



# FARMERS

NATIONAL BANC CORP.

**Q3 2023 Investor Presentation**

NASDAQ: FMNB



# Disclosure Statement

## Forward-Looking Statements

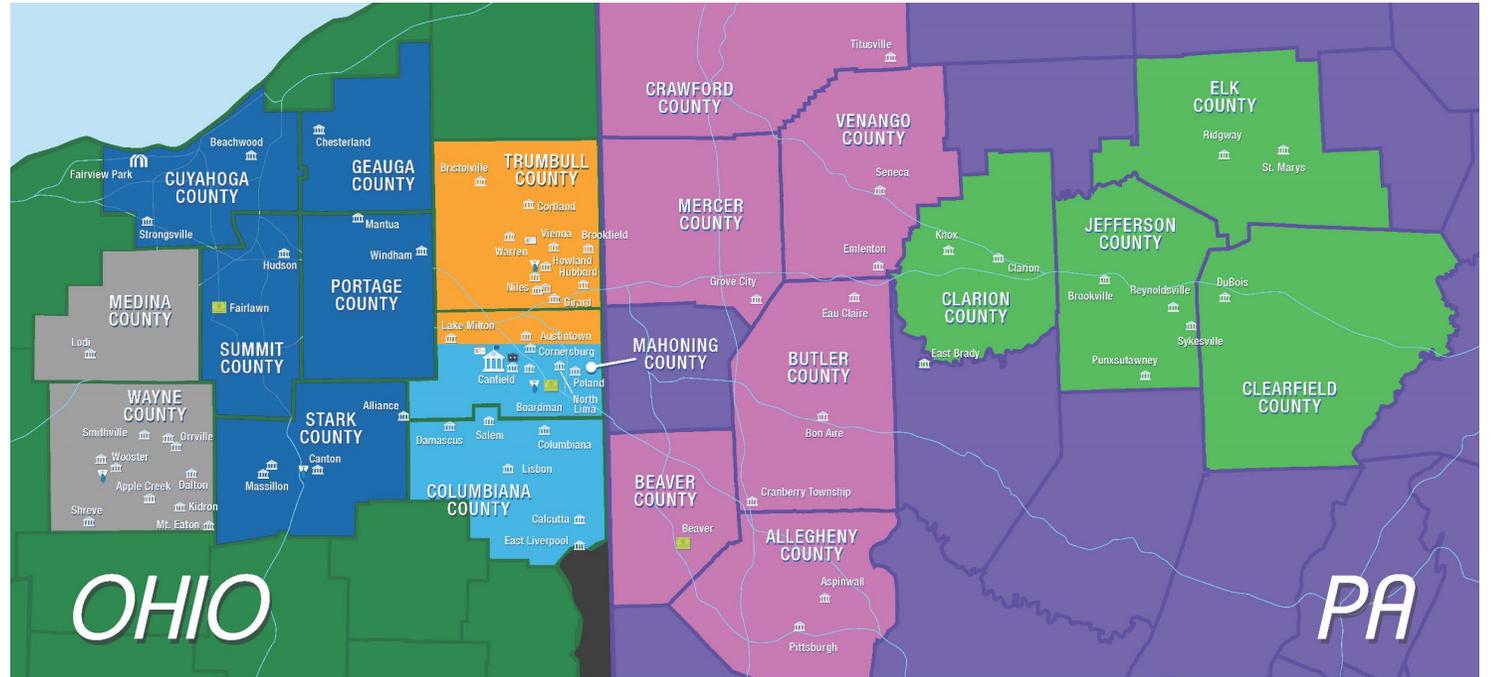
This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements about the financial condition, results of operations, asset quality trends and profitability of Farmers National Banc Corp. ("Farmers"). Forward-looking statements are not historical facts but instead express only management's current expectations and forecasts of future events or long-term-goals, many of which, by their nature, are inherently uncertain and outside of Farmers' control. Forward-looking statements are preceded by terms such as "expects," "believes," "anticipates," "intends" and similar expressions, as well as any statements related to future expectations of performance or conditional verbs, such as "will," "would," "should," "could" or "may." Farmers' actual results and financial condition may differ, possibly materially, from those indicated in these forward-looking statements. Factors that could cause Farmers' actual results to differ materially from those described in the forward-looking statements include significant changes in near-term local, regional, and U.S. economic conditions including those resulting from continued high rates of inflation, tightening monetary policy of the Board of Governors of the Federal Reserve, and possibility of a recession; Farmers' failure to integrate Emclaire and Emlenton with Farmers in accordance with expectations; deviations from performance expectations related to Emclaire and Emlenton; continuing impacts from the length and extent of the economic impacts of the COVID-19 pandemic; and the other factors contained in Farmers' periodic reports and registration statements filed with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended December 31, 2022, and Quarterly Report on Form 10-Q, which have been filed with the Securities and Exchange Commission and are available on Farmers' website ([www.farmersbankgroup.com](http://www.farmersbankgroup.com)) and on the Securities and Exchange Commission's website ([www.sec.gov](http://www.sec.gov)). Forward-looking statements are not guarantees of future performance and should not be relied upon as representing management's views as of any subsequent date. Farmers undertakes no obligation to update forward-looking statements, whether as a result of new information, future events or otherwise.

## Use of Non-GAAP Financial Measures

This presentation contains certain financial information determined by methods other than in accordance with accounting principles generally accepted in the United States ("GAAP"). These non-GAAP financial measures include "Core Deposits" and "Tangible Common Equity ratio." Farmers believes that these non-GAAP financial measures provide both management and investors a more complete understanding of Farmers' deposit profile and capital. These non-GAAP financial measures are supplemental and are not a substitute for any analysis based on GAAP financial measures. Because not all companies use the same calculation of "Core Deposits" and "Tangible Common Equity ratio," this presentation may not be comparable to other similarly titled measures as calculated by other companies.

# About Farmers National Banc Corp.

- \$5.0 billion in banking assets
- \$3.2 billion in wealth management assets under care
- \$0.68 (6.2%) annualized dividend yield\*
- Named a Best Employer in Ohio the past 2 years\*\*
- Founded in 1887
- 163 consecutive quarters of profitability
- Strong and diverse franchise currently operating
- 64 banking locations throughout Ohio and Pennsylvania
- Growth plan focused on combining big bank capabilities with local bank service



\*Stock data as of October 19, 2023

\*\*Source: Best Companies Group

# Local, Established & Experienced Leadership Team

<p><b>Kevin Helmick (51)</b> President &amp; Chief Executive Officer</p>	<p><b>Troy Adair (57)</b> Senior Executive Vice President, Chief Financial Officer</p>	<p><b>Tim Carney (57)</b> Senior Executive Vice President, Chief Banking Officer</p>	<p><b>Jim Gasior (62)</b> Senior Executive Vice President, Corporate Development Officer</p>	<p><b>Amber Wallace (57)</b> Senior Executive Vice President, Chief Retail/Marketing Officer</p>	<p><b>Michael Matuszak (55)</b> Senior Executive Vice President, Chief Operating Officer</p>
<p><b>Timothy Shaffer (60)</b> Senior Executive Vice President, Chief Credit Officer</p>	<p><b>Mark Wenick (63)</b> Senior Executive Vice President, Chief Wealth Management Officer</p>	<p><b>Brian Jackson (53)</b> Executive Vice President, Chief Information Officer</p>	<p><b>Michael Oberhaus (47)</b> Executive Vice President, Chief Risk Officer</p>	<p><b>Mark Nicastro (52)</b> Executive Vice President, Chief Human Resources Officer</p>	<p><b>William Shivers (62)</b> Senior Vice President, Chief Commercial Lending Officer</p>

## Training

- Farmers Academy
- In-house leadership/management training program
- Ohio Bankers League Bank Management School

## Talent Acquisition

- Comprehensive recruitment program
- High percentage of referrals come from our employees
- Retention of key executives
  - Current executive team has been with the bank for over nine years

## Robust Succession Planning

- Annual review
- Multi-layered approach focused on core competencies of position
  - Linked to annual performance appraisal and development plan
- Executive succession planning reviewed at holding company board level

## Alignment with Shareholders

- Structure of STI and LTI programs encourages sound business practices and appropriate levels of risk management
- Recognition as Best Employer in Ohio in 2019, 2020, 2022 as voted by our employees\*
- Key metrics of success reflected in consistent results

\* Source: Best Companies Group

# Farmers Strategic Vision

Leveraging our History with Modern Banking Technologies to Support our Future

## Invest in our Franchise

- Leverage technology
- Drive efficiencies through Six Sigma operating framework
- Strive to be customer centric and provide exceptional experiences
- Assure Farmers is the best place to work
- Continued pursuit of organic and M&A opportunities

## Drive Financial Excellence

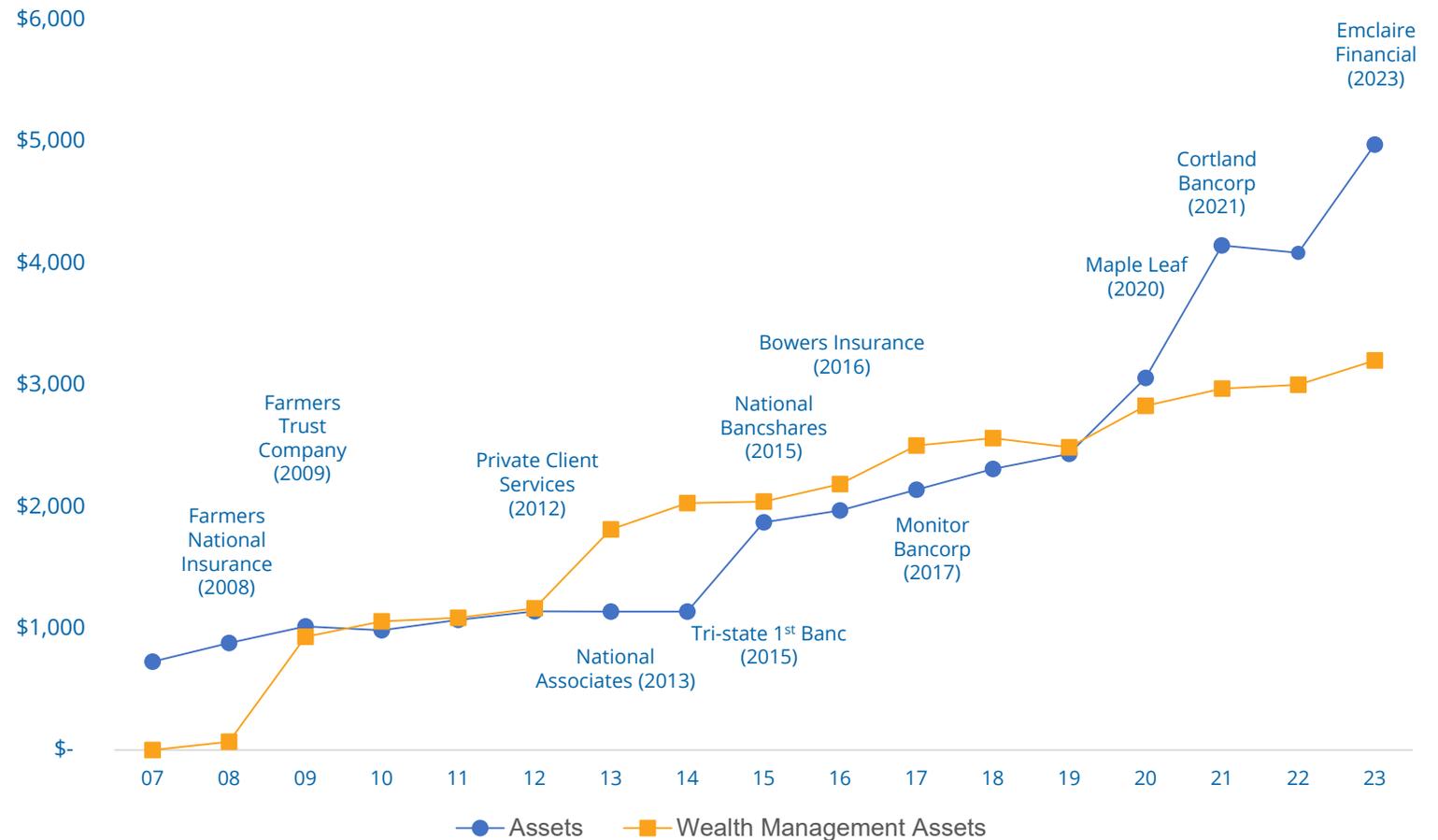
- Strive for performance metrics in top quartile ranking vs. peer group
- Focus on growing noninterest income
- Proactive capital management
- Maintain financial strength
- Prudent risk management and focus on asset quality



# Proven Acquisition History and Strategy

Long-term strategy of value-enhancing acquisitions

- Seven acquisitions in the past eight years, including recently announced acquisition of Emclair Financial
- Target franchises with similar culture, compelling reputation, and strong customer base
- Focus on businesses that support cross sell opportunities and diversify footprint into compelling banking markets
- Manageable initial tangible book value dilution
- Reasonable price with a currency mix of cash and stock



- Graph in millions
- As of September 30, 2023



# FARMERS

NATIONAL BANC CORP.

## Financial Performance

NASDAQ: FMNB



# Balance Sheet Strengths

	9/30/23	12/31/22	Improved
Customer Deposits**	\$4.3 billion*	\$3.4 billion	✓
Cash Balances	\$93.9 million	\$75.6 million	✓
Loan-to-Deposit Ratio	70.2%	67.5%	✓
Nonperforming Loans to Total Loans	0.58%	0.62%	✓
Allowance to Nonperforming Loans	189.2%	182.3%	✓

\*This figure includes \$875.8 million in deposits from Emclave acquisition.

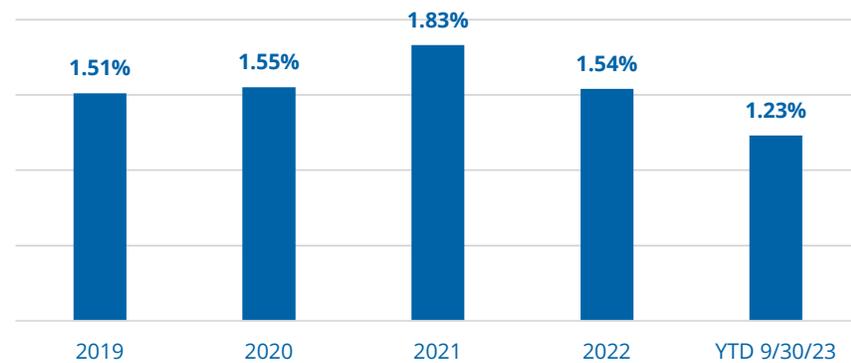
\*\*Excludes Brokered Time Deposits.

# Core Results

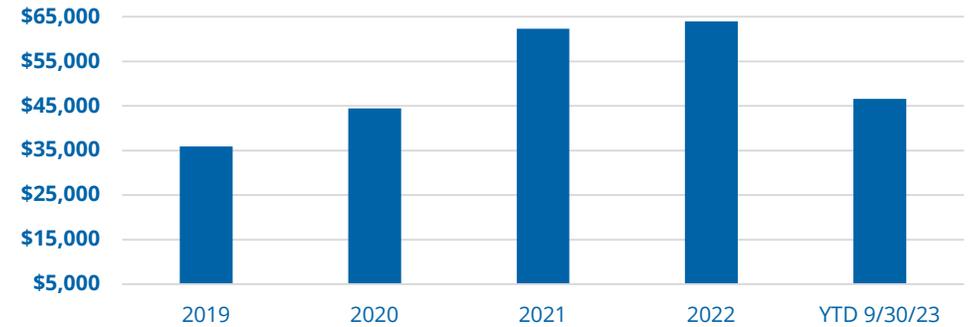
## Overview

- Record core net income in 2022
- Core EPS remains strong through challenging environments

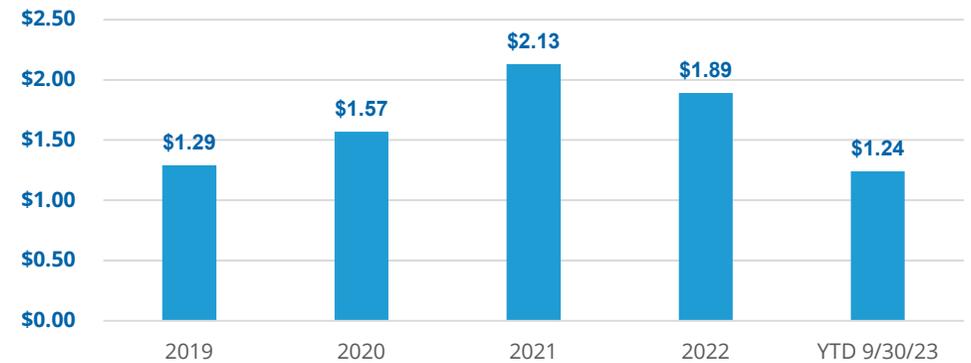
## Core Return on Assets



## Core Net Income



## Core EPS



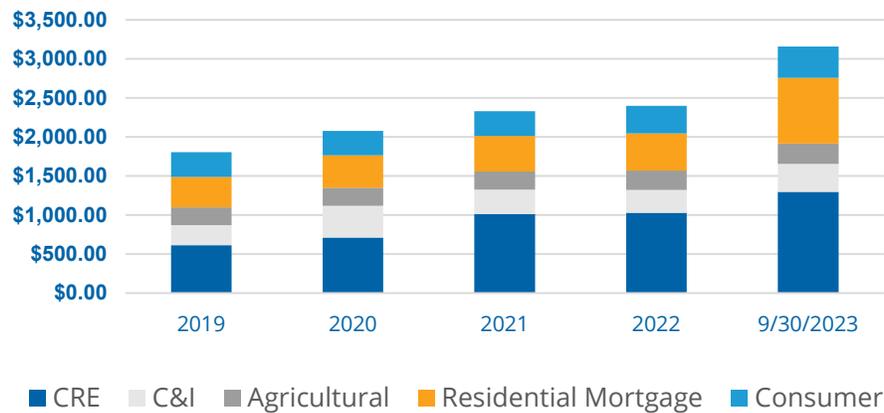
Core items exclude the impact of acquisition related provision and other items. See Non-GAAP reconciliation in appendix.

# Loan Portfolio Overview

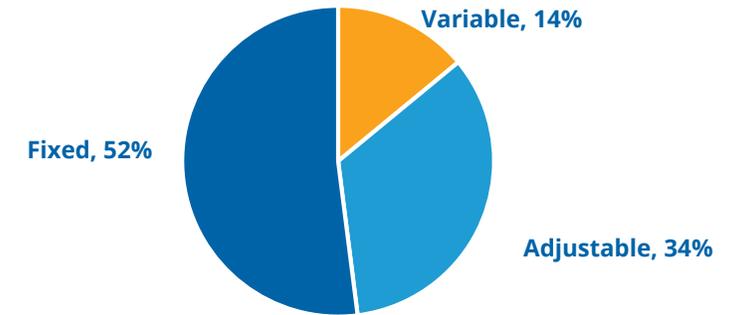
## Overview

- Total loans \$3.2 billion
- Diverse loan mix
- Farmers' practice is to lend primarily within its market area

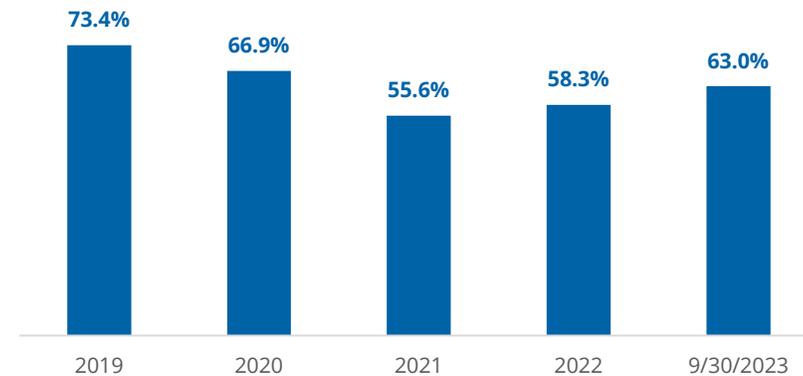
## Total Loans (in millions)



## Rate Type Segments



## Net Loans to Assets



# CRE

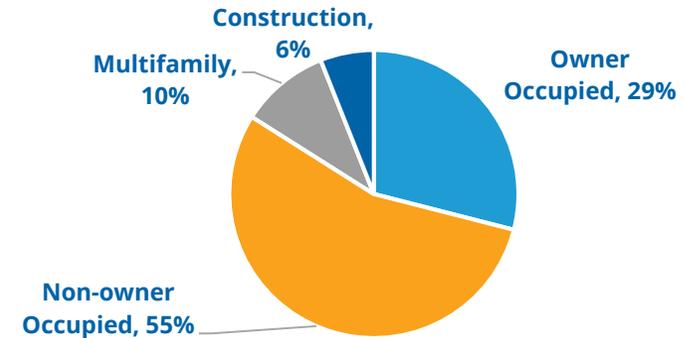
## Overview

- Well diversified portfolio
- Strong credit culture
- Independent loan review

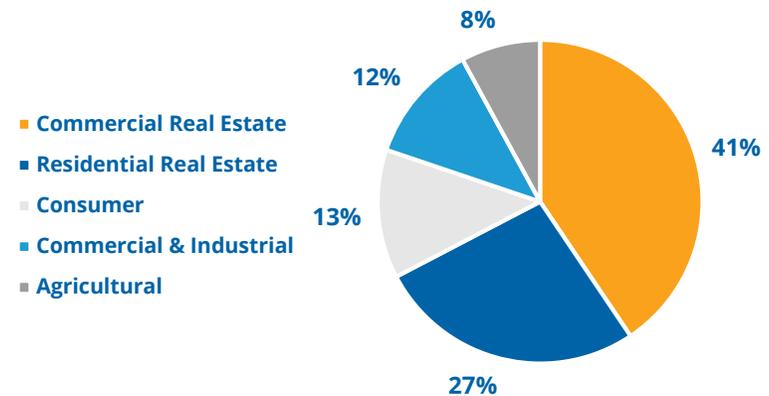
## CRE Categories

Category	Balance	% of CRE	% of Port
Retail	\$ 353,114	27%	11%
Office	\$ 160,710	12%	5%
Medical	\$ 151,966	12%	5%
Warehouse/Industrial	\$ 161,337	12%	5%
Multifamily	\$ 128,239	10%	4%
Special Purpose	\$ 98,862	8%	3%
Hotel	\$ 58,079	4%	2%
Restaurant	\$ 57,376	4%	2%
Multifamily - Construction	\$ 21,566	2%	1%
Remainder	\$ 103,397	8%	3%
<b>Total</b>	<b>\$ 1,294,646</b>		

## CRE Breakdown



## Loans by Industry Type

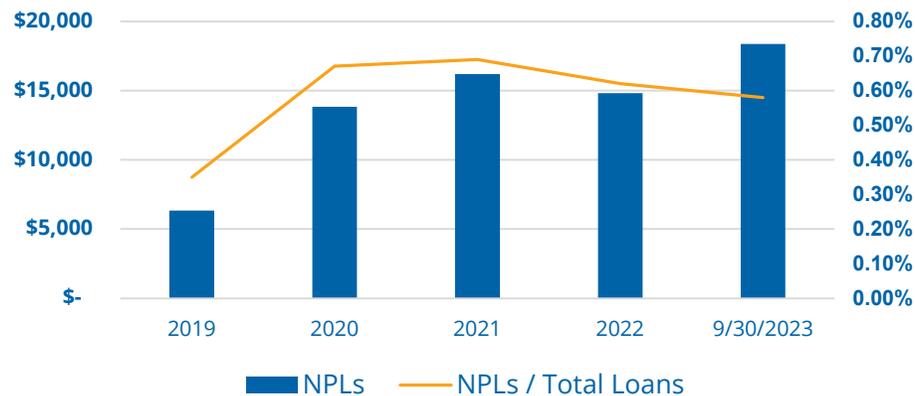


# Asset Quality Trends

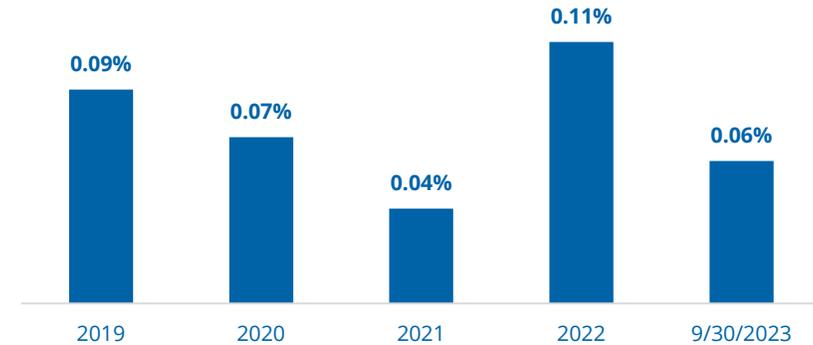
## Overview

- Early-stage delinquencies were \$13.3 million, or 0.42% of total loans at September 30, 2023, compared to \$9.6 million, or 0.40% of total loans at December 31, 2022
- Conservative underwriting practices
- Sound reserve levels under CECL

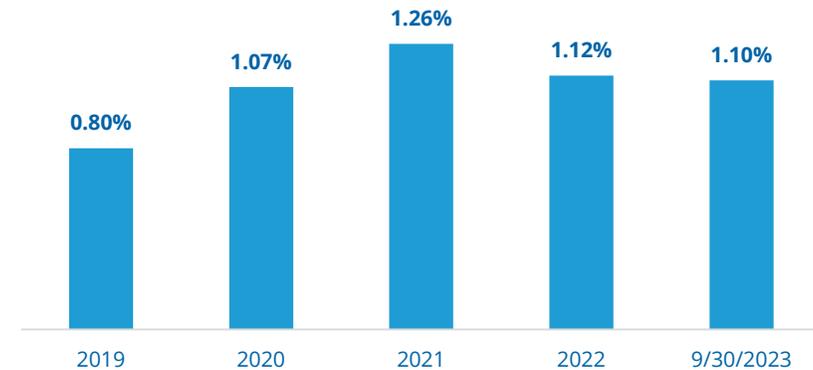
## NPLs/Total Loans & Leases (\$ in thousands)



## Annualized Net Charge-Offs to Avg. Net Loans



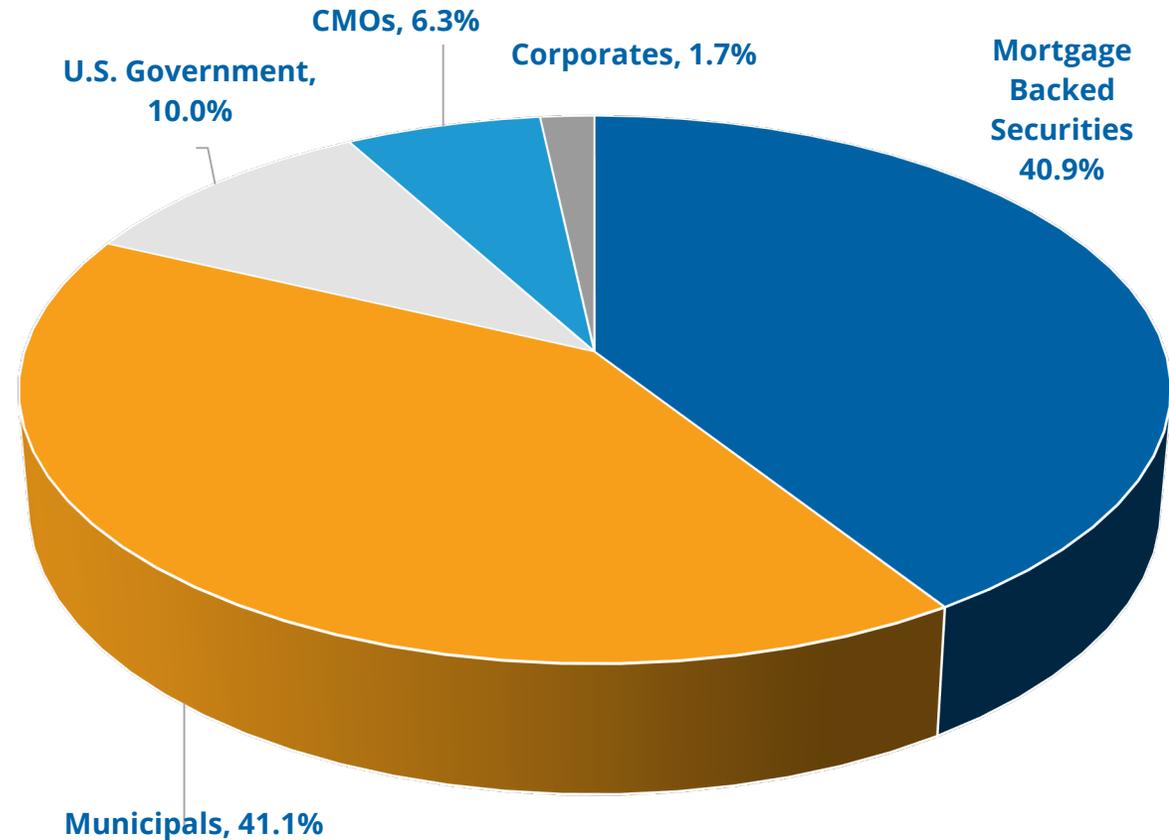
## ACL to Total Loans



# Securities Portfolio

## Overview

- All of the Investment securities portfolio is categorized as available for sale
- All MBS and CMOs are U.S. government agency issued
- All municipal securities are investment grade, many with credit enhancements
- The duration of the available for sale securities portfolio is 7.2 year at September 30, 2023
- Assuming no changes to interest rates, the AOCI is expected to have accretion of approximately \$32.4 million, or 10% over the next four quarters
- Over the next three years, the AOCI is expected to have accretion of approximately \$92.7 million, or 29.0% assuming no changes to interest rates



# Deposit Trends

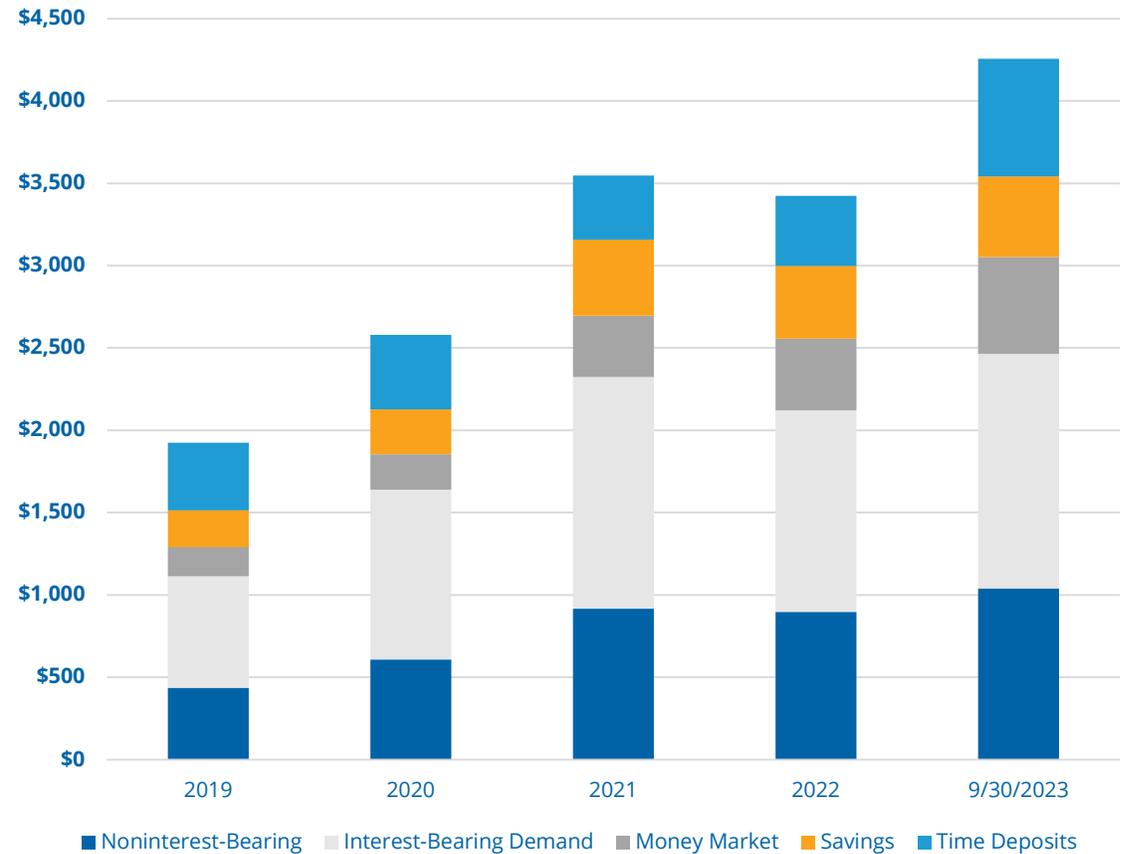
## Overview

- We are proud to say our bank is built on core deposits
- Total deposits: \$4.51 billion
- Noninterest-bearing stood at 23.0% of total deposits

## Customer Deposit Composition (in millions)



## Customer Deposit Composition (in millions)



# Liquidity

## Farmers National Banc Corp. has the following sources of liquidity at the holding company as of September 30, 2023:

---

- **\$60.6 million** of cash and equivalents
- **\$5.0 million** in unsecured lines of credit with a zero balance

## Farmers National Bank has the following sources of liquidity as of September 30, 2023:

---

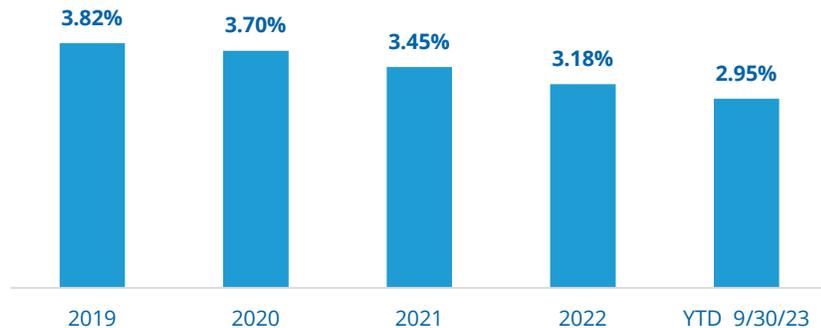
- **\$89.0 million** of cash and equivalents
- **\$892.6 million** of additional borrowing capacity at the FHLB
- **\$25.0 million** of unsecured lines of credit with a zero balance
- **\$353.8 million** of available for sale securities that are not pledged
- Brokered CDs
- Securities roll-off of approximately **\$66.2 million** in next 12 months

# Net Interest Income and NIM Trends

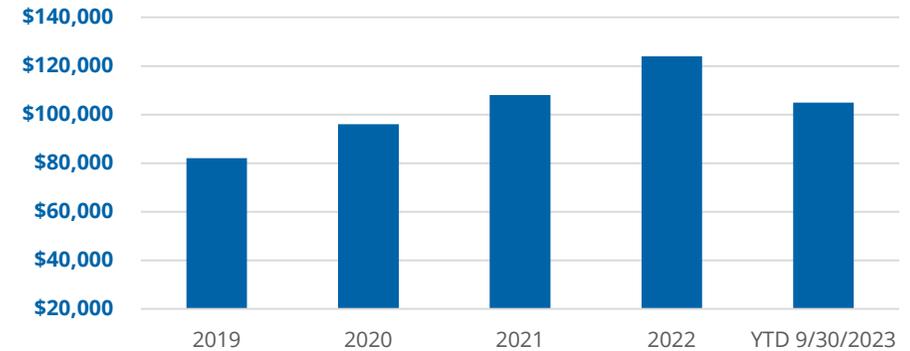
## Overview

- Focused on growing loans to manage net interest margin
- Managing cost of funds and deposit betas through rising rate environment

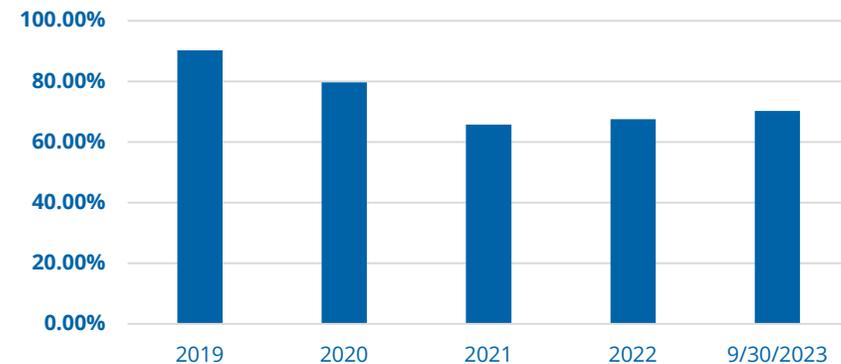
## Net Interest Margin (annualized)



## Net Interest Income (in thousands)



## Loans to Deposits

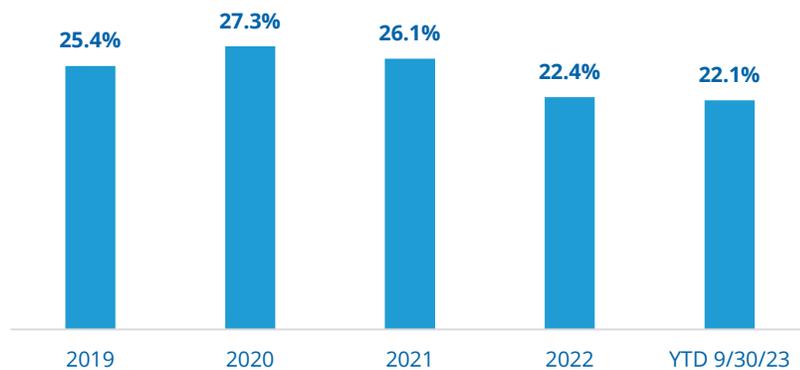


# Noninterest Income Trends

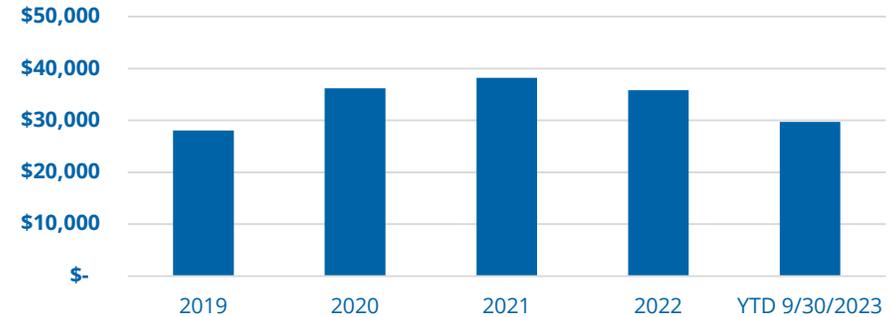
## Overview

- Robust Trust, Wealth Management and Insurance businesses
- Diverse revenue sources
- Working to increase noninterest income to total revenue

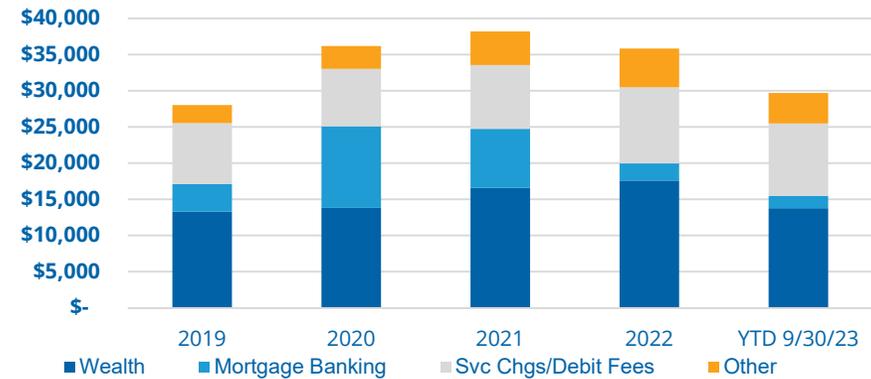
## Noninterest Income to Total Revenue\*



## Total Noninterest Income\* (in thousands)



## Components of Noninterest Income\* (in thousands)



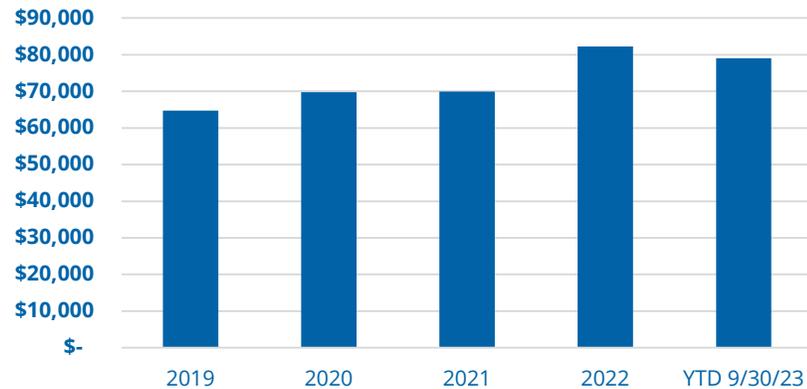
\*Noninterest income in 2022 excludes \$8.4 million in income related to the proceeds of a one-time legal settlement. See Non-GAAP reconciliation in appendix.

# Noninterest Expense Trends

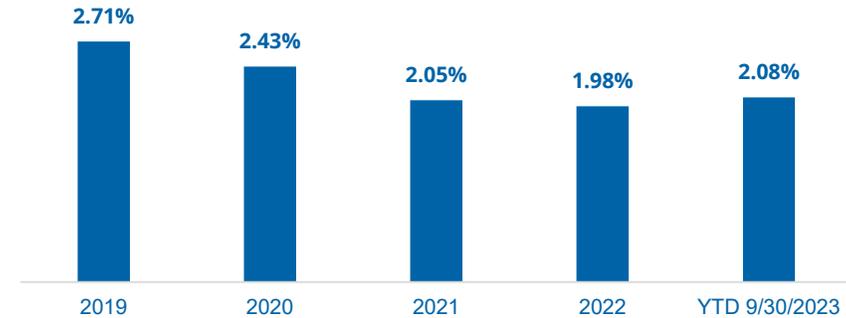
## Overview

- Overall focus on driving efficiencies
- The Company recently added the position of Chief Operating Officer who will spearhead process improvement efforts
- Track record of prudent expense management

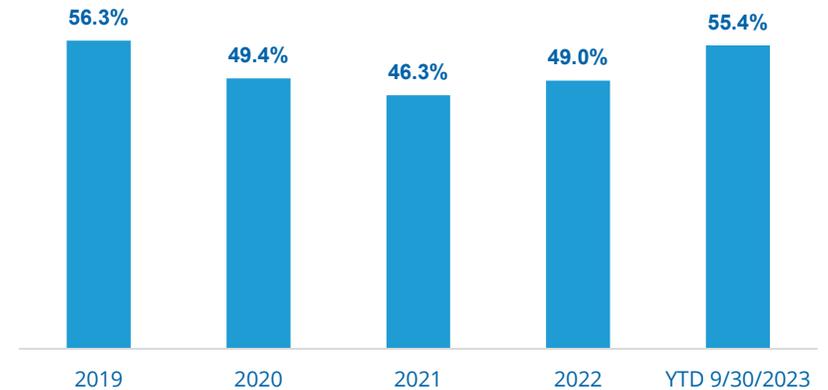
## Noninterest Expense (in thousands) <sup>(2)</sup>



## Noninterest Expense to Average Assets <sup>(1)</sup>



## Efficiency Ratio <sup>(1)</sup>



(1) Both ratios adjusted for certain items. See Non-GAAP reconciliation in appendix.

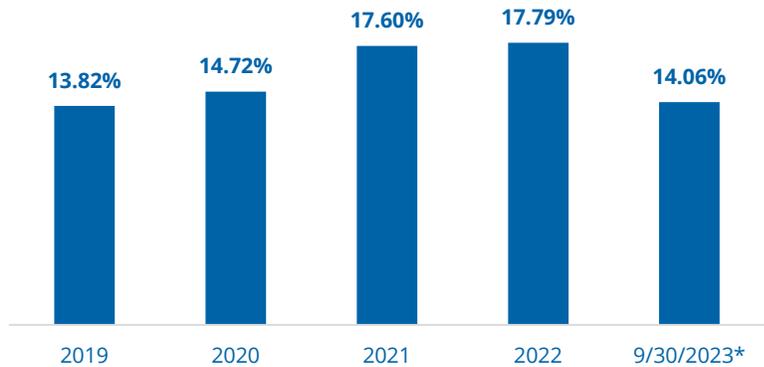
(2) All periods adjusted for certain items. See Non-GAAP reconciliation in appendix.

# Capital

## Overview

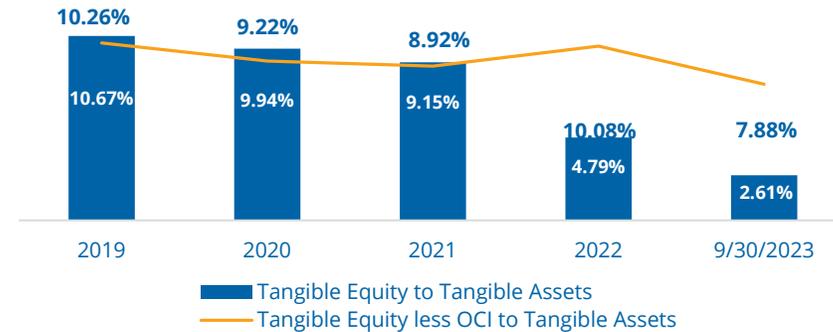
- All regulatory capital ratios above *well-capitalized* threshold
- Announced 1,000,000 share repurchase program in Q1 2023
- Strong dividend payout

## Total Risk Based Capital

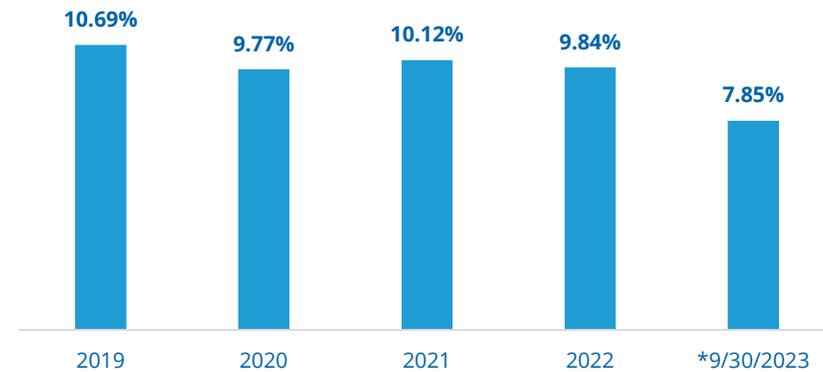


\* Estimate

## Tangible Equity to Tangible Assets



## Tier 1 Leverage Ratio



# Appendix – Non GAAP Reconciliations

Acquisition related provision - after tax	-	-	3,846	-	6,077
Law suit settlement income - after tax	399	-	-	(6,616)	-
Law suit settlement contingent legal expense - after tax	-	-	-	1,639	620
Charitable donation - after tax	-	-	-	4,740	-
FHLB prepayment penalties - after tax	-	666	1,682	-	-
Net loss (gain) on asset/security sales - after tax	(20)	404	(598)	344	527
Gain on sale of credit card portfolio - after tax	-	-	(189)	-	-
Core net income	<u>\$ 36,326</u>	<u>\$ 45,531</u>	<u>\$ 62,316</u>	<u>\$ 63,994</u>	<u>\$ 46,617</u>
Reported EPS	\$ 1.28	\$ 1.47	\$ 1.77	\$ 1.79	\$ 0.94
Core diluted EPS	\$ 1.29	\$ 1.60	\$ 2.13	\$ 1.89	\$ 1.24
Reported return on average assets (annualized)	1.50%	1.46%	1.52%	1.46%	0.93%
Core return on average assets (annualized)	1.51%	1.59%	1.83%	1.54%	1.23%
Net interest income, reported	\$ 82,378	\$ 96,191	\$ 107,990	\$ 124,166	\$ 104,956
Net interest income, tax equated	\$ 84,523	\$ 98,582	\$ 110,835	\$ 127,530	\$ 107,095
Noninterest income	28,042	36,161	38,193	44,202	29,705
Legal settlement income	-	-	-	(8,375)	-
Net loss (gain) on asset/security sales	(25)	511	(757)	435	667
Gain on sale of credit card portfolio	-	-	(239)	-	-
Adjusted noninterest income	<u>28,017</u>	<u>36,672</u>	<u>37,197</u>	<u>36,262</u>	<u>30,372</u>
Net interest income and noninterest income adjusted	112,540	135,254	148,032	163,792	137,467
Noninterest expense less intangible amortization	63,589	70,001	77,817	92,438	81,968
Charitable donation	-	-	-	6,000	-
Contingent legal settlement expense	-	-	-	2,075	785
Acquisition related costs	187	3,223	7,109	4,070	5,022
FHLB prepayment penalties	-	-	2,129	-	-
Adjusted noninterest expense	<u>63,402</u>	<u>66,778</u>	<u>68,579</u>	<u>80,293</u>	<u>76,161</u>
Reported efficiency ratio (tax equivalent basis)	56.38%	52.55%	51.13%	53.68%	59.70%
Efficiency ratio excluding certain items	56.34%	49.37%	46.33%	49.02%	55.40%

# Appendix – Non GAAP Reconciliations

	2019	2020	2021	2022	YTD '23
Total assets	\$ 2,449,158	\$ 3,071,148	\$ 4,142,749	\$ 4,082,200	\$ 4,971,163
Less goodwill and other intangibles	42,645	49,617	102,606	101,666	191,326
Tangible Assets	<u>\$ 2,406,513</u>	<u>\$ 3,021,531</u>	<u>\$ 4,040,143</u>	<u>\$ 3,980,534</u>	<u>\$ 4,779,837</u>
Stockholders' Equity	\$ 299,309	\$ 350,097	\$ 472,432	\$ 292,295	\$ 315,982
Less goodwill and other intangibles	42,645	49,617	102,606	101,666	191,326
Tangible common equity	256,664	300,480	369,826	190,629	124,656
Accumulated other comprehensive income (AOCI)	9,826	22,032	9,295	(210,490)	(252,213)
Tangible common equity less AOCI	<u>\$ 246,838</u>	<u>\$ 278,448</u>	<u>\$ 360,531</u>	<u>\$ 401,119</u>	<u>\$ 376,869</u>
Equity to assets	12.22%	11.40%	11.40%	7.16%	6.36%
Tangible equity to tangible assets	10.67%	9.94%	9.15%	4.79%	2.61%
Tangible equity less AOCI to tangible assets	10.26%	9.22%	8.92%	10.08%	7.88%