



**Summary Financial Statements and
Selected Financial Highlights**
Q3 2020
(unaudited)



W.T.B. Financial Corporation
Condensed Consolidated Statements of Financial Condition
(unaudited)

	September 30, 2020	June 30, 2020	September 30, 2019
ASSETS			
Cash and due from banks	\$ 109,193,825	\$ 111,455,331	\$ 151,941,730
Interest-bearing deposits with banks	903,065,828	778,374,895	83,278,993
Securities available for sale, at fair value	1,711,102,209	1,524,082,050	1,282,311,509
Securities held to maturity, at amortized cost	566,225,808	603,767,596	663,728,580
Federal Home Loan Bank and Pacific Coast Bankers' Bancshares stock, at cost	8,642,400	8,642,400	12,271,600
Loans receivable	5,871,073,297	5,726,372,330	4,539,107,318
Allowance for loan losses	(121,077,177)	(111,715,530)	(96,855,709)
Loans net of allowance for loan losses	5,749,996,120	5,614,656,800	4,442,251,609
Premises and equipment, net	91,523,731	88,951,403	80,114,117
Accrued interest receivable	28,159,479	26,495,069	21,628,833
Other assets	76,075,912	69,629,129	73,556,558
Total assets	\$ 9,243,985,312	\$ 8,826,054,673	\$ 6,811,083,529
LIABILITIES			
Deposits:			
Noninterest-bearing	\$ 3,798,531,120	\$ 3,535,137,790	\$ 2,489,637,342
Interest-bearing	4,353,387,684	3,993,988,829	3,105,692,021
Total deposits	8,151,918,804	7,529,126,619	5,595,329,363
Securities sold under agreements to repurchase	205,480,849	430,509,054	343,398,816
Other borrowings	-	-	109,000,000
Accrued interest payable	693,227	884,528	1,009,362
Other liabilities	86,553,103	86,542,782	75,802,551
Total liabilities	8,444,645,983	8,047,062,983	6,124,540,092
SHAREHOLDERS' EQUITY			
Common stock	23,233,755	22,768,942	27,429,552
Surplus	32,665,000	32,665,000	32,665,000
Undivided profits	693,291,429	678,092,911	632,791,104
	749,190,184	733,526,853	692,885,656
Accumulated other comprehensive income (loss)	50,149,145	45,464,837	(6,342,219)
Total shareholders' equity	799,339,329	778,991,690	686,543,437
Total liabilities and shareholders' equity	\$ 9,243,985,312	\$ 8,826,054,673	\$ 6,811,083,529

W.T.B. Financial Corporation
Condensed Consolidated Statements of Income
(unaudited)

	Three Months Ended		
	September 30, 2020	June 30, 2020	September 30, 2019
INTEREST REVENUE			
Loans, including fees	\$ 60,582,662	\$ 58,239,391	\$ 59,519,861
Deposits with banks	224,357	176,161	1,129,365
Securities	11,505,316	11,798,667	11,429,978
Other interest and dividend income	76,260	70,764	75,111
Total interest revenue	<u>72,388,595</u>	<u>70,284,983</u>	<u>72,154,315</u>
INTEREST EXPENSE			
Deposits	3,086,395	3,536,154	4,481,459
Funds purchased and other borrowings	297,905	389,509	1,103,517
Total interest expense	<u>3,384,300</u>	<u>3,925,663</u>	<u>5,584,976</u>
Net interest revenue	69,004,295	66,359,320	66,569,339
Provision for loan losses	9,000,000	7,500,000	800,000
Net interest revenue after provision for loan losses	<u>60,004,295</u>	<u>58,859,320</u>	<u>65,769,339</u>
NONINTEREST REVENUE			
Fiduciary income	4,733,665	4,629,012	4,360,646
Investment services fees	880,868	688,629	754,396
Bank and credit card fees, net	3,725,160	2,938,719	2,315,218
Mortgage banking revenue, net	4,681,839	1,983,653	908,063
Other fees on loans	219,924	248,085	245,733
Service charges on deposits	1,368,941	1,302,497	1,704,818
Other income	1,778,367	4,354,765	2,285,550
Total noninterest revenue	<u>17,388,764</u>	<u>16,145,360</u>	<u>12,574,424</u>
NONINTEREST EXPENSE			
Salaries and benefits	32,592,089	30,895,900	29,204,096
Occupancy, furniture and equipment expense	5,576,155	5,546,067	5,675,785
Other expense	13,673,985	14,012,262	14,851,753
Total noninterest expense	<u>51,842,229</u>	<u>50,454,229</u>	<u>49,731,634</u>
Income before provision for income taxes	25,550,830	24,550,452	28,612,129
Provision for income taxes	5,663,480	5,435,245	6,309,766
NET INCOME	<u>\$ 19,887,350</u>	<u>\$ 19,115,207</u>	<u>\$ 22,302,363</u>
PER SHARE DATA			
Weighted average number of common stock shares outstanding			
Basic	2,534,504	2,534,765	2,551,053
Diluted	2,535,688	2,535,529	2,555,543
Earnings per common share (based on weighted average shares outstanding)			
Basic	\$ 7.85	\$ 7.54	\$ 8.74
Diluted	\$ 7.84	\$ 7.54	\$ 8.73

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	Nine Months Ended	
	September 30, 2020	September 30, 2019
INTEREST REVENUE		
Loans, including fees	\$ 173,697,231	\$ 168,001,381
Deposits with banks	2,189,801	6,668,436
Securities	35,042,605	30,115,373
Other interest and dividend income	231,468	226,703
Total interest revenue	211,161,105	205,011,893
INTEREST EXPENSE		
Deposits	10,802,485	12,792,405
Funds purchased and other borrowings	1,298,246	1,945,960
Total interest expense	12,100,731	14,738,365
Net interest revenue	199,060,374	190,273,528
Provision for loan losses	23,500,000	2,000,000
Net interest revenue after provision for loan losses	175,560,374	188,273,528
NONINTEREST REVENUE		
Fiduciary income	14,052,483	13,128,768
Investment services fees	2,410,162	2,359,739
Bank and credit card fees	9,403,567	7,865,152
Mortgage banking revenue, net	8,114,916	2,558,626
Other fees on loans	714,972	794,240
Service charges on deposits	4,379,522	5,163,717
Other income	9,932,680	2,619,251
Total noninterest revenue	49,008,302	34,489,493
NONINTEREST EXPENSE		
Salaries and benefits	94,615,151	86,632,553
Occupancy, furniture and equipment expense	16,237,163	15,486,031
Other expense	39,906,166	41,460,404
Total noninterest expense	150,758,480	143,578,988
Income before provision for income taxes	73,810,196	79,184,033
Provision for income taxes	16,284,621	17,407,394
NET INCOME	\$ 57,525,575	\$ 61,776,639

PER SHARE DATA

Weighted average number of common stock shares outstanding

Basic	2,536,290	2,555,901
Diluted	2,538,692	2,560,425
Earnings per common share (based on weighted average shares outstanding)		
Basic	\$ 22.68	\$ 24.17
Diluted	\$ 22.66	\$ 24.13

W.T.B. Financial Corporation
Selected Financial Highlights
(unaudited)

(dollars in thousands)

	Quarters Ended				
	September 30, 2020	June 30, 2020	March 31, 2019	December 31, 2019	September 30, 2019
SELECTED DATA					
Interest-bearing deposits with banks	\$ 903,066	\$ 778,375	\$ 381,067	\$ 523,953	\$ 83,279
Securities	2,277,328	2,127,850	2,164,047	1,895,823	1,946,040
Total loans	5,871,073	5,726,372	4,608,602	4,542,597	4,539,107
Allowance for loan losses	121,077	111,716	103,946	96,415	96,856
Earning assets ¹	8,968,308	8,555,368	7,090,226	6,958,855	6,554,930
Total assets	9,243,985	8,826,055	7,353,289	7,164,664	6,811,084
Deposits	8,151,919	7,529,127	6,113,693	6,226,866	5,595,329
Interest-bearing liabilities	4,558,869	4,424,498	3,824,192	3,572,797	3,558,091
Total shareholders' equity	799,339	778,992	754,016	695,904	686,543
Total equity to total assets	8.65%	8.83%	10.25%	9.71%	10.08%
Full-time equivalent employees	1,060	1,048	1,023	1,017	1,013
ASSET QUALITY RATIOS					
Allowance for loan losses to total loans	2.06%	1.95%	2.26%	2.12%	2.13%
Allowance for loan losses to noncurrent loans	853%	780%	737%	671%	918%
Net charge-offs (recoveries) to total average loans	-0.01%	0.00%	-0.01%	0.04%	-0.04%
Noncurrent loans and ORE to assets	0.15%	0.18%	0.19%	0.20%	0.15%
Noncurrent loans, ORE and TDRs to assets	0.17%	0.19%	0.21%	0.22%	0.17%

(1) Includes only the amortized cost for securities. Includes non-accrual loans.

(dollars in thousands, except per share data)

	Quarters Ended			% Change	
	September 30, 2020	June 30, 2020	September 30, 2019	Sequential Quarter	Year over Year
PERFORMANCE ¹					
Net interest revenue, fully tax-equivalent	\$ 69,084	\$ 66,434	\$ 66,679	4.0%	3.6%
Fully tax-equivalent adjustment	80	75	110	6.7%	-27.3%
Net interest revenue	69,004	66,359	66,569	4.0%	3.7%
Provision for loan losses	9,000	7,500	800	20.0%	1025.0%
Net interest revenue after provision for loan losses	60,004	58,859	65,769	1.9%	-8.8%
Noninterest revenue	17,389	16,145	12,574	7.7%	38.3%
Noninterest expense	51,842	50,454	49,731	2.8%	4.2%
Income before provision for income taxes	25,551	24,550	28,612	4.1%	-10.7%
Provision for income taxes	5,664	5,435	6,310	4.2%	-10.2%
Net income	\$ 19,887	\$ 19,115	\$ 22,302	4.0%	-10.8%
PER COMMON SHARE					
Earnings per common share - basic	\$ 7.85	\$ 7.54	\$ 8.74	4.1%	-10.2%
Earnings per common share - diluted	7.84	7.54	8.73	4.0%	-10.2%
Common cash dividends	1.85	1.85	1.75	0.0%	5.7%
Common shareholders' equity	313.70	305.72	268.25	2.6%	16.9%

	Quarters Ended			% Change	
	September 30, 2020	June 30, 2020	September 30, 2019	Sequential Quarter	Year over Year
PERFORMANCE RATIOS ¹					
Return on average assets	0.88%	0.90%	1.32%	-0.02%	-0.44%
Return on average shareholders' equity	9.97%	10.06%	13.10%	-0.09%	-3.13%
Margin on average earning assets ²	3.14%	3.24%	4.07%	-0.10%	-0.93%
Noninterest expense to average assets	2.29%	2.38%	2.95%	-0.09%	-0.66%
Noninterest revenue to average assets	0.77%	0.76%	0.75%	0.01%	0.02%
Efficiency ratio	60.0%	61.1%	62.7%	-1.1%	-2.7%
Common cash dividends to net income	23.58%	24.53%	19.98%	-0.95%	4.55%

(1) Prior period amounts have been reclassified to conform with the current period presentation of rental income.

(2) Tax exempt interest has been adjusted to a taxable equivalent basis using a tax rate of 21%.

NM = not meaningful

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Selected Financial Highlights
(unaudited)

(dollars in thousands, except per share data)

	Nine Months Ended		% Change
	September 30, 2020	September 30, 2019	Year over Year
PERFORMANCE ¹			
Net interest revenue, fully tax-equivalent	\$ 199,317	\$ 190,626	4.6%
Fully tax-equivalent adjustment	257	352	-27.0%
Net interest revenue	199,060	190,274	4.6%
Provision for loan losses	23,500	2,000	1075.0%
Net interest revenue after provision for loan losses	175,560	188,274	-6.8%
Noninterest revenue	49,008	34,489	42.1%
Noninterest expense	150,758	143,579	5.0%
Income before provision for income taxes	73,810	79,184	-6.8%
Provision for income taxes	16,284	17,407	-6.5%
Net income	\$ 57,526	\$ 61,777	-6.9%
PER COMMON SHARE			
Earnings per common share - basic	\$ 22.68	\$ 24.17	-6.2%
Earnings per common share - diluted	22.66	24.13	-6.1%
Common cash dividends	5.55	5.25	5.7%
Common shareholders' equity	313.70	268.25	16.9%
PERFORMANCE RATIOS ¹			
Return on average assets	0.93%	1.27%	-0.34%
Return on average shareholders' equity	10.11%	12.85%	-2.74%
Margin on average earning assets ²	3.33%	4.01%	-0.68%
Noninterest expense to average assets	2.44%	2.95%	-0.51%
Noninterest revenue to average assets	0.79%	0.71%	0.08%
Efficiency ratio	60.7%	63.8%	-3.1%
Common cash dividends to net income	24.48%	21.73%	2.75%

(1) Prior period amounts have been reclassified to conform with the current period presentation of rental income.

(2) Tax exempt interest has been adjusted to a taxable equivalent basis using a tax rate of 21%.