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Target Price	US\$ 20.00
Current Price	US\$ 12.95
Total Return	55%
Rating	BUY

Market Cap.	US\$77 mn
Shares Outstanding	5.9 mn
Free Float (%)	Approx. 88%
52 Week Range (US\$)	9.84 - 16.00
Avg. Daily Value	US\$ 19k
Russell 2000 Index	2,255
Insider Holding %	12%



Risk: Above Average Forecasting and Valuations

(US\$mn except ratios)	2025E	2026E
Net Interest Income	25.5	26.9
Net Income	7.7	8.9
EPS (US\$)	1.40	1.60
EPS Growth	12.6%	-13.9%
PE	9.3	8.1
Dividend Yield	6.7%	5.7%
Price/Book	1.1	1.0
ROE	12.0%	12.8%

Analyst:

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United Bancorp Inc. [UBCP] Q4 FY2024 Earnings Update

Industry: Banking Regional

UBCP Q4 [ended December] Results Update Note

Steady Q4 Results, 6.7% Yield on 19 Hikes

United Bancorp [UBCP] reported solid results for Q4 [ended December], which were slightly better than our expectations, and best described as "steady as she goes". In a very challenging overall macro environment for the entire banking sector [large and small banks] due to sustained "higher for longer" Fed Reserve interest rates, just having consistent earnings without any untoward adverse surprises is a satisfactory outcome for management and shareholders alike. In times like this, and to use a sports parlance, the best offense is simply playing solid defense. In this regard, UBCP's performance for both Q4 and YTD 2024 is commendable, and sets up the bank for stronger growth once broader bank sector conditions are more constructive, which is likely to emerge as this new year progresses.

UBCP reported \$0.31 for Q4, which was identical QoQ from \$0.31 in Q3, but lower than the record level of \$0.42 last year [which had benefited from large positive provisioning gains]. For full-year 2024, UBCP has reported \$1.27 in EPS, which was nominally higher than our most recent published estimates. It appears UBCP is seeing some "green shoots" with regard to loan growth, which grew 3.4% sequentially [or 13.4% annualized]. This follows strong 4.4% growth experienced during Q3. While the signs of loan growth picking up are still a bit tentative, it is nonetheless encouraging to see and is supported by high levels of optimism among small businesses nationwide.

In a strong statement of confidence in the long-term outlook, UBCP increased its dividend for the 19th time in a row a couple months back. The current run-rate dividend, including the special dividend announced earlier this year, is now 6.7%. The regular dividend is now 18.0 cents per quarter, and the annualized regular dividend is now \$0.72. Combined with the special dividend announced earlier in 2024, UBCP's total annual run-rate dividend was \$0.87. The next

dividend [regular and possible special] payment occurs later this month, and it remains to be seen if UBCP's extraordinary streak can continue.

With regard to the balance sheet, UBCP performed very well, with solid capital and liquidity levels, ongoing low levels of NPLs, and an overall solidly upward trending book value per share – a key positive. Tangible book value per share increased 5.2% YoY to \$11.21 per share, and was up 3.4% sequentially as well. We expect book value per share to increase going forward as well, despite the high dividend yield on a healthy payout ratio.

Asset quality and interest income continued to be bright spots for UBCP throughout this past year, and this was seen in Q4 as well. While interest income rose slightly up 3.9% for the quarter [up 7.3% for the full year], it was offset by higher interest expenses, resulting in a –2.4% decline in overall net interest income. Importantly, the rate of decline in overall net interest income has diminshed, and as the company anniversaries easier comps, net interest income will start to rise YoY again. As a reminder, the trends in net interest income for the entire banking industry, and not just UBCP, was due to high interest rates as a result of Fed policy, which despite the rate reduction, still sees the overall economy witnessing tight monetary conditions amid ongoing persistent inflation concerns.

We expect flat to higher net interest margins this new year, and this metric continues to be a bright spot for UBCP. While net interest margin was down [3.51% vs. 3.63%] YoY, on a positive note, UBCP's net interest margin was up nominally on a QoQ basis [3.51% vs. 3.50%], which is a much better performance than most peers. Overall, net interest margins have been relatively stable last year, which is encouraging in the context of the overall environment. The Feds initial easing should pave the way for a more supportive environment for both net interest income and net interest margins going forward.

We are in the process of updating our forecast model pending release of complete IS and BS details in the 10K or Annual Report.

\$20.00 Price Target implies 50% Total Return Potential

We are maintaining our Buy rating and \$20.00 price target, implying over a 50% total return opportunity. Currently UBCP's stock is trading at modest P/E multiples of 10.2x on trailing/actual 2024 results, and 9.3x on our 2025 and 8.1x on 2026 estimates. On a Price/Book basis, the stock is trading at a modest 1.2x as of the December-end 2024 book value. Our \$20.00 target would suggest a reasonable and modest 12.5x P/E multiple on our forward 2026 estimate.

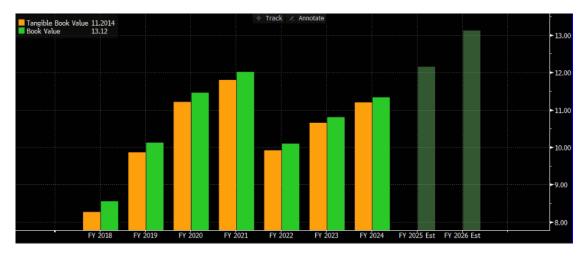
In terms of earnings, our 2025 estimate remains conservative due to the overall macro landscape, at \$1.40 in EPS. The "higher for longer" interest rate environment has no doubt pushed out an earnings recovery for the entire traditional bank sector. We do

expect a sharp rebound in earnings next year on a more favorable macro environment. We believe our price target is both credible and achievable, given UBCP's stock has actually traded as high as \$20.82 in 2022.

We continue to believe the risk-reward for UBCP's stock is extremely favorable here, with several catalysts including a growing dividend. UBCP continues to be an undiscovered investment opportunity, and Evaluate Research remains the only firm actively following the stock. Bank sector stocks are finally catching a bid and rising, and we would continue to encourage investors to buy UBCP shares, especially since they are being paid one of the highest dividend yields in the US while they wait for a stock price rebound.

Book Value Increases, Strong Capital Position & Liquidity

As we had predicted in our prior Update Notes, UBCP's book value per share continues to rebound nicely. For Q3, book value stood at \$11.21, appreciating both YoY and QoQ. As seen in the following chart in the shaded estimates bars for 2025 and 2026, we expect book value to surpass prior peak levels going forward as the industry continues to recover.



UBCP has ample liquidity, with excess cash invested at the fed funds rate. Overall, capital adequacy at 13.4% total risk-based capital ratio and 13.4% Tier 1 capital [both as of most recent 10-Q disclosure at September-end] all remain at healthy levels, and considered "well capitalized" based on industry and regulatory norms. This level of capital is virtually identical with the prior quarter June-end disclosure as well.

While UBCP already maintains healthy metrics, we nonetheless still expect UBCP's overall capital ratios to increase back to the mid-to-high teens over time, given earnings growth and a moderate dividend payout ratio.

19 in a Row, 6.7% Yield, Top 6% of all USA Stocks

UBCP's remarkable streak of dividend increases continues unabated, with an 19th consecutive hike announced a few months ago. The regular dividend is now 18.0 cents

per quarter, and was increased by 6.0% YoY. This was the 5th dividend hike last year. The annualized regular dividend is now \$0.72. Including the special dividend announcement early in 2024 of 15.0 cents, the full year run-rate 2024 regular plus special total dividend was \$0.87, or a 6.7% dividend yield. As we have previously emphasized, UBCP has now declared 7 Special Dividends during the past 8 years, which highlights the Board's keen focus on rewarding shareholders, especially retail investors, with a high yield.

This regular dividend increase was above our expectations, especially as the overall macro environment for the broad banking sector has become increasingly challenging as this year progresses. It remains to be seen whether this amazing streak – both regular as well as special dividends - can continue when UBCP declares its next dividend later this month.

The regular dividend annualized run-rate is now 5.6%. There are very few companies globally, especially in the banking and even the broad financial sector, that can boast of such prolific dividend increases during the past three years!!



The current regular dividend payout ratio remains moderate, and therefore quite sustainable in our view, at 57% of trailing 2024 results, and 51% of our current EPS forecast. As a reminder, UBCP had paid out as high as 63% of EPS via dividends in 2018. Including the special dividend, the payout is 68% of trailing earnings, which is towards the higher end of possible payout levels, in our opinion.

As can be seen in the following Bloomberg screen which we have updated, out of 14,166 stocks in the USA [which comprise 17% of the entire world's 81,736 listed stocks], only 876 stocks have dividend yields higher than UBCP's total full-year 6.7%

dividend. This is similar to the results when we last ran this screen three months back. Thus, UBCP is among the top 6% of all USA dividend yields:

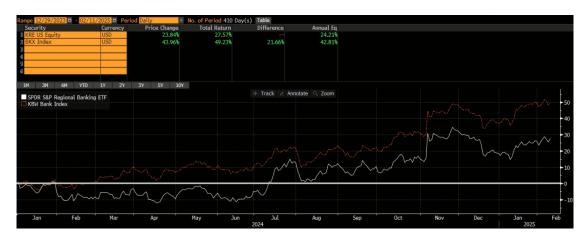
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Selected Screening Criteria Matches
Security Universe 1657751

Trading Status: Active 551971
Security Attributes: Show Primary Security of company only 81736
Exchanges: United States 14166
Dividend Indicated Yield - Net > 6.7 876
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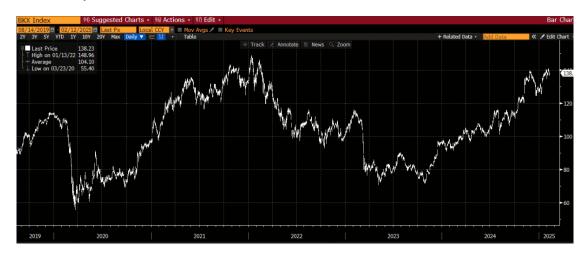
Banks Stocks Finally Getting Some Respect

This past year, bank stocks did show better stock market performance and investor interest, following the Fed rate cut and overall strong equity market results!!

2024 plus YTD 2025, regional bank stocks [the white line in the following chart] is up 27.6%, strong but still underperforming larger banks [spotted red line] which are up 49.2%. While regional banks are close to the broad S&P 500 Index which was up 23% in 2024, large banks are now clearly outperforming the broader market.



Bank stocks had an extremely difficult 2023, and many were trading close to multiyear lows. With last year's aforementioned better performance, banks stocks are now very close to prior 2021 highs, as is evident in the following chart of the KBW [the old Keefe Bruyette & Woods] Bank Index.



Net Interest Margins Stable Despite Higher Funding Costs

During Q4, while UBCP's interest income increased by 3.9% YoY, interest expense surged even more rapidly up 16.5%. As mentioned, the YoY rise in interest expense is moderating, so showing clear signs of stabilization. Deposit flight is still a concern across the US banking industry, and many customers are switching from banks to seek higher yields elsewhere or by investing in the strong stock market. A lower interest rate environment, following the Feds rate cut, may help ease this margin pressure across the industry.

In this environment, it is comforting to see relative stability and consistency in UBCP's deposit base. Total deposits at December-end were \$613 million, which were modestly down about 2% both YoY and QoQ, and represented 75% of total BS liabilities. Going forward, we expect both the mix and costs of deposits to stabilize, given lower overall interest rates in the economy. We thus believe we have witnessed the worst of higher interest expense and related net interest margin pressure. UBCP's CDs [Certificates of Deposit] tend to have a maximum duration of 2 years, so it is our view that most of these have already been repriced higher by now.

The mix of deposits showed a distinct pattern of moving towards higher interest rates [such as Certificates of Deposit] as well as longer duration. Thus, time deposits and other non-interest or low interest-bearing deposits declined, while those with higher rates/duration and savings-type rose. The higher interest rates have impacted UBCP's overall net interest expense.

Focus on Growing Fee Income and Cost Control

In its efforts to drive revenue and income growth, a new entity Unified Mortgage was set up several quaters ago, which is targeting mortgages and related services to residential consumers. In Q4 there was an increase in secondary mortgage products sales of \$453,000 [a jump of 28% QoQ, off of a small base], and there is an expectation that this will continue to grow. UBCP continues to emphasize basic "blocking and tackling" initiatives to improve revenues while curtailing expenses in order to optimize operational efficiency.

UBCP continues to develop its Treasury Management services which targets offering fee-based solutions to commercial and institutional customers in the areas of cash management and payments services that products noninterest income, in addition to an ancillary benefit of generating low or no-cost deposits for the bank.

Finally, the under-construction banking facility in the favorable and underserved location of Wheeling, West Virginia, which is anticipated to be complete by Q3 2025, should enhance existing relationships as well as offer new opportunities to grow clients and overall assets. We remain optimistic that more clarity on the economy, and

likely lower interest rates, will lead to decent overall growth in fee income and loan demand going forward.

Credit Quality & Provisioning Remain Solid

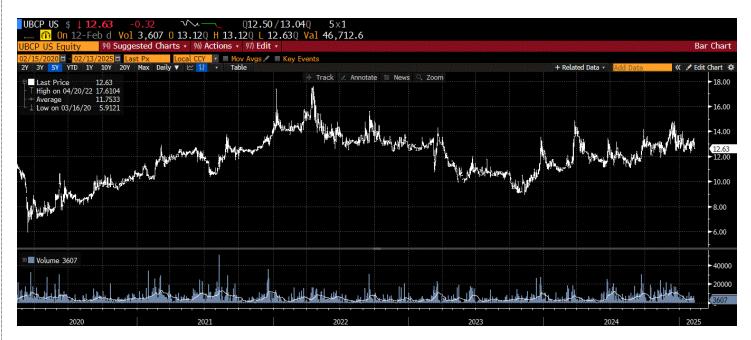
Credit quality continues to remain solid, requiring a low absolute level of provisioning expense on the income statement. After several quarters of zero or negative [positive line item on the income statement], UBCP recorded a second quarter in a row of slight provisioning of \$124,000 for Q4. This was an increase from the negative provisioning of last year. Still, the absolute level of provisioning remains low and well contained. For full year 2024, provisioning expense compared to the prior year had an approximate negative \$0.11 impact on EPS. Going forward, we continue to expect modest provisioning expenses, and no further positive credits. As loan growth picks up, so too should provisioning expenses looking ahead.

At December-end, nonaccrual loans [loans past due 30 days] stood at 0.21% of loans, which were slightly down YoY, and flat QoQ. Non-performing assets to total assets was 0.50%, flattish both YoY and QoQ. Net charge-offs remain low at \$204,000, or only -0.04% [annualized] of total loans, and due mainly to one client relationship.

Adopting new CECL [credit loss accounting standards], UBCP's total allowance for credit losses to total loans is 0.82% [similar level as the prior quarter] and total allowance for credit losses to nonperforming loans stands at 1,243%. According to management, they "firmly believe that we are presently well reserved with very strong coverage."

Unrealized losses on securities, a phenomenon impacting all banks globally resulting from higher market interest rates, are generally on securities UBCP intends to hold up to maturity, which will mitigate short-term notional losses. UBCP's investments tend to be in municipal bonds and other higher quality agencies, which are broadly diversified by issuer and geography. UBCP's accumulated other comprehensive loss, net of taxes remained relatively stable at \$7.2 million, as per latest Q3 10-Q disclosure. In our opinion, this exposure is manageable for UBCP, given its liquidity and capital reserves. Also, this notional loss should reduce rapidly once interest rate levels recede. In that sense, the worst is likely over in this regard. Finally, other banks, both large and small, have much greater relative exposure in this regard.

5 Year Price Chart



Dividend History



UNITED BANCORP UBCP

Income Statement [US\$ Thousands]

	2017A	2018A	2019A	2020A	2021A	2022A	2023A	2024E	2025E	2026E	2027E	(FY19-23)
Average Loans	360,424	387,054	423,479	438,848	444,539	454,761	469,070	488,923	508,521	528,902	550,101	
Average interest-earning Assets	415,714	491,313	599,986	645,562	664,024	693,269	734,687	774,301	801,490	833,591	866,977	
Net Interest Margin	3.82%	3.84%	3.67%	3.76%	3.48%	3.67%	3.65%	3.45%	3.65%	3.74%	3.74%	
Interest Income												
Interest Expense	17,651	21,320	27,034	27,628	24,707	27,662	36,849	39,216	33,980	35,679	37,463	
Net Interest Income	1,764	3,178	6,123	4,734	2,596	3,274	11,014	14,800	8,498	8,753	9,016	
Provision for Loan Losses	15,887	18,142	20,911	22,894	22,111	24,388	25,835	24,416	25,482	26,926	28,447	5.4%
Customer Service Fees	100	297	908	3,337	(1,255)	(955)	(454)	(250)	(400)	(400)	(400)	
Earnings on bank-owned insurance	2,502	2,608	2,843	2,580	2,852	2,978	2,970	3,089	3,274	3,471	3,679	
Net gains on loan sales	471	477	533	706	802	708	694	777	777	777	777	
Other	98	66	54	180	272	36	29	31	33	35	37	
Total Non-Interest Income	381	509	458	3,449	1,780	361	361	298	316	335	355	
Salaries & Employee Benefits	3,452	3,660	3,888	6,915	5,706	4,083	4,054	4,195	4,400	4,617	4,847	1.0%
Premises Costs & Equipments	7,210	7,964	8,776	9,331	9,698	10,305	10,872	11,307	11,533	11,763	11,999	
Professional Fees	2,071	2,140	2,263	2,406	2,364	2,217	2,328	2,351	2,375	2,398	2,422	
Other G&A	825	2,173	1,292	1,232	1,217	1,451	1,495	1,539	1,586	1,633	1,682	
Total Non-Interest Expenses	4,368	4,146	4,151	4,921	5,113	5,917	6,158	6,219	6,406	6,598	6,796	
Other Impairment	13,649	16,423	16,482	17,890	18,392	19,890	20,852	21,416	21,899	22,393	22,899	6.1%
Profit from JVs and associates	-	-	-	-	_	_	_	_	-	-	-	
Income before Taxes	-	-	-	-	-	-	-	-	-	-	-	
Income Tax expense	5,590	5,082	7,409	8,582	10,681	9,536	9,491	7,444	8,383	9,550	10,796	
Effective tax rate	2,044	800	599	629	1,230	879	542	596	671	764	864	
Preferred Dividends	36.6%	15.7%	8.1%	7.3%	11.5%	9.2%	5.7%	8.0%	8.0%	8.0%	8.0%	
Non Controlling Interest	-	-	-	-	_	-	_	-	-	-	-	
- Less Non-vested Restricted Stock	-	-	-	-	-	-	-	-	-	-	-	
Reported Net Income	(115)	(214)	(256)	(200)	-	-	-	-	-	-	-	
Underlying Net Income	3,431	4,068	6,554	7,753	9,451	8,657	8,949	6,849	7,712	8,786	9,932	8.1%
YoY	3,431	4,068	6,554	7,753	9,451	8,657	8,949	6,849	7,712	8,786	9,932	8.1%
Shares Outstanding	-3.3%	18.6%	61.1%	18.3%	21.9%	-8.4%	3.4%	-23.5%	12.6%	13.9%	13.0%	
Diluted Shares Outstanding	4,982	4,953	5,526	5,479	5,479	5,483	5,492	5,492	5,492	5,492	5,492	
Reported EPS	4,982	4,953	5,526	5,479	5,479	5,483	5,492	5,492	5,492	5,492	5,492	
Underlying EPS	0.69	0.82	1.19	1.39	1.62	1.50	1.57	1.25	1.40	1.60	1.81	7.2%
YoY EPS Growth	0.69	0.82	1.19	1.39	1.62	1.50	1.57	1.25	1.40	1.60	1.81	7.2%
Total Dividends per Share	-2.7%	19.3%	44.9%	16.8%	16.5%	-7.4%	4.7%	-20.6%	12.6%	13.9%	13.0%	
Core Regular Dividend	0.510	0.570	0.545	0.570	0.685	0.770	0.815	0.860	0.730	0.750	0.770	
Special Dividends	0.460	0.520	0.545	0.570	0.585	0.620	0.665	0.710	0.730	0.750	0.770	
YoY Regular Div Growth [excl Specials]	0.050	0.050			0.100	0.150	0.150	0.150				
YoY Total Div Growth [incl Specials]	9.5%	13.0%	4.8%	4.6%	2.6%	6.0%	7.3%	6.8%	2.8%	2.7%	2.7%	
Dividend Payout [Div/EPS]	8.5%	11.8%	-4.4%	4.6%	20.2%	12.4%	5.8%	5.5%	-15.1%	2.7%	2.7%	
Shares for Book Value Computation	74%	69%	46%	41%	42%	51%	52%	69%	52%	47%	43%	
Return on Average Common Equity	4,982	4,882	5,526	5,637	5,749	5,864	5,884	6,002	6,122	6,244	6,369	
Tangible Book Value per Share	7.9%	8.6%	11.9%	12.1%	13.5%	13.2%	17.1%	10.9%	12.0%	12.8%	13.5%	
YoY	8.81	10.23	10.24	11.45	11.82	9.92	10.66	11.35	12.03	12.88	13.92	1.0%

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	<u>2017A</u>	<u>2018A</u>	<u>2019A</u>	<u>2020A</u>	<u>2021A</u>	<u>2022A</u>	<u>2023A</u>	<u>2024E</u>	<u>2025E</u>	<u>2026E</u>	<u>2027E</u>
Valuation Metrics											
Price/Earnings - using Current Stock Price	17.7	13.4	10.9	9.3	8.0	8.6	8.2	10.4	9.2	8.1	7.2
Price/Book - using Current Stock Price	1.39	1.08	1.26	1.13	1.10	1.31	1.21	1.14	1.08	1.01	0.93
Dividend Yield - using Current Stock Price	4.2%	5.2%	4.2%	4.4%	5.3%	5.9%	6.3%	6.6%	5.6%	5.8%	5.9%
Book Value per Share	8.81	10.23	10.24	11.45	11.82	9.92	10.66	11.35	12.03	12.88	13.92
Book value per Share	0.01	10.23	10.24	11.45	11.02	9.92	10.00	11.55	12.03	12.00	13.32
Dividend Ratios											
Core Dividend Growth [excluding Specials]	9.5%	13.0%	4.8%	4.6%	2.6%	6.0%	7.3%	6.8%	2.8%	2.7%	2.7%
Total Dividend [Core + Special] Growth	8.5%	11.8%	-4.4%	4.6%	20.2%	12.4%	5.8%	5.5%	-15.1%	2.7%	2.7%
Dividend Payout [Dividend/EPS]	74%	69%	46%	41%	42%	51%	52%	69%	52%	47%	43%
Capital and Liquidity Ratios											
Tier 1 Leverage Ratio	12.6%	11.5%	13.1%	13.3%	15.8%	13.0%	13.2%	12.4%	12.6%	13.0%	13.5%
Total Capital Ratio	13.2%	12.0%	19.0%	18.2%	21.0%	18.1%	18.1%	17.1%	17.2%	17.4%	17.7%
Leverage Ratio	10.6%	8.8%	9.6%	10.9%	11.0%	8.6%	8.4%	8.4%	8.6%	8.9%	9.4%
Tangible Common Equity/Tangible Assets	8.5%	8.7%	8.7%	9.9%	9.9%	7.9%	7.8%	7.5%	7.7%	7.9%	8.2%
Growth Ratios											
Average loan growth	5.8%	7.4%	9.4%	3.6%	1.3%	2.3%	3.1%	4.2%	4.0%	4.0%	4.0%
Average loan growth Average earning assets growth	6.6%	18.2%	22.1%	7.6%	2.9%	4.4%	6.0%	5.4%	3.5%	4.0%	4.0%
Average deposit growth	9.4%	25.8%	17.8%	5.0%	5.1%	5.9%	1.3%	-0.5%	3.5%	3.5%	3.5%
Net interest income growth	7.0%	14.2%	15.3%	9.5%	-3.4%	10.3%	5.9%	-5.5%	4.4%	5.7%	5.7%
EPS growth	-2.7%	19.3%	44.9%	16.8%	16.5%	-7.4%	4.7%	-20.6%	12.6%	13.9%	13.0%
Li 3 giowiii	-2.7 /0	19.570	44.970	10.070	10.576	-7.470	4.7 70	-20.076	12.070	13.370	13.070
Asset Quality Ratios											
NPA/Assets	0.42%	0.23%	0.60%	0.19%	0.30%	0.41%	0.35%	0.35%	0.35%	0.35%	0.35%
NPA/Loans [ending balance]	0.58%	0.50%	0.51%	0.14%	0.25%	0.58%	0.51%	0.51%	0.51%	0.51%	0.51%
Reserves/NPAs	110.3	147.0	154	816	280	195	153	155	154	154	154
Performance Ratios											
Return on Average Assets (RoAA)	0.76%	0.83%	1.07%	1.15%	1.33%	1.17%	1.14%	0.83%	0.91%	1.00%	1.09%
Return on Av. Equity (ROE)	7.9%	8.6%	11.3%	11.5%	13.5%	13.2%	14.5%	10.9%	12.0%	12.8%	13.5%
Yield on Av. Int-earnings asset	4.25%	4.34%	4.51%	4.28%	3.72%	3.99%	5.02%	5.06%	4.24%	4.28%	4.32%
Av. Rate on deposits & borrowings	0.49%	0.82%	1.44%	1.07%	0.58%	0.72%	2.33%	3.00%	1.66%	1.64%	1.63%
Net Interest Margin (NIM)	3.82%	3.84%	3.67%	3.76%	3.61%	3.67%	3.65%	3.45%	3.65%	3.74%	3.74%
Efficiency Ratio	70.6%	75.3%	66.5%	60.0%	66.1%	69.9%	69.8%	74.9%	73.3%	71.0%	68.8%
Leverage Ratios	04.00/	77.60/	00.00/	7E C0/	74 F0/	70.60/	77.40/	77 F0/	77.00/	70.00/	70 70/
Loans/Deposit	94.9%	77.6%	80.2%	75.6%	74.5%	70.6%	77.1%	77.5%	77.9%	78.3%	78.7%
Av Loans/Av. Deposits	99.5%	84.9%	78.9%	77.8%	75.0%	72.5%	73.8%	77.3%	77.7%	78.1%	78.5%

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Balance Sheet [US\$ Thousands]

CAGR 2017A 2018A 2019A 2020A 2021A 2022A 2023A 2024E 2025E 2026E 2027E (FY19-23) 81,327 93,690 100,977 103,277 90,892 90,548 91,294 94,946 98,744 102,693 Commercial Loans 106,801 Commercial Real Estate 198.936 223,461 240.842 246.167 266.777 270.312 291.859 303.533 315.675 328.302 341.434 Residential Real Estate 75,853 78.767 84,893 85,789 90.132 94,012 93,364 97,099 100,983 105,022 109,223 Installment Loans 12,473 13,765 14,836 8,258 6,571 6,003 6,719 6,988 7,267 7,558 7,860 _ _ _ _ _ _ _ _ **Total Loans and Advances** 368.589 409.683 441,548 443,491 454,372 460.875 483.235 502,565 522,668 543,575 565,318 - LESS Allowances (2,122)(2,043)(2,231)(5,113)(3,673)(2,052)(3,918)(4,036)(4,157)(4,281)(4,410)**TOTAL Loans and Advances [Less** Allowances] 366,467 407,640 439,317 438,378 450,699 458,823 479,317 498,530 518,511 539,293 560,908 2.2% 4.662 5,697 7.653 8.279 7.352 Cash Equivalents & Due from Banks 15.573 11,637 Interest-bearing Demand Deposits 9.653 9.680 9.288 39.955 75.346 21.801 33.418 34.755 36.145 37.591 39.094 Available for sale Securities 44,959 123,991 188,785 158,067 146,313 217,624 242,760 252,470 262,569 273,072 283,995 **TOTAL Interest-Earning Assets** 425.741 556.884 643.087 648.037 680.011 706.527 762.847 785.755 817.226 849.956 883.997 4.4% Bank-owned Life Insurance 12,114 17,196 18,809 19,000 19,423 19,423 19,423 19,423 19,423 13,115 18,109 Property, Plant and Equipment 11.740 12.117 12.402 13.743 12.757 12.144 14.984 14.984 14,984 14,984 14.984 Federal Home Loan Bank stock 4.164 4,243 4,012 4.177 3.704 2,499 3.979 3,979 3.979 3.979 3.979 Other Assets [accrued receivables, intangibles, etcl 5.573 6.854 6.854 9.336 9.175 17.230 18.216 6.854 6.854 6.854 6.854 **TOTAL ASSETS** 459,332 593,213 685,706 693,402 724,456 757,400 819,449 830,995 862,466 895,196 929,237 4.6% **Demand Deposits** 237.980 309.505 334.378 376.287 408.296 402.341 339.280 349.458 359.942 370.740 381.863 134,746 Savings Deposits 82,169 111,251 108,218 122,549 140,598 145,836 130,821 138,788 142,952 147,240 **Total Low Cost Deposits** 420.756 442,596 548,177 484,204 320.149 498.836 548.894 470,101 498,730 513,692 529,103 Time Deposits 65,817 104,687 105,470 80,699 56,242 101,736 151,358 158,926 166,872 175,216 183,977 **TOTAL Deposits** 385,966 525,443 548,068 579,535 605,136 649,913 621,459 643,130 665,602 688,908 713,079 3.2% Subordinated Debenture & Long-term Debt 23.787 4.124 4.124 23.543 23.604 23.665 23.726 23.787 23.787 23.787 23.787 **Total Non-Equity Funding** 390,090 529,567 571,611 603,139 628,801 673,639 645,246 666,917 689,389 712,695 736,866 3.1% FHLB advances, repurchase agreements, deferred tax. etc 25.347 13.003 54.173 21.935 23.954 24.024 110.610 79.363 79.363 79.363 79.363 **TOTAL Liabilities** 415,437 542,570 625,784 625,074 652,755 697,663 755,856 746,280 768,752 792,058 816,229 4.8% Common Stock - Issued 5,926,851 shares in 5,435 2018 5,927 5,959 6,046 6.046 6,044 6.064 6,064 6,064 6.064 6.064 Additional Paid-in Capital 18.020 22,556 22.871 23.166 23.635 24,814 25.913 22.556 22.556 22.556 22.556 Retained Earnings & Other Equity 23,260 24,321 27,905 32,497 37.847 41.945 44,018 46,143 49,847 54,514 60,217 - Less ESOP, Stock Deferred Comp. **Treasury Shares** (2.820)(2,161)3,187 6,619 4,173 (13.066)(12,402)(12,402)(12,402)(12,402)(12,402)**Total Stockholders Equity** 43,895 59,922 68,328 71,701 62,361 66,065 50,643 59,737 63,593 70,732 76,435 1.5% **TOTAL LIABILITIES & EQUITY** 459.332 593,213 685.706 693,402 724.456 757,400 819,449 830.995 862,466 895,196 929.237 4.6%

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	2017A	2018A	2019A	2020A	2021	2022A	2023A	2024E	2025E	2026E	2027E
Average Loans	360,424	387,054	423,479	438,848	444,539	454,761	469,070	488,923	508,521	528,902	550,101
Average Non-Covered Loans	360,424	387,054	423,479	438,848	444,539	454,761	469,070	488,923	508,521	528,902	550,101
Average interest-earning Assets	415,714	491,313	599,986	645,562	664,024	693,269	734,687	774,301	801,490	833,591	866,977
Average Common Equity	43,268	47,269	55,283	64,125	70,015	65,719	61,665	62,977	64,213	68,398	73,583
Average Total Assets	448,675	526,273	639,460	689,554	708,929	740,928	788,425	825,222	846,730	878,831	912,217
Average Securities	50,843	94,142	165,872	198,048	209,841	230,542	257,802	281,702	292,970	304,688	316,876
Average Deposits	362,385	455,705	536,756	563,802	592,336	627,525	635,686	632,294	654,366	677,255	700,994
Average Customer Loans	362,655	389,136	425,616	442,520	448,932	457,624	472,055	492,900	512,617	533,121	554,446
Growth in Loans	3.4%	11.2%	7.8%	-0.2%	2.8%	1.8%	4.5%	4.0%	4.0%	4.0%	4.0%
Growth in Earning Assets	4.9%	30.8%	15.5%	0.8%	4.9%	3.9%	8.0%	3.0%	4.0%	4.0%	4.0%
Growth in Core Deposits	12.1%	31.4%	5.2%	12.7%	10.0%	-0.1%	-14.2%	3.0%	3.0%	3.0%	3.0%
Non-Interest Income / Revenue	17.8%	16.8%	15.7%	23.2%	20.5%	14.3%	13.6%	14.7%	14.7%	14.6%	14.6%
Efficiency Ratio	70.6%	75.3%	66.5%	60.0%	66.1%	69.9%	69.8%	74.9%	73.3%	71.0%	68.8%
Loans/Deposit	94.9%	77.6%	80.2%	75.6%	74.5%	70.6%	77.1%	77.5%	77.9%	78.3%	78.7%
Av Loans/Av. Deposits	99.5%	84.9%	78.9%	77.8%	75.0%	72.5%	73.8%	77.3%	77.7%	78.1%	78.5%
% of total Loans											
Commercial Loans	22.1%	22.9%	22.9%	23.3%	20.0%	19.6%	18.9%	18.9%	18.9%	18.9%	18.9%
Commercial Real Estate	54.0%	54.5%	54.5%	55.5%	58.7%	58.7%	60.4%	60.4%	60.4%	60.4%	60.4%
Residential Real Estate	20.6%	19.2%	19.2%	19.3%	19.8%	20.4%	19.3%	19.3%	19.3%	19.3%	19.3%
Installment Loans	3.4%	3.4%	3.4%	1.9%	1.4%	1.3%	1.4%	1.4%	1.4%	1.4%	1.4%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
- LESS Allowances	-0.6%	-0.5%	-0.5%	-1.2%	-0.8%	-0.4%	-0.8%	-0.8%	-0.8%	-0.8%	-0.8%
Total	99.4%	99.5%	99.5%	98.8%	99.2%	99.6%	99.2%	99.2%	99.2%	99.2%	99.2%

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