

Strong Numbers

June 2021

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 23 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.

	June 2021	June 2020
Assets		(In thousands)
Cash & Due From Banks	626,809	336,271
Investments	141,355	110,065
Fed Funds Sold	11	124
Loans to Businesses		
Commercial & Industrial Loans	247,613	306,905
Commercial Real Estate Loans	989,905	913,750
Agriculture Loans	160,825	139,020
Total Business Loans	1,398,343	1,359,676
Loans to Consumers		
Car, Boat, RV & Other Consumer Loans	148,868	146,039
1st Mortgages	208,770	213,858
2nd Mortgages & Equity Lines of Credit	75,019	79,535
Total Consumer Loans	432,657	439,433
Non-Accrual Loans	3,556	6,659
Other Loans & Loans in Process	(2,766)	(5,945)
Gross Loans	1,831,790	1,799,823
Allowance for Loan Losses	(35,585)	(31,360)
Net Loans	1,796,205	1,768,463
Bank Premises	44,261	40,505
Other Real Estate	34	0
Other Assets	19,659	18,590
TOTAL ASSETS	2,628,334	2,274,018
Liabilities		
Deposits		
Non-Interest Bearing Deposits	791,971	677,249
Interest Bearing Deposits	1,593,292	1,362,421
Total Deposits	2,3985,263	2,039,670
Borrowed Funds	0	0
Brokered Deposits	0	0
Other Liabilities	2,531	6,465
TOTAL LIABILITIES	2,387,794	2,046,135
TOTAL EQUITY CAPITAL	240,540	227,882
TOTAL LIABILITIES & EQUITY	2,628,334	2,274,018

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.

- **Leading Lender.** Peoples Bank remains committed to meeting the credit needs of the local community.

- **Home Lending** - Year-to-date through June 30, Peoples Bank originated 1,131 mortgage loans. This equals \$364 million in financing for Washington homeowners.

- **Business Lending** - Year to date, the Bank extended over \$196 million in new loans and commitments to local businesses

- **PPP Loans** - Under the program enacted by the government's CARES Act in 2020, Peoples Bank made over 2,900 Paycheck Protection Loans in 2021. This provided \$345 million in assistance to small businesses, in our local communities.

- **Few non-performing assets.** As of the last published quarterly call report Peoples Bank's non-performing assets were low at 0.16% of assets.

- **Well-Capitalized.** Peoples Bank is well-capitalized at 9.38% equity capital to average assets. Netting out the effect of Paycheck Protection Loans this ratio is 9.92%.

- **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.

- **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.

Peoples Bank

peoplesbank-wa.com

Member FDIC

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