



# Strong Numbers

Member FDIC

## June 2020

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. At Peoples Bank, we're actively engaged in strengthening, energizing, and supporting our communities, [peoplesbank-wa.com/giving](http://peoplesbank-wa.com/giving).

	June 2019	June 2020
<b>Assets</b>		(In thousands)
Cash & Due From Banks	265,560	336,271
Investments	71,135	110,065
Fed Funds Sold	45	124
<b>Loans to Businesses</b>		
Commercial & Industrial Loans	81,443	306,905
Commercial Real Estate Loans	809,185	913,750
Agriculture Loans	168,865	139,020
Total Business Loans	1,059,493	1,359,676
<b>Loans to Consumers</b>		
Car, Boat, RV & Other Consumer Loans	140,068	146,039
1st Mortgages	155,509	213,858
2nd Mortgages & Equity Lines of Credit	90,077	79,535
Total Consumer Loans	386,234	439,433
Non-Accrual Loans	1,097	6,659
Other Loans & Loans in Process	(2,358)	(5,945)
Gross Loans	1,444,467	1,799,823
Allowance for Loan Losses	(18,586)	(31,360)
Net Loans	1,425,881	1,768,463
Bank Premises	39,389	40,505
Other Real Estate	248	0
Other Assets	14,600	18,590
<b>TOTAL ASSETS</b>	<b>1,816,858</b>	<b>2,274,018</b>
<b>Liabilities</b>		
Deposits		
Non-Interest Bearing Deposits	478,188	677,249
Interest Bearing Deposits	1,122,272	1,362,421
Total Deposits	1,600,460	2,039,670
Borrowed Funds	0	0
Brokered Deposits	0	0
Other Liabilities	3,427	6,465
<b>TOTAL LIABILITIES</b>	<b>1,603,887</b>	<b>2,046,135</b>
<b>TOTAL EQUITY CAPITAL</b>	<b>212,971</b>	<b>227,882</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,816,858</b>	<b>2,274,018</b>

These statements are unaudited.

## 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 Bank is also well-diversified between loans to consumers and businesses.
- **Few Non-performing Assets.** As of the last published quarterly call report on 3/31/20, the Washington State average for non-performing assets was 0.34% of total assets. As of 3/31/20, Peoples Bank's non-performing assets were 0.25% 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 \$292 million in financing to 896 homeowners for purchase or refinancing.
- **Business Lending** - Year to date, the Bank extended over \$132 million in new loans and commitments to local businesses.
- **PPP Loans** - Year to date, the Bank has helped over 1,700 businesses obtain over \$225 million, impacting more than 20,000 jobs in our local communities.

- **Local, Private Ownership.** Peoples Bank has been closely held and family managed since 1921.

- **Top Rated.** In their most recent ratings, Bauer Financial awarded Peoples Bank a Superior rating of five stars.

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](http://www.fdic.gov)

# Peoples Bank

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