
TOWNE BANK

2022 Annual Report

TowneBank
TABLE OF CONTENTS

GLOSSARY	<u>2</u>
MANAGEMENT'S DISCUSSION AND ANALYSIS	<u>4</u>
REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM	<u>35</u>
MANAGEMENT'S REPORT ON INTERNAL CONTROL	<u>38</u>
CONSOLIDATED FINANCIAL STATEMENTS AND NOTES	<u>39</u>
SHAREHOLDER INFORMATION	<u>104</u>

TOWNEBANK

GLOSSARY OF ACRONYMS AND DEFINED TERMS

As used in this report, the terms "Company," "we," "us," and "our" refer to TowneBank and our consolidated subsidiaries. The following list of acronyms and abbreviations are used in various sections of this Report, including the Notes to Consolidated Financial Statements and Management's Discussion and Analysis.

ACL	Allowance for Credit Loss
AFS	Available-for-Sale
ALCO	Asset/Liability Management Committee
ALLL	Allowance for Loan and Lease Losses
AMERIBOR	American Interbank Offered Rate
AOCI	Accumulated Other Comprehensive Income (Loss)
Appropriations Act	Consolidated Appropriations Act 2021
ASC	Accounting Standard Codification
ASU	Accounting Standards Update
Basel III	Basel Committee on Banking Supervision's Capital Guidelines for U.S. Banks
BOLI	Bank-Owned Life Insurance
bp	Basis Points
BSA	Bank Secrecy Act
C&I	Commercial and Industrial
CARES Act	Coronavirus Aid, Relief, and Economic Security Act
CDA	Collateral-Dependent Asset
CDARS	Certificate of Deposit Account Registry Service
CECL	Current Expected Credit Loss
CET1	Common Equity Tier 1
CRE	Commercial Real Estate
DCF	Discounted Cash Flow
EAD	Exposure at Default
ECL	Expected Credit Loss
EPS	Earnings Per Share
Farmers	Farmers Bankshares, Inc.
Farmers Bank	Farmers Bank, Windsor, Virginia
FASB	Financial Accounting Standards Board
FDIC	Federal Deposit Insurance Corporation
Federal Reserve	Board of Governors of the Federal Reserve System
FHLB	Federal Home Loan Bank of Atlanta
FHLMC	The Federal Home Loan Mortgage Corporation
FOMC	Federal Reserve Open Market Committee
FRB - Richmond	Federal Reserve Bank of Richmond
GAAP	Accounting Principles Generally Accepted in the United States of America
G. Johnson	George Johnson Insurance Agency
GNMA	Government National Mortgage Association
GSE	Government Sponsored Enterprise
HELOC	Residential Home Equity Lines of Credit
HTM	Held-to-Maturity
LGD	Loss Given Default

TOWNEBANK

GLOSSARY OF ACRONYMS AND DEFINED TERMS

LHFS	Loans Held for Sale
LIBOR	London InterBank Offered Rate
LIHTC	Low Income Housing Tax Credits
MBS	Mortgage-backed Security
N/M	Not Meaningful
OCI	Other Comprehensive Income
OIS	Overnight Index Swap
OREO	Other Real Estate Owned
Paragon	Paragon Commercial Corporation
Paragon Bank	Paragon Commercial Bank
PCD	Purchase Credit Deteriorated
PD	Probability of Default
PPP	Paycheck Protection Program
REPO	Retail Repurchase Agreement
Resi-Mort	Residential Mortgage
RJFS	Raymond James Financial Services, Inc.
ROA	Annualized Return on Average Assets
ROE	Annualized Return on Average Equity
ROU	Right of Use
SBA	U.S. Small Business Administration
SCC	Virginia State Corporation Commission
SEC	Securities and Exchange Commission
SERP	Supplemental Executive Retirement Plan
SOFR	Secured Overnight Financing Rate
TBA	To Be Announced
TDR	Troubled Debt Restructuring
TWM	Towne Wealth Management
U.S.	United States of America
Venture Resorts	Venture Resorts, Inc.
VIE	Variable Interest Entity

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

OVERVIEW

TowneBank is a commercial and retail banking business that places special emphasis on serving the financial needs of individuals, commercial enterprises, and professionals in our geographic footprint. We offer a full range of banking and related financial services through our controlled divisions and subsidiaries.

Our financial services include banking, real estate, mortgage, title, insurance, employee benefit services, and investments. We have three reportable segments: Banking, Realty, and Insurance. Our Banking segment provides loan and deposit services to retail and commercial customers and also provides a variety of investment and asset management services. The Realty segment offers residential real estate services, mortgage loans, resort property management, and residential and commercial title insurance. The Insurance segment provides a full line of commercial and consumer insurance products and financial services, as well as employee benefit services.

TowneBank had total assets of \$15.85 billion at December 31, 2022. The following table lists key asset and liability categories, as a percentage of total assets, as of the dates listed.

	December 31, 2022	December 31, 2021
Total Cash and Cash Equivalents	7.28 %	20.15 %
Total Securities	15.18 %	12.10 %
Mortgage loans held for sale	0.65 %	2.19 %
Loans, net of unearned income and deferred costs	68.13 %	58.10 %
Total Deposits	83.90 %	82.96 %
Total Borrowings	2.01 %	2.94 %

In 2022, our total revenues increased to \$686.94 million, driven by net interest income growth of 14.66%. Our sources of revenue, as well as significant changes in our asset mix, were driven by loan growth, deployment of excess liquidity from prior year, changes in the economic outlook, and the FOMC actions during the year. In late 2021 and continuing in 2022, the Company began to deploy excess liquidity into loans and investment securities. Post-COVID-19 improvements in the general economic outlook at the end of 2021, coupled with low rates, resulted in strong growth in our loans held for investment during the first half of 2022. In March 2022, as inflation increased, the FOMC announced its first federal funds rate increase in two years and followed that with more aggressive and frequent increases in the second half of 2022. Net interest margins improved, driven by rising rates. The yields on earning assets increased and, coupled with growth in loans and investments, outpaced increases in liability costs.

Rising rates had an adverse impact on mortgage lending activities which, in the past few years, have been a significant source of noninterest income to the Company. Our outstanding mortgage loans held for sale declined \$255.96 million, or 71.44%, in 2022, driven by a sharp decrease in the number of borrowers in the purchase market and an almost nonexistent refinance market. Investors, concerned over changes in interest rates, began paying less to purchase mortgage loans, resulting in a 49 bp decline in margin on mortgage loan sales. The decrease in mortgage loan activity, coupled with the decline in margin on the sale of those loans, was the leading source of the 2022 decline in noninterest income. Mortgage banking income declined 56.86% in 2022 compared to 2021.

Rate increases also impact the valuation of instruments carried at fair value. Assets purchased, prior to rate increases, generally decline in market value in a rising rate environment because they carry lower than current market rates. Increases in rates in 2022 caused the fair value of our AFS securities portfolio to move to an unrealized loss position of \$191.05 million at December 31, 2022, from an unrealized gain position of \$17.54 million at December 31, 2021. In addition to reducing the value of our AFS securities portfolio, although

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

unrealized, this swing, net of tax, adversely impacted accumulated other comprehensive income, which is included in equity, by \$162.39 million.

Net income for the year was impacted by an increase in our provision for credit losses of \$25.38 million in 2022, compared to 2021, driven by loan growth and a deterioration in the economic outlook during the year. Assumptions around inflationary impacts and increasing rates adversely influenced CECL models, resulting in increase reserve levels.

Following the onset of the COVID-19 pandemic in 2019, liquidity became an issue for the U.S. banking system, as a whole, driven by the largest growth in aggregate bank deposits in 30 years. Nationally, the main sources cited for this growth were increases in the borrowing levels on commercial lines at the onset of the pandemic, government stimulus programs, and historically higher household savings. Government stimulus, including PPP loans, resulted in a build-up of noninterest-bearing deposits that held fast throughout 2021. In 2022, PPP loans have dropped below \$5.0 million, and noninterest-bearing deposits have declined \$281.48 million. We paid down total borrowings \$163.80 million, primarily long-term FHLB advances.

Selected balance sheet and income statement data for the periods indicated were as follows:

(dollars in thousands)	December 31, 2022	December 31, 2021	Increase/ (Decrease)	% Change
Total assets	\$ 15,845,267	\$ 16,361,387	\$ (516,120)	(3.15)%
Total cash and cash equivalents	1,152,830	3,296,636	(2,143,806)	(65.03)%
Mortgage loans held for sale	102,339	358,303	(255,964)	(71.44)%
Total securities	2,405,335	1,980,215	425,120	21.47 %
Loans, net of unearned income and deferred costs	10,794,602	9,506,252	1,288,350	13.55 %
Other assets	436,461	295,897	140,564	47.50 %
Total liabilities	13,956,510	14,445,213	(488,703)	(3.38)%
Total deposits	13,294,223	13,573,626	(279,403)	(2.06)%
Total borrowings	318,012	481,816	(163,804)	(34.00)%
Total equity	1,888,757	1,916,174	(27,417)	(1.43)%
Net income attributable to TowneBank	188,987	215,383	(26,396)	(12.26)%
Net interest income	461,365	402,369	58,996	14.66 %
Total provision for credit losses	8,606	(16,774)	25,380	(151.31)%
Total noninterest income	225,570	277,961	(52,391)	(18.85)%
Total noninterest expense	441,279	417,272	24,007	5.75 %

Discussion in this Annual Report on Form 10-K includes results of operations and financial condition for 2022 and 2021 and year-over-year comparisons between 2022 and 2021. For discussion on results of operations and financial condition pertaining to 2020 and year-over-year comparisons between 2021 and 2020, please refer to "Management's Discussion and Analysis of Financial Condition and Results of Operations" in Part II, Item 7 of our Annual Report on Form 10-K for the year ended December 31, 2021. Please refer to "Available Information" in Part I, Item 1 of this Annual Report on Form 10-K for information on accessing prior filings.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

ANALYSIS OF RESULTS OF OPERATIONS

Consolidated Performance Summary

Results of Operations: We reported the following for the years ended December 31, 2022, 2021, and 2020:

<i>(dollars in thousands, except per share data)</i>	2022	2021	2020
Total revenue	\$ 686,935	\$ 680,330	\$ 664,335
Operating revenue (non-GAAP)	\$ 686,935	\$ 679,108	\$ 637,076
Diluted earnings per share	\$ 2.60	\$ 2.97	\$ 2.01
Return on average assets	1.16 %	1.40 %	1.03 %
Return on average tangible assets (non-GAAP)	1.25 %	1.51 %	1.13 %
Return on average equity	10.06 %	11.61 %	8.46 %
Return on average tangible equity (non-GAAP)	14.37 %	16.55 %	12.62 %

Net Interest Income: Net interest income, the major source of our earnings, is the income generated by interest-earning assets reduced by the total interest cost of the funds incurred to carry them. It is impacted by market interest rates and the mix and volume of earning assets and interest-bearing liabilities. The yields and rates in this discussion and in the following tables have been computed based upon interest income and expense adjusted to a taxable equivalent basis (non-GAAP) using a 21% federal marginal tax rate.

Net interest income, on a tax-equivalent basis (non-GAAP), was \$464.46 million for the year ended December 31, 2022, which was \$59.40 million, or 14.66%, higher than the \$405.06 million reported in prior year. In 2022, the FOMC increased benchmark rates seven times, which had the effect of increasing yields on interest-earning assets and increasing the cost of interest-bearing liabilities. Higher yields and growth of our earning assets resulted in the rise in interest income. This increase outpaced the primarily rate driven rise in cost of interest-bearing liabilities and a decline in income from mortgage loans held for sale. Accretion from purchase accounting of 2 bp and PPP of 1 bp added to margin in the current year. Purchase accounting accretion added 2 bp and PPP added 7 bp to margin in 2021.

Interest income, on a tax-equivalent basis (non-GAAP), was \$521.03 million for the year ended December 31, 2022, which was \$74.89 million, or 16.79%, higher than \$446.15 million for the year ended December 31, 2021. Average earning assets grew to \$14.96 billion in 2022 from \$14.15 billion in 2021, an increase of \$0.81 billion, or 5.74%. The yield on earning assets was 3.48% in the year ended December 31, 2022, compared to 3.15% in the prior year. Average loan balances were \$789.01 million, or 8.33%, higher in 2022 than in 2021, while loan yields increased by 2 bp. Related interest and fees on PPP loans decreased to \$4.36 million, from \$33.27 million in 2021. Earning asset growth coupled with higher benchmark rates positively impacted the overall yield on interest-earning assets.

Interest expense for the year ended December 31, 2022, increased by \$15.49 million, or 37.70%, to \$56.57 million, compared to \$41.08 million for the year ended December 31, 2021. The balance of average interest-bearing liabilities increased to \$8.48 billion in 2022 from \$8.15 billion in 2021, an increase of \$0.33 billion, or 4.08%. Changes in the mix of interest-bearing liabilities also impacted the cost of deposits. Certificates of deposit declined \$341.28 million and borrowings decreased \$270.88 million, while demand and money market balances increased \$798.87 million. The primary source of the increase in interest expense as compared to the prior year was higher average rates on demand and money market accounts. In the first quarter of 2022, the Company issued \$250 million of fixed-to-floating subordinated capital debentures carrying an

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

interest rate of 3.125% for the first five years. In the third quarter of 2022, the Company paid off its \$250 million, 4.50% fixed-to-floating subordinated debentures.

Net interest margin, on a tax-equivalent basis (non-GAAP), which is net interest income expressed as a percentage of average earning assets, was 3.10% in the year ended December 31, 2022, which was 24 bp higher than 2.86% one year ago. The margin increase in comparison to prior year periods was driven by earning asset growth coupled with higher yields outpacing the increases in liability costs. We expect margin expansion in 2023 to be partially offset by increased deposit costs resulting from rising rates and higher expected deposit betas. Movement in 2022 of the Federal Reserve's Federal Funds target range has impacted yields and margins. The following table lists the Federal Funds target range for the periods indicated.

Date	Target Range for Federal Funds (%)
January 1, 2020 - March 2, 2020	1.50 - 1.75
March 3, 2020 - March 15, 2020	1.00 - 1.25
March 16, 2020 - March 16, 2022	0 - 0.25
March 17, 2022 - May 4, 2022	0.25 - 0.50
May 5, 2022 - June 15, 2022	0.75 - 1.00
June 16, 2022 - July 27, 2022	1.50 - 1.75
July 28, 2022 - September 21, 2022	2.25 - 2.50
September 22, 2022 - November 2, 2022	3.00 - 3.25
November 3, 2022 - December 14, 2022	3.75 - 4.00
December 15, 2022 - February 1, 2023	4.25 - 4.50
February 2, 2023 - present	4.50 - 4.75

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The purpose of volume and rate analysis is to describe the impact on interest income resulting from changes in average balances and average interest rates from those in effect during the previous year. The following tables include average balances, interest income and expense, average yields and costs, and volume and rate analysis (dollars in thousands):

	Year Ended December 31,								
	2022			2021			2020		
	Average Balance	Interest Income/Expense	Average Yield/Rate	Average Balance	Interest Income/Expense	Average Yield/Rate	Average Balance	Interest Income/Expense	Average Yield/Rate
Assets:									
Loans (net of unearned income and deferred costs) (1)(2)	\$10,262,095	\$ 433,350	4.22 %	\$ 9,473,081	\$ 397,877	4.20 %	\$ 9,436,628	\$ 411,421	4.36 %
Taxable investment securities	2,267,099	47,594	2.10 %	1,426,493	29,857	2.09 %	1,252,926	30,181	2.41 %
Tax-exempt investment securities	132,694	4,351	3.28 %	137,848	1,755	1.27 %	140,078	2,997	2.14 %
Total Securities	2,399,793	51,945	2.16 %	1,564,341	31,612	2.02 %	1,393,004	33,178	2.38 %
Interest-bearing deposits	2,099,970	26,859	1.28 %	2,640,191	3,432	0.13 %	689,715	2,603	0.38 %
Mortgage loans held for sale	200,363	8,880	4.43 %	471,767	13,227	2.80 %	505,502	15,252	3.02 %
Total earning assets	14,962,221	521,034	3.48 %	14,149,380	446,148	3.15 %	12,024,849	462,454	3.85 %
Less: allowance for loan losses	(105,629)			(113,113)			(85,570)		
Total nonearning assets	1,411,422			1,348,395			2,232,927		
Total assets	<u>\$16,268,014</u>			<u>\$15,384,662</u>			<u>\$14,172,206</u>		
Liabilities and Equity:									
Interest-bearing deposits									
Demand and money market	\$ 6,158,190	\$ 25,802	0.42 %	\$ 5,359,321	\$ 8,323	0.16 %	\$ 4,070,562	\$ 13,105	0.32 %
Savings	385,154	2,427	0.63 %	352,333	2,117	0.60 %	297,441	2,254	0.76 %
Certificates of deposit	1,447,701	12,586	0.87 %	1,788,985	16,669	0.93 %	2,378,281	42,502	1.79 %
Total interest-bearing deposits	7,991,045	40,815	0.51 %	7,500,639	27,109	0.36 %	6,746,284	57,861	0.86 %
Borrowings	124,168	1,320	1.05 %	395,045	2,159	0.54 %	1,269,064	10,306	0.80 %
Subordinated debt, net	362,410	14,436	3.98 %	249,335	11,816	4.74 %	248,736	11,847	4.76 %
Total interest-bearing liabilities	8,477,623	56,571	0.67 %	8,145,019	41,084	0.50 %	8,264,084	80,014	0.97 %
Noninterest-bearing liabilities									
Demand deposits	5,547,835			5,034,851			3,924,797		
Other noninterest-bearing liabilities	364,520			348,844			262,266		
Total liabilities	14,389,978			13,528,714			12,451,147		
Shareholders' equity	1,878,036			1,855,948			1,721,059		
Total liabilities and equity	<u>\$16,268,014</u>			<u>\$15,384,662</u>			<u>\$14,172,206</u>		
Net interest income (tax-equivalent basis)(5)		\$ 464,463			\$ 405,064			\$ 382,440	
Reconciliation of Non-GAAP Financial Measures:									
Tax-equivalent basis adjustment		(3,098)			(2,695)			(2,296)	
Net interest income (GAAP)		<u>\$ 461,365</u>			<u>\$ 402,369</u>			<u>\$ 380,144</u>	
Interest rate spread (3)(5)			2.81 %			2.65 %			2.88 %
Interest expense as a percent of average earning assets			0.38 %			0.29 %			0.67 %
Net interest margin (tax-equivalent basis) (4)(5)			3.10 %			2.86 %			3.18 %
Total cost of deposits			0.30 %			0.22 %			0.54 %

(1) December 31, 2022, December 31, 2021, and December 31, 2020, balances include average PPP balances of \$51.04 million, \$530.39 million, and \$737.16 million and related interest and fee income of \$4.36 million, \$33.27 million, and \$26.94 million, respectively.

(2) Average loan balances and related yields have been restated to include previously excluded nonaccrual loans of \$10.63 million in 2021 and \$16.04 million in 2020.

(3) Interest rate spread is the average yield earned on earning assets less the average rate paid on interest-bearing liabilities.

(4) Net interest margin is net interest income expressed as a percentage of average earning assets, tax equivalent.

(5) Non-GAAP

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

(in thousands)	2022 vs 2021 Increase (Decrease)			2021 vs 2020 Increase (Decrease)		
	Due to Changes In			Due to Changes In		
	Volume	Rate (1)	Total	Volume	Rate (1)	Total
Assets:						
Loans (net of unearned income and deferred costs)	\$ 33,308	\$ 2,165	\$ 35,473	\$ 1,688	\$ (15,232)	\$ (13,544)
Taxable investment securities	17,647	90	17,737	3,899	(4,223)	(324)
Tax-exempt investment securities	(68)	2,664	2,596	(47)	(1,195)	(1,242)
Interest-bearing deposits	(843)	24,270	23,427	3,433	(2,604)	829
Loans held for sale	(9,809)	5,462	(4,347)	(983)	(1,042)	(2,025)
Total earning assets	40,235	34,651	74,886	7,990	(24,296)	(16,306)
Liabilities and Equity:						
Interest-bearing deposits:						
Demand and money market accounts	1,411	16,068	17,479	3,312	(8,094)	(4,782)
Savings	204	106	310	372	(509)	(137)
Certificates of deposit	(3,022)	(1,061)	(4,083)	(8,829)	(17,004)	(25,833)
Total interest-bearing deposits	(1,407)	15,113	13,706	(5,145)	(25,607)	(30,752)
Borrowings	(2,069)	1,230	(839)	(5,534)	(2,613)	(8,147)
Subordinated debt	4,726	(2,106)	2,620	28	(59)	(31)
Total interest-bearing liabilities	1,250	14,237	15,487	(10,651)	(28,279)	(38,930)
Net interest income (tax equivalent basis)(2)	\$ 38,985	\$ 20,414	\$ 59,399	\$ 18,641	\$ 3,983	\$ 22,624

(1) Variances caused by the change in rate times the change in balances are allocated to rate.

(2) Non-GAAP.

Provision for Credit Losses: Financial assets with the contractual right to receive cash, including loans, HTM debt securities, trade receivables, net investments in leases, and off-balance-sheet credit exposures, are required to be measured at amortized cost and to be presented at the net amount expected to be collected. Credit losses on AFS debt securities are accounted for as an allowance for credit losses, which is a valuation account that is deducted from the amortized cost basis of the financial asset to present the net carrying value and the amount expected to be collected on the financial asset. The allowance is established through a provision for credit losses charged against earnings.

The following table presents a breakdown of the provision for credit losses included in our Consolidated Statements of Income for the applicable periods (in thousands):

	Year Ended December 31,		
	2022	2021	2020
Provision for loan losses	\$ 7,520	\$ (14,271)	\$ 61,223
Provision for off-balance-sheet exposures	222	(2,362)	5,738
Provision for HTM security losses	(11)	(3)	(57)
Provision for AFS security losses	875	(138)	273
Total provision for credit losses	\$ 8,606	\$ (16,774)	\$ 67,177

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

For loans, losses are required to be estimated over the life of a loan and recorded at origination or acquisition. Additionally, management is required to employ a prospective approach to reasonable and supportable forecasts to inform credit loss estimates. The provisions for credit losses recorded in 2022 and 2021 were an expense of \$8.61 million, and a benefit of \$16.77 million, respectively. Net charge-offs for 2022 were \$2.76 million compared to net recoveries of \$0.17 million for 2021. Loan growth coupled with weakening in the macroeconomic forecast scenarios used by management to assist in estimating credit losses were the source of the increased provision expense in 2022. In fourth quarter 2022, we had a fraud-related charge-off of \$2.87 million in our commercial and industrial portfolio. The reserve release in 2021 was driven by a combination of net recoveries and improvements in the economic forecast, compared to 2020, offset by modest core loan growth. The allowance for credit losses on loans as a percentage of period-end loans was 1.03% and 1.12% at December 31, 2022 and 2021, respectively.

For further discussion and analysis of the loan portfolio and the allowance for credit losses on loans, see the "Analysis of Financial Condition" section found later in this report. Also, see Note 3, "Investment Securities," Note 4, "Loans," and Note 5, "Allowance for Credit Losses on Loans" in the Notes to Consolidated Financial Statements.

Noninterest Income: Total noninterest income for the year ended December 31, 2022, was \$225.57 million, \$52.39 million and 18.85% less than 2021. Noninterest income, excluding securities gains or losses, for the year ended December 31, 2022, was 32.84% of total operating revenue, compared with 40.75% for 2021.

The following table provides an analysis of noninterest income (dollars in thousands):

For the Year Ended December 31,					2022 over 2021		2021 over 2020	
	2022	2021	2020	Increase/(Decrease)		Increase/(Decrease)		
				Amount	%	Amount	%	
Residential mortgage banking income, net	\$ 47,150	\$ 109,304	\$ 112,166	\$ (62,154)	(56.86)%	\$ (2,862)	(2.55)%	
Insurance commissions and other title fees and income, net	75,579	67,541	65,840	8,038	11.90 %	1,701	2.58 %	
Property management income, net	44,246	42,175	26,473	2,071	4.91 %	15,702	59.31 %	
Real estate brokerage income, net	11,253	13,290	11,776	(2,037)	(15.33)%	1,514	12.86 %	
Service charges on deposit accounts	10,130	9,584	8,021	546	5.70 %	1,563	19.49 %	
Credit card merchant fees, net	6,592	6,042	5,170	550	9.10 %	872	16.87 %	
BOLI	7,140	7,265	8,285	(125)	(1.72)%	(1,020)	(12.31)%	
Other income								
Towne Investment income, net	9,249	10,160	7,833	(911)	(8.97)%	2,327	29.71 %	
Service fees on loans	6,409	5,221	3,967	1,188	22.75 %	1,254	31.61 %	
Income from equity method investments	559	1,334	2,102	(775)	(58.10)%	(768)	(36.54)%	
Commercial mortgage brokerage fees, net	276	240	192	36	15.00 %	48	25.00 %	
Other	6,987	4,553	22,732	2,434	53.46 %	(18,179)	(79.97)%	
Total other income	23,480	21,508	36,826	1,972	9.17 %	(15,318)	(41.60)%	
Noninterest income before securities gain/(loss)	225,570	276,709	274,557	(51,139)	(18.48)%	2,152	0.78 %	
Gain/(loss) on securities available for sale	—	1,252	9,634	(1,252)	(100.00)%	(8,382)	(87.00)%	
Total noninterest income	\$ 225,570	\$ 277,961	\$ 284,191	\$ (52,391)	(18.85)%	\$ (6,230)	(2.19)%	

For the year ended December 31, 2022, residential mortgage banking income, net of commission expense, was \$47.15 million, reflecting a decrease of \$62.15 million, or 56.86%, compared to 2021. Production volume was \$2.81 billion in 2022, a decrease of 49.18%, or \$2.72 billion, as compared to 2021. Average mortgage rates have nearly doubled in the past 12 months, pushing first time home buyers and existing homeowners who wish to

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

refinance out of the market. Additionally, the inverted yield curve has raised investor concerns, driving margins lower. Refinance activity represented 11.23% of total volume in 2022, compared to 29.25% in 2021. Margins decreased to 2.93% in fourth quarter 2022, compared to 3.42% one year prior. For further information, refer to our discussion of the Realty segment in this Annual Report, which provides a comparative schedule of operations.

Property management income, net, for the year ended December 31, 2022, was \$44.25 million, an increase of \$2.07 million, or 4.91%, from 2021. The increase year over year was driven primarily by management fee revenue from Venture Resorts, which was purchased in July 2021. Management fee revenue from Venture Resorts was \$9.65 million in 2022, compared to \$5.02 million in the prior year.

Real estate brokerage income, net, decreased \$2.04 million in 2022 compared to 2021. Sales volume decreased \$275.87 million in 2022 compared to 2021. The number of units sold totaled 4,387 in 2022 and 5,436 in 2021. A portion of real estate brokerage income is derived from a mortgage company partnership. In addition to residential sales volume, the decline in mortgage originations negatively impacted income in 2022.

For the year ended December 31, 2022, insurance commissions and other title income, net of commission expense, were \$75.58 million, which was \$8.04 million, or 11.90%, higher than comparative 2021. Property and casualty insurance commissions, net of commission expense, increased \$7.75 million, driven by continued strong customer retention, organic growth, and higher rates. Benefit insurance commissions, net of commission expense, increased \$1.05 million in 2022 compared to 2021.

Service charges on deposit accounts were \$10.13 million for 2022, compared to \$9.58 million for 2021. Service charges increased in 2022 due to fees on organic deposit growth. Average deposits increased 8.00% in the year ended December 31, 2022. In April 2022, the Company implemented changes for personal accounts to eliminate fees for non-sufficient funds and other overdraft program fees. This change did not have a material effect on revenue.

For the year ended December 31, 2022, credit card merchant fees totaled \$6.59 million, which was \$0.55 million, or 9.10%, higher than comparative 2021. Income from BOLI was \$7.14 million in 2022, compared to \$7.27 million in 2021. BOLI income included varying levels of life insurance proceeds in the years presented, which resulted in the annual fluctuations.

Other noninterest income for the year ended December 31, 2022, was \$23.48 million, compared to \$21.51 million for the year ended December 31, 2021. Included in other noninterest income was a gain of \$1.19 million on the early extinguishment of debt related to the payoff of FHLB advances in first quarter 2022. Gains on the sale of OREO properties in 2022 were \$0.76 million compared to \$0.29 million in 2021. Other noninterest income includes income generated by TWM, net of commission expense, which declined to \$9.25 million in 2022, from \$10.16 million for the year ended December 31, 2021, driven by a combination of declines in billable assets and higher commission expenses.

We did not sell any investment securities in 2022, compared to the sale of seven investment securities with a carrying value of \$17.57 million in 2021. We recorded no gains or losses in 2022, compared to gains of \$1.25 million in 2021.

Noninterest Expense: Total noninterest expense for 2022 was \$441.28 million, which was \$24.01 million, or 5.75%, higher than 2021. Total noninterest expense to total operating revenue was 64.24% for the year ended December 31, 2022, compared with 61.44% for 2021.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following table provides an analysis of noninterest expense (dollars in thousands):

For the year ended December 31,	2022	2021	2020	2022 over 2021		2021 over 2020	
				Increase/(Decrease)		Increase/(Decrease)	
				Amount	%	Amount	%
Salaries and benefits	\$ 255,625	\$ 245,844	\$ 235,676	\$ 9,781	3.98 %	\$ 10,168	4.31 %
Occupancy	34,669	31,657	31,317	3,012	9.51 %	340	1.09 %
Furniture and equipment	15,080	14,175	13,914	905	6.38 %	261	1.88 %
Amortization - intangibles	10,620	11,127	11,498	(507)	(4.56)%	(371)	(3.23)%
Software expenses	18,959	16,911	14,622	2,048	12.11 %	2,289	15.65 %
Data processing	13,874	13,779	10,985	95	0.69 %	2,794	25.43 %
Professional fees	10,020	9,548	11,268	472	4.94 %	(1,720)	(15.26)%
Advertising and marketing	15,997	13,504	9,643	2,493	18.46 %	3,861	40.04 %
Other expenses							
Acquisition-related expenses	1,065	1,022	(68)	43	4.21 %	1,090	N/M
Bank franchise tax/SCC fees	9,072	8,841	8,688	231	2.61 %	153	1.76 %
Charitable contributions	12,674	13,611	9,492	(937)	(6.88)%	4,119	43.39 %
Directors' expense	2,418	2,145	1,864	273	12.73 %	281	15.08 %
FDIC and other insurance	5,875	5,449	6,202	426	7.82 %	(753)	(12.14)%
Foreclosed property expenses	310	357	1,763	(47)	(13.17)%	(1,406)	(79.75)%
Other	22,443	17,759	17,709	4,684	26.38 %	50	0.28 %
Stationery and office supplies	2,670	2,701	2,571	(31)	(1.15)%	130	5.06 %
Telephone and postage	6,570	6,975	6,811	(405)	(5.81)%	164	2.41 %
Travel/Meals/Entertainment	3,338	1,867	1,870	1,471	78.79 %	(3)	(0.16)%
Total other expenses	66,435	60,727	56,902	5,708	9.40 %	3,825	6.72 %
Total noninterest expense	<u>\$ 441,279</u>	<u>\$ 417,272</u>	<u>\$ 395,825</u>	<u>\$ 24,007</u>	<u>5.75 %</u>	<u>\$ 21,447</u>	<u>5.42 %</u>

Salaries and employee benefits, the largest portion of noninterest expense, were \$255.63 million, representing 57.93% of total noninterest expense for the year ended December 31, 2022. This was a \$9.78 million, or 3.98%, increase over comparative 2021. The increase in salaries and employee benefits was driven by a higher number of employees, increased year-over-year health insurance costs, and third quarter 2022 annual base salary adjustments.

In our Banking segment, we had a total of 1,365 full-time-equivalent employees at December 31, 2022, which was up from 1,207 at December 31, 2021. In our non-Banking segments at December 31, 2022, we had a total of 1,401 full-time-equivalent employees, excluding real estate sales agents, a decrease from 1,410 at December 31, 2021. Real estate sales agents are independent contractors and, therefore, not included as the Company's employees.

For the year ended December 31, 2022, occupancy expense totaled \$34.67 million, representing an increase of \$3.01 million, or 9.51%, over comparative 2021. We purchased Towne Tower in Norfolk, Virginia, in second quarter 2020. Included in that purchase was an existing lease that expired December 2021. We also sold a commercial rental property in Norfolk at the end of December 2021. The decline in rental income from these two locations, which is included in occupancy, was the primary source of increased occupancy expense. Additionally, the Company opened a full-service branch in Charlotte, North Carolina, in February 2022 and incurred relocation expenses related to moving members of our Insurance and Realty segments to Towne Tower.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

Furniture and equipment expense was \$15.08 million for 2022, \$0.91 million and 6.38% higher than 2021. This increase was related to higher depreciation expense.

Software expense was \$18.96 million in 2022, \$2.05 million, or 12.11%, higher than 2021, while professional fees increased by \$0.47 million, or 4.94%, to \$10.02 million. These expenses increased due to the outsourcing of software and services in 2022.

Other expenses for 2022 were \$66.44 million, which was \$5.71 million, or 9.40%, higher than the 2021 expense of \$60.73 million. An earnout adjustment of \$1.84 million for a prior year property management company acquisition is included in other noninterest expenses. Travel, meals, and entertainment increased \$1.47 million, compared to prior year, as COVID-19-related restrictions eased.

Income Taxes: Income taxes for the year ended December 31, 2022, were \$46.58 million. This was \$8.22 million below the 2021 total of \$54.80 million. The effective tax rate decreased to 19.77% in 2022 compared to 20.28% in 2021, primarily due to an increase in benefits from low income housing investments.

SEGMENT PERFORMANCE SUMMARY

Our reportable segments are a traditional full-service community bank, a full-service realty business, and a full-service insurance agency. In this section, we discuss the performance and financial results of our segments. For further financial details, see Note 28, "Segment Reporting," in the Notes to Consolidated Financial Statements.

Banking Segment: For the year ended December 31, 2022, the Banking segment represented 93.64%, or \$176.97 million, of our total consolidated net income, compared to 78.70% and \$169.51 million for 2021. Pre-tax earnings for the Banking segment for the year ended December 31, 2022, were \$218.91 million, increasing \$11.81 million, or 5.70%, from comparative 2021. Total revenues increased \$65.27 million, or 15.17%, while total expenses increased \$28.38 million, or 11.63%. In 2022, the Banking segment recorded a provision expense of \$8.56 million compared to a provision benefit of \$15.86 million in 2021, for a year-over-year increase of \$24.42 million, or 153.97%. The provision for income tax increased \$4.36 million on higher earnings. Overall earnings increased \$7.46 million, or 4.40%.

The increase in net interest income for the year ended December 31, 2022, of \$64.13 million, or 16.37%, was driven by loan and investment growth coupled with higher yields. These increases outpaced growth in interest-bearing liabilities and higher costs.

Noninterest expense for the year ended December 31, 2022, increased \$28.38 million, or 11.63%, over 2021. Salaries and employee benefits expense increased \$12.77 million, or 9.11%, occupancy expense increased \$2.70 million, or 12.75%, and furniture and equipment expense increased \$0.66 million, or 6.22%. Additionally, the Banking segment recorded merger and acquisition expenses of \$0.96 million.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following chart presents revenue and expenses for the Banking segment (dollars in thousands):

	Year Ended			Increase/(Decrease)			
	December 31,			2022 over 2021		2021 over 2020	
	2022	2021	2020	Amount	Percent	Amount	Percent
Revenue							
Net interest income	\$ 455,881	\$ 391,751	\$ 367,353	\$ 64,130	16.37 %	\$ 24,398	6.64 %
Noninterest income							
Service charges on deposit accounts	10,130	9,584	8,021	546	5.70 %	1,563	19.49 %
Credit card merchant fees	6,592	6,042	5,169	550	9.10 %	873	16.89 %
Other income	22,883	21,584	21,809	1,299	6.02 %	(225)	(1.03)%
Subtotal	39,605	37,210	34,999	2,395	6.44 %	2,211	6.32 %
Gain (loss) on investment securities	—	1,252	9,634	(1,252)	(100.00)%	(8,382)	(87.00)%
Total noninterest income	39,605	38,462	44,633	1,143	2.97 %	(6,171)	(13.83)%
Total revenue	495,486	430,213	411,986	65,273	15.17 %	18,227	4.42 %
Provision for credit losses	8,559	(15,859)	65,799	24,418	153.97 %	(81,658)	(124.10)%
Expenses							
Salaries and employee benefits	152,870	140,105	142,328	12,765	9.11 %	(2,223)	(1.56)%
Occupancy expense	23,901	21,198	21,237	2,703	12.75 %	(39)	(0.18)%
Furniture and equipment	11,320	10,657	10,425	663	6.22 %	232	2.23 %
Amortization of intangible assets	3,006	3,549	4,354	(543)	(15.30)%	(805)	(18.49)%
Other expenses	81,299	68,504	65,107	12,795	18.68 %	3,397	5.22 %
Total expenses	272,396	244,013	243,451	28,383	11.63 %	562	0.23 %
Income before income tax expense and corporate allocation	214,531	202,059	102,736	12,472	6.17 %	99,323	96.68 %
Corporate allocation	4,381	5,041	2,534	(660)	(13.09)%	2,507	98.93 %
Income before income tax provision	218,912	207,100	105,270	11,812	5.70 %	101,830	96.73 %
Provision for income tax expense	41,944	37,584	14,467	4,360	11.60 %	23,117	159.79 %
Net income	176,968	169,516	90,803	7,452	4.40 %	78,713	86.69 %
Noncontrolling interest	—	(4)	6	4	(100.00)%	(10)	(166.67)%
Net income attributable to TowneBank	\$ 176,968	\$ 169,512	\$ 90,809	\$ 7,456	4.40 %	\$ 78,703	86.67 %

Realty Segment: For the year ended December 31, 2022, the Realty segment reported a loss of \$2.08 million compared to income of \$36.15 million for 2021. We expect the Realty segment to continue to face headwinds driven by increased rates and margin compression for residential mortgage banking and real estate brokerage commissions.

The loss before income tax provision and noncontrolling interest for the Realty segment for the year ended December 31, 2022, was \$0.79 million, a decrease of 101.32% from 2021. Total revenue was \$117.11 million in 2022 as compared to \$184.46 million in 2021. A provision expense of \$0.05 million was recorded in 2022, compared to a provision benefit of \$0.92 million in 2021.

Net residential mortgage banking income decreased by \$61.37 million to \$51.78 million from 2021, driven by a combination of lower production volume and gross margin declines. Mortgage rates climbed steadily throughout 2022, while housing inventories remained low. The rate increases also adversely impacted refinance activities, which decreased to 4.92% of production in fourth quarter 2022, compared to 20.64% in fourth quarter 2021. Higher funding costs and inflation-driven pricing concerns resulted in the margin paid by investors to purchase the loans declining 49 bp from 3.42% in fourth quarter 2021, to 2.93% in fourth quarter 2022.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

Property management fees, net, were \$44.25 million in 2022, increasing \$2.07 million, or 4.91%, from 2021. In 2022, the majority of our property management locations saw management fees decrease as reservation levels returned to lower pre-COVID-19 levels. Venture Resorts, which was acquired in July 2021, was the exception, showing a \$4.62 million increase year over year that was due to a full year of management fee income.

Net real estate brokerage income decreased \$2.04 million, or 15.33%, to \$11.25 million in 2022. Our real estate brokerage group, though primarily focused on the sale of residential property, also has partial ownership in a mortgage lending company. Low housing inventories and high mortgage rates adversely impacted real estate brokerage income in 2022. Sales volume decreased by \$275.87 million in 2022, and the number of units sold decreased by 1,049 compared to prior year, while the average price of the homes sold increased to \$424 thousand from \$393 thousand in 2021.

Expenses for the Realty segment decreased 5.77%, or \$7.02 million, when compared to 2021. Salaries and benefits expense decreased \$4.66 million, or 6.86%, due to reductions in overtime and incentives earned in 2022 in response to lower production levels. Decreased loan production led to a decline of loan expenses of \$4.00 million when compared to 2021.

The following chart presents revenue and expenses for the Realty segment (dollars in thousands):

	Year Ended			Increase/(Decrease)			
	December 31,			2022 over 2021		2021 over 2020	
	2022	2021	2020	Amount	Percent	Amount	Percent
Revenue							
Residential mortgage banking income, net	\$ 51,783	\$ 113,155	\$ 114,589	\$ (61,372)	(54.24)%	\$ (1,434)	(1.25)%
Real estate brokerage income, net	11,253	13,290	11,776	(2,037)	(15.33)%	1,514	12.86 %
Title insurance and settlement fees	1,981	2,527	2,397	(546)	(21.61)%	130	5.42 %
Property management fees, net	44,246	42,175	26,473	2,071	4.91 %	15,702	59.31 %
Income from unconsolidated subsidiary	368	1,077	1,336	(709)	(65.83)%	(259)	(19.39)%
Net interest and other income	7,478	12,232	13,889	(4,754)	(38.87)%	(1,657)	(11.93)%
Total revenue	117,109	184,456	170,460	(67,347)	(36.51)%	13,996	8.21 %
Provision for credit losses	47	(915)	1,378	962	(105.14)%	(2,293)	(166.40)%
Expenses							
Salaries and employee benefits	63,263	67,922	58,263	(4,659)	(6.86)%	9,659	16.58 %
Occupancy expense	7,784	7,689	7,465	95	1.24 %	224	3.00 %
Furniture and equipment	2,970	2,661	2,622	309	11.61 %	39	1.49 %
Amortization of intangible assets	3,102	2,813	2,630	289	10.27 %	183	6.96 %
Other expenses	37,527	40,579	33,143	(3,052)	(7.52)%	7,436	22.44 %
Total expenses	114,646	121,664	104,123	(7,018)	(5.77)%	17,541	16.85 %
Income before income tax, corporate allocation, and noncontrolling interest	2,416	63,707	64,959	(61,291)	(96.21)%	(1,252)	(1.93)%
Corporate allocation	(3,202)	(4,000)	(1,522)	798	(19.95)%	(2,478)	162.81 %
Income (loss) before income tax provision and noncontrolling interest	(786)	59,707	63,437	(60,493)	(101.32)%	(3,730)	(5.88)%
Provision for income tax	(186)	13,911	12,035	(14,097)	(101.34)%	1,876	15.59 %
Net income (loss)	(600)	45,796	51,402	(46,396)	(101.31)%	(5,606)	(10.91)%
Noncontrolling interest	(1,482)	(9,647)	(11,809)	8,165	(84.64)%	2,162	(18.31)%
Net income (loss) attributable to TowneBank	\$ (2,082)	\$ 36,149	\$ 39,593	\$ (38,231)	(105.76)%	\$ (3,444)	(8.70)%

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following chart shows key data for the Realty segment (dollars in thousands):

	Year Ended			Increase/(Decrease)			
	December 31,			2022 over 2021		2021 over 2020	
	2022	2021	2020	Amount	Percent	Amount	Percent
Key data							
Number of units sold	4,387	5,436	5,137	(1,049)	(19.30)%	299	5.82 %
Volume of units sold	\$1,858,144	\$2,134,019	\$1,845,110	\$ (275,875)	(12.93)%	\$ 288,909	15.66 %
Number of real estate agents	405	405	407	—	—	(2)	(0.49)%
Loans originated, mortgage	\$1,929,089	\$4,028,552	\$4,386,227	\$ (2,099,463)	(52.11)%	\$ (357,675)	(8.15)%
Loans originated, joint ventures	878,214	1,495,268	1,490,285	(617,054)	(41.27)%	4,983	0.33 %
Total loans originated	\$2,807,303	\$5,523,820	\$5,876,512	\$ (2,716,517)	(49.18)%	\$ (352,692)	(6.00)%
Number of loans, mortgage	5,108	11,731	13,443	(6,623)	(56.46)%	(1,712)	(12.74)%
Number of loans, joint ventures	2,749	5,273	5,698	(2,524)	(47.87)%	(425)	(7.46)%
Total number of loans	7,857	17,004	19,141	(9,147)	(53.79)%	(2,137)	(11.16)%
Average loan amount, mortgage	\$ 378	\$ 343	\$ 326	\$ 35	10.20 %	\$ 17	5.21 %
Average loan amount, joint ventures	319	284	262	35	12.32 %	22	8.40 %
Average loan amount	\$ 357	\$ 325	\$ 307	\$ 32	9.85 %	\$ 18	5.86 %
Number of originators, mortgage	132	149	164	(17)	(11.41)%	(15)	(9.15)%
Number of originators, joint ventures	54	59	65	(5)	(8.47)%	(6)	(9.23)%
Number of originators	186	208	229	(22)	(10.58)%	(21)	(9.17)%

Insurance Segment: The Insurance segment comprises property and casualty and group benefits divisions. The Insurance segment represented 7.46%, or \$14.10 million, of our total consolidated net income in 2022 compared to 4.52%, or \$9.72 million, in 2021. Earnings before taxes and noncontrolling interest for the Insurance segment were \$18.92 million in 2022, as compared to \$13.03 million in 2021.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following chart presents revenue and expenses for the Insurance segment (dollars in thousands):

	Year Ended			Increase/(Decrease)			
	December 31,			2022 over 2021		2021 over 2020	
	2022	2021	2020	Amount	Percent	Amount	Percent
Commission and fee income							
Property and casualty	\$ 64,672	\$ 57,603	\$ 52,726	\$ 7,069	12.27 %	\$ 4,877	9.25 %
Employee benefits	16,054	14,817	15,259	1,237	8.35 %	(442)	(2.90)%
Travel insurance	—	—	3,526	—	N/M	(3,526)	(100.00)%
Specialized benefit services	658	666	664	(8)	(1.20)%	2	0.30 %
Total commissions and fees	81,384	73,086	72,175	8,298	11.35 %	911	1.26 %
Contingency and bonus revenue	10,085	8,977	6,230	1,108	12.34 %	2,747	44.09 %
Other income	84	196	17,976	(112)	(57.14)%	(17,780)	(98.91)%
Total revenue	91,553	82,259	96,381	9,294	11.30 %	(14,122)	(14.65)%
Employee commission expense	17,213	16,598	14,492	615	3.71 %	2,106	14.53 %
Revenue, net of commission expense	74,340	65,661	81,889	8,679	13.22 %	(16,228)	(19.82)%
Salaries and employee benefits	39,492	37,817	35,085	1,675	4.43 %	2,732	7.79 %
Occupancy expense	2,984	2,770	2,615	214	7.73 %	155	5.93 %
Furniture and equipment	790	857	867	(67)	(7.82)%	(10)	(1.15)%
Amortization of intangible assets	4,512	4,765	4,514	(253)	(5.31)%	251	5.56 %
Other expenses	6,459	5,386	5,170	1,073	19.92 %	216	4.18 %
Total expenses	54,237	51,595	48,251	2,642	5.12 %	3,344	6.93 %
Income before income tax, corporate allocation, and noncontrolling interest	20,103	14,066	33,638	6,037	42.92 %	(19,572)	(58.18)%
Corporate allocation	(1,179)	(1,041)	(1,012)	(138)	13.26 %	(29)	2.87 %
Income before income tax provision and noncontrolling interest	18,924	13,025	32,626	5,899	45.29 %	(19,601)	(60.08)%
Provision for income tax expense	4,823	3,303	5,398	1,520	46.02 %	(2,095)	(38.81)%
Net income	14,101	9,722	27,228	4,379	45.04 %	(17,506)	(64.29)%
Noncontrolling interest	—	—	(12,095)	—	N/M	12,095	(100.00)%
Net income attributable to TowneBank	<u>\$ 14,101</u>	<u>\$ 9,722</u>	<u>\$ 15,133</u>	<u>\$ 4,379</u>	<u>45.04 %</u>	<u>\$ (5,411)</u>	<u>(35.76)%</u>

Property and casualty commissions and fees increased \$7.07 million, or 12.27%, over 2021, contingency and bonus revenue increased \$1.11 million, or 12.34%, and employee benefits revenue increased \$1.24 million, or 8.35%. Organic growth, higher rates, and a small property and casualty agency acquisition were the source of the increases in commissions. Contingent revenue, which increased in 2022, consists primarily of amounts received from various property and casualty insurance carriers. These carriers use several nonclient-specific factors to determine the amount of contingency payments made to insurance brokers. Such factors include the aggregate loss performance of insurance policies previously placed and the volume of business, among other things. During 2022, the Company continued to build out its leadership team with strategic hiring of key personnel in order to facilitate future growth. The Company expects to continue actively pursuing attractive insurance agency acquisitions, with a target goal of \$150 million in revenue.

Salaries and employee benefits expense increased \$1.68 million, or 4.43%, when comparing 2022 to 2021. Occupancy expense increased \$0.21 million, or 7.73%, when comparing 2022 to 2021, driven by higher rent and cleaning expense. Increases in software expense of \$0.31 million and marketing of \$0.33 million are included in other expenses.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

ANALYSIS OF FINANCIAL CONDITION

Overview: Our total assets decreased \$0.52 billion, or 3.15%, to \$15.85 billion at December 31, 2022, from \$16.36 billion at December 31, 2021. Our loan portfolio increased by 13.55%, or \$1.29 billion, to \$10.79 billion at December 31, 2022, from \$9.51 billion at December 31, 2021.

Our total average assets were \$16.27 billion for 2022, reflecting an increase of \$0.88 billion, or 5.74%, compared to the 2021 average of \$15.38 billion. Average earning assets were \$14.96 billion in 2022, reflecting an increase of \$0.81 billion, or 5.74%, compared to 2021.

Our average total deposits were \$13.54 billion in 2022, reflecting growth of \$1.00 billion, or 8.00%, compared to 2021. Total deposits declined \$0.28 billion, or 2.06%, on a year-over-year basis, driven by a decline in noninterest-bearing deposits of \$0.28 billion, or 5.07%.

Interest-Bearing Deposits in Financial Institutions: Interest-bearing deposits in other banks, at the FRB-Richmond, and federal funds sold are used for daily cash management purposes, management of short-term interest rate opportunities, and liquidity. At December 31, 2022, these balances were \$1.10 billion, down from \$3.28 billion one year prior, and consisted mainly of overnight deposits with the FRB-Richmond and deposits in other banks.

The average balance of interest-bearing deposits at the FRB-Richmond, in other banks, and federal funds sold in 2022 was \$2.10 billion, or 14.04% of average total earning assets, compared with \$2.64 billion, or 18.66% of average total earning assets in 2021.

Securities: Our securities consist of AFS debt securities, HTM debt securities, and other equity securities. Our AFS debt securities portfolio, which is held primarily for earnings, liquidity, and asset/liability management purposes, is reported at fair value based on market prices for similar instruments. Our HTM debt securities portfolio, which is held primarily for yield and pledging purposes, is valued at amortized cost. Our investment portfolio totaled \$2.41 billion as of December 31, 2022, with a balance of \$1.84 billion in AFS, \$0.55 billion in HTM, \$0.01 billion in other equity securities, and \$0.01 billion in FHLB stock. Average yield on AFS debt securities was 2.59% at December 31, 2022, compared with 1.82% at December 31, 2021. Average yield on HTM debt securities was 1.69% at December 31, 2022, compared to 1.24% at December 31, 2021.

We record an allowance for credit losses on our AFS debt securities portfolio and on our HTM debt securities portfolio. These portfolios are reviewed quarterly to assess whether an allowance for credit losses is required. The allowance is charged through a provision for credit losses on our Consolidated Statements of Income. Net unrealized losses related to the fair value of AFS debt securities increased \$162.39 million, net of tax, in 2022, primarily driven by the increase in market interest rates rather than deterioration in credit quality. At December 31, 2022, our allowance for credit losses on AFS debt securities was \$1.09 million and our allowance for credit losses on HTM debt securities was \$0.08 million, compared to \$0.21 million and \$0.09 million, respectively, at December 31, 2021.

Both our AFS and HTM debt securities portfolios consist of U.S. Treasury notes, U.S. agency securities, municipal securities, MBSs, and trust preferred corporate obligations. Our investment activities are governed internally by a written and Board-approved investment policy, which is administered by our ALCO, which generally meets quarterly to review the economic environment, to assess current activities for appropriateness, and to establish investment strategies.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

Investment strategies are established by the ALCO in consideration of the interest rate cycle, balance sheet mix, actual and anticipated loan demand, funding options, and our overall interest rate sensitivity. In general, the investment portfolio is managed in a manner appropriate with the attainment of the following goals: (i) to provide a sufficient margin of liquid assets to cover unanticipated deposit and loan fluctuations, seasonal funds flow variations, and overall funds management objectives; (ii) to provide eligible securities to secure public funds, trust deposits, and repurchase agreements as prescribed by law; and (iii) to earn the maximum return on funds invested that is commensurate with meeting the requirements of (i) and (ii).

The following table provides information regarding the composition of our AFS and HTM securities portfolio, showing selected maturities and yields (dollars in thousands). For more information, refer to Note 3, "Investment Securities," in the Notes to Consolidated Financial Statements.

	Year Ended December 31,								
	2022			2021			2020		
	Amortized Cost	Estimated Fair Value	Weighted Average Yield (1)	Amortized Cost	Estimated Fair Value	Weighted Average Yield (1)	Amortized Cost	Estimated Fair Value	Weighted Average Yield (1)
Securities Available for Sale:									
U.S. agency securities	\$ 322,259	\$ 293,894	2.68 %	\$ 311,665	\$ 310,587	1.47 %	\$ 183,514	\$ 184,657	1.39 %
U.S. Treasury notes	27,891	26,693	2.96 %	1,000	1,000	0.08 %	1,000	1,000	1.56 %
Municipal securities	483,461	430,948	2.34 %	375,327	385,569	2.15 %	331,850	353,641	2.35 %
Trust preferred corporate securities	86,736	77,701	3.90 %	53,484	53,844	4.05 %	30,983	31,161	4.91 %
Mortgage-backed securities	1,112,693	1,011,666	2.56 %	1,047,377	1,055,183	1.69 %	762,903	797,765	1.96 %
Total securities available for sale	2,033,040	1,840,902	2.59 %	1,788,853	1,806,183	1.82 %	1,310,250	1,368,224	2.05 %
Securities Held to Maturity:									
U.S. agency securities	101,092	92,195	1.53 %	73,360	73,394	1.19 %	—	—	—
U.S. Treasury notes	433,866	413,404	1.69 %	66,326	66,253	0.89 %	—	—	—
Trust preferred corporate securities	2,223	2,308	3.52 %	2,272	2,524	3.49 %	2,321	2,552	3.45 %
Municipal securities	5,181	5,416	3.97 %	5,095	6,162	3.96 %	5,012	6,247	3.96 %
Mortgage-backed securities	6,113	5,670	2.34 %	7,168	7,343	2.43 %	9,179	9,670	2.18 %
Total securities held to maturity	548,475	518,993	1.69 %	154,221	155,676	1.24 %	16,512	18,469	2.90 %
Total Portfolio	\$ 2,581,515	\$ 2,359,895	2.40 %	\$ 1,943,074	\$ 1,961,859	1.77 %	\$ 1,326,762	\$ 1,386,693	2.06 %

(1) Yields are presented on a taxable-equivalent basis using the federal statutory tax rate of 21%.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following table indicates the maturities of securities at December 31, 2022 (dollars in thousands):

	Available for Sale			Held to Maturity		
	Amortized Cost	Fair Market Value	Weighted Average Yield (1)	Amortized Cost	Fair Market Value	Weighted Average Yield (1)
U.S. Treasury notes						
Due in one year or less	\$ —	\$ —	— %	\$ —	\$ —	— %
After one year through five years	27,891	26,693	2.96 %	433,866	413,404	1.69 %
After five years through ten years	—	—	— %	—	—	— %
After ten years	—	—	— %	—	—	— %
U.S. agency securities						
Due in one year or less	—	—	— %	—	—	— %
After one year through five years	29,469	26,026	1.32 %	93,150	84,981	1.39 %
After five years through ten years	84,415	81,369	3.45 %	7,942	7,214	3.08 %
After ten years	208,375	186,499	2.56 %	—	—	— %
Municipal securities						
Due in one year or less	—	—	— %	—	—	— %
After one year through five years	129,793	118,817	2.28 %	—	—	— %
After five years through ten years	212,756	186,422	2.12 %	5,181	5,416	3.97 %
After ten years	140,912	125,710	2.71 %	—	—	— %
Mortgage-backed securities						
Due in one year or less	12,513	12,323	2.91 %	29	29	0.75 %
After one year through five years	150,644	136,522	1.76 %	5,743	5,300	2.10 %
After five years through ten years	513,943	463,119	2.54 %	—	—	— %
After ten years	435,593	399,701	2.85 %	341	341	6.50 %
Trust preferred corporate securities						
Due in one year or less	—	—	—	—	—	—
After one year through five years	—	—	—	—	—	—
After five years through ten years	86,736	77,701	3.90 %	500	585	8.75 %
After ten years	—	—	—	1,723	1,723	2.00 %
Total Portfolio	<u>\$ 2,033,040</u>	<u>\$ 1,840,902</u>	<u>2.59 %</u>	<u>\$ 548,475</u>	<u>\$ 518,993</u>	<u>1.69 %</u>

(1) Yields are presented on a taxable-equivalent basis using the federal statutory tax rate of 21%.

Loans Held for Sale: At December 31, 2022, we held \$102.34 million in mortgage loans originated and intended for sale in the secondary market, compared with \$358.30 million at December 31, 2021. Average loans held for sale were 1.34% and 3.33% of average earning assets for the years ended December 31, 2022 and 2021, respectively.

Our mortgage banking activities include two types of commitments: rate lock commitments and forward mortgage loan sales contracts. Rate lock commitments are loans in our pipeline that have an interest rate locked with the customer. The commitments are generally for periods of 60 days and are at market rates. In order to mitigate the effect of the interest rate risk inherent in providing rate lock commitments, we enter into either a forward loan sales contract under best efforts delivery, or a trade of TBA MBSs ("notional securities") for mandatory delivery. When the interest rate is locked with the borrower, the rate lock commitment and MBS position are undesignated derivatives and marked to fair value through earnings. The fair value of the rate lock derivative is based on quoted prices for similar loans in the secondary market adjusted by a factor which considers the likelihood that the loan in a lock position will ultimately close. Both the rate lock commitment and the corresponding TBA MBSs are considered derivatives, but are not accounted for using hedge accounting. As such, changes in the estimated fair value of the derivatives during the commitment period are recorded in current earnings and included in net residential mortgage banking income in the Consolidated Statements of Income.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

Loan Portfolio: Our loan portfolio, net of unearned income and deferred costs, totaled \$10.79 billion at December 31, 2022. As a percentage of total average earning assets, average loans were 68.59% in 2022, compared with 66.95% in 2021. Lending activities represent our primary source of income. The following tables provide the balance and composition of the loan portfolio by major classification for the periods indicated (dollars in thousands):

Year Ended December 31,	2022	2021
Commercial Real Estate		
Construction and land development	\$ 1,428,376	\$ 1,125,863
Owner occupied	1,580,099	1,494,000
Non-owner occupied	2,830,620	2,620,334
Multi-family	496,190	332,659
Total Commercial Real Estate	6,335,285	5,572,856
Residential 1-4 family	1,634,062	1,305,915
HELOC	395,526	380,834
Commercial and industrial business	1,256,697	1,206,911
Government	512,265	525,358
Indirect	568,190	394,802
Consumer loans and other	92,577	119,576
Loans, net of unearned income and deferred costs	\$ 10,794,602	\$ 9,506,252
Year Ended December 31,	2022	2021
Commercial Real Estate		
Construction and land development	13.23 %	11.84 %
Owner occupied	14.64 %	15.72 %
Non-owner occupied	26.22 %	27.55 %
Multi-family	4.60 %	3.50 %
Total Commercial Real Estate	58.69 %	58.61 %
Residential 1-4 family	15.14 %	13.74 %
HELOC	3.66 %	4.01 %
Commercial and industrial business	11.64 %	12.70 %
Government	4.75 %	5.53 %
Indirect	5.26 %	4.15 %
Consumer loans and other	0.86 %	1.26 %
Loans, net of unearned income and deferred costs	100.00 %	100.00 %

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The table below provides the maturity and sensitivity of the loan portfolio at December 31, 2022 (in thousands):

	Due in One Year or Less	Due After One Year Through Five Years	Due After Five Years through Fifteen Years	Due after Fifteen Years	Totals	Due After One Year	
						Fixed Rates	Adjustable Rates
Commercial Real Estate							
Construction and land development	\$ 636,557	\$ 471,705	\$ 217,294	\$ 102,820	\$ 1,428,376	\$ 610,828	\$ 180,991
Owner occupied	82,167	372,911	935,163	189,858	1,580,099	1,412,703	85,229
Non-owner occupied	225,185	997,969	1,333,104	274,362	2,830,620	2,294,925	310,510
Multi-family	51,688	169,181	249,044	26,277	496,190	419,531	24,971
Residential 1- 4 family	53,141	242,475	305,658	1,032,788	1,634,062	1,054,525	526,396
HELOC	48,652	31,908	29,447	285,519	395,526	11,516	335,358
Commercial and industrial business	509,545	417,473	321,919	7,760	1,256,697	582,112	165,040
Government	4,184	26,245	122,144	359,692	512,265	367,683	140,398
Indirect	17,799	267,908	282,483	—	568,190	550,391	—
Consumer loans and other	49,014	19,908	21,345	2,310	92,577	33,824	9,739
Loans, net of unearned income and deferred costs	<u>\$ 1,677,932</u>	<u>\$ 3,017,683</u>	<u>\$ 3,817,601</u>	<u>\$ 2,281,386</u>	<u>\$ 10,794,602</u>	<u>\$ 7,338,038</u>	<u>\$ 1,778,632</u>

The following table is a summary of our floating rate loan portfolio and contractual interest rate indices at December 31, 2022 (in thousands):

Contractual Interest Rate Index	Floating Rate (at floor rate)	Floating Rate (not at floor or ceiling rate)	Floating Rate (at ceiling rate)	Total Floating Rate	Percentage of Floating Rate Loans
Wall Street Journal Prime	\$ 80	\$ 1,387,110	\$ 54,282	\$ 1,441,472	50.9 %
LIBOR	—	397,055	70,719	467,774	16.5 %
AMERIBOR	—	220,423	20,681	241,104	8.5 %
SOFR	—	154,007	—	154,007	5.4 %
Other contractual interest rate indices	2,288	514,425	12,650	529,363	18.7 %
	<u>\$ 2,368</u>	<u>\$ 2,673,020</u>	<u>\$ 158,332</u>	<u>\$ 2,833,720</u>	<u>100.0 %</u>

At December 31, 2022, the majority of our floating rate loans are tied to Wall Street Journal Prime interest rates. LIBOR has historically been the global benchmark rate supporting a diverse range of financial activities in the U.S. and abroad. Although the Financial Conduct Authority, which is the governing body responsible for collecting and communicating LIBOR rates, announced they would cease their activities in 2021, that deadline has now been extended until March 2024. The Company is no longer originating loans tied to LIBOR. New originations and renewals of existing loans that would typically be tied to LIBOR are being tied to SOFR or AMERIBOR. The transition to a replacement benchmark index is expected to have a financial impact on the banking industry as a whole, but the extent of the impact cannot be determined at this time.

Allowance for Credit Losses and Asset Quality: We incorporate reasonable and supportable forecasts into our credit loss estimates, and losses are estimated over the life of the loan and recorded at origination or acquisition. The allowance for credit losses on funded loans is established through a provision for credit losses charged against earnings. The allowance for credit losses on unfunded commitments is recorded in other liabilities, with a provision for credit losses charged against earnings. The level of the allowance for credit losses is an estimate of expected losses inherent in the Company's portfolio at December 31, 2022.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The allowance for credit losses on funded loans at December 31, 2022 and 2021, was \$110.82 million and \$106.06 million, respectively. In 2022, the Company increased the allowance for credit losses on funded loans by \$4.76 million, driven by 13.55% loan growth, net charge-offs of \$2.76 million, and weakening in the macroeconomic forecast scenarios used by management to assist in estimating credit losses. The increase in allowance for credit losses and provision expense was partially offset by the release of the remaining qualitative reserves associated with industries heavily impacted by COVID-19, primarily hotels and restaurants in our non-owner-occupied and owner-occupied portfolio segments. Expected loss estimates consider various factors, including the impacts of changes in current economic conditions and reasonable and supportable forecasts, customer-specific credit information, and the potential mitigating benefits of government stimulus and industry-wide loan modification efforts. The allowance was equal to 1.03% of total loans outstanding at December 31, 2022, compared with 1.12% at December 31, 2021.

Classified loans, defined as loans in the substandard and doubtful categories, remained low at 0.25% of total loans at December 31, 2022, down from 0.29% at December 31, 2021. Loans 30 to 89 days past due were \$8.63 million at December 31, 2022, compared to \$4.00 million at December 31, 2021. The allowance for credit losses on funded loans was equal to 17.67x of nonperforming loans at December 31, 2022, compared with 17.75x at December 31, 2021. Our allowance for unfunded commitments was \$7.10 million and \$6.88 million, at December 31, 2022 and 2021, respectively.

Our allowance for credit losses, for both funded loans and unfunded commitments, was determined by evaluating numerous variables, many of which are interrelated or dependent on other assumptions and estimates, and considered past events, current conditions, and reasonable and supportable forecasts. We believe the quality of our loan portfolio supports the level of our allowance for credit losses, and that it is adequate to cover estimated lifetime credit losses expected in the loan portfolio based on our reasonable and supportable forecasts at that date.

The following table provides a breakdown of the allowance for credit losses among the various loan types as of the dates indicated (dollars in thousands):

	December 31,		December 31,	
	2022	%	2021	%
Real estate - construction and development	\$ 20,218	18.24 %	\$ 18,337	17.29 %
Real estate - commercial owner occupied	10,625	9.59 %	12,760	12.03 %
Real estate - commercial non-owner occupied	16,478	14.87 %	25,487	24.04 %
Real estate - multi-family	1,909	1.72 %	1,828	1.72 %
Real estate - residential 1-4 family	27,688	24.99 %	18,014	16.98 %
HELOC	16,766	15.13 %	14,550	13.72 %
Commercial and industrial business loans	6,912	6.24 %	6,935	6.54 %
Government	3,176	2.87 %	3,458	3.26 %
Indirect	4,172	3.76 %	2,133	2.01 %
Consumer and other loans	2,872	2.59 %	2,557	2.41 %
Total	\$ 110,816	100.00 %	\$ 106,059	100.00 %

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following table provides information on the allowance for credit losses on loans and nonperforming assets for the periods indicated (dollars in thousands):

Year Ended December 31,	2022	2021
Nonperforming assets:		
Nonperforming loans	\$ 6,273	\$ 5,973
Foreclosed property	560	4,583
Total nonperforming assets	\$ 6,833	\$ 10,556
Loans past due 90 days accruing interest	\$ 324	\$ 372
Asset Quality Ratios		
Allowance for loan losses to nonperforming loans	17.67x	17.75x
Allowance to nonperforming assets	16.22x	10.05x
Allowance for loan losses to period end loans	1.03 %	1.12 %
Nonperforming loans to period end loans	0.06 %	0.06 %
Nonperforming assets to period end assets	0.04 %	0.06 %
Net charge-offs to average loans	0.03 %	— %

The following table provides the charge-offs and recoveries by portfolio for the periods indicated (dollars in thousands):

	December 31, 2022		December 31, 2021	
	Charge-offs	Recoveries	Charge-offs	Recoveries
CRE - Construction and development	\$ —	\$ 13	\$ 173	\$ 84
CRE - Owner occupied	2	35	23	34
CRE - Non-owner occupied	—	231	469	62
CRE - Multi-family	—	—	—	—
Residential 1-4 family	10	55	132	423
HELOC	50	125	36	583
Commercial and industrial business	3,380	254	295	212
Government	—	—	—	—
Indirect	398	292	482	375
Consumer and other loans	34	106	60	70
Total charge-offs and recoveries	\$ 3,874	\$ 1,111	\$ 1,670	\$ 1,843

All charge-offs/recoveries were in the Banking segment for both periods presented. For additional financial details regarding the analysis of the allowance for credit losses on loans, see Note 5, "Allowance for Credit Losses on Loans," of the Notes to Consolidated Financial Statements in this report.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following table provides information on the composition of nonperforming loans by loan type as of the dates indicated (in thousands):

	December 31, 2022	December 31, 2021
CRE - Construction and development	\$ 93	\$ —
CRE - Owner occupied	565	607
CRE - Non-owner occupied	—	—
CRE - Multi-family	—	—
Residential 1-4 family	2,416	1,839
HELOC	457	481
Commercial and industrial business	2,079	2,433
Government	—	—
Indirect	663	613
Consumer and other loans	—	—
Total nonperforming loans	<u>\$ 6,273</u>	<u>\$ 5,973</u>

Nonperforming assets consist of nonaccrual loans, foreclosed real estate, and other repossessed collateral. It is our policy to place commercial loans on nonaccrual status when full collection of principal and interest becomes doubtful, or when any portion of principal or interest becomes 90 days past due, whichever occurs first, unless the debt is both well-secured and in the process of collection. When loans are placed on nonaccrual status, interest receivable is reversed against interest income recognized in the current period, and any prior-year unpaid interest is charged off against the allowance for loan losses. Interest payments received thereafter are applied as a reduction of the remaining principal balance so long as doubt exists as to the ultimate collection of the principal. Loans are removed from nonaccrual status when they become current as to both principal and interest and when the collection of principal or interest is no longer doubtful. Similarly, residential mortgage loans and other consumer loans are also placed on nonaccrual status when full collection of principal and interest becomes doubtful, or when any portion of principal or interest becomes 120 days past due, whichever occurs first, unless the debt is both well-secured and in the process of collection.

At December 31, 2022, we had \$6.83 million in nonperforming assets, which amounted to 0.04% of total assets. Nonperforming assets consist of \$6.27 million in nonperforming loans and \$0.56 million in foreclosed property. Nonperforming loans increased by \$0.30 million from December 31, 2021. At December 31, 2022, foreclosed property totaled \$0.56 million, a notable decrease from \$4.58 million at December 31, 2021. Foreclosed property consists of one residential property at year-end 2022.

At December 31, 2022, loans 60-89 days past due, excluding nonperforming loans, totaled \$1.56 million. All loans in these categories are subject to constant management attention, and their status is reviewed on a regular basis.

In order to maximize the collection of loan balances, we evaluate troubled loan accounts on a case-by-case basis to determine if a loan modification would be appropriate. We may pursue loan modifications when there is a reasonable chance that an appropriate modification would allow our clients to continue servicing the debt. Because some TDRs may not ultimately result in the complete collection of principal and interest (as modified by the terms of the restructuring), additional incremental losses could result. These potential incremental losses have been factored into our overall allowance for credit losses estimate.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

At December 31, 2022, nonaccruing TDRs, which are included in nonperforming loans, totaled \$0.13 million and accruing TDRs totaled \$10.11 million. Nonaccruing loans that are modified can be placed back on accrual status when both principal and interest are current, there is a sustained repayment performance of six months or longer, and it is probable that we will be able to collect all amounts due (both principal and interest) according to the terms of the loan agreement.

Deposits: Customer deposits are attractive sources of liquidity because of their stability, low average cost, and the ability to generate fee income through the cross-sale of other services to depositors. Deposits are attracted principally from customers within our market area through the offering of a broad selection of deposit instruments, including demand deposits, savings accounts, money rate savings, certificates of deposit, and individual retirement accounts. Deposit account terms vary with respect to the minimum balance required, the time period the funds must remain on deposit, and service charge schedules.

Interest rates paid on specific deposit types are set by considering the (i) interest rates offered by competitors, (ii) anticipated amount and timing of funding needs, (iii) availability of and cost of alternative sources of funding, and (iv) anticipated future economic conditions and interest rates.

Deposit accounts held as of December 31, 2022, totaled \$13.29 billion. This represented a decrease of \$0.28 billion, or 2.06%, from 2021. This decrease was driven by a \$0.28 billion, or 5.07%, decline in noninterest-bearing deposits, primarily escrow balances.

Management is closely monitoring deposit balances and is targeting balanced loan and deposit growth in 2023. The competition for deposits has increased in recent months, and is expected to continue, creating pricing pressures that could result in margin compression in 2023 and beyond.

Deposit accounts represent our primary source of funds and are provided by individuals, professionals, and small- to medium-sized businesses in our market area. The deposits consist of demand deposits, interest-bearing checking accounts, money market deposit accounts, and time deposits. Some of our interest-bearing deposits were obtained through brokered transactions and our participation in CDARS. We had brokered time deposits of \$138.68 million and CDARS deposits of \$95.99 million at December 31, 2022, and \$43.15 million and \$110.56 million, respectively, at December 31, 2021.

The following table provides the average balance and cost rate of interest-bearing deposits for the periods indicated (dollars in thousands). The aggregate amount of time deposits of \$250,000 or more was \$574.27 million and \$620.86 million at December 31, 2022 and 2021, respectively. See Note 11, "Deposits," in the Notes to Consolidated Financial Statements for additional information on deposits.

For the Year Ended December 31,	Average Balance			Average Cost Rate		
	2022	2021	2020	2022	2021	2020
Noninterest-bearing demand deposits	\$ 5,547,835	\$ 5,034,851	\$ 3,924,798	—	—	—
Demand and money markets	6,158,190	5,359,321	4,070,562	0.42 %	0.16 %	0.32 %
Savings	385,154	352,333	297,441	0.63 %	0.60 %	0.76 %
Certificates of deposit:						
Less than \$250,000	865,864	1,119,399	1,487,401	0.34 %	0.33 %	1.68 %
\$250,000 or more	581,837	669,586	890,880	1.65 %	1.94 %	1.97 %
Total interest-bearing deposits	7,991,045	7,500,639	6,746,284	0.51 %	0.36 %	0.86 %
Total deposits	<u>\$13,538,880</u>	<u>\$12,535,490</u>	<u>\$10,671,082</u>	0.30 %	0.22 %	0.54 %

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following table provides the scheduled maturities of time deposits greater than \$250,000 (in thousands).

For the Year Ended December 31,	2022	2021
Months to maturity:		
Three or less	\$ 67,247	\$ 184,410
Over three through six	130,425	87,723
Over six through twelve	220,438	215,294
Over twelve	156,165	133,436
Total	<u>\$ 574,275</u>	<u>\$ 620,863</u>

Average noninterest-bearing demand deposits were 40.98% of average total deposits during the year ended December 31, 2022, and 40.16% for 2021. The average cost of interest-bearing deposits was 0.51% for the year ended December 31, 2022, compared with 0.36% for 2021.

Advances from the Federal Home Loan Bank: Our ability to borrow funds through nondeposit sources provides additional flexibility in meeting the liquidity needs of customers while enhancing our cost of funds structure. Average funds borrowed from the FHLB were \$65.79 million and \$232.84 million for the years ended December 31, 2022 and 2021, respectively. The balance at December 31, 2022, of \$29.67 million, decreased \$125.69 million from the balance at December 31, 2021, of \$155.37 million.

In addition to borrowings from the FHLB, we maintain various borrowing arrangements with financial institutions to support liquidity needs. As of December 31, 2022, we had no outstanding balances on these borrowing agreements with other financial institutions. Average total borrowings during 2022 were \$0.12 billion, compared with \$0.40 billion at December 31, 2021, while the average cost of these funds was 1.05% and 0.54%, respectively. Refer to Note 12, "Borrowings," in the Notes to Consolidated Financial Statements for additional disclosures related to borrowing arrangements.

Subordinated Debt: On August 1, 2022, the Company redeemed its \$250.00 million of fixed-to-floating rate subordinated notes due July 30, 2027, in full satisfaction of their outstanding principal and interest. At December 31, 2022, the carrying value of the notes totaled zero, compared to \$249.65 million at December 31, 2021.

On February 9, 2022, the Company issued \$250.00 million of fixed-to-floating rate subordinated notes due February 15, 2032, in a public offering. The Company received \$246.90 million in net proceeds after deducting discounts and issuance costs. The subordinated notes accrue interest at a fixed rate of 3.125% for the first five years until February 15, 2027. From and including this date and for the remaining five years of the subordinated notes' term, interest will accrue at a floating rate of three-month SOFR plus 1.68%. The Company may redeem the subordinated notes, in whole or in part, on or after February 15, 2027. At December 31, 2022, the carrying value of the notes totaled \$247.42 million, and average subordinated debt during 2022 was \$362.41 million, while the average cost of the debentures was 3.98%.

Liquidity: Liquidity represents our ability to respond to current and future funding requirements, in a timely manner, at a reasonable cost, without impairing profitability. In addition to meeting member demand for loans and deposit withdrawals, we must fund balance sheet growth and meet current obligations in relation to operating costs, investment repurchases, and short-term funding sources. We manage liquidity through adherence to established policies, which are monitored by management and ALCO. Our liquid assets consist of cash, interest-bearing deposits in financial institutions, federal funds sold, securities available for sale, investments and loans maturing within one year. Loans held for sale are typically held on our books for less than 60 days and are funded, primarily, through their sale. We also have the ability to access short-term and long-term borrowings

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

through FHLB, correspondent banks, federal funds purchased, and the Federal Reserve discount window.

Liquidity Sources (in thousands)	December 31, 2022
Available Liquid Funds:	
Cash and cash equivalents	\$ 1,152,830
Unencumbered investment securities	1,711,471
Availability of Borrowings:	
Amount available from FHLB	1,539,838
Amount available from unsecured liens of credit with correspondent banks	150,000
Amount available for Federal Reserve discount window	348,526

We maintained an average of \$2.10 billion outstanding in overnight interest-bearing deposits during 2022, compared with \$2.64 billion for 2021. On average, noninterest-bearing demand deposits increased \$0.51 billion, or 10.19%, in 2022. Ending noninterest-bearing demand deposits declined \$0.28 billion compared to December 31, 2021, driven by a decline in commercial escrow balances. We ended 2021 with excess liquidity in the form of cash and cash equivalents. This excess liquidity was deployed into investment securities purchases, reduced borrowings, and new loans during 2022.

We intend to maintain sufficient liquidity at all times to meet our funding commitments and growth plans. During 2022, we primarily funded our growth in total assets with excess liquidity and existing deposits. In 2023, management is targeting mid-single-digit, balanced growth between our loans and deposits.

Capital Resources: Federal banking laws set forth certain regulatory capital requirements that apply to us. Within the framework established by the law, we qualify for the classification "well-capitalized," which is the highest regulatory classification.

Additional information concerning our capital resources is contained in Note 19, "Regulatory Capital Requirements," in the Notes to Consolidated Financial Statements.

Impact of Inflation and Changing Prices: The financial statements and related data presented herein have been prepared in accordance with GAAP. These principles dictate that financial position and operating results be measured in terms of historical dollars, without considering changes in the relative purchasing power of money over time due to inflation. A financial institution's assets and liabilities are primarily monetary in nature. As a result, general levels of inflation typically have a less significant effect on financial performance than do changes in interest rates; however, noninterest expenses tend to rise in periods of general inflation.

Interest Sensitivity: Prudent balance sheet management requires processes that monitor and protect us against unanticipated or significant changes in the level of market interest rates. Net interest income stability should be maintained in changing rate environments by ensuring that interest rate risk is kept to an acceptable level. The ability to reprice our interest-sensitive assets and liabilities over various time intervals is of critical importance.

We use a variety of traditional and on-balance-sheet tools to manage our interest rate risk. Gap analysis, which monitors the "gap" between interest-sensitive assets and liabilities, is one such tool. In addition, we use simulation modeling to forecast future balance sheet and income statement behavior. By studying the effects on net interest income of rising, stable, and falling interest rate scenarios, we can position ourselves to take advantage of anticipated interest rate movement, and protect ourselves from unanticipated rate movements, by understanding the dynamic nature of our balance sheet components.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

An asset-sensitive balance sheet structure implies that assets, such as loans and securities, will reprice faster than liabilities; consequently, net interest income should be positively affected in an increasing interest rate environment. Conversely, a liability-sensitive balance sheet structure implies that liabilities, such as deposits, will reprice faster than assets; consequently, net interest income should be positively affected in a decreasing interest rate environment. At December 31, 2022, we had \$3.96 billion more liabilities than assets subject to repricing within one year. This is a one-day position that is continually changing and is not necessarily indicative of our position at any other time.

Market Risk Management: The effective management of market risk is essential to achieving our strategic objectives. As a financial institution, our most significant market risk exposure is interest rate risk. The primary objective of the management of interest rate risk is to minimize the effect that changes in interest rates have on net interest income. This is accomplished through active management of asset and liability portfolios, with a focus on the strategic pricing of asset and liability accounts and management of appropriate maturity mixes of assets and liabilities. The goal of these activities is the development of appropriate maturity and repricing opportunities in our portfolios of assets and liabilities that will produce consistent net interest income during periods of changing interest rates. Our ALCO monitors loan, investment, and liability portfolios to ensure comprehensive management of interest rate risk. These portfolios are analyzed for proper fixed-rate and variable-rate mixes under various interest rate scenarios.

The asset and liability management process is designed to achieve relatively stable net interest margins and ensure liquidity by coordinating the volumes, maturities, and/or repricing opportunities of earning assets, deposits, and borrowed funds. It is the responsibility of the ALCO to determine and achieve the most appropriate volume and mix of earning assets and interest-bearing liabilities, as well as ensure an adequate level of liquidity and capital within the context of corporate performance goals. The ALCO also sets policy guidelines and establishes long-term strategies with respect to interest rate risk exposure and liquidity. The ALCO meets regularly to review our interest rate risk and liquidity positions in relation to present and prospective market and business conditions. In addition, funding and balance sheet management strategies are adopted with the intent to ensure that the potential impacts on earnings and liquidity due to fluctuations in interest rates are within acceptable standards. We currently do not use off-balance-sheet financial instruments to manage interest rate sensitivity and net interest income.

Earnings Simulation Analysis: Management uses simulation analysis to measure the sensitivity of net interest income to changes in interest rates. The model calculates an earnings estimate based on current and projected balances and rates. This method is subject to the accuracy of the assumptions that underlie the process, but it provides an additional analysis of the sensitivity of earnings to changes in interest rates to static gap analysis. Assumptions used in the model rates are derived from historical trends, peer analysis, and management's outlook, and include loans and deposit growth rates and projected yields and rates. All maturities, calls, and prepayments in the securities portfolio are assumed to be reinvested in like instruments. Mortgage loans and mortgage-backed securities prepayment assumptions are based on industry estimates of prepayment speeds for portfolios with similar coupon ranges and seasoning. Different interest rate scenarios and yield curves are used to measure the sensitivity of earnings to changing interest rates. Interest rates on different asset and liability accounts move differently when the prime rate changes and is reflected in the different rate scenarios.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following table represents interest rate sensitivity on our net interest income using different rate scenarios:

Change in Prime Rate	% Change in Net Interest Income
+ 300 basis points	3.43 %
+ 200 basis points	2.32 %
+ 100 basis points	1.25 %
- 100 basis points	(3.11)%

Market Value Simulation: Market value simulation is used to calculate the estimated fair value of assets and liabilities over different interest rate environments. Market values are calculated based on discounted cash flow analysis. The net market value is the market value of all assets minus the market value of all liabilities. The change in net market value over different rate environments is an indication of the longer term repricing risk in the balance sheet. The same assumptions are used in the market value simulation as in the earnings simulation. The following table reflects the change in net market value over different rate environments:

Change in Prime Rate	Change in Net Market Value (in thousands)
+ 300 basis points	\$ (91,520)
+ 200 basis points	\$ (50,743)
+ 100 basis points	\$ (16,567)
- 100 basis points	\$ 14,446

Credit Risk Elements: We place commercial loans in nonaccrual status when management believes, after considering economic and business conditions and collections efforts, that the borrower's financial condition is such that full collection of principal and interest is doubtful or when the loan is past due for 90 days or more, unless the debt is both well-secured and in the process of collection. Residential mortgage loans and other consumer loans are placed on nonaccrual status when full collection of principal and interest becomes doubtful or when the loan is past due for 120 days or more, unless the debt is both well-secured and in the process of collection.

FORWARD-LOOKING STATEMENTS

This report contains certain forward-looking statements with respect to our plans, objectives, future performance, and business, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Words such as "expects," "anticipates," "believes," "plans," "intends," "estimates," and other similar expressions or future or conditional verbs such as "will," "should," "would," "may," "likely," "probably," "possibly," and "could" are intended to identify such forward-looking statements. These forward-looking statements are not guarantees of future performance and involve certain risks and uncertainties and are based on the beliefs and assumptions of our management.

Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include, among others, the following:

- competitive pressures in the banking industry may increase significantly;
- changes in the interest rate environment may reduce margins and/or the volumes and values of loans made or held, as well as the value of other financial assets held;
- changes in the creditworthiness of customers may possibly impair the collectability of loans;

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

- general economic conditions, either nationally or regionally, may be less favorable than expected, resulting in, among other things, a deterioration in credit quality and/or a reduced demand for credit or other services;
- unusual and infrequently occurring events, such as weather-related or natural disasters, acts of war or terrorism or public health events (such as the COVID-19 pandemic);
- changes in the legislative or regulatory environment, including changes in accounting standards and tax laws, may adversely affect our businesses;
- costs or difficulties related to the integration of the business and the businesses we have acquired may be greater than expected;
- expected cost savings associated with pending or recently completed acquisitions may not be fully realized or realized within the expected time frame;
- cybersecurity threats or attacks, the implementation of new technologies, and the ability to develop and maintain reliable electronic systems;
- our competitors may have greater financial resources and develop products that enable them to compete more successfully;
- changes in business conditions;
- changes in the securities market; and
- changes in our local economy with regard to our market area.

We undertake no obligation to update or clarify these forward-looking statements, whether as a result of new information, future events, or otherwise.

NON-GAAP FINANCIAL MEASURES

This report contains financial information determined by methods other than in accordance with GAAP. The Company's management uses these non-GAAP financial measures in its analysis of the Company's performance. Management believes presentations of these non-GAAP financial measures provide useful supplemental information that is essential to a proper understanding of the operating results of the Company's core businesses. These non-GAAP disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

The Company presents return on average assets, return on average tangible assets, return on average equity, and return on average tangible equity. The Company excludes the balance of average goodwill and other intangible assets from our calculation of return on average tangible assets and return on average tangible equity. This adjustment allows management to review the Company's core operating results and core capital position.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

(dollars in thousands)

Year Ended December 31,	2022	2021	2020
Average assets (GAAP basis)	\$ 16,268,014	\$ 15,384,662	\$ 14,172,206
Less: average goodwill and other intangibles	504,167	501,689	495,707
Average tangible assets (non-GAAP)	<u>\$ 15,763,847</u>	<u>\$ 14,882,973</u>	<u>\$ 13,676,499</u>
Average equity (GAAP basis)	\$ 1,878,036	\$ 1,855,948	\$ 1,721,059
Less: average goodwill and other intangibles	504,167	501,689	495,707
Average tangible equity (non-GAAP)	<u>\$ 1,373,869</u>	<u>\$ 1,354,259</u>	<u>\$ 1,225,352</u>
Average common equity (GAAP)	\$ 1,861,496	\$ 1,840,261	\$ 1,707,635
Less: average goodwill and other intangibles	504,167	501,689	495,707
Average tangible common equity (non-GAAP)	<u>\$ 1,357,329</u>	<u>\$ 1,338,572</u>	<u>\$ 1,211,928</u>
Net interest income (GAAP)	\$ 461,365	\$ 402,369	\$ 380,144
Add: Tax equivalent basis adjustment	3,098	2,695	2,296
Tax equivalent net interest income (non-GAAP)	<u>\$ 464,463</u>	<u>\$ 405,064</u>	<u>\$ 382,440</u>
Net income (GAAP)	\$ 188,987	\$ 215,383	\$ 145,535
Add: Amortization of intangibles, net of tax	8,390	8,790	9,086
Tangible net income (non-GAAP)	<u>\$ 197,377</u>	<u>\$ 224,173</u>	<u>\$ 154,621</u>
Total revenue (GAAP)	\$ 686,935	\$ 680,330	\$ 664,335
Net (gain)/loss on investment securities	—	(1,252)	(9,634)
Other nonrecurring income	—	30	(17,626)
Operating revenue (non-GAAP)	<u>\$ 686,935</u>	<u>\$ 679,108</u>	<u>\$ 637,075</u>
Total noninterest expenses (GAAP)	\$ 441,279	\$ 417,272	\$ 395,825
Less: Amortization of intangibles	10,620	11,127	11,498
Operating expense (non-GAAP)	<u>\$ 430,659</u>	<u>\$ 406,145</u>	<u>\$ 384,327</u>

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ended December 31,	2022	2021	2020
Return on average assets (GAAP basis)	1.16 %	1.40 %	1.03 %
Impact of excluding average goodwill and other intangibles and amortization	0.09 %	0.11 %	0.10 %
Return on average tangible assets (non-GAAP)	1.25 %	1.51 %	1.13 %
Return on average equity (GAAP basis)	10.06 %	11.61 %	8.46 %
Impact of excluding average goodwill and other intangibles and amortization	4.31 %	4.94 %	4.16 %
Return on average tangible equity (non-GAAP)	14.37 %	16.55 %	12.62 %
Return on average common equity (GAAP basis)	10.15 %	11.70 %	8.52 %
Impact of excluding average goodwill and other intangibles and amortization	4.39 %	5.05 %	4.24 %
Return on average tangible common equity (non-GAAP)	14.54 %	16.75 %	12.76 %
Efficiency ratio (GAAP)	64.24 %	61.33 %	59.58 %
Impact of exclusions	(1.55)%	(1.52)%	0.75 %
Efficiency ratio (non-GAAP) (1)	62.69 %	59.81 %	60.33 %

(1) Operating expense/operating revenue

The Company presents book value per share (period-ended shareholders' equity divided by the period-ended common shares outstanding) and tangible book value per share. In calculating tangible book value per share, the Company excludes goodwill and other intangible assets, allowing management to review its core capital position.

(dollars in thousands, except per share data)

Year Ended December 31,	Per share		
	2022	2021	2020
Book value (GAAP basis)	\$ 25.73	\$ 26.13	\$ 24.31
Impact of excluding average goodwill and other intangibles and amortization	(6.89)	(6.98)	(6.85)
Tangible book value (non-GAAP)	\$ 18.84	\$ 19.15	\$ 17.46

Period End:

Common equity (GAAP basis)	\$ 1,873,960	\$ 1,899,314	\$ 1,766,847
Less: goodwill and other intangibles	501,645	507,566	497,861
Tangible common equity (non-GAAP)	\$ 1,372,315	\$ 1,391,748	\$ 1,268,986

CRITICAL ACCOUNTING ESTIMATES

The preparation of financial statements and related disclosures in conformity with GAAP requires management to make judgments, assumptions, and estimates in certain circumstances that affect amounts reported in the Consolidated Financial Statements and the accompanying footnotes. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from management's current judgments.

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

We consider accounting estimates to be critical to reported financial results if the outcome of such estimates could have a material impact on our financial statements based on the following:

- the estimate requires management to make assumptions about matters that are highly uncertain
- management could have potentially utilized a different set of assumptions and estimates in the current period
- changes in the estimate are reasonably likely to occur from period to period

We consider our policy for the allowance for credit losses on loans to be a critical accounting policy. The allowance for credit losses on loans includes both the allowance for loan losses and the allowance for loan-related off-balance-sheet credit exposures, and is calculated with the objective of maintaining a reserve for current expected credit losses over the remaining contractual life of the portfolio. Management uses loss factors, based on estimated probability of default for internal risk ratings and loss given default, to determine the allowance for credit losses for the majority of the loan portfolio. A well-documented methodology, which includes the use of macroeconomic variables sourced from third parties and weightings based on the Company's economic outlook, has been developed and is applied to ensure consistency across our markets. We also have a formalized independent loan review program to evaluate loan administration, credit quality, and compliance with corporate loan standards. This program includes regularly scheduled reviews of problem loan reports, delinquencies, and charge-offs.

In addition, various regulatory agencies, as an integral part of their examination process, periodically review our allowance for credit losses on loans. Such agencies may require us to recognize additions to the allowance based on their judgments of information available to them at the time of their examination. The allowance represents our best estimate of incurred losses in the loan portfolio, but significant downturns in circumstances relating to loan quality and economic conditions could result in a requirement for additional allowance. Likewise, an upturn in loan quality and improved economic conditions may allow a reduction in the required allowance. In either instance, unanticipated changes could have a significant impact on our financial condition and results of operations. Significant accounting policies and effects of new accounting pronouncements are discussed in detail in Note 1, "Summary of Significant Accounting Policies," in the Notes to Consolidated Financial Statements.

Report of Independent Registered Public Accounting Firm

Shareholders and the Board of Directors
TowneBank

Opinions on the Consolidated Financial Statements and Internal Control over Financial Reporting

We have audited the accompanying consolidated balance sheets of TowneBank (the "Company") as of December 31, 2022 and 2021, and the related consolidated statements of income, comprehensive income, equity, and cash flows for each of the years in the three-year period ended December 31, 2022, and the related notes (collectively referred to as the "consolidated financial statements"). We have also audited the Company's internal control over financial reporting as of December 31, 2022, based on criteria established in *Internal Control – Integrated Framework* (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO").

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Company as of December 31, 2022 and 2021 and the results of its operations and its cash flows for each of the years in the three-year period ended December 31, 2022, in conformity with accounting principles generally accepted in the United States of America. Also in our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2022, based on criteria established in *Internal Control – Integrated Framework* (2013) issued by COSO.

Basis for Opinion

The Company's management is responsible for these consolidated financial statements, for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, including in the accompanying Management's Report on Internal Control. Our responsibility is to express an opinion on the Company's consolidated financial statements and internal control over financial reporting based on our audits. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States ("PCAOB")) and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud, and whether effective internal control over financial reporting was maintained in all material aspects.

Our audits of the consolidated financial statements included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our

audits also included performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinions.

Definition and Limitations of Internal Control Over Financial Reporting

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Critical Audit Matter

The critical audit matters communicated below are matters arising from the current-period audit of the financial statements that were communicated or required to be communicated to the audit committee and that: (1) relate to accounts or disclosures that are material to the financial statements and (2) involved our especially challenging, subjective, or complex judgments. The communication of critical audit matters does not alter in any way our opinion on the financial statements, taken as a whole, and we are not, by communicating the critical audit matters below, providing separate opinions on the critical audit matters or on the accounts or disclosures to which they relate.

Allowance for Loan Credit Losses on Loans

As described in Notes 1 and 5 to the consolidated financial statements, the Company's consolidated allowance for loan credit losses on loans (ACL) was \$110.82 million at December 31, 2022 and represents an estimate of expected losses inherent within the Company's loan portfolio. As described by management, estimating the ACL includes collectively assessing loans aggregated into pools with similar risk characteristics and individually evaluating loans that do not share similar risk characteristics.

The Company builds an estimate of expected credit losses (ECL) using a methodology that incorporates probability of default (PD), loss given default (LGD), and exposure at default (EAD) which are derived from various vendor models, internally developed statistical models, or nonstatistical estimation approaches. PD is projected in these models or estimation approaches using loan level and macroeconomic variables. Multiple outcomes are weighted based on the Company's economic outlook and incorporate relevant information including the Company's historical loss experience, current conditions, and reasonable and supportable forecast. After quantitative expected loss estimates are calculated, management adjusts these estimates to incorporate considerations of current trends and conditions that are not captured in the quantitative loss estimates using qualitative and/or environmental factors.

We identified the ACL as a critical audit matter. The principal considerations for our determination of the ACL as a critical audit matter includes the subjectivity and complexity involved in management's determination of loan credit loss estimates and assumptions, specifically the determination of the weightings applied to the reasonable and supportable forecast and qualitative adjustments made by management to reflect current trends and conditions not captured within the quantitative models. This required an increased auditor effort, including

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specialized skill and knowledge, and a high degree of auditor subjectivity in evaluating the estimated credit losses for the loan portfolio.

The primary procedures we performed to address this critical audit matter included:

- We tested the design and operating effectiveness of controls relating to management's determination of the ACL, including controls over:
 - The completeness and accuracy of inputs into the model used to determine the allowance for loan credit losses.
 - Management's review of a reasonable and supportable forecast.
 - Management's review of the qualitative adjustments to the modeled ECL output.
- We evaluated management's application of qualitative adjustments, including testing the accuracy of the supporting calculations and evaluating whether the qualitative factors appropriately addressed risks that were not fully accounted for in the quantitative ECL component of the methodology.
- We evaluated management's determination of reasonable and supportable forecast, including testing the application of the forecast, including scenario weightings, in the quantitative ECL calculation. We also utilized our internal specialists to assist us in testing the application of the forecast to the ECL calculation.

FORVIS, LLP

(Formerly, Dixon Hughes Goodman LLP)

We have served as the Company's auditor since 1999.

Charlotte, NC
February 24, 2023

TOWNEBANK

MANAGEMENT'S REPORT ON INTERNAL CONTROL

INTERNAL CONTROL OVER FINANCIAL REPORTING

Management of TowneBank is responsible for the preparation and fair presentation of the financial statements and other financial information contained in this report. The accompanying Consolidated Financial Statements were prepared in conformity with accounting principles generally accepted in the United States of America and include, as necessary, best estimates and judgments by management. Management also prepared other information in the Annual Report and is responsible for its accuracy and consistency with the Consolidated Financial Statements. Our management is responsible for establishing and maintaining adequate internal control over financial reporting and for our compliance with laws and regulations relating to safety and soundness designated by the Federal Deposit Insurance Corporation ("FDIC"). Our internal control system was designed to provide reasonable assurance to our management and Board of Directors regarding the preparation and fair presentation of published financial statements.

All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

We maintain systems of controls that we believe are reasonably designed to provide our management with timely and accurate information about our operations. The system of internal controls includes, but is not limited to, maintaining internal audit and compliance functions; establishing formal written policies, procedures, and codes of conduct; training personnel; and segregating key duties and functions, where appropriate.

The Audit Committee of the Board of Directors participates in the adequacy of the system of internal controls and financial reporting. The Audit Committee consists of independent directors who meet regularly with management, the internal auditor, and the independent auditors to review the scope of their work and findings.

Our management assessed the effectiveness of our internal control over financial reporting as of December 31, 2022, including controls over regulatory financial statements in accordance with the Federal Financial Institutions Examination Council instructions for Consolidated Reports of Condition and Income. In making this assessment, it used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission in *Internal Control – Integrated Framework (2013)*. Based on our assessment we believe that, as of December 31, 2022, our internal control over financial reporting is effective based on those criteria.

Financial Statements

Our management is responsible for the preparation, integrity, and fair presentation of our published Consolidated Financial Statements as of December 31, 2022, and for the year then ended. The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America and, as such, include amounts, some of which are based on management's judgments and estimates.

TOWNEBANK

MANAGEMENT'S REPORT ON INTERNAL CONTROL

Compliance with Designated Laws and Regulations

Our management is also responsible for compliance with federal and state laws and regulations concerning dividend restrictions and federal laws and regulations concerning loans to insiders designated by the FDIC as safety and soundness laws and regulations. Management assessed our compliance with the designated laws and regulations. Based on this assessment, our management believes that we complied, in all significant respects, with the designated laws and regulations relating to safety and soundness for the year ended December 31, 2022.

Management's assessment of the effectiveness of internal control over financial reporting, including controls over the preparation of regulatory financial statements in accordance with the Federal Financial Institutions Examination Council instructions for Consolidated Reports of Condition and Income, as of December 31, 2022, has been audited by FORVIS, the independent registered public accounting firm, as stated in their report dated February 24, 2023. A copy of this report, which is combined with the report expressing an opinion on the Consolidated Financial Statements, precedes.

February 24, 2023

/s/ William I. Foster, III

William I. Foster, III
President and Chief Executive Officer

/s/ William B. Littreal

William B. Littreal
Senior Executive Vice President and Chief Financial Officer

TOWNEBANK

CONSOLIDATED BALANCE SHEETS

(dollars in thousands)

December 31, 2022 and 2021

	2022	2021
ASSETS		
Cash and due from banks	\$ 55,381	\$ 17,373
Interest-bearing deposits at FRB-Richmond	1,000,205	3,244,484
Interest-bearing deposits in financial institutions	97,244	34,779
Total Cash and Cash Equivalents	1,152,830	3,296,636
Securities available for sale, at fair value (amortized cost of \$2,033,040 and \$1,788,853, and allowance for credit losses of \$1,086 and \$210 at December 31, 2022 and 2021, respectively)	1,840,902	1,806,183
Securities held to maturity, at amortized cost (fair value of \$518,993 and \$155,676 at December 31, 2022 and 2021, respectively)	548,475	154,221
Less: allowance for credit losses	(83)	(94)
Securities held to maturity, net of allowance for credit losses	548,392	154,127
Other equity securities	6,424	6,759
FHLB stock	9,617	13,146
Total Securities	2,405,335	1,980,215
Mortgage loans held for sale	102,339	358,303
Loans, net of unearned income and deferred costs	10,794,602	9,506,252
Less: allowance for credit losses	(110,816)	(106,059)
Net Loans	10,683,786	9,400,193
Premises and equipment, net	304,802	270,772
Goodwill	458,482	457,187
Other intangible assets, net	43,163	50,379
BOLI	258,069	251,805
Other assets	436,461	295,897
TOTAL ASSETS	\$ 15,845,267	\$ 16,361,387
LIABILITIES AND EQUITY		
Deposits:		
Noninterest-bearing demand	\$ 5,265,186	\$ 5,546,665
Interest-bearing:		
Demand and money market accounts	6,185,075	6,139,714
Savings	374,987	371,356
Certificates of deposit	1,468,975	1,515,891
Total Deposits	13,294,223	13,573,626
Advances from the FHLB	29,674	155,367
Subordinated debt, net	247,420	249,652
Repurchase agreements and other borrowings	40,918	76,797
Total Borrowings	318,012	481,816
Other liabilities	344,275	389,771
TOTAL LIABILITIES	13,956,510	14,445,213
Preferred stock		
Authorized and unissued shares - 2,000,000	—	—
Common stock, \$1.667 par value: 150,000,000 shares authorized		
Issued and outstanding shares - 72,841,379 in 2022 and 72,683,985 in 2021	121,426	121,164
Capital surplus	1,052,262	1,050,948
Retained earnings	840,777	716,605
Common stock issued to deferred compensation trust, at cost		
931,030 shares in 2022 and 911,458 shares in 2021	(18,974)	(18,257)
Deferred compensation trust	18,974	18,257
Accumulated other comprehensive income (loss)	(140,505)	10,597
TOTAL SHAREHOLDERS' EQUITY	1,873,960	1,899,314
Noncontrolling interest	14,797	16,860
TOTAL EQUITY	1,888,757	1,916,174
TOTAL LIABILITIES AND EQUITY	\$ 15,845,267	\$ 16,361,387

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK

CONSOLIDATED STATEMENTS OF INCOME

(dollars in thousands, except per share data)

For the Years Ended December 31, 2022, 2021, and 2020

	2022	2021	2020
INTEREST INCOME:			
Loans, including fees	\$ 430,990	\$ 395,322	\$ 409,252
Investment securities	51,207	31,472	33,052
Interest-bearing deposits in financial institutions and federal funds sold	26,859	3,432	2,603
Mortgage loans held for sale	8,880	13,227	15,252
Total interest income	517,936	443,453	460,159
INTEREST EXPENSE:			
Deposits	40,815	27,109	57,862
Advances from the FHLB	926	1,224	8,393
Subordinated debt, net	14,436	11,816	11,847
Repurchase agreements and other borrowings	394	935	1,913
Total interest expense	56,571	41,084	80,015
Net interest income	461,365	402,369	380,144
PROVISION FOR CREDIT LOSSES	8,606	(16,774)	67,177
Net interest income after provision for credit losses	452,759	419,143	312,967
NONINTEREST INCOME:			
Residential mortgage banking income, net	47,150	109,304	112,166
Insurance commissions and other title fees and income, net	75,579	67,541	65,840
Property management income, net	44,246	42,175	26,473
Real estate brokerage income, net	11,253	13,290	11,776
Service charges on deposit accounts	10,130	9,584	8,021
Credit card merchant fees, net	6,592	6,042	5,170
BOLI	7,140	7,265	8,285
Other income	23,480	21,508	36,826
Net gain (loss) on investment securities	—	1,252	9,634
Total noninterest income	225,570	277,961	284,191
NONINTEREST EXPENSE:			
Salaries and employee benefits	255,625	245,844	235,676
Occupancy	34,669	31,657	31,317
Furniture and equipment	15,080	14,175	13,914
Amortization - intangibles	10,620	11,127	11,498
Software expense	18,959	16,911	14,622
Data processing	13,874	13,779	10,985
Professional fees	10,020	9,548	11,268
Advertising and marketing	15,997	13,504	9,643
Other expenses	66,435	60,727	56,902
Total noninterest expense	441,279	417,272	395,825
Income before income tax expense and noncontrolling interest	237,050	279,832	201,333
Provision for income tax expense	46,581	54,798	31,900
Net income	\$ 190,469	\$ 225,034	\$ 169,433
Net income attributable to noncontrolling interest	(1,482)	(9,651)	(23,898)
Net income attributable to TowneBank	\$ 188,987	\$ 215,383	\$ 145,535
Per common share information			
Basic earnings	\$ 2.60	\$ 2.97	\$ 2.01
Diluted earnings	\$ 2.60	\$ 2.97	\$ 2.01

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(in thousands)

For the Years Ended December 31, 2022, 2021, and 2020

	2022	2021	2020
Net income	\$ 190,469	\$ 225,034	\$ 169,433
Other comprehensive income (loss)			
Unrealized gains (losses) on securities			
Unrealized holding gains (losses) arising during the period	(208,592)	(39,532)	48,225
Tax effect	46,202	8,687	(10,603)
Realized (gains) losses reclassified into earnings	—	(1,252)	(9,634)
Tax effect	—	263	2,023
Net unrealized gains (losses)	(162,390)	(31,834)	30,011
Pension and postretirement benefit plans			
Prior service costs	154	—	(558)
Tax effect	(34)	—	123
Actuarial gain (loss)	13,594	718	(741)
Tax effect	(3,010)	(159)	161
Amortization of prior service costs	675	684	675
Tax effect	(149)	(151)	(149)
Amortization of net actuarial (gain) loss	75	199	462
Tax effect	(17)	(44)	(102)
Change in retirement plans, net of tax	11,288	1,247	(129)
Other comprehensive income (loss), net of tax	(151,102)	(30,587)	29,882
Comprehensive income	\$ 39,367	\$ 194,447	\$ 199,315
Comprehensive income attributable to noncontrolling interest	(1,482)	(9,651)	(23,898)
Comprehensive income attributable to TowneBank	\$ 37,885	\$ 184,796	\$ 175,417

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK

CONSOLIDATED STATEMENTS OF EQUITY

(dollars in thousands, except share data)

For the Years Ended December 31, 2022, 2021, and 2020

	Common Shares	Common Stock	Capital Surplus	Retained Earnings	Deferred Compensation Trust	Common Stock Issued to Deferred Compensation Trust	Accumulated Other Comprehensive Income (Loss)	Non- controlling Interests	Total
Balance, December 31, 2019	72,649,682	\$ 121,107	\$ 1,041,160	\$ 467,186	\$ 15,555	\$ (15,555)	\$ 11,302	\$ 12,939	\$1,653,694
Impact of adoption of new accounting standards (1)	—	—	—	(2,528)	—	—	—	—	(2,528)
Net income	—	—	—	145,535	—	—	—	23,898	169,433
Other comprehensive income (loss), net of taxes	—	—	—	—	—	—	29,882	—	29,882
Cash dividends declared on common stock (\$0.72 per share)	—	—	—	(52,304)	—	—	—	—	(52,304)
Directors' deferred compensation	—	—	—	—	1,414	(1,414)	—	—	—
Distribution of interests in joint ventures, net	—	—	—	—	—	—	—	(19,856)	(19,856)
Conversion of convertible debt into common stock	69	—	1	—	—	—	—	—	1
Issuance of common stock - stock compensation plans	(25,908)	(49)	4,644	—	—	—	—	—	4,595
Issuance of common stock - net contingent consideration earned on acquisitions	43,698	74	837	—	—	—	—	—	911
Balance, December 31, 2020	72,667,541	\$ 121,132	\$ 1,046,642	\$ 557,889	\$ 16,969	\$ (16,969)	\$ 41,184	\$ 16,981	\$1,783,828
Net income	—	—	—	215,383	—	—	—	9,651	225,034
Other comprehensive income (loss), net of taxes	—	—	—	—	—	—	(30,587)	—	(30,587)
Cash dividends declared on common stock (\$0.78 per share)	—	—	—	(56,667)	—	—	—	—	(56,667)
Directors' deferred compensation	—	—	—	—	1,288	(1,288)	—	—	—
Distribution of interests in joint ventures, net	—	—	—	—	—	—	—	(9,772)	(9,772)
Issuance of common stock - stock compensation plans	16,444	32	4,306	—	—	—	—	—	4,338
Balance, December 31, 2021	72,683,985	\$ 121,164	\$ 1,050,948	\$ 716,605	\$ 18,257	\$ (18,257)	\$ 10,597	\$ 16,860	\$1,916,174
Net income	—	—	—	188,987	—	—	—	1,482	190,469
Other comprehensive income (loss), net of taxes	—	—	—	—	—	—	(151,102)	—	(151,102)
Cash dividends declared on common stock (\$0.89 per share)	—	—	—	(64,815)	—	—	—	—	(64,815)
Directors' deferred compensation	—	—	—	—	717	(717)	—	—	—
Distribution of interests in joint ventures, net	—	—	—	—	—	—	—	(2,307)	(2,307)
Issuance of common stock - stock compensation plans	157,394	262	3,046	—	—	—	—	—	3,308
Purchase of noncontrolling interest	—	—	(1,732)	—	—	—	—	(1,238)	(2,970)
Balance, December 31, 2022	72,841,379	\$ 121,426	\$ 1,052,262	\$ 840,777	\$ 18,974	\$ (18,974)	\$ (140,505)	\$ 14,797	\$1,888,757

(1) Represents the impact of adopting ASU No. 2016-13.

TOWNEBANK

CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands)

For the Years Ended December 31, 2022, 2021, and 2020

	2022	2021	2020
OPERATING ACTIVITIES:			
Net income	\$ 190,469	\$ 225,034	\$ 169,433
Adjustments to reconcile net income to net cash from operating activities:			
Net amortization of securities	12,171	10,757	4,871
Investment securities gains	—	(1,252)	(9,634)
Depreciation, amortization, and other intangible amortization	28,698	28,798	29,061
Amortization of debt issuance costs	864	597	596
Provision for credit losses	8,606	(16,774)	67,177
BOLI income	(6,237)	(7,265)	(8,285)
Deferred income tax expense (benefit)	10,365	143	(16,869)
Share-based compensation expense	5,216	5,635	5,481
(Gain) loss on sale and write-down of foreclosed assets	(596)	(265)	1,059
Gain on sale of noncontrolling interest	—	—	(17,626)
Originations of mortgage loans held for sale	(2,867,601)	(5,539,965)	(5,888,565)
Proceeds from sales of mortgage loans held for sale	3,199,781	5,917,127	5,965,864
Gain on sales of mortgage loans held for sale	(76,216)	(194,667)	(198,864)
Changes in:			
Interest receivable	(14,018)	3,018	1,305
Other assets	(14,732)	3,522	(18,482)
Interest payable	1,508	(3,311)	(3,840)
Other liabilities	(62,773)	87,991	45,206
Net cash provided by operating activities	415,505	518,823	127,888
INVESTING ACTIVITIES:			
Purchase of available-for-sale securities	(433,236)	(688,748)	(421,225)
Purchase of held-to-maturity securities	(396,059)	(139,795)	—
Purchase of other securities	—	(443)	(75)
Sale of available-for-sale securities	—	18,819	347,757
Net change in FHLB stock	3,529	16,989	(41)
Proceeds from maturities, calls, and prepayments of available-for-sale securities	177,593	181,866	189,268
Proceeds from maturities, calls, and prepayments of held-to-maturity securities	1,092	2,039	27,467
Proceeds from maturities, calls, and prepayments of other securities	335	177	44
Net (increase) decrease in loans	(1,293,484)	119,877	(1,213,348)
Net change in investment in LIHTC	(60,957)	(10,037)	(33,002)
Purchases of premises and equipment	(52,286)	(31,205)	(45,788)
Proceeds from sales of premises and equipment	784	3,699	569
Proceeds from sales of foreclosed assets	6,991	3,818	14,512
Proceeds from sale of noncontrolling interest	—	—	16,942
Proceeds from BOLI	903	1,665	5,483
Acquisition of business, net of cash acquired	(2,418)	(26,078)	(7,554)
Net cash used for investing activities	(2,047,213)	(547,357)	(1,118,991)
FINANCING ACTIVITIES:			
Net change in deposit accounts	(279,403)	2,000,460	2,302,249
Net change in short-term borrowings	(35,825)	(448,791)	133,294
Proceeds from long-term borrowings	—	—	400,000
Repayment of long-term borrowings	(125,747)	(25,721)	(350,696)
Proceeds from issuance of subordinated debt, net of issuance costs	246,904	—	—
Redemption of subordinated debt	(250,000)	—	—
Payments from share-based compensation activity	—	—	(884)
Proceeds from issuance of common stock	—	—	911
Purchase of noncontrolling interest	(2,970)	—	—
Distribution of interest in joint ventures	(2,307)	(9,772)	(19,856)
Cash dividends paid	(62,750)	(55,293)	(52,244)
Net cash (used for) provided by financing activities	(512,098)	1,460,883	2,412,774
Change in cash and cash equivalents	(2,143,806)	1,432,349	1,421,671
Cash and cash equivalents at beginning of year	3,296,636	1,864,287	442,616
Cash and cash equivalents at end of year	\$ 1,152,830	\$ 3,296,636	\$ 1,864,287
Supplemental cash flow information:			
Cash paid for interest	\$ 55,063	\$ 44,395	\$ 83,854
Cash paid for income taxes	\$ 24,180	\$ 51,006	\$ 35,154
Noncash financing and investing activities:			
Transfer from loans to foreclosed property	\$ 2,371	\$ 3,111	\$ 4,762
Sales of foreclosed assets financed by the Company	\$ —	\$ 475	\$ 5,700
Net unrealized gain (loss) on available-for-sale securities, net of tax	\$ (162,390)	\$ (31,834)	\$ 30,011
Dividends declared but not paid	\$ 16,900	\$ 14,835	\$ 13,461

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Business: TowneBank was organized and incorporated under the laws of the Commonwealth of Virginia on September 1, 1998, and commenced operations on April 8, 1999. Through its banking and non-banking subsidiaries, the Company provides a diverse range of financial services and products throughout Richmond, Virginia, the Greater Hampton Roads region in southeastern Virginia, northeastern North Carolina, and the Raleigh, Charlotte, Greensboro, and Greenville, North Carolina, metropolitan areas.

Basis of presentation: The Consolidated Financial Statements include the accounts of the Company and all other entities in which the Company has a controlling financial interest. The Company reposts any noncontrolling interests in its subsidiaries in the equity section of the Consolidated Balance Sheets and separately presents the income and loss attributable to the noncontrolling interest of a consolidated subsidiary in its Consolidated Statements of Income. The accompanying Consolidated Financial Statements are prepared in conformity with GAAP and prevailing practices of the banking industry. All significant intercompany balances and transactions have been eliminated in consolidation. The following is a summary of the significant accounting and reporting policies used in preparing the Consolidated Financial Statements.

Effective January 1, 2022, the Company elected to carry mortgage loans held for sale within the best efforts program and the related forward loan sales commitments at fair value.

Reclassifications and corrections: To maintain consistency and comparability, certain amounts from prior periods have been reclassified to conform to current period presentation with no effect on net income or shareholders' equity as previously reported.

Use of estimates: The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates and assumptions. The material estimate that is particularly susceptible to significant changes in the near term relates to the determination of the allowance for credit losses.

Cash and cash equivalents: For purposes of reporting cash flows, the Company considers cash and due from banks, interest-bearing deposits in financial institutions, and federal funds sold as cash and cash equivalents. Generally, federal funds and securities purchased under agreements to resell are purchased and sold for one-day periods.

Current expected credit losses: ASU No. 2016-13, *Financial Instruments - Credit Losses (Topic 326), Measurement of Credit Losses on Financial Instruments* ("ASC 326"), affects financial assets with the contractual right to receive cash, including loans, HTM debt securities, trade receivables, net investments in leases, and off-balance-sheet credit exposures, unless specifically excluded from scope. Financial assets measured at an amortized cost basis are presented at the net amount expected to be collected. The allowance for credit losses is a valuation account that is deducted from the amortized cost basis of the financial asset to present the net carrying value and the amount expected to be collected on the financial asset. AFS debt securities are accounted for as an allowance rather than as a direct write-down of the AFS debt securities which management does not intend to sell or does not believe that it is more likely than not they will be required to sell.

Investment securities: Investment securities are classified in three categories and accounted for as follows:

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

- a) Debt securities that the Company has the positive intent and ability to hold to maturity are classified as HTM securities and reported at amortized cost.
- b) Debt and equity securities that are bought and held principally for the purpose of selling them in the near term are classified as trading securities and reported at fair value, with unrealized gains and losses included in earnings.
- c) Debt securities not classified as either HTM or trading securities are classified as AFS securities and reported at fair value, with unrealized holding gains and losses, not related to impairment, excluded from earnings and reported as other comprehensive income, a separate component of shareholders' equity, until realized.

Gains and losses on sales of securities are determined on a trade date basis using specific identification of the adjusted cost of each security and included in noninterest income. Amortization of premiums and accretion of discounts are computed by the effective yield method and included in interest income.

When the fair value of an individual AFS debt security has declined below its amortized cost basis, the Company will assess whether (i) we intend to sell, or (ii) it is more likely than not that we will be required to sell the security before recovery of its amortized cost basis. If either is affirmative, any previously recognized allowances are charged off and the security's amortized cost is written down to fair value through income. If neither is affirmative, the Company will assess whether the decline is from a credit loss or other factor.

In our assessment of whether the decline in fair value of AFS debt securities below the amortized cost is due to credit factors, all relevant information is considered at the individual security level. Specifically, the Company considers both qualitative and quantitative factors:

- Qualitative Factors
 - Market spread
 - The extent to which the fair value is less than the amortized cost basis
 - Adverse changes in the financial condition of the issuer
 - Adverse conditions specifically related to the security, such as past due principal or interest
 - Adverse changes in security ratings
 - Economic conditions and demographics
- Quantitative Factors
 - The present value of cash flows expected to be collected from the security compared with the amortized cost basis of the security
 - The likelihood the Company will be able to collect all amounts due in accordance with the contractual terms of the debt security

If our assessment indicates that a credit loss exists, the Company records an allowance for credit losses for the excess of the amortized cost basis over the present value of cash flows expected to be collected, subject to the fair value floor. Subsequent changes in the allowance for credit losses are recorded as an addition to (or reversal of) the provision for credit loss expense, in the period in which they occur. This change results in recognition and presentation of credit losses on the income statement.

For HTM debt securities, an allowance is recognized when lifetime credit losses are expected, for an amount that reflects the expected contractual credit losses, even when the risk of credit losses is remote. As such, credit losses for HTM debt securities will generally be recognized earlier than credit losses for AFS debt securities, which are not recognized until there is evidential support of a potential loss.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Loans: Loans that management has the intent and ability to hold for the foreseeable future, or until maturity or payoff, generally are stated at the amount of outstanding principal less unamortized fees and costs on originated loans, unearned income, and participation interests sold to other lending institutions. Interest on loans is accrued and credited to income based upon the principal amount outstanding. Fees collected and costs incurred in connection with loans originated are deferred and recognized as interest income over the term of the loan as an adjustment of yield on a level yield basis.

Allowance for credit losses on loans: The allowance for loan losses is established through a provision for loan losses charged against earnings. It consists of reserves for expected losses that have been identified related to specific borrowing relationships, as well as expected losses inherent in the loan portfolio that are not specifically identified. The level of the allowance for loan losses is based on management's estimates of expected loss inherent in the portfolio using relevant available information from internal and external sources, related to past events, current conditions, and reasonable and supportable forecasts. To facilitate the development of these estimates, management utilizes a model that deploys multiple economic scenarios with probability weightings, reasonable and supportable forecasting with reversion to long-term historical loss after two years, and in-depth portfolio analysis. For economic forecasts, the Company uses scenarios from an independent third party. Expected loss estimates consider various factors, including the impacts of decreased economic activity and higher unemployment rates, customer-specific credit information, and the potential mitigating benefits of government stimulus and industry-wide loan modification efforts.

It is our policy to assign internal risk grades to all loans as a component of the approval process. Based on the size of the loan, senior credit officers, regional credit administrators, and the Chief Credit Officer review the classification to ensure accuracy and consistency of classifications, which are then validated by the internal loan review process. Loan classifications are internally reviewed to determine if any changes in the circumstances of the loan require a different risk grade. To determine the most appropriate risk grade classification for each loan, the credit officers examine the borrower's liquidity level, asset quality, the amount of the borrower's other indebtedness, cash flow, earnings, sources of financing, and existing lending relationships. The allowances established for expected losses on specific loans are based on a regular analysis and evaluation of classified loans.

Allowance for credit losses - off-balance-sheet credit exposures: The allowance for credit losses on off-balance-sheet credit exposures is a liability account representing expected credit losses over the contractual period for which we are exposed to credit risk resulting from a contractual obligation to extend credit. No allowance is recognized if we have the unconditional right to cancel the obligation. The allowance is reported as a component of other liabilities in our Consolidated Balance Sheets. Adjustments to the allowance are reported in our Consolidated Statements of Income as a component of the provision for credit loss expense.

Loans acquired: Loans acquired through the completion of a transfer, including loans acquired in a business combination, which have evidence of more-than-insignificant deterioration of credit quality since origination, are initially recorded at the purchase price plus the allowance for credit losses expected at the time of acquisition. The Day 1 allowance for credit losses established for loans identified with more-than-insignificant deterioration in credit quality since origination has no income statement impact and is allocated to each individual loan regardless of whether the initial allowance was determined on an individual or collective basis at the time of acquisition. PCD loans are pooled based on similar risk characteristics unless individual assessment is required in the same manner as the Company's originated loans. Subsequent to the initial recording, PCD loans are evaluated each reporting period for credit losses in accordance with the Allowance for Credit Losses Policy, and the initial allowance is adjusted for any change in the estimate of expected credit losses and recognized immediately into net income through the provision for credit losses. The noncredit discount or premium determined at the acquisition date is allocated to each individual loan and accreted or amortized into income using the effective interest rate method or the cost recovery method when a reasonable expectation of the amount expected to be collected is unknown.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Purchased loans not deemed PCD at acquisition are recorded at fair value. Non-PCD loans are aggregated and accounted for based on common risk characteristics in the same manner as the Company's originated loans for purposes of determining an allowance for credit loss. Any established allowance for credit loss is recognized in net income through the provision for credit losses at the initial and subsequent reporting dates. The noncredit discount or premium determined at the acquisition date is allocated to each individual loan and accreted or amortized into income using the effective interest rate method or the cost recovery method when a reasonable expectation of the amount expected to be collected is unknown.

Mortgage loans held for sale: For 2021, loans originated and intended for sale in the secondary market using "best efforts" delivery are carried at the lower of cost or estimated fair value. Net unrealized losses, if any, are recognized through a valuation allowance by charges to income. Loans originated and intended for sale in the secondary market using "mandatory" delivery are carried at estimated fair value. Effective January 1, 2022, all loans originated and intended for sale in the secondary market are carried at estimated fair value. When the market is favorable, we sell mortgage loans under both "mandatory" and "best efforts" delivery programs.

Premises and equipment: Premises and equipment are stated at cost, less accumulated depreciation. Leasehold improvements are amortized over the lives of the respective leases or the estimated useful life of the leasehold improvement, whichever is less.

For financial reporting purposes, depreciation is computed by the straight-line method over the estimated useful lives of the assets. For income tax purposes, the modified accelerated cost recovery system is used. Costs of maintenance and repairs are charged to expense as incurred. Costs of replacing structural parts of major units are considered individually and are expensed or capitalized as the facts dictate.

Fixed assets may be retired and disposed of by sale, trade, abandonment, or through a casualty loss such as a fire or storm. At retirement, the cost of the asset and its related accumulated depreciation are removed from the accounts. The type of disposal will determine the specific treatment of the asset.

Leases: Right of use assets represent the Company's right to use an underlying asset during the lease term and lease liabilities represent its obligation to make lease payments arising from the lease. Lease terms typically comprise contractual terms, but may include extension options reasonably certain of being exercised at lease inception. Payments are discounted using the rate the Company would pay to borrow amounts equal to the lease payments over the lease term (the Company's incremental borrowing rate). The Company does not separate lease and non-lease components for contracts in which it is the lessee.

Operating leases in which the Company is the lessee are recorded as operating lease ROU assets and operating lease liabilities, and are included in other assets and other liabilities, respectively, on the Consolidated Balance Sheets. Operating lease expense is recognized on a straight-line basis over the lease term, while variable lease payments are recognized as incurred. Common area maintenance and other executory costs are the main components of variable lease payments. Operating and variable lease expenses are recorded in net occupancy expense on the Consolidated Statements of Income.

Finance leases in which the Company is the lessee are recorded as finance lease ROU assets and finance lease liabilities and are included in other assets and other liabilities, respectively, on our Consolidated Balance Sheets. Finance lease expense comprises amortization of the ROU asset, which is recognized on a straight-line basis over the lease term and recorded in net occupancy expense on the Consolidated Statements of Income, and the implicit interest accreted on the lease liability, which is recognized using the effective interest method over the lease term and recorded in interest expense on our Consolidated Statements of Income.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Goodwill and other intangibles: Goodwill is not subject to amortization, but is subject to an annual assessment for impairment by applying a fair-value-based test as required by FASB ASC 350, *Goodwill and Other Intangible Assets*. Additionally, under ASC 350, acquired intangible assets are separately recognized if the benefit of the assets can be sold, transferred, licensed, rented, or exchanged, and amortized over their useful life.

Goodwill is tested for impairment at the reporting unit level on an annual basis as of August 31, or more often if events or circumstances indicate there may be impairment. In accordance with ASC 350, the Company assesses qualitative factors to determine whether it is more likely than not the fair value of the reporting unit was less than its carrying amount. If the Company concludes the carrying amount exceeds the implied fair value, based on the qualitative assessment, a quantitative one-step impairment test will then be applied. An impairment loss will be recognized for any excess of the carrying value over fair value of goodwill. Subsequent increases in goodwill are not recognized in the Consolidated Financial Statements.

Significant judgment is applied when goodwill is assessed for impairment. This judgment includes developing cash flow projections, selecting appropriate discount rates, identifying relevant market comparables, and incorporating general economic and market conditions. Selection and weighting of the various fair value techniques may result in a higher or lower fair value. Judgment is applied in determining the weightings most representative of fair value.

Intangible assets are amortized or tested for impairment based on whether they have finite or indefinite lives. Intangibles that have finite lives are amortized on a straight-line basis over their useful life and tested for impairment whenever events or circumstances indicate the carrying amount of the assets may not be recoverable. Intangibles with indefinite lives are tested annually for impairment. Note 9 provides additional information related to goodwill and other intangible assets.

Other real estate owned: OREO, which is included in other assets on the Consolidated Balance Sheet, consists primarily of commercial and residential real estate that has been obtained in partial or full satisfaction of loan obligations. When transferred from the loan portfolio, OREO is adjusted to fair value less estimated selling costs, with any difference between the fair value of the property, less estimated selling costs, and the carrying value of the loan recorded through a charge to the allowance for credit losses. Subsequent write-downs required for declines in value are recorded through a valuation allowance, or taken directly to the asset, charged to other noninterest expense.

Transfers of financial assets: Transfers of financial assets are accounted for as sales when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when (i) the asset has been isolated from the Company, (ii) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred asset, and (iii) the Company does not maintain effective control over the transferred asset.

Credit-related financial instruments: In the ordinary course of business, the Company has entered into commitments to extend credit, including commitments under credit card arrangements, commercial letters of credit, and standby letters of credit. Such financial instruments are recorded when they are funded. They are considered in calculating the provision for credit losses, and any reserve is recognized in other liabilities.

Interest rate lock commitments and TBA MBSs: The Company enters into rate lock commitments with its mortgage customers whereby the interest rate on the mortgage loan is determined prior to funding. The commitments are generally for periods of 60 days and are at market rates. The Company is also a party to sales of TBA MBSs. The rate lock commitment and MBS position are undesignated derivatives and marked to fair value through earnings. Both the rate lock commitment and the corresponding MBSs are considered derivatives, but are not accounted for using hedge accounting. As such, changes in the estimated fair value of the derivatives are

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

recorded in current earnings and included in net residential mortgage banking income in the Consolidated Statements of Income.

We sell mortgage loans under both "mandatory" and "best efforts" delivery programs. Under "best efforts," in order to mitigate risk from interest rate fluctuations, the Company enters into forward loan sale commitments on a loan-by-loan basis while the loan is in the pipeline. Effective January 1, 2022, the Company elected the fair value option on forward loan sales commitments on closed loans. Under the "mandatory" delivery system, loans with interest rate locks are paired with the sale of TBA MBSs bearing similar attributes. We commit to deliver loans to an investor at an agreed-upon price after the close of such loans.

Revenue recognition: Revenue earned on interest-earning assets is recognized based on the effective yield of the financial instrument. Revenue recognized from contracts with customers, which is accounted for under ASC 606, is primarily included in the Company's noninterest income. Interest income and certain other types of noninterest income are accounted for under other applicable accounting standards.

Service charges on deposit accounts are recognized as charged. Credit-related fees, including letter of credit fees, are recognized in noninterest income when earned. See Note 17 for additional information about revenue from contracts with customers.

Income recognition on nonaccrual loans: Commercial loans are generally classified as nonaccrual when full collection of principal and interest becomes doubtful, or if they are past due as to maturity or payment of principal or interest for a period of more than 90 days, whichever occurs first, unless such loans are well-secured and in the process of collection. Residential mortgage loans and other consumer loans are classified as nonaccrual when full collection of principal and interest becomes doubtful, or if they are past due as to maturity or payment of principal or interest for a period of more than 120 days, whichever occurs first, unless the debt is both well-secured and in the process of collection. If a loan or a portion of a loan is classified as doubtful or is partially charged off, the loan is generally classified as nonaccrual. Loans that are on a current payment status or past due less than 90 days may also be classified as nonaccrual, if repayment in full of principal and/or interest is unlikely.

While a loan is classified as nonaccrual and the probability of collecting the recorded loan balance is doubtful, collections of interest and principal are generally applied as a reduction to principal outstanding. When the probability of collecting the recorded loan balance is expected, interest income may be recognized on a cash basis. In the case where a nonaccrual loan had been partially charged off, recognition of interest on a cash basis is limited to that which would have been recognized on the recorded loan balance at the contractual interest rate. Cash interest receipts in excess of that amount are recorded as recoveries to the allowance for loan losses until prior charge-offs have been fully recovered.

Nonaccruing loans that are modified can be placed back on accrual status when both principal and interest are current, there is a sustained repayment performance of six months or longer, and it is probable that we will be able to collect all amounts due (both principal and interest) according to the terms of the loan agreement.

Advertising costs: Advertising costs are expensed as incurred.

Segment information: Operating segments as defined by ASC 280, *Segment Reporting*, are components of an enterprise for which separate financial information is available that is evaluated regularly by the chief operating decision-maker in deciding how to allocate resources and in assessing performance. The accounting policies of operating segments are the same as those described elsewhere in this footnote. Revenue for all segments is derived from external sources. See Note 28 for further discussion of the Company's operating segments.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Mergers and acquisitions: Mergers and acquisitions are accounted for using the acquisition method, as required by ASC 805, *Business Combinations*. Under this method, the cost of the acquired entity will be allocated to the assets acquired and liabilities assumed based on their fair values at the date of acquisition. The excess of the cost over the fair value of the acquired net assets is recognized as goodwill, and any merger-related costs are expensed as incurred. See Note 2 for further discussion on the Company's mergers and acquisitions.

Income taxes: Income taxes are accounted for under the asset and liability method. Under this method, deferred tax assets and liabilities are determined based on differences between financial reporting and tax bases of assets and liabilities that result in future taxable or deductible amounts. The effect on deferred taxes of a change in tax rates is recognized in the year of enactment and is measured using the enacted tax rates and laws that will be in effect when the differences are expected to reverse. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized in the near term. Note 23 provides additional information on the Company's income taxes.

Comprehensive income: Accounting principles generally require that recognized revenue, expenses, gains, and losses be included in net income or loss. Although certain changes in assets and liabilities, such as unrealized gains and losses on available-for-sale securities, are reported as a separate component of the equity section of the balance sheet, such items, along with the operating net income or loss, are components of comprehensive income or loss. Other comprehensive income or loss includes unrealized gains and losses on available-for-sale securities and actuarial gains and losses on our SERP and other postretirement benefit plans.

Share-based compensation: The Company has a share-based employee compensation plan, which is described in more detail in Note 15. The Company accounts for the plan using the fair value method, which requires that compensation cost relating to stock-based payment transactions be recognized in the financial statements over the vesting period. The compensation cost is measured based on the fair value of the instruments issued.

Earnings per share: Basic earnings per share are computed by dividing earnings available to common shareholders by the weighted-average number of common shares outstanding for the year, less the average number of nonvested restricted stock awards. Diluted earnings per share reflect potential dilution from the issuance of additional shares of common stock caused by the exercise of stock options and restricted stock awards. See Note 29 for further discussion on the Company's earnings per share.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Recent accounting pronouncements:

Accounting standards not yet adopted		
Standard	Summary of guidance	Effects on financial statements
Topic 326 - Financial Instruments - Credit Losses Subtopic 310-40 Troubled Debt Restructurings and Subtopic 326-20 Vintage Disclosures ASU 2022 - 02 Issued March 2022	Issue 1: Eliminates the accounting guidance for TDRs by creditors in Subtopic 310-40, while enhancing disclosure requirements for certain loan refinances and restructurings by creditors when a borrower is experiencing financial difficulty. Issue 2: Update requires disclosure of current-period gross writeoffs by year of origination for financing receivables and net investments in leases within the scope of Subtopic 326-20.	Effective for interim and annual periods beginning after December 15, 2022. An entity may elect to adopt the amendments about TDRs and related disclosure enhancements separately from the amendments related to vintage disclosures. The Company adopted the provisions related to Issue 2: Subtopic 326-20, effective December 31, 2022. The adoption of provisions related to Issue 2 did not have a material impact on the Company's Consolidated Financial Statements The Company has not adopted the provisions related to Issue 1: Subtopic 310-40 and is currently evaluating the impact it will have on its Consolidated Financial Statements, but does not expect the adoption of this guidance to have a material impact.
Topic 848 - Reference Rate Reform - Facilitation of the Effects of Reference Rate Reform on Financial Reporting ASU 2020 - 04 Issued March 2020 ASU 2021-01 Issued January 2021 ASU 2022-06 Issued December 2022	Provides optional guidance for a limited period of time to ease the potential burden in accounting for (or recognizing the effects of) reference rate reform on financial reporting. In response to concerns about structural risks of interbank offered rates, and, particularly, the risk of cessation of the LIBOR, these ASUs provide optional expedients and exceptions for applying GAAP to contracts, hedging relationships, and other transactions affected by reference rate reform, if certain criteria are met. Clarifies that certain optional expedients and exceptions in Topic 848 do apply to derivatives that are affected by the discounting transition. The amendments in ASU 2022-06, which were effective upon issuance, defer the sunset date provision from December 31, 2022 to December 31, 2024.	Effective for March 12, 2020, through December 31, 2024. An entity may elect to apply the amendments for contract modifications as of any date from the beginning of an interim period that includes, or is subsequent to, March 12, 2020, or prospectively from a date within the interim period that includes, or is subsequent to, March 12, 2020, up to the date that the financial statements are available to be issued. Once elected, the amendments in this Update must be applied prospectively for all eligible contract modifications. The Company does not expect this pronouncement to have a material impact on its Consolidated Financial Statements.

NOTE 2. MERGERS AND ACQUISITIONS

Venture Resorts, Inc.: Effective July 1, 2021, the Company acquired Venture Resorts, Inc., an independent resort property management company that was merged with the operations of Towne Vacations Venture Resorts, LLC, a division of TowneBank's Realty segment. The acquisition was accounted for as a business combination under the

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

acquisition method of accounting in accordance with ASC 805, *Business Combinations*, and, as such, the assets acquired and liabilities assumed in the transaction were recorded at their respective fair values as of the acquisition date. The results of operations of the acquired business are included in the Company's Consolidated Statements of Income commencing July 1, 2021.

George Johnson Insurance Agency, Inc.: Effective December 31, 2020, the Company acquired G. Johnson, an independent insurance agency, which was merged into the operations of Towne Insurance Agency, LLC, a wholly owned subsidiary of TowneBank. The acquisition was accounted for as a business combination under the acquisition method of accounting in accordance with ASC 805, *Business Combinations*, and, as such, the assets acquired and liabilities assumed in the transaction were recorded at their respective fair values as of the acquisition date. The results of operations of the acquired business were included in the Company's Consolidated Statements of Income commencing December 31, 2020.

These acquisitions, when considered individually or in the aggregate under relevant disclosure guidance, do not require the presentation of separate pro forma financial information and related disclosures and are not material to the financial statements as a whole.

NOTE 3. INVESTMENT SECURITIES

AFS debt securities are carried at fair value, with unrealized holding gains and losses reported in other comprehensive income, net of tax. HTM debt securities are carried at amortized cost. Interest income on debt securities includes the amortization of purchase premiums and discounts. Premiums and discounts on securities are generally amortized on the effective yield method without anticipating prepayments, except for MBSs where prepayments are anticipated. Premiums on callable debt securities are amortized to their earliest call date. Gains and losses on sales are recorded on the trade date and determined using the specific identification method.

Debt securities are evaluated individually at each trade level. A debt security is placed on nonaccrual status at the time any principal or interest payments become 90 days delinquent. Interest accrued but not received for a security placed on nonaccrual is reversed against interest income on a timely basis. At a minimum, debt securities are evaluated for potential losses on a quarterly basis, and more frequently, if deemed necessary. We charge off any portion of an investment security we determine to be uncollectible. The amortized cost basis, excluding accrued interest, is charged off through the allowance for credit losses. Accrued interest is charged off as a reduction to interest income. Recoveries of previously charged-off principal amounts are recognized in our provision for credit losses when received.

Available-for-sale debt securities

The Company elected not to measure an allowance for credit losses for accrued interest receivables because uncollectible accrued interest receivables are written off in a timely manner and, as such, the accrued interest receivable on AFS debt securities amounting to \$9.65 million as of December 31, 2022, and \$6.19 million as of December 31, 2021, was excluded from the estimate of expected credit loss and included in other assets.

As of December 31, 2022, we have recognized no credit losses on Company-held MBSs issued by GSEs, U.S. government sponsored agency securities, and U.S. treasury securities because these securities are either explicitly or implicitly guaranteed by the U.S. government, are highly rated by major rating agencies, and have a long history of no credit losses. As such, the Company has excluded them, under the zero risk of loss expectation, from the impairment analysis under ASC 326-30.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Held-to-maturity debt securities

As of December 31, 2022, no credit losses on Company-held MBSs issued by GSEs, U.S. government sponsored agency securities, and U.S. treasury securities have been recognized because these securities are either explicitly or implicitly guaranteed by the U.S. government, are highly rated by major rating agencies, and have a long history of no credit losses. As such, the Company has excluded them under the zero risk of loss exception in the allowance for credit losses under ASC 326-20.

For HTM debt securities not implicitly or explicitly guaranteed by the U.S. government, the Company measures expected credit losses on a collective basis, by major security type with each type sharing similar characteristics, utilizing published statistical information from annual default and recovery tables. Accrued interest receivable on HTM debt securities totaling \$2.44 million as of December 31, 2022, and \$0.60 million as of December 31, 2021, was included in other assets and excluded from the estimate of expected credit losses. At December 31, 2022, all HTM debt securities are current for both principal and interest. There were no in-scope collateral-dependent HTM debt securities at December 31, 2022.

Available-for-sale debt securities

The following table summarizes amortized cost and fair values of AFS debt securities as of the dates indicated (dollars in thousands):

December 31, 2022	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Allowance for Credit Losses	Fair Value
U.S. agency securities	\$ 322,259	\$ 526	\$ (28,891)	\$ —	\$ 293,894
U.S. Treasury notes	27,891	—	(1,198)	—	26,693
Municipal securities	483,461	165	(52,327)	(351)	430,948
Trust preferred and other corporate securities	86,736	181	(8,481)	(735)	77,701
MBS issued by GSEs and GNMA	1,112,693	239	(101,266)	—	1,011,666
Total available-for-sale securities	<u>\$ 2,033,040</u>	<u>\$ 1,111</u>	<u>\$ (192,163)</u>	<u>\$ (1,086)</u>	<u>\$ 1,840,902</u>
December 31, 2021	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Allowance for Credit Losses	Fair Value
U.S. agency securities	\$ 311,665	\$ 1,293	\$ (2,371)	\$ —	\$ 310,587
U.S. Treasury notes	1,000	—	—	—	1,000
Municipal securities	375,327	13,075	(2,729)	(104)	385,569
Trust preferred and other corporate securities	53,484	805	(339)	(106)	53,844
MBS issued by GSEs and GNMA	1,047,377	16,881	(9,075)	—	1,055,183
Total available-for-sale securities	<u>\$ 1,788,853</u>	<u>\$ 32,054</u>	<u>\$ (14,514)</u>	<u>\$ (210)</u>	<u>\$ 1,806,183</u>

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table summarizes realized gains and losses on the sale of AFS debt securities as of the dates indicated (dollars in thousands):

	December 31, 2022	December 31, 2021	December 31, 2020
Gross gains	\$ —	\$ 1,252	\$ 10,649
Gross (losses)	—	—	(1,015)
Net gains (losses)	<u>\$ —</u>	<u>\$ 1,252</u>	<u>\$ 9,634</u>
Sales proceeds	\$ —	\$ 18,819	\$ 347,757

Held-to-maturity debt securities

The following table summarizes amortized cost and fair values of HTM debt securities as of the dates indicated (dollars in thousands):

December 31, 2022	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Allowance for Credit Losses
U.S. agency securities	\$ 101,092	\$ —	\$ (8,897)	\$ 92,195	\$ —
U.S. Treasury notes	433,866	—	(20,462)	413,404	—
Trust preferred and other corporate securities	2,223	85	—	2,308	(75)
Municipal securities	5,181	235	—	5,416	(8)
MBS issued by GSE	6,113	—	(443)	5,670	—
Total held-to-maturity securities	<u>\$ 548,475</u>	<u>\$ 320</u>	<u>\$ (29,802)</u>	<u>\$ 518,993</u>	<u>\$ (83)</u>
December 31, 2021	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Allowance for Credit Losses
U.S. agency securities	\$ 73,360	\$ 67	\$ (33)	\$ 73,394	\$ —
U.S. Treasury notes	66,326	—	(73)	66,253	—
Trust preferred and other corporate securities	2,272	252	—	2,524	(84)
Municipal securities	5,095	1,067	—	6,162	(10)
MBS issued by GSE	7,168	175	—	7,343	—
Total held-to-maturity securities	<u>\$ 154,221</u>	<u>\$ 1,561</u>	<u>\$ (106)</u>	<u>\$ 155,676</u>	<u>\$ (94)</u>

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Maturities of debt securities

Expected maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties. The amortized cost and estimated fair value of debt securities are shown by contractual maturity (including MBSs) as of the dates indicated, in the following table (dollars in thousands):

December 31, 2022	Available for Sale		Held to Maturity	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
Due in one year or less	\$ 12,513	\$ 12,323	\$ 29	\$ 29
Due after one year through five years	337,797	308,058	532,759	503,684
Due after five years through ten years	897,849	808,611	13,623	13,216
Due after ten years	784,881	711,910	2,064	2,064
	<u>\$ 2,033,040</u>	<u>\$ 1,840,902</u>	<u>\$ 548,475</u>	<u>\$ 518,993</u>

December 31, 2021	Available for Sale		Held to Maturity	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
Due in one year or less	\$ 25,963	\$ 26,415	\$ 43	\$ 43
Due after one year through five years	154,061	157,793	146,404	146,527
Due after five years through ten years	1,004,265	1,013,847	5,595	6,913
Due after ten years	604,564	608,128	2,179	2,193
	<u>\$ 1,788,853</u>	<u>\$ 1,806,183</u>	<u>\$ 154,221</u>	<u>\$ 155,676</u>

The following table reflects the gross unrealized losses and fair values of AFS debt securities without an allowance for credit losses, aggregated by investment category and length of time that individual securities have been in continuous unrealized loss position as of the dates indicated (dollars in thousands):

December 31, 2022		Less than 12 months		12 months or more		Total	
		Fair Value	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses
Description of Securities	Number						
U.S. agency securities	38	\$ 95,259	\$ (6,667)	\$ 132,595	\$ (22,224)	\$ 227,854	\$ (28,891)
U.S. Treasury notes	2	25,753	(1,134)	940	(64)	26,693	(1,198)
Municipal securities	57	114,781	(8,376)	38,381	(6,689)	153,162	(15,065)
MBSs issued by GSEs and GNMA	185	543,806	(41,783)	441,704	(59,483)	985,510	(101,266)
Total AFS securities	282	<u>\$ 779,599</u>	<u>\$ (57,960)</u>	<u>\$ 613,620</u>	<u>\$ (88,460)</u>	<u>\$ 1,393,219</u>	<u>\$ (146,420)</u>

December 31, 2021		Less than 12 months		12 months or more		Total	
		Fair Value	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses
Description of Securities	Number						
U.S. agency securities	23	\$ 148,150	\$ (830)	\$ 51,535	\$ (1,541)	\$ 199,685	\$ (2,371)
Municipal securities	20	58,314	(672)	15,950	(496)	74,264	(1,168)
MBSs issued by GSEs and GNMA	63	436,805	(6,846)	73,913	(2,229)	510,718	(9,075)
Total AFS securities	106	<u>\$ 643,269</u>	<u>\$ (8,348)</u>	<u>\$ 141,398</u>	<u>\$ (4,266)</u>	<u>\$ 784,667</u>	<u>\$ (12,614)</u>

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table is a roll-forward of our allowance for credit losses on AFS debt securities as of the dates indicated (dollars in thousands):

Twelve Months Ended December 31, 2022	Municipal Securities	Trust Preferred and Other Corporate Securities	Total
Beginning balance	\$ 104	\$ 106	\$ 210
Provision for credit losses	247	629	876
Ending balance	\$ 351	\$ 735	\$ 1,086

Twelve Months Ended December 31, 2021	Municipal Securities	Trust Preferred and Other Corporate Securities	Total
Beginning balance	\$ 10	\$ 338	\$ 348
Provision for credit losses	94	(232)	(138)
Ending balance	\$ 104	\$ 106	\$ 210

We monitor the credit quality of HTM debt securities through the use of credit ratings. These ratings are updated on a monthly basis, and were last updated December 31, 2022. The following table reflects the credit ratings aggregated by investment category for HTM debt securities as of the dates indicated (dollars in thousands):

December 31, 2022	Credit Ratings						
Description of Securities	AAA	AA+	AA-	A+ to A-	BBB+ to BBB-	BB+ and below	Total
U.S. agency securities	\$ 101,092	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 101,092
U.S. Treasury notes	433,866	—	—	—	—	—	433,866
Municipal securities	1,747	3,180	254	—	—	—	5,181
Trust preferred and other corporate securities	—	—	—	—	2,223	—	2,223
Mortgage-backed securities issued by GSEs	6,113	—	—	—	—	—	6,113
Total	\$ 542,818	\$ 3,180	\$ 254	\$ —	\$ 2,223	\$ —	\$ 548,475

December 31, 2021	Credit Ratings						
Description of Securities	AAA	AA+	AA-	A+ to A-	BBB+ to BBB-	BB+ and below	Total
U.S. agency securities	\$ 73,360	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 73,360
U.S. Treasury notes	66,326	—	—	—	—	—	66,326
Municipal securities	1,676	3,419	—	—	—	—	5,095
Trust preferred and other corporate securities	—	—	—	—	2,272	—	2,272
Mortgage-backed securities issued by GSEs	7,168	—	—	—	—	—	7,168
Total	\$ 148,530	\$ 3,419	\$ —	\$ —	\$ 2,272	\$ —	\$ 154,221

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table provides a breakdown, by major security type and year of origination, for our HTM debt securities as of the dates indicated (dollars in thousands):

December 31, 2022

Description of Securities	2022	2021	2020	2019	2018	Prior	Total
U.S. agency securities	\$ 27,320	\$ 73,772	\$ —	\$ —	\$ —	\$ —	\$ 101,092
U.S. Treasury notes	369,205	64,661	—	—	—	—	433,866
Municipal securities	—	—	—	—	—	5,181	5,181
Trust preferred and other corporate securities	—	—	—	1,723	—	500	2,223
Mortgage-backed securities issued by GSEs	—	—	—	—	—	6,113	6,113
Total	<u>\$ 396,525</u>	<u>\$ 138,433</u>	<u>\$ —</u>	<u>\$ 1,723</u>	<u>\$ —</u>	<u>\$ 11,794</u>	<u>\$ 548,475</u>

December 31, 2021

Description of Securities	2021	2020	2019	2018	2017	Prior	Total
U.S. agency securities	\$ 73,360	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 73,360
U.S. Treasury notes	66,326	—	—	—	—	—	66,326
Municipal securities	—	—	—	—	—	5,095	\$ 5,095
Trust preferred and other corporate securities	—	—	1,772	—	—	500	2,272
Mortgage-backed securities issued by GSEs	—	—	—	—	—	7,168	7,168
Total	<u>\$ 139,686</u>	<u>\$ —</u>	<u>\$ 1,772</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 12,763</u>	<u>\$ 154,221</u>

The following table is a roll-forward of our allowance for credit losses on HTM debt securities as of the dates indicated (dollars in thousands):

Twelve Months Ended December 31, 2022	Municipal Securities	Trust Preferred and Other Corporate Securities	Total
Beginning balance	\$ 10	\$ 84	\$ 94
Provision for credit losses	(2)	(9)	(11)
Ending balance	<u>\$ 8</u>	<u>\$ 75</u>	<u>\$ 83</u>

Twelve Months Ended December 31, 2021	Municipal Securities	Trust Preferred and Other Corporate Securities	Total
Beginning balance	\$ 12	\$ 85	\$ 97
Provision for credit losses	(2)	(1)	(3)
Ending balance	<u>\$ 10</u>	<u>\$ 84</u>	<u>\$ 94</u>

Equity securities

We hold certain securities that do not have a readily determinable fair value and are recognized using cost or other measurement principles. These equity securities include FHLB stock, private equity, and tax credit investments. At December 31, 2022, FHLB stock totaled \$9.62 million and other equity securities totaled \$6.42 million. At December 31, 2021, FHLB stock totaled \$13.15 million and other equity securities totaled \$6.76 million. No impairments or adjustments have been recorded on these investments.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The Company is required to maintain an investment in the capital stock of the FHLB. This stock is stated at cost, since it is a restricted security without readily determinable fair value. Based on the Company's review of the credit quality of the institution, the institution's ability to repurchase shares, and the Company's carrying value in the shares, the Company does not consider this investment impaired.

Pledged securities

At December 31, 2022, and December 31, 2021, the Company had investment securities with market values of \$440.60 million and \$375.55 million, respectively, pledged to secure federal, state, and municipal deposits. Additionally, the Company had \$8.26 million and \$0, respectively, in investment securities pledged to secure borrowings from the FHLB at December 31, 2022 or 2021. The Company also had \$66.61 million in investment securities pledged against repurchase agreements with commercial customers at December 31, 2022, compared to \$110.12 million at December 31, 2021.

NOTE 4. LOANS

The Company grants commercial, real estate, and consumer loans to customers throughout our lending area. Although the Company has a diversified loan portfolio, a substantial portion of the Company's debtors' abilities to honor their contracts is dependent upon the economic environment of the lending area.

The following table presents loan balances by major classification as of the date indicated (in thousands):

	December 31, 2022 (1)	December 31, 2021 (1)
Commercial Real Estate		
Construction and land development	\$ 1,428,376	\$ 1,125,863
Owner occupied	1,580,099	1,494,000
Non-owner occupied	2,830,620	2,620,334
Multi-family	496,190	332,659
Total Commercial Real Estate	6,335,285	5,572,856
Residential 1- 4 family	1,634,062	1,305,915
HELOC	395,526	380,834
Commercial and industrial business	1,256,697	1,206,911
Government	512,265	525,358
Indirect	568,190	394,802
Consumer loans and other	92,577	119,576
Loans, net of unearned income and deferred costs	\$ 10,794,602	\$ 9,506,252

(1) Paycheck Protection Program loans totaling \$0.05 billion and \$0.16 billion, primarily in C&I, are included in the December 31, 2022, and December 31, 2021, balances, respectively.

Deferred loan costs in excess of unearned loan income was \$0.66 million at December 31, 2022, compared to unearned loan income in excess of loan costs of \$5.71 million at December 31, 2021. Unearned loan income on PPP totaled \$0.83 million at December 31, 2022, and \$4.16 million at December 31, 2021. Unaccreted discounts on PCD loans were \$3.54 million and \$5.96 million at December 31, 2022 and 2021, respectively. Unaccreted discounts on non-PCD loans were \$2.43 million and \$4.09 million at December 31, 2022 and 2021, respectively. There were \$6.27 million and \$5.97 million in nonaccrual loans at December 31, 2022 and 2021, respectively. The Company would have earned \$0.36 million in 2022, and \$0.10 million in 2021, if interest on the loans had

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

been accruing. Of total loans, \$3.08 billion was pledged as collateral to secure overnight borrowings with the FHLB at December 31, 2022.

Nonaccrual Loans

When loans are placed on nonaccrual status, interest receivable is reversed against interest income recognized in the current period, and any prior-year unpaid interest is charged off against the allowance for credit losses. Interest payments received thereafter are applied as a reduction of the remaining principal balance as long as doubt exists as to the ultimate collection of the principal. Loans are removed from nonaccrual status when they become current as to both principal and interest and when the collection of principal or interest is no longer doubtful.

Troubled Debt Restructuring

A TDR loan is a loan that has been modified, for reasons related to a borrower's financial difficulties, which the Company would not otherwise consider modifying. A loan is a TDR if both of the following conditions are met: (1) a creditor has granted a concession to the debtor, and (2) the debtor is experiencing financial difficulty. Loan modifications may be utilized when there is a reasonable chance that an appropriate modification would allow a borrower to continue servicing their debt. Loan terms that may be modified or restructured due to a borrower's financial situation include, but are not limited to, a reduction in the stated interest rate, an extension of the maturity or renewal of the loan at an interest rate below current market, a reduction in the face amount of the debt, a reduction in the accrued interest, or deferral of interest payments.

If the value of a TDR is determined to be less than the recorded investment in the loan, a valuation allowance is created with a corresponding charge-off. Measurement of the value of a TDR is generally based on the present value of expected future cash flows discounted at the loan's original effective interest rate before modification, or is based on the underlying collateral value less costs to sell, if repayment of the loan is collateral-dependent.

The Company determined that TDRs will continue to be pooled with other loans in the portfolio for purposes of estimating the ACL, as they share similar risk characteristics, unless the TDR no longer shares the common risk characteristics of its pool or if the concessions granted require a method for estimating expected credit losses that is inconsistent with the method applied to the pool. This method is used consistently for all segments of the portfolio.

At December 31, 2022, nonaccruing TDRs, which are included in nonperforming loans, totaled \$0.13 million and accruing TDRs totaled \$10.11 million. Nonaccruing loans that are modified can be placed back on accrual status when both principal and interest are current, there is a sustained repayment performance of six months or longer, and it is probable that we will be able to collect all amounts due (both principal and interest) according to the terms of the loan agreement.

For the year ended December 31, 2022, the Company had one owner occupied commercial real estate loan, with a pre- and post-modification balance of \$1.28 million, modified as a TDR. For the year ended December 31, 2021, there were no loans modified as TDRs. There were no loans restructured in the past 12 months that have subsequently defaulted. Restructured loans generally include terms to reduce the interest rate and extend payments.

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 5. ALLOWANCE FOR CREDIT LOSSES ON LOANS

The allowance for credit losses on loans is applied to amortized cost, which is defined as the amount at which a financing receivable is originated or acquired, adjusted for applicable accrued interest, accretion of discount, or amortization of premium, discount, and net of deferred fees and costs, collection of cash, and write-offs. ASC 326 allows a company to make a separate accounting policy election to exclude accrued interest receivable balances from the calculation of an allowance, contingent on the company having an accounting policy in place that results in the timely reversal, or write-off, of any unpaid accrued interest. The Company has such a policy in place, and has elected to exclude accrued interest from the calculation of its allowance for credit losses. Accrued interest receivable on loans excluded from the estimate of ECL and included in other assets was \$30.11 million and \$21.65 as of December 31, 2022 and 2021, respectively.

We charge off loans, or portions of loans, we determine to be uncollectible. The amortized cost basis, excluding interest, is charged off as a reduction to the allowance for credit losses. Accrued interest on loans determined to be uncollectible is reversed as a reduction of interest income. When received, recoveries of previously charged off amounts are recorded as an increase to the allowance for credit losses until prior charge-offs have been fully recovered.

Credit risk is inherent in the business of extending loans to borrowers and is continuously monitored by management and reflected within the allowance for credit losses for loans. The allowance for credit losses is an estimate of expected losses inherent within the Company's loans held for investment portfolio. In estimating the allowance for credit losses, loans with similar risk characteristics are aggregated into pools and collectively assessed. Risk characteristics for pooling include, but are not limited to: loan purpose, underlying collateral, and similarities in performance and structure. Some loans are not sufficiently similar in risk characteristics to other loans. These loans are excluded from collective evaluation and evaluated on an individual basis. Loans identified for individual assessment include: substandard loans equal to or greater than \$1.0 million, PCD loans with specific reserves, and/or loans identified as no longer sharing similar risk characteristics with other pooled loans. Individually assessed loans totaled \$22.31 million with specific reserves of zero at December 31, 2022, compared to \$16.89 million in individually assessed loans with specific reserves of \$0.34 million at December 31, 2021.

Our loan portfolio is divided into modeling segments, which are further broken down into portfolios:

Modeling Segment	Portfolio
CRE	Construction and development
	Commercial owner occupied
	Commercial non-owner occupied
	Multi-family
Resi-Mort	1 - 4 family mortgage and subordinated mortgage
HELOC	HELOC
C&I	Commercial and industrial
	Dealer floorplans
Government	Municipal loans / bonds
Indirect	Indirect auto
Consumer	Consumer and other loans

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

In determining ACL, the Company utilized two approaches:

- Risk parameter - PD, LGD, EAD
- Qualitative adjustment

For government and dealer floorplans, which have limited data history and limited history of defaults, baseline estimated credit losses are adjusted quantitatively to determine the allowance for credit losses. Baseline ECL is defined as the most likely scenario for financial outcome based on the current conditions of U.S. monetary policy, fiscal policy, U.S. dollar strength, and energy prices as provided through widely published macroeconomic modeling tools. For all other segments/portfolios, the Company builds an estimate of ECLs using an expected loss methodology that incorporates risk parameters which are derived from various vendor models, internally developed statistical models, or nonstatistical estimation approaches.

- PD - estimates the frequency of loss events by assigning probabilities of default within each period to each account
- LGD - calculates the loss severity for defaulted accounts relative to their exposure at the point of default
- EAD - calculates the exposure the account faces at default

PD is projected in these models or estimation approaches using loan-level and macroeconomic variables. Loan-level variables can include structural, performance, and credit variables such as amortization terms, balance, and credit scores, including age groupings. Macroeconomic variables, as detailed below, are sourced from third parties. Multiple outcomes are weighted based on the Company's economic outlook and incorporate relevant information about past events, current conditions, and reasonable and supportable forecasts. The weighting of the outcomes of economic scenarios involves significant judgment by management about the effects of matters that are inherently uncertain. Additionally, these weightings are subject to change between periods, and adjustments may be added to capture risk, based on management's assessment of the economic realities, and identified sensitivities, unique to the Company and its markets.

The Company's PD models share a common definition of default, which include loans that are 90 days past due, on nonaccrual status, and/or have a write-off or obligor bankruptcy. All of the Company's models utilize an eight-quarter reasonable and supportable forecast period followed by a four-quarter input reversion period. The Company's loan segments' LGD was developed from actual cumulative loss history. Based on model development results, the Company applies an average net charge-off rate for each modeling segment utilizing internal loss historical observations. For off-balance-sheet commitments, EAD includes estimates of amounts available to draw for loans considered not unconditionally cancellable. Calculations for EAD utilize a flat-rate assumption methodology based on median over time for C&I, consumer, and HELOC loans, and average utilization at default for CRE loans. No allowance for credit losses has been recognized for PPP loans because the loans are fully guaranteed by the SBA.

For most of the Company's loan segments, prepayment rate assumptions are based on prepayment patterns of pools with shared risk characteristics. Prepayment trends are sensitive to interest rates and the macroeconomic environment. While both fixed-rate and variable-rate loans are influenced by interest rates, variable rate loans are more heavily influenced by the macroeconomic environment. After quantitative expected loss estimates are calculated, management then adjusts these estimates to incorporate considerations of current trends and conditions that are not captured in the quantitative loss estimates through the use of qualitative and/or environmental factors.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table presents a roll-forward of the allowance for our on-balance-sheet credit losses on our loans held for investment, at amortized cost, for the years ended December 31, 2022 and 2021 (in thousands):

	Commercial Real Estate					
	Construction					
Twelve Months Ended	and	Owner	Non-Owner		Residential 1-4	
December 31, 2022	Development	Occupied	Occupied	Multi-Family	Family	HELOC
Beginning balance	\$ 18,337	\$ 12,760	\$ 25,487	\$ 1,828	\$ 18,014	\$ 14,550
Provision for credit losses	1,868	(2,168)	(9,240)	81	9,629	2,141
Write-offs	—	(2)	—	—	(10)	(50)
Recoveries	13	35	231	—	55	125
Net (write-offs) recoveries	13	33	231	—	45	75
Balance, end of period	\$ 20,218	\$ 10,625	\$ 16,478	\$ 1,909	\$ 27,688	\$ 16,766
	Commercial			Consumer and		
	and Industrial	Government	Indirect	Other	Total	
Beginning balance	\$ 6,935	\$ 3,458	\$ 2,133	\$ 2,557	\$ 106,059	
Provision for credit losses	3,103	(282)	2,145	243	7,520	
Write-offs	(3,380)	—	(398)	(34)	(3,874)	
Recoveries	254	—	292	106	1,111	
Net (write-offs) recoveries	(3,126)	—	(106)	72	(2,763)	
Balance, end of period	\$ 6,912	\$ 3,176	\$ 4,172	\$ 2,872	\$ 110,816	
	Commercial Real Estate					
	Construction					
Twelve Months Ended	and	Owner	Non-Owner		Residential 1-4	
December 31, 2021	Development	Occupied	Occupied	Multi-Family	Family	HELOC
Beginning balance	\$ 23,681	\$ 16,158	\$ 27,567	\$ 2,054	\$ 13,779	\$ 15,240
Provision for credit losses	(5,255)	(3,409)	(1,673)	(226)	3,944	(1,237)
Write-offs	(173)	(23)	(469)	—	(132)	(36)
Recoveries	84	34	62	—	423	583
Net (write-offs) recoveries	(89)	11	(407)	—	291	547
Balance, end of period	\$ 18,337	\$ 12,760	\$ 25,487	\$ 1,828	\$ 18,014	\$ 14,550
	Commercial			Consumer and		
	and Industrial	Government	Indirect	Other	Total	
Beginning balance	\$ 11,056	\$ 2,334	\$ 2,901	\$ 5,387	\$ 120,157	
Provision for credit losses	(4,038)	1,124	(661)	(2,840)	(14,271)	
Write-offs	(295)	—	(482)	(60)	(1,670)	
Recoveries	212	—	375	70	1,843	
Net (write-offs) recoveries	(83)	—	(107)	10	173	
Balance, end of period	\$ 6,935	\$ 3,458	\$ 2,133	\$ 2,557	\$ 106,059	

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table presents a roll-forward of the allowance for off-balance-sheet exposure for the years ended December 31, 2022 and 2021, related to loans held for investment, which is carried in other liabilities on our Consolidated Balance Sheets (in thousands):

Twelve Months Ended December 31, 2022	Commercial Real Estate					
	Construction and Development	Owner Occupied	Non-Owner Occupied	Multi-Family	Residential 1-4 Family	HELOC
Beginning balance	\$ 640	\$ 341	\$ 331	\$ 40	\$ —	\$ 2,568
Provision for credit losses	8	(64)	(47)	(9)	—	392
Ending balance	\$ 648	\$ 277	\$ 284	\$ 31	\$ —	\$ 2,960

Twelve Months Ended December 31, 2021	Commercial and Industrial			Consumer and Other		Total
	Government	Indirect				
Beginning balance	\$ 1,434	\$ —	\$ —	\$ 1,528	\$ 6,882	
Provision for credit losses	(149)	—	—	91	222	
Ending balance	\$ 1,285	\$ —	\$ —	\$ 1,619	\$ 7,104	

Twelve Months Ended December 31, 2021	Commercial Real Estate					
	Construction and Development	Owner Occupied	Non-Owner Occupied	Multi-Family	Residential 1-4 Family	HELOC
Beginning balance	\$ 1,535	\$ 212	\$ 265	\$ 40	\$ —	\$ 2,686
Provision for credit losses	(895)	129	66	—	—	(118)
Ending balance	\$ 640	\$ 341	\$ 331	\$ 40	\$ —	\$ 2,568

Twelve Months Ended December 31, 2021	Commercial and Industrial			Consumer and Other		Total
	Government	Indirect				
Beginning balance	\$ 2,903	\$ —	\$ —	\$ 1,603	\$ 9,244	
Provision for credit losses	(1,469)	—	—	(75)	(2,362)	
Ending balance	\$ 1,434	\$ —	\$ —	\$ 1,528	\$ 6,882	

Our provision for credit losses on funded and unfunded loan exposures was an expense of \$7.74 million in the year ended December 31, 2022, compared to a provision benefit of \$16.63 million in the year ended December 31, 2021, and a provision expense of \$66.96 million in the year ended December 31, 2020.

For the year ended December 31, 2022, our ACL increased in response to loan growth, adjustments in the economic forecasts, and portfolio changes. Total loans have increased \$1.29 billion, compared to December 31, 2021. Economic forecasting includes the use of models to consider various scenarios in evaluating economic risks. The primary factors considered in 2022 were:

- the economic outlook both nationally and for the metropolitan cities within our footprint;
- the Russia/Ukraine war and its impact on the price of oil and inflation;
- predicted federal funds rate increases;
- changes in Gross Domestic Product;
- changes in unemployment; and
- the ongoing impact of COVID-19.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Additional factors considered were changes in interest rates, risk ratings and charge-off activities, and inherent risks within specific loan groups.

Credit quality indicators

For commercial credits, the Company's internal credit risk grading analysis assesses the capability of the borrower to repay contractual obligations of the loan agreements as scheduled, or at all. The Company's internal credit risk grading system is based on numerous factors, including management's experiences with similarly graded loans. Credit risk is inherent in the business of extending loans and leases to borrowers and is monitored by management and reflected within the allowance for credit losses for loans.

Credit risk grades are refreshed on an ongoing basis and affirmed at least semiannually. At affirmation, management analyzes the resulting scores, as well as external statistics and factors, to track loan performance. On an as-needed basis, credit risk grades may be updated between review periods if new information arises related to the customer's ability to repay the loan. The Company differentiates its loan segments based on shared risk characteristics for which expected credit loss is measured on a pool basis.

The Company's internally assigned risk grades are as follows:

Pass - Several pass credit grades comprise loans in this category, which are assigned based on varying levels of risk, ranging from credits that are secured by cash or marketable securities, to management attention credits, which have all the characteristics of an acceptable credit risk but warrant a more than normal level of monitoring.

Special Mention - These assets are characterized by well-defined credit weaknesses and carry the distinct possibility that the Company will sustain some loss if such weakness or deficiency is not corrected.

Substandard - The borrower's ability to repay is threatened by a clearly defined weakness, related to the capacity of the obligor, which jeopardizes ultimate repayment of the loan according to terms.

Doubtful - The borrower's ability to repay in full, on the basis of currently existing facts, conditions, and values, is highly questionable and improbable. Some loss of principal and income is likely; however, the total amount of such loss cannot be determined at the present time. Loans in this category are immediately placed on nonaccrual status with all payments applied to principal until such time as the potential loss exposure is eliminated.

For consumer-related credits, the Company utilizes credit scores calculated and maintained by one of three credit bureaus. Credit scores range between 300 and 850, with a lower score indicating a potentially higher risk. Credit scores are updated semi-annually, with the last update in August 2022.

In the table below, for the year ended December 31, 2022, the Company incorporated the gross loan write-offs that were taken in the period, by loan type and year of origination. The following tables provide a breakdown of the Company's loans held for investment by credit score or risk grade and year of origination at December 31, 2022, and December 31, 2021 (in thousands):

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2022

	Term Loans By Origination								Revolving Loans Converted to Term	Total
	2022	2021	2020	2019	2018	Prior	Revolving Loans			
CRE - Construction and Development										
Pass	\$ 908,741	\$ 339,800	\$ 96,320	\$ 6,082	\$ 4,388	\$ 12,803	\$ 59,217	\$ 229	\$ 1,427,580	
Special Mention	—	—	—	—	—	480	—	—	480	
Substandard	125	83	—	15	1	92	—	—	316	
	\$ 908,866	\$ 339,883	\$ 96,320	\$ 6,097	\$ 4,389	\$ 13,375	\$ 59,217	\$ 229	\$ 1,428,376	
Gross Write- Offs	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	
CRE - Owner Occupied										
Pass	\$ 328,731	\$ 437,416	\$ 273,172	\$ 161,966	\$ 78,558	\$ 245,660	\$ 10,364	\$ —	\$ 1,535,867	
Special Mention	9,985	7,392	6,523	265	—	4,992	2,798	162	32,117	
Substandard	959	—	514	7,857	258	2,527	—	—	12,115	
	\$ 339,675	\$ 444,808	\$ 280,209	\$ 170,088	\$ 78,816	\$ 253,179	\$ 13,162	\$ 162	\$ 1,580,099	
Gross Write- Offs	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 2	\$ —	\$ —	\$ 2	
CRE - Non-Owner Occupied										
Pass	\$ 783,897	\$ 767,735	\$ 448,563	\$ 314,564	\$ 131,138	\$ 336,639	\$ 9,725	\$ —	\$ 2,792,261	
Special Mention	2,587	26,412	—	—	7,690	—	800	—	37,489	
Substandard	—	—	696	—	—	174	—	—	870	
	\$ 786,484	\$ 794,147	\$ 449,259	\$ 314,564	\$ 138,828	\$ 336,813	\$ 10,525	\$ —	\$ 2,830,620	
Gross Write- Offs	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	
CRE - Multi-Family										
Pass	\$ 146,146	\$ 147,562	\$ 107,153	\$ 42,966	\$ 14,918	\$ 33,597	\$ 1,268	\$ —	\$ 493,610	
Special Mention	—	224	—	—	2,158	—	—	—	2,382	
Substandard	—	—	—	—	—	198	—	—	198	
	\$ 146,146	\$ 147,786	\$ 107,153	\$ 42,966	\$ 17,076	\$ 33,795	\$ 1,268	\$ —	\$ 496,190	
Gross Write- Offs	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	
Commercial and Industrial										
Pass	\$ 320,534	\$ 188,134	\$ 104,397	\$ 56,832	\$ 30,293	\$ 27,253	\$ 511,362	\$ 2,765	\$ 1,241,570	
Special Mention	906	1,958	503	640	461	—	5,416	—	9,884	
Substandard	482	1,488	1,762	544	182	25	760	—	5,243	
	\$ 321,922	\$ 191,580	\$ 106,662	\$ 58,016	\$ 30,936	\$ 27,278	\$ 517,538	\$ 2,765	\$ 1,256,697	
Gross Write- Offs	\$ 379	\$ 65	\$ 28	\$ —	\$ 26	\$ 11	\$ 2,871	\$ —	\$ 3,380	

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

	Term Loans By Origination										
	2022	2021	2020	2019	2018	Prior	Revolving Loans	Revolving Loans Converted to Term	Total		
Government											
Pass	\$ 81,994	\$ 26,577	\$ 189,199	\$ 21,930	\$ 22,926	\$ 167,496	\$ 2,143	\$ —	\$ 512,265		
Special Mention	—	—	—	—	—	—	—	—	—		
Substandard	—	—	—	—	—	—	—	—	—		
	\$ 81,994	\$ 26,577	\$ 189,199	\$ 21,930	\$ 22,926	\$ 167,496	\$ 2,143	\$ —	\$ 512,265		
Gross Write- Offs	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —		
Residential 1 - 4 Family											
Credit Score:											
>= 750	\$ 506,297	\$ 352,946	\$ 175,943	\$ 92,712	\$ 53,118	\$ 156,984	\$ 2,602	\$ 1,896	\$ 1,342,498		
650 - 749	100,710	71,128	43,192	10,784	19,237	31,737	—	—	276,788		
450 - 649	6,170	629	904	577	825	5,671	—	—	14,776		
300 - 449	—	—	—	—	—	—	—	—	—		
	\$ 613,177	\$ 424,703	\$ 220,039	\$ 104,073	\$ 73,180	\$ 194,392	\$ 2,602	\$ 1,896	\$ 1,634,062		
Gross Write- Offs	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 10	\$ —	\$ —	\$ 10		
HELOC											
Credit Score:											
>= 750	\$ 2,180	\$ 1,078	\$ 506	\$ 102	\$ 112	\$ 1,094	\$ 304,879	\$ 96	\$ 310,047		
650 - 749	524	451	—	992	228	1,924	74,387	1	78,507		
450 - 649	427	341	49	119	98	953	4,985	—	6,972		
300 - 449	—	—	—	—	—	—	—	—	—		
	\$ 3,131	\$ 1,870	\$ 555	\$ 1,213	\$ 438	\$ 3,971	\$ 384,251	\$ 97	\$ 395,526		
Gross Write- Offs	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 50	\$ —	\$ —	\$ 50		
Indirect											
Credit Score:											
>= 750	\$ 171,384	\$ 86,018	\$ 16,607	\$ 9,133	\$ 6,626	\$ 1,984	\$ —	\$ —	\$ 291,752		
650 - 749	139,074	79,233	22,937	8,255	6,334	1,390	—	—	257,223		
450 - 649	4,280	3,396	4,710	3,059	2,759	987	—	—	19,191		
300 - 449	—	—	—	24	—	—	—	—	24		
	\$ 314,738	\$ 168,647	\$ 44,254	\$ 20,471	\$ 15,719	\$ 4,361	\$ —	\$ —	\$ 568,190		
Gross Write- Offs	\$ 82	\$ 239	\$ 13	\$ 20	\$ 36	\$ 8	\$ —	\$ —	\$ 398		
Consumer and Other											
Credit Score:											
>= 750	\$ 17,244	\$ 12,467	\$ 6,107	\$ 5,087	\$ 1,242	\$ 3,002	\$ 34,443	\$ 48	\$ 79,640		
650 - 749	2,616	1,826	1,019	806	581	114	5,001	—	11,963		
450 - 649	231	82	113	122	6	81	333	6	974		
300 - 449	—	—	—	—	—	—	—	—	—		
	\$ 20,091	\$ 14,375	\$ 7,239	\$ 6,015	\$ 1,829	\$ 3,197	\$ 39,777	\$ 54	\$ 92,577		
Gross Write- Offs	\$ —	\$ —	\$ 17	\$ —	\$ 16	\$ 1	\$ —	\$ —	\$ 34		

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

	Term Loans By Origination						Revolving Loans	Revolving Loans Converted to Term	Total
	2022	2021	2020	2019	2018	Prior			
Grand Total	\$ 3,536,224	\$ 2,554,376	\$ 1,500,889	\$ 745,433	\$ 384,137	\$ 1,037,857	\$ 1,030,483	\$ 5,203	\$ 10,794,602
Total Gross Write-Offs	\$ 461	\$ 304	\$ 58	\$ 20	\$ 78	\$ 82	\$ 2,871	\$ —	\$ 3,874

December 31, 2021

	Term Loans By Origination									
	2021	2020	2019	2018	2017	Prior	Revolving Loans	Revolving Loans Converted to Term	Total	
CRE - Construction and Development										
Pass	\$ 735,699	\$ 294,630	\$ 39,074	\$ 7,049	\$ 5,136	\$ 11,343	\$ 31,833	\$ —	\$ 1,124,764	
Special Mention	—	—	—	—	—	526	—	—	526	
Substandard	87	—	33	—	73	380	—	—	573	
	\$ 735,786	\$ 294,630	\$ 39,107	\$ 7,049	\$ 5,209	\$ 12,249	\$ 31,833	\$ —	\$ 1,125,863	
CRE - Owner Occupied										
Pass	\$ 454,049	\$ 331,421	\$ 195,828	\$ 118,943	\$ 94,506	\$ 257,045	\$ 17,110	\$ 7	\$ 1,468,909	
Special Mention	1,457	1,544	50	—	2,595	4,749	1,833	—	12,228	
Substandard	—	—	8,045	281	291	3,996	250	—	12,863	
	\$ 455,506	\$ 332,965	\$ 203,923	\$ 119,224	\$ 97,392	\$ 265,790	\$ 19,193	\$ 7	\$ 1,494,000	
CRE - Non-Owner Occupied										
Pass	\$ 933,267	\$ 539,811	\$ 401,560	\$ 230,218	\$ 194,603	\$ 294,039	\$ 12,470	\$ —	\$ 2,605,968	
Special Mention	—	—	—	7,967	2,278	—	800	—	11,045	
Substandard	—	3,119	—	—	—	202	—	—	3,321	
	\$ 933,267	\$ 542,930	\$ 401,560	\$ 238,185	\$ 196,881	\$ 294,241	\$ 13,270	\$ —	\$ 2,620,334	
CRE - Multi-Family										
Pass	\$ 104,872	\$ 71,930	\$ 60,027	\$ 43,948	\$ 11,978	\$ 36,029	\$ 3,606	\$ —	\$ 332,390	
Special Mention	—	—	—	—	—	—	—	—	—	
Substandard	—	—	—	—	—	269	—	—	269	
	\$ 104,872	\$ 71,930	\$ 60,027	\$ 43,948	\$ 11,978	\$ 36,298	\$ 3,606	\$ —	\$ 332,659	
Commercial and Industrial										
Pass	\$ 437,453	\$ 175,270	\$ 95,141	\$ 50,979	\$ 24,276	\$ 20,557	\$ 392,876	\$ 887	\$ 1,197,439	
Special Mention	254	2,415	1,328	239	84	11	815	510	5,656	
Substandard	2,733	258	182	213	11	19	400	—	3,816	
	\$ 440,440	\$ 177,943	\$ 96,651	\$ 51,431	\$ 24,371	\$ 20,587	\$ 394,091	\$ 1,397	\$ 1,206,911	
Government										
Pass	\$ 55,299	\$ 196,119	\$ 23,093	\$ 55,863	\$ 14,603	\$ 175,265	\$ 5,116	\$ —	\$ 525,358	
Special Mention	—	—	—	—	—	—	—	—	—	
Substandard	—	—	—	—	—	—	—	—	—	
	\$ 55,299	\$ 196,119	\$ 23,093	\$ 55,863	\$ 14,603	\$ 175,265	\$ 5,116	\$ —	\$ 525,358	

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Term Loans By Origination									
	2021	2020	2019	2018	2017	Prior	Revolving Loans	Revolving Loans Converted to Term	Total
Residential 1 - 4 Family									
Credit Score:									
> = 750	\$ 429,997	\$ 212,280	\$ 123,067	\$ 64,547	\$ 74,420	\$ 147,970	\$ 4,735	\$ 196	\$ 1,057,212
650 - 749	82,697	58,086	16,368	28,811	10,028	41,215	—	—	237,205
450 - 649	1,715	1,041	599	1,168	1,335	5,640	—	—	11,498
300 - 449	—	—	—	—	—	—	—	—	—
	<u>\$ 514,409</u>	<u>\$ 271,407</u>	<u>\$ 140,034</u>	<u>\$ 94,526</u>	<u>\$ 85,783</u>	<u>\$ 194,825</u>	<u>\$ 4,735</u>	<u>\$ 196</u>	<u>\$ 1,305,915</u>
HELOC									
Credit Score:									
> = 750	\$ 2,492	\$ 1,191	\$ 190	\$ 189	\$ 545	\$ 1,302	\$ 287,783	\$ 23	\$ 293,715
650 - 749	979	110	1,031	268	323	2,618	74,770	216	80,315
450 - 649	479	238	121	98	243	1,124	4,422	79	6,804
300 - 449	—	—	—	—	—	—	—	—	—
	<u>\$ 3,950</u>	<u>\$ 1,539</u>	<u>\$ 1,342</u>	<u>\$ 555</u>	<u>\$ 1,111</u>	<u>\$ 5,044</u>	<u>\$ 366,975</u>	<u>\$ 318</u>	<u>\$ 380,834</u>
Indirect									
Credit Score:									
> = 750	\$ 120,668	\$ 26,980	\$ 17,074	\$ 15,883	\$ 6,116	\$ 1,194	\$ —	\$ —	\$ 187,915
650 - 749	111,602	36,472	14,976	12,926	3,200	1,722	—	—	180,898
450 - 649	5,452	7,482	4,890	5,241	1,607	1,288	—	—	25,960
300 - 449	—	—	29	—	—	—	—	—	29
	<u>\$ 237,722</u>	<u>\$ 70,934</u>	<u>\$ 36,969</u>	<u>\$ 34,050</u>	<u>\$ 10,923</u>	<u>\$ 4,204</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 394,802</u>
Consumer and Other									
Credit Score:									
> = 750	\$ 53,898	\$ 8,962	\$ 8,008	\$ 2,497	\$ 2,486	\$ 1,274	\$ 26,495	\$ —	\$ 103,620
650 - 749	4,077	1,988	1,151	1,099	207	233	5,613	72	14,440
450 - 649	188	226	190	26	179	6	550	1	1,366
300 - 449	—	—	—	—	—	150	—	—	150
	<u>\$ 58,163</u>	<u>\$ 11,176</u>	<u>\$ 9,349</u>	<u>\$ 3,622</u>	<u>\$ 2,872</u>	<u>\$ 1,663</u>	<u>\$ 32,658</u>	<u>\$ 73</u>	<u>\$ 119,576</u>
Grand Total	<u>\$ 3,539,414</u>	<u>\$ 1,971,573</u>	<u>\$ 1,012,055</u>	<u>\$ 648,453</u>	<u>\$ 451,123</u>	<u>\$ 1,010,166</u>	<u>\$ 871,477</u>	<u>\$ 1,991</u>	<u>\$ 9,506,252</u>

Through our loan portfolio evaluation process, we have identified certain loans for which the primary source of loan repayment is no longer a viable option, necessitating identifying these loans as CDAs. In most cases, these are loans in which the borrower is experiencing financial difficulty, which may or may not be classified as TDRs, but we believe will necessitate the operation or sale of the underlying collateral to provide substantially all of the repayment.

In estimating ECL, ASC 326 prescribes that if foreclosure is probable, a CDA is required to be measured at the fair value of collateral, but as a practical expedient, if foreclosure is not probable, fair value measurement is optional. For those CDA loans measured at the fair value of collateral, a credit loss expense is recorded for loan amounts in excess of fair value.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table provides a breakdown between loans identified as CDAs and non-CDAs, by type and securing collateral, as well as collateral coverage for those loans at December 31, 2022, and December 31, 2021 (in thousands):

	Type of Collateral and Extent to Which Collateral Secures Financial Assets			Financial Assets Not Considered Collateral Dependent	Total
December 31, 2022	Residential Property	Investment Property	Commercial Property		
Commercial Real Estate					
Construction and development	\$ —	\$ 953	\$ —	\$ 1,427,423	\$ 1,428,376
Owner occupied	—	—	2,732	1,577,367	1,580,099
Non-owner occupied	—	40,252	—	2,790,368	2,830,620
Multi-family	—	2,580	—	493,610	496,190
Residential 1-4 family	4,896	—	—	1,629,166	1,634,062
HELOC	2,205	—	—	393,321	395,526
Commercial and industrial	—	—	—	1,256,697	1,256,697
Government	—	—	—	512,265	512,265
Indirect	—	—	—	568,190	568,190
Consumer and other	—	—	—	92,577	92,577
Total, amortized cost	<u>\$ 7,101</u>	<u>\$ 43,785</u>	<u>\$ 2,732</u>	<u>\$ 10,740,984</u>	<u>\$ 10,794,602</u>
Collateral value	\$ 14,189	\$ 73,886	\$ 6,790		

	Type of Collateral and Extent to Which Collateral Secures Financial Assets			Financial Assets Not Considered Collateral Dependent	Total
December 31, 2021	Residential Property	Investment Property	Commercial Property		
Commercial Real Estate					
Construction and development	\$ —	\$ 945	\$ —	\$ 1,124,918	\$ 1,125,863
Owner occupied	—	—	3,953	1,490,047	1,494,000
Non-owner occupied	—	13,998	—	2,606,336	2,620,334
Multi-family	—	270	—	332,389	332,659
Residential 1-4 family	3,930	—	—	1,301,985	1,305,915
HELOC	506	—	—	380,328	380,834
Commercial and industrial	—	—	—	1,206,911	1,206,911
Government	—	—	—	525,358	525,358
Indirect	—	—	—	394,802	394,802
Consumer and other	—	—	—	119,576	119,576
Total, amortized cost	<u>\$ 4,436</u>	<u>\$ 15,213</u>	<u>\$ 3,953</u>	<u>\$ 9,482,650</u>	<u>\$ 9,506,252</u>
Collateral value	\$ 10,729	\$ 29,206	\$ 8,475		

Nonaccrual and Past Due Loans

Loans are placed on nonaccrual status when management determines that the full repayment of principal and collection of interest according to contractual terms is no longer likely; generally when the loan becomes 90 days or more past due. However, some loans that are 90 days or more past due as to interest and principal are still accruing because they are (1) well-secured and in the process of collection, or (2) real estate loans or loans exempt under regulatory rules from being classified as nonaccrual.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table is an aging analysis at amortized cost of the Company's loans held for investment portfolio at December 31, 2022, and December 31, 2021 (in thousands):

		Days Past Due						Accruing Loans Over 90 Days Past Due
December 31, 2022	Current	30-59	60-89	Over 90	Total Past Due	Total Loans		
Commercial Real Estate								
Construction and development	\$ 1,427,238	\$ 1,046	\$ —	\$ 92	\$ 1,138	\$ 1,428,376	\$ —	
Owner occupied	1,579,599	69	—	431	500	1,580,099	—	
Non-owner occupied	2,829,724	896	—	—	896	2,830,620	—	
Multi-family	496,190	—	—	—	—	496,190	—	
Residential 1-4 family	1,630,510	1,855	21	1,676	3,552	1,634,062	—	
HELOC	393,519	684	858	465	2,007	395,526	275	
Commercial and industrial	1,256,338	28	121	210	359	1,256,697	—	
Government	512,265	—	—	—	—	512,265	—	
Indirect	564,563	2,367	621	639	3,627	568,190	49	
Consumer and other	92,515	62	—	—	62	92,577	—	
Total	\$ 10,782,461	\$ 7,007	\$ 1,621	\$ 3,513	\$ 12,141	\$ 10,794,602	\$ 324	

December 31, 2021	Current	Days Past Due			Total Past Due	Total Loans	Accruing Loans Over 90 Days Past Due
		30-59	60-89	Over 90			
Commercial Real Estate							
Construction and development	\$ 1,125,863	\$ —	\$ —	\$ —	\$ —	\$ 1,125,863	\$ —
Owner occupied	1,492,631	763	—	606	1,369	1,494,000	—
Non-owner occupied	2,620,334	—	—	—	—	2,620,334	—
Multi-family	332,659	—	—	—	—	332,659	—
Residential 1-4 family	1,303,482	403	931	1,099	2,433	1,305,915	41
HELOC	380,206	383	220	25	628	380,834	—
Commercial and industrial	1,206,297	100	22	492	614	1,206,911	263
Government	525,358	—	—	—	—	525,358	—
Indirect	393,144	988	123	547	1,658	394,802	68
Consumer and other	119,512	40	24	—	64	119,576	—
Total	\$ 9,499,486	\$ 2,677	\$ 1,320	\$ 2,769	\$ 6,766	\$ 9,506,252	\$ 372

The following table presents the amortized cost basis of loans on nonaccrual status as of the beginning of the reporting period and the end of the reporting period, and the amortized cost basis of nonaccrual loans without specific reserves for the periods ended December 31, 2022, and December 31, 2021. Nonaccrual loans without

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

specific reserves are included in collectively evaluated pools for which an ACL has been recorded. It also shows interest income recognized on nonaccrual loans (in thousands):

	Nonaccrual Financial Assets		Financial Assets 90 Days or More Past Due, Not on Nonaccrual Status as of 12/31/2022	Nonaccrual Financial Assets With No Specific Reserve as of 12/31/2022	Interest Income Recognized as of 12/31/2022
December 31, 2022	As of 12/31/2021	As of 12/31/2022			
Commercial Real Estate					
Construction and development	\$ —	\$ 93	\$ —	\$ 93	\$ 7
Owner occupied	607	\$ 565	—	565	57
Non-owner occupied	—	\$ —	—	—	20
Multi-family	—	\$ —	—	—	—
Residential 1-4 family	1,839	\$ 2,416	—	2,416	223
HELOC	481	\$ 457	275	457	90
Commercial and industrial	2,433	\$ 2,079	—	2,079	326
Government	—	\$ —	—	—	—
Indirect	613	\$ 663	49	663	154
Consumer and other	—	\$ —	—	—	31
Total	\$ 5,973	\$ 6,273	\$ 324	\$ 6,273	\$ 908
	Nonaccrual Financial Assets		Financial Assets 90 Days or More Past Due, Not on Nonaccrual Status as of 12/31/2022	Nonaccrual Financial Assets With No Specific Reserve as of 12/31/2021	Interest Income Recognized as of 12/31/2022
December 31, 2021	As of 12/31/2020	As of 12/31/2021			
Commercial Real Estate					
Construction and development	\$ —	\$ —	\$ —	\$ —	\$ 7
Owner occupied	387	607	—	607	177
Non-owner occupied	1,163	—	—	—	17
Multi-family	—	—	—	—	91
Residential 1-4 family	3,432	1,839	41	1,498	316
HELOC	1,072	481	—	481	138
Commercial and industrial	4,414	2,433	263	2,433	243
Government	—	—	—	—	—
Indirect	717	613	68	613	128
Consumer and other	3	—	—	—	33
Total	\$ 11,188	\$ 5,973	\$ 372	\$ 5,632	\$ 1,150

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 6. FORECLOSED PROPERTY

The table below presents a summary of the activity related to foreclosed property (in thousands):

	Year Ended December 31,	
	2022	2021
Beginning balance	\$ 4,584	\$ 5,026
Additions and capital improvements	2,371	3,111
Sales	(6,991)	(3,818)
Net change in valuation allowance	—	—
Gain on sale and write-downs, net	596	265
Ending balance	\$ 560	\$ 4,584

As of December 31, 2022, the Company's recorded investment in OREO collateralized by residential real estate was \$0.20 million. As of December 31, 2022, the Company's recorded investment in mortgage loans collateralized by residential real estate that are in the process of foreclosure was \$2.08 million.

NOTE 7. PREMISES AND EQUIPMENT

A summary of the cost and accumulated depreciation of premises and equipment is as follows (dollars in thousands):

	Useful Life	December 31,	
		2022	2021
Land and improvements	—	\$ 51,251	\$ 50,000
Buildings and improvements	10 to 45 years	222,892	200,750
Autos	3 to 5 years	8,391	7,755
Computer equipment	2 to 5 years	18,878	17,620
Equipment	5 to 10 years	39,785	36,544
Furniture and fixtures	5 to 20 years	74,124	68,168
Leasehold improvements	Lesser of lease term or 10 years	37,039	38,960
Construction in progress	—	15,892	5,100
		468,252	424,897
Less accumulated depreciation		(163,450)	(154,125)
Net premises and equipment		\$ 304,802	\$ 270,772

Depreciation and leasehold amortization expense for the years ended December 31, 2022, 2021, and 2020, was \$17.48 million, \$16.98 million, and \$16.81 million, respectively.

NOTE 8. LEASES

TowneBank has operating and financing leases for certain office space, land, and equipment. Leases with an initial term of 12 months or less are not recorded on the Consolidated Balance Sheets; instead, the lease expenses for these leases are recognized over the lease term. As most of the Company's lease agreements do not provide for an implicit interest rate, the incremental collateralized interest rate the Company would have to pay to borrow over a similar term is used to estimate lease liability. Certain leases include one or more options to renew, with renewal terms that can extend the lease term up to 15 years. The exercise of lease renewal options is at the Company's sole discretion. When it is reasonably certain that the Company will exercise the option to renew or extend the lease term, that option is included in estimating the value of the right-of-use asset and lease liability.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

At December 31, 2022, there were no significant leases that had not yet commenced for which TowneBank had created a right-of-use asset and a lease liability. The Company has elected the practical expedient of not separating lease components from non-lease components, and instead accounts for each separate lease component and the non-lease components associated with that lease as a single lease component. Lease agreements do not contain any material residual value guarantees or material restrictive covenants. Most of the Company's lease agreements include periodic rate adjustments for inflation. The depreciable life of assets and leasehold improvements are limited to the expected lease term.

Lease assets are included in other assets, and lease liabilities are included in other liabilities in our Consolidated Balance Sheets. The following table presents a summary of the lease assets and liabilities as of the dates indicated:

	Leases	
	December 31,	December 31,
<i>(In thousands)</i>	2022	2021
Assets		
Finance lease assets	\$ 28,620	\$ —
Operating lease assets	49,505	52,750
Total lease assets	\$ 78,125	\$ 52,750
Liabilities		
Finance lease liabilities	\$ 28,886	\$ —
Operating lease liabilities	53,289	56,554
Total lease liabilities	\$ 82,175	\$ 56,554

The following table presents a summary of activity related to leases for the years ended December 31, 2022 and 2021:

	Lease Cost	
	Year Ended December 31,	
<i>(In thousands)</i>	2022	2021
Finance lease cost:		
Amortization of right-of-use assets	\$ 69	\$ —
Interest on lease liabilities	197	—
Operating lease cost (1) included in occupancy expense	13,813	14,347
Variable lease cost included in occupancy expense	817	827
Sublease income included in occupancy expense	(299)	(278)
Net lease cost	\$ 14,597	\$ 14,896

(1) Includes short-term leases, which are immaterial.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table presents operating lease liability maturities, by year, as of December 31, 2022:

Maturity of Lease Liabilities	
<i>(In thousands)</i>	Operating Leases (1)
2023	\$ 10,391
2024	7,693
2025	6,586
2026	5,433
2027	5,180
Thereafter	42,136
Total lease payments	\$ 77,419
Less: interest	24,130
Present value of lease liabilities	\$ 53,289

(1) Operating lease payments include \$29.86 million related to options to extend lease terms that are reasonably certain of being exercised.
Note: Minimum lease payments exclude payments to landlords for real estate taxes and common area maintenance.

TowneBank has one financing lease that commenced in 2022 with an estimated purchase option of \$30.80 million that management has the intention to execute prior to the end of 2023. The related financing lease liability was \$28.89 million at December 31, 2022.

The following table presents the lease term and discount rate as of the dates indicated:

	Lease Term and Discount Rate	
	Year Ended December 31,	
	2022	2021
Weighted - average remaining lease term - finance leases (in years)	1.00	0
Weighted - average remaining lease term - operating leases (in years)	13.84	13.30
Weighted - average discount rate - finance leases	6.43%	—%
Weighted - average discount rate - operating leases	4.94%	4.88%

The following table presents other information with regard to leases as of the dates indicated:

Other Information		
(In thousands)	Year Ended December 31,	
	2022	2021
Cash paid for amounts included in the measurement of lease liabilities		
Operating cash flows for operating leases	\$ 12,393	\$ 13,018
Operating cash flows from finance leases	—	—
Financing cash flows from finance leases	—	—
Related Party Transactions (1)		
Rent expense included in occupancy expense	\$ 2,848	\$ 2,733

(1) The Company rents space for various financial centers from companies associated with its directors.

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Rental income for the year ended December 31, 2022, was \$1.35 million, compared to \$3.89 million for 2021, and \$2.76 million for 2020. Future minimum rental income by year and in the aggregate, under noncancellable operating leases, was as follows at December 31, 2022 (in thousands):

2023	\$	1,107
2024		716
2025		630
2026		406
2027		269
Thereafter		343
	\$	<u>3,471</u>

NOTE 9. GOODWILL AND INTANGIBLE ASSETS

The gross carrying amount and accumulated amortization for the Company's intangible assets (in thousands):

	December 31,			
	2022		2021	
	Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount	Accumulated Amortization
Intangible assets subject to amortization				
Core deposit intangible	\$ 30,921	\$ 25,161	\$ 30,921	\$ 22,419
Non-compete agreements	1,143	906	2,185	1,754
Customer lists	72,113	43,058	78,832	45,497
Total intangible assets subject to amortization	104,177	69,125	111,938	69,670
Intangible assets not subject to amortization				
Trade names	4,880	—	4,880	—
Contractual agreements	3,231	—	3,231	—
Total intangible assets not subject to amortization	8,111	—	8,111	—
Total intangible assets	<u>\$ 112,288</u>	<u>\$ 69,125</u>	<u>\$ 120,049</u>	<u>\$ 69,670</u>

The aggregate amortization expense for intangible assets with finite lives for the year ended December 31, 2022, was \$10.62 million, compared to \$11.13 million for 2021, and \$11.50 million for 2020. The estimated aggregate annual amortization expense for each of the five years subsequent to December 31, 2022, is as follows: 2023, \$9.23 million; 2024, \$7.24 million; 2025, \$6.27 million; 2026, \$5.21 million; and 2027, \$3.09 million.

During 2022, the Company recorded an increase of \$1.29 million to goodwill and a decrease of \$7.21 million in intangible assets. The increase in goodwill represents an insurance acquisition. Fully amortized intangible assets were written down in 2022. During 2021, the Company recorded \$4.86 million in net increases to goodwill and \$15.56 million in intangible assets. This represents the acquisition of Venture Resorts and insurance acquisitions. The intangible assets acquired are finite-lived, consisting primarily of customer list purchases.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Changes in the carrying amount of goodwill related to each of the Company's segments are as follows (in thousands):

	Bank	Realty	Insurance	Consolidated Totals
Balance at December 31, 2020	\$ 344,713	\$ 27,667	\$ 79,948	\$ 452,328
Additions to goodwill	—	4,859	—	4,859
Other adjustments	—	—	—	—
Balance at December 31, 2021	\$ 344,713	\$ 32,526	\$ 79,948	\$ 457,187
Additions to goodwill	—	—	1,320	1,320
Other adjustments	—	(25)	—	(25)
Balance at December 31, 2022	\$ 344,713	\$ 32,501	\$ 81,268	\$ 458,482

NOTE 10. BANK-OWNED LIFE INSURANCE POLICIES

The total carrying amount of bank-owned life insurance as of December 31, 2022 and 2021, was \$258.07 million and \$251.81 million, respectively. The Company recognized BOLI income, included in other noninterest income, of \$7.14 million, \$7.27 million, and \$8.29 million for the years ended December 31, 2022, 2021, and 2020, respectively.

NOTE 11. DEPOSITS

A summary of time deposits by maturity at December 31, 2022, is shown in the following chart (dollars in thousands):

Maturity	Total
2023	\$ 1,035,003
2024	399,657
2025	18,200
2026	10,936
2026 and thereafter	5,179
	<u>\$ 1,468,975</u>

At year-end 2022, TowneBank had a total of \$260.97 million in no-penalty time deposits as compared to \$305.70 million at December 31, 2021. The aggregate amount of time deposits of \$250,000 or more was \$574.27 million and \$620.86 million at December 31, 2022 and 2021, respectively.

Some of the Company's officers and directors, and the respective companies in which the officers and directors have a financial interest, have deposit relationships with the Company. Related party deposits amounted to approximately \$105.81 million and \$112.52 million at December 31, 2022 and 2021, respectively.

NOTE 12. BORROWINGS

TowneBank is a member of the FHLB and may borrow funds based on criteria established by the FHLB. The FHLB may call these borrowings if the adjusted collateral balance falls below the borrowing level. The borrowing arrangements available from the FHLB could be either short- or long-term, depending on our related cost and needs.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Advances from the FHLB for the years ended December 31 are summarized as follows (dollars in thousands):

	2022	2021
Balance outstanding at end of year	\$ 29,674	\$ 155,367
Average balance outstanding	\$ 65,786	\$ 232,838
Maximum outstanding at any month-end	\$ 229,850	\$ 356,038
Average interest rate during the year	1.41 %	0.52 %
Average interest rate at end of year	0.81 %	0.52 %

The scheduled maturity dates, call dates, and related fixed interest rates on advances from the FHLB at December 31, 2022, are summarized as follows (dollars in thousands):

Maturity Date	Interest Rate	Call/Reset Date	Outstanding Amount
11/15/2028	3.43%	—	\$ 2,738
12/01/2028	2.83%	—	1,936
03/20/2023	0.37%	—	25,000
			<u>\$ 29,674</u>

Information concerning securities sold under agreements to repurchase and federal funds purchased is summarized as follows (dollars in thousands):

	2022	2021
Balance outstanding at end of year	\$ 40,412	\$ 77,432
Average balance outstanding	\$ 57,946	\$ 82,584
Maximum outstanding at any month-end	\$ 89,583	\$ 91,850
Average interest rate during the year	0.12 %	0.05 %
Average interest rate at end of year	0.09 %	0.04 %

REPOs totaled \$40.41 million at December 31, 2022. All REPOs are overnight short-term investments and are not insured by the FDIC. Securities pledged as collateral under these REPO financing arrangements cannot be sold or repledged by the secured party and are therefore accounted for as a secured borrowing. Due to the overnight short-term nature of REPOs, potential risk due to a decline in the value of the pledged collateral is low. Collateral pledging requirements with REPOs are monitored daily. In addition, federal funds lines with other financial institutions of \$150.00 million were available at December 31, 2022, for short-term funding needs. Federal funds purchased are overnight, unsecured borrowings.

At December 31, 2022 and 2021, the Company had an unused line of credit with the FHLB totaling \$4.58 billion, subject to collateral requirements. FHLB advances are secured by a blanket floating lien on certain 1-4 family residential, multi-family, HELOCs, second mortgages, commercial mortgages, and securities with carrying values of \$3.09 billion at December 31, 2022.

Further, the Company had loan participation lines and reverse repurchase agreements with various financial institutions available at December 31, 2022 and 2021, which provide potential additional funding, but had zero outstanding in both periods.

On August 1, 2022, the Company redeemed its \$250.00 million of fixed-to-floating-rate subordinated notes due July 30, 2027, in full satisfaction of their outstanding principal and interest. At December 31, 2022, the carrying value of the notes totaled zero, compared to \$249.65 million at December 31, 2021.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

On February 9, 2022, the Company issued \$250.00 million of fixed-to-floating-rate subordinated notes due February 15, 2032, in a public offering. The Company received \$246.90 million in net proceeds after deducting discounts and issuance costs. The subordinated notes accrue interest at a fixed rate of 3.125% for the first five years until February 15, 2027. From and including this date and for the remaining five years of the subordinated notes' term, interest will accrue at a floating rate of three-month SOFR plus 1.68%. The Company may redeem the subordinated notes, in whole or in part, on or after February 15, 2027. At December 31, 2022, the carrying value of the notes totaled \$247.42 million.

NOTE 13. COMMITMENTS

TowneBank is a party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments include commitments to extend credit and standby letters of credit. These instruments involve, to varying degrees, elements of credit risk, which have not been recognized in the balance sheet. The contract amount of these instruments reflects the extent of the Company's involvement or "credit risk."

Our exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual amount of those instruments. The Company uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments. Unless noted otherwise, collateral or other security is required to support financial instruments with credit risk. At December 31, 2022 and 2021, our allowance for credit losses from off-balance-sheet credit exposures, included in other liabilities was \$7.10 million and \$6.88 million, respectively.

Our contractual amounts are as follows (in thousands):

December 31,	2022	2021
Financial instruments whose contract amounts represent credit risk:		
Commitments to extend credit	\$ 4,438,951	\$ 4,352,886
Standby letters of credit	173,232	156,971
	<u>\$ 4,612,183</u>	<u>\$ 4,509,857</u>

Commitments to extend credit are agreements to lend to a customer as long as there is not a violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Company evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary upon extension of credit, is based on management's credit evaluation of the counter-party. Collateral held varies, but may include accounts receivable, inventory, property, plant and equipment, income-producing commercial properties, and real estate.

Standby letters of credit are conditional commitments issued to guarantee performance of a customer to a third party. The letters of credit are primarily issued to support public and private borrowing arrangements. The credit risk involved in issuing letters of credit is similar to the risk involved in extending loan facilities to customers. Collateral supporting those commitments is generally held, if deemed necessary. The Company provides an allowance for estimated losses from such provisions that management considered adequate at December 31, 2022. Management does not anticipate any material losses will arise from additional disbursements of the aforementioned lines or standby letters of credit.

Additionally, the Company had \$132.33 million in mortgage loans sold to investors with estimated recourse and warranty provisions totaling \$1.08 million as of December 31, 2022.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 14. RETIREMENT PLANS

Defined Contribution Plans

The Company has a defined contribution 401(k) plan. All employees who are at least 18 years of age and have completed one month of service are eligible to participate. Under the plan, employees may contribute a percentage of their annual salary, subject to statutory limitations, and the Company will make a discretionary match of the employees' contributions up to 6% of their salary. The Company matched employee contributions up to 3% in 2022, 2021, and 2020. The Company may also make an additional discretionary contribution; there were no discretionary contributions for the years ended December 31, 2022, 2021, or 2020. The Company made matching contributions of \$5.67 million, \$5.76 million, and \$5.06 million for the years ended December 31, 2022, 2021, and 2020, respectively.

The Company has a non-qualified deferred compensation plan that allows certain executives, senior officers, and other employees to defer payment of up to 100% of their base salary and annual bonus. The Company has the option to match an employee's combined non-qualified deferred compensation and 401(k) deferrals up to a maximum of 6% of his or her salary. The Company does not match contributions made by employees who are participants in the SERP, described below.

Funds for the non-qualified deferred compensation plan are held in a rabbi trust and invested in certificates of deposit, which are included in interest-bearing deposits on the balance sheet. Changes in the obligation are recorded in compensation expense, which resulted in an increase in expenses of \$0.96 million, \$0.52 million, and \$0.38 million for the years ended December 31, 2022, 2021, and 2020, respectively. The Company did not make matching contributions to the plan for the years ended December 31, 2022, 2021, or 2020.

Retirement Plans

The Company has a noncontributory, unfunded SERP for certain officers and key employees. The SERP is intended to provide retirement benefits and postretirement health benefits to individuals covered under the plan. The SERP agreements with the officers provide that upon attainment of retirement age, generally at 65, the participating officer will be entitled to receive a retirement benefit equal to either (i) a designated percentage, ranging from 30% to 50% of their base salary depending on their level of seniority, with an annual 4% increase until retirement, or (ii) a fixed targeted benefit amount. The retirement benefit is payable over a 10-year, 15-year, or 20-year period, beginning upon the later of separation of service or the attainment of contractual retirement age. The SERP agreements provide for an annual vesting schedule until the participating officer reaches retirement age. In the case of a participating officer's voluntary termination of employment, disability, or termination for cause, the annual amount payable under the SERP is equal to the amount of the vested benefit earned as of the date of termination of employment. In the case of involuntary termination without cause or termination of employment for good reason by the participating officer, the participating officer becomes fully vested in the full retirement benefit. Upon termination of employment, payment of the retirement benefit generally does not begin until the participating officer reaches the designated retirement age set forth in the SERP agreement. In the event of death, the full amount of the retirement benefit is payable. We also provide postretirement benefits other than pensions for certain employees, which include health care, dental care, Medicare Part B reimbursement, and life insurance benefits. Benefits under this plan are accounted for under the guidance of ASC 715, *Compensation - Retirement Benefits*.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table sets forth changes in benefit obligations and financial data relative to the retirement plans. The accrued liability is recorded on the Consolidated Balance Sheets as a component of other liabilities (in thousands):

December 31,	SERP		Other Postretirement Benefits	
	2022	2021	2022	2021
<i>Change in benefit obligation</i>				
Benefit obligation, beginning of year	\$ 53,823	\$ 50,606	\$ 1,365	\$ 1,496
Service cost	2,885	3,931	—	—
Interest cost	2,215	1,364	41	37
Net amortization	774	850	(15)	34
Benefits paid	(1,413)	(1,509)	(22)	(19)
Prior service cost	(684)	—	(154)	—
Net actuarial (gain) loss	(13,107)	(1,419)	(561)	(183)
Benefit obligation, end of year	<u>\$ 44,493</u>	<u>\$ 53,823</u>	<u>\$ 654</u>	<u>\$ 1,365</u>
<i>Change in plan assets</i>				
Fair value of plan assets, beginning of year	\$ —	\$ —	\$ —	\$ —
Employer contributions	1,413	1,509	22	19
Benefits paid	(1,413)	(1,509)	(22)	(19)
Fair value of plan assets, end of year	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>
Funded status, end of year	<u>\$ (44,493)</u>	<u>\$ (53,823)</u>	<u>\$ (654)</u>	<u>\$ (1,365)</u>
Accumulated benefit obligation, end of year	<u>\$ 44,493</u>	<u>\$ 48,770</u>	<u>\$ 654</u>	<u>\$ 1,365</u>
<i>Amounts recognized in other comprehensive income, pre-tax</i>				
Prior service cost	\$ (684)	\$ —	\$ (145)	\$ —
Net actuarial (gain) loss	<u>\$ (13,107)</u>	<u>\$ (1,419)</u>	<u>\$ (561)</u>	<u>\$ (183)</u>

The components of the net periodic benefit cost are as follows (in thousands):

	SERP			Other Postretirement Benefits		
	2022	2021	2020	2022	2021	2020
Service cost	\$ 2,885	\$ 3,931	\$ 4,117	\$ —	\$ —	\$ —
Interest cost	2,215	1,364	1,281	41	37	40
Prior service cost	684	684	675	(9)	—	—
Net amortization	90	166	423	(15)	34	39
Net periodic benefit cost	<u>\$ 5,874</u>	<u>\$ 6,145</u>	<u>\$ 6,496</u>	<u>\$ 17</u>	<u>\$ 71</u>	<u>\$ 79</u>

The service cost component of net periodic benefit costs is included in salaries and employee benefits. All other components of net periodic benefit costs are included in other expenses.

Amounts recognized as a component of accumulated other comprehensive income that have not yet been recognized as a component of net periodic benefit cost consist of the following (in thousands):

December 31,	SERP		Other Postretirement Benefits	
	2022	2021	2022	2021
Prior service cost	\$ 2,636	\$ 3,320	\$ (145)	\$ —
Net actuarial (gain) loss	(12,491)	616	(617)	(56)
Deferred tax benefit (expense)	2,181	(873)	169	12
Amounts included in accumulated other comprehensive income (loss), net of tax	<u>\$ (7,674)</u>	<u>\$ 3,063</u>	<u>\$ (593)</u>	<u>\$ (44)</u>

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Pre-tax amounts recorded in accumulated other comprehensive income as of December 31, 2022, that are expected to be recognized as a component of our net periodic benefit cost in 2023 consist of the following (in thousands):

	SERP	Other Postretirement Benefits
Net actuarial (gain) loss	\$ (1,989)	\$ (118)
Prior service cost	\$ 684	\$ (55)

The Company used certain weighted average assumptions to determine benefit obligations and net benefit costs, including discount rate and rate of increase in future compensation levels. The discount rate used to determine net periodic benefit cost and benefit obligation of the SERP was 5.51% in 2022, 2.77% in 2021, and 2.78% in 2020. The rate of increase in future compensation levels used was 4.0% in 2022, 2021, and 2020. The discount rate used to determine net periodic benefit cost and benefit obligation of other postretirement benefits was 5.51% in 2022, 2.77% in 2021, and 2.78% in 2020. When estimating the discount rate, we review yields available on high-quality, fixed-income debt instruments and use a yield curve model from which the discount rate is derived by applying the projected benefit payments under the plan to points on a published yield curve.

The following table sets forth expected future benefit payments, which include expected future service, for the periods indicated (in thousands):

Year	SERP	Other Postretirement Benefits
2023	\$ 3,461	\$ 71
2024	3,181	43
2025	3,496	45
2026	3,554	48
2027	4,151	50
2028-2032	22,480	301

In conjunction with its acquisition of Paragon, the Company assumed the liabilities related to Paragon's existing non-qualifying supplemental retirement contractual agreements with several key executives. The executives were fully vested in their benefits prior to the acquisition. The agreements typically require a fixed retirement benefit paid over a 20-year period following retirement.

The agreements are accounted for under ASC 710, *Compensation - General*. The following table sets forth changes in benefit obligations and financial data relative to the retirement plans. The accrued liability is recorded on the Consolidated Balance Sheets as a component of other liabilities (in thousands):

December 31,	2022	2021
Benefit obligation, beginning of year	\$ 4,376	\$ 4,623
Service cost	(438)	457
Interest cost	237	122
Benefits paid	(122)	(826)
Benefit obligation, end of year	\$ 4,053	\$ 4,376

The discount rate used to determine net periodic benefit costs was 5.51% in 2022, 2.77% in 2021, and 2.78% in 2020.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 15. SHARE-BASED COMPENSATION

The Company maintains a share-based compensation plan that provides for the granting of incentive and non-statutory stock options and awards of restricted common stock. In May 2017, shareholders approved the TowneBank 2017 Stock Incentive Plan ("2017 Plan"), which became effective May 24, 2017 and has a termination date of April 30, 2027. The 2017 Plan replaced the TowneBank 2008 Stock Incentive Plan ("2008 Plan") and no additional awards were made under the 2008 Plan after the effective date of the 2017 Plan.

The 2017 Plan is administered by the Compensation Committee of the Board of Directors ("Compensation Committee"). The maximum aggregate number of shares that may be issued under the 2017 Plan may not exceed 2.50 million. The Company has a policy of using authorized and unissued common shares to satisfy share option exercises and vesting of restricted stock awards. At December 31, 2022, approximately 1.16 million common shares were available for issuance under the 2017 Plan.

Stock options: For stock options granted under the 2017 Plan, the stock option price cannot be less than the fair market value of the stock on the date granted. The Compensation Committee determines the exercise price for certain awards, and it can be based on future service. An option's maximum contractual term is 10 years from the date of grant. Options granted under the 2017 Plan are subject to vesting requirements ranging from two to 10 years.

There was no option activity to report in 2022. The following tables summarize our stock option activity and related information for the years ended December 31, 2021 and 2020:

For the Year Ended December 31,	2021		2020	
	Number of Shares	Weighted-Average Exercise Price	Number of Shares	Weighted-Average Exercise Price
Options outstanding, beginning balance	1,287	\$ 14.12	11,197	\$ 14.59
Granted	—	—	—	—
Exercised	(1,287)	14.12	(9,910)	14.65
Expired	—	—	—	—
Forfeited	—	—	—	—
Options outstanding, ending balance	—	\$ 14.12	1,287	\$ 14.12
Options exercisable at December 31,	—	\$ 14.12	1,287	\$ 14.12

For the years ended December 31, 2022, 2021, and 2020, there were no stock options granted and no unvested stock options. The total intrinsic value of options exercised was \$0.01 million and \$0.08 million for the years ended December 31, 2021 and 2020, respectively.

For the years ended December 31, 2022, 2021, and 2020, the tax benefit on cash paid for stock options exercised and compensation expense related to stock options was immaterial. As of December 31, 2022, there was no unrecognized compensation cost related to unvested stock option awards.

Restricted stock awards ("RSAs") and restricted stock units ("RSUs"): Under the Plan, recipients of RSAs have full voting rights and are generally entitled to dividends on the common stock. RSAs issued under the 2008 Plan are also entitled to dividends as they are paid. Under the 2017 Plan, dividends on RSAs are accumulated and retained for the grantee by the Company until the stock vests. The accumulated cash and stock dividends on restricted stock awards are distributed with the award at vesting. Recipients of RSUs are entitled to receive shares

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

of common stock after the applicable restrictions lapse. Recipients of RSUs are not entitled to receive cash dividends related to the underlying common stock during the period the RSUs are outstanding, and are not entitled to voting rights. RSAs granted under the Plan are generally subject to vesting requirements ranging from two to 10 years. The shares are subject to forfeiture if vesting and other contractual provision requirements are not met. Generally, the value of RSAs and RSUs will equal the fair value of our common stock on the date of grant, and the expense is recognized over the vesting period.

The following chart shows a summary of activity for RSAs and RSUs, assuming the weighted-average price being the weighted-average fair value at the date of grant for the year ended December 31, 2022:

	Restricted Stock Awards		Restricted Stock Units	
	Number of Shares	Weighted- Average Price	Number of Units	Weighted- Average Price
Unvested, beginning balance	143,355	\$ 27.09	283,793	\$ 25.14
Granted	127,580	27.88	400,395	29.44
Vested	(126,076)	23.72	(91,959)	24.92
Forfeited	(87)	28.34	(12,850)	27.34
Unvested, ending balance	144,772	\$ 28.12	579,379	\$ 28.09

Compensation expense related to awards for the years ended December 31, 2022, 2021, and 2020, was \$5.22 million, \$5.63 million, and \$4.83 million, respectively. The total fair value of RSAs vested during 2022, 2021, and 2020 was \$3.37 million, \$4.32 million, and \$5.60 million, respectively. The total fair value of RSUs vested during 2022, 2021, and 2020 was \$2.29 million, \$1.20 million, and \$0.66 million, respectively. As of December 31, 2022, there was \$3.23 million of total unrecognized compensation cost related to unvested RSAs; that cost is expected to be recognized over a period of 3.49 years. As of December 31, 2022, there was \$13.23 million of total unrecognized compensation cost related to unvested RSUs; that cost is expected to be recognized over a period of 3.27 years.

The Company has a directors' deferred compensation plan whereby the directors may elect to defer up to 100% of their directors' fees. All deferred compensation is invested in the Company's common stock and is held in a rabbi trust. The stock is held in the nominee name of the trustee, and the principal and earnings of the trust are held separate and apart from other funds of the Company, and are used exclusively for the uses and purposes of the deferred compensation agreement. The accounts of the trust have been consolidated in the financial statements of the Company, with common stock reported separately in a manner similar to treasury stock (that is, changes in fair value are not recognized) and a corresponding deferred compensation obligation reflected in additional paid-in capital of \$18.97 million and \$18.26 million at December 31, 2022 and 2021, respectively.

NOTE 16. STOCK PURCHASE AND DIVIDEND REINVESTMENT PLAN, AND DIVIDEND RESTRICTIONS

The Company has a Member Stock Purchase and Dividend Reinvestment Plan to raise additional capital by providing a convenient and cost-effective way for shareholders, customers, and employees to purchase shares of TowneBank common stock. In connection with the member stock purchase component of the plan for the year ended December 31, 2022, the Company entered the open market and acquired 72,054 shares at an average price of \$30.07 per share. In connection with the dividend reinvestment component of the plan for the year ended December 31, 2022, the Company entered the open market and acquired 187,991 shares at an average price of \$29.81 per share.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

In connection with the member stock purchase component of the plan for the year ended December 31, 2021, the Company entered the open market and acquired 69,555 shares at an average price of \$29.91 per share. In connection with the dividend reinvestment component of the plan for the year ended December 31, 2021, the Company entered the open market and acquired 176,744 shares at an average price of \$29.55 per share.

TowneBank, as a Virginia banking corporation, may pay cash dividends only out of retained earnings. In February 2022, the Company declared a quarterly cash dividend of \$0.20 per common share. In June, August, and November 2022, the Company declared quarterly cash dividends of \$0.23 per common share. In February 2021, the Company declared a quarterly cash dividend of \$0.18 per common share. In June, August, and November 2021, the Company declared quarterly cash dividends of \$0.20 per common share. In February, May, August, and November 2020, the Company declared a quarterly cash dividend of \$0.18 per common share. The quarterly dividends were paid on January 10, 2020; April 10, 2020; July 10, 2020; October 9, 2020; January 11, 2021; April 9, 2021; July 9, 2021; October 12, 2021; January 12, 2022, April 8, 2022; July 12, 2022; October 14, 2022; and January 12, 2023.

Declaration of future cash dividends will depend on our earnings, our capital position, and other factors. All dividends paid are limited by the requirement to meet capital guidelines issued by regulatory authorities, and future declarations are subject to financial performance and regulatory requirements.

NOTE 17. REVENUE

ASC 606, *Revenue from Contracts with Customers* requires the disaggregation of revenue from contracts with customers into categories that show how economic factors affect the nature, timing, and uncertainty of revenue and cash flows. Suggested categories of disaggregation included but were not limited to: (1) type of good or service, (2) geographical region, (3) market or type of customer, (4) type of contract, (5) contract duration, (6) timing of the transfer of goods or services, and (7) sales channels. The Company disaggregates revenue from contracts by major product line or a type of good or service.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table presents certain selected financial information for the periods indicated (dollars in thousands):

For the year ended December 31,	2022	2021	2020
Revenue from Contracts with Customers:			
(1) Investment management income			
Investment commissions, net	\$ 9,249	\$ 10,160	\$ 7,833
Total	\$ 9,249	\$ 10,160	\$ 7,833
(2) Insurance income			
Property and casualty insurance income, net	\$ 61,485	\$ 53,738	\$ 48,206
Benefit insurance income, net	12,114	11,061	11,517
Travel insurance commissions, net	—	—	3,526
Total	\$ 73,599	\$ 64,799	\$ 63,249
(3) Real estate and property management income			
Real estate sales commissions, net	\$ 11,253	\$ 13,290	\$ 11,776
Real estate property management income, net	44,246	42,175	26,473
Total	\$ 55,499	\$ 55,465	\$ 38,249
Provision expense (release) for credit losses on future reservation receivables	\$ (127)	\$ 243	\$ 223
Provision expense (release) for credit losses on property and casualty insurance receivables	\$ 453	\$ 289	\$ 421

- (1) Investment management services are provided by TWM, which are included in the line item other income in the Banking segment of TowneBank. TWM markets services to our customers on behalf of RJFS, a broker-dealer and investment advisory firm registered with the SEC and a member of the Financial Industry Regulatory Authority. RJFS provides our customers brokerage and investment advisory services for the purchase and sale of nondeposit investment and/or insurance products.

TWM earns revenue in the form of commissions and fees. TWM's performance obligation is related to the referral of business to a third-party asset manager. Performance obligations are satisfied when a new customer enters into a contract with the third-party asset manager and when the manager collects a fee from the customer. Commissions are typically collected shortly after fees are collected by the third-party asset manager, which completes the revenue recognition process. In carrying out this performance obligation, TowneBank acts in the capacity of an agent.

- (2) Insurance revenue is included in the Insurance segment. This segment earns revenue in the form of commissions by binding insured parties' insurance policies with external insurance companies. Insurance revenue is earned in the form of commissions received for selling insurance policies as an independent agent of external insurance companies who underwrite the insurance policies. The external insurance companies retain the risks associated with the insurance policies. The Insurance segment's performance obligation is related to the referral of business to third-party insurance companies. Performance obligations are satisfied when a new customer enters into a contract with the third-party insurance company. Commissions are typically collected shortly thereafter and there is no material over time recognition of revenue. Contingent income is estimated and recorded at the time of the sale of the insurance policy to the extent that it is probable that there will not be a material amount of the income reversed. In carrying out this performance obligation, TowneBank acts in the capacity of an agent.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

- (3) Real estate and property management revenue is mainly in the form of commission, fee, and title income. The revenue is earned on both residential and commercial properties. Real estate and property management revenues fall within the Realty segment. Towne Realty, LLC, provides real estate services and residential and title insurance. Revenue is recognized as commissions and fee income are received. Performance obligations are satisfied with the receipt of commissions and fee income, which completes the revenue recognition process.

TowneBank's performance obligation related to the property management business is to market the property, take reservations (including collection of rent), and provide facility management services. The performance obligation to take reservations is satisfied when a customer makes a booking. Facility management services obligations are ongoing until a customer vacates a property. Fees are typically collected half upon booking and half upon a customer vacating a property. Materially all of the value of the performance obligation is related to the booking of the reservation; therefore, the Company recognizes the commission at the time the reservation is confirmed via the receipt of deposit. In carrying out these performance obligations, TowneBank acts in the capacity of an agent.

Remaining performance obligations related to ASC 606 application to the above revenue streams represent performance obligations with an original contract term greater than one year, which are fully or partially unsatisfied at the end of the period. The Company applies the practical expedient in ASC paragraph 606-10-50-14(a) and does not disclose information about remaining performance obligations that are part of a contract with an original expected duration of one year or less. The timing of revenue billings and cash collections may result in contract assets (the Company performing on its obligations prior to receiving payment unrelated to the passage of time) and contract liabilities (the Company receiving payment from a customer prior to performing on its obligation to that customer) on the Consolidated Balance Sheets.

The Company sold Red Sky Travel Insurance, a travel insurance joint venture, in third quarter 2020, at a pre-tax gain of \$6.52 million included in other income on the Income Statement, after distributions to noncontrolling interests. Red Sky was our only source of travel insurance commission, and we do not anticipate a future income stream from this line of insurance.

The Company had no material contract assets or contract liabilities recorded on the Consolidated Balance Sheets as of December 31, 2022.

This disclosure includes only revenue from contracts with third-party customers. See Note 28 for additional information regarding other revenue streams, primarily from revenue between the Company's consolidated subsidiaries and lines of business, in addition to those included in the table above.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 18. OTHER EXPENSES

The following chart shows a summary of other expenses (in thousands):

Year Ended December 31,	2022	2021	2020
Acquisition-related expenses	\$ 1,065	\$ 1,022	\$ (68)
Bank franchise tax/SCC fees	9,072	8,841	8,688
Charitable contributions	12,674	13,611	9,492
Directors' expense	2,418	2,145	1,864
FDIC and other insurance	5,875	5,449	6,202
Foreclosed property expenses	310	357	1,763
Other	22,443	17,759	17,709
Stationery and office supplies	2,670	2,701	2,571
Telephone and postage	6,570	6,975	6,811
Travel/Meals/Entertainment	3,338	1,867	1,870
	<u>\$ 66,435</u>	<u>\$ 60,727</u>	<u>\$ 56,902</u>

NOTE 19. REGULATORY CAPITAL REQUIREMENTS

The Company is subject to various regulatory capital requirements. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary, actions by regulators that, if undertaken, could have a direct material effect on the Company's financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company must meet specific capital guidelines that involve quantitative measures of the Company's assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The capital amounts and classification are also subject to qualitative judgments by regulators about components, risk weightings, and other factors.

In July 2013, the FDIC and other federal bank regulatory agencies approved final rules known as the "Basel III Capital Rules," which substantially revised the risk-based capital and leverage capital requirements applicable to bank holding companies and depository institutions, including the Company. The Basel III Capital Rules, which became fully phased in on January 1, 2019, require banking organizations to maintain (i) a minimum ratio of CET1 to risk-weighted assets of at least 4.5%, plus a 2.5% "capital conservation buffer" (which is added to the 4.5% CET1 ratio, effectively resulting in a minimum ratio of CET1 to risk-weighted assets of at least 7.0%); (ii) a minimum ratio of Tier 1 capital to risk-weighted assets of at least 6.0%, plus the capital conservation buffer (which is added to the 6.0% Tier 1 capital ratio, effectively resulting in a minimum Tier 1 capital ratio of 8.5%); (iii) a minimum ratio of total capital (that is, Tier 1 plus Tier 2 capital) to risk-weighted assets of at least 8.0%, plus the capital conservation buffer (which is added to the 8.0% total capital ratio, effectively resulting in a minimum total capital ratio of 10.5%); and (iv) a minimum leverage ratio of 4.0%, calculated as the ratio of Tier 1 capital to adjusted average quarterly assets.

In addition, the Federal Deposit Insurance Act as amended requires, among other things, the federal bank regulatory agencies to take "prompt corrective action" against depository institutions that do not meet minimum capital requirements. The Federal Deposit Insurance Act includes the following five capital tiers: "well capitalized," "adequately capitalized," "undercapitalized," "significantly undercapitalized," and "critically undercapitalized."

In order to be adequately capitalized for purposes of the prompt corrective action rules, a banking organization is required to have at least an 8% total risk-based capital ratio, a 6% Tier 1 risk-based capital ratio, a 4.5% CET1 risk-based capital ratio, and a 4% Tier 1 leverage ratio. To be well-capitalized, a banking organization is required

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

to have at least a 10% total risk-based capital ratio, an 8% Tier 1 risk-based capital ratio, a 6.5% CET1 risk-based capital ratio, and a 5% Tier 1 leverage ratio. An institution may be downgraded to, or deemed to be in, a capital category that is lower than indicated by its capital ratios if it is determined to be in an unsafe or unsound condition or if it receives an unsatisfactory examination rating with respect to certain matters. A bank's capital category is determined solely for the purpose of applying prompt corrective action regulations, and the capital category may not constitute an accurate representation of the bank's overall financial condition or prospects for other purposes.

A summary of our required and actual capital components follow (dollars in thousands):

As of December 31, 2022	Actual		Minimum Capital Requirements Including Conservation Buffer (1)		To Be Well Capitalized Under Prompt Action Provisions	
	Amount	Ratio %	Amount	Ratio %	Amount	Ratio %
Common equity Tier 1						
(to risk-weighted assets)	\$ 1,529,538	11.92 %	\$ 898,219	7.00 %	\$ 834,060	6.50 %
Tier 1 capital						
(to risk-weighted assets)	\$ 1,544,335	12.04 %	\$ 1,090,270	8.50 %	\$ 1,026,136	8.00 %
Total risk-based capital						
(to risk-weighted assets)	\$ 1,897,992	14.80 %	\$ 1,346,548	10.50 %	\$ 1,282,427	10.00 %
Tier 1 leverage ratio						
(to average assets)	\$ 1,544,335	9.87 %	\$ 625,870	4.00 %	\$ 782,338	5.00 %
As of December 31, 2021						
Common equity Tier 1						
(to risk-weighted assets)	\$ 1,401,293	12.36 %	\$ 793,613	7.00 %	\$ 736,926	6.50 %
Tier 1 capital						
(to risk-weighted assets)	\$ 1,418,153	12.51 %	\$ 963,573	8.50 %	\$ 906,892	8.00 %
Total risk-based capital						
(to risk-weighted assets)	\$ 1,764,803	15.56 %	\$ 1,190,902	10.50 %	\$ 1,134,192	10.00 %
Tier 1 leverage ratio						
(to average assets)	\$ 1,418,153	9.11 %	\$ 622,680	4.00 %	\$ 778,350	5.00 %

(1) Basel III Capital Rules require banking organizations to maintain a minimum CET1 ratio of 4.5%, plus a 2.5% capital conservation buffer; a minimum Tier 1 capital ratio of 6.0%, plus a 2.5% capital conservation buffer; a minimum, total risk-based capital ratio of 8%, plus a 2.5% conservation buffer; and a minimum Tier 1 leverage ratio of 4.0%.

NOTE 20. FAIR VALUE DISCLOSURES

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. A three-level valuation hierarchy was established for disclosure of fair value measurements. The valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. The three levels are defined as follows:

Level 1 Valuation is based on quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 Valuation is based on observable inputs, other than Level 1 prices, which are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Level 3 Valuation is based on unobservable inputs that are supported by little or no market activity and which are significant to the fair value of the assets or liabilities.

The following is a description of the valuation methodologies used for instruments measured at fair value on a recurring basis.

Securities available for sale: Fair values are based on published market prices or dealer quotes. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities. The fair value of certain corporate securities is based on a discounted cash flow model that utilizes Level 3, or unobservable inputs, the most significant of which are a discount rate and weighted-average life. At December 31, 2022, the discount rate utilized was between 8.15% and 8.50%, and the weighted-average life was between 6.96 and 9.21 years.

Loans held for sale - mandatory delivery: Fair values of loans held for sale are based on commitments on hand from investors or, if commitments have not yet been obtained, prevailing market rates. TowneBank elects to carry mortgages it intends to sell in the mandatory delivery program at fair value. Intent to sell on the mandatory market is established for mortgage loans held for sale when TowneBank enters into a loan commitment or interest rate lock with the customer. For additional information about loans held for sale, refer to Note 21.

Loans held for sale - best efforts: Effective January 1, 2022, we elected to carry mortgage loans held for sale within the best efforts program at fair value. Best efforts delivery transactions set the sale price with the investor on a loan-by-loan basis at the time each loan is locked with the respective borrower. Fair values of loans held for sale are based on commitments on hand from investors or, if commitments have not been obtained, prevailing market rates.

Derivative financial instruments: Interest rate lock commitments, related to the origination of mortgage loans held for sale, are recorded at estimated fair value based on the value of the underlying loan, which in turn is based on quoted prices for similar loans in the secondary market. However, this value is adjusted by a factor which considers the likelihood that the loan in a lock position will ultimately close. This factor, the fall-out rate, is derived from the Company's internal data and is adjusted using significant management judgment. The fall-out rate is largely dependent on the processing stage that a loan is currently in and the change in prevailing interest rates from the time of the rate lock. As such, interest rate lock commitments are classified as recurring Level 3. For the years ended December 31, 2022 and 2021, the Company used weighted average fall-out rates of 14.07% and 11.97%, respectively.

To mitigate the effect of the interest rate risk inherent in providing rate lock commitments to borrowers, the Company enters into either a forward sales contract to sell loans to investors when using best efforts or a TBA mortgage-backed security under mandatory delivery. The forward sales contracts are entered into on a loan-by-loan basis and lock in a price for the sale of a specific rate lock commitment. The Company has not formally designated these derivatives as a qualifying hedge relationship; accordingly, changes to fair value are recorded to earnings each period. These valuations fall into a Level 2 category.

Forward Loan Sale Commitments: Loan sales agreements are evaluated to determine whether they meet the definition of a derivative because facts and circumstances may differ significantly. The Company has made the determination that the best efforts contracts do not meet the definition of derivative instruments. Effective January 1, 2022, the Company elected the fair value option on forward loan sales commitments on closed loans. Accordingly, forward loan sale commitments that economically hedge the closed loan inventory are recognized at fair value in the Consolidated Balance Sheet in other assets or other liabilities, with changes in their fair values recorded as a component of mortgage banking activities in the Consolidated Statements of Income. The Company

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

estimated the fair value of its forward sales commitments using a methodology similar to that used for derivative loan commitments.

The following tables present the recorded amount of assets and liabilities measured at fair value on a recurring basis (in thousands):

	December 31, 2022			
	Level 1	Level 2	Level 3	Total
U.S. agency securities	\$ —	\$ 293,894	\$ —	\$ 293,894
U.S. Treasury notes	\$ 26,693	\$ —	\$ —	\$ 26,693
Municipal securities	\$ —	\$ 430,948	\$ —	\$ 430,948
Mortgage-backed securities issued by GSEs	\$ —	\$ 1,011,666	\$ —	\$ 1,011,666
Trust preferred and other corporate securities	\$ —	\$ 48,395	\$ 29,306	\$ 77,701
Loans held for sale	\$ —	\$ 102,339	\$ —	\$ 102,339
Derivative assets	\$ —	\$ 549	\$ 482	\$ 1,031
Derivative liabilities	\$ —	\$ 1,004	\$ —	\$ 1,004

	December 31, 2021			
	Level 1	Level 2	Level 3	Total
U.S. agency securities	\$ —	\$ 310,587	\$ —	\$ 310,587
U.S. Treasury notes	\$ 1,000	\$ —	\$ —	\$ 1,000
Municipal securities	\$ —	\$ 385,569	\$ —	\$ 385,569
Mortgage-backed securities issued by GSEs	\$ —	\$ 1,055,183	\$ —	\$ 1,055,183
Trust preferred and other corporate securities	\$ —	\$ 45,844	\$ 8,000	\$ 53,844
Loans held for sale	\$ —	\$ 109,823	\$ —	\$ 109,823
Derivative assets	\$ —	\$ 319	\$ 3,455	\$ 3,774
Derivative liabilities	\$ —	\$ 121	\$ —	\$ 121

TowneBank elects the fair value option for loans held for sale. This election allows for a more effective offset of the changes in fair values of the loans, the forward loan commitments, and mandatory derivative instruments used to economically hedge them without the burden of complying with the requirements for hedge accounting.

Effective January 1, 2022, TowneBank elected to carry mortgage loans held for sale within the best efforts program at fair value; therefore, the balances as of December 31, 2021, do not include those loans, which were carried at the lower of cost or fair value.

At December 31, 2022, and December 31, 2021, the aggregate fair value of mortgage loans held for sale accounted for under the fair value option was \$102.34 million and \$109.82 million, respectively, and the unpaid principal balance of those loans was \$100.86 million and \$109.74 million, respectively.

Interest income on mortgage loans held for sale is recognized based on contractual rates and is reflected in interest income on mortgage loans held for sale in the Consolidated Statements of Income. The following table details net gains and losses resulting from changes in fair value of these loans, which were recorded in residential mortgage banking income, net in the Consolidated Statements of Income for the periods presented.

Net Gains (Losses) Resulting from Changes in Fair Value		
(in thousands)	Twelve Months Ended	
	December 31, 2022	December 31, 2021
Mortgage loans held for sale, at fair value	\$ (100)	\$ 83

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The Company may be required, from time to time, to measure certain assets at fair value on a nonrecurring basis in accordance with GAAP. These adjustments to fair value usually result from application of lower-of-cost-or-market accounting or write-downs of individual assets. For assets measured at fair value on a nonrecurring basis that were still held in the balance sheet at year-end, the following table provides the level of valuation assumptions used to determine each adjustment and the carrying value of the related assets (in thousands):

December 31, 2022	Level 1	Level 2	Level 3	Total
Collateral-dependent assets with specific reserves	\$ —	\$ —	\$ —	\$ —
Other real estate owned and other nonperforming assets	\$ —	\$ —	\$ 560	\$ 560
December 31, 2021	Level 1	Level 2	Level 3	Total
Collateral-dependent assets with specific reserves	\$ —	\$ —	\$ 341	\$ 341
Other real estate owned and other nonperforming assets	\$ —	\$ —	\$ 4,584	\$ 4,584

The following is a description of valuation methodologies used for assets measured on a nonrecurring basis.

Loans: Loans for which repayment of the loan is expected to be provided solely by the value of the underlying collateral are considered collateral-dependent and are valued based on the fair value of such collateral. Collateral values are estimated using inputs based on observable market data or inputs based on customized discounting criteria. In cases where such inputs were unobservable, specifically, discounts applied to appraisal values to adjust such values to current market conditions or to reflect net realizable value, the loan balance is reflected within Level 3 of the hierarchy.

Other real estate owned and other nonperforming assets: The fair value of foreclosed property is measured at fair value on a nonrecurring basis (upon initial recognition or subsequent impairment) and is classified within Level 3 of the valuation hierarchy. When transferred from the loan portfolio, OREO is adjusted to fair value less estimated selling costs and is subsequently carried at the lower of carrying value or fair value less estimated selling costs. The fair value is generally determined using an external appraisal process and is discounted based on internal criteria when deemed necessary.

HTM trust preferred and other corporate securities: The fair value of certain corporate securities is based on a discounted cash flow model that utilizes Level 3, or unobservable inputs, the most significant of which were a discount rate and weighted-average life. At December 31, 2022, the discount rate utilized was 7.22% and the weighted-average life was 26.35 years.

The following methods and assumptions were used in estimating fair value for the remaining classes of our financial instruments.

Cash and due from banks, interest-bearing deposits in financial institutions, and federal funds sold: The carrying amount approximates fair value.

Securities held to maturity: Fair values are based on published market prices or dealer quotes. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities.

Loans: For loan receivables with short-term and/or variable characteristics, the total receivable outstanding approximates fair value. The fair value of other loans is estimated by discounting the future cash flows using interest rates currently being offered for loans with similar terms to borrowers of similar credit quality.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Interest receivable and interest payable: The carrying amount approximates fair value.

Deposits: The carrying amount of noninterest-bearing deposits and deposits with no defined maturity is estimated by discounting the future cash flows using the alternative borrowing curve, estimated maturities, and servicing cost. The fair value of certificates of deposit is estimated by discounting the future cash flows using the alternative borrowing curve.

Advances from the FHLB: The fair value of advances from the FHLB is determined using the discounted cash flow method with the discount rate being equal to the rate currently offered on similar products.

Repurchase agreements and other borrowings: The carrying amount approximates fair value due to the short-term nature of these instruments.

Commitments to extend and standby letters of credit: These financial instruments are generally not sold or traded. The estimated fair values of off-balance-sheet credit commitments, including standby letters of credit and guarantees written, are immaterial and are not included in the following table.

The estimated fair values of our financial instruments required to be disclosed under ASC 825, *Financial Instruments*, and the level within the fair value hierarchy at which such assets and liabilities are measured, are as follows (in thousands):

December 31, 2022	Carrying Value	Estimated Fair Value	Level 1	Level 2	Level 3
Cash and due from banks	\$ 55,381	\$ 55,381	\$ 55,381	\$ —	\$ —
Interest-bearing deposits at FRB-Richmond	\$ 1,000,205	\$ 1,000,205	\$ 1,000,205	\$ —	\$ —
Interest-bearing deposits in financial institutions	\$ 97,244	\$ 97,244	\$ 97,244	\$ —	\$ —
Securities available for sale, net	\$ 1,840,902	\$ 1,840,902	\$ —	\$ 1,811,596	\$ 29,306
Securities held to maturity, net	\$ 548,475	\$ 518,993	\$ —	\$ 518,002	\$ 991
Other equity securities	\$ 6,424	\$ 6,424	\$ —	\$ 6,424	\$ —
Net loans	\$ 10,794,602	\$ 10,369,326	\$ —	\$ —	\$ 10,369,326
Interest receivable	\$ 42,821	\$ 42,821	\$ —	\$ 42,821	\$ —
Time deposits	\$ 1,468,975	\$ 1,439,514	\$ —	\$ 1,439,514	\$ —
Advances from the FHLB	\$ 29,674	\$ 29,013	\$ —	\$ 29,013	\$ —
Subordinated debt, net	\$ 247,420	\$ 221,190	\$ —	\$ 221,190	\$ —

December 31, 2021	Carrying Value	Estimated Fair Value	Level 1	Level 2	Level 3
Cash and due from banks	\$ 17,373	\$ 17,373	\$ 17,373	\$ —	\$ —
Interest-bearing deposits at FRB-Richmond	\$ 3,244,484	\$ 3,244,484	\$ 3,244,484	\$ —	\$ —
Interest-bearing deposits in financial institutions	\$ 34,779	\$ 34,779	\$ 34,779	\$ —	\$ —
Securities available for sale, net	\$ 1,806,183	\$ 1,806,183	\$ —	\$ 1,798,183	\$ 8,000
Securities held to maturity, net	\$ 154,221	\$ 155,676	\$ —	\$ 154,022	\$ 1,654
Other equity securities	\$ 6,759	\$ 6,759	\$ —	\$ 6,759	\$ —
Net loans	\$ 9,506,252	\$ 9,448,448	\$ —	\$ —	\$ 9,448,448
Interest receivable	\$ 28,803	\$ 28,803	\$ —	\$ 28,803	\$ —
Time deposits	\$ 1,515,891	\$ 1,516,298	\$ —	\$ 1,516,298	\$ —
Advances from the FHLB	\$ 155,367	\$ 153,522	\$ —	\$ 153,522	\$ —
Subordinated debt, net	\$ 249,652	\$ 252,935	\$ —	\$ 252,935	\$ —

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

In accordance with disclosure guidance related to fair values of financial instruments, the Company did not include assets and liabilities that are not financial instruments, such as goodwill, other purchased intangibles, premises and equipment, deferred taxes, and other assets and liabilities. Additionally, receivables and payables due in one year or less and deposits with no defined or contractual maturities are excluded.

NOTE 21. DERIVATIVE FINANCIAL INSTRUMENTS

The Company enters into interest rate lock commitments with its mortgage customers. The Company is also a party to forward mortgage sales contracts to sell loans servicing-released and sales of TBA MBSs. When the interest rate is locked with the borrower, the rate lock commitment, mandatory forward sales contract, and mortgage-backed security position are undesignated derivatives and marked to fair value through earnings. The fair value of the rate lock derivative is based on quoted prices for similar loans in the secondary market, adjusted by a factor which considers the likelihood that the loan in a lock position will ultimately close. Both the rate lock commitment and the corresponding forward sales contracts are considered derivatives, but are not accounted for using hedge accounting. As such, changes in the estimated fair value of the derivatives during the commitment period are recorded in current earnings and included in net residential mortgage banking income in the Consolidated Statements of Income.

When the market is favorable, we sell mortgage loans under both "mandatory" and "best efforts" delivery programs. Under the mandatory delivery system, loans with interest rate locks with respective borrowers are paired with the sales of TBA MBSs bearing similar attributes. We commit to deliver loans to an investor at an agreed-upon price upon the closing of such loans.

The following table reflects the amount and market value of mortgage banking derivatives included in the Consolidated Balance Sheets as of the period end (in thousands):

	December 31, 2022		December 31, 2021	
	Notional	Fair	Notional	Fair
	Amount	Value	Amount	Value
Interest rate contracts included in other assets	\$ 167,022	\$ 1,031	\$ 404,393	\$ 3,774
Interest rate contracts included in other liabilities	\$ 89,471	\$ 1,004	\$ 62,864	\$ 121

Gains and losses from mortgage banking derivatives are included in residential mortgage banking income, net on the Consolidated Statements of Income. For the years ended December 31, 2022, and December 31, 2021, the Company recognized losses of \$2.39 million and \$8.69 million, respectively.

NOTE 22. VARIABLE INTEREST ENTITIES

In the normal course of business, the Company is involved with various entities that are considered to be Variable Interest Entities. A VIE is an entity that has either a total equity investment that is insufficient to permit the entity to finance its activities without additional subordinated financial support, or whose equity investors lack the characteristics of a controlling financial interest. In accordance with existing accounting guidance, we are required to consolidate any VIE of which we are determined to be the primary beneficiary. The primary beneficiary is the entity that has (i) the power to direct the activities of a VIE that most significantly impact the entity's economic performance; and (ii) the obligation to absorb losses of the entity that could potentially be significant to the VIE, or the right to receive benefits from the entity that could potentially be significant to the VIE. We review all significant interests in the VIEs we are involved with, including the amounts and types of financial and other support, including equity investments, debt financing, and guarantees. We also consider the activities of the VIEs that most significantly impact the VIEs' economic performance and whether we have control over those activities.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

We assess whether or not we are the primary beneficiary of a VIE on an ongoing basis. To provide the necessary disclosures, we aggregate similar VIEs based on the nature and purpose of the entities.

Low Income Housing Tax Credit Partnerships

As part of its community reinvestment initiatives, the Company invests within its footprint in multi-family affordable housing developments as a limited partner. The Company receives tax credits for its partnership investments. The Company has determined that these partnerships are VIEs when it does not own 100% of the entity, because the holders of the equity investment at risk do not have the power through voting rights or similar rights to direct the activities of the entity that most significantly impact the entity's economic performance. Accordingly, the Company's limited partner interests are variable interests that the Company evaluates for purposes of determining whether the Company is the primary beneficiary.

For each of the partnerships, the Company acts strictly in a limited partnership capacity. The Company has determined that it is not the primary beneficiary of these partnerships because the general partner of each limited partnership has both the power to direct the activities that most significantly impact the entity's economic performance and the obligation to absorb losses or the right to receive benefits that could be significant to the entities. The Company accounts for its limited partner interests in accordance with the accounting guidance for investments in affordable housing projects. Partnership assets of \$453.43 million and \$319.79 million were not included in the Consolidated Balance Sheets at December 31, 2022 and 2021, respectively. These limited partner interests had carrying values of \$163.38 million and \$102.42 million at December 31, 2022 and 2021, respectively, and are recorded in other assets on the Company's Consolidated Balance Sheets. The Company's maximum exposure to loss for these limited partner investments totaled \$163.42 million and \$102.42 million at December 31, 2022 and 2021, respectively. As of December 31, 2022, the Company has \$148.51 million in funding commitments that are dependent on certain contractual milestones and \$4.96 million in unfunded short-term construction loan commitments. For the year ended December 31, 2022, a tax benefit totaling \$3.75 million, net of amortization of \$16.64 million, was recognized as a component of income tax expense. For the year ended December 31, 2021, a tax benefit totaling \$2.55 million, net of amortization of \$12.04 million, was recognized as a component of income tax expense.

NOTE 23. INCOME TAXES

Current income tax expense represents the amounts expected to be reported on the Company's income tax returns, and deferred tax expense or benefit represents the change in net deferred tax assets and liabilities. Deferred tax assets and liabilities are determined based on the difference between the financial statement and tax basis of assets and liabilities as measured by the enacted tax rates that will be in effect when these differences reverse. Valuation allowances are recorded as appropriate to reduce deferred tax assets to the amount considered likely to be realized.

The Company uses the asset and liability method of accounting for income taxes. Under this method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to reverse.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The provision for income taxes charged to operations is listed in the following chart (in thousands):

For the Year Ended December 31,	2022	2021	2020
Current income tax expense			
Federal	\$ (32,392)	\$ (49,397)	\$ (45,306)
State	(3,824)	(5,258)	(3,463)
Total current tax expense	(36,216)	(54,655)	(48,769)
Deferred income tax (expense) benefit			
Federal	(9,499)	455	15,142
State	(866)	(598)	1,727
Total deferred income tax (expense) benefit	(10,365)	(143)	16,869
Income tax expense	<u>\$ (46,581)</u>	<u>\$ (54,798)</u>	<u>\$ (31,900)</u>

Differences between income tax expense calculated at the statutory rate and shown on the Consolidated Statements of Income are summarized as follows (dollars in thousands):

For the Year Ended December 31,	2022		2021		2020	
	\$	Rate	\$	Rate	\$	Rate
Federal income tax expense at statutory rate	\$ (49,469)	(21.00)%	\$ (56,738)	(21.00)%	\$ (37,261)	(21.00)%
State income tax expense, net of federal benefit	(3,884)	(1.65)%	(4,108)	(1.52)%	(2,358)	(1.33)%
Tax advantaged income	4,537	1.93 %	4,037	1.49 %	3,858	2.17 %
Low income housing tax credit, net of amortization	3,750	1.59 %	2,547	0.94 %	2,074	1.17 %
Prior year adjustments	(297)	(0.13)%	611	0.23 %	2,539	1.43 %
Other	(1,218)	(0.51)%	(1,147)	(0.42)%	(752)	(0.42)%
Income tax expense	<u>\$ (46,581)</u>	<u>(19.77)%</u>	<u>\$ (54,798)</u>	<u>(20.28)%</u>	<u>\$ (31,900)</u>	<u>(17.98)%</u>

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Significant components of deferred tax assets and deferred tax liabilities follow (in thousands):

Year Ended December 31,	2022	2021
Deferred tax assets:		
Allowance for credit losses	\$ 26,354	\$ 25,123
Stock-based compensation	905	1,102
Accrued expenses	1,054	3,995
Retirement plan	11,579	13,931
Deferred compensation	14,362	12,897
Operating lease liabilities	17,783	12,403
Assets acquired in acquisitions	1,230	2,134
Basis differences due to tax credits and partnerships	1,274	978
Unrealized loss on securities available for sale	42,279	—
Other	128	2,838
Total deferred tax assets	116,948	75,401
Deferred tax liabilities:		
Depreciation	23,793	16,545
Noncompete and intangibles	5,407	5,074
Unrealized gain on securities available for sale	—	3,923
Operating lease right-of-use assets	16,888	11,563
Other	644	707
Total deferred tax liabilities	46,732	37,812
Net deferred tax assets	\$ 70,216	\$ 37,589

As of December 31, 2022, and December 31, 2021, the Company did not have any unrecognized tax benefits. The Company does not expect the total amount of unrecognized tax benefits to significantly increase or decrease in the next 12 months. The Company recognizes interest and penalties related to unrecognized tax benefits as "Interest Expense" and "Other Expense," respectively, and not as part of the tax provision. The Company is no longer subject to examination for federal and state purposes for tax years prior to 2019.

NOTE 24. ACCUMULATED OTHER COMPREHENSIVE INCOME

The following table summarizes the components of accumulated other comprehensive income (loss) at December 31, 2022, 2021, and 2020, and changes during the years then ended. The amounts reclassified from accumulated other comprehensive income for the securities available for sale are included in gain (loss) on investment securities, net on the Consolidated Statements of Income, while the amounts reclassified from

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

accumulated other comprehensive income for the defined benefit retirement plan are a component of salaries and employee benefits expense and other expense in the Consolidated Statements of Income.

<i>(in thousands)</i>	Unrealized Gains (Losses) on Securities (a)	Pension and Postretirement Plans (b)	Accumulated Other Comprehensive Income (Loss), Net of Tax
Balance, December 31, 2019	\$ 15,441	\$ (4,139)	\$ 11,302
Other comprehensive income (loss) before reclassifications, net of tax	37,622	(1,015)	36,607
Amounts reclassified from AOCI, net of tax	(7,611)	886	(6,725)
Net change	30,011	(129)	29,882
Balance, December 31, 2020	45,452	(4,268)	41,184
Other comprehensive income (loss) before reclassifications, net of tax	(30,845)	559	(30,286)
Amounts reclassified from AOCI, net of tax	(989)	688	(301)
Net change	(31,834)	1,247	(30,587)
Balance, December 31, 2021	13,618	(3,021)	10,597
Other comprehensive income (loss) before reclassifications, net of tax	(162,390)	10,704	(151,686)
Amounts reclassified from AOCI, net of tax	—	584	584
Net change	(162,390)	11,288	(151,102)
Balance, December 31, 2022	\$ (148,772)	\$ 8,267	\$ (140,505)

(a) For additional information about investment securities, refer to Note 3.

(b) For additional information about retirement plans, refer to Note 14.

NOTE 25. LEGAL CONTINGENCIES

Various legal actions arise from time to time in the normal course of our business. There were no significant asserted claims or assessments at December 31, 2022. Management was not aware of any unasserted claims or assessments that may be probable of assertion at December 31, 2022.

NOTE 26. OTHER RELATED PARTY TRANSACTIONS

Loans are made to the Company's executive officers and directors and their associates during the ordinary course of business. The aggregate amount of loans to such related parties totaled \$491.40 million, \$454.01 million, and \$461.73 million as of December 31, 2022, 2021, and 2020, respectively. During 2022, new advances on all commitments to such parties totaled \$436.59 million, and repayments amounted to \$364.96 million. Included in the loans to related parties, at December 31, 2022, we had \$117.33 million in unfunded commitments to extend credit to such related parties.

The Company rents space for various financial centers from companies associated with its directors. Rent expense related to these leases was \$2.89 million, \$2.73 million, and \$2.65 million for the years ended December 31, 2022, 2021, and 2020, respectively.

In the ordinary course of business, the Company acquired certain goods and services from companies associated with its directors and employees, including purchases of automobiles, construction of Company-owned facilities, and maintenance and furnishing of Company facilities. Amounts paid to these companies during the years ended December 31, 2022, 2021, and 2020, approximated \$15.73 million, \$6.50 million, and \$1.64 million, respectively.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 27. QUARTERLY FINANCIAL DATA (UNAUDITED)

Summarized unaudited quarterly financial data for the years ended December 31, 2022 and 2021, is as follows (in thousands, except per share data):

2022	Fourth	Third	Second	First
Interest income	\$ 151,918	\$ 137,524	\$ 120,139	\$ 108,355
Interest expense	23,135	13,486	10,799	9,151
Provision for credit losses	6,074	3,925	56	(1,449)
Noninterest income	46,524	55,198	57,640	66,208
Net gain on investment securities	—	—	—	—
Noninterest expense	111,141	112,034	108,725	109,379
Income before income tax expense and noncontrolling interest	58,092	63,277	58,199	57,482
Income tax expense	11,598	12,606	11,145	11,232
Net income	46,494	50,671	47,054	46,250
Noncontrolling interest	191	(502)	(507)	(664)
Net income attributable to TowneBank	<u>\$ 46,685</u>	<u>\$ 50,169</u>	<u>\$ 46,547</u>	<u>\$ 45,586</u>
Net income per common share				
Basic	\$ 0.64	\$ 0.69	\$ 0.64	\$ 0.63
Diluted	\$ 0.64	\$ 0.69	\$ 0.64	\$ 0.63
Dividends	\$ 0.23	\$ 0.23	\$ 0.23	\$ 0.20
2021	Fourth	Third	Second	First
Interest income	\$ 109,503	\$ 109,845	\$ 111,815	\$ 112,290
Interest expense	8,711	9,402	10,671	12,300
Provision for credit losses	(1,110)	(1,582)	(10,055)	(4,027)
Noninterest income	59,632	69,633	65,925	81,519
Net gain on investment securities	—	—	252	1,000
Noninterest expense	110,467	104,086	105,394	97,326
Income before income tax expense and noncontrolling interest	51,067	67,572	71,982	89,210
Income tax expense	9,410	14,829	13,980	16,579
Net income	41,657	52,743	58,002	72,631
Noncontrolling interest	(1,474)	(2,343)	(2,199)	(3,636)
Net income attributable to TowneBank	<u>\$ 40,183</u>	<u>\$ 50,400</u>	<u>\$ 55,803</u>	<u>\$ 68,995</u>
Net income per common share				
Basic	\$ 0.55	\$ 0.70	\$ 0.77	\$ 0.95
Diluted	\$ 0.55	\$ 0.69	\$ 0.77	\$ 0.95
Dividends	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.18

NOTE 28. SEGMENT REPORTING

The Company has three reportable segments: Banking, Realty, and Insurance. The Banking segment provides loan and deposit services to retail and commercial customers. The Realty segment provides residential real estate services, resort property management, originations of a variety of mortgage loans, and commercial and residential title insurance. Mortgage loans are originated and sold principally in the secondary market through purchase commitments from investors. The Insurance segment provides full-service commercial and retail insurance and

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

employee benefit services. Until its sale in third quarter 2020, the Company also provided travel insurance services through Red Sky Travel Insurance.

All the segments are service-based. The Banking segment offers a distribution and referral network for the realty and insurance services, and the Realty and Insurance divisions offer a similar network for the Banking segment due largely to overlapping geographic markets. A major distinction is the source of income. The Realty and Insurance businesses are fee-based, while the Banking segment is driven principally by net interest income.

Segment profit and loss is measured by net income after income tax. Inter-segment transactions are recorded at cost and eliminated as part of the consolidation process. Because of the interrelationships of the various segments, the information presented is not indicative of how the segments would perform if they operated as independent entities.

Information about reportable segments and reconciliation of such information to the Consolidated Financial Statements follows (dollars in thousands):

For the Year Ended December 31, 2022

	Bank	Realty	Insurance	Consolidated Totals
Net interest income	\$ 455,881	\$ 5,484	\$ —	\$ 461,365
Provision for credit losses	8,559	47	—	8,606
Net interest income after provision for credit losses	447,322	5,437	—	452,759
Residential mortgage banking income, net	(4,633)	51,783	—	47,150
Insurance commissions and other title fees and income, net	—	1,981	73,598	75,579
Property management income, net	—	44,246	—	44,246
Real estate commission income, net	—	11,253	—	11,253
Other noninterest income	44,238	2,362	742	47,342
Noninterest expense	272,396	114,646	54,237	441,279
Income before income tax, corporate allocation, and noncontrolling interest	214,531	2,416	20,103	237,050
Corporate allocation	4,381	(3,202)	(1,179)	—
Income before income tax provision and noncontrolling interest	218,912	(786)	18,924	237,050
Income tax provision	41,944	(186)	4,823	46,581
Net income (loss)	176,968	(600)	14,101	190,469
Noncontrolling interest	—	(1,482)	—	(1,482)
Net income (loss) attributable to TowneBank	\$ 176,968	\$ (2,082)	\$ 14,101	\$ 188,987
Net income (loss) as percentage of total	93.64 %	(1.10)%	7.46 %	100.00 %
Assets	\$ 14,904,863	\$ 440,664	\$ 499,740	\$ 15,845,267

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Year Ended December 31, 2021

	Bank	Realty	Insurance	Consolidated Totals
Net interest income	\$ 391,751	\$ 10,618	\$ —	\$ 402,369
Provision for credit losses	(15,859)	(915)	—	(16,774)
Net interest income after provision for credit losses	407,610	11,533	—	419,143
Residential mortgage banking income, net	(3,851)	113,155	—	109,304
Insurance commissions and other title fees and income, net	215	2,527	64,799	67,541
Property management income, net	—	42,175	—	42,175
Real estate commission income, net	—	13,290	—	13,290
Other noninterest income	42,098	2,691	862	45,651
Noninterest expense	244,013	121,664	51,595	417,272
Income before income tax, corporate allocation, and noncontrolling interest	202,059	63,707	14,066	279,832
Corporate allocation	5,041	(4,000)	(1,041)	—
Income before income tax provision and noncontrolling interest	207,100	59,707	13,025	279,832
Income tax provision	37,584	13,911	3,303	54,798
Net income	169,516	45,796	9,722	225,034
Noncontrolling interest	(4)	(9,647)	—	(9,651)
Net income attributable to TowneBank	\$ 169,512	\$ 36,149	\$ 9,722	\$ 215,383
Net income as percentage of total	78.70 %	16.78 %	4.52 %	100.00 %
Assets	\$ 15,227,519	\$ 692,308	\$ 441,560	\$ 16,361,387

For the Year Ended December 31, 2020

	Bank	Realty	Insurance	Consolidated Totals
Net interest income	\$ 367,353	\$ 12,791	\$ —	\$ 380,144
Provision for credit losses	65,799	1,378	—	67,177
Net interest income after provision for credit losses	301,554	11,413	—	312,967
Residential mortgage banking income, net	(2,423)	114,589	—	112,166
Insurance commissions and other title fees and income, net	194	2,397	63,249	65,840
Property management income, net	—	26,473	—	26,473
Real estate commission income, net	—	11,776	—	11,776
Other noninterest income	46,862	2,434	18,640	67,936
Noninterest expense	243,451	104,123	48,251	395,825
Income before income tax, corporate allocation, and noncontrolling interest	102,736	64,959	33,638	201,333
Corporate allocation	2,534	(1,522)	(1,012)	—
Income before income tax provision and noncontrolling interest	105,270	63,437	32,626	201,333
Income tax provision	14,467	12,035	5,398	31,900
Net income	90,803	51,402	27,228	169,433
Noncontrolling interest	6	(11,809)	(12,095)	(23,898)
Net income attributable to TowneBank	\$ 90,809	\$ 39,593	\$ 15,133	\$ 145,535
Net income as percentage of total	62.40 %	27.20 %	10.40 %	100.00 %
Assets	\$ 13,430,909	\$ 814,060	\$ 381,475	\$ 14,626,444

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table provides the change in net income and total assets for each segment, comparing the years ended December 31, 2022 and 2021 (dollars in thousands):

	Banking	Realty	Insurance	Consolidated
Net income attributable to TowneBank (\$)	\$ 7,456	\$ (38,231)	\$ 4,379	\$ (26,396)
Net income attributable to TowneBank (%)	4.40 %	(105.76)%	45.04 %	(12.26)%
Total assets (\$)	\$ (322,656)	\$ (251,644)	\$ 58,180	\$ (516,120)
Total assets (%)	(2.12)%	(36.35)%	13.18 %	(3.15)%

NOTE 29. EARNINGS PER SHARE

The following chart summarizes information related to the computation of basic and diluted earnings per share (dollars in thousands, except per share data):

Year Ended December 31,	2022	2021	2020
Basic			
Net income available to common shareholders	\$ 188,987	\$ 215,383	\$ 145,535
Weighted average common shares outstanding	72,556,546	72,479,236	72,293,686
Basic earnings per common share	\$ 2.60	\$ 2.97	\$ 2.01
Diluted			
Net income available to common shareholders	\$ 188,987	\$ 215,383	\$ 145,535
Weighted average common shares outstanding	72,556,546	72,479,236	72,293,686
Effect of dilutive securities:			
Stock compensation plans (1)	21,397	83,841	54,649
Weighted average diluted shares outstanding	72,577,943	72,563,077	72,348,335
Diluted earnings per common share	\$ 2.60	\$ 2.97	\$ 2.01

(1) Stock options and restricted stock shares totaling zero, zero, and 54,649 were excluded from the computation of diluted earnings per share during 2022, 2021, and 2020, respectively, because their inclusion would be antidilutive.

NOTE 30. SUBSEQUENT EVENT

Farmers Bankshares, Inc. Merger

On January 13, 2023, TowneBank completed its acquisition of Farmers and its wholly owned bank subsidiary, Farmers Bank, in an all-stock transaction. As part of the merger, Farmers and Farmers Bank merged with and into TowneBank. In connection with the Farmers acquisition, TowneBank acquired a majority interest in a full-service, independent insurance agency, Manry-Rawls, LLC. On January 31, 2023, TowneBank completed the acquisition by purchasing the noncontrolling interest in Manry-Rawls LLC.

In the merger with Farmers, each outstanding share of Farmers common stock was converted into the right to receive 0.6050 shares of TowneBank common stock. TowneBank issued an aggregate of 1.90 million shares of its common stock to former Farmers shareholders. Based on the closing price of TowneBank's common stock on January 13, 2023, of \$31.42 per share, the aggregate consideration paid to former Farmers common shareholders and holders of Farmers common stock and former holders of equity awards to acquire Farmers common stock was approximately \$59.60 million.

The merger has been accounted for under the acquisition method of accounting. Under this guidance, an entity is required to recognize the assets acquired, liabilities assumed and the consideration given at their fair value on the acquisition date. Due to the recency and nature of the transaction, the Company is still in the process of evaluating the fair value adjustments necessary to adjust the acquired assets and assumed liabilities to estimated fair value, as well as the related intangible assets associated with the transaction. Therefore, it is impractical to estimate and

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

disclose the provisional allocation amounts and the pro forma impact of the acquisition at this time.

TOWNEBANK

SHAREHOLDER INFORMATION

ANNUAL MEETING

TowneBank intends to hold its 2023 Annual Meeting of Shareholders at 11:30 a.m. on Wednesday, May 24, 2023, at the Virginia Beach Convention Center, 1000 19th Street in Virginia Beach, Virginia.

COMMON STOCK

The Company's common stock is listed on the Nasdaq Global Select Market under the symbol TOWN.

INVESTOR RELATIONS

Our Annual Report, Form 10-K, and other corporate publications are available to shareholders on request, without charge, by writing:

TowneBank
6001 Harbour View Boulevard
Suffolk, Virginia 23435
email: investor.relations@townebank.net

These reports are also available on our website at http://www.townebank.com/investor_relations.

INDEPENDENT AUDITORS

FORVIS, LLP
4350 Congress Street, Suite 900
Charlotte, North Carolina 28209

TRANSFER AGENT

Computershare Shareholder Services
PO Box 43006
Providence, RI 02940
800-368-5948
www.computershare.com/investor

CORPORATE COUNSEL

Williams Mullen
200 South 10th Street, Suite 1600
Richmond, Virginia 23219

Troutman Pepper Hamilton Sanders LLP
222 Central Park Avenue, Suite 2000
Virginia Beach, Virginia 23462

DESCRIPTION OF TOWNEBANK'S SECURITIES

TowneBank's common stock is the only class of its securities registered under Section 12 of the Securities Exchange Act of 1934. The common stock is registered with the Federal Deposit Insurance Corporation. The following summary description of the material features of TowneBank's common stock is qualified in its entirety by reference to TowneBank's articles of incorporation and bylaws, each as amended. For more information, refer to TowneBank's articles of incorporation and bylaws and any applicable provisions of relevant law, including the Virginia Stock Corporation Act (the "Virginia SCA") and federal laws governing banks.

General

TowneBank is authorized to issue 150,000,000 shares of common stock, par value \$1.667 per share. Each share of TowneBank's common stock has the same relative rights as, and is identical in all respects to, each other share of its common stock. TowneBank's common stock is traded on the Nasdaq Global Select Market under the symbol "TOWN." The transfer agent for TowneBank's common stock is Computershare, Inc., 250 Royall Street, Canton, Massachusetts 02021. TowneBank's common stock is not a deposit or a savings account and is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency.

Dividends

TowneBank's shareholders are entitled to receive dividends or distributions that its board of directors may declare out of funds legally available for those payments. The payment of distributions by TowneBank is subject to the restrictions of Virginia law applicable to the declaration of distributions by a Virginia banking corporation. Under Virginia law, TowneBank's board of directors may declare a dividend out of the net undivided profits of the bank, after providing for all expenses, losses, interest and taxes accrued or due. No dividend may be declared or paid by TowneBank that would impair its paid-in capital. To determine the net undivided profits, all debts due to TowneBank on which interest is past due and unpaid for a period of 12 months, unless well secured and in process of collection by law, are deducted from the undivided profits in addition to all expenses, losses, interest and taxes accrued. In addition, the payment of distributions to shareholders is subject to any prior rights of outstanding preferred stock. The ability of TowneBank to pay dividends in the future is and could be further influenced by bank regulatory requirements and capital guidelines.

Liquidation Rights

In the event of any liquidation, dissolution or winding up of TowneBank, the holders of shares of its common stock will be entitled to receive, after payment of all debts and liabilities of TowneBank and after satisfaction of all liquidation preferences applicable to any preferred stock, all remaining assets of TowneBank available for distribution in cash or in kind.

Voting Rights

The holders of TowneBank's common stock are entitled to one vote per share and, in general, a majority of votes cast with respect to a matter is sufficient to authorize action upon routine matters. Directors are elected by a plurality of the votes cast, and shareholders do not have the right to accumulate their votes in the election of directors.

Classes of Directors

TowneBank's board of directors is divided into three classes, apportioned as evenly as possible, with directors serving staggered three-year terms.

No Preemptive Rights; Redemption and Assessment

Holders of shares of TowneBank's common stock are not entitled to preemptive rights with respect to any shares that may be issued. TowneBank's common stock is not subject to redemption or any sinking fund and the outstanding shares are fully paid and nonassessable.

Preferred Stock

TowneBank's board of directors is empowered to authorize the issuance, in one or more series, of shares of preferred stock at such times, for such purposes and for such consideration as it may deem advisable without shareholder approval. TowneBank's board is also authorized to fix the designations, voting, conversion, preference and other relative rights, qualifications and limitations of any such series of preferred stock. TowneBank's board, without shareholder approval, may authorize the issuance of one or more series of preferred stock with voting and conversion rights which could adversely affect the voting power of the holders of TowneBank's common stock. The creation and issuance of any series of preferred stock, and the relative rights, designations and preferences of such series, if and when established, will depend upon, among other things, the future capital needs of TowneBank, then existing market conditions and other factors that, in the judgment of TowneBank's board, might warrant the issuance of preferred stock.

Anti-takeover Provisions

Certain provisions of the articles of incorporation and bylaws of TowneBank may discourage attempts to acquire control of TowneBank. These provisions also may render the removal of one or all directors more difficult or deter or delay corporate changes of control that TowneBank's board of directors did not approve. These provisions include the following:

Classified Board of Directors. TowneBank's articles of incorporation provide for classification of TowneBank's board of directors into three separate classes, which may have certain anti-takeover effects. For example, at least two annual meetings of shareholders may be required for the shareholders to replace a majority of the directors serving on TowneBank's board of directors.

Authorized Preferred Stock. TowneBank's board of directors may, subject to application of Virginia law and federal banking regulations, authorize the issuance of preferred stock at such times, for such purposes and for such consideration as the board may deem advisable without further shareholder approval. The issuance of preferred stock under certain circumstances may have the effect of discouraging an attempt by a third party to acquire control of TowneBank by, for example, authorizing the issuance of a series of preferred stock with rights and preferences designed to impede the proposed transaction.

Supermajority Voting Provisions. TowneBank's articles of incorporation state that certain significant corporate actions must be approved by a majority of all the votes entitled to be cast on the action by each voting group entitled to vote at a meeting at which a quorum of the voting group is present, provided that the action has been approved and recommended by at least two-thirds of the directors in office at the time of such approval and recommendation. If the action is not so approved and recommended by two-thirds of the directors in office, then the action must be approved by the affirmative vote of 80% or more of all of the votes entitled to be cast on such action by each voting group entitled to vote. These significant corporate actions include: adoption of plans of merger or share exchange; sales of all or substantially all of TowneBank's assets other than in the ordinary course of business; adoption of plans of dissolution; and amendments to or restatement of TowneBank's articles of incorporation.

Removal of Directors. TowneBank's articles of incorporation provide that any director may be removed by shareholders only for cause and only if the number of votes cast to remove the director constitutes a majority of the votes entitled to be cast at an election of directors of the voting group or voting groups by which the director was elected. Absent this provision, under Virginia law, a director may be removed with or without cause by a majority vote of the holders of the corporation's outstanding voting stock. The requirement that directors may only be

removed for cause may provide anti-takeover protection through perpetuating the terms of incumbent directors by making it more difficult for shareholders to remove directors and replace them with their own nominees.

No Cumulative Voting. TowneBank's articles of incorporation do not provide for cumulative voting for any purpose. The absence of cumulative voting may afford anti-takeover protection by making it more difficult for shareholders of TowneBank to elect nominees opposed by the board of directors.

Special Meetings of Shareholders. The bylaws of TowneBank contain a provision pursuant to which special meetings of the shareholders of TowneBank may only be called by the chairman of the board, the chief executive officer, the president or by a majority of the board of directors. This provision is designed to afford anti-takeover protection by ensuring that only the board of directors and certain members of management may call a special meeting of shareholders to consider a proposed merger or other business combination.

Shareholder Nominations and Proposals. TowneBank's bylaws require a shareholder who intends to nominate a candidate for election to the board of directors, or to raise new business at a shareholder meeting, to deliver written notice to the Secretary of TowneBank not fewer than 60 days nor more than 90 days prior to the first anniversary of the preceding year's annual meeting; provided, however, if the date of the annual meeting is advanced by more than 30 days or delayed by more than 60 days from such anniversary date, notice by the shareholder must be delivered not earlier than the 90th day prior to such annual meeting and not later than the close of business on the later of the 60th day prior to such annual meeting or the 10th day following the day on which public announcement of the date of such meeting is first made.

The notice provision in TowneBank's bylaws requires TowneBank's shareholders who desire to raise new business to provide certain information to the corporation concerning the nature of the new business, the shareholder and the shareholder's interest in the business matter. Similarly, a TowneBank shareholder wishing to nominate any person for election as a director must provide TowneBank with certain information concerning the nominee and the proposing shareholder. These requirements may discourage TowneBank's shareholders from submitting director nominations and proposals.

TOWNEBANK
EXECUTIVE CHAIRMAN, CHIEF EXECUTIVE OFFICER,
EXECUTIVE OFFICERS and SENIOR FINANCIAL OFFICERS
CODE OF ETHICAL CONDUCT

Preface

The honesty, integrity, and sound judgment of the Executive Chairman, Chief Executive Officer ("CEO"), executive officers and senior financial officers are fundamental to the reputation and success of TowneBank. While all employees, officers, and directors are required to adhere to the TowneBank Standards of Conduct, the professional and ethical conduct of the Executive Chairman, CEO, executive officers and senior financial officers is essential to the proper function and success of TowneBank as a leading financial services provider.

The Executive Chairman, CEO, executive officers and senior financial officers hold an important and elevated role in corporate governance. These individuals are key members of the management team, who are uniquely capable and empowered to ensure that the interests of stakeholders (including shareholders, clients, employees, suppliers, and citizens of the communities in which TowneBank operates) are appropriately balanced, protected, and preserved. The Executive Chairman, CEO, executive officers and senior financial officers fulfill this responsibility by prescribing and enforcing the policies and procedures employed in TowneBank's financial operations.

Code of Ethical Conduct

General standards of ethical behavior

The CEO, executive officers and senior financial officers of TowneBank performing accounting, audit, financial management, or similar functions must:

- Act with honesty and integrity, avoiding actual or apparent conflicts of interest in personal and professional relationships.
- Provide colleagues with information that is accurate, complete, objective, relevant, timely, and understandable.
- Comply with applicable laws, rules, and regulations of federal, state, and local governments (both United States and foreign) and other appropriate private and public regulatory agencies.
- Act in good faith, with due care, competence, and diligence, without misrepresenting material facts or allowing independent judgment to be subordinated.
- Respect the confidentiality of information acquired in the course of employment.
- Share knowledge and maintain skills necessary and relevant to TowneBank's needs.

- Proactively promote ethical and honest behavior within the workplace.
- Assure responsible use of and control of all assets, resources, and information in possession of TowneBank.
- Keep management informed of financial information of importance, including departures from sound policy, practice and accounting norms.

Standards regarding financial records and reporting

The Executive Chairman, CEO, executive officers and senior financial officers of TowneBank performing accounting, audit, financial management, or similar functions must:

- Establish systems and procedures to ensure business transaction are recorded in accordance with Generally Accepted Accounting Principles, company policy and appropriate regulatory pronouncements and guidelines.
- Protect and maintain accounting records and information as required by applicable law, regulation, or regulatory guidelines.
- Inform the Board of Directors and the Audit Committee of any material information that affects the disclosures made by the Bank in its public filings.
- Report to the Board of Directors and the Audit Committee concerning (a) significant deficiencies in the design and operation of internal controls or (b) any fraud involving management or other employees with a significant role in the Bank's financial reporting, disclosures or internal controls.
- In addition, the Executive Chairman, CEO, CFO, Executive officers and other Senior Financial officers are expected to provide the Board of Directors and Audit Committee, on a timely basis, with such information relating to the financial status of the Company, relevant business environment and other pertinent matters which are considered essential for the Board of Directors to fulfill its obligations.

The Executive Chairman, CEO, executive and senior financial officers are expected to adhere to both the TowneBank *Standards of Conduct* and the *TowneBank Chief Executive Officer and Senior Financial Officers Code of Ethical Conduct* at all times. The board of directors shall have the sole and absolute discretionary authority to approve any deviation or waiver from the *Code of Ethical Conduct*. Any waiver and the grounds for such waiver for the Executive Chairman, CEO, executive or senior financial officer shall be promptly disclosed through a filing with the Federal Deposit Insurance Corporation on Form 8-K. Additionally, any change of this *Code of Ethical Conduct* shall be promptly disclosed to shareholders.

The policy is applicable to executive officers for purposes of Regulation O, any person Executive Vice President and above in Corporate Accounting and the Chief Audit Executive.

TOWNEBANK
CHIEF EXECUTIVE OFFICER, EXECUTIVE OFFICERS and SENIOR FINANCIAL OFFICERS
CODE OF ETHICAL CONDUCT

Please indicate that you have received, read and will abide by the *TowneBank Chief Executive Officer, Executive Officers and Senior Financial Officers Code of Ethical Conduct* by signing your name and dating the attached acknowledgment and returning it promptly to the Chairman and CEO of TowneBank.

ACKNOWLEDGMENT

I certify that I have received and read and that I will abide by the *TowneBank Chief Executive Officer, Executive Officers and Senior Financial Officers Code of Ethical Conduct* distributed to me on this _____ day of _____, 20____.

OFFICER

DATE

Subsidiaries of TowneBank
as of December 31, 2022

Subsidiary

TowneBank Investment Corporation	Virginia
Towne Investments, LLC	Virginia
TowneBank Woodview Investment Co., LLC	Virginia
TowneBank Woodview Investment Co. II, LLC	Virginia
TowneBank Heritage Forest, LLC	Virginia
TowneBank Cromwell House Affordable Housing, LLC	Virginia
TowneBank Pavilion Place Affordable Housing, LLC	Virginia
TowneBank Westbury Cottages Affordable Housing, LLC	Virginia
TowneBank Catalina Crossing Affordable Housing, LLC	Virginia
Hamilton Place Towne I, LLC	Virginia
Hamilton Place Towne II, LLC	Virginia
TowneBank VCDC Fund 18, LLC	Virginia
TowneBank VCDC Fund 19, LLC	Virginia
TB Affordable Housing Equity Fund XX, LLC	Virginia
TB Affordable Housing Equity Fund XXI, LLC	Virginia
TB Affordable Housing Equity Fund XXII, LLC	Virginia
Affordable Housing Equity Fund XXIII, LLC	Virginia
TB Forrest Landing II Affordable Housing, LLC	Virginia
TB Foundry Affordable Housing, LLC	Virginia
TB HFHWC, LLC	Virginia
TB Lake View Affordable Housing, LLC	Virginia
TB Lake View Phase II Affordable Housing, LLC	Virginia
TB NC Affordable Housing Equity Fund XXIII, LLC	Virginia
NC Affordable Housing Equity Fund XXIV, LLC	Virginia
NC Affordable Housing Equity Fund XXVI, LLC	Virginia
TB 288 Lofts Affordable Housing, LLC	Virginia
TB 288 Lofts Phase II Affordable Housing, LLC	Virginia
TB 925 Apts. I Affordable Housing, LLC	Virginia
TB 925 Apts. II. Affordable Housing, LLC	Virginia
TB Arbors at Hull Street Affordable Housing, LLC	Virginia
TB Arbors at Birchwood Affordable Housing, LLC	Virginia
TB Blaine Landing Affordable Housing, LLC	Virginia
TB Arbors at Pembroke Affordable Housing, LLC	Virginia
TB Arlington Trace Affordable Housing, LLC	Virginia
TB Blaine Landing Phase II Affordable Housing, LLC	Virginia
TB Block 19 Affordable Housing, LLC	Virginia
TB Block 20 Affordable Housing, LLC	Virginia

Subsidiaries of TowneBank (continued)

Subsidiary

TB Curlew Apartments I LLC	Virginia
TB Curlew Apartments II LLC	Virginia
TB Dale II Affordable Housing, LLC	Virginia
TB Dillehay Courts Affordable Housing, LLC	Virginia
TB Dillehay Courts Affordable Housing Managing Member, LLC	Virginia
TB NMF Affordable Housing, LLC	Virginia
TB Renaissance I Affordable Housing, LLC	Virginia
TB Renaissance II Affordable Housing, LLC	Virginia
TB Townsend Trace Affordable Housing, LLC	Virginia
TB Sunset Hampton Affordable Housing, LLC	Virginia
TB York Senior Affordable Housing, LLC	Virginia
TB Suffolk Senior Affordable Housing, LLC	Virginia
TB Market Heights Affordable Housing, LLC	Virginia
TB Market Heights Affordable Housing Four Percent, LLC	Virginia
TB PABP Affordable Housing, LLC	Virginia
TB PABP II Affordable Housing, LLC	Virginia
Affordable Housing Equity Fund XXIV, LLC	Virginia
Affordable Housing Equity Fund XXVI, LLC	Virginia
Towne Financial Services Group, LLC	Virginia
Oak Island Sales, LLC	Virginia
GSH Residential Real Estate Corporation	Virginia
Towne Oak Island RE, LLC	Virginia
Towne Vacations Oak Island, LLC, t/a Oak Island Accommodations	Virginia
Towne Vacations, LLC, t/a Beach Properties of Hilton Head	Virginia
Towne Vacations Venture Resorts, LLC	Virginia
Great Mountain Realty, LLC	Virginia
Towne Vacations Venture Resorts RE, LLC	Virginia
Towne Vacations Deep Creek, LLC t/a Railey Mountain Lake Vacations	Virginia
Towne Deep Creek RE, LLC	Virginia
Towne Realty LLC, t/a Berkshire Hathaway HomeServices Towne Realty	Virginia
PTR Referral, LLC	Virginia
Virginia Home Title and Settlements, LLC	Virginia
Towne Insurance Agency, LLC	Virginia
The Frieden Agency LLC, t/a Towne Benefits	Virginia
Benefit Design Group, LLC	Virginia
Beneflex Management, LLC	Virginia
Towne Insurance Agency of North Carolina, LLC	North Carolina
TowneBank Commercial Mortgage, LLC	Virginia
Towne Hall, LLC	Virginia
Towne 1031 Exchange, LLC	Virginia

Subsidiaries of TowneBank (continued)

Subsidiary

Towne Security, LLC	Virginia
Towne Mortgage, LLC	Virginia
Coastal Towne Mortgage, LLC	Virginia
Advance Financial Group, LLC	Virginia
Towne First Mortgage, LLC	Virginia
Franklin Service Corporation	Virginia
Homesale Mortgage, LLC	Virginia
NewTowne Mortgage, LLC	Virginia
PCB Trustee, INC.	North Carolina
Reality Holdings, LLC	Virginia
Reality I, LLC	Virginia
Reality X, LLC	Virginia
Southeastern Virginia Investment Properties, LLC	Virginia
Southeastern Virginia Coastal Properties I, LLC	Virginia
Southeastern Virginia Properties, LLC	Virginia
Southeastern Virginia Properties at Uncles Neck, LLC	Virginia
Towne Mortgage of the Carolinas, LLC	North Carolina
Northeastern North Carolina Properties, LLC	Virginia
Towne Asset Management Corp.	Virginia
Virginia Hotel Properties, LLC	Virginia
Virginia Properties Apartment and Land, LLC	Virginia
CPF Partners, LLC	Virginia
TBNCT, LLC	North Carolina
TBVAT, LLC	Virginia
West Suffolk Properties, LLC	Virginia
TB Travel Services, LLC	Virginia
Monarch Investment, LLC	Virginia

TOWNE BANK

CERTIFICATION PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

I, William I. Foster, III, President and Chief Executive Officer, certify that:

1. I have reviewed this annual report on Form 10-K of TowneBank;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations, and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize, and report financial information; and
 - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

February 24, 2023

Date

/s/ William I. Foster, III

William I. Foster, III

President and Chief Executive Officer

TOWNE BANK

CERTIFICATION PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

I, William B. Littreal, Senior Executive Vice President and Chief Financial Officer, certify that:

1. I have reviewed this annual report on Form 10-K of TowneBank;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations, and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize, and report financial information; and
 - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

February 24, 2023

Date

/s/ William B. Littreal

William B. Littreal

Senior Executive Vice President/CFO

**Certification Pursuant to 18 U.S.C. Section 1350,
As Adopted By
Section 906 of The Sarbanes-Oxley Act of 2002**

Pursuant to 18 U.S.C. §1350, as adopted by §906 of the Sarbanes-Oxley Act of 2002, each of the undersigned officers of TowneBank (the "Bank"), do hereby certify, to such officer's knowledge, that:

1. Our Annual Report on Form 10-K for the year ended December 31, 2022 (the "Report") fully complies with the requirements of Section 13(a) of the Securities Exchange Act of 1934; and
2. The information contained in the Report presents fairly, in all material respects, our financial condition and results of operations as of and for the period covered by the Report.

February 24, 2023

Date

/s/ William I. Foster, III

William I. Foster, III

President and Chief Executive Officer

February 24, 2023

Date

/s/ William B. Littreal

William B. Littreal

Senior Executive Vice President/CFO

A signed original of this written statement required by Section 906 has been provided to TowneBank and will be retained by TowneBank and furnished to the Federal Deposit Insurance Corporation or its staff upon request.