



NASDAQ: SSBI / \$15.56
April 28, 2023

FACT SHEET

1Q23 FINANCIAL HIGHLIGHTS

- Net income was \$4,116,000, or \$0.62 per diluted share, compared to \$3,935,000, or \$0.59 per diluted share, in the first quarter of 2022 and \$4,553,000, or \$0.68 per diluted share, for the quarter ended December 31, 2022.
- Provision for credit losses was \$400,000, compared to \$135,000 in the first quarter a year ago.
- Net interest margin was 3.69%, compared to 4.29% in the preceding quarter and 4.28% in the first quarter a year ago.
- First quarter revenues (net interest income plus noninterest income) increased 1.3% to \$11,996,000, compared to \$11,837,000 in the first quarter a year ago.
- Annualized return on average assets was 1.47%, compared to 1.66% in the first quarter of 2022. Annualized return on average equity was 18.38%, compared to 18.69% in the first quarter a year ago.
- Net loans increased \$89,452,000 to \$907,623,000 at March 31, 2023, compared to \$818,171,000 one year earlier.
- Net loans decreased \$6,084,000 during the quarter to \$907,623,000 at March 31, 2023, compared to \$913,707,000 three months earlier. The Bank's loan growth was reduced due to the sale of approximately \$23,000,000 of SBA guaranteed loan balances in the first quarter of 2023.
- Total deposits increased 22% to \$1,015,652,000 at March 31, 2023 compared to \$831,934,000 at March 31, 2022 and increased 6% when compared to the prior quarter end.
- The Bank maintains reserves at the high-end when compared to peers as exhibited by some increases in non-performing loans and decreases in delinquent loans, resulting in an increase in nonperforming loans to gross loans to 1.13% and nonperforming assets to total assets to 0.91%, at March 31, 2023.
- Tangible book value was \$13.76 per share, compared to \$12.52 per share a year ago.
- Declared a quarterly cash dividend of \$0.12 per share for the three months ended March 31, 2023, December 31, 2022 and March 31, 2022.

ABOUT SUMMIT STATE BANK

Summit State Bank, a local community bank, has total assets of \$1.147 billion and total equity of \$93 million at March 31, 2023. Headquartered in Sonoma County, the Bank specializes in providing exceptional customer service and customized financial solutions to aid in the success of local small businesses and nonprofits throughout Sonoma County.

Summit State Bank is committed to embracing the diverse backgrounds, cultures and talents of its employees to create high performance and support the evolving needs of its customers and community it serves. At the center of diversity is inclusion, collaboration, and a shared vision for delivering superior service to customers and results for shareholders. Presently, 63% of management are women and minorities with 60% represented on the Executive Management Team. Through the engagement of its team, Summit State Bank has received many esteemed awards including: Best Business Bank, Best Places to Work in the North Bay, Top Community Bank Loan Producer, Raymond James Bankers Cup, Super Premier Performing Bank, and Piper Sandler's Bank & Thrift Sm-All Stars. Summit State Bank's stock is traded on the Nasdaq Global Market under the symbol SSBI. Further information can be found at www.summitstatebank.com.

Stock Price (4/28/23)	\$15.56
Shares Outstanding	6.73 M
Market Cap	\$104.8
TTM EPS	\$2.57
Price/TTM EPS	6.05x
Book Value/Share	\$13.76
Price/ Book Value	1.13x
NIM (annualized)	3.69%
ROAA (1Q23)	1.47%
ROAE (1Q23)	18.38%
Dividend Yield	3.08%

Corporate Information

Summit State Bank

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Executive Management

Brian Reed

President & CEO

Camille Kazarian

EVP & Chief Financial Officer

Genie Del Secco

EVP & Chief Operating Officer

Brandy Seppi

EVP & Chief Lending Officer

Michael Castlio

EVP & Chief Credit Officer

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The IR Group

FINANCIAL HIGHLIGHTS

(\$ in thousands, except per share data)

Income Statement

(unaudited)

	31-Mar-23	Three Months Ended 31-Dec-22	31-Mar-22
Total interest income	\$ 14,648	\$ 14,188	\$ 10,879
Total interest expense	4,613	2,937	997
Net interest income	10,035	11,251	9,882
Provision for credit losses on loans	400	807	135
Reversal (provision) for credit losses on unfunded loan commitments	(33)	(145)	(24)
Net interest income after provision	9,668	10,589	9,771
Total non-interest income	1,961	2,132	1,955
Total non-interest expense	5,818	6,395	6,286
Income before provision for income taxes	5,811	6,326	5,440
Provision for income taxes	1,695	1,773	1,505
Net income	\$ 4,116	\$ 4,553	\$ 3,935

Selected per Common Share Data

Diluted EPS (4)	\$ 0.62	\$ 0.68	\$ 0.59
Dividends per share (4)	\$ 0.12	\$ 0.12	\$ 0.12
Book value per common share (1)(4)	\$ 13.76	\$ 13.15	\$ 12.52

Balance Sheet

	31-Mar-23	31-Dec-22	31-Mar-22
Total assets	\$ 1,147,023	\$ 1,115,343	\$ 982,287
Total shareholders' equity	\$ 92,665	\$ 88,546	\$ 83,708
Total deposits	\$ 1,015,652	\$ 962,655	\$ 831,934
Loans receivable, net	\$ 907,623	\$ 913,707	\$ 818,171

Select Financial Ratios

	31-Mar-23	Three Months Ended 31-Dec-22	31-Mar-22
Return on average assets (2)	1.47%	1.69%	1.66%
Return on average common shareholders' equity (2)	18.38%	20.84%	18.69%
Efficiency ratio (3)	48.50%	47.77%	53.13%
Net interest margin (2)	3.69%	4.29%	4.28%

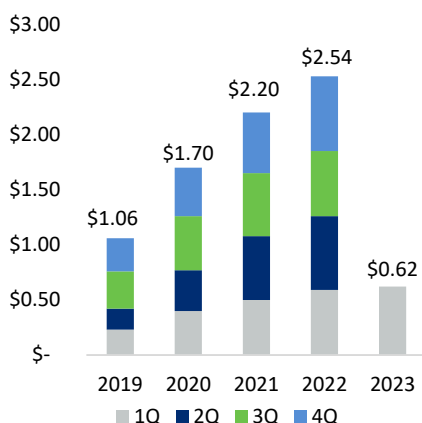
(1) Total shareholders' equity divided by total common shares outstanding.

(2) Annualized.

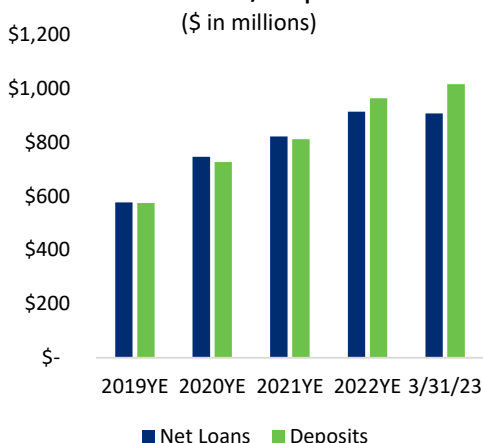
(3) Non-interest expenses to net interest and non-interest income, net of securities gains.

(4) Adjusted for 10% stock dividend declared; effective October 29, 2021.

Diluted EPS



Net Loans/Deposits



Total Revenue

