that we will see an additional cut or cuts during the remainder of the year. With this in mind, we will closely monitor our loan, deposit, and investment portfolios as we, perhaps, return to a more normalized yield curve.

Thank you for your continued confidence, investment, and support.



Troy A. Peters
President & Chief Executive Officer

BOARD OF DIRECTORS

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Edwin C. Hostetter II
Vice Chairman

Edward L. Anspach Second Vice Chairman and Secretary

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President and
Chief Executive Officer

Jeffrey L. Bohn

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President and
Chief Executive Officer

Robert B. Weidler Jr. Chief Financial Officer

Edward T. Martel, Jr. *Chief Operating Officer*

Richard M. Rollman Chief Lending Officer

Timothy D. Gingrich
Chief Information Officer

Michael E. Grenier Chief Risk Officer



P.O. Box 717 Two West Market Street Jonestown, PA 17038-0717

jbt.bank

Executive Offices: 717-865-4246 Email: investor@jbt.bank



3RD QUARTER REPORT SEPTEMBER 30 2024





LETTER TO SHAREHOLDERS

I am pleased to report that the Board of Directors has declared a third quarter dividend of 25 cents per share for shareholders of record as of October 21, 2024, and payable on October 25, 2024. We are proud of our strong dividend history and happy to return a portion of profits to our shareholders. Your company produced nine-month earnings of \$5,780,000 or \$2.37 per share, up from \$5,720,000 or \$2.35 per share in the prior year, representing a 1.05% increase in earnings.

This earnings increase is largely attributable to growing net interest income while actively slowing loan growth and focusing on overall liquidity.

Net interest income is up 2.65% year-to-date as funding cost increases slowed during the summer. Most certificates of deposit have been repriced into current rates and the escalating costs of these deposits has leveled off and created a more stable environment.

Net loans for the first three quarters were down 3.67% as nearly all of our portfolio segments fell. The largest decline was in our indirect portfolio where we have continued to strategically pursue reducing exposure to better manage total return in the current economic climate. A short-term benefit of balance reduction is lower provisioning to the loan loss allowance. This combined with good credit performance has decreased our allowance by 1.45% year-to-date.

Our liquidity position has improved as we have reduced loan growth, had investment securities mature, paid down advances, and accumulated cash. We now plan to pursue more lending heading into the fourth quarter specifically in the indirect segment. However, recent competitor pricing may pressure our ability to build volume at desired returns.

We have been able to increase deposits by 6.45% through the year. There has been deposit growth across the product lines and we have been very happy with the results from our new certificate of deposit sales strategy that we have been marketing as "The Perfect CD For You. Just You." We also continue to add new consumer and business households at a rate beyond our expectations. Both of these successes point to a connected strategy and great work from our staff.

During the quarter, the FOMC lowered the fed funds rate for the first time since March of 2020. And it's widely expected

Balance Sheet (Unaudited) (Dollars in thousands)		As of Sept 30, 2024 2023		
Assets				
Cash and due from banks	\$	99,150	\$ 63,140	
Securities		45,592	34,270	
Loans, net of allowance		747,606	776,337	
Premises/equipment, net		10,390	10,895	
Other assets		30,500	29,140	
Total assets	\$	933,238	\$ 913,782	
Liabilities and Sharehold	orc'	Equity		
Liabilities	el 3	Equity		
	\$	120 115	\$ 142.789	
Non-interest bearing deposits	Þ	138,445	,	
Interest bearing deposits	_	626,949	597,565	
Total deposits		765,394	740,354	
FHLB advances		69,125	83,125	
Subordinated debentures		9,923	9,912	
Other liabilities	_	8,338	7,214	
Total liabilities	\$	852,780	\$ 840,605	
Shareholders' equity				
Common stock:par value \$2.00 pe		are,		
6,000,000 authorized shares, issu and outstanding 2,433,696 shares		4,867	\$ 4,867	
Surplus		7,394	7,394	
Undivided profits		69,346	63,914	
Accumulated other comprehensive income		(1,149)	(2,998)	
Total shareholders' equity	\$	80,458	\$ 73,177	
		·		
Total liabilities and	¢	022 220	¢ 012.702	
shareholders' equity	\$	933,238	\$ 913,782	

SELECTED FINANCIAL DATA

September 30,	2024	2023
Return on assets	0.84%	0.85%
Return on equity	10.02%	10.69%
Book value per share	\$33.06	\$30.07
Earnings per share (basic and diluted)	\$2.37	\$2.35

Income Statement	9 Months Ended Sept 30,				
(Unaudited)	<u>2024</u> <u>2023</u>				
(Dollars in thousands)					
Interest Income					
Loans receivable	\$	31,927	\$	30,223	
Taxable securities		1,415		865	
Tax-exempt securities		106		96	
Other		3,038	_	1,248	
Total interest income		36,486		32,432	
Interest Expense					
Deposits		9,545		5,963	
FHLB advances		2,712		2,858	
Subordinated debentures		289		289	
Total interest expense		12,546		9,110	
Net interest income		23,940		23,322	
Credit loss expense		1,124		1,071	
Net interest income after credit loss expense	_	22,816		22,251	
Other Income					
Service charges on deposits		1,300		1,349	
Net gains on sale of loans		42		4	
Other income		2,065		1,873	
Total other income		3,407		3,226	
Other Expenses					
Salaries/employee benefits		10,037		9,440	
Occupancy		1,155		1,099	
Equipment		482		449	
Marketing		631		761	
Other operating expenses		6,765		6,673	
Total other expenses		19,070		18,422	
Income before income taxes		7,153		7,055	
Federal income taxes		1,373	_	1,335	
Net income	\$	5,780	\$	5,720	