,185	\$17,824	\$17,517	\$17,545	\$16,911	\$17,299	\$18,433
Efficiency Ratio	52.9%	57.1%	60.8%	64.2%	61.6%	69.1%	66.0%	65.1%

1) Illustrative purposes only; All assumptions are subject to change based on actual results of the repositioning transaction; See page 13 for detail on the repositioning transaction; Assumes a \$30M common equity offering at \$30.00; There can be no assurance that we will complete the repositioning as planned, that the underlying assumptions will be realized or that actual results will not differ materially from these illustrations

Non-GAAP Reconciliation Illustrated for Capital Offering + Securities Repositioning

(Dollars in Thousands)	For the Calendar Year Ended					
Consolidated PPNR ROAA	2020	2021	2022	2023	2024 YTD	
Total Net interest Income	\$50,476	\$65,313	\$68,397	\$62,067	\$45,566	
Add: Total Noninterest Income	7,709	8,233	9,502	8,253	6,476	
Less: Total Noninterest Expense	32,391	38,578	40,617	43,417	35,174	
Pre-Provision Net Revenue	\$25,794	\$34,968	\$37,282	\$26,903	\$16,868	
Average Assets	\$1,555,555	\$2,009,044	\$2,047,603	\$2,128,570	\$2,233,530	
PPNR ROAA	1.66%	1.74%	1.82%	1.26%	0.94%	

(Dollars in Thousands)			Fo	or the Calendar	Quarter Ended				Potential	Pro-Forma
Consolidated PPNR ROAA	12/31/2022	3/31/2023	6/30/2023	9/30/2023	12/31/2023	3/31/2024	6/30/2024	9/30/2024	Adjustments ¹	9/30/2024
Total Net interest Income	\$17,233	\$16,093	\$15,642	\$15,039	\$15,293	\$14,710	\$14,925	\$15,931	\$1,462	\$17,393
Add: Total Noninterest Income	1,923	1,910	1,995	2,293	2,057	2,006	2,175	2,295		2,295
Less: Total Noninterest Expense	10,276	10,436	10,938	11,263	10,783	11,732	11,412	12,031		12,031
Pre-Provision Net Revenue	\$8,880	\$7,567	\$6,699	\$6,069	\$6,567	\$4,984	\$5,688	\$6,195	\$1,462	\$7,657
Average Assets	\$2,032,970	\$2,075,731	\$2,124,347	\$2,146,841	\$2,190,539	\$2,217,380	\$2,246,713	\$2,236,466	(\$31,728)	\$2,204,738
PPNR ROAA	1.75%	1.46%	1.26%	1.13%	1.20%	0.90%	1.01%	1.11%		1.39%

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Thank You

