

15<sup>th</sup>  
ANNIVERSARY

*Financing A Brighter Future*



# Centric Financial Corporation Annual Meeting of Shareholders

May 19, 2022

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# Donald E. Enders Jr.

Chairman of the Board

# Agenda

- Call Meeting to Order
- Establish quorum
- Approve Minutes from the 2021 Annual Meeting
- Meeting Purpose
  - Election of two Class A Directors
  - Ratify the appointment of S.R. Snodgrass, P.C. as the independent public accounting firm for 2022
- President & CEO remarks
- Questions from Shareholders
- Adjournment





# Patricia A. Husic

President & CEO

# 2021 Accomplishments

- Organic loan growth of \$66 million, or 9%
- Core community deposit growth of \$121 million, or 13%
- Noninterest bearing deposits increased to 28% of total deposits
- Philadelphia Region has grown to 47% of total loans
- Continued participation in Paycheck Protection Program
- Best in class net interest margin of 4.11% amongst peers
- Customer behavior shifted to online and mobile technologies during the pandemic

# 2021 Financial Highlights

**\$1.23**

**DILUTED EPS**

Compared to \$1.05 (2020),  
\$0.33 (Q1 2022)

**4.11%**

**NET INTEREST MARGIN**

Compared to 3.64% (2020),  
3.90% (Q1 2022)

**\$10,349**

**NET INCOME (000)**

Compared to \$9,057 (2020),  
\$2,799 (Q1 2022)

**\$11.17**

**TOTAL BOOK VALUE / SHR**

Compared to \$9.94 (2020),  
\$11.43 (Q1 2022)

**0.54%**

**COST OF FUNDS**

Compared to 0.85% (2020),  
0.51% (Q1 2022)

**0.96%**

**RETURN ON AVG ASSETS**

Compared to 0.94% (2020),  
1.09% (Q1 2022)

**\$95,199**

**TOTAL STOCKHOLDERS  
EQUITY (000)**

Compared to \$85,503 (2020)  
\$97,719 (Q1 2022)

**54.8%**

**EFFICIENCY RATIO**

Compared to 61.5% (2020),  
61.5% (Q1 2022)

**11.38%**

**RETURN ON AVG EQUITY**

Compared to 11.13%  
(2020), 11.57% (Q1 2022)

# Paycheck Protection Program Impact

Originated 2,933 loans for \$309.6 million

- 2020 Round 1 – 1,766 loans for \$218.3 million
  - 1,255 new DDA accounts opened
  - 60% from non-customers
- 2021 Round 2 – 1,167 loans for \$91.3 million
  - 87 new DDA accounts opened

Total income to date \$10.5 million

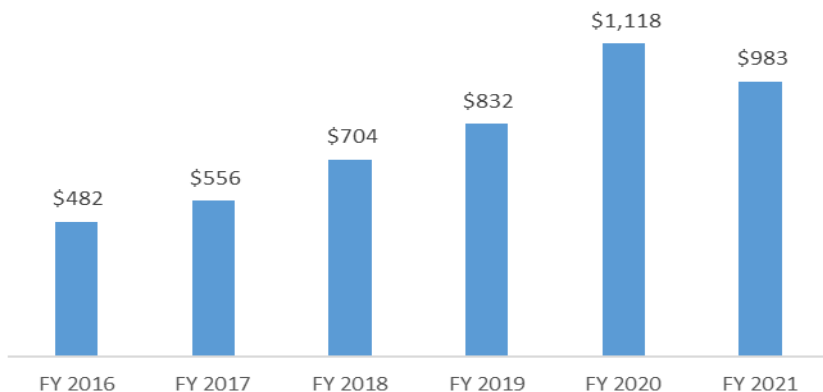
- 2020 - \$2.8 million
- 2021 - \$7.2 million
- Q1 2022 - \$0.5 million



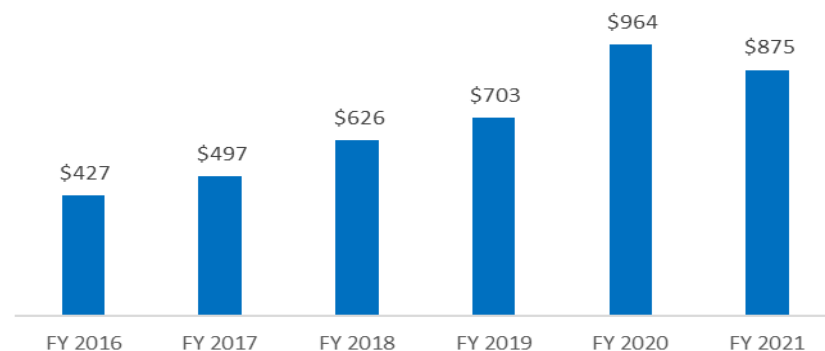
# Centric Financial Corp Results

## Balance Sheet

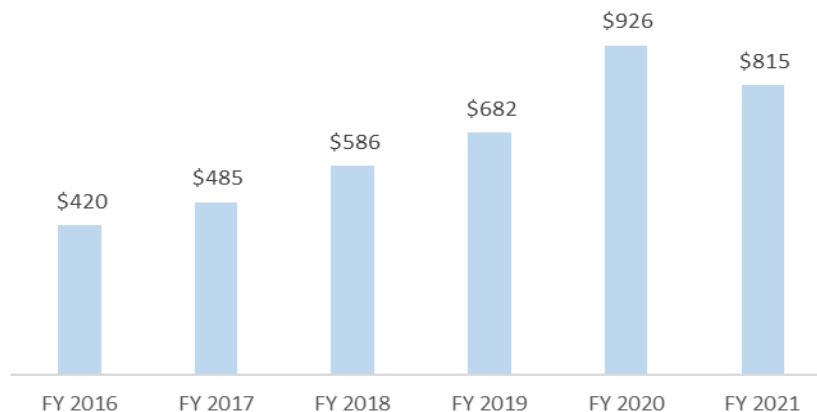
Total Assets  
Millions



Total Loans  
Millions



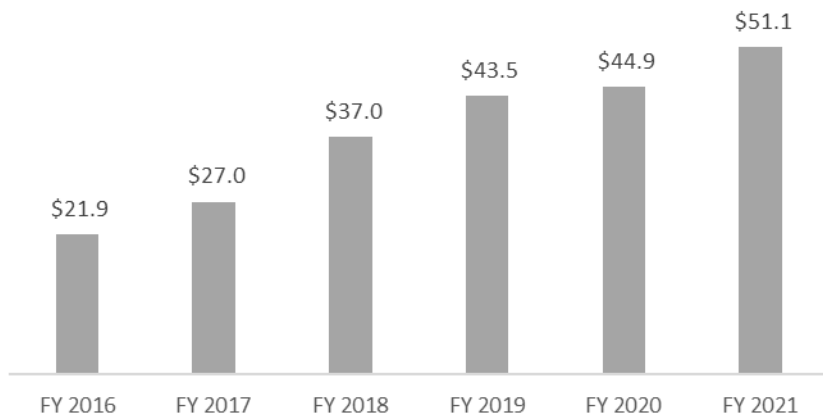
Total Deposits  
Millions



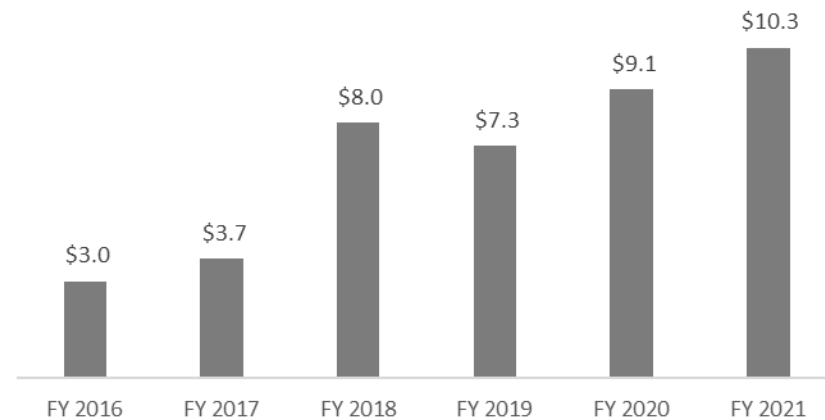
# Centric Financial Corp Results

## Income Statement

Total Revenue  
Millions



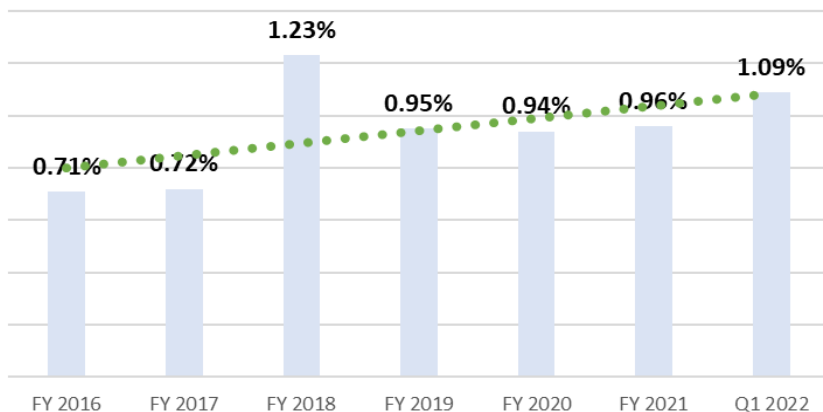
Net Income  
Millions



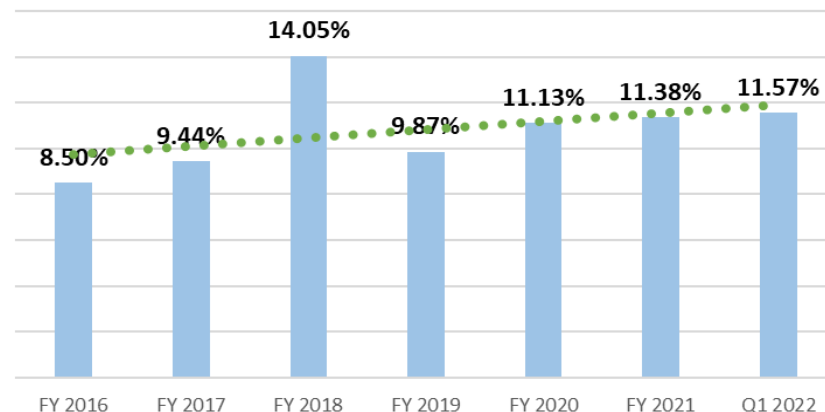
# Centric Financial Corp Results

## Key Metrics

Return on Average Assets



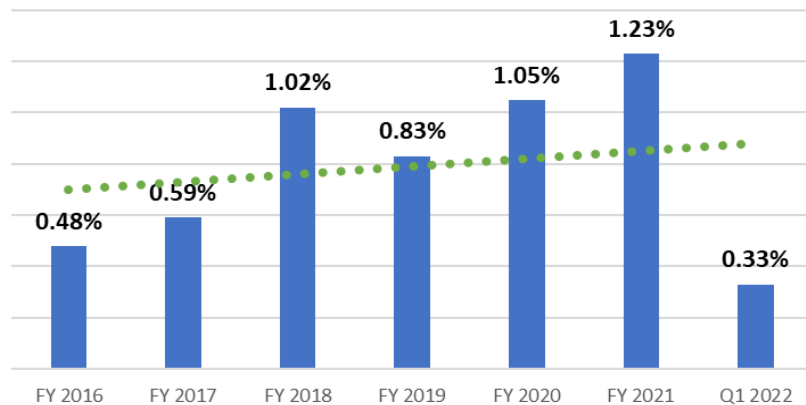
Return on Average Equity



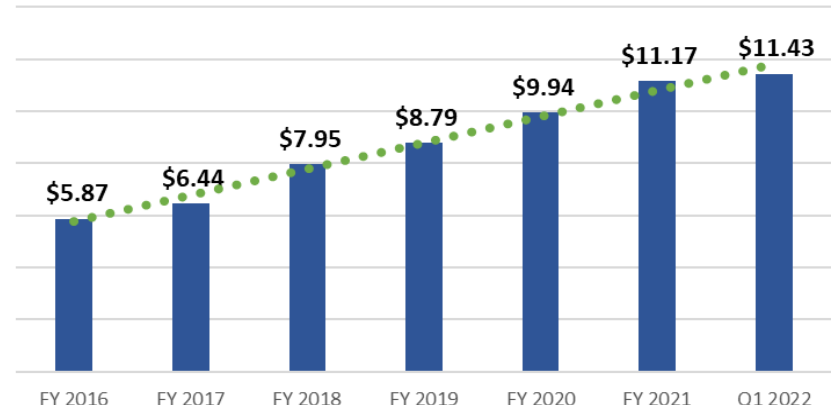
# Centric Financial Corp Results

## Key Metrics

Diluted EPS



Tangible Book Value / Share





# Reasons for Our Success

4X

American Banker  
Best Banks  
to Work For

4X

American Banker  
Most Powerful  
Women in Banking  
Top Teams

3X

American Banker  
Top 200  
Community Banks

7X

American Banker  
25 Most Powerful  
Women in Banking—  
CEO Patti Husic

AMERICAN BANKER

2021 Top 200  
Community  
Banks

AMERICAN BANKER

2021 Best Banks  
to Work For



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# CENTRIC BANK WAY

Do the Right Thing, ***Always***. *Deliver Legendary Service.*

*Do Whatever It Takes.* Listen Generously.

*Speak Straight.* *Be a Fanatic about Response Time.*

Honor Commitments. *Show Grit.* Invest in Relationships.

*Focus on Solutions.* Make Quality Personal.

*Be Positive.* *Pay Attention to the Details.*

Create a Great Impression. *Do What's Best for the Client.*

*Be Relentless About Improvement.* “Bring It” Every Day.

Be a Brand Ambassador. *Make Healthy Choices.*

Show Meaningful Appreciation. *Fix the Problem – Not the Blame.*

*Assume Positive Intent.* Embrace Change. Collaborate.

*Keep Things Fun.* *Contribute to the Community.*

# First Quarter 2022- Solid Financial Results

- Net income of \$2.8 million – 17% increase over the fourth quarter 2021
- Loans outstanding increased by \$29 million, or 14% growth rate (annualized)
- Deposit growth of 8%
  - noninterest bearing deposits at 28% of total deposits.
- Net interest margin continues to be strong at 3.79%
- Tangible book value at March 31, 2022 increased to \$11.43



# Questions?



The background is a solid blue gradient. Overlaid on this is a complex network of white dots of varying sizes, connected by thin white lines, creating a web-like or molecular structure. The dots and lines are more concentrated on the right side of the image.

# Thank you !