First Resource Bank

The Resource Connection

March 2018



Dear Shareholder:

The Bank followed a tremendous 2016 with an even better 2017 which translated to a record high Net Income for the year ended December 31, 2017 of <u>\$1,687,715</u>; this represents bottom line growth of <u>32%</u> year over year.

In addition to our record profit, 2017 generated the following financial highlights:

- Total interest income grew <u>15%</u> over the prior year
- Non-interest bearing deposits grew <u>33%</u>.
- Interest checking deposits grew 20%.
- Net Interest Margin was 3.86% in 2017 as compared to 3.78% in 2016.
- Named to the OTCQX <u>Best 50 for 2018</u>, ranking #11 and making the list for the third time in the last four years.

As we have executed our strategies and created the desired financial performance, we had not seen what we believed to be the full market valuation in our stock price prior to 2017. We all enjoyed the 19% year over year gains from 2015 to 2016. At the end of the day, we want to perform well financially and have it translate to your benefit, our shareholder, in the way of market value. In 2017, we saw a turnaround in the industry and the Bank's pricing in the market based both on earnings and book value multiples. We were pleased with the December 31, 2017 closing price of \$11.25 and the 37% increase in the stock price year over year as we feel this valuation more accurately reflects the Bank's value.

2017 yielded significant improvement in the Bank's deposit mix which included non-interest bearing deposit growth of 33%, interest checking deposit growth of 20%, and money market deposit growth of 18%. Strong growth in checking and money market deposit balances have allowed the Bank to strategically shed certificates of deposit throughout the year ending December 31, 2017. The Bank continues to see growth in the use of our electronic deposit functions such as our remote deposit scanners (FRed), and deposits through smart phones, as our electronic banking channel averaged 51% of the Bank's daily dollars deposited and 58% of the average daily items deposited in 2017. These technologies are available to every customer, at their home, office, or in the palm of their hand through their smart phone 24/7.

As always, if you have any questions about our Bank, please feel free to call me on my cell at 610-996-6661.

Sincerely,

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Glenn B. Marshall, President and CEO First Resource Bank



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Income Statement

March 2018

Balance Sheet

	Dec. 31, 2017	Dec. 31, 2016		
Cash and due from banks	\$ 2,998,367	\$ 3,210,601		
Time deposits at other banks	599,000	599,000		
Investments	36,219,930	28,360,596		
Loans	217,463,906	197,838,848		
Allowance for loan losses	(1,751,953)	(1,579,068)		
Premises & equipment	5,671,763	5,955,748		
Other assets	7,353,942	6,530,305		
Total assets	\$ 268,554,955	\$ 240,916,030		
Deposits	\$ 210,902,113	\$ 202,655,151		
Borrowings	29,284,500	15,607,500		
Subordinated debt	3,977,603	3,969,108		
Other liabilities	1,227,099	1,065,532		
Total liabilities	245,391,315	223,297,291		
Common stock	2,621,887	2,100,299		
Surplus	15,472,980	12,136,088		
Accumulated other comprehensive loss	(89,944)	(73,849)		
Retained earnings	5,158,717	3,456,201		
Total stockholders' equity	23,163,640	17,618,739		
Total Liabilities & Stockholder's Equity	\$ 268,554,955	\$ 240,916,030		

	D	Quarter Ended ec. 31, 2017	Quarter Ended Dec. 31, 2016		Year Ended Dec. 31, 2017		Year Ended Dec. 31, 2016	
Interest income	\$	2,897,286	\$	2,587,916	\$	11,087,542	\$	9,669,679
Interest expense		548,705		537,356		2,126,936		2,005,708
Net interest income		2,348,581		2,050,560		8,960,606		7,663,971
Provision for loan losses		89,233		91,061		353,316		223,784
Non interest income		93,721		139,274		590,349		370,897
Non interest expense		1,626,022		1,522,221		6,579,965		5,932,128
Pre-tax income		727,047		576,552		2,617,674		1,878,956
Tax expense		325,290		185,562		929,959		597,723
Net income	\$	401,757	\$	390,990	\$	1,687,715	\$	1,281,233
Preferred stock dividends				_		_		(2,577)
Net income available to common shareholders	\$	401,757	\$	390,990	\$	1,687,715	\$	1,278,656



Our First Resource Bank team supporting our Philadelphia Eagles Super Bowl Champions! What a great game!

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