

ever upward

EXCELSIOR



FIRSTBANK
2021 ANNUAL REPORT

2022 Annual Meeting of Shareholders

April 27, 2022

FIRSTBANK

Personal Bankers. Real Relationships.

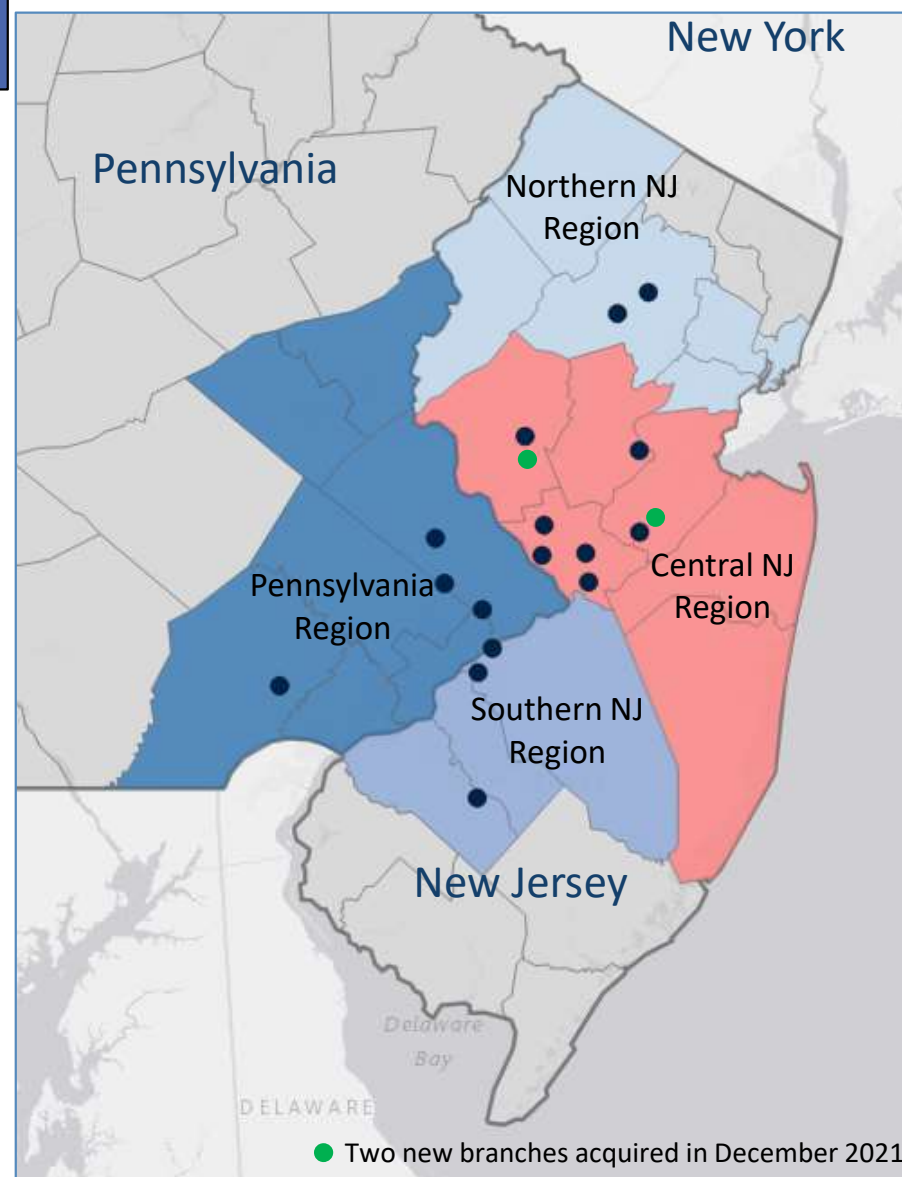
Safe Harbor Statement

This presentation contains forward-looking statements that are subject to risks and uncertainties that could cause the company's actual results to differ materially from those anticipated. These forward-looking statements include, but are not limited to, statements regarding the company's anticipated growth rates, performance and profitability. Many factors may cause our actual results to differ from those forecast in these forward-looking statements. These factors include those listed under Item 1A – Risk Factors in our Annual Report on Form 10-K for the period ending December 31, 2021, and updates to those risk factors in subsequent Quarterly Reports on Form 10-Q, the length and extent of the economic contraction as a result of the COVID-19 pandemic, the direction and timing of changes in interest rates, changes in laws or regulatory policies, our ability to attract and retain customers in a new market, our ability to integrate new technology into operations, and many other factors, many of which are completely out of our control. Any forward-looking statement speaks only as of the date on which it is made, and we do not undertake any obligation to update any forward-looking statement, whether as a result of new information, future developments or otherwise. Accordingly, you should not place undue reliance on any such forward-looking statements.

Company Overview and Regional Structure

Financial Summary (March 31, 2022)

• Total Assets (\$mm):	\$2,574
• Total Equity (\$mm):	\$271
• Total Loans (\$mm):	\$2,152
• Total Deposits (\$mm):	\$2,178
• Book Value Per Share:	\$13.81
• Tang. Book Value Per Share ⁽¹⁾ :	\$12.79
• ROAA (Q1 2022):	1.31%
• ROAE (Q1 2022)	12.25%
• ROATE (Q1 2021) ⁽¹⁾ :	13.22%
• Net Interest Margin (Q1 2022):	3.57%
• Efficiency Ratio (Q1 2022) ⁽¹⁾ :	49.62%
• NPAs / Assets:	0.50%

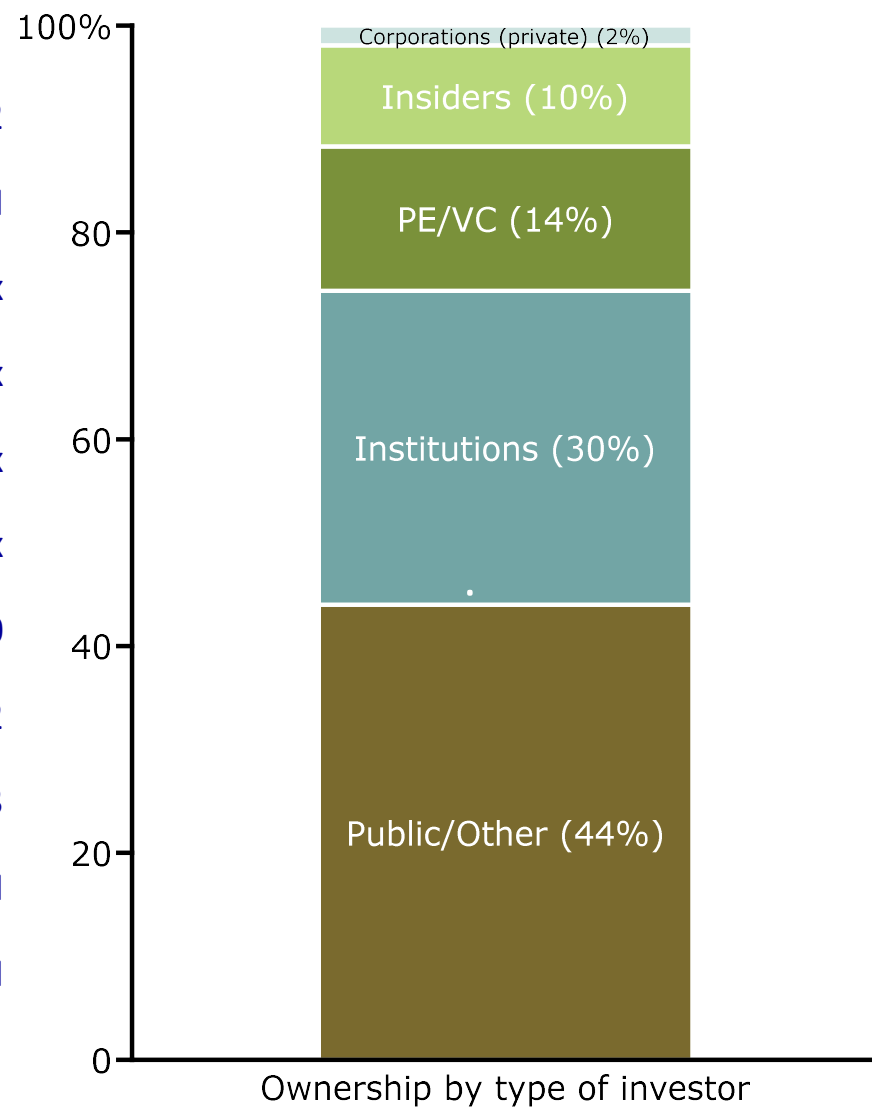


(1) This measure is not recognized under generally accepted accounting principles in the United States of America ("U.S. GAAP") and is therefore considered to be a Non-U.S. GAAP financial measure.

Investment Profile: First Bank, NASDAQ (FRBA)

Market statistics (April 25, 2022)

• Share Price:	\$14.12
• Market Capitalization:	\$273.9M
• Price/Earnings (LTM):	8.12x
• Price/Earnings (NTM):	8.40x
• Price/Book:	1.01x
• Price/Tang. Book:	1.09x
• 52-week high:	\$15.90
• 52-week low:	\$11.22
• Average 3 month daily trading volume:	32,963
• Shares Outstanding:	19.6M
• Float:	14.6M

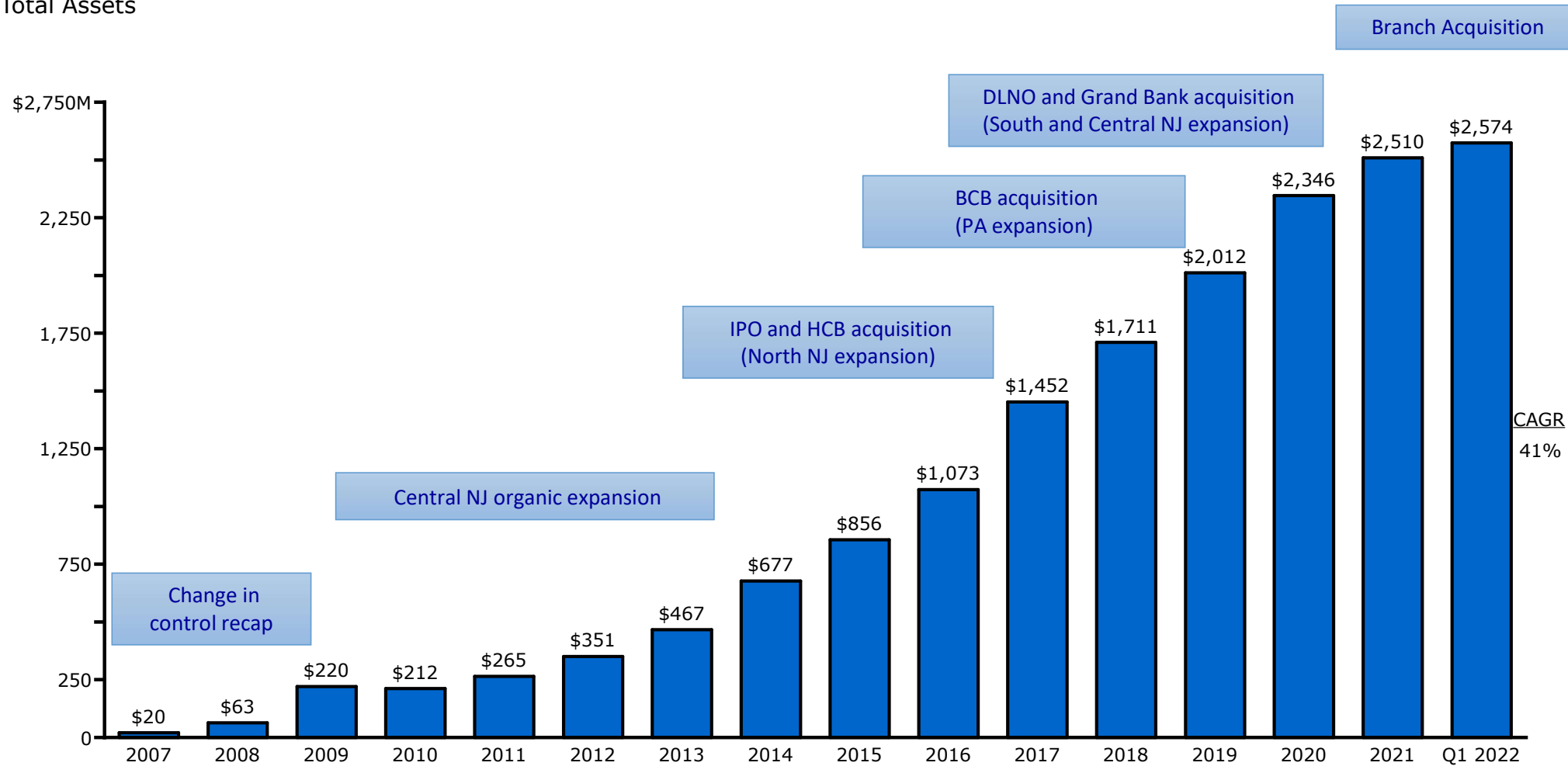


Market and ownership data from S&P Global Market Intelligence.

Note: % of total may not equal 100% due to rounding differences.

Our story: track record of profitable organic growth and accretive M&A

Total Assets



Employees	10	20	33	38	44	48	59	94	99	108	150	186	216	204	217	219
Assets/Employee	\$2.0M	\$3.1M	\$6.7M	\$5.6M	\$6.0M	\$7.3M	\$7.9M	\$7.2M	\$8.6M	\$9.9M	\$9.7M	\$9.2M	\$9.3M	\$11.5M	\$11.6M	\$11.8M

Note: Employees shown as full-time equivalents (FTEs).

Recent accomplishments

- Branch acquisition closed in December 2021 adding two branch locations and approximately \$101 million in deposits and \$12 million in loans
- Continued healthy organic loan and deposit growth, coupled with strong earnings metrics
- Investment grade credit rating from Kroll Bond Rating Agency affirmed in August 2021
- During 2020 and 2021 we repurchased 1.4 million shares for a total of \$12.3 million or an average of \$8.93 per share (70% of our 12/31/21 TBV/share)
- Recently ranked among the Philadelphia Business Journal's Soaring 76 and included in the NJBIZ Fast 50

December 31, 2021 Financial highlights

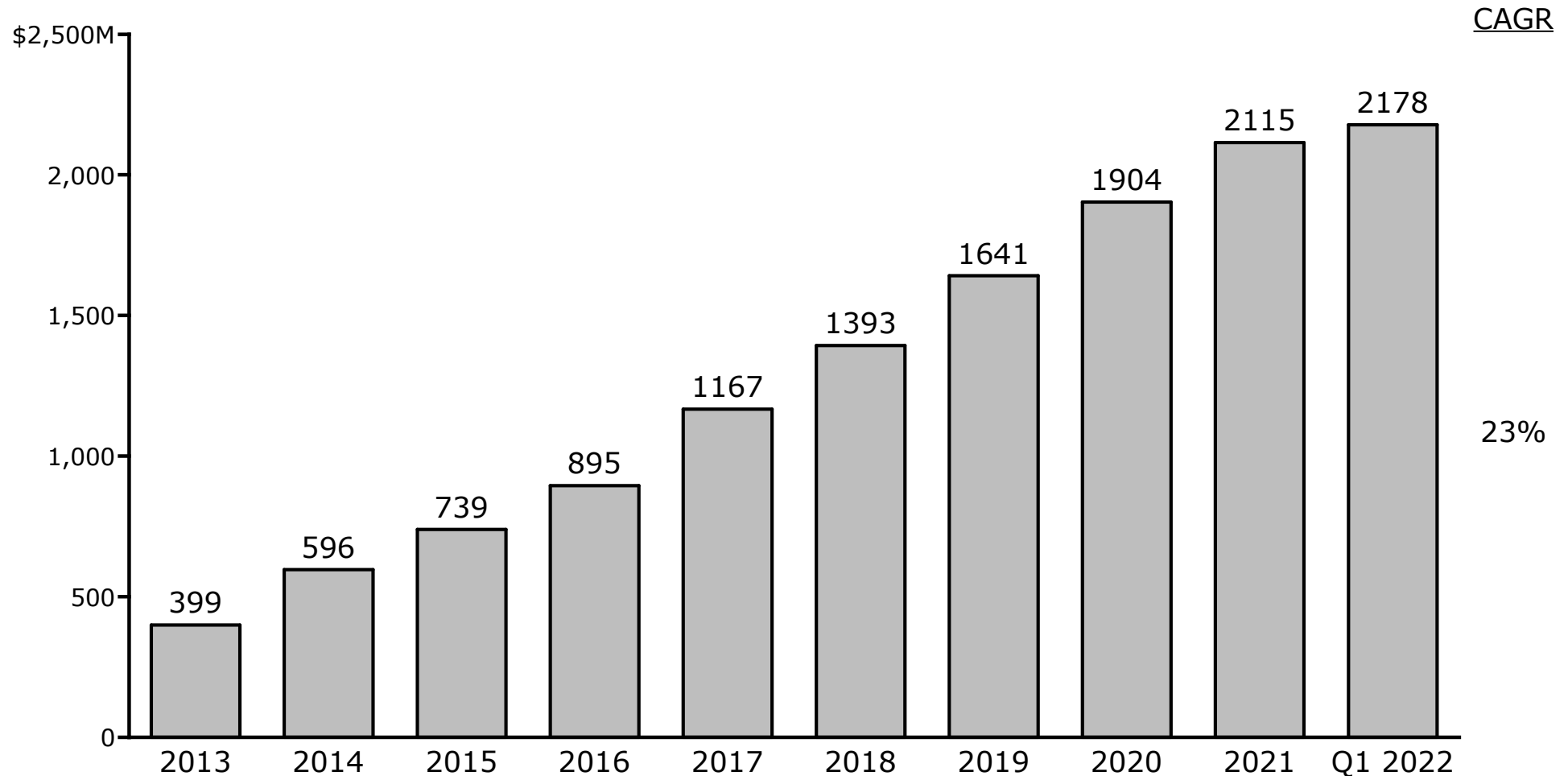
- Full year ROAA of 1.47% and ROAE 14.00%
- 2021 total loan growth of \$150.5 million, excluding PPP loan activity.
- Total deposits of \$2.11 billion up \$211.0 million, or 11.1% compared to the prior year end.
 - Total non-interest bearing deposits up to \$558.8 million or 26.4% of total deposits from 22.3% at December 31, 2020
- Effective expense management was reflected in the full year 2021 efficiency ratio of 47.42% compared in 53.21% in 2020.

Our near-term goals and objectives

- Optimizing our net interest margin
- Quality loan and deposit growth
- Continued efficiency gains
- Maintain strong asset quality profile
- Continue to attract and retain highly talented employees

Recent deposit growth led by non-interest bearing; average deposits per branch now over \$121 million

Total Deposits

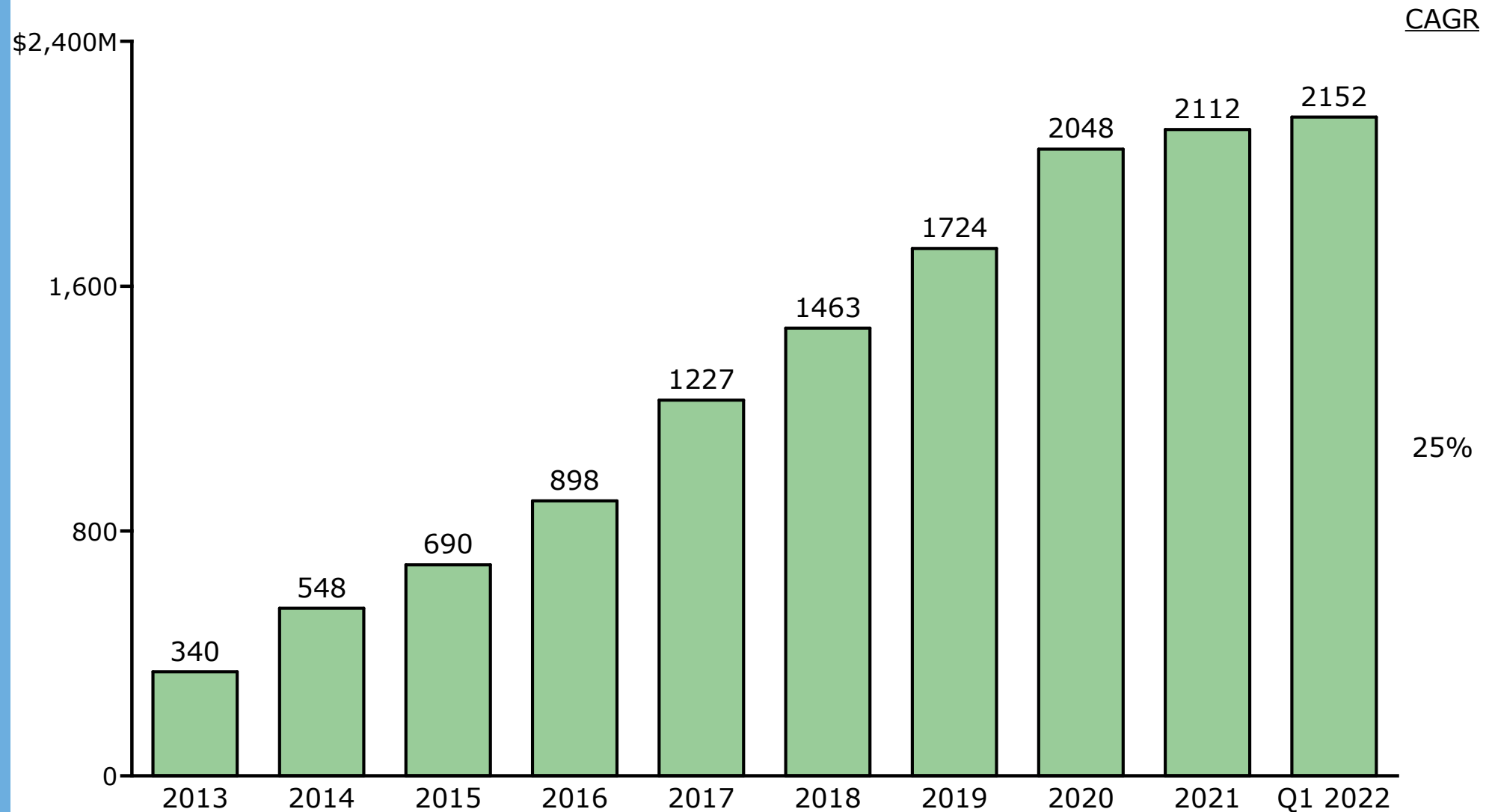


Deposits/
branch
(in \$ millions)

Year	Deposits/branch (\$M)
2013	80
2014	66
2015	82
2016	89
2017	83
2018	82
2019	91
2020	106
2021	118
Q1 2022	121

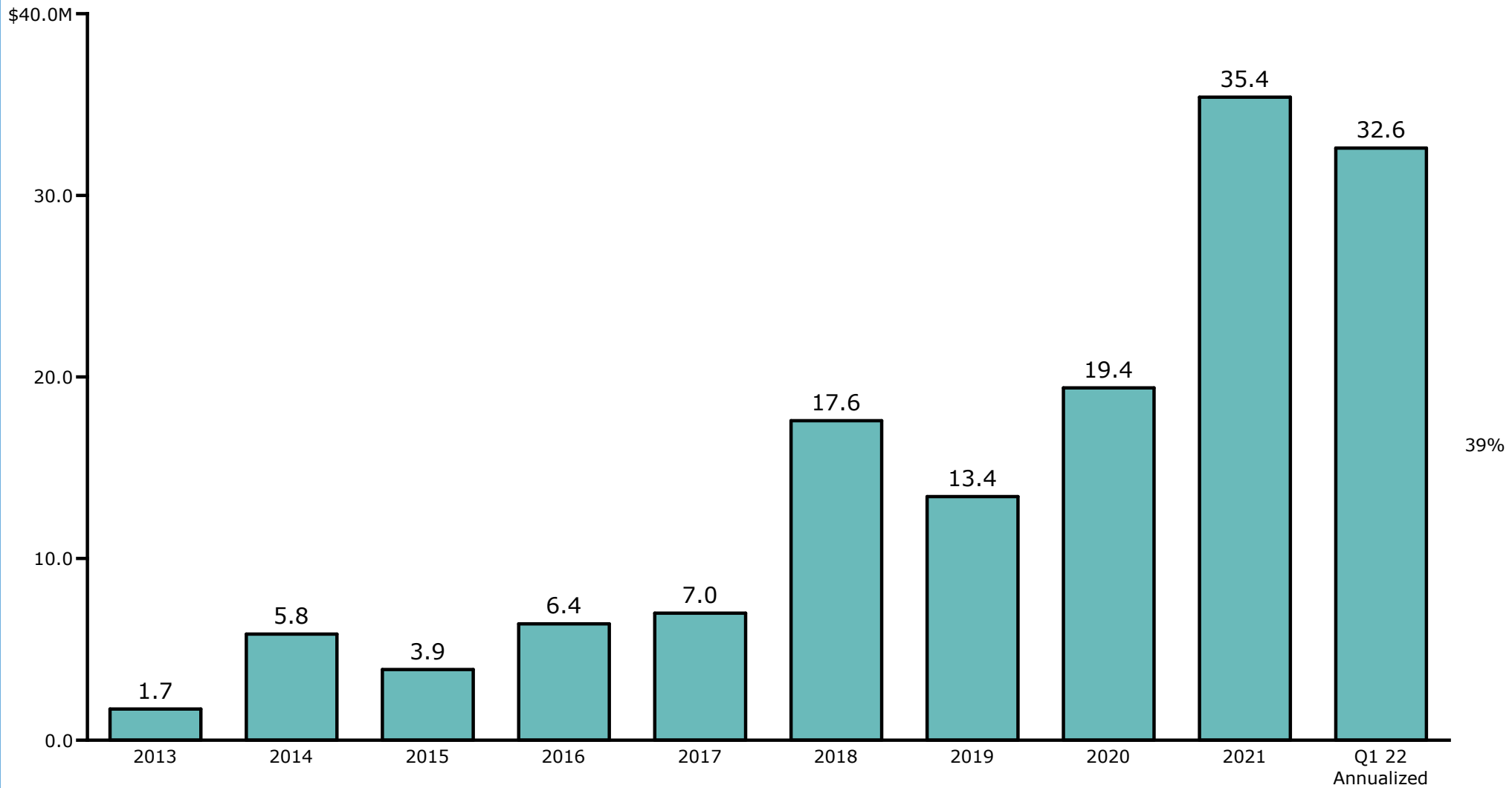
Average loan growth per quarter of \$55 million

Total Loans



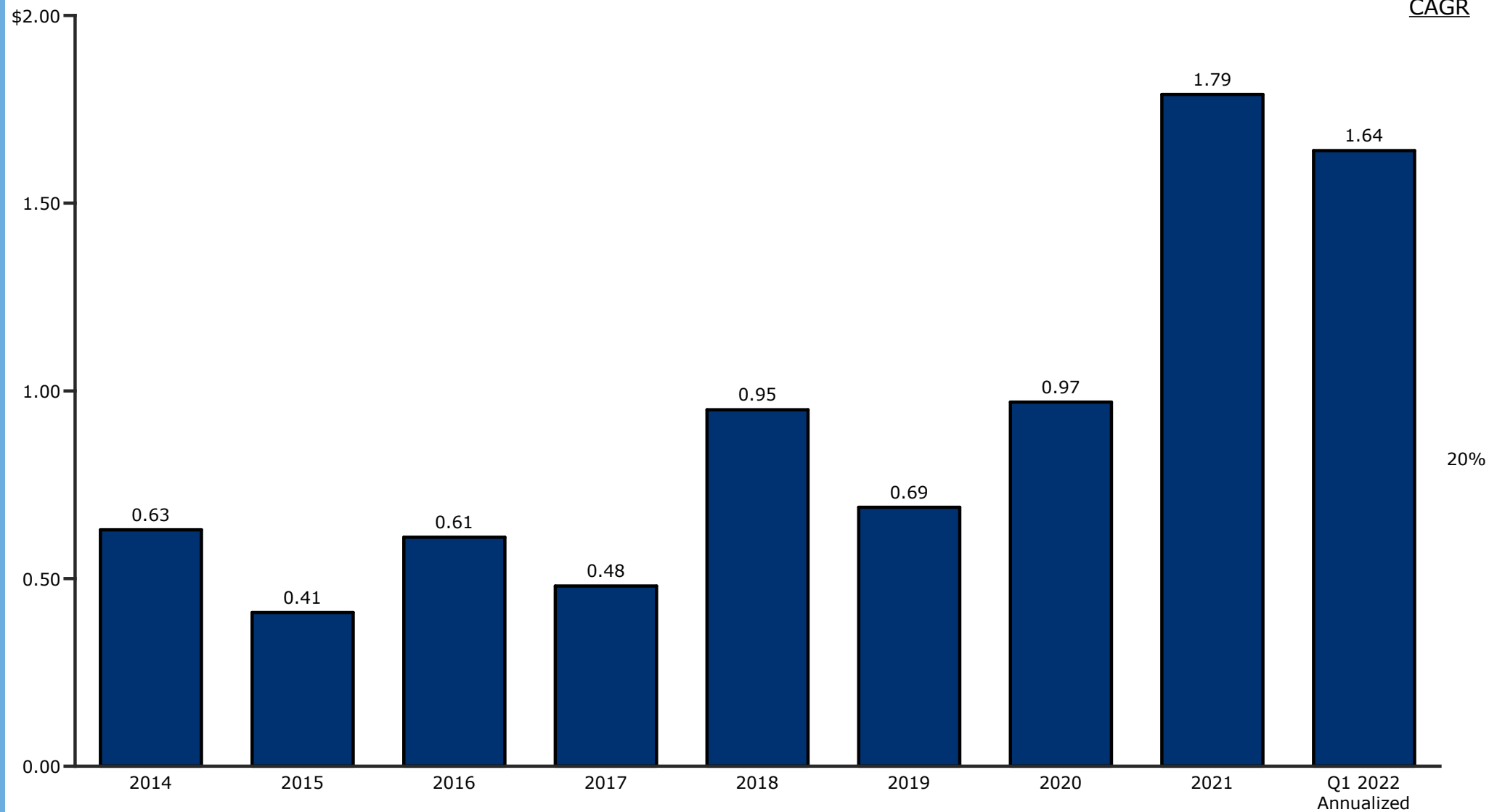
Track record of continued strong profit improvement

Net Income



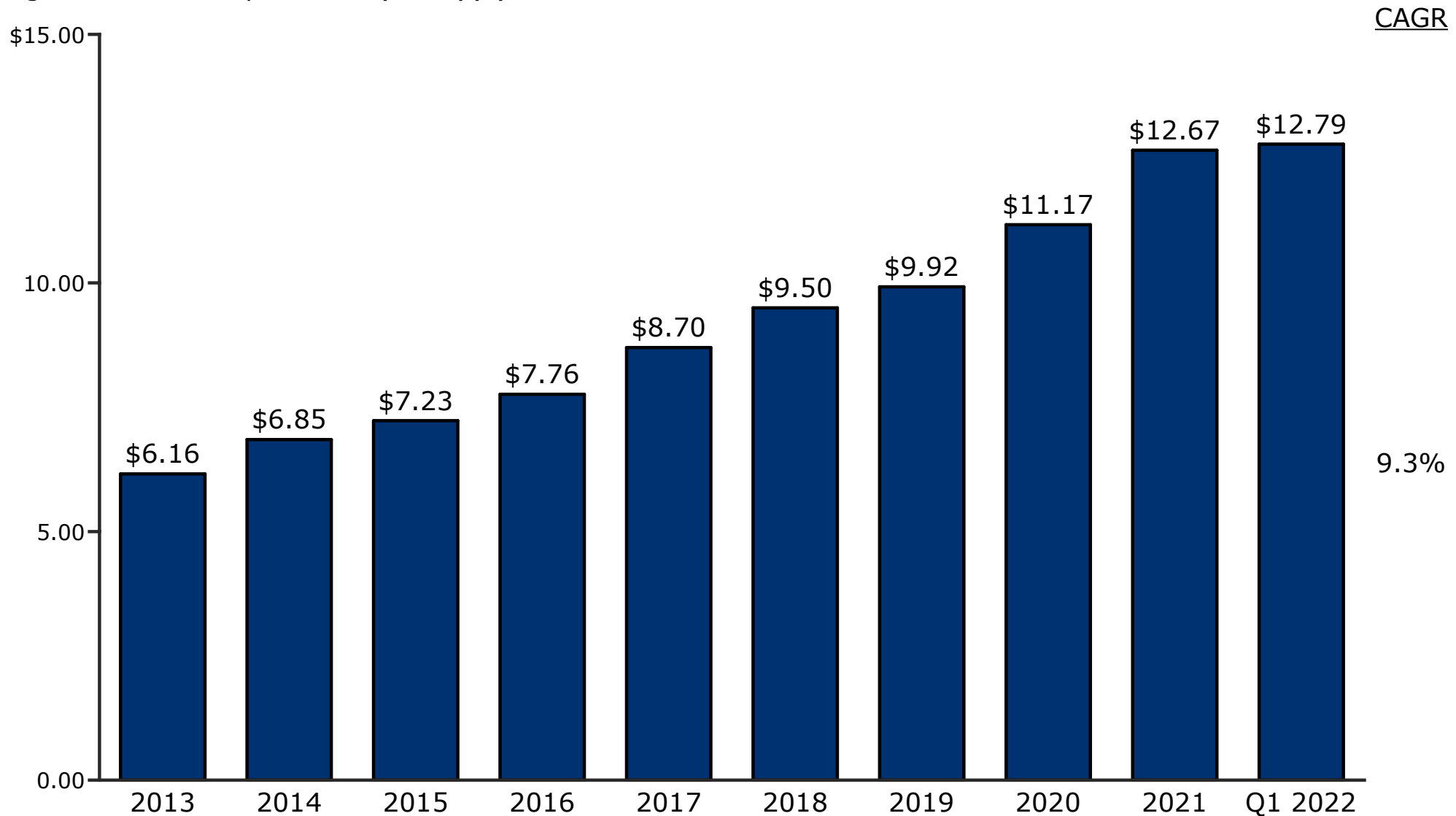
Record EPS in 2021

Reported diluted earnings per share



TBVS continues to move higher; compound annual growth of 9.3% over past eight years

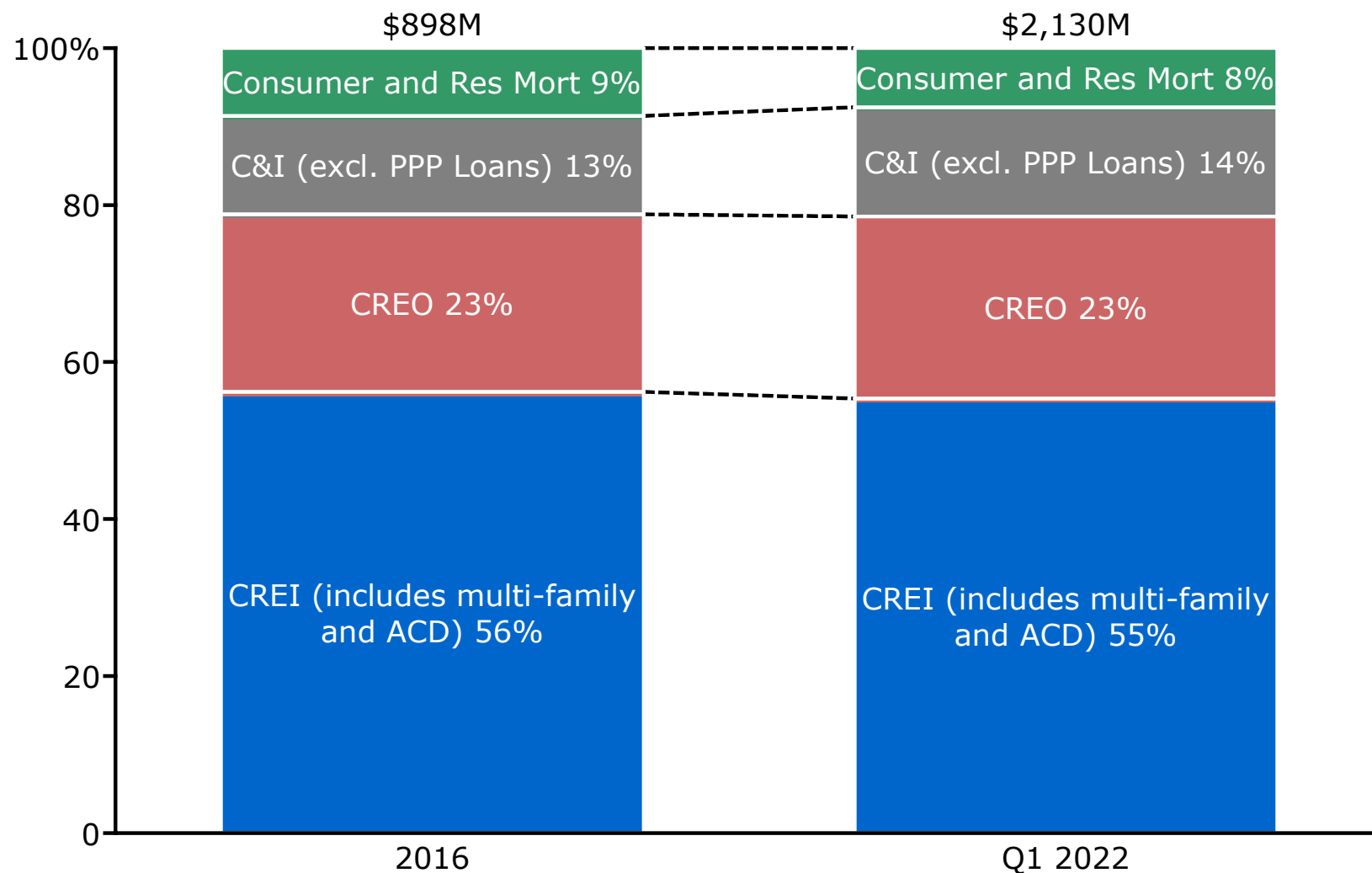
Tangible book value per share (TBVS)(1)



(1) See the illustrative reconciliation table at the end of this presentation for this Non-U.S. GAAP financial measure.

We stick to our knitting in the loan portfolio

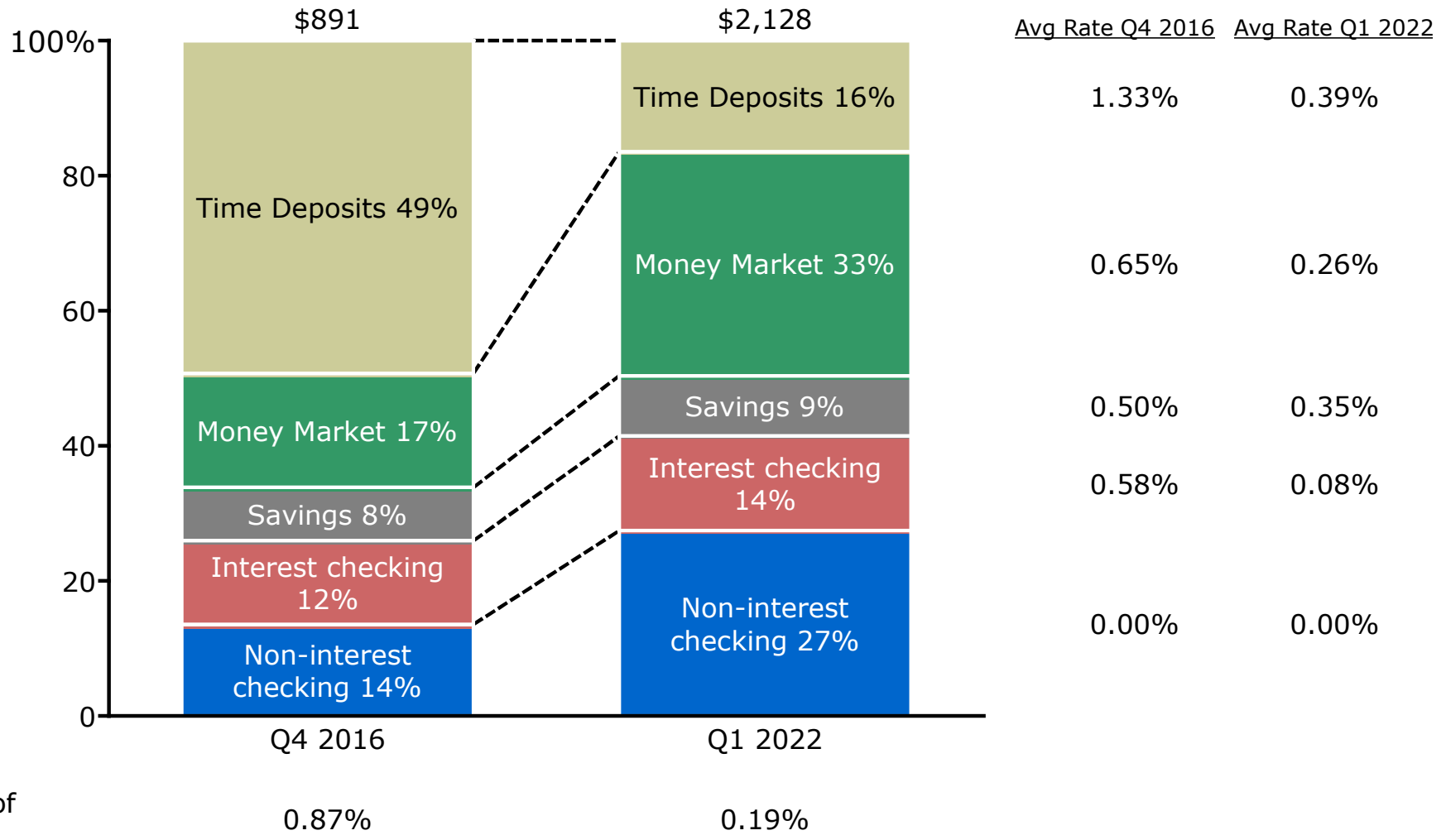
Loan Portfolio Composition



Note: % of total may not equal 100% due to rounding differences. ACD stands for acquisition, construction and development.

A focus on commercial deposit growth has led to an improved deposit mix

Total FB Deposits by product
(\$ in millions; average balances)



Total Cost of
Deposits

0.87%

0.19%

Investment considerations

- Track record of strong growth coupled with top-quartile profit metrics
- Commercial deposit focus driving core deposit improvement
- Board and management team that think like owners
- Strong balance sheet – solid asset quality and bank acquisitions with conservative credit marks
- One of only a few, strong community banks in high wealth, densely-populated New York City - Philadelphia corridor
- Attractive entry point
- Strong capital position provides strategic flexibility

Appendix - Non-U.S. GAAP Financial Measures

The following are calculations/reconciliations of the Non-U.S. GAAP financial measures used in this presentation (dollars in thousands):

Tangible Book Value Per Share	3/31/2022
Stockholders' equity	\$ 271,068
Less: Goodwill and other intangible assets, net	19,854
Tangible stockholders' equity	<u>\$ 251,214</u>
Common shares outstanding	19,634,744
Tangible book value per share	\$ 12.79
Return on Average Tangible Equity	3/31/2022
Net income	\$ 8,158
Average stockholders' equity	\$ 270,147
Less: Average Goodwill and other intangible assets, net	19,916
Average Tangible stockholders' equity	<u>\$ 250,231</u>
Return on Average Tangible equity	13.22%

Appendix - Non-U.S. GAAP Financial Measures (continued)

	3 Months Ended	
Efficiency Ratio	3/31/2022	
Non-interest expense	\$ 11,122	
Net interest income	\$ 21,149	
Non-interest income	1,267	
Total revenue	<u>\$ 22,416</u>	
Efficiency ratio	49.62%	

