



Strong Numbers

Member FDIC

December 2019

Peoples Bank is the leading locally-owned and operated community bank meeting the financial needs of businesses and families in Whatcom, Skagit, Island, Snohomish, King, Chelan and Douglas Counties. The bank is closely held and operates three principal business units: business banking, retail banking and home lending. Our twenty-three branches and one loan production office provide customers with added convenience and the bank with a reliable source of core funding.

	December 2019	December 2018
Assets		(In thousands)
Cash & Due From Banks	285,910	215,247
Investments	106,477	43,799
Fed Funds Sold	146	15
Loans to Businesses		
Commercial & Industrial Loans	91,104	91,152
Commercial Real Estate Loans	887,708	794,612
Agriculture Loans	163,147	173,504
Total Business Loans	1,141,960	1,059,268
Loans to Consumers		
Car, Boat, RV & Other Consumer Loans	141,875	141,637
1st Mortgages	178,387	146,034
2nd Mortgages & Equity Lines of Credit	87,458	92,571
Total Consumer Loans	407,720	380,242
Non-Accrual Loans	2,372	1,201
Other Loans & Loans in Process	(615)	(2,334)
Gross Loans	1,551,437	1,438,377
Allowance for Loan Losses	(19,162)	(17,993)
Net Loans	1,532,275	1,420,384
Bank Premises	40,247	38,907
Other Real Estate	0	248
Other Assets	12,531	13,336
TOTAL ASSETS	1,977,585	1,731,935
Liabilities		
Deposits		
Non-Interest Bearing Deposits	514,139	488,372
Interest Bearing Deposits	1,236,713	1,036,578
Total Deposits	1,750,853	1,524,950
Borrowed Funds	0	0
Brokered Deposits	0	0
Other Liabilities	3,158	4,852
TOTAL LIABILITIES	1,754,011	1,529,802
TOTAL EQUITY CAPITAL	223,575	202,132
TOTAL LIABILITIES & EQUITY	1,977,585	1,731,935

These statements are unaudited.

Your deposits at Peoples Bank that total \$250,000 or less are fully insured by the FDIC. You can have more than \$250,000, and still be fully insured, provided the accounts meet certain requirements. Your Peoples Bank account representative can explain how to best maximize your FDIC insurance. Additional information regarding deposit insurance is also available at www.fdic.gov

Financial Highlights:

- **Strong Loan Portfolio.**
 - **Well-Diversified.** Peoples Bank maintains a diversified loan portfolio to minimize risk. In order to do this, geographic, collateral and industry concentrations are closely monitored to help the Bank maintain appropriate risk exposures. Peoples is also well diversified between loans to consumers and businesses.
 - **Few Non-performing Assets.** As of the last published quarterly call report on 12/31/19, the Washington State average for non-performing assets was 0.33% of total assets. As of 12/31/19, Peoples Bank's non-performing assets were 0.12% of total assets.
- **Well-Capitalized.** Peoples Bank is well capitalized at 11.43% equity capital to average assets.
- **Stable Funding.** Peoples Bank funds loans in our community by gathering customer deposits in the markets we serve and does not use brokered deposits to fund banking operations.
- **Leading Lender.** Peoples Bank remains committed to meeting the credit needs of the local community.
 - **Home Lending** - Year to date, the Bank has provided over \$408 million in financing to over 1,297 homeowners for purchase or refinance.
 - **Business Lending** - Year to date, the Bank extended over \$362 million in new loans and commitments to local businesses.
- **Local, Private Ownership.** Peoples Bank has been closely held and family managed since 1921.
- **Top Rated.** In their most recent ratings, BauerFinancial awarded Peoples Bank a Superior rating of five stars.

Peoples Bank