



Earnings Presentation

1st Quarter 2025



Forward Looking Statements

Certain information contained in this Presentation (together with oral statements made in connection herewith, this "Presentation") may include "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. These forward-looking statements relate to future operations of Eagle Financial Services, Inc. (the "Company," "we," "us," or "our") and are generally identified by the use of words such as "estimate," "plan," "project," "forecast," "intend," "will," "expect," "believe," "seek," "anticipate," "target," or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding estimates and forecasts of operating and financial measures or metrics and projections of growth, the results of the proposed balance sheet restructuring, market opportunity and market share. Although the Company believes that its expectations with respect to the forward-looking statements are based upon reliable assumptions within the bounds of its knowledge of its business and operations, there can be no assurance that actual results, performance or achievements of the Company will not differ materially from any future results, performance or achievements expressed or implied by such forward-looking statements. These forward-looking statements are not intended to serve forward-looking must not be relied on by any prospective or current investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict, are beyond the control of the Company and will differ from assumptions. These forward-looking statements are subject to forward-looking risks and uncertainties. Factors that could have a material adverse effect on the operations and forward-looking of the Company forward-looking are not limited to those factors identified in the Company's Annual Report on Form 10-K for the year ended December 31, 2024, subsequent quarterly reports on Form 10-Q, other filings with the U.S. Securities and Exchange Commission (the "SEC") and the preliminary prospectus supplement and accompanying base prospectus.

If any of these risks or uncertainties materialize or our assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that the Company is not aware of or that the Company currently believes are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements reflect the Company's expectations, plans or forecasts of future events and views as of the date of this Presentation. The Company anticipates that subsequent events and developments may cause its assessments to change; however, the Company has no obligation to update these forward-looking statements, unless required by law. Accordingly, you are cautioned not to place undue reliance upon any such forward-looking statements in this Presentation when deciding whether to make any investment in the Company.

Any forward-looking statements in this Presentation speak only as of the date on which it is made and the Company undertakes no obligation to update or revise any forward-looking statements to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events, except as required by law. Although all information included in this Presentation was obtained from sources believed to be reliable and in good faith, no representation or warranty, express or implied, is made as to its accuracy or completeness. This Presentation contains preliminary information only, is subject to change at any time and is not, and should not be assumed to be, complete or to constitute all the information necessary to adequately make an informed decision regarding your investment in the Company. All forward-looking statements, express or implied, herein are qualified in their entirety by this cautionary statement.

Use of Unaudited Pro Forma and Non-GAAP Financial Measures

Annualized, pro forma, projected, and estimated financial information included in this Presentation are used for illustrative purposes only, are not forecasts and may not necessarily reflect actual financial results the Company may achieve. This Presentation includes certain non-GAAP measures, which provide meaningful supplemental information regarding the Company's operational performance and to enhance investors' overall understanding of such financial performance. These non-GAAP measures are provided in addition to, and not as substitutes for, measures of our financial performance determined in accordance with GAAP. Our calculation of these non-GAAP measures may not be comparable to similarly titled measures of other companies due to potential differences between companies in the method of calculation. As a result, the use of these non-GAAP measures has limitations and should not be considered superior to, in isolation from, or as a substitute for, related non-GAAP measures. Reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found at the end of this Presentation.

Preliminary Financial Information as of March, 31, 2025

Numbers contained in this Presentation as of and for the three month period ended March 31, 2025 are preliminary and unaudited, and remain subject to further review, change and finalization. Such reviews and subsequent information could result in material changes in accounting estimates and other financial information, particularly with respect to material estimates and assumptions used in preparing this preliminary information, including the Company's allowance for credit losses ("ACL"), fair values and income taxes. As of the date of this Presentation, our independent registered public accounting firm, Yount, Hyde & Barbour, P.C., has not completed its review procedures with respect to this preliminary financial information.

Industry and Market Data

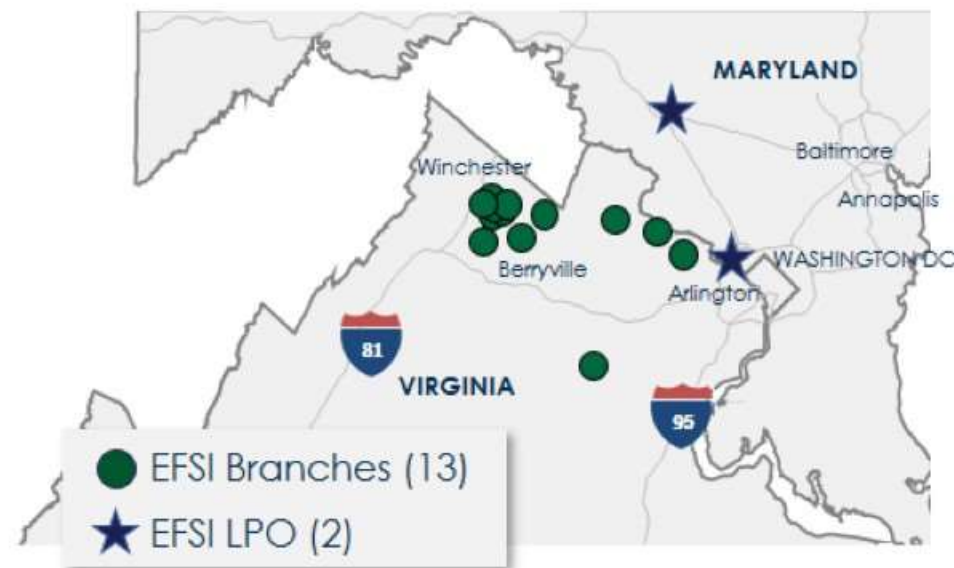
This Presentation includes statistical and other industry and market data that we obtained from government reports and other third-party sources. Our internal data, estimates and forecasts are based on information obtained from government reports, trade and business organizations and other contacts in the markets in which we operate and our management's understanding of industry conditions. Although we believe that this information (including the industry publications and third-party research, surveys and studies) is accurate and reliable, we have not independently verified such information, and no representations or warranties are made by us or our affiliates as to the accuracy of any such statements or projections. In addition, estimates, forecasts, and assumptions are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. Forward-looking information obtained from these sources is subject to the same qualifications and the additional uncertainties regarding the other forward-looking statements in this Presentation. These and other factors could cause our results to differ materially from those expressed in our estimates and beliefs and in the estimates prepared by independent parties.

Trademarks and Trade Names

The Company owns or has rights to various trademarks, service marks and trade names that it uses in connection with the operation of its business. Solely for convenience, the trademarks, service marks and trade names referred to in this Presentation may appear without the ®, TM or SM symbols, but such references are not intended to indicate, in any way, that the Company will not assert, to the fullest extent under applicable law, its rights to these trademarks, service marks and trade names under applicable law. Other service marks, trademarks and trade names referred to in this Presentation, if any, are the property of their respective owners.

The EFSI Story

- Eagle Financial Services, Inc. is the parent company for Bank of Clarke, was established **over 140 years ago**
- Commercial focused** banking institution operating in several of the **country's most attractive markets**
- Deep management team** with experience running larger financial institutions
- Diversified revenue sources** driven primarily by wealth division



1st Quarter 2025 Financial Highlights

Assets (\$M)	\$1,904	QoQ Asset Growth	2.1%	NPAs / Assets	0.86%	Net Income / Core ⁽¹⁾ (\$M)	(\$6,974) / \$2,842
Gross Loans (\$M) ⁽²⁾	\$1,455	QoQ Loan Growth	-0.97%	ACL / Loans	1.05%	ROAA / Core ROAA ⁽¹⁾	(1.48%) / 0.59%
Deposits (\$M)	\$1,614	QoQ Deposit Growth	2.5%	CET1 Ratio	12.2%	ROAE / Core ROAE ⁽¹⁾	(20.8%) / 8.5%
Common Equity (\$M)	\$176	QoQ Core Deposit Growth	3.2%	TRBC Ratio	15.2%	NIM	2.98%

Source: Company Documents; quarterly data as of or for the three months ended 3/31/2025. QoQ Growth Data represents data as 3/31/2025 compared to 12/31/2024

Note: Nonperforming assets defined as nonaccrual loans, OREO, and repossessed assets; core deposits defined as total deposits less deposits greater than \$250,000, brokered deposits, CDARS and Edward Jones demand deposits

(1) See appendix for reconciliation of non-GAAP metrics

(2) Gross loans includes held for investment and held for sale loans

History of Growth

1881

- Bank of Clarke opened for business

1991

- Eagle Financial Services, Inc. was incorporated

1992

- First expansion out of Clarke County and into Winchester City, VA and Frederick County, VA markets

2011

- Opened branch in Loudoun County, VA

2015

- Expanded footprint in Northern Virginia: opened branch in Leesburg, VA and in Ashburn, VA

2019

- Brandon Lorey began role as President and CEO of Eagle Financial Services, Inc.

2020

- LaVictoire Finance began operating under EFSI, offering high-end marine financing for maritime customers
- Opened LPO in McLean, VA

2021

- Opened LPO in Frederick, MD
- Hired SBA, Government Contracting, and mortgage teams to expand lending offerings

2022-2023

- Raised \$30 million of subordinated debt
- Hired a team of trust and wealth management professionals and opened a full-service branch in Warrenton, VA
- Sold LaVictoire Finance to Axos Financial

2024-2025

- Completed sale leaseback of Winchester branch for \$3.9 million pre-tax gain
- Completed \$57.5 million common equity raise and concurrent uplist to NASDAQ⁽¹⁾

Sources: Company documents; annual data as 12/31 each year ended

(1) Net proceeds totaled \$53.5 million

2014



2025



History of Asset Growth (\$M)





Experienced Leadership Team

- Deep management team with community and regional banking experience in the Mid Atlantic
- Insider ownership of 12% as of 12/31/24 aligns shareholder interest with decision making

Attractive Markets of Operation

- Operate in 2 of the top 10 highest household income counties in the United States
- Leverage funding base in legacy markets with robust lending opportunities in high growth Virginia counties

Disciplined Organic Growth

- Organic growth focus by attracting and retaining elite banking professionals

Attractive Core Deposit Franchise

- 83% core deposits ⁽¹⁾; 2.15% Q1 '25 cost of deposits
- 26% noninterest-bearing deposits

Diversified Loan Portfolio

- Commercial lending strategy with a focus on generating deposits from all borrowers
- Portfolio is diversified between C&I, owner-occupied CRE, investment CRE and consumer; CRE ratio of 207%

Scalable Operating Model

- Invested in technology, infrastructure and people for future growth and profitability enhancement
- Operating leverage will be realized with further scale

Source: Company Documents, US Census; Data as of 12/31/24, unless otherwise indicated

(1) Core deposits exclude deposits over \$250K, brokered deposits, certificate of deposits account registry service and demand deposits from Edward Jones

Seasoned Management Team



Brandon Lorey

President, Chief Executive Officer & Director

Age: 56
Years in Banking: 35
EFSI Experience: 6



Kathleen Chappell

Executive VP and Chief Financial Officer

Age: 57
Years in Banking: 35
EFSI Experience: 16



Joe Zmitrovich

President of Bank of Clarke and Chief Banking Officer

Age: 54
Years in Banking: 32
EFSI Experience: 8



Kaley Crosen

Executive VP and Chief Human Resources Officer

Age: 59
Years in Banking: 38
EFSI Experience: 27



Aaron Poffinberger

Executive VP and Chief Operating Officer

Age: 42
Years in Banking: 20
EFSI Experience: 10



James George II

Executive VP and Chief Credit Officer

Age: 64
Years in Banking: 42
EFSI Experience: 11



Nick Smith

Executive VP Corporate Strategy and Investor Relations

Age: 31
Years in Banking: 9
EFSI Experience: 1

Experienced and Balanced Board

Board Member (Age)	Years on Board	Experience
Thomas T. Gilpin (72) Chairman	40 Years	President, Lenoir Company
Robert W. Smalley, Jr. (73) Vice Chairman	36 Years	President, Smalley Package Co., Inc.
Cary C. Nelson (50) Director	7 Years	President, H. N. Funkhouser & Co.
Mary Bruce Glaize (69) Director	27 Years	Founder and Trustee Emerita of Volunteer Shenandoah Valley Discovery Museum
John R. Milleson (68) Director	26 Years	Retired President & CEO, EFSI & Bank of Clarke
Douglas C. Rinker (65) Director	19 Years	Chairman, Winchester Equipment Co.
John D. Stokely, Jr. (72) Director	19 Years	Retired President, Cavalier Land Development Corp.
Scott M. Hamberger (53) Director	9 Years	Former President & CEO, Integrus Holdings, Inc.
Brandon C. Lorey (56)* Director	6 Years	President and Chief Executive Officer of EFSI
Dr. Edward Hill III (60) Director	3 Years	Physician executive, entrepreneur, investor
Tatiana C. Matthews (68) Director	3 Years	Co-Founder, President, Chairman, The Matthews Group, Inc.

~12% Insider Ownership



Winchester, VA MSA



- The oldest city in Virginia west of the Blue Ridge mountains; founded in 1744
- #9 small metro area for business and careers in America (*Forbes*, 2024)
- Major industries include education, health services, manufacturing and distribution
- Home to a "Best Regional Hospital" in the Shenandoah Valley, which is ranked 7th in Virginia in 2024 (*US News*)
- The MSA has a 6.2% projected population growth from '25 – '30 and \$97,307 projected median household income in '30

Major Employers

American
Woodmark

McKesson



FEMA

ValleyHealth

Loudoun and Fairfax
Counties, VA

- Diverse range of commercial focuses, including government services, national defense, management consulting and telecommunication
- Fairfax County is home to 10 Fortune 500 companies (*Fortune*, 2023)
- 38 of the top 100 global defense companies operate in Fairfax County (*Defense News*, 2022)
- Loudoun County is home to largest and fastest-growing data center hub in the world, with industry leaders like Amazon, Google, and Salesforce using its digital infrastructure (*Loudoun County Economic Development*, 2024)

Major Employers

GENERAL
DYNAMICS

Booz | Allen | Hamilton

FreddieMac

Peraton

MITRE

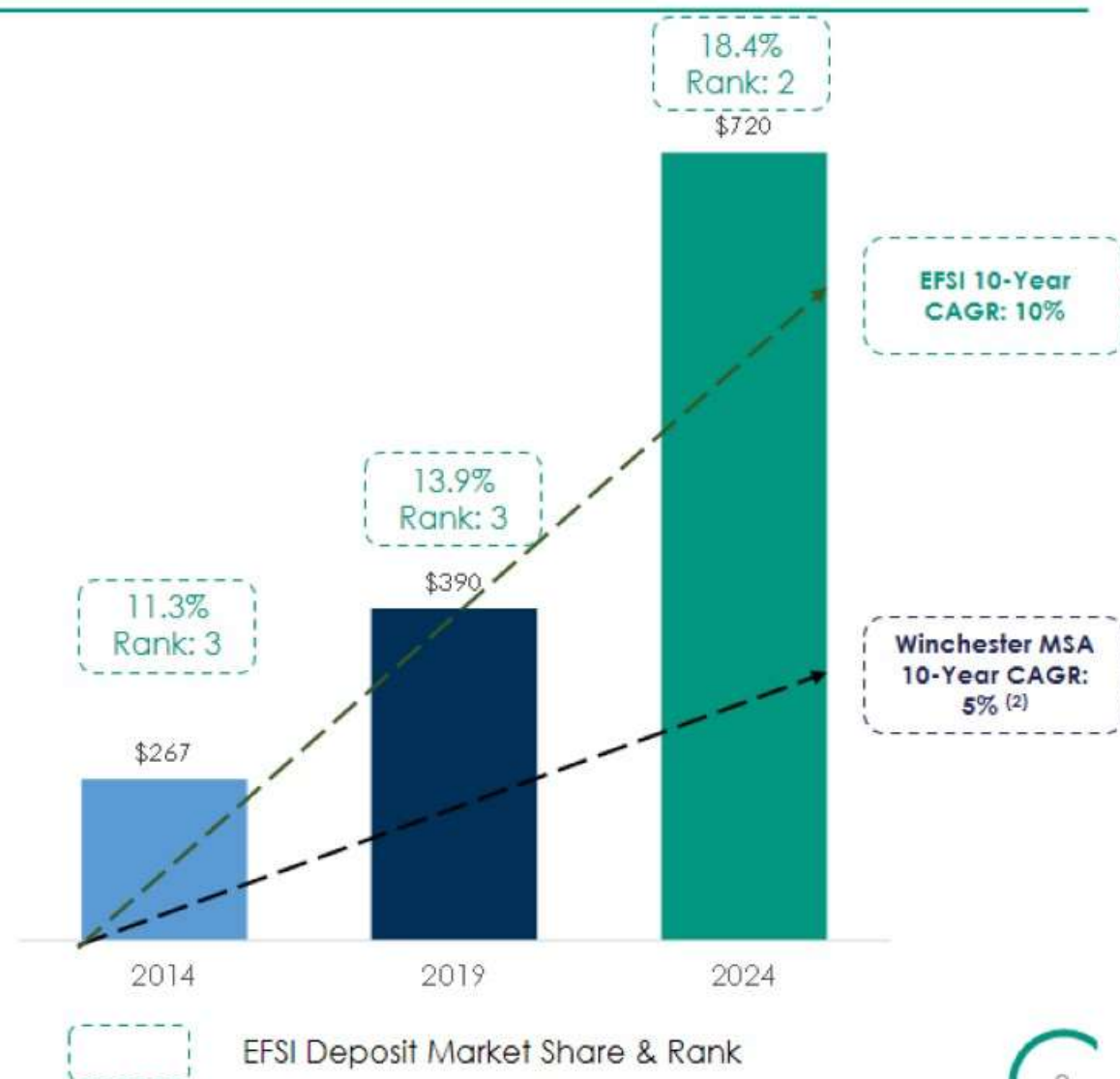
Winchester, VA MSA

Community Rank	Bank Rank ⁽¹⁾	Institution	Deposits (\$mm)	Market Share	Branches
1	—	Truist Financial Corp.	\$1,238	31.7 %	4
2	1	Eagle Financial Services Inc.	720	18.4	7
3	—	Wells Fargo & Co.	475	12.2	3
4	2	First National Corporation	353	9.0	3
5	3	Romney Bankshares Inc.	262	6.7	6
6	—	United Bankshares Inc.	244	6.2	5
7	4	Eastern Bancshares Inc.	205	5.3	5
8	5	Burke & Herbert Financial Services	170	4.4	1
9	6	City Holding Co.	57	1.5	2
10	7	Highlands Bankshares Inc.	49	1.3	2

Loudoun County, VA

Community Rank	Bank Rank ⁽¹⁾	Institution	Deposits (\$mm)	Market Share	Branches
1	—	Truist Financial Corp.	\$1,598	18.1 %	12
2	—	Bank of America Corp.	1,538	17.4	8
3	—	Wells Fargo & Co.	1,389	15.7	10
4	—	Atlantic Union Bankshares Corp.	799	9.0	6
5	—	Capital One Financial Corp.	714	8.1	3
6	—	PNC Financial Services Group Inc.	524	5.9	5
7	—	United Bankshares Inc.	385	4.4	5
8	1	Eagle Financial Services Inc.	367	4.2	3
9	—	JPMorgan Chase & Co.	249	2.8	7
10	2	John Marshall Bancorp Inc.	221	2.5	1

Historical Growth in Winchester Deposits (\$M)



Source: S&P Capital IQ Pro; Deposit data as of 6/30/24 or as of 6/30 of each respective year

⁽¹⁾ Community banks defined as banks under \$10 billion in assets

⁽²⁾ Winchester MSA 10-Year CAGR represents the deposit growth in the Winchester MSA market for all banks from 2014 to 2024

Near Term

2025

- Maintain focus on strong, profitable organic growth without compromising credit quality
- Increase operating revenue, manage down NIE/AA to peer levels, maximize operating earnings and grow tangible book value
- Increase utilization of technology to drive revenue and lower expenses
- Expand into new markets by hiring top-tier commercial bankers
- Defend our cost of funds and further grow our core deposit franchise
- Invest in our people and systems to improve the customer experience and preserve the "customer first" value system
- Evaluate strategic acquisition opportunities

Long Term

2026 and beyond

- Growth-focused, high-performing bank to create value for our shareholders, customers and employees
- Increase operating revenue, maximize operating earnings, manage down NIE/AA and grow tangible book value
- Be the employer of choice in the communities we serve
- Provide a premier digital experience across all products and services
- Be the market leader for commercial and small businesses in the markets we serve
- Evaluate strategic acquisition opportunities
- Prudently manage capital between balance sheet growth and return to shareholders

Total Assets (\$M)



Gross Loans (\$M) ⁽¹⁾



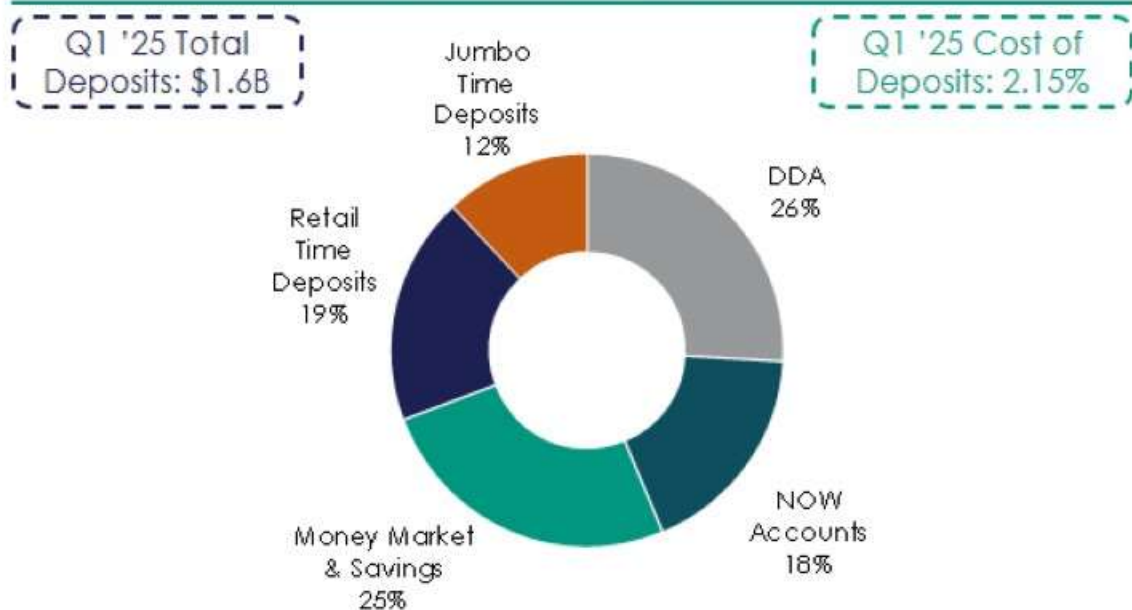
Total Deposits (\$M)



Source: Company documents; quarterly data as of or for the three months ended each period

(1) Gross loans includes held for investment and held for sale loans

Deposit Composition



- Core deposits ⁽²⁾ continue to fuel our organic loan growth
- Continued focus on commercial deposits; recently expanded treasury management product suite
- Implementing niche deposit gathering opportunities
- Bankers are incentivized to grow core deposits
- Minimal dependence on brokered deposits (4.2% of total deposits)

Deposit Composition Over Time (\$M)



Cost of Deposits (%)



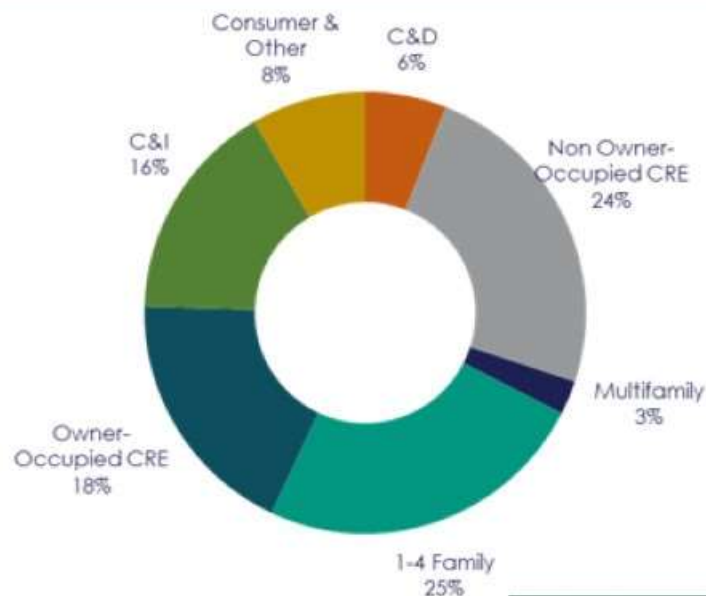
Source: Company documents; quarterly data as of or for the three months ended each period

Note: Jumbo time deposits defined as all time deposits greater than \$250,000

Note: Brokered deposits include \$38 million NOW accounts and \$30 million retail time deposits

(1) Core deposits exclude deposits over \$250K, brokered deposits, certificate of deposits account registry service and demand deposits from Edward Jones

Loan Composition



C&D: 39%
CRE: 207%

Loan Focus

- Continued focus on providing credit to small- and medium-sized businesses
- Granular loan portfolio with average loan size of \$280k
- Currently prioritizing C&I over owner-occupied lending
- No shared national credit exposure and limited exposure to purchased and participated loans
- 14 commercial bankers throughout our footprint
- Continue to build out SBA, mortgage and government contracting

Loan Portfolio	Amount	% of Total
C&D	87	6.0 %
Non Owner-Occupied CRE ⁽¹⁾	351	24.1
Multifamily	36	2.5
1-4 Family	356	24.5
Owner-Occupied CRE	269	18.5
C&I ⁽²⁾	236	16.2
Consumer & Other ⁽²⁾	122	8.4
Gross Loans	\$1,455	100.0 %

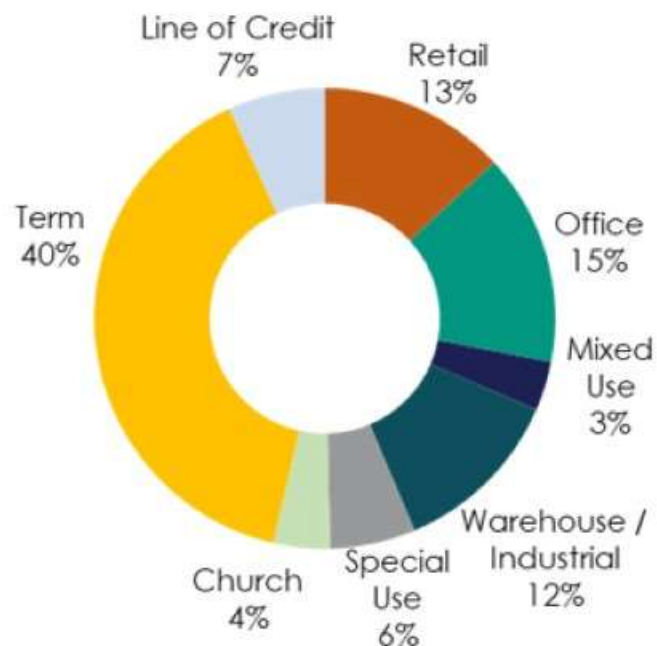
Dollars in millions

Source: Company documents; quarterly data as of or for the three months ended each period; Loan composition, CRE and C&D ratios bank level

(1) Non owner-occupied CRE includes farmland loans

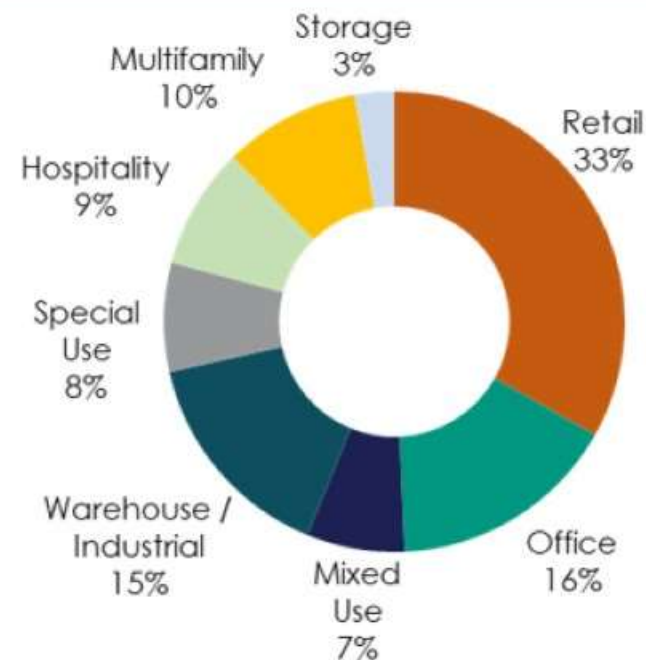
(2) Consumer and C&I total includes marine loans

C&I and Owner-Occupied CRE (%)



- Total C&I and OOCRE Loans: \$502 million
- C&I and OOCRE Loans / Total Loans: 34.7%
- Largest C&I and OOCRE Loan: \$13.0 million
- Average C&I and OOCRE Loan Size: \$408k
- Average Loan to Value: 33.7%

Investment CRE (%)



- Total Investment CRE Loans: \$374 million
- Investment CRE Loans / Total Loans: 25.8%
- Largest Investment CRE Loan Size: \$12.7 million
- Average Investment CRE Loan Size: \$1.4 million
- Average Loan to Value: 44.7%

- Comprehensive and conservative underwriting process
- Highly experienced bankers incentivized with equity ownership
- Commitment to a diverse loan portfolio while maintaining strong asset quality metrics
- Proactive approach to managing problem credits
- CECL was implemented on 1/1/23 with an additional one-time reserve of \$2.1M

Nonperforming Assets by Type (\$M)

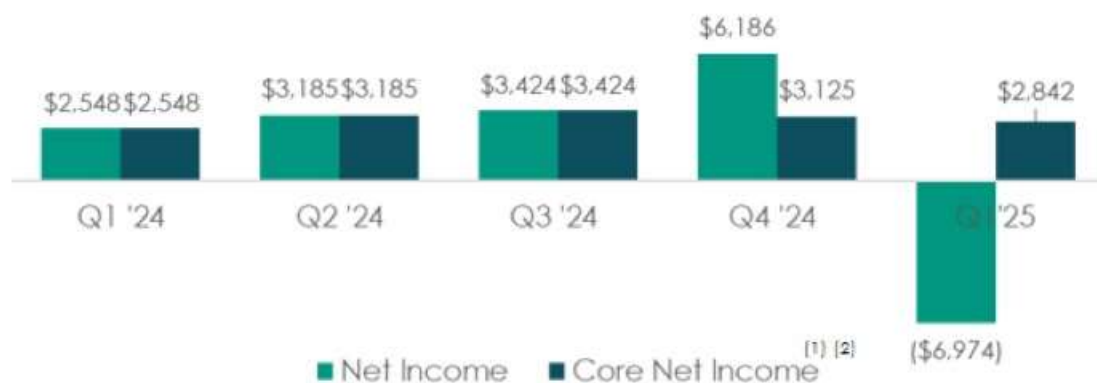


Reserves / Loans (%)



Earnings, Book Value and Dividends

Net Income (\$M)



Dividend per Share (\$)



Earnings per Share (\$)



Tangible Book Value per Share (\$) ⁽¹⁾

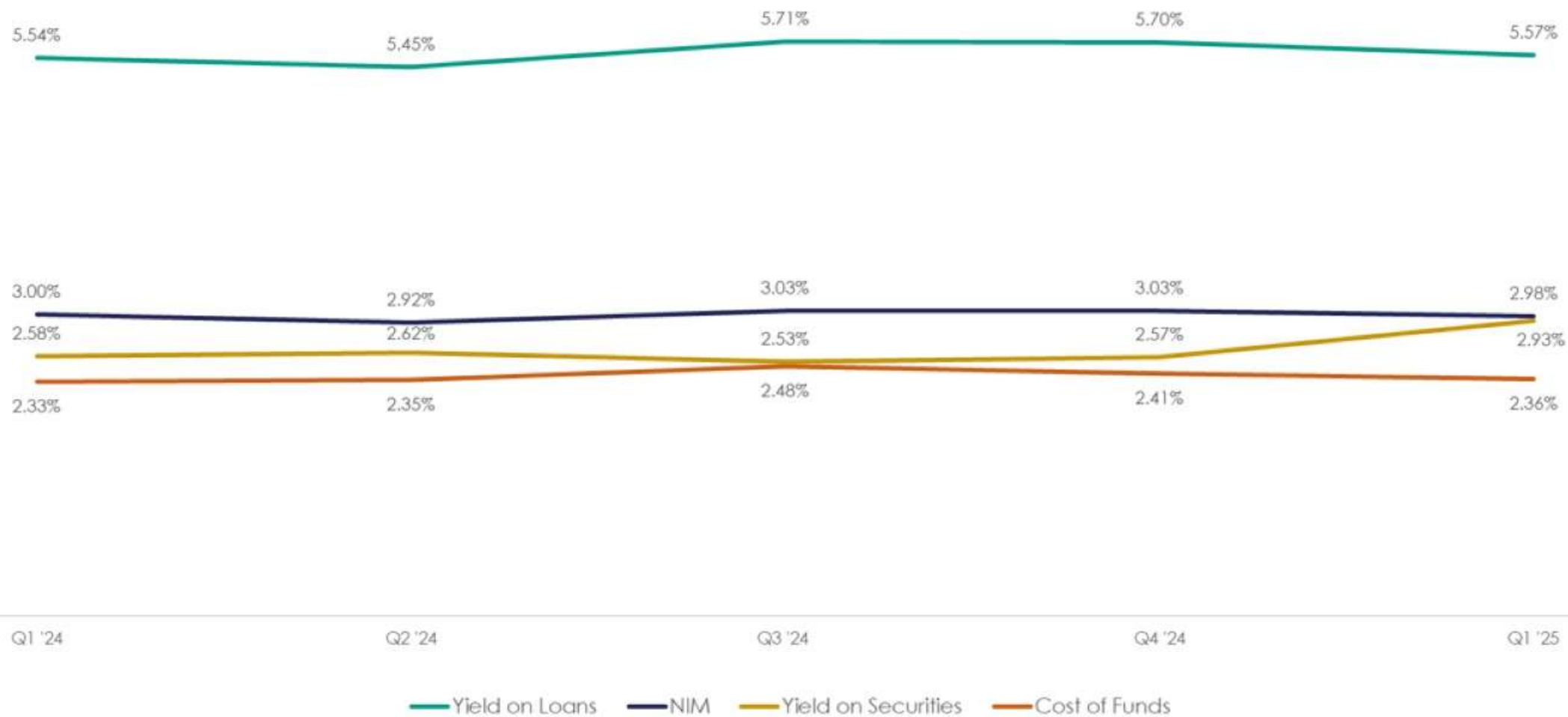


Source: Company documents; data as of or for the year ended each period

(1) See appendix for reconciliation of non-GAAP metrics

(2) Core income defined as net income after taxes and before extraordinary items, less net income attributable to noncontrolling interest, gain on the sale of held to maturity and available for sale securities, amortization of intangibles, goodwill and nonrecurring items

Yield and Cost Analysis



Return on Average Assets (ROAA) (%)



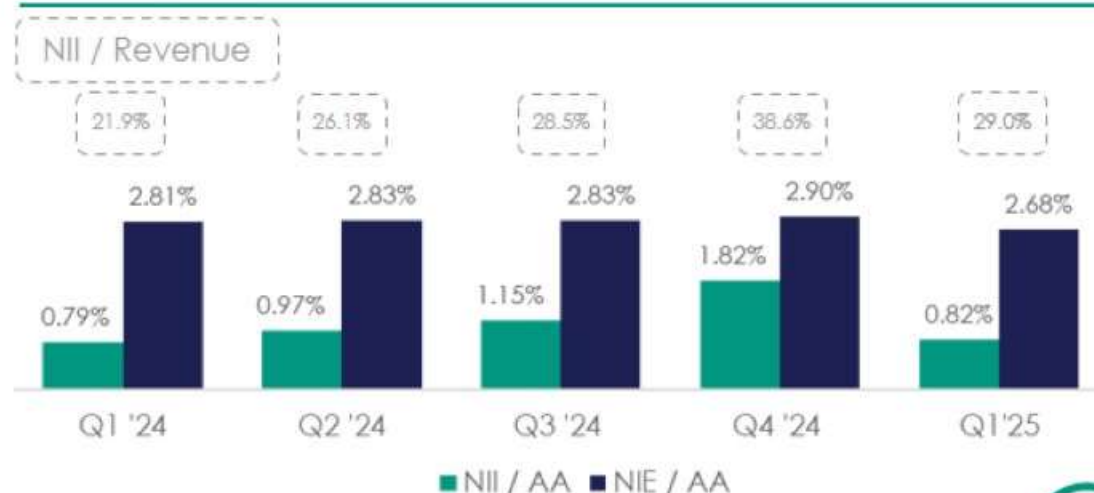
Core Efficiency Ratio (%) ^{(1) (2)}



Return on Average Equity (ROAE) (%)



NII / AA and NIE / AA (%) ^{(1) (2)}

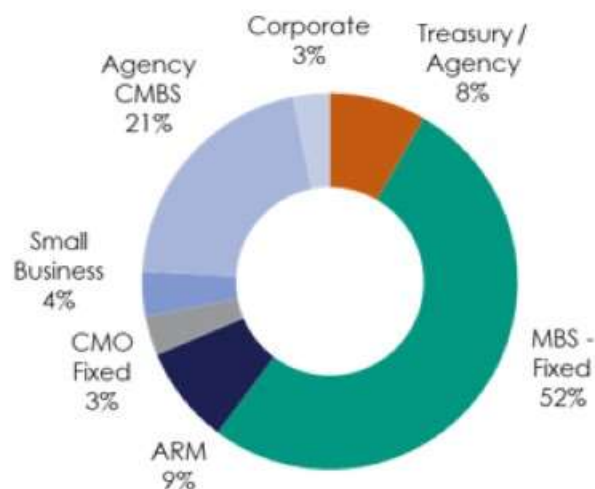


Source: Company documents; data for the year ended each period; quarterly data for each quarter ended, respectively

(1) See appendix for reconciliation of non-GAAP metrics

(2) Core income defined as net income after taxes and before extraordinary items, less net income attributable to noncontrolling interest, gain on the sale of held to maturity and available for sale securities, amortization of intangibles, goodwill and nonrecurring items

Securities Portfolio Composition

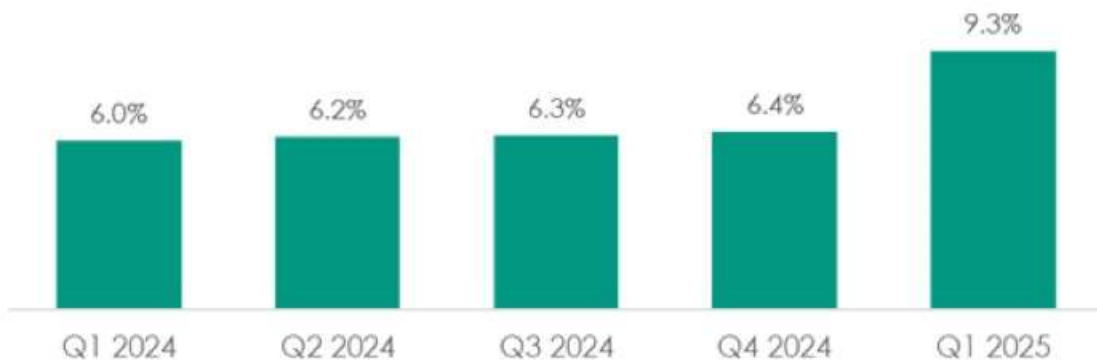


- Weighted Average Life of Securities Portfolio: 6.1 years
- Portfolio Effective Duration: 4.1 years

Security	Book Value (\$'000)	Book Yield	% of Total
Treasury / Agency	\$9,860	4.28 %	8.34 %
MBS - Fixed	61,334	2.96	51.86
ARM	9,961	5.84	8.42
CMO Fixed	4,000	4.99	3.38
Small Business	4,503	4.74	3.81
Agency CMBS	24,855	4.98	21.02
Corporate	3,750	4.66	3.17
Total	\$118,263	3.93 %	100 %

Repositioning Rationale

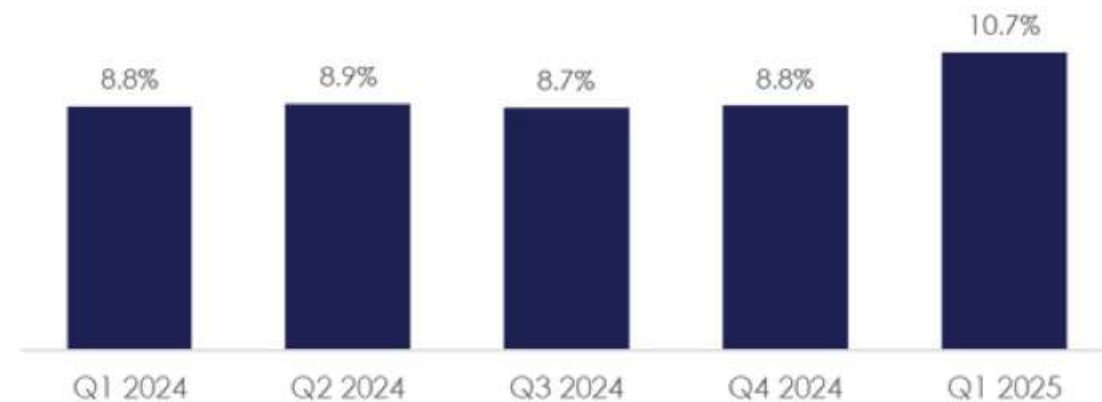
- Management executed a partial restructuring of its low-yielding AFS securities portfolio following the capital raise
 - Sold \$99.2 million of AFS debt securities with a fair value of \$86.5 million, resulting in a pre-tax loss of \$12.4 million
 - Purchased \$66.0 million of AFS securities with weighted average yield of 4.72%
- Securities restructuring results in:
 - ✓ No impact to TBVPS
 - ✓ Improvement to NIM and ROAA
 - ✓ Stronger liquidity management and TBVPS generation

Tangible Common Equity / Tangible Assets (%)⁽¹⁾

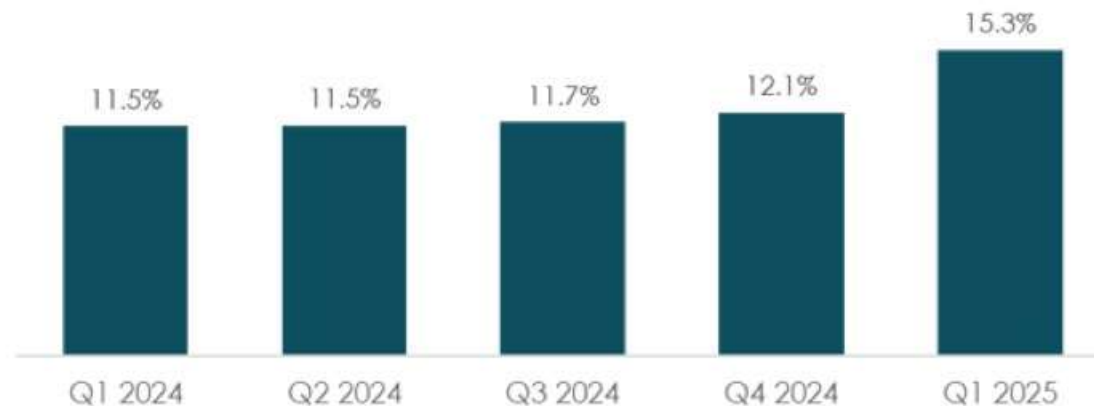
CET1 Ratio (%)



Bank Level Leverage Ratio (%)



Total Risk-Based Capital Ratio (%)



	As of and for the Quarter Ended,				
	March 31, 2024	June 30, 2024	September 30, 2024	December 31, 2024	March 31, 2025
<i>Dollars in millions except per share data</i>					
PTPP Income					
Net Interest Income (GAAP)	\$12,415	\$12,156	\$13,157	\$13,499	\$13,336
Plus: Noninterest Income	3,480	4,305	5,251	8,521	(8,554)
Total Revenue (Non-GAAP)	\$15,895	\$16,461	\$18,408	\$22,020	\$4,782
Less: Noninterest Expense	12,377	12,510	12,890	13,555	12,589
PTPP Income (Non-GAAP)	\$3,518	\$3,951	\$5,518	\$8,465	(\$7,807)
Tangible Assets					
Total Assets (GAAP)	\$1,782,901	\$1,790,405	\$1,881,701	\$1,866,215	\$1,904,447
Less: Goodwill	0.0	0.0	0.0	0.0	0.0
Less: Other Intangibles	0.0	0.0	0.0	0.0	0.0
Tangible Assets (Non-GAAP)	\$1,782,901	\$1,790,405	\$1,881,701	\$1,866,215	\$1,904,447
Tangible Common Equity					
Common Equity (GAAP)	\$107,705	\$111,115	\$117,844	\$118,987	\$176,475
Less: Goodwill	0.0	0.0	0.0	0.0	0.0
Less: Other Intangibles	0.0	0.0	0.0	0.0	0.0
Tangible Common Equity (Non-GAAP)	\$107,705	\$111,115	\$117,844	\$118,987	\$176,475
Tangible Common Equity to Tangible Assets (Non-GAAP)	6.0%	6.2%	6.3%	6.4%	9.3%
Tangible Book Value Per Share					
Common Shares Outstanding (GAAP)	3,557,229	3,556,844	3,549,581	3,549,581	5,378,653
Tangible Book Value Per Share (Non-GAAP)	\$30.28	\$31.24	\$33.20	\$33.52	\$32.81

Source: Company documents

Note: Numbers may not match due to rounding

(1) PTPP income defined as pre-tax pre-provision income

Dollars in millions except per share data	As of and for the Quarter Ended,				
	March 31, 2024	June 30, 2024	September 30, 2024	December 31, 2024	March 31, 2025
Core Net Income					
Net Income	\$2,548	\$3,185	\$3,424	\$6,186	(\$6,974)
Less: Gain (Loss) on the Sale of Bank Premises & Equipment (FTE)	0	0	0	(3,874)	0
Plus: Loss (Gain) on the Sale of AFS securities (FTE)	0	0	0	0	12,425
Tax Effect of Adjustments to Net Income	0	0	0	813	(2,609)
Core Net Income (Non-GAAP)	\$2,548	\$3,185	\$3,424	\$3,125	\$2,842
Core Earnings Per Share					
Core Net Income (Non-GAAP)	\$2,548	\$3,185	\$3,424	\$3,125	\$2,842
Average Common Shares Outstanding (GAAP)	3,557,203	3,556,935	3,552,026	3,549,581	4,572,297
Core Earnings Per Share (Non-GAAP)	\$0.72	\$0.89	\$0.97	\$0.88	\$0.62
Core Return on Average Equity					
Core Net Income (Non-GAAP)	\$2,548	\$3,185	\$3,424	\$3,125	\$2,842
Divided by: Average Equity (GAAP)	107,480	107,714	113,615	116,656	136,276
Core ROAE (Non-GAAP)	9.5%	11.8%	12.0%	10.7%	8.5%
Core Return on Average Assets					
Core Net Income (Non-GAAP)	\$2,548	\$3,185	\$3,424	\$3,125	\$2,842
Divided by: Average Assets	1,759,175	1,767,122	1,823,478	1,868,597	1,906,431
Core ROAA (Non-GAAP)	0.58%	0.72%	0.75%	0.67%	0.59%
Total Revenue					
Net Interest Income (FTE)	\$12,444	\$12,185	\$13,185	\$13,527	\$13,364
Plus: Noninterest Income	3,480	4,305	5,251	8,521	(8,554)
Total Revenue	\$15,924	\$16,490	\$18,436	\$22,048	\$4,810
Core Operating Revenue					
Total Revenue	\$15,924	\$16,490	\$18,436	\$22,048	\$4,810
Less: Gain (Loss) on the Sale of Bank Premises & Equipment FTE	0	0	0	3,874	0
Less: Gain (Loss) on the Sale of AFS securities	0	0	0	0	(12,425)
Core Operating Revenue (Non-GAAP)	\$15,924	\$16,490	\$18,436	\$18,174	\$17,235

Source: Company documents

Note: Core net income additions and exclusions assume 21% tax rate for illustrative purposes

Note: Quarterly ratios shown on an annualized basis

Note: Calculations may not match due to rounding