

# Strong Numbers

## December 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, Grant 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 two loan production offices 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).

	December 2021	December 2020
<b>Assets</b>		(In thousands)
Cash & Due From Banks	780,856	502,637
Investments	222,795	116,264
Fed Funds Sold	10	24
<b>Loans to Businesses</b>		
Commercial & Industrial Loans	139,715	253,524
Commercial Real Estate Loans	1,033,888	939,207
Agriculture Loans	173,155	154,150
<b>Total Business Loans</b>	<b>1,346,758</b>	<b>1,346,881</b>
<b>Loans to Consumers</b>		
Car, Boat, RV & Other Consumer Loans	146,929	153,742
1st Mortgages	201,283	214,906
2nd Mortgages & Equity Lines of Credit	77,927	73,840
<b>Total Consumer Loans</b>	<b>426,139</b>	<b>442,489</b>
Non-Accrual Loans	2,105	4,806
Other Loans & Loans in Process	(3,000)	(6,122)
<b>Gross Loans</b>	<b>1,772,002</b>	<b>1,788,054</b>
Allowance for Loan Losses	(30,226)	(35,658)
<b>Net Loans</b>	<b>1,741,776</b>	<b>1,752,396</b>
Bank Premises	44,025	43,489
Other Real Estate	0	0
Other Assets	22,944	17,541
<b>TOTAL ASSETS</b>	<b>2,812,406</b>	<b>2,432,350</b>
<b>Liabilities</b>		
Deposits		
Non-Interest Bearing Deposits	854,644	710,245
Interest Bearing Deposits	1,696,249	1,487,269
<b>Total Deposits</b>	<b>2,550,892</b>	<b>2,197,514</b>
Borrowed Funds	0	0
Brokered Deposits	0	0
Other Liabilities	9,449	3,517
<b>TOTAL LIABILITIES</b>	<b>2,560,341</b>	<b>2,201,031</b>
<b>TOTAL EQUITY CAPITAL</b>	<b>252,065</b>	<b>231,320</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>2,812,406</b>	<b>2,432,350</b>

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](http://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 December 31, Peoples Bank originated 1,852 mortgage loans. This equals \$632 million in financing for Washington homeowners.

- **Business Lending** - Year to date, the Bank extended over \$368 million in new loans and commitments to local businesses.

- **PPP Loans** - Under the Small Business Administration Program, Peoples Bank has made another 1,138 Paycheck Protection Loans in 2021. This provided \$116 million in assistance to small businesses, impacting nearly 13,000 jobs 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 0.09% of assets.

- **Well-Capitalized.** Peoples Bank is well-capitalized at 9.02% equity capital to average assets. Netting out the effect of Paycheck Protection Loans this ratio is 9.14%.

- **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 locally owned 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

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