

Strong Numbers

December 2023

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 21 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. Learn more at peoplesbank-wa.com/giving.

	December 2023	December 2022
Assets		(In thousands)
Cash & Due From Banks	169,277	393,611
Investments	326,309	328,366
Loans to Businesses		
Commercial & Industrial Loans	112,576	105,629
Commercial Real Estate Loans	990,209	1,035,286
Agriculture Loans	154,731	164,527
Total Business Loans	1,257,516	1,305,442
Loans to Consumers		
Car, Boat, RV & Other Consumer Loans	169,899	148,366
1st Mortgages	328,459	260,598
2nd Mortgages & Equity Lines of Credit	100,826	89,898
Total Consumer Loans	599,183	498,862
Non-Accrual Loans	1,176	1,774
Other Loans & Loans in Process	18	(434)
Gross Loans	1,857,893	1,805,643
Allowance for Loan Losses	(28,597)	(29,651)
Net Loans	1,829,296	1,775,992
Bank Premises	56,355	52,514
Other Real Estate	0	0
Other Assets	28,152	24,009
TOTAL ASSETS	2,409,389	2,574,492
Liabilities		
Deposits		
Non-Interest Bearing Deposits	716,309	850,210
Interest Bearing Deposits	1,395,878	1,454,532
Total Deposits	2,112,187	2,304,741
Borrowed Funds	0	0
Brokered Deposits	0	0
Other Liabilities	17,319	11,432
TOTAL LIABILITIES	2,129,506	2,316,173
TOTAL EQUITY CAPITAL	279,883	258,319
TOTAL LIABILITIES & EQUITY	2,409,389	2,574,492

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 369 mortgage loans. This equals \$161 million in financing for Washington homeowners.
- **Business Lending** - Year to date, the Bank extended over \$162 million in renewed or new loans and commitments to local businesses.

• Few non-performing assets.

As of the last published quarterly call report Peoples Bank's non-performing assets were low at 0.05% of assets.

• Well-Capitalized.

Peoples Bank is well-capitalized at 11.74% Tier 1 Leverage Ratio to average assets. This is in excess of the 9.00% ratio needed to be considered Well Capitalized for Community Banks.

• Loan Loss Reserve.

Peoples Bank holds \$29 million in its Loan Loss Reserve which equates to 1.54% of total loans the bank holds.

• Stable Funding.

Peoples Bank funds loans in our community by gathering customer deposits in the markets we serve and does not use brokered deposits, volatile funding sources, or borrowings 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.

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

Peoples Bank

peoplesbank-wa.com

Member FDIC

PB01894ID (01/24)