# AMERICAN BUSINESS BANK REPORTS RECORD QUARTERLY CORE LOAN GROWTH 

Record Full Year 2021 Net Income of \$39 million

## Full Year 2021 Highlights

- Total loans, excluding PPP loans, increased \$424 million or 28\% over prior year
- Total deposits increased $\$ 425$ million or $13 \%$ from a year ago
- Non-interest bearing demand deposits were $54 \%$ of total deposits
- Cost of average deposits of $\mathbf{0 . 0 5 \%}$, a decline of $0.05 \%$ over prior year
- Nonperforming assets to total assets of $\mathbf{0 . 0 1 \%}$, excluding PPP loans
- No delinquencies in 30-89 day loan category
- Net interest income increased by $\$ 17$ million or $18 \%$ over the prior year
- Tangible book value per share increased by $\$ 3.17$ to $\$ 31.54$ from a year ago
- Continued status as well-capitalized, the highest regulatory category


## Fourth Quarter 2021 Highlights

- Total loans, excluding PPP loans, increased $\$ 163$ million or $9 \%$ over prior quarter
- Total PPP loans outstanding of $\mathbf{\$ 1 4 7}$ million with $\$ 3.8$ million of net deferred processing fees
- Net interest income includes accelerated PPP fees of $\$ 1.1$ million on loan forgiveness
- Net interest income increased $\mathbf{2 0 \%}$, excluding accelerated PPP fees, over prior year quarter
- Net income increased $\$ 338$ thousand or $\mathbf{4 \%}$ over prior year quarter

Los Angeles, California, January 28, 2022. AMERICAN BUSINESS BANK (OTCQX: AMBZ) today reported net income of $\$ 9.7$ million or $\$ 1.06$ per fully diluted share for the fourth quarter of 2021 compared to $\$ 11.5$ million or $\$ 1.29$ per fully diluted share for the third quarter of 2021, a decrease of $16 \%$. For the quarter ended December 31, 2021, net income associated with the PPP program was $\$ 1.3$ million or $\$ 0.14$ per fully diluted share, a decrease of $62 \%$ compared to $\$ 3.3$ million or $\$ 0.37$ per fully diluted share for the third quarter of 2021. For the year ending December 31, 2021, net income was $\$ 39.2$ million or $\$ 4.33$ per fully diluted share, compared to $\$ 28.8$ million or $\$ 3.22$ per fully diluted share for the year ended December 31, 2020. For the year ended December 31, 2021, net income associated with the PPP program was $\$ 12.4$ million or $\$ 1.37$ per fully diluted share compared to $\$ 8.7$ million or $\$ 0.97$ per fully diluted share for the year ended December 31, 2020.
"Our record earnings for the year and record core loan growth (non-PPP) for the quarter finishes an exceptional period in the history of ABB. Despite a challenging environment, our employees thrived, delivered a high level of service to customers and generated outstanding results for shareholders. We continue to execute on serving small to middle-market business customers with loan growth in the quarter concentrated in C\&I and owner occupied commercial real estate. Core loan growth, annualized at 37\% in the fourth quarter, will transition the Bank from a heavy reliance on PPP income and meaningfully increase core net interest income in 2022. We are confident in our ability to grow loans and begin 2022 with a robust
loan pipeline. This will help us continue to deploy liquidity into higher yielding earning assets with the backdrop of historical outstanding credit quality. Our new client solicitations are well received, continuing our tradition of being a trusted advisor." commented Leon Blankstein, ABB's President, CEO, and Director.

For the quarter ending December 31, 2021, net interest income was $\$ 27.6$ million, a $1 \%$ decrease over the third quarter of 2021 as interest income including fees on PPP loans decreased by $\$ 3$ million. This decrease was offset by a $\$ 1.4$ million increase in interest income on securities as the average balance of the investment portfolio increased by $\$ 198$ million. Additionally, interest income on loans increased by $\$ 1.1$ million to help offset the decline in PPP income. The Bank's strong "core", excluding PPP, loan growth increased the average balance of the loan portfolio by $\$ 126$ million compared to the third quarter of 2021. For the quarters ending December 31, 2021 and September 30, 2021, the cost of deposits was $0.05 \%$.

For the quarter ending December 31, 2021, the provision for loan losses was $\$ 1.5$ million commensurate with the record core loan growth in the quarter. The allowance for loan losses as a percentage of loans, excluding PPP loans, was $1.30 \%$ at December 31, 2021.
For the full year 2021, the increase in net income over 2020 was primarily due to an $\$ 8.4$ million increase in acceleration of net deferred PPP processing fees on forgiven PPP loans and a $\$ 6.2$ million increase in interest on investment securities. This additional income was offset by a $\$ 2$ million nonrecurring legal settlement and a $\$ 2.5$ million increase in salary and bonus expenses.

## Net Interest Margin

Net interest margin for the fourth quarter of 2021 was $2.82 \%$ compared to $2.94 \%$ in the third quarter of 2021 and $3.00 \%$ in the fourth quarter of 2020. Excluding the impact of PPP loans, the net interest margin was $2.75 \%$ for the fourth quarter of 2021 compared to $2.64 \%$ for the third quarter of 2021 . Without the acceleration of fees on forgiveness, the yield on PPP loans was $1.66 \%$ for the fourth quarter of 2021. As of December 31, 2021, 37\% of the loan portfolio had variable rates, with approximately half of the Bank's variable-rate loans indexed to prime and $79 \%$ of these loans are at or above interest rate floors by 52 bps .

## Net Interest Income

For the quarter ending December 31, 2021, net interest income decreased by $\$ 256,000$, or $1 \%$, compared to the third quarter of 2021 and increased by $\$ 2.3$ million, or $9 \%$, compared to the quarter ending December 31, 2020. Despite growth in core loans and investment securities, the accelerated realization of net deferred PPP processing fees was less in the fourth quarter compared to the third quarter of 2021and is the primary reason for the current quarter decline.

For the year ended December 31, 2021, net interest income was $\$ 107.1$ million compared to $\$ 90.4$ million for the year ended December 31, 2020 primarily due to a $\$ 6.2$ million increase in interest income on the investment portfolio which increased by an average balance of $\$ 427$ million in 2021 compared to 2020. In addition, participation in PPP generated pre-tax income of $\$ 17.6$ million in 2021 compared to $\$ 12.3$ million in 2020.


As of January 20, 2022, approximately $98 \%$ of PPP loans originated in 2020 and $53 \%$ of PPP loans originated in 2021 have been forgiven. Of the remaining PPP loans originated in 2020 and 2021, approximately $2 \%$ are in the forgiveness review or submission process.

## Non-Interest Income

The increases in non-interest income for the quarter and year-to-date periods are primarily due to deposit fees as a result of new commercial business customers and lower earnings credit. For the year ending December 31, 2021, Bank/Corporate owned life insurance (BOLI) income decreased by $\$ 177,000$ as a result of the decline in the value of the policies that are invested in mutual funds compared to the year ending December 31, 2020.

## Non-Interest Expense

For the quarter ending December 31, 2021, total non-interest expense increased $\$ 1.7$ million compared to the prior quarter primarily due to higher bonus expense tied to loan production. Total non-interest expense increased by $\$ 469,000$ in the fourth quarter of 2021 compared to the fourth quarter of 2020 primarily due to donations fulfilling the Bank's PPP Grant Program benefiting minority and women-owned businesses in the fourth quarter of 2021. The efficiency ratio decreased to $51.8 \%$ compared to $52.0 \%$ for the third quarter compared to $56.4 \%$ for the fourth quarter of 2021.

There were 203 full time equivalent employees at December 31, 2021 compared to 194 a year ago and 202 at September 30, 2021. The Bank has 37 relationship managers in eight offices representing an increase of four from a year ago and remained the same from the prior quarter. Other increases in FTE are primarily to support the growing loan portfolio.

For the year ending December 31, 2021, non-interest expense increased $\$ 4.6$ million or $9 \%$ compared to the same period a year ago primarily due to the $\$ 2$ million legal settlement and higher bonus expense tied to loan production and higher net income.

## Balance Sheet

From September 30, 2021 to December 31, 2021, total core loans, excluding PPP loans, increased \$164 million, or $9 \%$. During the fourth quarter of 2021, CRE loans, primarily owner-occupied, increased by $\$ 110.6$ million, and C\&I loans increased by $\$ 54$ million, benefiting from higher line utilization. At December 31, 2021, the utilization rate for the Bank's commercial lines of credit was $30 \%$ compared to $29 \%$ at September 30, 2021. Investment securities increased by $\$ 36$ million from the third quarter of 2021 to $\$ 1.5$ billion. As of December 31, 2021, the duration of the securities portfolio increased to 4.5 years from 4.4 years as of September 30, 2021.

During 2021, total assets increased $\$ 458$ million, or $13 \%$, and total deposits grew by $\$ 426$ million, (with a majority of the increase attributable to the proceeds of PPP loans), and new deposit relationships of approximately $\$ 133$ million. Total loans, excluding PPP loans, grew $\$ 424$ million or $28 \%$.

At December 31, 2021, the tangible common equity ratio was 7.1\%.

## Asset Quality

The following table presents asset quality overview as of the dates indicated:

| (Figures in \$000s) | $\begin{gathered} \text { December 31, } \\ 2021 \end{gathered}$ |  | September 30, <br> 2021 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Non-performing assets (NPA) | \$ | 338 | \$ | 349 |
| Loans 90+ Days Past Due and Still Accruing |  | - |  | - |
| Total NPA | \$ | 338 | \$ | 349 |
| NPA as a \% of total assets, excluding PPP |  | 0.01\% |  | 0.01\% |
| Past Due as a \% of total Loans, excluding PPP |  | 0.00\% |  | 0.06\% |
| Criticized as a \% of total Loans, excluding PPP |  | 3.50\% |  | 3.64\% |
| Classified as a \% of total Loans, excluding PPP |  | 0.12\% |  | 0.14\% |

As of December 31, 2021, the Bank had total specific reserve of $\$ 3,000$ related to one $\$ 338,000$ impaired SBA loan relationship.

The following table represents the allowance for loan losses as of and for the dates and periods indicated:

|  | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ |  |
| (Figures in \$000s) |  |  |  |  |
| Beginning Balance | \$ | 23,550 | \$ | 23,341 |
| Charge-offs |  | - |  | (278) |
| Recoveries |  | 27 |  | 19 |
| Net (charge-offs) / recoveries | \$ | 27 | \$ | (259) |
| Provision |  | 1,485 |  | 468 |
| Ending Balance | \$ | 25,062 | \$ | 23,550 |
| Allowance as a \% of total assets, excluding PPP |  | 1.30\% |  | 1.33\% |

All PPP loans are $100 \%$ guaranteed by the SBA and as such, no allowance for loan losses is allocated to these loans. The Bank is required to adopt CECL, or Current Expected Credit Loss, on January 1, 2023. During 2021, the Bank recorded loan charge-offs of $\$ 278$ thousand with the largest related to a TDR and received $\$ 457$ thousand of recoveries for the year. There are no loans on a loan payment deferment program.

## ABOUT AMERICAN BUSINESS BANK

American Business Bank, headquartered in downtown Los Angeles, offers a wide range of financial services to the business marketplace. Clients include wholesalers, manufacturers, service businesses, professionals and non-profits. American Business Bank has seven Loan Production Offices in strategic locations including: North Orange County in Anaheim, Orange County in Irvine, South Bay in Torrance, San Fernando Valley in Woodland Hills, Riverside County in Corona, Inland Empire in Ontario and LA Coastal in Long Beach.

## FORWARD LOOKING STATEMENTS

This communication contains certain forward-looking information about American Business Bank that is intended to be covered by the safe harbor for "forward-looking statements" provided by the Private Securities Litigation Reform Act of 1995. Such statements include future financial and operating results, expectations, intentions and other statements that are not historical facts. Such statements are based on information available at the time of this communication and are based on current beliefs and expectations of the Bank's management and are subject to significant risks, uncertainties and contingencies, many of which are beyond our control. Actual results may differ materially from those set forth in the forwardlooking statements due to a variety of factors, including various risk factors. We are under no obligation (and expressly disclaim any such obligation) to update or alter our forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

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## American Business Bank

Figures in \$000, except share and per share amounts

## BALANCE SHEETS (unaudited)

|  | $\begin{gathered} \hline \text { December } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December } \\ 2020 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets: |  |  |  |  |  |  |
| Cash and Due from Banks | \$ | 33,246 | \$ | 77,145 | \$ | 44,334 |
| Interest Earning Deposits in Other Financial Institutions |  | 195,624 |  | 301,265 |  | 201,719 |
| Investment Securities: |  |  |  |  |  |  |
| US Agencies |  | 185,170 |  | 198,886 |  | 228,102 |
| Mortgage Backed Securities |  | 808,496 |  | 771,601 |  | 419,393 |
| State and Municipals |  | 231,917 |  | 233,630 |  | 279,045 |
| US Treasuries |  | - |  | - |  | - |
| Corporate Bonds |  | 12,903 |  | 12,966 |  | 12,725 |
| Securities Available-for-Sale, at Fair Value |  | 1,238,486 |  | 1,217,083 |  | 939,265 |
| State and Municipals Securities Held-to-Maturity, at Amortized Cost |  | 298,651 |  | 284,166 |  | 143,229 |
| Federal Home Loan Bank Stock, at Cost |  | 11,779 |  | 11,779 |  | 10,864 |
| Total Investment Securities |  | 1,548,916 |  | 1,513,028 |  | 1,093,358 |
| Loans Receivable: |  |  |  |  |  |  |
| Commercial Real Estate |  | 1,371,475 |  | 1,260,887 |  | 1,095,811 |
| Commercial and Industrial |  | 444,009 |  | 389,683 |  | 333,021 |
| SBA Payroll Protection Program |  | 143,584 |  | 188,305 |  | 551,190 |
| Residential Real Estate |  | 112,817 |  | 115,349 |  | 76,483 |
| Installment and Other |  | 5,897 |  | 4,738 |  | 4,405 |
| Total Loans Receivable |  | 2,077,782 |  | 1,958,962 |  | 2,060,910 |
| Allowance for Loan Losses |  | $(25,062)$ |  | $(23,550)$ |  | $(22,931)$ |
| Loans Receivable, Net |  | 2,052,720 |  | 1,935,412 |  | 2,037,979 |
| Furniture, Equipment and Leasehold Improvements, Net |  | 6,580 |  | 6,750 |  | 7,857 |
| Bank/Corporate Owned Life Insurance |  | 28,851 |  | 28,543 |  | 27,738 |
| Other Assets |  | 46,339 |  | 40,709 |  | 41,277 |
| Total Assets | \$ | 3,912,276 | \$ | 3,902,852 | \$ | 3,454,262 |

## Liabilities:

| Non-Interest Bearing Demand Deposits | \$ | 1,934,444 | \$ | 1,919,131 | \$ | 1,686,091 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Bearing Transaction Accounts |  | 287,224 |  | 261,887 |  | 258,950 |
| Money Market and Savings Deposits |  | 1,337,035 |  | 1,371,834 |  | 1,191,591 |
| Certificates of Deposit |  | 39,445 |  | 38,040 |  | 35,778 |
| Total Deposits |  | 3,598,148 |  | 3,590,892 |  | 3,172,410 |
| Federal Home Loan Bank Advances / Other Borrowings |  | - |  | - |  | - |
| Other Liabilities |  | 35,574 |  | 38,436 |  | 34,014 |
| Total Liabilities | \$ | 3,633,722 | \$ | 3,629,328 | \$ | 3,206,424 |

Shareholders' Equity:

| Common Stock | $\$$ | 202,199 | $\$$ | 201,625 | $\$$ | 166,263 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Retained Earnings |  | 81,521 |  | 71,858 | 75,557 |  |
| Accumulated Other Comprehensive Income / (Loss) |  | $(5,166)$ | 41 | 6,018 |  |  |
| Total Shareholders' Equity | $\mathbf{\$}$ | $\mathbf{2 7 8 , 5 5 4}$ | $\mathbf{\$}$ | $\mathbf{2 7 3 , 5 2 4}$ | $\mathbf{\$}$ | $\mathbf{2 4 7 , 8 3 8}$ |
| Total Liabilities and Shareholders' Equity | $\mathbf{\$}$ | $\mathbf{3 , 9 1 2 , 2 7 6}$ | $\mathbf{\$}$ | $\mathbf{3 , 9 0 2 , 8 5 2}$ | $\mathbf{\$}$ | $\mathbf{3 , 4 5 4 , 2 6 2}$ |

## Per Share Information:

| Common Shares Outstanding |  | $8,832,797$ |  | $8,817,433$ |  | $8,736,605$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Book Value Per Share | $\$$ | 31.54 | $\$$ | 31.02 | $\$$ | 28.37 |
| Tangible Book Value Per Share | $\$$ | 31.54 | $\$$ | 31.02 | $\$$ | 28.37 |

* All per share amounts and number of shares outstanding have been retroactively applied for the $10 \%$ stock dividend paid in July 2021


## American Business Bank

Figures in \$000, except share and per share amounts

## INCOME STATEMENTS (unaudited)



* All per share amounts and number of shares outstanding have been retroactively applied for the $10 \%$ stock dividend paid in July 2021


## American Business Bank

Figures in \$000, except share and per share amounts

## INCOME STATEMENTS (unaudited)

|  | For the twelve months ended: |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } \\ 2020 \end{gathered}$ |  |
| Interest Income: |  |  |  |  |
| Interest and Fees on Loans | \$ | 86,800 | \$ | 77,596 |
| Interest on Investment Securities |  | 21,617 |  | 15,403 |
| Interest on Interest Earning Deposits in Other Financial Institutions |  | 462 |  | 295 |
| Total Interest Income |  | 108,879 |  | 93,294 |
| Interest Expense: |  |  |  |  |
| Interest on Interest Bearing Transaction Accounts |  | 152 |  | 227 |
| Interest on Money Market and Savings Deposits |  | 1,621 |  | 2,418 |
| Interest on Certificates of Deposits |  | 47 |  | 106 |
| Interest on Federal Home Loan Bank Advances and Other Borrowings |  | - |  | 131 |
| Total Interest Expense |  | 1,820 |  | 2,882 |
| Net Interest Income |  | 107,059 |  | 90,412 |
| Provision for Loan Losses |  | 1,953 |  | 2,564 |
| Net Interest Income after Provision for Loan Losses |  | 105,106 |  | 87,848 |
| Non-Interest Income: |  |  |  |  |
| Deposit Fees |  | 3,314 |  | 2,651 |
| International Fees |  | 1,210 |  | 1,038 |
| Gain (Loss) on Sale of Investment Securities, Net |  | (33) |  | (168) |
| Gain on Sale of SBA Loans, Net |  | - |  | 19 |
| Bank/Corporate Owned Life Insurance Income (Expense) |  | 1,113 |  | 1,290 |
| Other |  | 921 |  | 675 |
| Total Non-Interest Income |  | 6,525 |  | 5,505 |


| Non-Interest Expense: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Salaries and Employee Benefits |  | 39,867 |  | 37,312 |
| Occupancy and Equipment |  | 4,589 |  | 3,798 |
| Professional Services |  | 6,043 |  | 6,790 |
| Promotion Expenses |  | 1,734 |  | 1,220 |
| Other |  | 6,581 |  | 5,073 |
| Total Non-Interest Expense |  | 58,814 |  | 54,193 |
| Earnings before income taxes |  | 52,817 |  | 39,160 |
| Income Tax Expense |  | 13,654 |  | 10,387 |
| NET INCOME | \$ | 39,163 | \$ | 28,773 |
| Add back: |  |  |  |  |
| After-Tax Gain (Loss) on Sale of Investment Securities, Net | \$ | 24 | \$ | 124 |
| Core Net Income | \$ | 39,187 | \$ | 28,897 |
| Per Share Information: |  |  |  |  |
| Earnings Per Share - Basic | \$ | 4.39 | \$ | 3.24 |
| Earnings Per Share - Diluted | \$ | 4.33 | \$ | 3.22 |
| Core Earnings Per Share - Diluted | \$ | 4.33 | \$ | 3.24 |
| Weighted Average Shares - Basic |  | 18,938 |  | 8,867,194 |
| Weighted Average Shares - Diluted |  | 48,355 |  | 8,932,598 |

* All per share amounts and number of shares outstanding have been retroactively applied for the $10 \%$ stock dividend paid in July 2021


## American Business Bank

Figures in \$000

## QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

|  | For the three months ended: |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 2021 |  |  |  |  | September 2021 |  |  |  |  |
|  | Average Balance |  | Interest <br> Inc/Exp |  | Average Yield/Rate | Average Balance |  | Interest <br> Inc/Exp |  | Average Yield/Rate |
| Interest Earning Assets: |  |  |  |  |  |  |  |  |  |  |
| Interest Earning Deposits in Other Financial Institutions | \$ | 326,356 | \$ | 135 | 0.16\% | \$ | 404,686 | \$ | 162 | 0.16\% |
| Investment Securities: |  |  |  |  |  |  |  |  |  |  |
| US Agencies |  | 191,544 |  | 278 | 0.58\% |  | 205,251 |  | 341 | 0.66\% |
| Mortgage Backed Securities |  | 818,689 |  | 3,728 | 1.82\% |  | 646,607 |  | 2,514 | 1.56\% |
| State and Municipals |  | 520,354 |  | 2,863 | 2.20\% |  | 481,594 |  | 2,561 | 2.13\% |
| US Treasuries |  | - |  | - | 0.00\% |  | - |  | - | 0.00\% |
| Corporate Bonds |  | 12,750 |  | 109 | $3.42 \%$ |  | 11,395 |  | 118 | 4.15\% |
| Securities Available-for-Sale and Held-to-Maturity |  | 1,543,337 |  | 6,978 | 1.81\% |  | 1,344,847 |  | 5,534 | 1.65\% |
| Federal Home Loan Bank Stock |  | 11,779 |  | 180 | 6.10\% |  | 11,779 |  | 177 | 6.01\% |
| Total Investment Securities |  | 1,555,116 |  | 7,158 | 1.84\% |  | 1,356,626 |  | 5,711 | 1.68\% |
| Loans Receivable: |  |  |  |  |  |  |  |  |  |  |
| Commercial Real Estate |  | 1,318,877 |  | 13,610 | 4.09\% |  | 1,219,958 |  | 12,664 | 4.12\% |
| Commercial and Industrial |  | 401,559 |  | 4,211 | 4.16\% |  | 379,774 |  | 3,979 | 4.16\% |
| SBA Payroll Protection Program |  | 161,986 |  | 1,789 | 4.38\% |  | 287,736 |  | 4,700 | 6.48\% |
| Residential Real Estate |  | 113,660 |  | 1,059 | 3.70\% |  | 109,682 |  | 1,034 | 3.74\% |
| Installment and Other |  | 6,658 |  | 60 | 3.58\% |  | 5,063 |  | 60 | 4.67\% |
| Total Loans Receivable |  | 2,002w"\%"w |  | 20,729 | 4.11\%"\% |  | 2,00202,213 |  | 22,437 | 4.4.45\% |
| Total Interest Earning Assets | \$ | 3,884,212 | \$ | 28,022 | 2.82\% | \$ | 3,763,525 | \$ | 28,310 | 2.94\% |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |
| Non-Interest Bearing Demand Deposits |  | 2,019,342 |  | - | 0.00\% |  | 1,956,996 |  | - | 0.00\% |
| Interest Bearing Transaction Accounts |  | 267,881 |  | 33 | 0.05\% |  | 261,017 |  | 38 | 0.06\% |
| Money Market and Savings Deposits |  | 1,363,415 |  | 377 | 0.11\% |  | 1,323,828 |  | 403 | 0.12\% |
| Certificates of Deposit |  | 39,414 |  | 10 | 0.10\% |  | 36,425 |  | 11 | 0.12\% |
| Total Deposits |  | 3,690,052 |  | 420 | 0.05\%" |  | 3,578,266 |  | 452 | 0.05\% |
| Federal Home Loan Bank Advances / Other Borrowings |  | - |  | - | 0.00\% |  | - |  | - | 0.00\% |
| Total Interest Bearing Deposits and Borrowings |  | 1,670,710 |  | 420 | 0.10\% |  | 1,621,270 |  | 452 | 0.11\% |
| Total Deposits and Borrowings | \$ | 3,690,052 | \$ | 420 | 0.05\% | \$ | 3,578,266 | \$ | 452 | 0.05\% |
| Net Interest Income |  |  | \$ | 27,602 |  |  |  | \$ | 27,858 |  |
| Net Interest Rate Spread |  |  |  |  | 2.77\% |  |  |  |  | 2.89\% |
| Net Interest Margin |  |  |  |  | 2.82\% |  |  |  |  | 2.94\% |
| Net Interest Margin, excluding SBA PPP |  |  |  |  | 2.75\% |  |  |  |  | 2.64\% |

## American Business Bank

Figures in \$000

## QUARTERLY AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

|  | For the three months ended: |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 2021 |  |  |  |  | December 2020 |  |  |  |  |
|  | Average Balance |  | Interest Inc/Exp |  | Average Yield/Rate | Average Balance |  | Interest <br> Inc/Exp |  | Average Yield/Rate |
| Interest Earning Assets: |  |  |  |  |  |  |  |  |  |  |
| Interest Earning Deposits in Other Financial Institutions | \$ | 326,356 | \$ | 135 | 0.16\% | \$ | 224,487 | \$ | 77 | 0.14\% |
| Investment Securities: |  |  |  |  |  |  |  |  |  |  |
| US Agencies |  | 191,544 |  | 278 | 0.58\% |  | 227,960 |  | 338 | 0.59\% |
| Mortgage Backed Securities |  | 818,689 |  | 3,728 | 1.82\% |  | 372,987 |  | 1,544 | 1.66\% |
| State and Municipals |  | 520,354 |  | 2,863 | 2.20\% |  | 381,965 |  | 2,201 | 2.31\% |
| US Treasuries |  | - |  | - | 0.00\% |  | 9,896 |  | 37 | 1.47\% |
| Corporate Bonds |  | 12,750 |  | 109 | $3.42 \%$ |  | 13,106 |  | 101 | 3.08\% |
| Securities Available-for-Sale and Held-to-Maturity |  | 1,543,337 |  | 6,978 | 1.81\% |  | 1,005,914 |  | 4,221 | 1.68\% |
| Federal Home Loan Bank Stock |  | 11,779 |  | 180 | 6.10\% |  | 10,864 |  | 137 | 5.04\% |
| Total Investment Securities |  | 1, 1,5550 w"116 |  | 7,150" | 1.84\%"'0' |  | 1,016,778 |  | 4,358 | 1.71\% |
| Loans Receivable: |  |  |  |  |  |  |  |  |  |  |
| Commercial Real Estate |  | 1,318,877 |  | 13,610 | 4.09\% |  | 1,070,812 |  | 11,482 | 4.27\% |
| Commercial and Industrial |  | 401,559 |  | 4,211 | 4.16\% |  | 337,596 |  | 3,624 | 4.27\% |
| SBA Payroll Protection Program |  | 161,986 |  | 1,789 | 4.38\% |  | 627,003 |  | 5,442 | 3.45\% |
| Residential Real Estate |  | 113,660 |  | 1,059 | 3.70\% |  | 73,470 |  | 737 | 3.99\% |
| Installment and Other |  | 6,658 |  | 60 | 3.58\% |  | 5,270 |  | 54 | 4.10\% |
| Total Loans Receivable |  | 2,002,740 |  | 20,729 | 4.11\% |  | 2,114,151 |  | 21,339 | 4.02\% |
| Total Interest Earning Assets | \$ | 3,884,212 | \$ | 28,022 | $\underline{2.82 \%}$ | \$ | 3,355,416 | \$ | 25,774 | $\underline{3.01 \%}$ |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |
| Non-Interest Bearing Demand Deposits |  | 2,019,342 |  | - | 0.00\% |  | 1,724,816 |  | - | 0.00\% |
| Interest Bearing Transaction Accounts |  | 267,881 |  | 33 | 0.05\% |  | 247,980 |  | 45 | 0.07\% |
| Money Market and Savings Deposits |  | 1,363,415 |  | 377 | 0.11\% |  | 1,181,043 |  | 414 | 0.14\% |
| Certificates of Deposit |  | 39,414 |  | 10 | 0.10\% |  | 36,223 |  | 16 | 0.18\% |
| Total Deposits |  | 3,690,0www |  | 420 | 0.05\% |  | 3,190,0.062 |  | 475 | 0.06\% |
| Federal Home Loan Bank Advances / Other Borrowings |  | - |  | - | 0.00\% |  | - |  | - | 0.00\% |
| Total Interest Bearing Deposits and Borrowings |  | 1,670,710 |  | 420 | 0.10\% |  | 1,465,246 |  | 475 | 0.13\% |
| Total Deposits and Borrowings | \$ | 3,690,052 | \$ | 420 | 0.05\% | \$ | 3,190,062 | \$ | 475 | 0.06\% |
| Net Interest Income |  |  | \$ | 27,602 |  |  |  | \$ | 25,299 |  |
| Net Interest Rate Spread |  |  |  |  | 2.77\% |  |  |  |  | 2.95\% |
| Net Interest Margin |  |  |  |  | 2.82\% |  |  |  |  | 3.00\% |
| Net Interest Margin, excluding SBA PPP |  |  |  |  | 2.75\% |  |  |  |  | $\underline{2.90 \%}$ |

## American Business Bank

Figures in \$000

## YEAR-TO-DATE AVERAGE BALANCE SHEETS AND YIELD ANALYSIS (unaudited)

|  | For the twelve months ended: |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 2021 |  |  |  |  | December 2020 |  |  |  |  |
|  | Average Balance |  | Interest Inc/Exp |  | Average Yield/Rate | Average Balance |  | Interest <br> Inc/Exp |  | Average Yield/Rate |
| Interest Earning Assets: |  |  |  |  |  |  |  |  |  |  |
| Interest Earning Deposits in Other Financial Institutions | \$ | 319,720 | \$ | 462 | 0.14\% | \$ | 177,348 | \$ | 295 | 0.17\% |
| Investment Securities: |  |  |  |  |  |  |  |  |  |  |
| US Agencies |  | 209,417 |  | 1,409 | 0.67\% |  | 250,717 |  | 1,715 | 0.68\% |
| Mortgage Backed Securities |  | 583,907 |  | 9,035 | 1.55\% |  | 314,532 |  | 6,262 | 1.99\% |
| State and Municipals |  | 463,422 |  | 10,086 | 2.18\% |  | 248,230 |  | 6,218 | 2.50\% |
| US Treasuries |  | - |  | - | 0.00\% |  | 9,987 |  | 147 | 1.47\% |
| Corporate Bonds |  | 11,133 |  | 392 | 3.52\% |  | 17,346 |  | 524 | 3.02\% |
| Securities Available-for-Sale and Held-to-Maturity |  | 1,267, |  | 20,922 | 1.65\% |  | 840,812 |  | 14,86\% | 1.77\% |
| Federal Home Loan Bank Stock |  | 11,515 |  | 695 | 6.03\% |  | 10,710 |  | 537 | 5.02\% |
| Total Investment Securities |  | 1,279,394 |  | 21,617 | 1.69\% |  | 851,522 |  | 15,403 | 1.81\% |
| Loans Receivable: |  |  |  |  |  |  |  |  |  |  |
| Commercial Real Estate |  | 1,202,622 |  | 49,679 | 4.13\% |  | 1,026,656 |  | 45,035 | 4.39\% |
| Commercial and Industrial |  | 363,284 |  | 15,572 | 4.29\% |  | 384,991 |  | 17,015 | 4.42\% |
| SBA Payroll Protection Program |  | 402,131 |  | 17,599 | 4.38\% |  | 463,562 |  | 12,273 | 2.65\% |
| Residential Real Estate |  | 98,753 |  | 3,741 | 3.79\% |  | 73,511 |  | 3,063 | 4.17\% |
| Installment and Other |  | 5,576 |  | 209 | 3.74\% |  | 5,192 |  | 210 | 4.05\% |
| Total Loans Receivable |  | 2,072,366 |  | 86,800 | 4.19\% |  | 1,953,912 |  | 77,596 | 3.97\% |
| Total Interest Earning Assets | \$ | 3,671,480 | \$ | 108,879 | 2.92\% | \$ | 2,982,782 | \$ | $\mathbf{9 3 , 2 9 4}$ | 3.08\% |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |
| Non-Interest Bearing Demand Deposits |  | 1,895,685 |  | - | 0.00\% |  | 1,533,304 |  | - | 0.00\% |
| Interest Bearing Transaction Accounts |  | 262,980 |  | 152 | 0.06\% |  | 216,759 |  | 227 | 0.10\% |
| Money Market and Savings Deposits |  | 1,297,730 |  | 1,621 | 0.12\% |  | 1,037,688 |  | 2,418 | 0.23\% |
| Certificates of Deposit |  | 36,300 |  | 47 | 0.13\% |  | 36,279 |  | 106 | 0.29\% |
| Total Deposits |  | 3,492,695 |  | 1,820 | 0.05\% |  | 2,824,030 |  | 2,751 | 0.10\% |
| Federal Home Loan Bank Advances / Other Borrowings |  | 2 |  | - | 0.37\% |  | 7,885 |  | 131 | 1.66\% |
| Total Interest Bearing Deposits and Borrowings |  | 1,597,012 |  | 1,820 | 0.11\% |  | 1,298,611 |  | 2,882 | 0.22\% |
| Total Deposits and Borrowings | \$ | 3,492,697 | \$ | 1,820 | 0.05\% | \$ | 2,831,915 | \$ | 2,882 | 0.10\% |
| Net Interest Income |  |  | \$ | 107,059 |  |  |  | \$ | 90,412 |  |
| Net Interest Rate Spread |  |  |  |  | 2.87\% |  |  |  |  | 2.98\% |
| Net Interest Margin |  |  |  |  | 2.92\% |  |  |  |  | 3.03\% |
| Net Interest Margin, excluding SBA PPP |  |  |  |  | 2.74\% |  |  |  |  | $\underline{ }$ |

## American Business Bank

Figures in \$000

## SUPPLEMENTAL DATA (unaudited)

## Performance Ratios:

Quarterly:

|  | $\begin{gathered} \hline \text { December } \\ 2021 \end{gathered}$ | $\begin{gathered} \hline \text { September } \\ 2021 \end{gathered}$ | $\begin{gathered} \hline \text { December } \\ 2020 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| formance Ratios: |  |  |  |
| Quarterly: |  |  |  |
| Return on Average Assets (ROAA) | 0.97\% | 1.19\% | 1.08\% |
| Core Return on Average Assets (ROAA) | 0.97\% | 1.19\% | 1.08\% |
| Return on Average Equity (ROAE) | 14.17\% | 17.02\% | 15.57\% |
| Core Return on Average Equity (ROAE) | 14.19\% | 17.02\% | 15.57\% |
| Efficiency Ratio | 51.10\% | 45.23\% | 53.70\% |
| Year-to-Date |  |  |  |
| Return on Average Assets (ROAA) | 1.03\% | 1.06\% | 0.93\% |
| Core Return on Average Assets (ROAA) | 1.03\% | 1.06\% | 0.93\% |
| Return on Average Equity (ROAE) | 14.95\% | 15.22\% | 12.70\% |
| Core Return on Average Equity (ROAE) | 14.95\% | 15.23\% | 12.76\% |
| Efficiency Ratio | 51.77\% | 52.00\% | 56.40\% |
| Core Efficiency Ratio | 51.77\% | 52.00\% | 56.40\% |

## Capital Adequacy:

Total Risk Based Capital Ratio
Common Equity Tier 1 Capital Ratio
Tier 1 Risk Based Capital Ratio
Tier 1 Leverage Ratio
Tangible Common Equity / Tangible Assets

| $13.21 \%$ | $13.74 \%$ | $14.65 \%$ |
| ---: | ---: | ---: |
| $12.09 \%$ | $12.59 \%$ | $13.40 \%$ |
| $12.09 \%$ | $12.59 \%$ | $13.40 \%$ |
| $7.09 \%$ | $7.04 \%$ | $6.98 \%$ |
| $7.12 \%$ | $7.01 \%$ | $7.17 \%$ |

## Asset Quality Overview

| Non-Performing Loans | \$ | 338 | \$ | 349 | \$ | 2,405 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans 90+ Days Past Due and Still Accruing |  | - |  | - |  | - |
| Total Non-Performing Loans |  | 338 |  | 349 |  | 2,405 |
| Restructured Loans |  | - |  | - |  | 218 |
| Other Real Estate Owned |  | - |  | - |  | - |
| ALLL / Loans Receivable |  | 1.21\% |  | 1.20\% |  | 1.11\% |
| Non-Performing Loans / Total Loans Receivable * |  | 0.02\% |  | 0.02\% |  | 0.13\% |
| Non-Performing Loans / Total Loans Receivable *, excluding PPP ** |  | 0.02\% |  | 0.02\% |  | 0.17\% |
| Non-Performing Assets / Total Assets * |  | 0.01\% |  | 0.01\% |  | 0.08\% |
| Non-Performing Assets / Total Assets *, excluding PPP ** |  | 0.01\% |  | 0.01\% |  | 0.09\% |
| Net Charge-Offs (Recoveries) quarterly | \$ | (27) | \$ | 260 | \$ | (21) |
| Net Charge-Offs (Recoveries) year-to-date | \$ | (178) | \$ | (151) | \$ | 457 |
| Net Charge-Offs (Recoveries) year-to-date / Average |  | (0.01\%) |  | (0.01\%) |  | 0.02\% |

