



**Summary Financial Statements,
Selected Financial Highlights and
Selected Credit Performance Highlights
Q3 2023**
(unaudited)



W.T.B. Financial Corporation
Condensed Consolidated Statements of Financial Condition
(unaudited)

	September 30, 2023	June 30, 2023	September 30, 2022
ASSETS			
Cash and due from banks	\$ 116,619,826	\$ 110,570,273	\$ 119,453,042
Interest-bearing deposits with banks	988,411,452	372,670,765	643,622,224
Securities available for sale, at fair value	480,044,123	509,354,423	543,393,395
Securities held to maturity, at amortized cost	3,097,288,113	3,160,177,545	3,144,339,982
Federal Home Loan Bank and Pacific Coast Bankers' Bancshares stock, at cost	30,060,000	15,420,000	10,060,000
Loans receivable	6,443,189,362	6,285,984,837	5,903,011,291
Allowance for credit losses on loans	(144,377,942)	(141,008,789)	(118,231,380)
Loans, net of allowance for credit losses on loans	6,298,811,420	6,144,976,048	5,784,779,911
Premises and equipment, net	85,106,046	86,125,516	88,082,559
Accrued interest receivable	36,706,294	30,636,124	27,802,391
Other assets	225,304,448	217,047,285	197,883,073
Total assets	<u>\$ 11,358,351,722</u>	<u>\$ 10,646,977,979</u>	<u>\$ 10,559,416,577</u>
LIABILITIES			
Deposits:			
Noninterest-bearing	\$ 3,423,838,739	\$ 3,518,317,592	\$ 4,312,452,221
Interest-bearing	4,617,752,402	4,363,591,321	5,062,532,503
Total deposits	8,041,591,141	7,881,908,913	9,374,984,724
Securities sold under agreements to repurchase	358,777,892	205,874,361	220,764,309
Other borrowings	1,915,000,000	1,549,000,000	-
Accrued interest payable	37,028,531	17,749,024	204,541
Other liabilities	127,315,367	116,044,977	108,203,547
Total liabilities	10,479,712,931	9,770,577,275	9,704,157,121
SHAREHOLDERS' EQUITY			
Common stock	12,107,873	11,625,545	12,995,790
Surplus	32,665,000	32,665,000	32,665,000
Undivided profits	885,810,602	880,410,692	857,738,727
	930,583,475	924,701,237	903,399,517
Accumulated other comprehensive loss, net of tax	(51,944,684)	(48,300,533)	(48,140,061)
Total shareholders' equity	878,638,791	876,400,704	855,259,456
Total liabilities and shareholders' equity	<u>\$ 11,358,351,722</u>	<u>\$ 10,646,977,979</u>	<u>\$ 10,559,416,577</u>

W.T.B. Financial Corporation
Condensed Consolidated Statements of Income
(unaudited)

	Three Months Ended		
	September 30, 2023	June 30, 2023	September 30, 2022
INTEREST REVENUE			
Loans, including fees	\$ 88,221,419	\$ 82,668,749	\$ 67,434,650
Deposits with banks	8,500,130	3,419,113	5,350,739
Securities	17,324,212	16,238,951	16,338,705
Other interest and dividend income	169,575	396,873	75,319
Total interest revenue	<u>114,215,336</u>	<u>102,723,686</u>	<u>89,199,413</u>
INTEREST EXPENSE			
Deposits	25,941,869	18,689,914	2,237,341
Funds purchased and other borrowings	20,631,768	16,144,361	98,947
Total interest expense	<u>46,573,637</u>	<u>34,834,275</u>	<u>2,336,288</u>
Net interest revenue	67,641,699	67,889,411	86,863,125
Provision for credit losses	4,350,000	3,100,000	1,000,000
Net interest revenue after provision for credit losses	<u>63,291,699</u>	<u>64,789,411</u>	<u>85,863,125</u>
NONINTEREST REVENUE			
Fiduciary income	5,994,691	6,107,053	5,274,951
Investment services fees	867,557	896,156	971,614
Bank and credit card fees, net	2,465,015	3,161,113	3,610,873
Mortgage banking revenue, net	431,789	254,456	520,361
Other fees on loans	279,297	313,120	362,992
Service charges on deposits	1,351,731	1,298,849	1,808,262
Other income	2,183,819	2,045,244	1,931,645
Total noninterest revenue	<u>13,573,899</u>	<u>14,075,991</u>	<u>14,480,698</u>
NONINTEREST EXPENSE			
Salaries and benefits	38,116,094	38,000,467	38,229,282
Occupancy, furniture and equipment expense	6,374,275	6,280,391	5,912,064
Other expense	19,582,058	18,204,096	17,952,198
Total noninterest expense	<u>64,072,427</u>	<u>62,484,954</u>	<u>62,093,544</u>
Income before provision for income taxes	12,793,171	16,380,448	38,250,279
Provision for income taxes	2,758,290	3,542,214	8,300,995
NET INCOME	<u>\$ 10,034,881</u>	<u>\$ 12,838,234</u>	<u>\$ 29,949,284</u>
PER SHARE DATA			
Weighted average number of common stock shares outstanding			
Basic	2,505,390	2,505,390	2,514,052
Diluted	2,505,646	2,505,448	2,515,409
Earnings per common share (based on weighted average shares outstanding)			
Basic	\$ 4.01	\$ 5.12	\$ 11.91
Diluted	\$ 4.00	\$ 5.12	\$ 11.91

W.T.B. Financial Corporation
Condensed Consolidated Statements of Income
(unaudited)

	Nine Months Ended	
	September 30, 2023	September 30, 2022
INTEREST REVENUE		
Loans, including fees	\$ 249,153,080	\$ 182,016,781
Deposits with banks	14,341,235	8,404,004
Securities	51,410,295	47,785,973
Other interest and dividend income	647,103	232,817
Total interest revenue	315,551,713	238,439,575
INTEREST EXPENSE		
Deposits	55,282,419	5,411,456
Funds purchased and other borrowings	42,938,693	241,505
Total interest expense	98,221,112	5,652,961
Net interest revenue	217,330,601	232,786,614
Provision (recapture) for credit losses	9,850,000	(23,000,000)
Net interest revenue after provision for credit losses	207,480,601	255,786,614
NONINTEREST REVENUE		
Fiduciary income	17,823,707	16,290,052
Investment services fees	2,789,371	3,009,985
Bank and credit card fees	9,719,632	13,268,344
Mortgage banking revenue, net	927,780	1,770,431
Other fees on loans	833,287	904,130
Service charges on deposits	4,103,820	5,307,474
Other income	6,459,256	6,705,279
Total noninterest revenue	42,656,853	47,255,695
NONINTEREST EXPENSE		
Salaries and benefits	117,252,981	114,722,705
Occupancy, furniture and equipment expense	19,487,840	18,687,838
Other expense	55,798,404	57,025,141
Total noninterest expense	192,539,225	190,435,684
Income before provision for income taxes	57,598,229	112,606,625
Provision for income taxes	12,472,620	24,499,902
NET INCOME	\$ 45,125,609	\$ 88,106,723

PER SHARE DATA

Weighted average number of common stock shares outstanding

Basic	2,504,426	2,520,818
Diluted	2,505,431	2,522,969

Earnings per common share (based on weighted average shares outstanding)

Basic	\$ 18.02	\$ 34.95
Diluted	\$ 18.01	\$ 34.92

W.T.B. Financial Corporation
Selected Financial Highlights
(unaudited)

(dollars in thousands)

	Quarters Ended				
	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022
SELECTED DATA					
Interest-bearing deposits with banks	\$ 988,411	\$ 372,671	\$ 341,116	\$ 273,938	\$ 643,622
Securities	3,577,332	3,669,532	3,730,349	3,759,164	3,687,733
Total loans	6,443,189	6,285,985	6,099,479	6,042,262	5,903,011
Allowance for credit losses (ACL) on loans ¹	144,378	141,009	138,976	120,839	118,231
Earning assets ²	11,088,508	10,389,254	10,231,511	10,133,251	10,293,630
Total assets	11,358,352	10,646,978	10,515,350	10,423,090	10,559,417
Deposits	8,041,591	7,881,909	8,328,130	9,217,086	9,374,985
Interest-bearing liabilities	6,891,530	6,118,466	5,618,074	5,180,503	5,283,297
Total shareholders' equity	878,639	876,401	871,987	867,129	855,259
Total equity to total assets	7.74%	8.23%	8.29%	8.32%	8.10%
Full-time equivalent employees	1,196	1,189	1,166	1,146	1,134

ASSET QUALITY RATIOS

ACL on loans to total loans	2.24%	2.24%	2.28%	2.00%	2.00%
ACL on loans to noncurrent loans	2987%	2548%	3417%	3743%	3842%
Net charge-offs to total average loans	0.00%	0.00%	0.01%	0.00%	0.00%
Noncurrent loans and ORE to assets	0.04%	0.05%	0.04%	0.03%	0.03%

(1) 2022 allowance balances are based on the incurred loss model. 2023 allowance balance is based on the current expected credit loss ("CECL") model.

(2) Includes only the amortized cost for securities. Includes non-accrual loans.

(dollars in thousands, except per share data)

	Quarters Ended			% Change	
	September 30, 2023	June 30, 2023	September 30, 2022	Sequential Quarter	Year over Year
PERFORMANCE					
Net interest revenue, fully tax-equivalent	\$ 67,712	\$ 67,975	\$ 86,906	-0.4%	-22.1%
Fully tax-equivalent adjustment	70	86	43	-18.6%	62.8%
Net interest revenue	67,642	67,889	86,863	-0.4%	-22.1%
Provision for credit losses	4,350	3,100	1,000	40.3%	335.0%
Net interest revenue after provision for credit losses	63,292	64,789	85,863	-2.3%	-26.3%
Noninterest revenue	13,574	14,076	14,481	-3.6%	-6.3%
Noninterest expense	64,073	62,484	62,094	2.5%	3.2%
Income before provision for income taxes	12,793	16,381	38,250	-21.9%	-66.6%
Provision for income taxes	2,758	3,543	8,301	-22.2%	-66.8%
Net income	\$ 10,035	\$ 12,838	\$ 29,949	-21.8%	-66.5%

PER COMMON SHARE

Earnings per common share - basic	\$ 4.01	\$ 5.12	\$ 11.91	-21.7%	-66.3%
Earnings per common share - diluted	4.00	5.12	11.91	-21.9%	-66.4%
Common cash dividends	1.85	1.85	1.85	0.0%	0.0%
Common shareholders' equity	348.40	347.52	338.95	0.3%	2.8%

	Quarters Ended			% Change	
	September 30, 2023	June 30, 2023	September 30, 2022	Sequential Quarter	Year over Year
PERFORMANCE RATIOS					
Return on average assets	0.36%	0.49%	1.10%	-0.13%	-0.74%
Return on average shareholders' equity	4.50%	5.84%	13.81%	-1.34%	-9.31%
Margin on average earning assets ²	2.51%	2.67%	3.28%	-0.16%	-0.77%
Noninterest expense to average assets	2.32%	2.39%	2.28%	-0.07%	0.04%
Noninterest revenue to average assets	0.49%	0.54%	0.53%	-0.05%	-0.04%
Efficiency ratio	78.8%	76.2%	61.2%	2.6%	17.6%
Common cash dividends to net income	46.19%	36.10%	15.50%	10.09%	20.60%

(2) Tax exempt interest has been adjusted to a taxable equivalent basis using a tax rate of 21%.

NM = not meaningful

W.T.B. Financial Corporation
Selected Financial Highlights
(unaudited)

(dollars in thousands, except per share data)

	Nine Months Ended		% Change
	September 30, 2023	September 30, 2022	Year over Year
PERFORMANCE			
Net interest revenue, fully tax-equivalent	\$ 217,555	\$ 232,921	-6.6%
Fully tax-equivalent adjustment	224	134	67.2%
Net interest revenue	217,331	232,787	-6.6%
Provision (recapture) for credit losses	9,850	(23,000)	-142.8%
Net interest revenue after provision for credit losses	207,481	255,787	-18.9%
Noninterest revenue	42,657	47,256	-9.7%
Noninterest expense	192,540	190,436	1.1%
Income before provision for income taxes	57,598	112,607	-48.9%
Provision for income taxes	12,472	24,500	-49.1%
Net income	\$ 45,126	\$ 88,107	-48.8%
PER COMMON SHARE			
Earnings per common share - basic	\$ 18.02	\$ 34.95	-48.4%
Earnings per common share - diluted	18.01	34.92	-48.4%
Common cash dividends	5.55	5.55	0.0%
Common shareholders' equity	348.40	338.95	2.8%
PERFORMANCE RATIOS			
Return on average assets	0.57%	1.09%	-0.52%
Return on average shareholders' equity	6.89%	13.98%	-7.09%
Margin on average earning assets ²	2.82%	2.95%	-0.13%
Noninterest expense to average assets	2.43%	2.35%	0.08%
Noninterest revenue to average assets	0.54%	0.58%	-0.04%
Efficiency ratio	74.0%	68.0%	6.0%
Common cash dividends to net income	30.81%	15.87%	14.94%

(2) Tax exempt interest has been adjusted to a taxable equivalent basis using a tax rate of 21%.

W.T.B. Financial Corporation
Selected Credit Performance Highlights
(unaudited) (dollars in thousands)

	Quarters Ended		
	September 30, 2023	June 30, 2023	September 30, 2022
Loans by Credit Risk Rating:			
Pass	\$ 6,238,105	\$ 6,074,955	\$ 5,656,280
Special Mention	106,843	89,441	139,896
Substandard	98,214	121,531	106,831
Doubtful/Loss	27	58	4
Total	<u>\$ 6,443,189</u>	<u>\$ 6,285,985</u>	<u>\$ 5,903,011</u>

	Quarters Ended		
	September 30, 2023	June 30, 2023	September 30, 2022
Loans by Payment Status:			
Current Loans	\$ 6,429,832	\$ 6,278,386	\$ 5,897,996
Loans Past Due 30-89 Days, Still Accruing	8,524	2,064	1,938
Noncurrent Loans	4,833	5,535	3,077
Total	<u>\$ 6,443,189</u>	<u>\$ 6,285,985</u>	<u>\$ 5,903,011</u>

	Quarters Ended		
	September 30, 2023	June 30, 2023	September 30, 2022
Allowance Position ⁽¹⁾:			
Allowance for Loans ⁽¹⁾	\$ 144,378	\$ 141,009	\$ 118,231
Allowance to Total Loans	2.24%	2.24%	2.00%

(1) 2022 allowance balances are based on the incurred loss model. 2023 allowance balance is based on the current